

BUSINESS FIRST

TRAFFORD'S BUSINESS BULLETIN - MARCH 2016

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Welcome to the latest edition of Trafford's 'Business First' bulletin brought to you by Trafford Borough Council.

In this edition you will find articles on the latest business news, support and funding opportunities including: How you can help budding entrepreneurs in local schools, information to make tendering easier and support to make businesses more efficient.

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 you through available business support provision or supporting new and expanding companies, the team is ready to help and advise you.

For more information about the support available to businesses, visit: www.investintrafford.com, or follow us on Twitter: @TraffordBiz.

You can contact the team by telephoning: 0161 912 4176, or e-mailing: business@trafford.gov.uk.

INNOVATION TAX RELIEF

Are you an innovator? Are you always looking for the competitive advantage? If so, your company may be able to claim back over 100% of the salaries and other costs you've put into driving your processes and services forward, via the government's R&D Tax Credits scheme. For instance, you may be developing in house software to be more efficient, continually improving the technical capability of a product or investigating new ways of manufacturing, to set your business apart from its peers.

These tax credits are available to help you reap the rewards of your innovation to the maximum.



The 'R&D' name of this relief doesn't mean you need a lab full of people in white coats. It is possible that the work innovative companies consider as normal could be eligible for relief.

If your business invests in any research and development activity or has made significant improvements to products, services or software, then you could be eligible.

For more information and to find out if you are eligible, e-mail: business@trafford.gov.uk.

APPRENTICESHIP LEVY

From April 2017 it is expected that employers with a wage bill of more than £3 million will have to pay a 0.5% levy to fund apprenticeships.

The proposals were announced by the government in its Autumn Statement and draft legislation has now been published. The levy will help create three million more apprenticeships during the rest of this parliament.

The legislation will be introduced in the Finance Bill 2016, and the apprenticeship levy will be payable through Pay As You Earn (PAYE), alongside income tax and National Insurance. The Government estimates that the apprenticeship levy will be paid by less than 2% of UK employers.

To find out more visit:
bit.ly/ApprenticeLevy.

REALITYMINE WIN AWARD

Congratulations to RealityMine for winning the Emerging Exporter award at the 2015 Insider North West International Trade Awards. The judges said RealityMine had experienced mind blowing growth in such a short time and their technology had been a real enabler to achieve global penetration.

NEW STaR PROCUREMENT WEBSITE

STaR Procurement has launched its new website, which is the place for existing and potential suppliers to Trafford, Rochdale and Stockport councils to go for procurement resources and advice.

The website provides suppliers with details on the Councils' procurement teams, and The Chest; the portal through which councils advertise tendering opportunities.

The website also provides plenty of essential information about the tender process, including tips to get your tenders to stand out from the crowd.

This resource will continue to grow, and future updates will include the contracts the councils have in place and, more importantly, when they are likely to be renewed – so that suppliers can be prepared for future opportunities.

Visit the website at:
www.star-procurement.gov.uk.



NATIONAL LIVING WAGE BECOMES LAW

On 1st April 2016 the National Living Wage will become law. Workers aged 25 and over who are not in the first year of an apprenticeship will be legally entitled to the new minimum pay rate of £7.20 per hour. Employers need to understand the rate, who it will apply to and what they need to do within their businesses to prepare for the changes.

To find out more about what preparations you need to make, go to: www.livingwage.gov.uk.

ENTERPRISING ENTREPRENEURSHIP

Think back, how early did your entrepreneurial spirit start to shine through? There are some great programmes where you can get involved in nurturing entrepreneurialism; starting from primary school all the way up to college.

Young Enterprise offers children a journey from gaining knowledge, through to developing eight key employability skills and changing attitudes; arming young people with the confidence to aim high. Venues for workshops and events, funds and mentors are needed.

Stepping into Business connects schools, business and communities to deliver enterprise learning programmes and real skills from primary sector upwards.

The children experience business and enterprise younger, giving them an insight and purpose with which to progress to secondary school. Get involved by providing inspiration, mentoring, sponsorship or prize giving; there is an engagement opportunity that will work for every business.

You could be just the business link Trafford schools are looking for!

For more details visit:
steppingintobusiness.org/businesses, or:
www.young-enterprise.org.uk/support-us/home/.



DRAFT MASTERPLAN FOR CARRINGTON

HIMOR is preparing planning applications for the first phase of Future Carrington, which is expected to be submitted to Trafford Council in Spring 2016. This first phase of development will include:

- Up to 900 new homes, ranging from 2 to 4 bed family homes
- Up to 1 million sq. ft. of employment space
- A local centre including shops and potentially a doctors surgery
- Transport improvements along Manchester Road.

There are plenty of ways to be part of the Future Carrington transformation.



If you want to discuss the plans, ask a question or register for updates you can visit: www.futurecarrington.com,
or follow: @FTRcarrington on Twitter.

