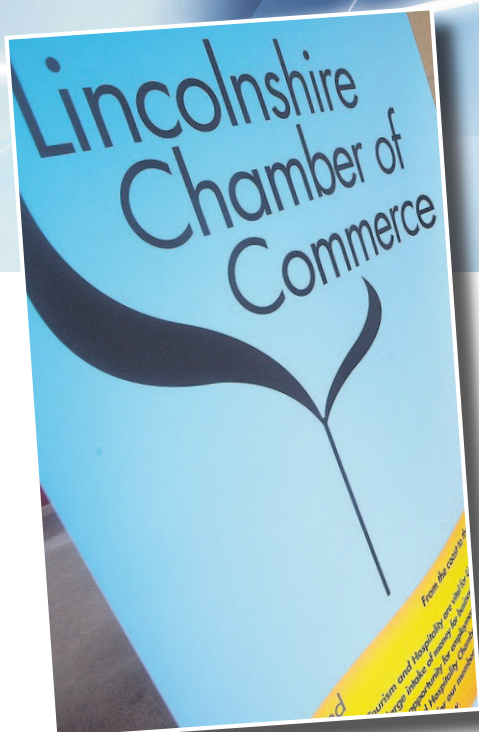


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Make 2020 the year of success

2020



BY LAURA GOMEZ PEDROSA

We are in a new year, and with it comes a new decade. Whether you are an established business or a start-up, now might be a good time to take stock of what your business goals for 2019 were, and how you got on with them.

Did you achieve everything you wanted? Is your business making the profit you were hoping for? Did you win many new clients, and grow your business in the direction you anticipated?

If you said yes to all of the above, then

congratulations! 2020 is sure to be even better for you, and no doubt you have already laid out your business goals for this year and are working hard towards them.

However, if you haven't achieved everything you wished for or you want to grow your business further this year, then let us help you...

The first step is not looking back in regret, but learning from the experience. If 2019 wasn't your year, then analyse what your goals were and what obstacles stopped you from achieving them.

If you are worrying about low numbers

then maybe it is time to have a fresh look at your growth strategy.

On 4th February you can attend our FREE Five Pillars of Successful Growth for Small Businesses Workshop at The Lincoln Hotel, presented by Adrian Williams of Consistent Sales Excellence.

This training will help you supercharge your time, focusing on maximising time efficiency and working smarter, not harder.

There are still some places left for this free workshop, so make sure to book

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A note from Simon Beardsley CEO of Lincolnshire Chamber

Welcome to the February edition of our monthly Chamber Matters magazine.

We hope you are all settled back into the new year, but if not we've got some tips on 'making 2020 the year of success'.

Starting the year in good stead, we have a full calendar of events, from networking and awards dinners to charity golf days and training opportunities, so please ensure you've got these in your calendars.

Back again this year is our annual Start Up & Grow event on Thursday, March 12 at The Showroom in Lincoln.

If you are thinking about launching a business or going self-employed, this event aims to support those ambitions through drawing on knowledge and experience of our expert panel presenters. Book your free spot today because places are limited.

We have recently compiled the results from 2019 Quarter 4 Economic Survey which reveals the positivity that had been building throughout 2019 has taken a major hit amid long term uncertainty, rising costs and a continued slowing economy, which is much the same on a national level according to British Chambers of Commerce.

New for us this year was the hosting of an expert panel discussion on Climate Change at the Lincolnshire Business Expo, which was led by our Chair Gary Headland.

I trust everyone is having a great start to the New Year and I look forward to seeing you at one of our events very soon.

Important issues to tackle for your business success

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quickly via our website www.lincs-chamber.co.uk or email events@lincs-chamber.co.uk for more information.

Another issue employers often face at the start of a new year is staff handing in their notice or wanting to negotiate aspects of their role, which can cause for tricky situations.

Jacqui Adams, director of Tick HR, says: "People have had time out to think about where they want to be and changes they want to make, not only in a professional capacity but also a personal one too, which can see a knock on affect.

"This can result in a busy first quarter for employers, dealing with resignations, recruitment, salary negotiations and promotions to mention a few. What can seem like a difficult time can also be an opportunity to re-evaluate your teams and their objectives."

Professional HR consultants will be able to pin down issues your company might be experiencing with recruitment or staff turnover. Having a third party look over these parts of your business can prove to be extremely beneficial to you, your employees and your future plans.

If 2019 did not get you the number of new leads, customers or clients you were hoping for, then maybe it is wise to look at your marketing strategy. If your budget for marketing doesn't stretch far enough, then try to explore free options such as improving your social media presence, as an example.

