

# SOUTHEND BUSINESS PARTNERSHIP NEWSLETTER

JANUARY 2016

## ECONOMY & TOURISM TEAM

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Welcome to 2016 and I hope that you all had an enjoyable Christmas break. The New Year brings new opportunities and a busy schedule for 2016. Be sure not to miss out on a host of workshops and seminars featuring throughout the course of the year.

As January proceeds you can expect to see several free events and workshops to help you with your business plans. Don't forget to attend the Business Budget Consultation at the Holiday Inn Southend on 19th January. It will be an opportunity for you to hear the budget for 2016/17. Places are limited so book your free place [here](#).

As a New Year begins, new ventures and business opportunities will become available for businesses in Southend throughout 2016. Many of our businesses continue to support each other through a variety of networks and the importance of these cannot be underestimated.

The Partnership is always ready to hear from you and be able to help you grow your business. If you have any questions or issues that you would like to be brought up at the Briefing then please do not hesitate to contact the Economic Development Team on: 01702 215022 or email [economicd@southend.gov.uk](mailto:economicd@southend.gov.uk).

Best regards

*Murray Foster*

Chairman of the Southend Business Partnership

## NETWORKING

Attending networking events can be a cost effective way of finding new customers and meeting valuable contacts. In Southend we have a number of networking events run by a variety of organisations, including the Southend Business Partnership and Southend-on-Sea Borough Council.

[FIND OUT MORE](#)

## FUNDING

There are plenty of ways for your business to gain a boost through grant and funding opportunities. To find out about the wide range of opportunities that could be available to you and your business just follow the link below.

[FIND OUT MORE](#)

## WHAT'S GOING ON? EVENTS, BRIEFINGS & WORKSHOPS



### NEW YEAR, NEW FINANCE

Want to find out about the 2016/17 budget for Southend-on-Sea Borough Council? Then Councillor Ron Woodley, Rob Tinlin and Joe Chesterton would like to invite you to their Business Budget Consultation on 19th January 2016.

[FIND OUT MORE](#)



### LOTS MORE EVENTS

Lots more events are going on up until the end of the year which includes a health check for local businesses along with a board meeting workshops. All the events and workshops for free that are taking place in Southend which may help support your business.

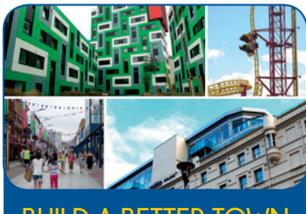
[FIND OUT MORE](#)



### BIMFEST

The seminars will consider the council's obligations as a client within a BIM environment, as well as the legal implications of BIM compliance. Held in conjunction with Crown Office Chambers, building consultancy Ingleton Wood on 28th January 2016.

[FIND OUT MORE](#)



### BUILD A BETTER TOWN CENTRE & SEAFRONT

Southend Council has a new vision of a prosperous and thriving Southend. To accomplish this they will need you to give your views at the workshops at the Park in Palace on the 20th January at 3pm-4pm or the 21st January from 8am-9am. Email [krithikaramesh@southend.gov.uk](mailto:krithikaramesh@southend.gov.uk) or call 01702 212156 to attend.



### PERFECT YOUR PITCH

Are you worried about public speaking? Get rid of your fear by attending the Perfect Your Pitch Breakfast club and practice your public speaking in a safe and friendly environment. The breakfasts are held on the first Thursday of each month in the Hive Chamber.

[FIND OUT MORE](#)



### IS YOUR FINGER ON THE PULSE?

To be a successful business owner it is important to find the time to do so. The purpose of this workshop is to encourage you to spend a little time "working on your business rather than working in your business".

[FIND OUT MORE](#)



### POP-UP BUSINESS CAFE

Local business professionals will be on hand to answer your questions at a Pop-Up Business Cafe at The Hive on 20th January from 1pm-5pm. Tea, coffee and cake along with friends in the local business community will provide the advice free of charge.

[FIND OUT MORE](#)



### GET YOUR PRICE RIGHT

A 3 hour workshop on 26th January at The Hive from 1pm-4pm, for anyone who sells a product or service and wants to understand how margins and markups are worked out, enabling them to optimise their pricing.

[FIND OUT MORE](#)



### FACEBOOK FOR BUSINESS (BEGINNERS)

What is Facebook? How do businesses use it? In this practical workshop you will learn how to set up a business page, how to get liked, what to post and when and what the other options are for a business to get noticed.

