



REVIEW

October
2007

FUTURE MEETINGS

17.30 for
18.00 start

12 November

Crown Hotel

10 December

Safari

Holiday Inn

2008

14 January

*Pavilions of
Harrogate*

11 February

Review of Chamber Meeting + News Update

FINANCE FOR BUSINESS GROWTH

- Traditional sources of finance – getting started – personal and bank finance
- New sources of cash to finance business growth – more sales and assets
- Factoring, invoice discounting and asset finance – security and guarantees
- Business Angels provide equity finance plus active support and advice
- What do Angels look for? When and how to find them and secure investment.

HARROGATE DISTRICT DEVELOPMENTS

- Chamber criticises Harrogate Borough Council's Development Services policy
- Chamber lodges objection to TESCO Planning application on traffic concerns
- Chamber is consulted on PANNAL'S Dunlopillo Site development plans
- Chamber members highlight Strengths, Weaknesses, Opportunities & Threats
- Chamber supported successful planning application for Yorkshire Showground

MEMBERSHIP ACTIVITIES & NEWS

- Our 2008 Meetings Planner is published on the back cover of this REVIEW
- Many thanks to all the venues listed for agreeing to host our Meetings
- Prospective Speakers are invited from members for all the topics listed
- Promoting Harrogate Group led by Vice-President Martin Wilks is now active
- YORKSHIRE BUSINESS MARKET 2008 – advance information flyer enclosed
- Harrogate Chamber Members have priority booking during November 2007.

Future Meetings

Monday 12th November at Crown Hotel, Crown Place, Harrogate HG1 2RZ (New venue)
"Coaching & Mentoring - growing your business with the benefit of experience"

by Stuart Pearson of The Trinity Foundation
and Steve Phillip of Empowering Women at Work

Monday, 10th December - at Holiday Inn, Kings Road, Harrogate HG1 1XX

Business Networking Safari + Buffet

Chamber members only - limited capacity – pre-booking essential

PROMOTING HARROGATE BUSINESS

Harrogate Chamber of Trade & Commerce, PO Box 8, Harrogate, HG2 8XB

Tel: 01423 879208 Fax: 01423 870025 E-mail: info@harrogatechamber.org Website: harrogatechamber.org

FINANCE – AND HOW TO GET IT!

The President explained that this meeting focussed on a wide range of traditional sources of bank finance for a growing business complemented by an explanation of the benefits of equity fund raising from Business Angels.

HELPING FINANCE BUSINESS GROWTH

Brian Coghlan, Senior Business Manager, NatWest Business Banking, Harrogate, highlighted the issues to consider when raising finance for business growth:

Traditional sources of Finance

- Personal Savings
- Lump sum redundancy money
- Family support
- Bank borrowing - overdrafts and loans
- Grant aid or assistance

As each Business grows it needs more Cash

- Extra working capital for increased turnover
- The simple working capital ratio of sales
- Specific fixed assets

Sources for this cash?

- Potentially Factoring
- Potentially Asset Finance
- Potentially increased overdraft
- Potentially SFLGS

Factoring - two forms:

- Full factoring – disclosed
- Confidential invoice discounting

Asset Finance

- Typically vehicles or plant and equipment
- Hire Purchase or leasing
- Different lenders like different assets

The issue of security

- Company debenture
- Personal Guarantees
- Small Firms Loan Guarantee Scheme

Summary

NatWest can help you determine the right mix of short term and long term finance for your growing business. The type of finance needs to match the use of the funds and the security offered to the Bank or other lenders.

Information from: Brian Coghlan, NatWest, Harrogate
Tel: 01423 505220 E-mail brian.coghlan@natwest.com

Yorkshire Association of Business Angels

Barbara Greaves, Manager, outlined the history of YABA which started in 1995 as a membership organisation and now has 127 Angel Members as investors and 56 Associate Members, mainly corporate financial and professional advisers, etc.

YABA now has an investment pot of circa £18 million in Yorkshire and it is supported by Yorkshire Forward as a not-for-profit introduction service.

Seeking Business Angel Finance

Reasons:

- To capture the current expanding order potential
- To launch a new product
- To expand into export markets

Needs:

- More working capital
- Recruit more staff
- Purchase capital equipment
- Strengthen the management team

Why consider Business Angel Equity Finance?

