



**SHREWSBURY**  
BUSINESS CHAMBER  
Chamber Magazine Issue 3 2016



## IN THIS ISSUE...

New partner designate for accountant firm

New housing merger pledges homes

How do business rate assessments affect you?

One-to-one finance mentoring opportunity

Caravan dealership's new sales executive

College kicks off panto season

Sabrina opens for December

IT firm celebrates business success

Hope House business park collection point

Solicitor signs up to safe haven scheme

STFC offers function rooms for non-profit groups

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## Chairman's foreword

### PETER BETTIS MADE LIFE MEMBER OF CHAMBER

*The Chamber Executive have been wracking their brains for some time to try and do something to mark the huge amount of work our President Peter Bettis does for us. As those of you who were at the AGM will be aware, we have made Peter Bettis a life member, and I felt in this issue I ought to say something about what he has done and continues to do. Peter was a Project Manager with Caterpillar and first joined the Chamber in 1999. He has been Chairman twice (2009-2011 and March 2012 to November 2012) and President from 2012 to present. You will all be familiar with his passion for promoting the Shrewsbury business community, and every speaker at our meetings is subjected to his insightful grilling.*

*With his background he has a particular focus on manufacturing and engineering. Many of the campaigns he has run are for improved infrastructure for the town, as he believes strongly that only if we have the right conditions will business come to us and then stay. He knows that transport costs, a well trained workforce and a national, regional and local government with an ethos of promoting business are the main ingredients. So road improvements, public transport links, the Colleges and University and forging links with our MP, MEP, Regional Funders, the Guildhall and Shirehall the have been his main areas of interest. Despite having retired a few years ago, his enthusiasm and energy for the Chamber remain undimmed and he willingly throws himself into our work. We literally do not know what we would do without him. A life membership (with the promise of more work for him to do) seems a very scant reward, but Peter has a spirit and attitude that is about service for others and not for himself. So on behalf of us all: "Thank you Mr President, and long may you continue!"*

*Val Edwards, Partner  
Hatchers Solicitors LLP*

## Members' news

### NEW PARTNER DESIGNATE FOR JAMES, HOLYOAK & PARKER

A highly experienced accountant has joined a long established practice in Shropshire as a partner designate. The appointment of Robert Humphreys at James, Holyoak & Parker brings a wealth of knowledge to the firm, which has seen a surge in business in recent years.



Rob is a Fellow of the Institute of Chartered Accountants in England & Wales, having qualified and worked as a manager and associate with a respected local firm. Rob has worked with all sorts of clients in respect of their accountancy and taxation affairs, ranging from large corporate groups to sole traders and self-assessment compliance. He will act for a wide range of clients, assisting with and advising on all aspects of accountancy, business planning and support, and tax planning matters.

Nerys Parker, a partner at James Holyoak & Parker, said that Rob was joining the firm at just the right time.

"We are a long standing Shropshire-based practice, who continue to put our clients individual needs and requirements first. Understanding our clients and their businesses is paramount to us.

"Having someone of Rob's calibre to join our team is great news for our clients, because he is a highly-respected and capable accountant and tax advisor, who has much experience in dealing with a wide range of local businesses."

### NEW HOUSING MERGER PLEDGES HOMES FOR SHROPSHIRE & STAFFORDSHIRE

A new housing provider pledging to build new homes for communities in Staffordshire and Shropshire was officially launched on 1st October. Housing Plus Group, formed by a merger between Severnside Housing in Shropshire and South Staffordshire-based Housing Plus, will employ around 600 people locally and have a turnover in excess of £60m.



The group – which also includes Care Plus, Severn Homes, AWE and Property Plus – has 25,000 customers and owns 12,000 properties. Its strength as a larger provider will support a target to build more houses locally, helping to meet a soaring demand for homes to rent or buy.

Sarah Boden, Housing Plus Chief Executive of the Group, who began her career working with homeless people, said: "The need for housing has never been greater. Our challenge is to provide the homes our communities need, including disadvantaged or vulnerable people whose needs are not met by the open market.

"There is a huge responsibility to support thriving towns and villages. As a larger group we now have a tremendous opportunity to build more homes in the local area and offer greater choice and excellent services for customers. Some things won't change for our customers. Their home, rights and any charges they pay won't be affected by this very positive move. Customers can still expect a fantastic service from people who know the area and are part of the community."

The Group will continue to deliver landlord services and property repairs locally, from their operational centres in South Staffordshire and Shropshire.

