

BUSINESS FIRST

TRAFFORD'S BUSINESS BULLETIN - FEBRUARY 2015

WELCOME...

It gives me great pleasure to send you the seventh edition of Trafford's 'Business First' bulletin brought to you by Trafford Council.

In this edition you will find articles on the latest business news, support and funding opportunities which I hope you find useful including, the co-location of Trafford Council's Meet The Buyer event with the Trafford Business Expo on 30th June, the proposed devolution of powers to Greater Manchester, the Engineering Futures initiative and digital growth support and cyber security.

In particular I would like to highlight the article on Research and Development (R&D) Tax Credits on page 4, a government initiative to encourage investment in innovation. If your company is innovating, improving or developing a process, product or service, then it could qualify for R&D Tax Credits. The Council's partnership with accountants and business

advisors Beaver and Struthers will hopefully lead to more companies making R&D Tax Credit applications and claiming relief. Please take advantage of this brilliant opportunity.

The Council's Economic Growth Team is here to act as a single point of contact for business in the borough. Whether it's through identifying potential funding opportunities, searching for sites or premises, guiding through available business support provision or supporting new and expanding companies, the Team is ready to help and advise you.



Cllr Michael Hyman.
Executive Member
for Economic Growth
And Planning.

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For more information about the support available to businesses, you can follow our Twitter account [@TraffordBiz](https://twitter.com/TraffordBiz), or look at the business section of the Trafford Council website www.trafford.gov.uk/business. You can contact the team by telephoning **0161 912 4176** or email business@trafford.gov.uk

TRAFFORD COUNCIL'S MEET THE BUYER CO-LOCATES WITH THE TRAFFORD BUSINESS EXPO

Following the successful launch of the Trafford Business Expo last year, the event will return alongside Trafford Council's Meet The Buyer event, at Emirates Old Trafford on 30th June 2015. The Trafford Business Expo, owned by innov8 Conference Services Ltd, saw over 300 delegates and over 60 exhibitors attend in 2014 and is aiming to increase these figures for 2015. For more information or to register as an exhibitor or an attendee, visit www.trafford-business-expo.co.uk

New to 2015, the Business Expo will co-locate with Trafford Council's Meet the Buyer event. This new event will provide the opportunity for Trafford businesses to meet with procurement teams from a number of local public and private organisations. A schedule of purchasing requirements will be released in advance of the event, enabling local businesses to book face-to-face appointments with large organisations who have a requirement for their products or services. For more information or to register as a 'buyer' please e-mail: business@trafford.gov.uk. Further information for 'suppliers' will be released in early 2015.



GREATER MANCHESTER HAS AGREED AN HISTORIC DEVOLUTION SETTLEMENT WITH GOVERNMENT

The agreement, reached with the Chancellor who has called for a 'Northern Powerhouse' to maximise the economic potential of the north – and building on the work of the Greater Manchester Combined Authority (GMCA) established in 2011 – was announced in November and will give greater powers to the combined authority working in partnership with a directly-elected Mayor. These new powers will open up opportunities for increasing economic growth and improving the quality of life of Greater Manchester residents by replacing an over-centralised national

model – imposing 'one size fits all' solutions – with greater local control over certain budgets and powers.

Under the settlement, a directly-elected Mayor for Greater Manchester will also be created.

Powers to be devolved to Greater Manchester include:

- Responsibility for local transport
- devolved planning freedoms (including the power to create a statutory spatial strategy)
- control of a new Housing Investment Fund of up to £300m

- a public service reform programme that includes helping people get back into work and integrating health and social care
- control of a revamped earn-back deal on infrastructure spending that leads to economic growth
- influence over further education and skills provision to supply skills to employers and responsibility for devolved business support budgets.

For more information please visit the Greater Manchester Combined Authority website www.agma.gov.uk

CASH BOOST IS CHILD'S PLAY FOR TRAFFORD TOTS

Trafford Tots, which runs the Trafford Park based Land of Play, has received a £22,000 funding boost to invest in major improvements. They will use the funding for a series of improvements to the indoor children's play centre which will include a new football pitch and increasing the height of the central play frame to four levels.

With a current capacity of 120 children, the extended facilities will double that to 240 children, enabling the play centre to cater for over 1600 children each week. The business also has plans in place to introduce a crèche facility, holiday club and to launch a new range of themed children's parties.

Trafford Tots received the funding package from Business Finance Solutions (BFS) Business Loan, a government-backed initiative that will see over £24m invested into growing businesses in Greater Manchester over the next 10 years

Co-owner Samantha Walsh said: "Land of Play has been a much loved leisure destination for children and parents for five years and this investment is a great opportunity for us to deliver an improved and new service to our customers. Receiving the Business Loan and the support from BFS has really helped us to plan and build for the future, making sure that we continue to improve and to exceed customer expectations."

