

Tendring Business



Tendring
District Council



Summer 2017

Let's Talk Business

Welcome to the very first issue of *Tendring Business Talk*, a quarterly newsletter from the Regeneration, Inward Investment and Growth Team at Tendring District Council.

Tendring Business Talk is sent to all of our business contacts across the District. We aim to keep you updated with news relevant to you and your business; from training and funding you may be eligible for, to local events and opportunities.

Designed to build on the monthly Business Bulletin which is also shared across the District, *Tendring Business Talk* will include more detailed information on a range of topics and, most importantly, provide a space for local businesses to share their successes.

Head to page 3 for our story on Dura Composites receiving the prestigious and well deserved Queen's Award, as well as pages 4, 9 and 10 for

news of businesses expanding their ventures across the District.

Also included in this issue are significant grant funding opportunities which we encourage you to take advantage of, see pages 9 and 10 for more information.

If you'd like to appear in future editions of *Tendring Business Talk* to highlight your business' success, or you have any suggestions for the type of content you'd like to see, we'd love to hear from you. Please get in touch using the contact details below.

Finally, the Regeneration Team would like to thank all those who have suggested ideas, contributed articles and provided photographs for *Tendring Business Talk*, we've very much enjoyed producing this first issue and look forward to sharing a variety of interesting and exciting news in the future.

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Get in Touch

We're always on hand to help with a variety of business advice, funding searches and other support.

Please email business.advice@tendringdc.gov.uk and we'll signpost you to an appropriate member of staff. Alternatively, call our Business Advisor, Peter Doolin, on 01255 686352.

We look forward to hearing from you!



I am delighted to welcome you to our first edition of *Tendring Business Talk*.

The Council and particularly the Regeneration Team are proud of Tendring's strong and diverse business base, and are continually working to improve our communication with local companies. The purpose of this newsletter is not only to update you with funding opportunities, available training and business support, it is also to provide a space for you to share great news stories from within the District. Please let my colleagues know if you have an item you think should be included in future editions.

With best wishes for a busy and successful summer.

Neil Stock, OBE

Leader of Tendring District Council and Cabinet Member for Planning and Regeneration



Who is Councillor Neil Stock, OBE?

Neil Stock OBE was first elected as Leader of Tendring District Council in 2009 and served until 2012. After holding the position of the Authority's Chairman in 2013, he became Leader again in 2015 and remains in that role.

He has been the Chairman of TDC's Local Plan Committee since 2015 and also holds the role of Planning and Regeneration Portfolio Holder.

As well as being a Director of North Essex Garden Communities Ltd., Neil is an appointed member of various outside bodies including the Harwich Haven Authority, the Haven Gateway Partnership Board, the South East LEP Coastal Communities Group, and more. He is also Chairman of the Essex Leaders' and Chief Executives' Group.

He represents the District ward of Ardleigh and Little Bromley, and is Chairman of Little Bromley Parish Council.

In 2017, Cllr Stock was appointed OBE in the Queen's New Year Honours list for services to local government.

Councillor Stock as a Businessman

Harlequin is a specialist manufacturer of bespoke accessories and garments for couturiers and dressmakers. Of particular fame are their fabric belts, covered buttons and ties, which bring the world's top designers to Harlequin.

Started in 1968, by Eric and Hilda Bull, it was a fabric shop in Epping High Street. When Sarah Candy joined the business as Eric's PA in the late 80s, Harlequin was established as the flagship enterprise on the new industrial estate in Manningtree. Sarah's influence on the business grew as she rose to a senior management role and she took sole charge of the company in 1996. When Sarah married Neil Stock in 1998, Neil joined the business and together they effected a full management buy-out.

Since then the business has moved again to brand new, purpose built premises in Little Bromley, just outside Manningtree. Sarah was sadly taken by cancer in early 2014, but Neil continues to run the company with the occasional assistance of his teenage daughters who show definite signs of wanting to follow in their parents' footsteps into the industry.

