

THE BUSINESS MAGAZINE FOR EAST CHESHIRE

East Cheshire
CHAMBER
of commerce & enterprise

September 2019 / Issue 59

Chamber



Link 2 Prosperity

Business group celebrate link road progress



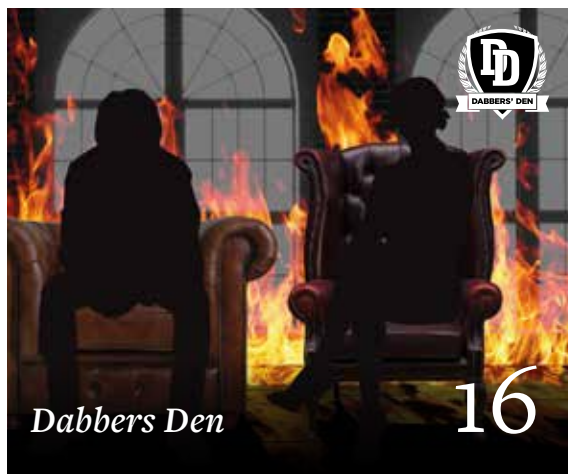
Link Road Progress
Site Update 2019



Chamber Expo Friday 18th October
at De Vere Cranage Estate



Golf Day 2019
Congratulations to this year's winners



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Welcome from the Chief Executive

In the September 2018 issue I wrote about my forth coming trip to Switzerland to drive “5 PASSES in 5 days to raise £5,000” for Ruby’s Fund. Unfortunately, Tim McCloud, Chamber Vice Chairman, and I could not go on the original date but can confirm that in June of this year we did go, and we did achieve our target. You can read all about it on page 8 and also see some of the amazing pictures we took along the way.

I also wrote in the September 2018 issue advising readers that a contractor for the 5.5 Km Congleton Link Road had been appointed and that GRAHAM Construction were the successful bidders to complete this scheme. One year on and when you now drive around parts of Congleton you can see the progress that has been made and, in some

places, identify the route. As we go to press, we understand that completion is still on course for late 2020.

Something that does not seem to be making the same sort of progress is the resolve of Brexit and one wonders what is going to happen on 31st October. “Deal or No Deal” used to be a catch phrase of Noel Edmunds on his daytime television programme that has been “off the air” as long as the Brexit negotiations have been in the air!

On a lighter note I am pleased to let you know that the Chamber Annual Golf day went off well on June 19th at the regular venue, Vale Royal Abbey. We even had some sunshine during the day. The winners of the competition turned out to be a team from our main sponsors Prism IT. My daughter, Karen, playing in the Chamber Ladies team won the prize for the best ladies individual

score. A full report of the action can be found on pages 6 and 7.

The Chamber’s next big event will be the EXPO at De Vere Cranage Estate on 18th October. See the details on page 18 and make sure you book your stand early to avoid disappointment. We have a lot of interest shown in the event already.

AND 7 weeks later it will be the Christmas Lunch!

I do hope you enjoy reading this edition of CHAMBER and if you have any articles that you wish to be considered for the next edition send them over to Jackie on:

Jackie.randles@eastcheshirechamber.co.uk

Welcome to our New Members

The Chamber extends a very warm welcome to the following new members:



CPUK Civils and Remediation Limited

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Riverside, Mountbatten Way,
Congleton, Cheshire,
CW12 1DY

Events Calendar

Internationalise your Business!

18th September 2019

10.00 am – 12.00 noon

Riverside, Mountbatten Way
Congleton, Cheshire, CW12 1DY
Drop in and chat to an International
Trade Advisor

Driving manufacturing across Cheshire and Warrington Events

25th September 2019

Birchwood Park, Warrington
For further details please contact:
Rachel Zaidel Lamb
Cheshire & Warrington Growth Hub
07944 846045

Driving manufacturing across Cheshire and Warrington Events

1st October 2019

Bentley Legends, Crewe
For further details please contact:
Rachel Zaidel Lamb
Cheshire & Warrington Growth Hub
07944 846045

Events can be found
on our website 'Events Page' at
www.eastcheshirechamber.co.uk/events