Simply by joining relevant platforms you can increase your brand awareness. The more you like, comment, share and follow others, the more you are likely to see a return. Make sure to create social media



HR consultants will be able to pin down issues your company might be experiencing with recruitment

pages for your business, use your logo as a profile picture and get stuck in.

However, it's important to keep engaged and post relevant content, or else those followers you worked so hard on building can so easily dwindle.

But do not underestimate social media – there is a knack to it. Do not simply follow everyone you come across and only connect to those businesses and individuals relevant to your industry or target audience.

For instance, if you are a construction business, you probably do not want to reshare posts from a dog groomer as this is not relevant to what you have to offer! Think quality, not quantity.



Enhance the power of social media and newspaper advertising

"Spammy" posts are a killer on social media, so make sure to keep your output appropriate for your audience.

Another great way to improve your reach is by sending us your news to share with our readers, members and wider business community. We have heard of many success stories where our members' brand awareness has shot up through profiling in this very newspaper and via our other marketing channels, including our website, e-shots and social media platforms.

Here at the Chamber we love hearing good news from our members and we will make sure to shout about it on your behalf. Just email us your story at marketing@lincs-chamber.co.uk and we could feature you next!

Whatever your business goals might be for 2020, we are here to help you thrive. Get in touch to find out more about what the Lincolnshire Chamber of Commerce can do for you this year.



It's important to plan your strategy for the year ahead

Boost your chances of recruiting and retaining the best talent

A Lincoln-headquartered HR specialist is reporting rising demand from busy employers determined to get their recruitment practices right first time – and develop the best talent already working within their companies.

Amica HR Services said that in today's intensely competitive environment, increasing numbers of employers are taking the Assessment Centres route to finding the best candidates to fill vacancies, as well as retaining and maximising the potential of the rising stars they already employ.

Amica Director Suzanne Tricker said: "We are finding that more and more businesses are placing greater importance on the need for careful selection to make sure, as far as possible, they take on new recruits who are "able to hit the ground running."

Selection centres can be convened within a company's head or branch office or set-up in a "neutral venue," such as a hotel.

"It all depends on the individual company and the type of staff they are looking for, but when it comes to the selection and development of emerging

talent, that process often leads to being asked to take things further and devise a development programme for several employees," said Suzanne.

In some cases, Amica HR Services will then call on the expertise of the professional business coaches they are partnered with.

According to the Chartered Institute of Personnel & Development (CIPD), on average one-third of companies use assessment centres to select a new employee from a pool of candidates.

They are seen as one of the most reliable methods of assessing candidate employees, compared with interviews or other methods.

Used alone, these may be as low as 15 per cent accurate – but when scores from several different selection exercises are combined, accuracy levels can rise to more than 60 per cent.

The costs associated with the use of assessment centres are usually generally lower than those which involve a firm going through several phases of recruitment.



Suzanne Tricker

Plans approved for new £1.5m office development in Louth

Plans to build a £1.5m office space submitted by East Midlands based accountancy practice Duncan & Toplis have been given the go-ahead in Louth.

Duncan & Toplis submitted plans to East Lindsey District Council with the support of Stirlin Developments to build the contemporary offices as it looks to move its growing team in Louth.

This will see the team of 23 move from its current site in the centre of Louth to larger, purpose built premises on Fairfield Industrial Estate.

Once formally approved, work will begin at the site on Lincoln Way. A new access road will be created to give cars access to the development, which will include a car park with 53 spaces for Duncan & Toplis colleagues and clients, a contemporary, open plan office space to accommodate the growing team over two floors, plus there are plans to sublet part of the first floor to local businesses.

Adrian Reynolds, managing director at Duncan & Toplis, said: "Our Louth team has seen tremendous growth over the



years and this has taken their current site to maximum capacity. In order to facilitate their continued success, it's important that we build a new, contemporary space that we simply couldn't find anywhere else.

Managing Director of Stirlin Developments, James Kirby said: "To say we are thrilled about the opportunity to design and build this fantastic new facility for Duncan & Toplis would be an understatement."

Duncan & Toplis first came to Louth in 2007 when it acquired the practice of Oxley Coxon accountants at 15 Chequergate in 2007 and has operated from there ever since. The development is expected to be completed in Summer 2020.

Lincoln Foodbank gifted a brand new van to deliver help to where it's needed



Lincs Van Hire has generously given a brand new van to Lincoln Foodbank to be serviced and maintained on a free five-year lease. The local charity, Acts Trust who have received the van were "blown away" by the offer.

Acts are a frontline local charity that manages Lincoln's four Foodbank centres. Foodbank centres provide food and support to people in crisis. The Foodbank van team drive around the city to various collection points, where food is being donated – taking it to their warehouse and then onto the city's distribution points, where they're connecting with people that need support.