For more information, please visit www.harlequin-uk.com

The Harlequin logo features the brand name 'Harlequin' in a stylized, orange, handwritten-style font. A registered trademark symbol (®) is positioned to the upper right of the word. Above the 'i' in 'Harlequin', there is a decorative flourish consisting of a thin, wavy line.

Prestigious Award for Dura Composites

“Many of our innovations have revolutionised the categories for which they were designed”

Local company Dura Composites, a leading supplier of composite products for flooring, structures and facades, has recently been honoured with the prestigious Queen’s Award for Enterprise 2017.

The awards celebrate excellence in British business, and Dura Composites, located in Telford Road, Clacton, was awarded the accolade in the international trade category as a result of its sustained and impressive international growth.

Dura Composites joins a formidable list of organisations which have previously won, including Dyson, JCB, Jaguar, Land Rover and Siemens.

Established in 1996, during the past 20 years the product range has expanded and they are now the market leaders with products such as Dura Deck and Dura Cladding.

This exceptional award marks many years of hard work and innovation.

Managing Director Stuart Burns said: “This award recognises our talented and committed workforce and comes at a really exciting time as we look to the future and the continued growth of our products.”

“Many of our innovations have revolutionised the categories for which they were designed and continue to help solve the key design challenges facing everyday businesses.”

“Everyone at Dura Composites is proud and honoured to receive this award, which we are sure will be a springboard for further success both in the UK and overseas.”

For more information, visit www.duracomposites.com



A building on Clacton Pier has been brought back to life after 30 years, and is now playing host to an award winning travelling circus.

Originally known as Pier Pavilion when it was built in 1881, The Jolly Roger will now feature Circus Fantasia, having hosted its first performances in May and June this year. Further shows are scheduled for the 2017 school summer holidays.

Circus Fantasia is a non-animal show, featuring a range of exciting and spectacular acts for all ages.

Billy Ball, Director of the Pier, said it is something the company has been looking at ever since his family bought the site in 2009.

“The Jolly Roger holds a very special place in our hearts and in the hearts of many,” he said.

It took staff three weeks over the Christmas period to empty the structure



of a whole host of pier memorabilia, most of which was later sold off at auction.

“It was the Jolly Roger that made Clacton Pier into a true leisure pier, rather than just a working platform,” added Mr Ball.

Mr Ball said the company has a number of expansion plans in the pipeline and currently employs more than 200 people.

“These are exciting times and we are continually looking to reinvest money into the pier.”

To find out more, please visit www.clactonpier.co.uk

Opening Doors in West Avenue



PEP&CO, Britain's fastest growing fashion brand, opened its 'shop-in-shop' in Clacton on Friday 19th May, the very first one in Essex.

The store, offering a full range of women's, men's and kid's fashion, is located inside Poundland on Pier Avenue.

PEP&CO's managing director, Adrian Mountford, is looking to catch the eye of Clacton-on-Sea's fashion conscious shoppers.

Adrian said: “As a brand we're all about delivering family fashion on a budget, whether that's for men, women or children. We'll have something for everyone, from our famous leggings and jeggings, to this summer's must-have styles.”

The Council welcomes this expansion, which has also meant that the doors leading onto West Avenue have been opened for the first time for many years. It is believed that the new entrance will help boost footfall for the other businesses on West Avenue.

The partnership with PEP&CO has created approximately 10 new jobs, and adds to the existing town centre retail offer.

For more information on PEP&CO, please visit their website, www.pepandco.com.



The Enterprise Europe Network (EEN) has been helping companies grow internationally for the past 20 years. They specialise in giving ambitious small to medium size enterprises the expert support they need to make their business dreams a reality.

In the East of England the Network is delivered by two partners, Exemplas and St John's Innovation centre.