Thursday Thirty

3rd October 2019

08.30 am – 10.00 am

The Clink HMP Styal, Styal Road, Wilmslow,
Cheshire, SK9 4HR

Driving manufacturing across Cheshire and Warrington Events

9th October 2019

Riverside Innovation Centre, Chester
For further details please contact:
Rachel Zaidel Lamb
Cheshire & Warrington Growth Hub
07944 846045

East Cheshire Chamber of Commerce Expo

18th October 2019

10.00 am – 02.00 pm

De Vere Cranage Estate, Holmes Chapel,
Cheshire, CW4 8EW

Thursday Thirty

14th November 2019

08.30 am – 10.00 am

County Insurance, 1 Millennium Gate,
Westmere Drive, Crewe, Cheshire, CW1 6AY

Christmas Lunch

6th December 2019

Pecks Restaurant

Newcastle Road, Congleton, CW12 4SB
Booking forms will be emailed out 4
weeks before the event

Thursday Thirty

16th January 2020

08.30 am – 10.00 am

Franklyn Financial Management
St. James's House, 4 John Bradshaw
Court, Alexandria Way
Congleton, Cheshire, CW12 1LB

Thursday Thirty

27th February 2020

08.30am – 10.00 am

Ruby's Fund, Meridan House
Roe Street, Congleton
Cheshire, CW12 1PG

Annual Business

Awards 2020

27th March 2020

De Vere Cranage Estate, Byley Lane,
Cranage, Cheshire, CW4 8EW



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**SUMMER
SWING**
— 2019 —

WE HIT THE
£1,000,000!

After 12 years of our annual Summer Swing event, 2019 was our One Moment in Time as we smashed through the £1 million mark for the St. James's Place Charitable Foundation!

The Summer Swing 2020 will take place on Thursday 16th July at The Mere Golf Resort and Spa.
Please contact FFMSummerSwing@sjpp.co.uk to reserve your place now!

We'd like to thank all those that attended, donated and took part in the Summer Swing, and a special thanks goes to our sponsors and key supporters.




thrive

Prism 

BELVOIR!



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Solicitors.

WWW.FFMSUMMERSWING.CO.UK

Chamber Golf Day Report 2019

The East Cheshire Chamber of Commerce Golf Day took place on 19th June at Vale Royal Abbey golf club. This year was the sixth that the event has been held there.



Prism

First Place Winners



Hampton Dean

Second Place Winners



The prize for "Nearest the Pin" at this year's East Cheshire Chamber golf day was a day at The Porsche Centre at Silverstone race circuit. The prize was donated by one of the sponsors of the day, Porsche Centre Wilmslow and was won with the first shot of the day by Wes Wilkes from the Myers & Co Team. Myers & Co were also the sponsors of the putting competition which was won by Elliot Capps who was playing in the ALPS Team. The Longest Drive prize, sponsored by Franklyn Financial Management, was won by Phil Wicks of the Handelsbanken Team. The

Best Ladies score was won by Karen Watson who was presented with her trophy by Steven Percy of SAS Daniels.

When all the scores were in and checked the First Place prize went to the main sponsors of the day, Prism, with a score of 93 points. Second place was won by Hampton Dean and the Third Place trophy was presented to SAS Daniels.

Following a Roast Beef dinner, a raffle and auction took place that raised £1595.00 to go to Ruby's Fund, the Chambers chosen charity.



Elliot Capps, ALPS
Putting Competition Winner



Phil Wickes, Handelsbanken
Longes Drive Winner



Wes Wilkes, Myers & Co.
Nearest the Pin Winner



SAS Daniels
Third Place Winners



Karen Watson, Astbury Ladies
Ladies Best Individual Score

5 Passes in 5 Days

Tim & David Surpass the Challenge!!!

WHEN TIM AND DAVID first announced that they were taking on the challenge to drive 5 Alpine Passes, in 5 Days in an M5 BMW to raise £5k for RUBYS FUND little did they know how generous the Chamber members would be in their support.