In 2019 Foodbank gave out 2,279 coupons to 4668 people, which is a 23.7 per cent increase in demand from the previous year. Naturally, as the need and demand go up, so do the operations.

David Wilson, the main driver, said of

their old van: "It was hard work keeping it up and running." The 15-year-old van no longer had a working radio and heater, and cost the charity a lot of money to maintain that could be spent more productively.

When Fiona Ashton from Acts Trust approached Lincs Van Hire, they jumped at the chance. Managing director, Matthew Broadbent, said, they were keen to "interact with a charity that affected Lincoln people directly."

"I think we all take for granted going home and being able to open the fridge or cupboard, cook an evening meal when there are people out there that can't do that."

Simon Hoare, Chief Executive for Acts Trust, says, "To have a van of this quality is a real boost to the team, it means their own work environment is really good. It's a bigger van; it's efficient, and for the city, it's a great service."

Supporting engineers of the future



Lincoln Security are proud to partner with Lincoln College Group to support engineers of the future.

As a family-run business Lincoln Security is proud to support local charities, groups and local educational partners. The business works closely with various institutes to support, and in the case of Lincoln College Group, help nurture and grow talented individuals.

Over the past 15 years, Lincoln Security has worked closely with the college to employ apprentice engineers, most of which have been offered full-time employment at the end of their tenure as an apprentice.

Newark College recently reached out to Lincoln Security to ask for their help in addressing the skills gap and helping to upskill engineers during their studies.

Working with the college, Lincoln Security's electronic security team offered to donate a selection of alarm equipment worth more than £4,000.

Richard Goodall, Lincoln Security's Electronic Security Manager said "We find it important to Lincoln Security that there is a steady flow of apprentices coming through the business which is why we felt it was important to support the college."

Director of Apprenticeships Tmasyn Lawton said: "We are proud to be working with Lincoln Security to plug electrical engineering skills gaps in the community."

As always if you're looking for any help or advice on securing your home or business, call 01522 532 038 or email info@lincolnsecurity.co.uk

Debt recovery specialist joins large commercial law team

The Commercial Litigation Team at Sills & Betteridge LLP has recently been strengthened by the appointment of Debt Recovery Chartered Legal Executive Madeline Broddley.

Madeline joins the firm with over 30 years of experience in national and international debt recovery and insolvency, representing national and international banks, local government, builders merchants and energy and utility providers.

She specialises in the enforcement of charging orders by way of applying for orders for sale and the realisation of legal, equitable and statutory charges along with other possession actions, such as mortgage repossession. She also deals with the recovery of overpaid benefits, benefit fraud, bankruptcy and foreign process, which may involve the



Madeline Broddley

recovery of a debt by seizing assets located abroad. She can also give advice on credit control and how to avoid bad debt.

Madeline is delighted to join the firm and said: "I take great pride in looking after my clients' interests and recovering money owed to them. I have acquired a vast wealth of experience over the years enabling me to deal with most situations confronting clients. I look forward to being able to continue providing and further developing my dedicated service to clients, supported by Sills & Betteridge who add to the expertise I am able to offer."

Karen Bower Brown, Head of Commercial Litigation at the firm said:

"I am so pleased that Madeline has decided to join our commercial litigation team. I have no doubt that her skills and expertise will be hugely beneficial to our clients and will complement the services we already provide to clients in the department and the wider firm."

And the answer is ... three thousand pounds



That is the total amount raised for charity at the Forrester Boyd Chartered Accountants Annual Christmas Quiz which took place at the Grimsby Golf Club last year.

Forrester Boyd, one of the largest accountancy firms in the region hosted its 6th Annual Christmas Quiz which was attended by over 130 professionals who came together for this fantastic event.

Hosted by partner Alan Nesbitt, Christmas quizmaster, Forrester Boyd this year nominated charity Harbour Place to be the recipient of any monies raised.

Fundraising came from a raffle held on the evening, fines for any person not

wearing something festive along with money raised from the quiz itself.

Alan said, "We are so grateful to all our professional contacts for their continual support of this event."

"We were delighted to present representatives from the charity with a cheque for £3,000."

Gill Shaw from Harbour Place said "This was a great night and the money raised will go to helping our work with the homeless and vulnerable in North East Lincolnshire. On behalf of everyone from Harbour Place I would like to say a huge thank you to Forrester Boyd for choosing Harbour Place."