If you are interested in receiving support for your SME, call EEN on 0845 641 9955, or email enterprise.europe@eeneast.org.uk or visit www.enterprise-europe.co.uk



Innovate UK



Contact EEN if you are looking for help to:

- Access new markets
- Develop international partnerships
- Learn more about intellectual property
- Be guided on EU legislation
- Bring your product to market
- Access funding and finance
- Understand public tender alerts

Raising Your Business' Profile

We are looking to include a profile of a local business in each issue of *Tendring Business Talk*. These profiles will give an overview of each company, sharing success stories and highlighting how diverse and varied our local businesses are.

If you'd like your company to be included, please do get in touch with details including (but not limited to!) the sector you work in, how long your company has been in the area, the number of employees you have, whether you've taken on any apprentices, recent successes or changes and any further information you think would be of interest to other businesses.

Your article should be between 150-300 words, and we'd love it if you could include a photograph to appear alongside. Please email business.advice@tendringdc.gov.uk to submit an idea, or to find out more.

Tradition Meets Technology

Agri-Tech East is the UK's leading membership organisation for agri-tech. It brings together the knowledge of farmers and growers with that of researchers and technology developers, to help inform and accelerate the journey of new innovations into the sector.

It was launched in June 2014 and is independent of government. It has over 110 members that represent global agri-business, world-leading universities and research institutions, early stage agri-tech start-ups, large and small farmers and grower groups.

It is not unusual for a farmer to have several computers in the tractor cab and to use an advanced form of GPS to steer the vehicle within the field. The falling cost of technology, particularly in terms of imaging, sensing and monitoring, has made this possible. The adoption of new technology within the agri-food industry is rapidly changing the face of farming.

This has happened in parallel to a major change in the way that fresh produce is traded. Grain prices are determined on a global market and farmers may have contracts directly with supermarkets. This means that tracking prices and providing accurate forecasts of yield have become vital to ensure sustainable farm incomes.

To assist farmers, and others, in understanding the developments in science and technology and to ensure that researchers and entrepreneurs are using their skills to address real world problems, Agri-Tech East was formed.



For more information, please visit:

www.agritech-east.co.uk

Twitter: @AgriTechEast

Agri-Tech East has enabled the development of partnerships between retailers and scientists, farmers and entrepreneurs, technologists and growers groups. It has also created a network of innovative farmers prepared to pilot new technologies and to participate in workshops to inform the design of new tools and devices.

Last year agri-tech contributed £14.4bn to the UK economy, underpinning the UK's food and drink industry, our largest manufacturing sector.

Agri-tech is making food production an exciting career choice for young people and it has the potential to create a world leading industry for the UK.

If you think your business could contribute to the agri-tech cluster, then please do find out more using the details above.



Galopper Team Hosts Harwich Business Breakfast

The Galopper Project Team were delighted to meet a wide variety of local businesses at a successful Business Breakfast hosted on 20th June 2017. Galopper is a 336MW offshore wind farm currently being constructed off the coast of Suffolk. The project has unveiled plans to base its purpose-built operations and maintenance facility at Harwich International Port.

The breakfast was attended by delegates from around 75 local businesses. Galopper Operations & Maintenance Manager, Sean Chenery, said: "Given the operational life of an offshore wind farm is around 25 years, any associated base can help support long-term jobs and investment into an area. We have a number of contracts to award in relation to the planned base and we felt it would be helpful to meet with local businesses and outline what opportunities are available to them and how they can ensure they are considered for these opportunities."

He added: "I would like to thank all of the guests and businesses who came along. It was a very positive event with lots of interest and interaction. I would also like to thank Tendring District Council for their efforts and support in organising the Business Breakfast."

At the event, the team who will be responsible for operating and maintaining the wind farm long term, and the project's Procurement Team, gave an update on the project and the company's procurement process.





Tendring District Council Leader and Cabinet Member for Planning and Regeneration, Neil Stock OBE, said: "The meeting was an ideal chance for our businesses in Tendring to learn more about the progress of the project and what opportunities there may be in the future that they can benefit from. It is a long term project which promises a significant boost for the District and it was pleasing that so many companies attended the event."

Currently the Operations & Maintenance Base application is subject to planning. The construction of the Galloper project, which is expected to be complete by Spring 2018, is being led on behalf of the project partners by innogy SE.

