

THE BUSINESS MAGAZINE FOR EAST CHESHIRE

East Cheshire
CHAMBER
of commerce & enterprise

January 2020 / Issue 60

Chamber

ANNUAL CHAMBER BUSINESS AWARDS 2020

FRIDAY 27TH MARCH

REGISTER
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ENTRIES
NOW

BUSINESS OF THE YEAR AWARD | START UP BUSINESS OF THE YEAR AWARD
EXCELLENCE IN CUSTOMER SERVICE AWARD | PROFESSIONAL SERVICES AWARD
INTERNATIONAL TRADE AWARD | APPRENTICE OF THE YEAR AWARD | EMPLOYER OF THE YEAR AWARD
TOURISM AWARD | INNOVATION AND TECHNOLOGY AWARD | MANUFACTURER OF THE YEAR AWARD
CHARITY OF THE YEAR AWARD | CORPORATE & SOCIAL RESPONSIBILITY AWARD



The "Magic Picture"
Over £10,000 has been raised



Christmas Lunch
Another successful festive event



Thursday Thirty
Latest Chamber events



Spring Clay Shoot
29th April 2020



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Are you interested in joining East Cheshire Chamber of Commerce?

Please contact David Watson at david.watson@eastcheshirechamber.co.uk
or Jackie Randles at jackie.randles@eastcheshirechamber.co.uk



Welcome from the Chief Executive

Now that we have an elected Government with a sound majority let's hope that the new year will be a year of moving forward from the stalemate situation we have endured for so long. The Prime Minister and his newly elected members have the tools they require to move Brexit to a conclusion, and put an end to the uncertainty that has been stifling our economy for too long. Campaign slogans must now give way to a focus on the issues that matter.

I am sure that 2020 will be a challenging year, but the members of The East Cheshire Chamber can rest assured that we will be here to help and support, particularly those members that need assistance with export documentation and procedural practice for moving their goods around the world.

The Chamber calendar for 2020 is looking like we are going to have a busy year of networking and events. The first being the Business Awards to be held on 27th March at our regular venue, De Vere Cranage Estate. Details of the Business Awards can be found on page 7 of this edition. Please also see the enclosed entry form.

Later in the year will be the Annual Golf Day, again at Vale Royal Abbey and with Prism being our lead sponsor of the event. Before that we are hoping to have a Clay Shoot Day at Cloudside and in between all of this our regular Thursday Thirty breakfast meetings will be hosted around the area. The first Thursday Thirty of the year took place earlier this month at the office of Chamber Sponsor, Franklyn Financial Management on John Bradshaw Court in Congleton.

A new benefit of a Chamber Membership for this year will be advantageous foreign exchange rates via a new link-up with Franklyn Financial Management and TorFX which we hope many members will find beneficial. Details of this new initiative can be found on the back cover of the magazine.

So let's look forward to 2020 in a positive mood and continue to build on the very strong business economy that we are fortunate to have in Cheshire East.

I hope you enjoy the first edition of CHAMBER for 2020 and if you have any articles that you wish to be considered for the next issues or want to take advertising space, please contact Jackie Randles on: Jackie.randles@eastcheshirechamber.co.uk

Events Calendar

Thursday Thirty 27th February 2020

08.30 am – 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

Thursday Thirty 2nd April 2020

08.30 am – 10.00 am
Innovas, Riverside Boardroom
Mountbattn Way, Congleton
Cheshire, CW12 1DY

Clay Pigeon Shoot 29th April 2020

Cloudside Shooting Ground
Red Lane, Congleton
Cheshire, CW12 3QG

Thursday Thirty 14th May 2020

08.30 am – 10.00 am
Handelsbanken Wilmslow
48 Alderley Road, Wilmslow
Cheshire, SK9 1NY

Annual Golf Day 10th June 2020

Vale Royal Abbey Golf Club
Vale Royal Drive, Whitegate
Northwich, Cheshire, CW8 2BA

Thursday Thirty 25th June 2020

08.30 am – 10.00 am
Hammond McNulty
Market Square, Congleton
Cheshire, CW12 1E

Thursday Thirty 6th August 2020

08.30 am – 10.00 am
Details to be confirmed

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

For further details and booking forms please email
jackie.randles@eastcheshirechamber.co.uk

