

THE BUSINESS MAGAZINE FOR EAST CHESHIRE

East Cheshire
CHAMBER
of commerce & enterprise

Sep 2021 / Issue 64

Chamber



Chamber Golf Day 2021



Clay Pigeon Shoot

Take part in our Clay Pigeon Shoot on the 20th October 2021



Christmas Lunch

For a truly festive experience, come along to our Christmas lunch on the 3rd December 2021



Chamber Business Awards

Our annual business awards return on 18th March 2022

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New Members

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



H21 Safety

H21 Safety Limited offer health and safety consultancy, approved training and accredited e-learning solutions to businesses across the UK.

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www.stockportmind.org.uk

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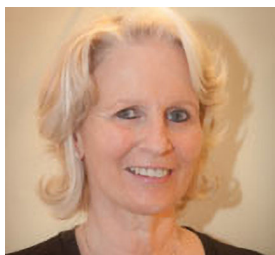
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Tel: 07980 380 208
1 Brookside Cottages, Congleton Road
Arclid, Cheshire CW12 4SN

Are you interested in joining East Cheshire Chamber of Commerce?

Please contact
Jackie Randles at
jackie.randles@eastcheshirechamber.co.uk





Welcome from the Chief Executive

Hello and welcome to the September issue of Chamber!

Many people are asking if going 'back to normal' is even possible. Despite how tenuous the state of the world remains, in some ways, life is starting to snap back into pre-pandemic normalcy in countries with high vaccine rates, like the US and UK.

It has been a long time but we are now seeing major sport events reopen to capacity crowds and the Olympic Games held in Tokyo this year has seen outstanding performances from our UK athletes with a total of 65 medals and, as I write this the Paralympics have just started. We have bustling indoor restaurants and air travel has nearly rebounded to pre-pandemic levels.

In September 2018 David reported that a Congleton company and chamber member,

Pulse Design and Build, was chosen to redevelop the Congleton Leisure Centre. I can report that the work has now started and is due for completion in June 2022.

The Golf Day on 23rd June went very well at Mottram Hall, we were lucky to enjoy a dry day with 16 teams taking part and 70 people sitting down for dinner in the evening. The winning team were chamber members New Life Church, a full report can be found on pages 6 and 7.

Our calendar through to March 2022 is looking very busy with our regular face-to-face Thursday Thirty networking meetings, a Clay Shoot in October, and our well renowned Christmas Lunch in December! You will find details of all these events within this edition of Chamber.

The Annual Business Awards are to be held on 18th March 2022, all the details with regards

to entering and attending the event will be coming out in early December.

I hope you enjoy this edition of Chamber; please remember we are here to help wherever we can. If you have any articles that you would like to be considered or you are interested in advertising space please contact jackie.randles@eastcheshirechamber.co.uk or call the office on 01260 540570.

Events Calendar

Thursday Thirty 16th September 2021

08:30 am – 10:00 am
Tinsdills Solicitors
At The Wheatsheaf
1 Hightown, Sandbach
CW11 1AG

Clay Pigeon Shoot
20th October 2021
10:30am – 4:00pm
Cloudside Shooting Ground
Red Lane, Congleton
CW12 3QG

Thursday Thirty 28th October 2021

08:30 am – 10:00 am
The Old Saw Mill,
Back River Street
Congleton CW12 1HJ

Christmas Lunch
3rd December 2021
12 noon – 15:00pm
Pecks Restaurant
Newcastle Road, Congleton
CW12 4SB

Thursday Thirty 9th December 2021

08:30 am – 10:00 am
East Cheshire Hospice
MillBank Drive, Macclesfield
SK10 3DR

Business Awards
18th March 2022
De Vere Cranage Estate
Byley Lane, Holmes Chapel
Cheshire CW4 8EW

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



The Covid Cashflow Legacy

During the various lockdowns, the different forms of CJRS and CBILS/ Bounce back loans provided vitally important financial aid from the Government, which eased cashflow for business' forced to close or those who may have ceased trading otherwise.