Having completed the challenge and covered nearly

2,500 miles on the way, we can confirm that the target of £5k was not only achieved but exceeded. We have not had the final count up, but to date we know that we passed the target.

The pictures on this page tell the story better than words, but we must say a BIG THANK YOU to everyone who either sponsored, or made donations.



Our Wonderful Sponsors

Just some of the companies who supported us



BLUE BELL



AP TRAVEL



Tim & David

Stopping at an altitude of 2106 metres



The Stelvio Pass

The drive was no easy task with challenging roads



A Personal Detour

Whilst returning from their challenge in Switzerland, Tim stopped in France to visit his Grandfather's grave, who sadly lost his life fighting in World War II.



Thank you!

Without your support, we wouldn't be able to provide the range of activities and services which are so vital to so many families in the local community.

DID YOU KNOW?

Ruby's Fund Charity Shop & Wellbeing Centre is now open!
We also offer a Befriend Campaign to provide a friendly ear to help people get back on track.

For more information please visit
www.rubysfund.co.uk





Free Tendering Masterclasses

Cheshire East Council is to hold another series of free masterclasses to help business people learn how to win public sector contracts. Small and medium-sized businesses are encouraged to sign-up for one of three free sessions being organised in association with the borough's chambers of commerce. Previous masterclasses have been highly rated by participants, with 100 per cent recommending them to other businesses.

18th September 2019 – at Harts Ltd, Macclesfield

In association with North Cheshire Chamber of Commerce

27th November 2019 – at Riverside, Congleton

In association with East Cheshire Chamber of Commerce

19th February 2020 – at Wychwood Park, Crewe

In association with South Cheshire Chamber of Commerce



Book your place at:
[eventbrite.com](https://www.eventbrite.com)

Search:
Tendering in
Cheshire East



BUSINESS

Situated in the heart of the historic market town of Sandbach in Cheshire, The Wheatsheaf, a former coaching inn built in 1890, has undergone an extensive refurbishment and restoration and has now become 'A Quintessentially British Gastropub with Boutique Rooms', under ownership of the Pecks Group of Restaurants.

The Private Dining Room is ideal for business functions, having the ambiance of an exclusive boardroom, it is the perfect place to enthuse and motivate your team or clients. In addition to free superfast fiber WiFi, a projector, screen and wipe-board are available. Staffed by dedicated servers during food service, and has a telephone to summon service during private meetings.



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Member Spotlight

Bringing local businesses into focus



Caroline Gray

Director, Tinsdills Solicitors

What motivates you?

Doing the best job I can for a client to ensure the client is happy with the outcome and feels they have received value for money.

How many hours do you work a day on average?

There is no average – some days I can work for 12 hours plus if a transaction is in full flow and other days far fewer if the pressure is off. Hours worked depend on the matter at hand – if there is a deadline I'll work until I come to a natural break or until I've taken the transaction as far as I can, which makes for long days on occasion.

What have you found to be the most satisfying moment in business?

Completing a deal where all parties are happy with the result.

If you had the chance to start your career over again, what would you do differently?

Not very much. I would have done my degree and conversion course sooner, but then I wouldn't have had the rollercoaster life I have experienced working in different business sectors both throughout the UK and abroad.

How do you spend your Leisure time?

Mostly playing golf, but I love travelling and experiencing different cultures and a good party.

If you could talk to one person from history, who would it be and why?

There are so many interesting people I would like to meet, but if I had to choose one it would be Catherine the Great because she was an incredibly intelligent woman operating in a man's world and commanding the highest respect from the leaders of the time. She was at the heart of the enlightenment and corresponded with philosophers, writers and heads of state on equal terms. She was head of a great army and advanced Russia at a time of major world change.

Who has been your greatest inspiration?

Other than my parents, who had a huge impact on my general outlook and encouraged me to explore the wider world, one of my first jobs was working for the daughter of Russian emigres who made me believe I could achieve anything I put my mind to and who gave me the courage to never be afraid of trying something new.

tinsdillsolicitors



Nicki Juggins

Director, Triad UK

What motivates you?

Because I'm so passionate about our business and the great team within it, I'm motivated every day to make us successful in what we do collectively, so that we can all benefit from a healthy, happy workplace.