Welcome to our New Members

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



Congleton Rotary

Congleton Rotary is a group of similar minded people from a variety of backgrounds putting "Service before Self". We believe in Fellowship and helping our local community here in Congleton. As well as raising money for local charities, we believe in having fun.

www.congletonrotary.co.uk

Tel: 01477 500688
Secretary Maggi Walker Tel: 01260 274381
Astbury Golf Club, Peel Lane
Congleton, Cheshire, CW12 4RE



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Supporting businesses either face to face or virtually I am the training or process manager that can assist you deliver your 2020 objectives and beyond. I welcome the opportunity to discuss any business needs and aspirations to understand how I could be of assistance.

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www.christies.org

Tel: 01619 187398
The Christie Charitable Fund
Wilmslow Road
Manchester, M20 4BX



Chamber Christmas Lunch 2019

The annual East Cheshire Chamber of Commerce Christmas Lunch was once again held at its regular venue, Pecks Restaurant, Congleton on Friday 6th December. Guests enjoyed a delicious meal prepared to the standard that Pecks is renowned for. The restaurant was filled to capacity with a real festive atmosphere. The Chamber is very lucky to have Pecks as the venue for the Chamber Christmas Lunch and also having Pecks as a very valued Patron of the Chamber. Our sincere thanks go to Andy Pear, the Proprietor, for his ongoing support.

A raffle and auction was held in support of the Chamber's Charity, Ruby's Fund. They were rewarded by the generosity of the Chamber members with £1,605.00 being raised on the day.

David Watson, Chamber CEO, thanked the guests and sponsors for once again attending and supporting another Chamber Christmas Lunch and advised everyone to keep Friday 4th December free for the 2020 Christmas lunch.



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Join us on our Chamber Clay Shoot 2020

Cloudside Shooting Ground



On Wednesday, 29th April 2020 we are hosting a Clay Pigeon Shoot which will be held at Cloudside Shooting Ground, Red Lane, Congleton, CW12 3QG.

10:30 am - Registration and breakfast

11:00 am - Clay practice

1:00 pm - Clay competition

3:00 pm - Meal and prize giving

For more information

Please contact Jackie Randles on
01260 540 570 or
jackie.randles@eastcheshirechamber.co.uk



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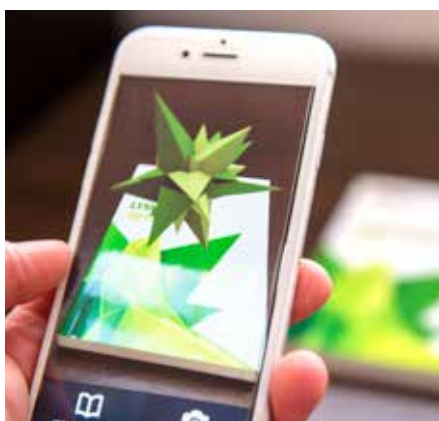
ENTRIES CLOSE 6TH MARCH 2020



TMC Continue their International Business Growth into 2020

Chamber members TMC Strategic Communications are continuing their global business growth with multiple projects already underway for new and existing international healthcare clients. 2020 is set to be the busiest year yet for the expanding team.

One of the biggest projects for the Healthcare team at TMC is the production of Oncology Pocket Guidelines for the annual congress of the European Society of Medical Oncology (ESMO). The team of designers, medical writers and account



managers, produce up to 9 editions of the ESMO Pocket Guidelines each year, with the final stage of the partnership being to print and export copies of the pocket-sized booklets to the European congress. This year will see the total number of Pocket Guides shipped reach over half a million.

An exciting development in the Pocket Guidelines is the digitalisation of the cover image. Using the latest Augmented Reality technology, TMC's 3D design team have now enabled delegates to bring the cover of the pocket guides to life using their mobile phone. This is just one example of the team's expertise in taking traditional design and print to the next level and offering innovative solutions to their clients.