Take two – It's a strategy for sales success

Two family-run businesses have brewed-up rising sales success, after forging a strong working relationship which is supercharging their growth. The British Hamper Company and Lincoln Tea & Coffee are seeing their fortunes rise and their brands grow globally, by working together in a "bespoke" way.

The British Hamper Company sells more than 80 different hamper combinations and despatches orders to more than 50 countries worldwide, tracking their delivery.

The business, which is based in Lincoln and North Carlton is working hard to drive turnover to £1.2 million over the coming year and is seeing extra success thanks to its relationship with The Lincoln Tea & Coffee Company.

The Lincoln Tea & Coffee Co director Susie Carlisle is delighted her family-run firm's products are being taken to new worldwide markets, and she is receiving some good feedback.

"When you work closely with another business, which shares your own business ethos, it is a fantastic feeling," said Susie, whose business also supplies coffee machines and provides barista training.



"We are very proud of the fact that we not only supply the traceable products the hamper company needs, but we deliver them personally in the exact quantities required. We are even happy to drop them off on a particular day. It is this personal approach that works so well," added Susie.

The British Hamper Company Managing Director James Tod said: "It is great working so closely with a multi award-winning business which, like ourselves, puts customers at the heart of everything it does."

"Sourcing high quality food and drink lines, including local artisan products, is crucial to our success. Getting the mix right creates the "wow factor" when people open our hampers. It gets our company talked about and recommended. That translates into increased business."

Waldeck team support local Trussell Trust food banks

Did you know, that in the UK there are more food banks than McDonalds?

As a nation, we don't expect anyone to be left hungry or destitute. But unfortunately, in the UK, more than 14 million people are living in poverty – including 4.5 million children.

Christmas was a particularly difficult time of year for the 1 in 5 people living below the poverty line, and Waldeck recently chose to support the Trussell Trust by raising donations for food banks local to each of the Waldeck offices.

They placed a food bank donation box in their Newark office and asked employees to simply place food items in the boxes; whether this be food in their cupboards that wasn't going to get eaten, or by adding a few extra bits to their basket during weekly shops.

It's fair to say that the teams went above and beyond, with some employees bringing in whole boxes full of tins, packets, bottles and toiletries. These boxes were distributed to local food banks to help those in need, in time for Christmas.

Waldeck chose the Trussell Trust as they support more than 1,200 food bank centres in the UK to provide a minimum of three days' nutritionally-balanced emergency food and essential toiletries.



The people they help have been referred in crisis, and between April 2018 and March 2019, food banks in their network provided a record 1.6 million food supplies to these people, a 19 per cent increase on the previous year.

It takes more than food to end hunger and that's why the Trussell Trust bring together the experiences of food banks in their network to challenge the structural economic issues that lock people in poverty, and campaign to end the need for food banks in the UK.

To find out how you can help the Trussell Trust and those in need, please visit: www.trusselltrust.org

Who should win city's top honour?

Would you love to spring a special surprise on an "unsuspecting" individual, charity or company?

Imagine the buzz of seeing that person, charity or business representative, step forward to receive the city's top honour – the Lincoln Civic Award – from the Mayor of Lincoln Sue Burke in a prestigious ceremony in the city's historic Guildhall!

The Civic Award Trustees are keen to hear about people from all walks of life, or outstanding businesses and impressive charities, which should be recognised for bringing credit to the City of Lincoln.

They may have done that in a variety of different ways, such as improving the quality of life for city residents, through volunteering or paid work.

Nominators may feel that a company or business has helped to put Lincoln on the world map or made a real difference within its local community. They may believe a charity has helped to change lives locally and nationally.

The eye-catching silver Lincoln Civic



Award was made by the late city silversmith Derek Birch and is a real honour to receive.

Previous winners include industrialists, educationists, charity workers, sportsmen and women, firms whose products have taken Lincoln's name worldwide and unsung heroes who have quietly made a big difference to community groups.

Chairman of the Lincoln Civic Award Trustees Henry Ruddock said: "Lincoln is getting increasingly diverse and this competition always attracts a wide variety of nominations. We can't wait to see this year's suggestions."

All you need to do is pick-up a nomination form from the City of Lincoln Council's office or BBC Radio Lincolnshire in Newport. Alternatively, you can nominate someone online.

Entries close on Friday, February 28 and the Award will be presented at the ceremony in Lincoln's Guildhall on Monday, April 20.



Milestone reached at Holiday Inn



Holiday Inn has celebrated a significant phase of their new extension on Brayford Wharf, Lincoln.

Built by construction company, R G Carter, the main structure of the new 55-bedroom extension has been completed with internal fittings work underway.

To mark this milestone attendees from client Kew Green Hotel, JWA Architects and Local Authority Building Control joined the R G Carter site team on the roof for the traditional pouring of champagne on a yew branch and a tour of the development in progress.