How many hours do you work a day on average?

I'm always in early to try and get through some jobs in my quiet time, but try to always leave on time to collect the children, so roughly about 9 hours a day. That said, I'm always thinking in the shower and keep a notepad with me so that I can write things down as and when they come to me.

What have you found to be the most satisfying moment in business?

Becoming a Director at the age of 27 and winning business still gives me the buzz! I think if you're that way inclined, it never leaves you.

If you had the chance to start your career over again, what would you do differently?

I probably wouldn't put myself or my boss at the time through the painstaking 9 days I spent within a pensions department at the age of 18. Let's just say that

I definitely wasn't cut out for it and I think that poor man was driven to distraction. Aside from those 9 days though, it all worked out as it should have done.

How do you spend your leisure time?

Chasing a 7 year old and 20 month old around! Also walking, socializing and attempting to keep fit.

If you could talk to one person from history, who would it be and why?

Nelson Mandela, I'm completely fascinated by his journey and admire his pure belief and dedication.

Who has been your greatest inspiration?

My parents – they taught me from an early age that if you want it, you have to work for it and that you should always treat others how you would wish to be treated. They remain really positive influences in my life.



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Director of
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- Stand out from the crowd
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Contact Kevin & Nigel

Contact Kevin:

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E: kevinc@businessdoctors.co.uk

Contact Nigel:

T: 07753 619060 W: www.businessdoctors.co.uk/nigel-allman
E: nigel.allman@businessdoctors.co.uk



Personal Tax – It's not time to think about it. Or is it?

By Chris Bentley, Tax & Forensic Director

As a change from Brexit, political infighting and making tax digital, at least we know the rules for the submission of personal tax returns. But that doesn't mean we use the rules to our advantage.

By this time you should have received an information request from your accountant for your personal tax return for the 2018-19 tax year. Our experience is that many of you will have filed this request out of sight out of mind, thinking it is something which can be dealt with in the run up to Christmas, or even in January. After all, your accountant only sends these letters in an attempt to spread their workload? The filing deadline is not until 31 January and you know how much tax you will have to pay then. Or do you?

Unless your affairs are simple then it is unlikely that you can confidently state what your taxable income for the 2018-19 tax year was. In particular those with mortgaged buy to let properties are likely to have a higher

taxable income due to the phasing in of the restriction of tax relief on mortgage interest. Can you be sure what tax you will have to pay in January?

It is only once your accountant has been given opportunity to prepare your business and / or buy-to-let accounts that your taxable income can be known. If the result is that your taxable income has risen in 2018-19 it will inevitably come with a larger than expected tax bill. If instead you are due a repayment from HMRC would you prefer to provide the information to enable your accountant to complete your tax return now, or wait until January? Is this any different from choosing not to chase the business's debtors?

If your increased income becomes apparent in the autumn it may be possible to find a way to mitigate the resulting tax liability. But even if nothing can be done you will have advance knowledge of the upcoming tax bill, and if necessary time to raise funds.

If instead the large tax bill becomes apparent in January you are unlikely to have any choice but to accept it. Further if you don't have the funds available (and HMRC do not accept personal credit cards) then February will involve paying HMRC interest and making calls to HMRC debt management. If you can't agree time to pay with HMRC, then a late payment surcharge of 5% is applied at the beginning of March.

In summary it is already time, and in everyone's interests, to start thinking about personal tax.

Chris Bentley heads up the specialist Tax and Forensic departments at Harts Accountants. For further information contact Chris on 01625 669669 or email CBentley@harts-ltd.com

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East Cheshire
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Chamber News

Link Road: Site Update 2019



Keeping you up-to-date with the work on the Congleton Link Road project.

The east of Back Lane is now complete and open allowing access to the Seddon Homes housing estate and the playing fields. The western section of Back Lane is now closed to allow the new Link Road mainline to be constructed.

Bulk earthworks continue at the section of new road adjacent to Sandy Lane (which they endeavour to open to pedestrians and cyclists early next year) and on both the Manchester Road and Macclesfield Road. They have also recently started on the section of link road between Holmes Chapel Road and the Chelford Road overbridge.