TMC also work in close partnership with 11 other European societies. Included with these is the European Society of Cardiology (ESC), for whom TMC design, write, print and export their delegate newspapers 'Congress News' to multiple events throughout the year. In 2020 they will be collaborating with ESC to produce and ship 14 editions of Congress News to 8 congresses in Europe and Asia.



We Are Recruiting!

Are you creative, passionate & driven?

TMC are growing their award-winning team further throughout 2020. If you have account management or studio experience submit your CV to: hello@wearetmc.co.uk outlining the skills and talents you would bring to their growing team.

Jan McCloud, Healthcare Director at TMC, is extremely proud of the extent of the reach the Company's work now has:

“For many years now we have delivering and exporting projects for clients across Europe. It's very exciting and a testament to the hard work of the team that not only do these projects continue to grow in scale, but that we are now also involved with work in Asia, Africa and North America.



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Member Spotlight

Bringing local businesses into focus

Steve Vare

*Project Specialist,
Expense Reduction Analysts*



What motivates you?

Time with my family is so important and helps me put my work/life balance into perspective. In business I get great satisfaction when going through our quarterly audit reports with our clients demonstrating the sustainable, measurable results we have achieved.

How important have your team members been to your success?

My colleagues in Expense Reduction Analysts (ERA) are absolutely vital in helping me to deliver the ERA value proposition to our clients. We have a network of over 130 specialist consultants in the UK (700+ globally) who have unrivalled experience and knowledge gained during long careers at a senior level in their areas of expertise. We use this in-depth experience to advise businesses on how to get the best from suppliers, to help boost business performance and reduce costs.

What has been your most satisfying moment in your current role?

I met with a Finance Director of a prospect (now a client) who was very sceptical about what we do and whether we could add value to his business. With the expert knowledge of the ERA banking and payments team and utilising our extensive buying

leverage, we managed to achieve an additional 43% saving on top of work he had already done.

How do you spend your leisure time?

I have three sons who all play football on a regular basis. When I am not being 'dad taxi' or stood at the side of a football pitch I like to play golf or go walking with my wife.

What Are Today and Tomorrow's Challenges?

Once Brexit has finally 'been done' it should help clarify some of the uncertainty. There are many challenges businesses will encounter now and in the future. However, as ERA covers 36 different major cost areas and our specialists are working in their areas of expertise on a daily basis we are well placed to know what supplier innovations and developments are in the market.

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

There have been many inspirational people in history, but I would say Sir Matt Busby. He believed in team spirit and allowing his players to go out on the pitch, express themselves and above all else enjoy it.



**Expense Reduction
Analysts**

Rod Goodier

*President,
Rotary Congleton*



What motivates you?

Waking up in a morning knowing I've got another day to get whatever needs doing done!

Who has been your greatest inspiration?

Without a doubt my parents and family, but like most I have met many inspirational people over the years. During my RAF training one of the instructors said to me "the more you put into life, the more you will get out of life".

What has been the most satisfying moment in your role with Rotary Congleton?

My work with the "Next Generation". Like many Rotary clubs, we run a number of youth competitions throughout the year with local schools and youth organisations. My satisfaction is seeing the youngsters taking part, enjoying themselves and achieving great results.

How do you spend your leisure time?

What leisure time? I have three granddaughters living locally, I play golf, I have a 1968 MG sports car which took us to Switzerland last year and will take us to Germany this year plus venturing round the UK at weekends. I organise two reunions each year for 200 or so retired RAF personnel which takes quite a lot of time planning and administering. I do welfare work for two military

charities as well so continue to work the hours necessary to get everything done.

What are Today and Tomorrow's challenges?

The biggest challenge is to develop Rotary. Many see us as a bunch of old men who meet for lunch and raise a bit of money for charity. This is far from reality, our club has a great cross-section of male and female members who raise about £25,000 annually for local charities and good causes. It's not all fund-raising we have a great social life as well. However, we need to bring Rotary into the 21st century and by joining the Chamber I hope we can do that.