For more information about the Galloper Wind Farm visit:

www.galloperwindfarm.com

Or, contact Rebecca Somers, PR Manager

07584 703 683

rebecca.somers@innogy.com

Think your business could be a supplier to Galloper?

Please visit Galloper's Procurement Portal:

<https://www.innogy.com/web/cms/en/3348436/suppliers/>

Or, email Ben Donald, Procurement Manager

ben.donald@innogy.com

Leading the way in rural grant funding

If you are a rural business or community organisation looking for grant funding, why not consider the LEADER programme?

Grants are typically for 40% of project costs and range from £2,500 to £100,000, with funding provided by the EU's Rural Development Programme England (RDPE) and the Department for Environment, Food and Rural Affairs (DEFRA). Eligible businesses include established, start-up and voluntary organisations.

The programme, administered by Suffolk County Council (SCC), covers large parts of our District.

Funding can be used to support projects linked to:

- increasing farm productivity
- farm diversification
- supporting micro and small rural businesses
- boosting tourism
- providing rural services
- increasing forestry productivity
- providing culture & heritage activities

If you think your business might qualify, please contact Paul Henry (LEADER Programme Facilitator, SCC) at paul.henry@suffolk.gov.uk.

However, if you have any queries, please contact our Funding Officer, Laura Richardson, at lrichardson@tendingdc.gov.uk.

Further details of the programme and how to apply can be found at:

<https://www.suffolk.gov.uk/business-jobs-and-careers/funding-for-businesses-charities-and-projects/rural-development-funding>



The European Agricultural Fund for Rural Development:
Europe investing in rural areas

Local LEADER

D. C. Williamson, based in Manningtree, are fruit growers and manufacturers of juices and purees, producing juices for several well-known brands.

They applied to LEADER in 2016 for a grant towards the purchase of two new pieces of equipment to enable them to produce clarified fruit juices, a product which had been requested by their customers. The new machinery will also help them to increase productivity as it produces a higher yield from the fruit used than their previous equipment.

The project was awarded over £41,000, which represents 40% of the total cost of the machinery, at around £100,000.

The project will create 2 full time jobs, and will allow the company to create a new product range consisting of 8 drinks flavours.

To find out more about D. C. Williamson, please visit www.dcowilliamson.co.uk

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SME Growth Fund

The Tendring SME Growth Fund is a £750,000 scheme to support Small and Medium Enterprises (SMEs) and create jobs in the District, available through Tendring District Council and supported by a grant from Essex County Council.

The scheme provides grants for new and existing businesses located in, or relocating to, Tendring and working in one or more key sectors (see box to the right).

Businesses can apply for between £3,000 and £150,000. However, they must also invest their own funds - 75% if it is an existing business or 50% if it is a new start-up.

Key Sectors

*Manufacturing
Engineering (Electrical/
Mechanical)
Energy
Low Carbon
Maritime
Research and Development*

The Fund is also able to support supply chain businesses working in these sectors.

Tendring District Council Leader and Cabinet Member for Planning and Regeneration, Neil Stock OBE, said "The SME Growth Fund represents an excellent opportunity for local businesses to expand and create new jobs, with support from the public sector. Businesses which have already taken advantage of the scheme are able to make tangible advances to their work and contribute to the economic growth and employment prospects of the entire area."

For more information, please contact the Growth Fund Programme Team at:

funding.support@tendringdc.gov.uk



The Lampshade Company, Ardleigh

The Lampshade Company manufactures lampshades by hand using a range of designer fabrics including Osborne and Little, Emma Bridgewater, Sanderson and Liberty. They also offer a service where customers can send in their own wallpaper or fabric in order to make bespoke pieces, perfectly matched to the customer's existing décor.