Business Development Manager, Nick Pettit, from R G Carter delivered a speech at the ceremony and said:

"We are delighted to be working with Holiday Inn and celebrating this exciting stage in the development. We are continuing to make great progress on the site, which is due to be completed for early summer 2020 and look forward to next phases of the project."

The five-storey extension will also include a new lobby area, refurbished car park and food and beverage areas to accommodate extra guests, with more jobs being created across the hotel.

DN21 Awards are back



After a short break the DN21 Awards are returning during 2020 at the slightly earlier date of April 30th.

After the overwhelming success since its launch in June 2015 the organisers of the DN21 Awards, Marshall's Yard and Gainsborough Trinity FC, have joined forces to partner the event once again and plans are already underway to host the popular awards evening at Thonock Park.

The event will once again be organised to showcase the great retailers and businesses in the DN21 postcode area and reward great customer service, enterprise and best practice across the town as well as those employees and leaders who really shine through as individuals within their sector.

Alison Shipperbottom, Centre Manager of Marshall's Yard said: "The DN21 Awards

has gained momentum each year, but it was felt to keep the quality of entries and for the event to stay to the same standard this was better as a bi-annual event rather than annual.

"We are continuing to focus on keeping it local and recognise the great businesses we have right here in the heart of Gainsborough and look forward to lots of great entries and as usual a fantastic evening."

This ceremony is bound to sell out fast, so please make sure you watch out for ticket release dates and deadlines for applying for the actual awards.

If you are interested in becoming an official sponsor of the DN21 Awards please contact Alison Shipperbottom on 01427 810706 / alison.shipperbottom@marshallyard.co.uk

Mental wellbeing and personal safety key topics at Rilmac annual training day



The third annual Rilmac Group Training Day recently took place at the Epic Centre at the Lincolnshire Showground. The day focused around mental wellbeing issues and the responsibility for personal safety, both topics are especially significant to the construction and engineering sectors. The day was built around three powerful external speakers who delivered to over 200 Rilmac employees.

Emma Currie, opened proceedings with a moving piece of solo drama called Gail's Shoes which was performed while apparently wearing nothing but a sheet and high heeled shoes.

Central to her session was reflecting on who else is affected by our actions and

the effect it has upon them.

Mark Clarke, the second speaker, began by giving a physical demonstration of how workplace accidents impact on an individual's home and social life. He went on to explain the importance of the proper use of correct PPE (Personal Protection Equipment) before sharing several graphic images showing injuries caused through accidents.

The final session looked at mental wellbeing issues. This included how to identify our own problems and how to ask for help. Speaker Pauline Murray-Knight MBE began with an excellent visual demonstration on how we can often become overloaded or ignored.

Ground and Project Consultants Ltd welcomes new starter

Ground and Project Consultants Ltd (GPCL) has welcomed new starter, Ollie Hawes to their team in Lincolnshire.

Ollie, a Chartered Geotechnical Engineer, joins GPCL following his recent return to Kirton in Lindsey after 35 years away from home.

Based in their new office in Lincolnshire, Ollie will be using his expertise in ground risk assessments and geotechnical design to lead the company's expansion in the east of England.



Ollie Hawes

With a thirst for travel and adventure, Ollie has seen his job take him around the world, most recently to Hong Kong and New Zealand.

Ollie said: "I have been very

lucky that my skills combining geology and engineering have taken me to such interesting places and I am very happy to be back in Lincolnshire, and amazingly the very same house I grew up in!"

Jon Smithson, Managing Director at GPCL, said: "We are very pleased that Ollie is leading our expansion in the east of England. Ollie's skills and expertise will be in high demand with structural engineers, architects, developers, and anyone wanting to know what risks lie hidden beneath their land. We pride ourselves in developing solutions to maximise the potential of both brownfield and greenfield land."

GPCL offer advice on solutions for sites with challenging ground conditions. Services include advice and design for land contaminated by previous uses, soft ground, or hidden risks such as old mine workings.

Once the ground properties and risks are understood, GPCL provide options and solutions to enable clients to construct safely and economically on that ground.

Contact Ollie on ollie.hawes@ground-projects.co.uk, or through the website at www.ground-projects.co.uk.

LACE Housing celebrates dedicated staff and volunteers



As another year ended, Lincolnshire specialist housing provider LACE Housing recognised the hard work of its staff and volunteers at its 20th annual celebration evening.

The event took place on November 29 at the DoubleTree by Hilton in Lincoln.

Special awards were presented to individuals and teams chosen by a panel of LACE Housing colleagues.