- Immediate cash with no security required
- No repayments until exit
- Pay dividends if agreed only when in profit
- Common goal to grow the business
- Strategic partner – support & advice
- Active partner at times
- Proven experience & credibility

What do the Angels look for?

- Patented product/niche market
- High Growth business potential
- Management team
- Return on investment
- Exit strategy

Examples of Business Angel funding

- New product launch & export drive
- 2nd round funding to increase working capital
- Growing order book
- Needed working capital
- Investment in machinery
- Big plans for the future
- Growing dramatically

How to access Angel finance

- Publish 2 page Executive Summary on extranet
- - included in fortnightly email alert to angel members
- Give a 5 minute presentation to Investment Forum
- - held every other month with 30-40 angels present
- See www.yaba.org.uk for Summary Guidelines

How to get involved ?

- Attend a Forum as a guest
- Next Forum 13 November 2007
- Attend Venturefest Yorkshire 6 February 2008
- Become an Angel Member
- Register for the newsletter

Summary

Yorkshire Association of Business Angels can help you to reach 127 Business Angels in the region at one time at very little cost. Business Angels not only bring money but also skills and experience to support your business

Further Information from:

Barbara Greaves & Charlotte Atkinson YABA

Tel 01423 810 149 Fax 01423 810 086

E-mail: admin@yaba.org.uk Website: www.yaba.org.uk

HARROGATE DISTRICT NEWS

Economic Development inhibited?

Chamber President, Granville Simpson and Chief Executive, Brian Dunsby attended a recent Harrogate Borough Council Economic Development Forum meeting and made the following statement:

"The economy of Harrogate depends primarily on visitors, specifically conference delegates, trade show visitors, consumer event visitors like the Flower Show and Yorkshire Show, and leisure tourism visitors plus, of course, attracting new businesses to Harrogate.

The Harrogate Chamber of Trade & Commerce considers that Harrogate Borough Council's Department of Development Services' staff are now implementing policies that are hostile to both business and leisure visitors and demonstrate a lack of understanding of the economic drivers in Harrogate.

Specific examples of failed policies are:

- *Traffic congestion - no effort to resolve the causes of delay on our major roads*
- *Car Parking policy - hostile wardens and penalty charges, particularly at evenings and weekends*
- *Temporary event signage - banning the AA and RAC style signs that guide visitors to events*
- *Planning problems repeatedly occurring on business parks and managed office units which need signage*
- *New land allocation necessary for business parks.*

We submit that the Economic Development Unit and the Chambers of the District should be consulted by Highways and Planning Departments to resolve these issues and they should not be making unilateral changes without adequate consultation."

Go ahead for Yorkshire Agricultural Society

The Yorkshire Agricultural Society is delighted that its application for planning permission for a Regional Agricultural Centre, Farm Shop and Cafe has been passed unanimously by the planning committee. This development further demonstrates their commitment to local farmers and producers.

It is hoped that building will commence in 2008 and be complete in time for the 2009 Great Yorkshire Show. The Yorkshire Agricultural Society has expressed their thanks to Harrogate Chamber and all those individuals who have registered their support for the project.

Tesco Planning Application Objection

Harrogate Chamber has now submitted a formal objection to Harrogate Borough Council in their consultation regarding the Tesco Planning Application for a proposed site at New Park, because our original objections to their proposed new major junction on the Ripon Road opposite the Infant School had not been addressed by re-design of the traffic flow through the site. We also requested provision of a Park & Ride facility to Harrogate town centre as in York.

Pannal Development

The Chamber has now received full details of the formal Planning Application for the Dunlopillo Site at Pannal. The proposal is primarily residential with only a small amount of business development on what is currently exclusively employment land.

The Chamber supports the Council's policy on retention of employment land, particularly in this important location on the south side of Harrogate between the A61, the 36 bus route and the Leeds/York railway line.

Any members interested in this development are asked to contact the Secretariat for more details and then to make any suggestions or comments to be taken into consideration by the Council's Planning Department.

Harrogate Strengths & Weaknesses

The S.W.O.T. Analysis compiled from members' suggestions at the August Business Networking Safari has been presented to Harrogate Borough Council Leaders and Officers for consideration. They have undertaken to review these for future consideration.

Chamber Members can request a copy by e-mail.

Postal Delivery Problems?

Have you noticed any significant change in the time of your morning mail delivery following the return to work after the recent industrial actions at Royal Mail?