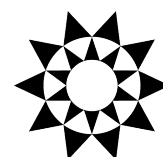
In many respects these loans have been perceived as 'free' money and the CJRS has been a vital prop and certainly avoided a catastrophe in the employment market whilst the interest free periods and repayment holidays being offered on many of the CBILS loans means that business' have been looking at healthy bank balances and have spent or are making plans to spend the additional cash.

“ When the CRJS scheme finishes in September there is undoubtedly going to be a surge in redundancies and the cost of this needs to be considered if the cash from the CBILS loan has already been used. ”

The potential problem in doing this and the effect on cashflow is the ability to service the loan, with much of the normal lending criteria being overlooked due to the need for the cash to oil the working capital cycles of business under extreme stress, the ability of business' to do this from generating additional profits to cover loan repayments is an important question to be asked and answered if defaults and cashflow problems are to be avoided.

When the CRJS scheme finishes in September there is undoubtedly going to be a surge in redundancies and the cost of this needs to be considered if the cash from the CBILS loan has already been used. A further impact on cash in the business could also be felt if the CBILS loan has been used for capital investment then this will hopefully produce additional profits, but where the real problem sits is where business' have had to use the CBILS loans to bridge losses incurred during Covid and when markets open up and full trade resumes and full or increased profitability is not realised, then the capital and interest repayments will start to be a problem.

In the weeks and months ahead, these problems will take time to develop and evolve and the risk of future variants and lockdowns may improve or exacerbate the situation, some firms will flourish and not look back whilst others will struggle to recover, especially if previously cashflow had been tight. However, all businesses with a CBILS Loan should quantify the impact of this risk when reviewing their business plans in the post Covid world and making contingencies as required.

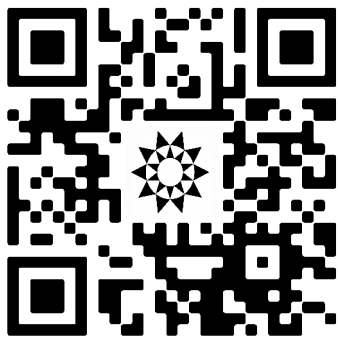


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to find out more!