The evening is designed to recognise and celebrate LACE Housing's successes through a series of presentations delivered by Chief Executive Nick Chambers and members of the Board of Management.

Throughout 2019 the organisation has built 82 new homes for older people

in Lincolnshire and raised over £4,000 for other charities including P3 Lincolnshire, St Barnabas Lincolnshire Hospice, Kids and North Hykeham Day Centre.

Nick, who celebrated 20 years as LACE Housing's Chief Executive earlier this year and also received a surprise special award for service, said: "It is a privilege to work alongside an amazing team of staff and volunteers who strive daily to deliver quality services to the highest possible standard. Their energy, enthusiasm and dedication are beyond words but the outcome is clear to see."

"This has been an incredibly busy but successful year for the association and we are very much looking forward to 2020."

Encouraging young performers to reach for the stars

Starry-eyed youngsters who aspire to exciting careers in television or on the West End stage, could see their dreams becoming reality, thanks to an innovative Lincoln theatre school.

Just three months after launching The Curious Theatre School, owner and former CBeebies' presenter Sarah-Jane Honeywell said the popularity of her classes has forced her to move to new premises.

Lincoln-based chartered surveyor Banks Long & Co is delighted to have played a pivotal role in her move by showing Sarah-



Jane around Wolsey's Rest in Grantham Street and leasing it to her for The Curious Theatre School's new home.

More jobs in the pipeline

Busy drainage services specialist Metro Rod is gearing-up for a relocation move which promises to create 10 new jobs.

Lincoln-based chartered surveyor Banks Long & Co recently revealed it has sold impressive "design-and-build" headquarters to the growing company, which is moving its team to the popular Riverside Enterprise Park in Saxilby.

Banks Long & Co acted on behalf of its



clients, joint developers Stirlin and Castle Square Securities, in the sale of the hybrid building, which features an equal mix of warehousing and office space.

And there could be more good news to follow, with other opportunities for other high-flyers to follow Metro Rod's lead.

Metro Rod is a drainage contractor dealing with all types of drainage-related cleaning, repairs and associated services for a wide variety of commercial and domestic customers.

Banks Long & Co Associate Lewis Cove added: "We have planning permission to develop three more design-and-build properties on the Enterprise Park, which would be suitable for warehouse, industrial and office use."

Lincoln-based start-up wins global energy efficiency award



One of our newest members – coolDC® – had a fabulous end to 2019 when it won the hotly contested 'Energy Smart' category at the Global DCD Awards – regarded as the data centre industry's equivalent of the 'Oscars' – during a glamorous event held at the Royal Lancaster Hotel in London.

With the other finalists including industry leaders, Digital Reality, and tech giant, Huawei, the result came as a "genuine surprise", says CEO, Tim Chambers.

It is a real-life 'David and Goliath' outcome for the data centre company, which has only been in business since March 2018 and employs six people, all recruited from the

University of Lincoln. This is another story, as the company was also a shortlisted finalist in the CSR category, this time for its student engagement work.

The 'Energy Smart' Award recognises the world's most energy-aware and innovative approaches to building sustainable digital infrastructure.

coolDC's winning project was the Lincoln Discovery Centre.

Tim Chambers said: "The whole team has worked really hard... Let's continue to find new ways to make the data centre industry more energy smart, which isn't just about saving money".

Lincs & Notts Air Ambulance given go ahead to build new HQ



A brand-new headquarters for the Lincs & Notts Air Ambulance (LNAA) has been granted planning permission by North Kesteven District Council. The charity's new future-proof home will be based adjacent to RAF Waddington on the A15 Sleaford Road.

The new headquarters will see charity staff, crew and helicopter all based under one roof; the facility will include a helicopter take-off and landing pad for both day and night operations as the charity moves to full 24/7 coverage early next year.

With the charity's operations and offices currently based on separate sites, the move will allow for closer working between staff and crew, whilst providing a facility for visitors, former patients, volunteers and benefactors to visit the charity and support their fundraising efforts.

To support the funding of their new



home, the charity recently received an award of £1.82million from the Department of Health and Social Care. The Lincs & Notts Air Ambulance was successful in its application for funding when £10million was set aside by Chancellor Phillip Hammond to help support UK air ambulance charities with capital projects.

Karen Jobling, Chief Executive Officer at the Lincs & Notts Air Ambulance, said: "Our new base will give us security of tenure, as well as the space and facility to further develop our life-saving service."

"As we celebrate our 25th Anniversary, it's fitting that we are laying the foundations for the next 25 years to ensure we can continue to provide pre-hospital critical care to our patients."

Construction of the new HQ will begin this year and is due for completion in the winter of 2020.