New member feature

# WELCOME TO OUR NEW MEMBERS...

Shrewsbury Business Chamber has been representing businesses in the Shrewsbury area since 1903. As the main platform for businesses, membership of the Chamber is open to all business types. We recognise that the economy is a difficult one so we have kept our fees to a minimum, ensuring good value and good

services for members. We've introduced a new pricing structure so that home-based businesses can enjoy the benefits of full Chamber membership for a trial period of 12 months at a reduced rate, while student membership is free. For full details of our membership rate pricing structure, please see our website.

## Eleda Consultancy



*Eleda Consultancy  
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*www.eledaconsultancy.com*

Eleda Consultancy understands the complexities of human behaviour. They help people and organisations overcome difficulties that are holding them back and move forward to greater fulfilment and success.

Services include: confidential counselling and psychotherapy to help people with relationship difficulties, family issues, divorce or separation, bereavement, depression, stress, anxiety; one-to-one sessions and group workshops for individuals and organisations on issues such as managing stress, coping with change, building self-esteem/confidence, improving communication; and psychological business consultancy to help organisations and their staff cope with transition and change in the workplace.

Eleda Consultancy also provides a range of services that support the work of family solicitors and their clients.

Owner Adele Ballantyne has experience in helping a wide variety of individuals, couples and families. Her consultancy work with organisations includes contracts with hospitals and NHS Trust departments.

## Philip Davies Public Relations

With Philip Davies Public Relations you can publicise your business or social organisation, products and services using professional public relations techniques. Benefit from creative public relations and editorial services, as well as Press & Product Photography. Philip is a member of the Chartered Institute of Public relations and the Chartered Institute of Journalists, with a business career as a PR practitioner spanning 30 years.

Philip said: "The secret is getting the Right message to the Right people at the Right time; and of course preparing and submitting the press release to the media so that it is used, and a successful result achieved for the customer. Press releases are an extremely cost-effective way of reaching your target audience, and an essential part of the marketing strategy".



*Philip Davies Public Relations  
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## Businesses for Children



*Businesses for Children  
Awards  
www.bcawards.co.uk*

The Businesses for Children Awards are now in their fourth year, celebrating the people who educate, support and provide activities and products for children. There are 13 categories, ranging from Best New Business for Children and Young People, to the Shropshire Childminder of the Year award, and a variety of sponsorship options are available. The glittering awards ceremony earlier this year attracted nearly 300 people and next year's event will be held on March 11, 2017.

Rhea Alton, Businesses for Children Awards managing director, said: "We created the awards to celebrate the many fantastic people out there who provide amazing opportunities for children and young people to develop and thrive.

"It is a not-for-profit organisation and we simply couldn't do it without the support of our sponsors.

"Previous sponsors have said how worthwhile they have found supporting the BCAs, both from a commercial and Corporate Social Responsibility point of view."

## FREE ONE-TO-ONE FINANCE MENTORING

Working in partnership with the Marches Growth Hub Shropshire, Impetus is offering free financial mentoring support for businesses on Thursday, 27th October at the Food Enterprise Centre, Vanguard Way, Battlefield, Shrewsbury SY1 3TG.

You may be looking for advice on how to approach your bank or an investor, what funding alternatives are available or seeking to improve your cash-flow without raising external finance. Impetus are able to support all sectors and hourly bookable slots are available. Simply book a slot and come and talk to them about your financial issues or use the session to simply bounce ideas around. If you can bring your financial management information with you that would help, but it's not necessary.

At the end of each mentoring session we expect that the mentee will be better equipped to: understand the financial requirements of their own business; know what sources of finance are available and which is right for their business; understand what information a prospective lender will need and how it should be submitted; and know how best to present their proposition to a finance provider.

Slots can be booked via Eventbrite by using the following link: <https://www.eventbrite.co.uk/e/financial-mentoring-27th-october-2016-tickets-28390661232>

## JACK SETTLES IN TO NEW JOB AS SALES EXECUTIVE



Customer service experience has helped Jack Williams to settle in quickly to his new job selling touring caravans for award-winning Shrewsbury dealership Salop Leisure.

Jack, 21, from Four Crosses, near Welshpool, loves his job as a sales executive and one of the first customers he sold a touring caravan to was a former teacher at Llanfyllin High School.