If so, please let us know so we can get a picture of the scale of problems in Harrogate and discuss them with the newly appointed Delivery Office Manager.

MEMBERSHIP BENEFITS

2008 Meetings Planner

The 2008 Meetings Planner is included on the back page of REVIEW for advance information of next year's events. Brian Dunsby expressed a sincere thank you to all the venues who have agreed to host the meetings throughout the year. If you picked a copy up at the meeting, please note this is a **new edition!**

Members' input has again helped to compile this planner with members indicating their preference of venues and topics at the August Business Networking Safari. Members are asked to look through the Planner and submit any proposals for presentations to Meetings on a subject their business specialises in or alternatively, nominate a speaker who would be able to make a good presentation on one or more of the chosen topics.

Leeds Chamber Benefits

In future issues of REVIEW we are going to highlight some of the benefits of Harrogate Chamber's Affiliate membership of Leeds Chamber, which offers our members various benefits at different degrees. After comments from members that some events were expensive to attend, we hope to negotiate concessionary rates for Harrogate Chamber members.

To see a summary of the benefits on offer to your company, visit www.harrogatechamber.org/leeds.htm

MEMBERS' NEWS

New name for The Power Service

Existing Chamber member The Power Service have changed their name to **Leeds Services Company Ltd.** The new website www.lsc-electrical.co.uk lists and explains the range of electrical testing and installation services they offer. Their inspection services are the ones your Insurance Broker, Health and Safety Consultant and Property Agent will request you purchase in order to protect your business or rental premises. Leeds Services Company Ltd also specialise in electrical appliance testing. For further information, please call Nick Palmer on 01937 844 522.

Award for Great Yorkshire Show Staff

Staff at the Great Yorkshire Showground are celebrating after being awarded a Silver Gilt medal in the Business Premises section of the 2007 Yorkshire in Bloom competition. It was the first time they had entered this prestigious contest, which involved ensuring the 100 acre showground was a shining example of how team work has achieved environmental excellence, community involvement as well as enhancing the venue for visitors. The YAS team are already planning how to turn the Silver into Gold next year!

Countryside Live 27-28 October

At the end of half term if members are stuck for something to do with the children why not visit Countryside Live at the Yorkshire Event Centre?

Kids go free at this great event on Saturday 27th & Sunday 28th October with features including a fashion show, kids zone, cookery theatre, climbing wall, not to mention Titan the robot and the Yorkshire Woodfair, and loads of opportunities to try and buy local produce.

Full details at www.countrysidelive.co.uk

Bettys & Taylors support Carers' Resource

Bettys & Taylors Group of Harrogate have strongly backed a campaign to underpin the future of vital services to thousands of heroes and heroines "hidden" in the local community by becoming inaugural Friends of The Carers' Resource.

It is hoped that other businesses and individuals will join as 'Friends' to help ensure the Carer's Resource wide range of services to 5,000 unpaid carers can continue to develop and flourish. Tel: 01423 500555 Fax: 507777

DSC Free Seminar

DSC are offering a FREE seminar on the topic 'What to do when your competitors are cheaper than you?' on 21st November at the White Hart Hotel

More details from Jenny Purdy on 01423 560547 or e-mail j.purdy@dscga.com

2inspire Seminar

A FREE seminar is being run by 2inspire on 2nd November at Rudding Park on "Inspiring change for personal & business growth". For further details ring 0845 223 4423 or visit www.2-inspire.co.uk

Empowering Women Conference

Steve Phillip of Empowering Women at Work notified members about the second Empowering Women Conference that will be taking place on 27th November 2007 at the Park Inn, York. The conference is not only aimed at women, but also at men who work with women! Further details at www.assertyou.co.uk or contact Steve on 07879 628708 or steve.phillip@leading2change.com

Self-Catering Holiday of the year

Rudding Gates Apartments, Harrogate, beat stiff competition to win the Self Catering Holiday of the Year at Yorkshire Tourist Boards White Rose Awards 2007.

The 5 Star Gatehouse apartments in Follifoot village impressed the judges with their 'wow' factor and in delivering on their promise of all the luxury of a 5 Star hotel with the space and freedom of a private home.