The business relocated from their previous studio in Colchester to larger premises in Mother Studios (Ardleigh) as demand for their work increased, particularly among commercial customers. From their new location they are able to complete large orders for restaurants, hotels and cruise ships as well as individual lampshades for the home. Their work has previously been featured in local and national media (East Anglian Daily Times, Essex County Standard, House & Garden magazine, Homes & Improvements magazine, official supplier to the TV show 60 Minute Makeover) and recognised with a variety of awards, including recently winning Small Business of the Year at the North Essex Business Awards 2016.



To support the continued expansion, The Lampshade Company was awarded over £15,000 from Tendring District Council's SME Growth Fund. The grant will be used to purchase new machinery to increase efficiency in the workshop and a company vehicle to meet the increased demand. This investment will result in the creation of 4 new jobs within the business.

Angela Berry, Owner, said "We are delighted that Tendring District Council have recognised our growth plans. It can prove extremely difficult for a small business like ours to grow, the support we will receive from the SME Growth Fund will really help us take our business to the next level and implement our growth strategy. We are all very excited about the future of the business and what this may bring to the local community."

For more information on The Lampshade Company, please visit

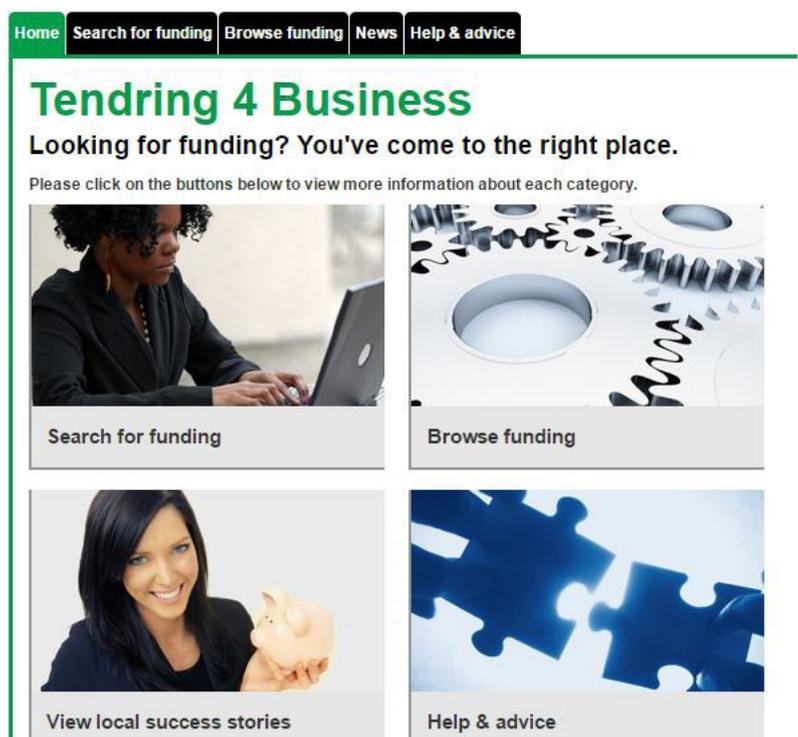
www.thelampshadeco.com

If the funding opportunities which have been featured in this issue are not a good fit for you, businesses in the Tendring area now have free access to a dedicated online funding search facility via Tendring District Council.

Tendring 4 Business is a user friendly, free to use service, which can help users identify suitable funding for a wide range of activities and projects, from business start-up and growth to marketing, IT, training and much more.

It allows local organisations to search across thousands of funding sources and utilise a number of proactive features including tailored email alerts. Finding funding has just got easier!

To start using the system, simply visit www.idoxopen4business.co.uk/tendringbus and register your details.



If you'd like more information on this service, or advice on how to use it to its full potential, please get in touch with our Funding Officer, Laura Richardson, at funding.support@tendringdc.gov.uk.

Tendring Business Talk

Look out for the next issue of *Tendring Business Talk* in Autumn 2017, with the next monthly Business Bulletin due in your inbox in August 2017.

If you would like to sign up to receive these Bulletins and Newsletters via email, please contact our Business Advisor at business.advice@tendringdc.gov.uk.

Enjoy your Summer!