"A lot of people have decided to buy caravans because they don't want to fly abroad due to terrorism in different parts of the world. I have spoken to other colleagues and they say they are hearing the term 'staycation' a lot more this year," says Jack.

The new sales executive was at Shrewsbury Football Club's Academy as a junior footballer, has previously worked for Costa Coffee in Oswestry and as a pub manager.

Three years ago, he was lucky to escape death in a car crash, which left him with double neck break and a bleed on the brain. He spent 18 days in hospital and remembers nothing about the crash. Now he is totally focused on succeeding in his new job.

 **Lanyon Bowdler**  
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Members' networking

## CHAMBER NETWORKING PROGRAMME & CHRISTMAS WINDOW DISPLAY COMPETITION

Currently busy planning its 2017 programme of monthly networking meetings, events include a return to the Sabrina Boat, the usual, and very highly-successful, Shrewsbury Flower Show breakfast with extremely good value day pass, a day out (to be



confirmed, but promised not to disappoint) and the September AGM - all featuring presentations from speakers on current topics.

For the remainder of 2016, October's networking eve will be held at Shrewsbury Town Football Club, Greenhouse Meadow, and will feature a very interesting presentation from the new Chief Executive, Brian Caldwell, as well as a tour of the ground. An unmissable event, all tickets can be booked, as usual, on Eventbrite!

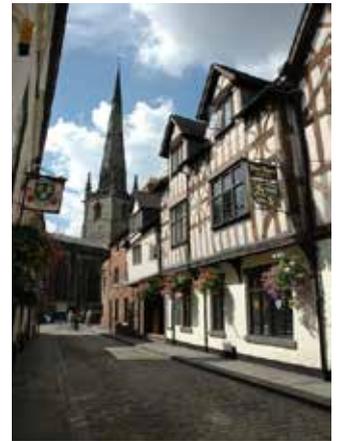
November's networking event returns to our favourite Origins Restaurant venue, on London Road, with speakers Clive Wright, Chief Executive of Shropshire Council, and Cllr Malcolm Pate, the Council Leader. They will be able to answer all of your questions on the current status of Shropshire Council, and its programme for helping businesses in the area.



The Prince Rupert Hotel is the venue for the Chamber Christmas Dinner on Wednesday, 8th December. Keep an eye on the website for details of a very special menu, and when we can

celebrate the last of our networking evenings for this year in seasonal style!

Staying with the Christmas theme, members and non-members alike are reminded of the Chamber's Christmas Window Display Competition - open to all businesses and charities in the town. Watch for details on our e-mails, on Twitter and on the website - results will be announced in the next issue of the Magazine!



## NETWORKING EVENT CALENDAR

Our most up-to-date calendar of networking events can be found on the events page of our website, [www.shrewsburybusiness.com](http://www.shrewsburybusiness.com). Bookings for all events can be made via the links to Eventbrite.

Booking for most events is free to all members, with a small surcharge to cover administration and catering for non-members and guests. We look forward to meeting you!

<i>Date</i>	<i>Event</i>	<i>Venue</i>
Wednesday 19th October 2016	Members' networking meeting and buffet, with presentation from Shrewsbury Town FC's new chief executive, Brian Caldwell	Shrewsbury Town Football Club, Greenhouse Meadow
Wednesday 16th November 2016	Networking meeting and buffet. Shropshire Council's Chief Executive, Clive Wright and Council Leader, Cllr Malcolm Pate, speaking about the Shropshire Council Business Update.	Origins Restaurant
Wednesday 8th December 2016	Chamber Christmas Dinner. Check the website for	Prince Rupert Hotel
Wednesday 18th January 2017	Members' networking meeting & buffet, speaker to be confirmed	tbc
Wednesday 15th February 2017	Members' networking meeting & buffet, speaker to be confirmed	tbc
Wednesday 15th March 2017	Members' networking meeting & buffet, speaker to be confirmed	Sabrina Boat

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1PM - 3PM

**DARWIN CENTRE TREK 'N' TREAT PARADE**  
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f Shrewsbury-Shopping.co.uk

Members' news  
**FUNCTION ROOMS FOR NON-PROFIT GROUPS AT SHREWSBURY TOWN**



Are you, or do you know a community or not-for-profit group in need of function room space?

Shrewsbury Town in the Community has made available a multi-purpose function room available for booking.

The room, pictured above, can comfortably seat up to 40 delegates, or offer standing room for up to 80 people.

For more information on how you can book, call 01743 289177, or instead you can email [community@shrewsburytown.com](mailto:community@shrewsburytown.com).