Information from Jan Mackaness on 01423 844844

E-mail jm@rudding.com or visit www.rudding.com/gates

25 years of Harrogate Business Centre

The Mayor of Harrogate Councillor Cliff Trotter opened celebrations when Harrogate Business Centre celebrated 25 years of continued success in the serviced office industry. Members of the local business community joined Directors, staff and clients for drinks & light refreshments which proved to be a valuable networking opportunity for all who attended.

Information from Pam Binfield on 01423 873 888

E-mail pam@harrogatebusinesscentre.com or visit www.jrburrows.co.uk

EXTERNAL ORGANISATIONS

Askham Bryan College Courses

Askham Bryan College are offering FREE one-day courses for local businesses covered by the Skills Fund

- *Practical Marketing Techniques*
- *Promoting a niche business'*
- *Getting your business in shape*
- *Why register your trademark*
- *Give yourself a tax break - Bookkeeping.*
- *Supervising Food Safety*

Members interested in attending should ring Jo Sterritt 01904 772328 or Sarah Wickham 01904 772200

Learning & Skills Council

A half day event is being held on Friday, 16th November to update you on the work and priorities of the Learning & Skills Council in York & North Yorkshire at Pavilions of Harrogate. Ask Chamber Secretariat for more details.

Last chance to see your name in lights!

A few opportunities are still available for businesses to have their name in lights and company name listed in the roll of honour for the town's Christmas Lights.

Interested companies should contact Martin Wilks by e-mail martinwilks@btconnect.com or phone on 07984 426243; or Angela Humphreys, the Harrogate at Christmas Event Manager on 885266 or 07932 046677

FOCUS GROUPS

Business Promotion

Advance information on **Yorkshire Business Market on 28th April 2008** is enclosed. From as little as £140 members can book a stand with an extended listing included in the Ackrills 8 page supplement for the event.

Members can have priority booking until 30th November, after which it will be opened up to past exhibitors and then to members of other Chambers locally.

Promoting Harrogate

Several meetings have now been held by the Promoting Harrogate Group, led by Martin Wilks. This is supported by various hotels, restaurants, retailers, taxi companies and local tourist attractions. The first objective is to provide a comprehensive street map of Harrogate with the major attractions highlighted and including advertising opportunities for many businesses.

The initial print run of 100,000 will be included in every hotel room, restaurant and taxi, together with supplies at major venues in and around the town.

Town Centre Improvements

Granville Simpson advised the meeting that planning permission is being sought by the Council to use the currently disused Bath Chair Shelter at the top of Montpellier Hill to sell snacks and ice creams during the appropriate season. They are looking for a suitable entrepreneur to come forward and rent the building for around £5,000 per annum.

Granville intends writing to ensure that whoever takes the premises over also includes the provision for tourist information leaflets to be available.

Brian Dunsby reported on behalf of David Horth that he was making good progress with a renewed Retailers' Forum now including seven of the larger businesses. Agreement has been reached on co-ordinating the trading hours for late night shopping on Thursdays, and opening hours on Sundays, leading up to Christmas supported by a joint advertorial feature in the Ackrills Group. David is also hoping to facilitate an additional market on the piazza outside Victoria Gardens in the lead up to Christmas.

Traffic & Transport

The Chamber has been in communication with the new franchise holders of the East Coast Mainline, National Express, who have written acknowledging the need for a return service direct from Harrogate to London, but in the short term the existing schedules will be maintained.

They are willing to attend a future meeting to discuss their proposals for improving services and performance. Please send any questions to the Chamber Secretariat.

Carole Reid's comments from the September meeting have been forwarded to GNER and an apology has been received from the Chief Executive. However as the franchise will shortly run out, they will be unable to affect any major improvements to the service.

Waste Disposal

A Waste Disposal information sheet is available on request for businesses that have a problem disposing of recyclable waste. This includes a list of companies able to help at reasonable costs. Contact the Secretariat

SCAMS & SPAMS

Company Identity Theft

A very serious scam has struck very close to home where a member's company name and address has been used in order to fraudulently obtain money. An unfortunate American was persuaded into clearing some cheques from someone purporting to be the company from Harrogate who were supposedly supplying goods in the USA that required payment in the UK. As the American customers could only pay in dollars the American 'agent' was asked to receive the cheques, bank them and then send the money by Western Union transfer to the company in Harrogate.

Needless to say the company in Harrogate knew nothing about it, and the money transfer ended up in Nigeria. The American involved had lost around \$1,500 before their bank refused to clear any more cheques; therefore she tried to trace the company who were listed in the Chamber's Directory. The matter was quickly reported to the Police and Trading Standards. BE WARNED!!