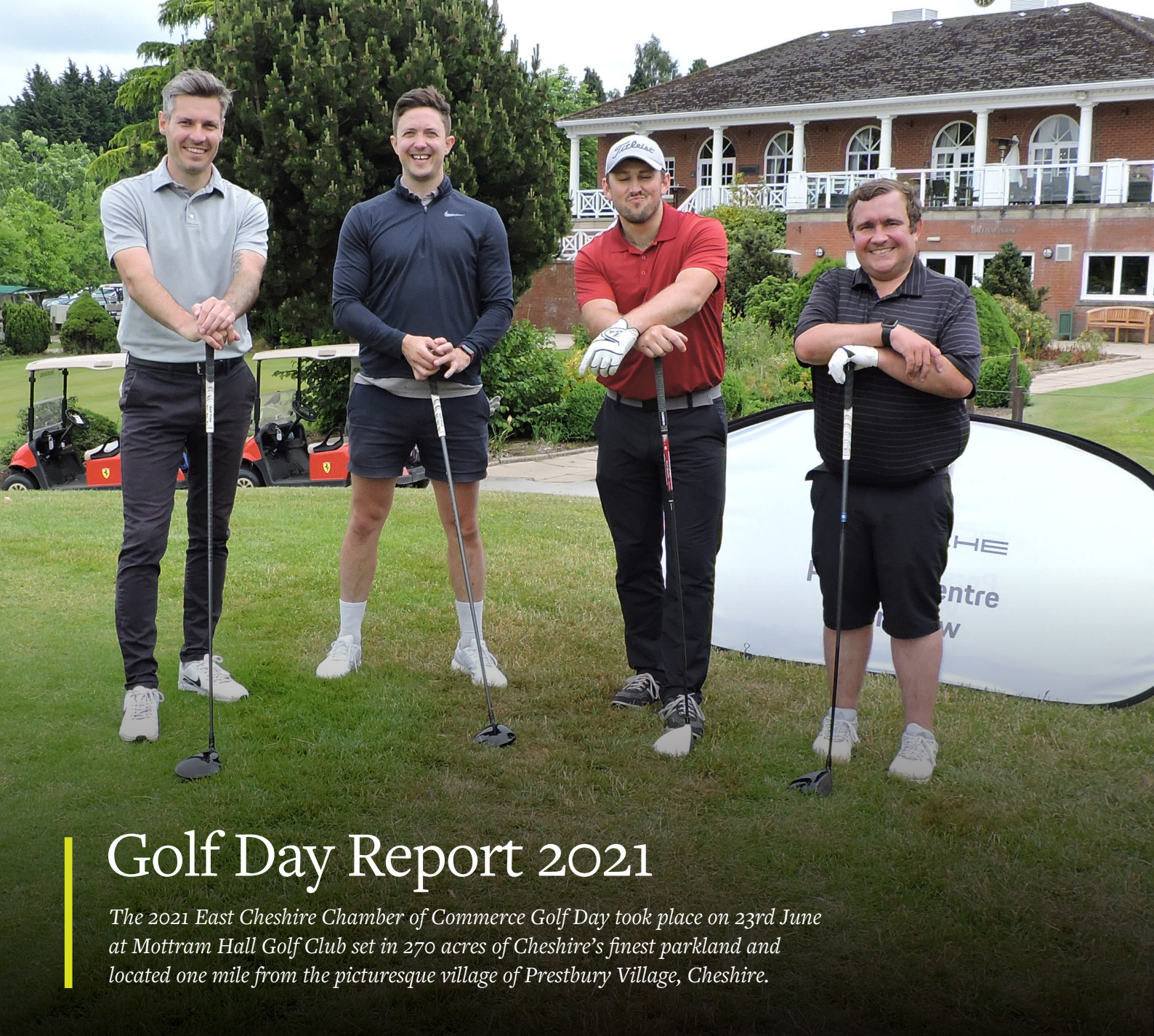
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Golf Day Report 2021

The 2021 East Cheshire Chamber of Commerce Golf Day took place on 23rd June at Mottram Hall Golf Club set in 270 acres of Cheshire's finest parkland and located one mile from the picturesque village of Prestbury Village, Cheshire.

At Mottram Hall, the tricky, well-guarded greens are broken up into two contrasting circuits of nine. The front nine, with its impressive backdrop of the 18th century hall, gently rolls over meadowland and offers golfers many chances to make a score. The back nine winds through rich woodland and is a much more demanding test of golf, giving players the chance to feel like they are playing in The Open Championship.

The format for the day was a stableford 4 ball with best 2 scores to count, 64 golfers all out on the course for a "Shot Gun Start" at 1pm.

The prize for "Longest Drive" at this year's East Cheshire Chamber golf day

was a half day Porsche driving experience at The Porsche Centre, Silverstone race circuit, the prize was donated by one of the sponsors of the day, Porsche Centre Wilmslow and was won by Mike Bowker playing on the Franklin Financial Management Team.

Myers & Co were the sponsors of the Nearest the Pin competition which was won by Tony Wilson from Senior Aerospace. The Best Ladies score was won by Emma Ainsworth from the Tinsdills Solicitors team.

When all the scores were in and checked the first place prize went to New Life Church, second place was won by Richborough Estates and the third place trophy went to the main sponsors of the day, Prism Solutions.

Prism Solutions also donated prizes for the first, second and third team winners.

Following dinner, a raffle and auction took place and raised £800.00 to go to Ruby's Fund, the current Chambers chosen charity.