**ALADDIN KICKS OFF PANTO SEASON FOR SHREWSBURY COLLEGE**



Featuring over 50 of Shrewsbury College's finest actors and a pantomime script written collaboratively between Lecturer Andy Pierce and the cast, this year's version of

Aladdin looks set to be yet another theatrical triumph.

Expectations will be high when the curtains rise in December, as it follows in the footsteps of last year's sell-out success of Spinderella.

"The process of creating the panto is a lot of fun and is teaching us so much," comments Level 3 Performing Arts student, Charlotte Flood, one of the two actors playing Princess Jasmine this year. "It is a great opportunity to be involved in bringing such a well-known panto to an audience".

"We encourage as many members of the public as possible to come along and support the students while having a fabulous, fun night out," adds Andy Pierce.

The new Shrewsbury College Performing Arts Season Ticket gives entry to the pantomime (Nov 28-Dec 1; Dec 5-8) and all other Shrewsbury College productions through the year: [www.shrewsbury.ac.uk/seasonticket](http://www.shrewsbury.ac.uk/seasonticket).

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web: [www.peakestravelelite.co.uk](http://www.peakestravelelite.co.uk)

Members' news

## KATY CELEBRATES EIGHTEEN YEARS OF BUSINESS SUCCESS



In the computer world it was the year Apple first launched its iconic iMac, and apparently the year Bill Gates was hit in the face with a cream pie – but for one Shropshire businesswoman the year 1998 marked the beginning of her IT company.

But fast forward a few years, and Katy Jones and her business partner Paul Coulthard-Jones are now celebrating 18 successful years of Network Support Solutions. Based at Shrewsbury Business Park, the company offers a range of IT services, products and support services and since its inception has supported the growth of hundreds of Shropshire businesses. Katy has also seen a significant number of technological advancements along the way too.

“Since launching our business we have seen an IT revolution with the emergence and dominance of social media platforms such as Facebook, Twitter and Instagram to name but a few... it’s certainly been an interesting and challenging few years and I don’t think the technological journey is due to end here. With things advancing at such a pace, who knows where we will be by our 20th anniversary – let alone in another ten years’ time?”

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## COOPER GREEN POOKS: CHECK NEW BUSINESS RATE ASSESSMENTS

Commercial property occupiers are urged to check the proposed new business rates assessments which have just been published by the Governments Valuation Office Agency, reports Charles Howell of Cooper Green Pooks Commercial Property Consultants, Shrewsbury. The new 2017 Rating List Assessments affect every commercial property in England and Wales. Under the new ‘Check Challenge and Appeal’ procedure business property owners and occupiers have 6 months to check and bring to the attention of the Valuation Office any factual inaccuracies to the proposals before the new list is effective from April next year.

Whilst the large increases in rateable values proposed for shops in the West End of London have been well publicised, in Shropshire and Mid-Wales there is a mixed picture. Looking at a range of provisional assessments in the area reveals that, for example, a shop in Pride Hill, Shrewsbury currently has a Rateable Value of £100,000, but a reduction to £80,500 is proposed whereas a small shop in Wyle Cop – popular with small independent retailers – could see an increase from £9,300 to £14,000.

For factory units in Telford a typical unit at Halesfield could see an increase from £45,500 rateable value to £53,500, whereas a similar property at Mochdre Industrial Estate, Newtown could see a reduction from £38,750 to £34,750.

Offices show similar variations. A large building at Shrewsbury Business Park could see a reduction from £185,000 to £138,000, but in Claremont Bank in the town centre the assessment remains the same at £6,700. In Welshpool, an offices assessment has increased from £11,700 to a proposal of £15,000.

Charles Howell commented: ‘With such a wide variation in assessments, owners and occupiers should check the proposed assessment and take appropriate profession advice from a Chartered Surveyor or other commercial property specialist. Details of proposed assessments can be found on [www.gov.uk](http://www.gov.uk): search ‘Valuation Office Agency’.

Cooper Green Pooks are a Shrewsbury-based property consultancy, regulated by the RICS dealing with commercial and residential property sales and lettings, property management and associated professional work primarily in the Shropshire and Mid Wales area but also throughout the UK.



