

SOUTHEND BUSINESS PARTNERSHIP NEWSLETTER

AUGUST 2015



ECONOMY & TOURISM TEAM
 Southend-on-Sea Borough Council
 Civic Centre, Victoria Avenue
 Southend, Essex, SS2 6ER

T. 01702 215022
 E. economicd@southend.gov.uk



The town has been extremely busy with visitors, which is fantastic to see. As always there will be a lot of events taking place over the coming weeks in Southend-on-Sea including the Carnival which began on 13th August.

Other events happening this month include the Vulcan visiting London Southend Airport on 23rd August and the Southend Annual Barge Match taking place over the bank holiday weekend. Hopefully with all the events taking place this month we will have the weather on our side bringing even more visitors to our town.

Don't forget about the upcoming Business Partnership Briefing which is happening on Thursday 24th September. Pop this date in your diaries and keep an eye out for the invitation. At the last meeting, at London Southend Airport, we had our biggest attendance yet with over 180 people attending. So don't forget to book early as not all the venues can cater for such large numbers.

Congratulations to Gleneagles Guest House and the Hood Group, the most recent companies to achieve a Southend Business & Community Charter Award. Both achieved GOLD in recognition of their excellent support and engagement within our local community. For more information about all Charter

Award winners and how to apply [click here](#).

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 215000 or email economicd@southend.gov.uk.

I hope you all have an enjoyable summer and I look forward to seeing you all at the next Southend Business Partnership Briefing on 24th September 2015. In the meantime I would encourage you to look at the business opportunities listed below.

Best regards

Murray Foster

Chairman of the Southend Business Partnership

NETWORKING OPPORTUNITIES

In Southend we have a number of different networking events which can be a great way of finding new customers and meeting valuable business contacts.

[FIND OUT MORE](#)

FUNDING/GRANT OPPORTUNITIES

There are plenty of ways for your business to gain a boost through grant and finance opportunities. Follow the link for more details on what's available to you.

[FIND OUT MORE](#)

WHAT'S GOING ON?

EVENTS, BRIEFINGS & WORKSHOPS



WINNING MORE BUSINESS

Do you want to win more business and make 2015 your best year ever? Winning more business is key to the growth of your business. Understanding the need for a sales process, what it is and how to improve it are essential if you want to increase your sales and profit.

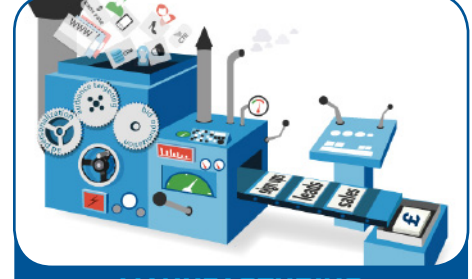
[FIND OUT MORE](#)



EMPLOYABILITY CONFERENCE

You are invited to the first ever Employability Conference hosted by the University of Essex on Monday 21st September. This free event features leading speakers and a wide range of workshops addressing the theme – **Employers at the Heart of Employability?**

[FIND OUT MORE](#)



MANUFACTURING MARKETING MACHINE

A recent MAS Barometer indicated that 67% of manufacturers find effective marketing a challenge. This event at the Hive in Southend will reveal the ten steps manufacturing companies can take to turn their website into a 24/7 marketing machine.

[FIND OUT MORE](#)



RECRUITMENT & RETENTION

eRisk and reward is a key driver in any successful organisation and this workshop will help you identify how to recruit, develop and motivate your staff to achieve your long term growth plans.

[FIND OUT MORE](#)



OLYMPIC COURSE CHALLENGE

Join the Corporate Challenge and run or walk either 3 or 5k. You can participate alone or as a team and help to raise money for Haven Hospice. We're hoping to get even more people involved this year and raise as much money as we possibly can.

[FIND OUT MORE](#)

BUSINESS SPECIFICS

SUPPORT FOR YOUR BUSINESS



EUROPEAN STRUCTURAL & INVESTMENT FUNDS

Apply now to run projects backed by the European Structural and Investment Fund (ESIF), includes money from the European Social Fund, European Regional Development Fund and European Agricultural Fund for Rural Development.

[FIND OUT MORE](#)



HELP VALUATION OFFICE AGENCY IMPROVE ONLINE

The Valuation Office Agency are improving their online form 'Request for Rental Information for Non-Domestic Rating' also known as Form of Return and would like to invite you to take part in our study.

[FIND OUT MORE](#)



DEVOLVING SUNDAY TRADING RULES

Stores with a relevant floor area of over 280 square metres / 3000 square feet (large stores) have restricted opening hours on a Sunday, but smaller stores can open all day. The Government are seeking your views.

[FIND OUT MORE](#)



PRINCE'S TRUST

Could you be a Talent Match Mentor? As a Talent Match Mentor you'll make a real difference to the lives of young people by providing them with one-to-one support, guidance, encouragement and inspiration.

[FIND OUT MORE](#)



CIVIC CENTRE RETAIL SPACE

Would you like to hire retail space in 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, Victoria Avenue. If you need more information please contact Stephanie Tang on 215883.



FREE WEBINARS

HMRC has developed a range of webinars (online presentations) to support businesses making tax easier. The webinars last about an hour; and they are live and interactive, providing information on a range of themes from tax returns to staff absences.

[FIND OUT MORE](#)

FOR MORE INFORMATION PLEASE CONTACT THE COUNCIL'S ECONOMIC DEVELOPMENT TEAM.

THE 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: the team can provide you with useful contacts in other departments such as Business Rates, along with 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



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