It was great to get out and welcome everyone to a day that was as 'normal' as we can hope for during these present times. A brilliant day for everyone!

Prism 


PORSCHE
Porsche Centre
Wilmslow



Third Place -
Prism Team



Best Ladies Score -
Emma Ainsworth, Tinsdills Solicitors Team



Longest Drive won by Mike Bowker -
Collected by a member of the Franklyn
Financial Management Team



Second Place -
Richborough Estates



First Place -
New Life Church



Nearest the pin -
Tony Wilson, Senior Aerospace



Over £54,000 raised for charity by Chamber Patron sponsors, Franklyn Financial Management

At their annual golf day taking the total raised to over £1,050,000.

120 golfers gathered at The Mere Golf Resort and Spa on Thursday 8th July 2021 for Franklyn Financial Management's golf day, the Swanky Swing.

Guests of the Swanky Swing Golf Day sponsored by TorFX, Hammond McNulty Accountants, Porsche Centre Wilmslow, Belvoir and many more, were welcomed by Greatest Hits Radio presenter, Darren Proctor, and were kept hydrated throughout the day as the TorFX drinks buggy delivered the beer of choice for the day, Bach95, to all the golfers around the course.

As Official Partners of Sale Sharks Rugby Club, Franklyn was delighted to welcome Sharks players Jono Ross, Will Cliff, Simon Hammersley and Josh Beaumont as their guests for the day, along with Sale Sharks Commercial Director and former England International, Mark Cueto, non-executive Director and former England International, Jason Robinson, and owner of the club, Simon Orange.



Simon Orange

CEO of Stoke City Football Club, Tony Scholes, was also amongst the guests at the Swanky Swing representing the club of which Franklyn are Platinum Partners of.

During the evening, guests were kept entertained by Manchester based singer, Alexander Stewart, followed by a live DJ set by Darren Proctor, whilst also checking out the Silent Auction put on by BidAid, the online auction site co-founded by Olympic silver medallist and double world champion athlete, Jamie Baulch.

Andrew Chatterton, Managing Director of Franklyn Financial Management commented "After the incredibly tough 18 months so many charities have had due to the pandemic, we were delighted to get back to our usual fundraising efforts and make up for lost time. It was great to have so many clients, business partners and friends of FFM with us for the day and have so much support from them along with all our fabulous sponsors. We can't wait for the next event!"

The £54,954 raised at the Swanky Swing golf day takes the running total raised by Franklyn Financial Management for the St. James's Place Charitable Foundation over the years to just over £1 million.

The Foundation distributes its funds through grants to charities, many of them in local communities, and has been able to give substantial support to over 4000 charitable organisations over the years including Hope and Homes for Children, Teenage Cancer Trust, Laureus Sport for Good Foundation and the Education for the Children Foundation.

Franklyn are hoping to continue their fundraising efforts at their Winter Waltz Gala Dinner event, taking place on Friday 26th November at The Mere Golf Resort and Spa, with the theme for this year being 'The Fairy-tale of New York'. The Winter Waltz promises to be an evening of top-class entertainment and more details on how you can buy your table or sponsorship opportunities can be found online at www.ffmsummerswing.co.uk.



Mark Cueto, Andrew Chatterton, Ian Cottrill, Jason Robinson

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Wealth



Congleton Climate Festival and Green Fayre - 23rd to 30th October 2021

Congleton Sustainability Group and Congleton Town Council are holding a Climate Festival Week of events and Green Fayre to highlight to our community how important the COP26 negotiations are to us all and what each and everyone of us can do in our daily lives to reduce our carbon footprint.

The Climate Festival Week will be held week commencing 23rd October and we would welcome the involvement of any organisations that would like to put on an event anytime in the week.



The Green Fayre will be held on Saturday 30th October between 10am and 3pm with stalls and presentation space on Congleton High Street. The High Street will be closed to traffic. The monthly Makers Market will be held at the same time in the town centre, same day maximising the potential footfall, weather permitting! There will be over 30 stalls.