### COMMERCIAL PROPERTY CONTACTS:

Hugh Carter, MRICS	Director, Head of Property Management	01743 276612
Alessio Dyfnallt, MRICS	Director, Head of Commercial Agency	01743 276646
Tim Pook, MRICS	Valuations & Developments	01743 276660
Hugo Evans	Management Surveyor	01743 276620
Alice Walton	Agency Surveyor	01743 276642
Charles Howell	Consultant	01743 276644



3 Barker Street, Shrewsbury, SY1 1QF Tel: 01743 276666  
Email: [commercial@cgpooks.co.uk](mailto:commercial@cgpooks.co.uk) [www.cgpooks.co.uk](http://www.cgpooks.co.uk)

## SHREWSBURY BUSINESS PARK COLLECTION OVERFLOW FOR HOPE HOUSE

The Shropshire and North Wales Children's Charity recently benefited from a clothing collection at Shrewsbury Business Park, where office staff from a range of companies 'cleared their wardrobes' and brought in clothing and accessories to quickly fill the charity's collection bags.



Diane Brown and Hazel Durham with Hope House collection boxes at the Alaska Building, Shrewsbury Business Park

Anthony Scanlan of Shrewsbury Business Park Management Ltd. said: "Diane Brown from Thomas Consulting, whose offices are in the Alaska Building at the centre of the Park, was approached by Hope House for any surplus clothing. There is a great sense of community on the Park so I thought other companies might like to join in - and they did!"

Some empty office space within the Alaska Building - currently to let through agents Cooper Green Pooks - was used as the collection point for the day before the clothing was sent to Hope House for sorting and sale or recycling to raise funds for the charity.

Hope House Children's Hospices at Oswestry and Conwy provide care and support for life limited children, young people and their families from Shropshire, Cheshire and North Wales.

## LANYON BOWDLER SIGNS UP TO SAFE HAVEN SCHEME

A Shropshire law firm has signed up to a scheme aimed at providing a safe haven for vulnerable people who feel threatened or have been the victim of crime. The Safe Places project is gathering pace in the county as more firms and organisations get together to help those most in need battle the problems they can be confronted with.

Its aim is to provide vulnerable individuals, like those experiencing anxiety attacks or hate crime, with a place to go where a phone call can be made to a carer, relative or the police on their behalf. Shops, businesses and public buildings are among those in the Safe Places scheme where those in need can find refuge. Law firm Lanyon Bowdler is adding its four offices across Shropshire as a potential refuge by displaying the Safe Places sticker in their window, which identifies them as a safe haven where staff have been trained to help.

All four of Lanyon Bowdler's Shropshire offices will be part of the scheme, with the Safe Places sticker on display at the premises in Abbey Foregate, Shrewsbury; Eco Park Road, Ludlow; Church Street, Oswestry; and Hazledine House, Telford. Fully-trained volunteers from the Safe Place Shropshire team will provide training for staff at each site to ensure they know how to act when someone who needs support approaches them. The scheme is run by the Shropshire Disability Network and supported by the police, so officers are aware of where local Safe Places are.



Paula Griffiths, Sophie Davies, Ruby Hartshorn and Ann Shaw with the Safe Places sign at Lanyon Bowdler's Shrewsbury office

## SABRINA OPENS FOR CHRISTMAS



The Sabrina Boat will be operating as a moored-up venue this December, offering Christmas parties and themed events, and will also be open as a static bar every Wednesday in December for those late night Christmas shopping evenings. After a full refurbishment last winter, Sabrina has been fitted with new double glazing, flooring, larger toilet facilities and lighting plus much more. A private party would include use of all three decks, fully licensed bar until 12am and space for up to 60 guests. There is also availability to add in food and entertainment option, including a new ice luge!

As well as a unique venue for private evenings, the Sabrina also offers themed events including the ever-popular 'Mamma Mia' and 'Christmas in the 90s' dance floor event with the inclusion of 'It's beginning to look a lot like Christmas' - an evening with a live DJ playing all of the Christmas classics. If you are late-night shopping, why not pop along to the Sabrina, to warm up with a mulled wine & mince pie - from 5pm every Wednesday eve.

Thank you to all those who have contributed to this issue of the Shrewsbury Business Chamber Magazine. The opinions expressed in this magazine do not necessarily represent the views of the editor, or those of Shrewsbury Business Chamber. The articles or photographs appearing within this magazine must not be reproduced without the written permission of the author and the Shrewsbury Business Chamber Executive Committee. Shrewsbury Business Chamber accepts no responsibility for any loss suffered by any reader as a result of any notice, article or statement.

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