Drainage works will start on Sandy Lane and the planned section of road between Holmes Chapel Road and Chelford Road following the completion of the earthworks.

Work to construct the Chelford Road overbridge is well underway, with piling works currently being carried out. Traffic remains diverted onto the temporary 2-way carriageway, with a temporary speed limit of 10mph in place.

Piling works have now finished on both banks of the River Dane as work progresses on the structure, as well as the Giantswood Lane overbridge.

Archaeology field work has now been completed across the entire scheme.

Ancient woodland soil translocation has now been carried out on the west bank of the River Dane.

Works on Loach Brook bridge will commence on the 9th September, including piling.

Structural concrete works will begin to construct the abutments and wingwalls for the structures.

For more information, visit: www.cheshireeast.gov.uk/highways_and_roads/

New VAT rules for the construction industry

Will October's VAT changes reduce fraud or simply stretch construction businesses too far?

HMRC is introducing new VAT rules on 1st October 2019 specifically for the construction industry. The aim is to reduce fraud in the sector by making VAT registered customers responsible for paying the VAT to HMRC rather than the supplier of the service provided. This only applies to businesses within the Construction Industry Scheme (CIS) though and it doesn't apply to businesses supplying consumers and end users.

Under the new rules, a sub-contractor will only charge the 'net of VAT' amount and it's then the customer's responsibility to pay the VAT directly to HMRC.

Michael Burgess of Mitten Clarke explains "Whilst we can

see the rationale for moving the responsibility for declaring VAT further up the ladder, we are concerned that sub-contractors won't be ready for the changes or indeed understand the implications for their cashflow.

Builders, joiners, ground workers, plumbers, electricians, painters and decorators etc are all businesses which will be affected if they are VAT registered and supply services to customers which are VAT and CIS registered, rather than to consumers or end users.

We're urging sub-contractors to look at the impact of this now, to allow sufficient time to put alternative cashflow in place and if necessary, move to monthly VAT returns so that they can reclaim their input tax back sooner."

If you'd like to speak to Michael or one of our tax team please contact us on 01782 279615.



Thank you to Prism

David and Jackie would like to thank Prism UK for hosting a lunch at The Wheatsheaf, Sandbach to celebrate the success of the companies who won at Business Awards 2019.

Gary Smith, Prism gave a very interesting presentation about how their journey began in 2001 looking after the IT needs of small business owners and how their client base grew.

Guests enjoyed a wonderful 3 course lunch and afterwards gave their own account of their journey in business.

Thank you to Shaun Morton and Marion Morton for organising this lunch.



Driving Manufacturing workshops held across Cheshire & Warrington

The workshops are held in conjunction with the teams at Made Smarter and Manufacturing Growth Fund. The aim of these events is to inform manufacturers of the support available.

Find out how the region's different programmes can help take your manufacturing business forward at one of our local events. Support available includes:

- Funding
- Expert advice
- Graduate industry placements
- Apprenticeship support
- Leadership training

Find out about the support available in your area at one of our events.

Event Dates and Locations

25th September

Birchwood Park, Warrington

1st October

Bentley Legends, Crewe

9th October

Riverside Innovation Centre, Chester

For further information please contact:

*Rachael Zaidel Lamb - Business Growth Team
Communications and Engagement Officer, Cheshire and Warrington Growth Hub
Mobile: 07944 846045*



A high-quality restaurant in prison, where inmates can learn valuable skills in cooking and hospitality, is making a "significant" difference in cutting reoffending rates, say researchers.

The Ministry of Justice study suggests inmates trained in the Clink restaurant are much less

likely to be stuck in the revolving door of returning to prison.

Clink chief Christopher Moore says it connects inmates with future jobs.

THE CLINK CHARITY



Nick Robinson - New Chaos Breakfast Business Briefing

Thursday 17th October 2019, 8am - 10am
The Nucleus Auditorium, Alderley Park Conference Centre, Cheshire, SK10 4TG

Please join East Cheshire Hospice and respected journalist Nick Robinson for a morning of lively debate and networking. Nick Robinson is currently a presenter on BBC's Today programme, and has spent 10 years as a political editor for the BBC. Nick will share his views on the current political climate, constant change and uncertain times ahead.