Further information about Business Finance Solutions is available at

www.economic-solutions.co.uk/service_brands/business-finance-solutions

ENGINEERING FUTURES HELPS EMPLOYERS TO SECURE FUTURE SKILLS AND TALENT

In the next 5 years, the engineering sector needs to recruit around 170,000 people, with nearly 25% of engineering and manufacturing employers reporting skills gaps. Half of these need to be qualified engineers, technologists or scientists.

The Engineering Futures Hub brings together a unique partnership of engineering and manufacturing employers, skills providers and local schools, to drive forward the development of this sector enabling it to

realise its potential to contribute to the economic growth of the area. Developed in partnership with Trafford College, Tameside College and Skills & Work Solutions, the Hub enables employers to work with region's major skills providers for the sector in order to access bespoke training and source the future skilled workforce you need to compete effectively.

The Hub is already working with over 200 employers including Torkington

Engineers Ltd, United Biscuits UK Ltd, Kellogg's UK, United Utilities and Cargill PLC, as well as smaller niche engineers and manufacturers. To find out more information or to 'join the Hub', e-mail: info@engineeringfutures.org or visit www.engineeringfutures.org



DIGITAL GROWTH SUPPORT

The Digital Growth programme enables your company to benefit from the opportunities that digital technology and the wider infrastructure have to offer.

The Business Growth Hub can offer your company specialist one to one support from the Digital Growth team. This involves a detailed assessment of how your company could better use digital technologies to support your growth ambitions. All activity is planned and based on a digital growth assessment - created, developed and agreed with you following a face to face meeting.

The Hub also has a coordinated programme of events and specialist workshops that highlight the opportunities digital technology offers your business. This programme will help you adapt your business models to maximise the benefits from the take up and exploitation of cloud and other technologies.

In addition to the above, the Hub can provide Cyber Security support for businesses including:

- Masterclasses and Events on Cyber Security pitfalls and how to protect your company
- 1-2-1 Advisor to look at cyber security issues within a company
- Up to £3000 matched funding to look at cyber projects. This could include cyber security accreditation: ISO27001 or the development of a cyber security strategy.

Contact details

If you would like to find out more about Digital Growth Support please contact:

Email info@businessgrowthhub.com

Tel: **0161 359 3050**

or visit www.businessgrowthhub.com



FREE BOOKKEEPING COURSE FOR SMALL FIRMS

Manchester based accountancy training provider Kaplan, with support from the European Social Fund, is offering full funding for small businesses in Greater Manchester for an industry accredited bookkeeping course. The fully funded short bookkeeping courses, worth up to £740, are a great opportunity for businesses (employing less than 250 staff) to enhance their bookkeeping and accountancy skills to help improve their bottom line. For a small registration fee of just £40, sole traders, business owners or accounts teams can gain an Association of Accounting Technicians accredited bookkeeping qualification.

Gill Daly, Manchester Centre Manager said: "Kaplan are a leading provider of accountancy training worldwide and as a Greater Manchester business we are proud to offer SME's with full funding to develop essential accountancy and bookkeeping skills. This is just one of the ways that the European Social Fund is helping to support business growth in the local community."

To find out more call **0161 259 0259** or visit www.kaplanvocational.co.uk/bookkeeping to register your interest.

RESEARCH & DEVELOPMENT (R&D) TAX CREDITS – ARE YOU ELIGIBLE?

Trafford Council has announced a new partnership with accountants and business advisors Beever and Struthers to provide local businesses with support in accessing and claiming Research & Development (R&D) tax credits. The appointment follows a full procurement process, designed to identify a local provider which could offer the greatest experience and best value in supporting R&D tax credit applications.

HM Revenue & Customs R&D Tax Credit scheme is a government initiative to encourage investment in innovation. Eligible companies are able to deduct up to 225% of qualifying expenditure to reduce their taxable profits. R&D Tax Credits are available to all business sectors and the average SME claim is over £40,000. However, it is estimated that as little as 5% of eligible businesses are claiming relief. This is often because businesses are either not aware of the scheme, or are not aware that their business activities would be eligible.

Has your business made significant improvements to its products or services? Have you developed any new software

to support your back-office systems? Are any of these improvements unique to your business or give you competitive advantage? If so, you could be eligible for R&D Tax Relief.

To launch the new service, a free R&D Tax Relief Workshop will be held at Trafford Town Hall on 26 February 2015 where Beever and Struthers' Tax Advisory Team will provide an overview of HMRC's R&D tax credit scheme, advice on how to identify any eligible business expenditure and how to make a claim.

For further information about the service or to book your place at the launch event, please contact

business@trafford.gov.uk.