Support rescue dogs by training your own

With the start of 2020, Jerry Green Dog Rescue is encouraging you to add training your dog to your list of New Year's resolutions.

January saw the start of National Train Your Dog Month which hopes to raise awareness about the importance of proper training and healthy socialisation to a dog's well-being. The month of January was chosen as many people receive puppies and dogs over the Christmas period and sadly many of them find themselves in rescues soon after.

Shelley Wilks, the charity's deputy chief executive, said: "Training can make or break a dog's chance to stay in a new home. Behaviour like constant barking and being destructive are just some of the issues new owners can struggle to control and manage and this ultimately can affect the bond between dog and owner."

"But we believe that with the right training and persistence, these behavioural issues can be resolved and a happy home life will soon follow."

"We hope that the more people who are educated on how to train their dog correctly will ultimately lead to less dogs



coming into their rescue and rescues across the UK, which is one of our main goals as a charity."

If you would like some support with your training, their highly skilled Enterprise Trainers are here to help. They can give you the tools and skills you need to train and socialise your beloved furry friend correctly.

If you would like some training advice or if you would like to book onto one of their classes, then contact them via www.jerrygreendogs.org.uk.

All of the money raised from their training services will go towards the care and rehoming of their rescue dogs - so not only will you be helping your own dog, you'll be helping those in their care find their forever homes too!

Make An Entrance director wins Business Woman of the Year

Make An Entrance co-director Samantha Burlton has been named as Northern England Business Woman of the Year at the National Business Women's Awards following a fantastic year for the company.

Samantha attended the awards ceremony in December at the Millennium Gloucester Hotel in Kensington, London with her fellow Make An Entrance co-director Stuart Burlton.

"I am beyond ecstatic to have won and to be finishing what has already been such a great year for our company on yet another high," said Sam.

"I'd like to say a massive thank you to the National Business Women's Awards for the honour and the fantastic night we've had at the awards - we've celebrated in style!"

Make An Entrance was nominated alongside a number of inspirational business owners, leaders and business women from twentysix, bksb, Baker Thompson Associates and Sheer Edge in the Northern England Business Woman of the Year category.

Samantha scooped the award for her significant accomplishments over the past



12 months and for possessing the award's key attributes of vision, innovation, entrepreneurial drive, leadership and for demonstrating commitment to gender diversity.

This news follows the company's double award nomination at the recent Lincolnshire Media Business Awards; Make An Entrance was shortlisted in the Small Lincolnshire Business of the Year category and Samantha was nominated for Business Person of the Year.

Bridge McFarland LLP ranked in the top six law firms nationally for medical negligence and personal injury work

Bridge McFarland LLP was delighted to be selected as contenders for the prestigious 'Firm of the Year' award - there was a shortlist of seven firms outside of London chosen by the Legal 500 Panel. This is not something firms can nominate themselves for; the shortlist is purely based on the judgement of the specialist panel.

As the only Firm to be shortlisted in the East Midlands Bridge McFarland are now confident in their position as industry leaders in this field of law in the local area, and would welcome anyone who has a potential medical negligence or personal injury claim to get in touch directly.

Senior Partner and Head of Clinical Negligence in Louth, Stephen Lambert explains why Bridge McFarland stands out from the crowd; "We strive for excellence in everything we do and every client is valued and supported through the process of making a claim. We give the cases we manage the appropriate time and attention necessary

to ensure the best possible outcome for the victims of negligence or injuries".

Partner Kathryn Hudson leads on Personal Injury work in Grimsby and said: "We know that we work to an exceptional standard, but it is rewarding to have that confirmed by an international organisation such as the Legal 500."

"None of this would be possible without our amazing team of assistants, secretaries, costings experts and prestigious legal professionals. I have been with this Firm from the early days and I am incredibly proud of the fantastic service we can deliver."

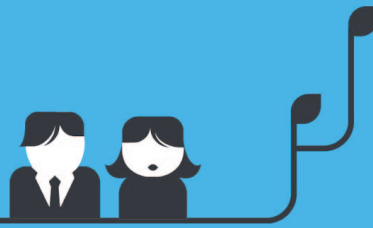
Bridge McFarland LLP has been recognised by the Legal 500 for many years and were delighted to be named the top law firm in Lincolnshire by Legal 500 for clinical negligence and personal injury work in 2019.

This is the first time that they have been shortlisted for the highly converted 'Firm of the Year' (outside London) award, and while they did not secure the top spot they should be commended for such a prestigious achievement.