THANKS TO CEDAR COURT HOTEL

Many thanks to Simon Cotton, General Manager, and the staff at the Cedar Court Hotel for hosting this month's Chamber meeting.

For further information contact:

Simon Cotton, General Manager Tel: 01423 858585

E-mail: sc@cedarcourtharrogate.co.uk

Website: www.cedarcourthotels.co.uk

NEW MEMBERS

Credit Control Services (CCS) Ltd

(Sales Ledger Consultancy)

Ben Binks, Managing Director

PO Box 581, Harrogate, HG1 9DR

Tel: 01423 520322

E-mail: benbinks@btinternet.com

Web site: www.credit-control-services.co.uk

HDDT Driver Training Consultancy

(Driver Training Consultancy)

Helen Dickinson, Proprietor

Harrogate Business Centre, Hammerain House,

Hookstone Avenue, Harrogate, HG2 8ER

Tel: 01423 876344

E-mail: helenkdickinson@hotmail.com

Transpen

(Spanish/English Translation)

John Hart, Translator

Mount Pleasant, Sandown Road,

Nairn, IV12 5NW

Tel: 01667 451077

E-mail: john.hart01@btinternet.com

2008 MEETINGS PLANNER

NOTE: Most meetings in 2008 will be held on the second Monday of each month at varying locations.

All evening meetings will begin with networking from 17.30 and the formal business will start at 18.00.

Month	Date	Proposed Theme or Format	Location
Jan	14	How to make an exhibition of yourself – practical hints, products and services to help you make the most of Yorkshire Business Market and other Trade Shows	Pavilions of Harrogate Great Yorkshire Showground Tel: 544544 Fax: 551234
Feb	11	Improving your Business Performance – action plans + open debate led by two Chamber members	Old Swan Hotel Swan Road Tel: 500055 Fax: 501154
Mar	10	Promoting Harrogate & Yorkshire Dales – an update from the Area Tourism Partnership, HIC & YEC	Cedar Court Park Parade, York Place. Tel: 858585 Fax: 504950
Apr	14	Business Safari 13 – intensive business-to-business networking + FREE Buffet – Chamber Members only (Limit of 2 per Company who must stay together)	Cairn Hotel Ripon Road Tel: 504005 Fax: 500056
Apr	28	Yorkshire Business Market - Exhibition, Seminars & Open Networking Event - FREE admission 12.00-19.00	Pavilions of Harrogate Great Yorkshire Showground Tel: 544544 Fax: 551234
May	12	Annual General Meeting + Yorkshire Forward Speaker + networking opportunity – Chamber Members only	Hotel du Vin & Bistro Prospect Place. Tel: 856800 Fax: 856801
June	9	How we succeeded in Growing our Small Business – action plans from Ackrills Award Winners + debate	Paramount Majestic Hotel Ripon Road Tel: 700300 Fax: 502283
July	14	Harrogate Transport Interchange: Bus & Rail Links – updates from Developers, Council, Bus & Rail Operators	White Hart Hotel Cold Bath Road. Tel: 505681 Fax: 568354
Aug	11	Business Safari 14 – intensive business-to-business networking + FREE Buffet – Chamber Members only (Limit of 2 per Company who must stay together)	Queen's Suite, Harrogate Intl. Centre Kings Road. (FREE parking in HIC) Tel: 537277 Fax: 537270 (#new venue)
Sep	8	Charity Evening – benefits for local businesses – opportunities for promotion by two Chamber Members	Cedar Court, Park Parade Tel: 858585 Fax: 504950
Oct	13	Web Site development & Internet Marketing – IT update presentations by two Chamber Members	St George Hotel, Ripon Road Tel: 561431 Fax: 530037
Nov	10	Coaching & Mentoring 3 – growing your business with the benefit of experience – by two Chamber Members:	Crown Hotel Crown Place Tel: 567755 Fax: 502284
Dec	8	Business Safari 15 – business-to-business networking opportunity + FREE Buffet – Chamber Members only (Limit of 2 per Company who must stay together)	Holiday Inn, Kings Road. Tel: 01423 849988 Fax: 524435

Any feedback on past meetings or suggestions for future meeting topics, speakers and venues are welcome.

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