BUSINESS ROCKS INNOV8 UK TECH START-UP AWARD

The Business Rocks Innov8 Award gives tech, digital and creative start-ups the chance to win an exclusive start-up package in a 'Dragon's Den' style competition. Winning the award can provide you with a host of benefits including: £100,000 of Google Cloud Credit, access to the specialist Google Business Mentor Network, one year's free hosting from UKFast, the Innov8 award logo for your marketing materials and website, Dragon mentoring/help with strategy and planning for 6 months and PR coverage.

If you are interested in applying then go to the Business Rocks Innov8 website www.business-rocks.com/inov8-award/ and complete the online form before 27th February.

BUSINESS★ROCKS

RBS AND NATWEST LAUNCH £1BN SMALL BUSINESS FUND

RBS and NatWest have launched an additional £1bn Small Business Fund aimed at supporting small businesses across the UK. The fund will offer new borrowing with fixed rate loans from £1,000 to £250,000 with no arrangement fee.

With the potential of a base rate rise on the horizon, it will also help small businesses to grow by allowing them to borrow money with the certainty of a fixed rate and repayments.

Existing customers who are interested in finding out more about the Small Business Fund should speak to their Business or Relationship Manager. New customers who would like more information should call **0345 600 2230** for RBS or **0345 711 4477** for NatWest. Lines are open Mon-Fri 8am to 8pm and Sat 9pm-2pm, or call into a local branch and arrange an appointment with the Business Team.

JUMP NATION

Jump Nation opened in August 2014 and is located on Textilose Road in Trafford Park. It's a new type of trampolining venue offering wall to wall trampolines connected together to form one huge bounce arena. Jump Nation also offers rebounding fitness classes, an under 5's area and provide birthday party packages, group events, corporate team building days and bespoke packages. For those visitors who are less active the café provides a welcome haven.

How did Jump Nation Start?

In 2011 Michelle Ball and her husband Matt decided to embark on a journey into setting up their business – prompted after watching an episode of Super Nanny USA on the TV. The programme featured a visit to a trampoline park which offered wall to

wall trampolines. This looked like great fun and following further research it appeared that this type of facility was not offered anywhere in the UK. The seed of this business idea took a few years of hard work and working through many set-backs to flourish into the Jump Nation we see today.

Jump Nation received business support through the Council's Economic Growth team including help with local job recruitment. The Council along with other Trafford Pledge partners supported Jump Nation in recruiting local talent for the 44 new jobs created. The Trafford Pledge is a scheme where local employers sign up to offer a wide range of employment based support including training, employment, mentoring, and apprenticeships for local residents. In return employers get bespoke free recruitment support and promotion opportunities. For more

information about the Trafford Pledge please telephone **0161 912 4176** and to book a place on the next Trafford Pledge business engagement event to be held on 10th February at Carrington Business Park.



The picture shows (from L-R) Michael Royle, Michelle Ball, Jess Hayes

EVENTS CALENDAR

For a full list of locally held seminars, networking opportunities and master classes, please visit the What's On section at www.trafford.gov.uk/business

TRAFFORD PARK BUSINESS NETWORK TO LAUNCH ON 19TH MARCH 2015

There are over 1,300 businesses and 35,000 employees in Trafford Park. How many are you currently doing business with?

A new Trafford Park Business Network will be launched by the Trafford Economic Growth Board at Hotel Football, 19th March 2015 (8am – 10am).

This quarterly network will provide an opportunity for businesses located in Trafford Park to find out about key

projects or developments affecting the area, to network with other local businesses and develop local supply chain opportunities.

The first event will feature guest speaker Michael Falla, Director of Operations for Hotel Football, providing an introduction to the newest opening in Trafford Park and their approach to local employment and skills.

This will be followed by a 'buyers slot'

from a Trafford Park business with immediate purchasing requirements, and a 'suppliers slot' from a Trafford Park business offering a new or exciting product or service. There will also be lots of time to network, visit the business support stands, and enjoy a free breakfast.

For further information or to register for this event, e-mail business@trafford.gov.uk (please note, the event is only open to businesses located on Trafford Park).

GM MARATHON -19TH APRIL 2015 The Greater Manchester Marathon in Trafford returns to the borough on 19th April 2015. This all day event takes in the majority of the Trafford borough and attracts a large crowd of spectators and participants into the borough on one day. For further details visit www.greatermanchestermarathon.com. Details about road closures and access will be available on this website shortly.

TRAFFORD PLEDGE BUSINESS ENGAGEMENT EVENT Hosted by Trafford Council with partners aimed at any Trafford business interested in finding out more about how they can support local employment. Date and venue **Tuesday 10th February 11-2 at Carrington Business Park**. To book a free place or find out more, please ring **0161 912 4176** or email trafford.pledge@outlook.com



TRAFFORD COUNCIL



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