Businesses will be very welcome to be part of the Green Fayre on the Saturday to showcase sustainability in any form and publicise their business.

For further information please contact
peterjaston@gmail.com, M 07971 805372.

The Chamber's Christmas Lunch

Friday, 3rd December 2021
12 noon until 3.30pm

Pecks Restaurant
Newcastle Road
Brownlow Heath
Congleton CW12 4SB



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THE CHAMBER MEMBERS NEWS

DO YOU HAVE ANY NEWS OR UPDATES THAT YOU'D
LIKE TO SHARE ON THE CHAMBER WEBSITE?

IF SO, PLEASE SEND ALL CONTENT TO
JACKIE.RANGLES@EASTCHESHIRECHAMBER.CO.UK



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 Gastropub & Steakhouse with Boutique Rooms', under ownership of the Pear Hospitality and Retail Group.

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.



MEETING ROOMS



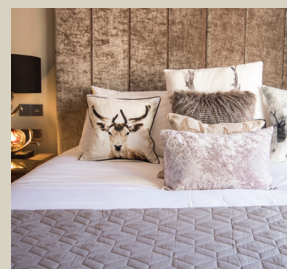
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Member Spotlight

Bringing local businesses into focus



Gillian Jones

Friends For Leisure

What motivates you?

My greatest motivation is the opportunity to see Friends for Leisure having a positive impact and making a real difference to a young person's life.

Who has been your greatest inspiration?

My dad. He encouraged me to work hard, learn from my mistakes, put others before myself and to always help someone if I could. He also helped me to understand that there are givers and takers in this world and not to be too disappointed by the takers.

Of course, I can't forget how much I am inspired by the wonderful team of people at Friends for Leisure and the amazing young people and families we work with.

What has been your most satisfying moment in your role with Friends For Leisure?

I can't really specify a moment, but watching the charity grow, adapt, and thrive has been extremely satisfying.

How do you spend your Leisure time?

I love cooking and reading. My husband and I enjoy eating out and taking holidays in Nerja as often as we can. My daughter has just had a puppy, so I think I might be doing a bit of dog-sitting, too!

What are today and tomorrow's challenges?

For Friends for Leisure, as with all small charities, the challenge will always be sustainability. As statutory services reduce, the need for charities will grow and sometimes we have to say "no", and that is always difficult.

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

I would want to meet Robin Williams. I'd love to talk to him about his struggles and how he overcame them. And, of course, it would be great to know the background stories to some of his amazing quotes.



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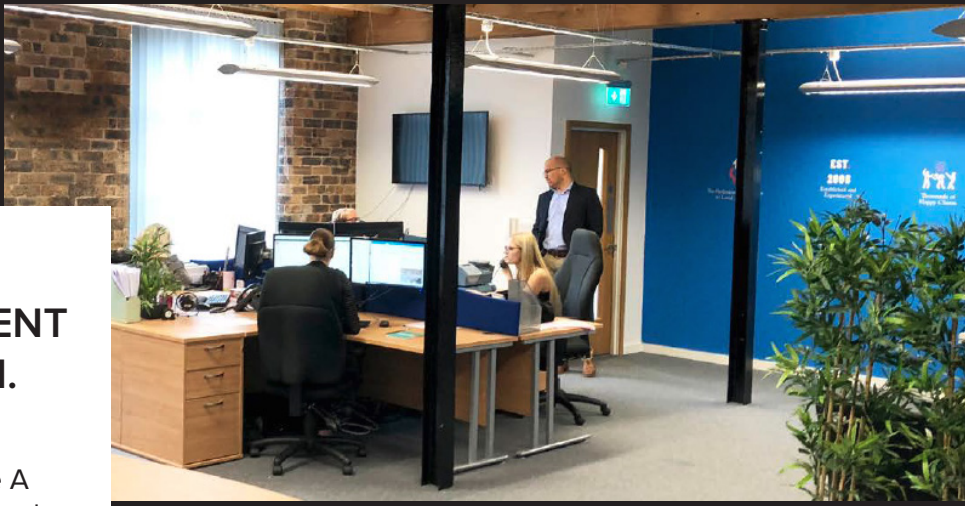
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TMC Strategic Communications appoint Ian Traynor as Non-Executive Director