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

Amelia Earhart, a fantastic aviator with a can-do attitude. In 1920 she took her first ever flight and instantly became smitten with flying. Within three years she owned her own aircraft and had a full pilot licence. Her can-do challenge eventually led to her death when she embarked on a 29,000 mile flight in 1937 to circumnavigate the globe. It is assumed she went down into the Pacific some 100 miles or so short of her next refuelling stop on Howland Island.



Howard Worth becomes a Patron of the East Cheshire Chamber

We are proud to welcome our fourteenth Patron

At the start of a new year and a new decade the team at Howard Worth are looking to the future and embracing new opportunities to grow the business and our network of professional contacts. We are delighted to announce that we are now patrons of the East Cheshire Chamber of Commerce and Enterprise.

From offices in Nantwich and Northwich, Howard Worth has been providing

accountancy services and business advice to clients in Cheshire and further afield since 1953.

Speaking about Howard Worth becoming a patron, Tax Partner, Tim Lwin commented "As the economic climate changes around us frequently and political uncertainty affects both businesses and individuals, we want to ensure that businesses in the area know our experienced team is on hand to offer advice and support when it's needed.

Through our new relationship we look forward to extending our work with the chamber and its members".

For more information contact Howard Worth on:

Tel: 01606 369000

Email: hello@howardworth.co.uk

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Contact Kevin:

T: 07801 399508 W: businessdoctors.co.uk/cheshire
E: kevinc@businessdoctors.co.uk

Contact Nigel:

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



What a difference a day makes - Capital gains on residential property

By Chris Bentley, Tax & Forensic Director

HARTS
CHARTERED ACCOUNTANTS

Recent years have seen a number of changes to tax rules to increase government tax revenue from buy to let landlords. Stamp duty has been increased markedly and mortgage interest relief has now been restricted, albeit only taking full effect from April 2020.

The government continues to see residential property as an area where more tax can be collected. The focus now is on capital gains tax. There are two proposed tax increases and an earlier payment date due to take effect from April 2020.

Timing is crucial

Capital gains tax is currently due on 31st January 2020 in the tax year following the sale of the property. So for a sale in March 2020 (in the 2019/20 tax year), the tax on any profit is due on 31st January 2021. But for contracts exchanged on or after 6th April 2020, capital gains tax will be due 30 days after disposal. In

other words, delaying a sale by a day from 5th April to 6th April 2020 brings forward the tax due date by nearly 9 months from 31st January 2021 to 5th May 2020.

Higher capital gains tax bills from 6th April

In addition to the changes to timings that will affect cash flow, there are two other fundamental changes that could impact your tax liability. These tax rises affect properties which have at some point during ownership been a principal private residence (PPR). Currently if a property has been a PPR for a part, but not all of your ownership, the gain arising in the last 18 months is exempt from capital gains tax. This period is now being reduced to 9 months for disposals taking place on or after 6th April 2020. Please do be aware of this change to avoid losing a valuable tax break due to the timings of your disposal.

Furthermore, if a property has at some point been your PPR and at other times has been

let out, 'lettings relief' currently exempts up to £40,000 of gain from capital gains tax. From April next year, 'lettings relief' is only available if the owner lived in the property during the period of letting (i.e. it will cover lodgers but not letting of the whole property). Those who find themselves in the scenario described here could be liable for an additional £11,200 tax bill if sold on or after 6th April.

Retain or sell?

In conclusion, anyone who is thinking of disposing of a let property, particularly one which they have lived in previously, should seriously consider whether they should market the property in the very near future in the hope of achieving a sale before 5th April 2020.

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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Over £10,000 raised for charity

The story of the "Magic Picture"

It is now some 10 years since the story of the "Magic Picture" started at the East Cheshire Chamber of Commerce Business Awards on 25th March 2010.

On that evening the picture was a raffle prize won by James Whitehead of PlastoSac Ltd, but James didn't really want to have it hanging on a wall at home or in his office. He therefore offered it back to auction to

raise charity funds on the understanding that whoever was successful in the bidding agreed that it should hang on display on the wall of the Chamber's Chief Executive, and brought back to auction again at every opportunity!!

Since then "The Magic Picture" has seen many outings, particularly at the Chamber Golf Day, Clay Shoot, Business Awards and the now famous Chamber Christmas Lunch.