RSVP your place for you and your guest(s) by Thursday 3rd October, visit:
www.eastcheshirehospice.org.uk/businessbriefing19
For more information contact 01625 433477 or events@echospice.org.uk

Event sponsored by:





DABBERS' DEN 2019



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and Business Mentoring

If you have been in Business for less
than 3 years or have a new business idea
then why not enter the Dabbers' Den?

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www.dabbersdencompetition.co.uk



DABBERS DEN



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#DABBERSDEN

Full competition rules, including eligibility conditions and full details of the prizes are available to view on the competition website www.dabbersdencompetition.co.uk.
The Organisers wish to make it clear that neither the "The Dabbers' Den" Competition, nor its Organisers, have any involvement, connection or affiliation with the BBC or the BBC television programme, "Dragons Den".

Could your business be successful in the Dabbers Den?

Are you running a new business or have a unique idea to start one? Would a cash injection of £3,000 help to expand your company or make your business dream a reality? If you started trading in Cheshire East after 1st January 2016 then you can

enter the Dabbers Den competition 2019.

Dabbers Den joins Howard Worth Chartered Accountants, Poole Alcock Solicitors, NatWest Bank and Cheshire East Council with the goal of supporting and encouraging entrepreneurs and rewarding start-up businesses.

Entry to the business competition opened on the 1st August with the deadline for submissions being the 1st November 2019. The winner will receive a substantial prize including £3,000 cash as well as expert accountancy, legal and financial mentoring from the judges organisations.

*Details of how to apply and full competition rules can be found
on the website:*

www.dabbersdencompetition.co.uk



Thursday Thirty Events



Carers Trust 4 All hosted the Thursday Thirty on 23rd May at their head office at Overton House in Congleton.

We were welcomed by Ele Morris, Business Development Manager who gave a short presentation about Carers Trust 4 All and explained how they provide services that respond to the needs of carers and the people they support, offering peace of mind and understanding. By working with carers and other stakeholders Carers Trust 4 All aim to influence service innovation and growth.

A very pleasant breakfast was served and networking was enjoyed by the members.



The networking meeting 'Thursday Thirty' was held at The Wonky Pear in Congleton on 11th July and was hosted by Inspiration Matters.

Richard Burkard from Inspiration Matters delivered a very powerful presentation that aimed to inspire people to do what matters, help people to be the very best they can be and give businesses a competitive edge. The meeting was extremely well attended.

This new venue to Congleton, 'The Wonky Pear', is open from 11.00am to 10.00pm every day, serving mostly coffee and cakes during the day and then a great range of craft beers, gins, wine etc in the evenings.



Once again we were invited to the beautiful setting of Clonter Opera Theatre, in the depths of the Cheshire Countryside, to enjoy an amazing breakfast served from the kitchen of the theatre! The meeting was held on 22nd August and Isabella Lockett presented a very passionate presentation about the theatre and all that it has to offer.

The theatre has a 400 seat auditorium, orchestra pit, undercover dining and rehearsal facilities. It is used for a diverse range of events including Opera, Folk, Jazz, Gospel, Comedy, Panto, Music Camps, workshops and theatre projects for schools.

A tour of the theatre and networking was enjoyed by all that attended this meeting.



If you are interested in becoming a member of East Cheshire Chamber of Commerce, you are welcome to join us at one of our Thursday Thirty events to meet other members and the Chamber team!!

Please see the events list on page 4 and visit our website www.eastcheshirechamber.co.uk





Chamber Expo 2019

Calling all Chamber Members to be part of the
Ultimate Network Showcase

Friday 18th October
10:00am until 2:00pm

De Vere Cranage Estate, Byley Lane, Holmes Chapel, Cheshire, CW4 8EW
Non exhibitors are welcome to attend this free event



East Cheshire Chamber of Commerce will be
presenting an award for the 'Best Stand'

To reserve a space for this amazing event or for further information,
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