Stephen Lambert

Welcome to our new members



JD Cooling Systems Limited

JAMPRO

2W Solutions Ltd

Renaissance Asset Finance



AS A CHAMBER
MEMBER I'M
WELL CONNECTED

Annual Start-Up and Grow event will be back this March

Get the tools you need to start, grow and thrive in business at the Lincolnshire Chamber of Commerce annual Start-Up and Grow event, taking place on Thursday 12th March at The Showroom in Lincoln.

With a host of experts present on the night, this FREE event provides a platform for ambitious entrepreneurs to draw upon the knowledge and expertise of our partners through informative presentations, business case studies and an expert panel.

Hear experiences and personal stories from local business owners and have the opportunity to ask questions and understand the challenges faced.

Simon Beardsley, Chief Executive of Lincolnshire Chamber of Commerce, said: "We understand what a lonely and challenging process it can be for those starting a business or running an early year's business and this event is such a fantastic way to chat and connect with the experts in the fields of marketing, business planning and tax etc.

Lincolnshire Chamber of Commerce
The Ultimate Business Network

Start-up & Grow

Thinking about launching a business or going self employed?

Looking for expert advice?

"Last year, we had over 40 people attend, asking questions to our expert panel, gaining new contacts, knowledge sharing and ultimately showing support through the journey."

Partners so far, include: Business

Lincolnshire, Duncan & Toplis, NBV, Visual Print and Design and Wilkin Chapman.

To book your free place, please visit: www.lincs-chamber.co.uk/events/start-up-and-grow/, email events@lincs-chamber.co.uk or call 01522 523333.

Events

Five Pillars for Successful Growth for Small Businesses Workshop

4th February

Time: 8.45am – 4.30pm

FREE

Location: The Lincoln Hotel, Lincoln

Greater Lincolnshire Construction and Property Awards

6th February

Time: 7.00pm – 12.00am

Single Member Price: £84.00 incl VAT

Single Non-Member Price: £96.00 incl VAT

Table of 10 Member Price: £840.00 incl VAT

Table of 10 Non-Member Price: £960.00 incl VAT

Location: DoubleTree by Hilton, Lincoln

Lincolnshire Construction and Property Network

18th February

Time: 12.30pm – 2.30pm

Member Price: £13.20 incl VAT

Non-Member Price: £24.00 incl VAT

Location: Windmill Farm, Lincoln

Sleaford Business Network

21st February

Time: 12.00pm – 2.00pm

Member Price: £24.00 incl VAT

Non-Member Price: £30.00 incl VAT

Location: The Agra, Sleaford

Presenting for Success Workshop

27th February

Time: 8.45am – 4.30pm

FREE

Location: Thonock Park, Gainsborough

Spalding Business Network

5th March

Time: 7.00am – 9.00am

Cost: £14.40

Location: Woodhouse Farm Hotel & Spa

For more events and bookings, please see our events page:

www.lincs-chamber.co.uk/events or call the team on 01522 523333.

Lincolnshire Chamber of Commerce Quarterly Economic Survey (QES) reveals the positivity that had been building throughout 2019 has taken a major hit amid long term uncertainty, rising costs and a continued slowing global economy, which is much the same on a national level according to British Chambers of Commerce.

Quarter 4 results show a disappointing set of outcomes across most indicators, including UK sales which were seen as contracting for the first time in three and a half years, whilst UK orders have fallen.

We have also seen overseas sales contract for the first time in two and a half years, with overseas orders also reducing.

There was a clear difference to our

Quarterly Economic Survey shows decrease in business confidence amid political uncertainty

quarter 3 results which were surprisingly buoyant compared to that of the national ones, however with these Q4 results we are seeing a downturn bringing us more in line with what the British Chambers of Commerce have been reporting at a national level since quarter 3, suggesting a lag in the economy in our area.

Simon Beardsley, Chief Executive at Lincolnshire Chamber of Commerce, said: "We have seen such a significant change in results from that of quarter 3 and we can only assume that the

drop in confidence can be attributed to the build-up to the then approaching General Election and ongoing Brexit uncertainties."

It's not all negative though, we see workforce levels maintained and the easing of price pressures - something that we thought would increase as we headed towards the end of 2019.

Simon, added: "Amongst the decline in figures across most indicators in quarter 4, we have actually seen our highest ever exporting documentation figures in October and November 2019,

suggesting overseas sales were holding up, however a clear future trading relationship with the EU is ever more crucial to many firms' future investment and growth prospects.

"As we see an end to the political deadlock at Westminster, this must also bring action to renew business confidence and tackle the prolonged stagnation that's affecting so much of the UK economy, not just Lincolnshire."

Quarter 1 2020 fieldwork will open on Monday 17th February and will remain open until Monday 9th March.