TMC Strategic Communications, an award-winning creative agency, have appointed Ian Traynor as a Non-Executive Director to accelerate its current business growth.

Throughout the COVID-19 Pandemic, TMC has continued to invest in its business growth strategy, this includes welcoming Ian as a Non-Executive Director alongside expanding their specialist solutions such as Virtual 3D Environments. These solutions have been delivered for a range of prestigious organisations such as Siemens, the Institution of Civil Engineers and the Manufacturing and Technology Centre.

Ian, an experienced executive from Corporate and SME businesses, is delighted to be joining TMC at an exciting time and



Ian Traynor
Non-Executive Director

will bring the focus required to take the business to the next level. As a Chartered Director and Fellow of the IoD he has recently been nominated for the accolade of Non-Executive Director of the Year. Ian is also a visiting Fellow of the Henley Business School, where he provides a wealth of experience and insight. This appointment will compliment his current portfolio of Non-Executive Director and Advisor roles.

Ian Traynor said:

“ TMC Creative is an agency built on very solid foundations and lives its values. This approach has led to consistent growth and many awards.

Driving the over-arching strategy to rapidly scale-up the organisation, I will bring a wealth of experience, knowledge and insight through what will be a period of transformation for the Cheshire based creative marketing agency.

As TMC continue to focus and build on their core markets within Healthcare, Technology and Manufacturing, it's worth noting that in the most recent period, they have achieved over 60% year on year growth, with further plans to grow by 50%. Strong governance around this is crucial as we continue our journey. The chosen strategy of accelerated build via a mix of 'Organic and Buy' will further accelerate TMC's ambitions. I am excited to be on-boarding and aiding the business at this time.”

Tim McCloud, Managing Director of TMC added:

“ Having Ian join us as a Non-Executive Director is a great opportunity for TMC. It comes at an extremely exciting stage of our business growth.

The addition of Ian to our operations will strengthen our senior management team in order for us to maintain focus and further develop on our core markets. Our strong performance over recent years in Healthcare and Technology is testament to our ability and skills to deliver for our clients innovative and creative solutions. Our relentless focus on customer service and quality is a cornerstone of our success and one we will maintain going forward”.

Alongside TMC's growth to date, they have also successfully recruited an additional 9 staff across the organisation, with further plans to onboard 5 more in roles across the agency by the end of the 2021. In addition to this, TMC are embracing the Government's Kickstart scheme initiative. Recruiting a further 6 young people across the team, which will give the Kickstarters' the opportunity to gain experience and mentoring, supporting them in their career aspirations.

www.wearetmc.co.uk





**Rebecca Medcalf -
Solicitor and Managing Director**



**Kate Wilson -
Commercial Property Solicitor**



**Helen Jaidy -
Residential Conveyancer**



**Anna Murray -
Legal Assistant**



**Rebekah Jones -
Business Law Solicitor**

It's all about people

Tinsdills Solicitors are proud to be part of the Cheshire community and are now patrons of the East Cheshire Chambers of Commerce. Tinsdills' 350 year-long legacy has been built on our commitment to understanding our clients' needs, providing clear advice and building working relationships that add value for our clients.

We have been operating from our Sandbach branch since 2007 when we merged with N.A. Whieldon & Sons. Since then, we have established local connections and have taken instructions across the full scope of our legal services, from businesses and people living in and around Sandbach. Our people approach matters practically, with patience, understanding and are by your side, supporting you to reach a successful outcome. Because that connection and those outcomes matter to us.