[FIND OUT MORE](#)



### WORKSHOPS FOR START-UP BUSINESSES

30th January and 20th February at the Southend Hive. If you're planning a new business or have recently started, this FREE 2 day start-up programme is for you! With 'An Introduction to Running Your Own Business' and 'Preparing to Trade Your Business'. To book your place call 01206 548833 today!



### MARKETING STRATEGY WORKSHOP

You and every other entrepreneur have one thing in common: You are almost certainly sitting on untapped profits in your business. Join this FREE seminar and learn how to create an effective Marketing Strategy.

[FIND OUT MORE](#)



### TURN YOUR WEBSITE INTO A CASH MACHINE

Your website should play a huge role in growing your business. Unfortunately, most websites fail when it comes to selling, and generating new business. In this bitesize seminar we look at 3 ways to turn your website into a cash-machine.

[FIND OUT MORE](#)

## BUSINESS SPECIFICS SUPPORT FOR YOUR BUSINESS



### BEST GROWTH HUB

The new BEST Growth Hub helps businesses realise their growth potential. Essex businesses of all sizes, from innovative young enterprises to long-established firms, can access a new business support service.

[FIND OUT MORE](#)



### CREATIVE NETWORK

A new networking group called 'Your Creative Network' has been set up by the Southend Economic Development team. This group is especially designed to support businesses in the creative and cultural industries.

[FIND OUT MORE](#)



### JOB CENTRE PLUS

Advertise your jobs to millions of jobseekers every week. Test the market before you advertise your jobs and get a list of suitable jobseekers, automatically matched by CV and skills. All with a free online account.

[FIND OUT MORE](#)



### RETAIL RATE RELIEF

Available to ratepayers of certain retail properties with a rateable value of £50,000 or less that are wholly or mainly being used as shops, restaurants, cafes and drinking establishments in each of the years 2014/15 and 2015/16.

[FIND OUT MORE](#)



### RENT SPACE AT THE CIVIC CENTRE

With booking fees starting from £35.00 and with access to 1500 staff and residents every weekday between 11am and 3pm, you could hire retail space at the Civic Centre. If you need more information please contact Stephanie Tang on 215883.



### SHARE YOUR VIEWS

The Valuation Office Agency services is improving how they work and want to find out how you, as a business owner, use their services. They want to refine their online services and would like to invite you to share your views.

[FIND OUT MORE](#)



### EMPLOYMENT AND SKILLS BULLETIN

The latest quarterly bulletin is available which outlines the latest news, progress and forthcoming activity

[FIND OUT MORE](#)



### IMPROVING APPRENTICESHIPS

Find out how the Government plans to increase the quality and quantity of apprenticeships, by achieving 3 million apprenticeships by 2020.

[FIND OUT MORE](#)



### BUSINESS ADVICE

Nwes offers one-to-one business advice, a range of training courses, access to finance, including Start Up Loans. Nwes is a government backed initiative looking to provide finance to people over 18 wanting to start a business.

[FIND OUT MORE](#)

## THE ECONOMIC DEVELOPMENT TEAM OFFERS THE FOLLOWING SUPPORT TO BUSINESSES:

- Establishing your business in Southend-on-Sea: connecting you with supply chain and local business networks
- Regulatory advice: we can connect you with local regulators like food hygiene, health and safety officers, licensing, trading standards and Essex Fire and Rescue Service.
- Planning: we can connect you with our planning team to ensure any building development is speedily actioned
- Working on your behalf: connecting you with the right people involving a diverse range of services such as transport, infrastructure issues and signage
- Funding and Finance: Information and advice on funding and finance incentives to grow your business
- Access: with the other stakeholders and partners, in order that you have the correct access of support your business requires.
- Market and business intelligence: providing you with access to research and local economic data
- Recruitment: connecting you with those that can help attract the right skills to your businesses, help with training and development of staff and with apprenticeships opportunities
- Familiarisation tours: Southend-on-Sea has a lot to offer and we can support you and your staff with relocation advice, information on schools, housing, healthcare, leisure and other facilities
- Aftercare: our team will stay in touch with you, establishing strong relationships, proactively resolving any issues and helping you grow your business in Southend-on-Sea
- Marketing: Help with raising the profile of your business in Southend-on-Sea through our networks to the local business community