Whilst we do not have the exact figure that has been raised over the years, we are confident that the proceeds have exceeded £10,000. Truly remarkable.

We can't thank the Members and Guests enough for their donations and can assure them that the various charities who have benefited are also very grateful.

Charities who have benefited



**Chamber Business
Awards 2018**



**Chamber Christmas
Lunch 2019**



Clay Shoot 2014



Golf Day 2015



Clay Shoot 2016



**Chamber Business
Awards 2017**



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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Education matters for Dabbers Den Winner 2019

Insight to Impact Consultancy Ltd

Education is never far from people's minds, whether it is their own children, those of friends or relatives or as a hot topic for politicians. The winner of the most recent Dabbers Den understands how important education is – both as a mother and as a business woman. We

are delighted to announce the winner of the 2019 competition is Su Turner and her business Insight to Impact Consulting Ltd.

Su is the founder and driving force behind the business. As a national governance expert with a track record for improvement, Su understood

how important it is for school governors to be able to overcome the barriers they face in their roles and help maximise their time to be effective and efficient in their undertaking of governance to ensure they deliver real impact. Through this she developed her solution – Shaping Governance®.

The Dabbers Den judges were extremely impressed by Su's drive and determination, they commented that her presentation was exceptional and that her passion and commitment to educate school Governors shone through.

The 'Dragons' Den' style competition is run in partnership by Howard Worth Chartered Accountants and Poole Alcock Solicitors, with support from NatWest and Cheshire East Council.

As first place winner Su will receive a £3,000 cash prize for her business, 12 months accountancy mentoring from Howard Worth Accountants and a Business Legal Health check from Poole Alcock Solicitors.



Martin Webb, Howard Worth, Joanne Butterill, NatWest, Councillor Peter Groves, Cheshire East Council, Su Turner, Insight to Impact Consulting Ltd.



Thursday Thirty Events



The October networking meeting 'Thursday Thirty' was held at The Clink Restaurant, HMP Styal on 3rd October 2019.

We were welcomed into the converted chapel and served tea and coffee. During a wonderful sit down, full English breakfast Catrin Aherne spoke about The Clink Restaurant and how it has developed over the last four years.

The delicious, high-quality meals at The Clink Restaurant at HMP Styal are cooked and served by the prisoners in training who are working towards gaining their City & Guilds NVQ in Food & Beverage Service, Professional Cookery and Food Hygiene.

The Clink Restaurant at HMP Styal is consistently in the top 10 restaurants in Wilmslow on TripAdvisor.



The well attended November Thursday Thirty was hosted by Concept Data Solutions at their new offices in The Bromley Centre, Congleton.

Steve Walsh opened the meeting with a brief introduction to the company and the sales manager gave an interesting presentation about Concept Data and the services that they provide.

Ruby's Fund did a presentation outlining the work of the charity.

All the guests enjoyed a breakfast of baps and Danish pastries followed by a tour of the new offices.



The first Thursday Thirty of 2020 was held at the offices of Franklyn Financial Management on the 16th January. As usual attendees enjoyed bacon sandwiches, croissants and fruit along with fruit juice, tea or coffee. The meeting was attended by no fewer than 6 new members who have joined since the last meeting.

A brief overview of Franklyn Financial Management's services was given by Ian Cottrill who is their Business Relations Director. Ian also announced the launch of the Foreign Money transfer service that is available to Chamber Members.

The room was really buzzing with activity and it was good to see the new members taking the opportunity to network. As always with the East Cheshire Chamber there was a very warm welcome for all of the attendees.



The Clink Charity



Concept Data Solutions



Franklyn Financial Management

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DID YOU KNOW?

At **Ruby's Fund** we deliver **30** 1:1 short breaks to SEND* children and run **15** SEND sessions a month.

We also run Peer support groups, Befriending, Parent carer counselling and complementary therapies.

*SEND = special educational needs and disabilities

From corporate days and trustee positions to helping running events, we are sure to have a role for you.

For more information please contact:
Alison Parr: alison@rubysfund.co.uk




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