We understand that whatever you're facing, you need your solicitor to act with understanding, with empathy and with sound knowledge. That's us. We are the solicitors who put people at the heart of all we do. Whether it's personal matters or business matters, we are here to support in what matters to you.

When it comes to all matters Commercial Property and Agricultural, our Commercial Property Department are your go-to team of choice, specialising in all property and land transactions. With over 20 years' combined experience, our dedicated team are well-placed to advise in complex situations and are poised and ready for you to consult with.

Residential property transactions are one of the biggest and often the most stressful transactions a client will make. With over 20 years' experience, our unwavering residential property team are here to make sure that clients are listened to and provided with all the information they require to make the process as clear, straightforward and stress-free as possible.

Our experts in Business Law and Employment are best equipped to ensure a smooth, efficient result in whatever opportunities or challenges, you or your business are facing, to achieve practical solutions that work both legally and commercially.

With clients and people at the heart of what we do, we seek feedback on all aspects of our relationships with clients. Using data collated by an independent review platform 97% would recommend Tinsdills Sandbach to their friends and family, and 94% were satisfied with the outcome of their matter. That's because we base what we do, around you, the people who've entrusted matters to us. See our latest reviews online at reviewsolicitors.co.uk/tinsdills-limited.

Know that when something matters to you, your business, your finances, your work, your family, your properties, we at Tinsdills, are the solicitors who believe it's all about people.

We look forward to meeting you all at upcoming events.

**tinsdills
solicitors**



**David Morgan -
Employment and Business Law Solicitor**



**Caroline Gray -
Director and Head of our Business
Law and Employment Departments**

tinsdillsolicitors

We Believe It's All About People



Family



Residential Property



Dispute Resolution



Employment



Commercial Property



Agriculture



Personal Injury



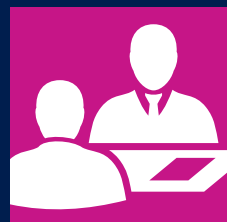
Company & Commercial



Wills, Trust & Probate



Professional Negligence



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News

What's been happening in your local area

Congleton Leisure Centre full redevelopment

Executive director and senior managers of Pulse design & build were delighted to welcome The mayor of Cheshire East, Councillor Sarah Pochin, and the mayor of Congleton, Councillor Denis Murphy to formally break ground Worrall St to mark the commencement of Congleton's new swimming and leisure complex.

The scheme which has been more than 3 years in the making is due for completion in June 2022 and will bring a much needed lifestyle, fitness, health, and wellbeing centre to the local area.

Demolition works have now commenced, and we anticipate that the new centre will start to take shape in September. As a local contractor based in the town, we are thoroughly delighted to have been entrusted with delivery of this scheme for our local community.



Matt Johnson, executive director of Pulse Design and Build, said:

"I'm delighted to see works commencing on our home town leisure centre and it is fitting that the works are started by our appointed Congleton based groundworks contractor. Community is so important in Congleton, and we are proud to have had a base in the town for over 40 years. I look forward to seeing this site progress, the need for future generations to have access to outstanding leisure and wellbeing facilities has never been more pressing."



Congleton Link Road

The Congleton Link Road Project Team are pleased to announce that the scheme and other associated works are now complete, except for some final landscaping works which will be undertaken later this year.

We faced the dual challenges of the COVID-19 pandemic and two extremely wet winters, which hindered progress on the scheme. The pandemic affected many of our supply chain partners with many shutting down during the first lockdown last year. We introduced special measures to keep our workforce safe and worked hard to reduce delays to the programme.

Despite these challenges the project was delivered on budget.

The completed scheme which has been named Wolstenholme Elmy Way after Congleton's famous pioneering educationalist and campaigner for votes for women, Elizabeth Clarke Wolstenholme Elmy, joins the A534 Sandbach Road with the A536 Macclesfield Road and also provides a link to the Radnor Park industrial estate, vastly improving connectivity for the 26 businesses currently based on the trading estate.