MAKING LOGISTICS MORE EFFICIENT

Transport for Greater Manchester (TfGM) has two new schemes to support businesses to save money by becoming more efficient:

TfGM are supporting businesses in creating Delivery Service Plans, to help understand more about the delivery and servicing activity undertaken by your company. These plans are designed to help organisations lower financial costs, cut carbon emissions, ease congestion and overall logistic activity by reducing delivery trips.

Find out more by contacting: helen.smith@tfgm.com, or: eddie.braddock@tfgm.com.



ECO Stars is a free, voluntary scheme that provides recognition, guidance and advice on best practice for operators of goods vehicles, buses and coaches. It aims to help fleet operators improve efficiency, reduce fuel consumption and reduce emissions. ECO Stars can have a big impact on your bottom line – a typical commercial vehicle operator could expect to reduce fuel consumption by at least 5% in the first year, saving up to £2300 per vehicle – for an operator with 10 vehicles this equates to a saving of one whole tanker of diesel.

To find out more, no matter how big or small your fleet, contact the ECO Stars team on: 01543 416 416 – who will be happy to assist.



FIT FOR WORK

Fit for Work is designed to support people in work with health conditions and help with sickness absence. Research has shown that being in work is an important contributor to good health and the longer someone is off sick, the harder it is for them to get back to work.

Therefore this government funded initiative aims to plug the gap in occupational health advice and support for SMEs.

Fit for Work can work alongside existing employer occupational health provision as it focuses on many different aspects preventing an employee's return to work, including social and financial factors.

To find out more visit: fitforwork.org.

FUNDING AND FINANCE

NEW START-UP SPOTLIGHT

Flexi-Minder is a new childcare business located on Chester Rd, Stretford, which aims to be friendly to the working parent as well as being an excellent child centred care setting.

Haylea Osborne was inspired to set up her home based childminding business after becoming a parent herself. Previously, as a senior manager in retail, working long hours with no family nearby, Haylea knew that childcare would be hard to find.

The aim of Flexi-Minder is to be parent friendly and child friendly. Providing care on a 'Pay as You Go' basis from 7am-6.30pm weekdays and on Saturdays, sets Flexi-minder apart from other childcare providers. It also offers forest school, toddler dance and toddler language activities.

The expansion of the business was funded through the Trafford Town Centre Loan Scheme and a government start-up loan. Flexi-minder now has a team of experienced well qualified staff and three apprentices and has been running in its new location since December 2015.

Haylea said, *"If I hadn't seen the advert for the loan scheme I wouldn't have a business. The loan, along with support from Stretford Mall, allowed me access to prime retail space that wouldn't have been an option without Trafford's support."*

Haylea reports that business is good and is looking to further expand the services offered to include babysitting, a school holiday club and an after-school club.

For further information and contact details visit their website: www.fleximinder.co.uk/.



TRAFFORD TOWN CENTRE LOAN SCHEME

There is still opportunity for businesses wishing to open in Sale, Stretford or Urmston to be supported through Trafford Council's loan scheme.

Loans of between £1,000 and £10,000 are available to part-fund works, overheads and marketing costs that are needed to bring a vacant unit back into use.

For more information contact the Economic Growth Team on: 0161 912 4176, or via email at: business@trafford.gov.uk.

EVENTS

Trafford Business Start Up Support networking event will be held on 8 April, between 10am and 12pm in Committee Rooms 2 & 3 at Trafford Town Hall.

If you are interested in attending, email: business@trafford.gov.uk, or speak to the team on: 0161 912 4176.

The next Trafford Park Business Network (open to Trafford Park Businesses only) will be held in May.

If you would like to book a place please send your details to: business@trafford.gov.uk.

Other events are advertised on: www.investintrafford.com.

ROAD CLOSURES

The following forthcoming events will require limited road closures, which may impact upon businesses in the affected areas:

Greater Manchester Marathon – (Sunday 10 April)

Various road closures across Trafford between 6am and 6pm.
Visit: www.greatermanchestermarathon.com for full details or speak to the race organisers on: 0161 928 6795.

St Georges Day Parade – (Sunday 24 April)

Golden Hill Park area, Urmston.

Nova Great Manchester Run – (Sunday 22 May)

The Quays, Trafford Park.
www.greatrun.org/great-manchester-run.

Salford Triathlon – (Sunday 31 July)

The Quays, Trafford Park.
www.salfordtriathlon.com.

City of Salford 10k – (Sunday 4 September)

The Quays, Trafford Park.
www.sportstoursinternational.co.uk.

Manchester Half Marathon – (Sunday 16 October)

Across Trafford.
www.manchesterhalfmarathon.com.

Run in the Dark – (Wednesday 16 November)

The Quays, Trafford Park.
www.runinthedark.org/manchester.

CONTACT

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