A full report can be found on www.graham.co.uk/congleton-link-road

Dads team up to tackle coast to coast challenge for children's charity Visyon

A team of 5 dads from Congleton cycled an epic 210 Km over 2 days from coast to coast, raising almost £3,000 for local children's mental health charity – Visyon.

Keith Hipkiss - who runs Warrior Martial Arts in the town with his partner Mandy – put the group together after seeing the impact of the pandemic on the mental health of the children he was teaching.



The 5 seasoned cyclists travelled through the hills of the Lake District and Yorkshire Dales, before finishing at Seaham on the East Coast.

Kerry Spink, Engagement Manager for Visyon said:

"The Covid pandemic has had a huge impact on children's mental health, and we've seen many more young people with complex mental health issues coming to us for help over the past few months. The team set themselves an enormous challenge and we're really grateful to them for pushing themselves to the limits. We simply couldn't do all the work that we do to help children in Congleton and across Cheshire without brilliant supporters like Keith and the team!"



Virtual Thursday Thirty

We have had some incredible Virtual Thursday Thirty networking meetings over the past few months, great networking opportunities in breakout rooms followed presentations from:

Thursday 20th May

- Springboard
- Poole Alcock
- Corinthian

Thursday 17th June

- The Rossendale Trust
- Lancaster University
- Harts Limited

Thursday 15th July

- Friends for Leisure
- Sales Geek
- DJH Mitten Clarke

Thursday 19th August

- Research & Development Solutions
- H21 Safety

We are excited to announce that our Thursday Thirty are returning to face-to-face meetings! If you would like to host a meeting please email Jackie.Randles@eastcheshirechamber.co.uk

To keep up to date with our Thursday Thirties follow us on LinkedIn:
www.linkedin.com/company/east-cheshire-chamber-of-commerce-limited

Disposing of residential property?

By Chris Bentley, Tax & Forensic Director

Regardless of the ebbs and flows of the pandemic, Brexit and the economy, there has been one constant, that house prices are rising. None of us knows what the future will hold for, but we have seen a number of our landlord clients in recent months taking advantage of market and selling. As a consequence we have been completing 30 day CGT returns on their behalf.

If this last sentence leaves you asking "what is a 30 day CGT return?" then you are not alone. Unfortunately awareness of the requirement, introduced in April 2020, to make a tax return and pay an estimate of capital gains tax due within 30 days of selling UK residential property is poor. HMRC initially did not levy penalties on those who failed to make returns, or did so late, but they are doing so now.

So what is the requirement?

Since April 2020, unless an exemption applies, anyone selling UK residential property has needed to file a tax return and pay an estimate of the capital gains tax due within 30 days of sale. UK residential property includes anything which could be used as a home including unoccupied properties, holiday homes, buy-to-lets and the residential element of mixed use properties. This requirement is in addition to submission of your self assessment tax return. If you have missed this filing deadline we would recommend you still act now to mitigate interest charges.

If you need further guidance on this matter feel free to contact us we will be happy to assist you.

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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Join us on our Clay Pigeon Shoot

Cloudside Shooting Grounds

The annual Chamber Clay Pigeon Shoot will take place on 20th October 2021 from 10.30 onwards at Cloudside Shooting Grounds.

- 10.30 am - Breakfast
- 11.00 am - Clay practice followed by refreshments
- 13.00 pm - Clay Competition
- 15.00 pm - Meal & Presentation

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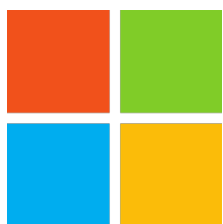


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For more information

Please contact Jackie Randles on 01260 540570 or jackie.randles@eastcheshirechamber.co.uk. Early booking is recommended.



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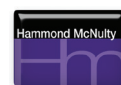
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