



Delegates were inspired to build back greener at Be Business Smart expo

BY CHARLOTTE WATSON

'Be business smart', 'build back greener' and 'grant funding' were the key takeaways delivered at Lincolnshire Chamber of Commerce's first ever virtual exhibition in September.

Partnering with North East Lincolnshire Council's Smart Energy Greater Lincolnshire Grant Funding Programme, the virtual exhibition showed delegates that sustainability is not just about reducing printing, online meetings and digital only workspace, it's about much more than that.

The time for businesses to act is now - changing our behaviours, implementing changes to drive sustainable outcomes, reducing business costs, energy use and carbon footprint to ensure prosperity for the future.

By holding our first "virtual" conference we saved carbon emissions by this one event alone.

SME's across all sectors attended the exhibition, meeting suppliers in the expo area, connecting with other delegates in the networking zone and joining talks promoting energy efficiency and renewable energy.

Delegates also attended a panel discussion titled 'Build Back Better: A Greener Future', which was led by Richard Jones, Chamber Assembly Low Carbon Lead and Managing Director of Amelio Energy.



Panellists discussed how a green economy should be at the centre of our post-COVID recovery, however that is the bigger picture, but what does it look like here in Lincolnshire?

One of the panellists, Lee Marshall, owner and founder of Viridis Building Services, said: "a challenge in Lincolnshire will be to get the carbon emissions down on existing older properties, but I think we need to think of the building as a technology, rather than building technology on to them, so improving fabric

performance, with loft insulation, dry lining walls, and double glazing, as examples."

Steff Wright, Chairman of Gusto Group, who has been involved in the building of sustainable buildings for some years, building on his experiences said: "I think it is down to each individual and they need to understand the impact their actions have, and education plays a key part here as people only want to change their behaviours if something better is available to them."

"It is about innovation and better ways of doing things, somebody has to lead the way and there are massive opportunities, concluded Steff.

Providing an outside Lincolnshire view was Professor Dr. Peter Heck, Managing Director at the German Institute of Applied Flow Materials, who has worked on the Smart Energy Greater Lincolnshire project for a number of years, said: "The market is not yet enthusiastic about decarbonising, we all know we need to do it, policy pushes us to do it, but people are still a little bit reluctant, so we must make it very easy for them."

"It's about master planning, bringing together public sector and the business community to discuss how to change Lincolnshire in 5 - 10 years."



Richard Jones said: "The need to move towards the electrification of energy usage within buildings, whether domestic or commercial and to move to that more quickly through building regulations.

"We are also recognising a skills gap in the low carbon building design and above all it's about the future planning to get our energy usage down."

We learn it's about understanding the opportunities here in Lincolnshire and for businesses to capitalise on those and Antony Gough, Programme Director of the Smart Energy Greater Lincolnshire grant funding programme, told delegates how the programme aims to support the adoption of energy efficiency measures and the use of renewable energy technologies, not just by businesses but by public sector buildings.

SEGL has adapted to COVID-19 by using technology such as conducting 'virtual' audits avoiding travel which has reduced emissions and saved money as an example of how businesses can save through changes in behaviours as well as investment in energy saving technologies.

Covering the Greater LEP area, the programme will run until 31st March 2021 and delegates found out how the funding works, how to apply, eligibility criteria and much more.

There is still time to access the funding and support via the programme, if you are interested in finding out more please visit www.smartenergygreaterlincs.com or contact Jose Stewart jose.stewart@nelincs.gov.uk



Smart Energy Greater Lincolnshire is a £8.4m project being run by North East Lincolnshire Council on behalf of the Greater Lincolnshire LEP in partnership with the University of Applied Sciences Trier's Institut für angewandtes Stoffstrommanagement (IfaS). The project has received £5.4m of funding from the England European Regional Development Fund as part of the European Structural and Investment Funds Growth Programme 2014-2020. The Ministry of Housing, Communities and Local Government (and in London the intermediate body Greater London Authority) is the Managing Authority for European Regional Development Fund. Established by the European Union the European Regional Development Fund helps local areas stimulate their economic development by investing in projects which will support innovation, businesses, create jobs and local community regenerations. For more information visit <https://www.gov.uk/european-growth-funding>

Acis acquires Riverside Training

Lincolnshire-based training company Riverside Training has been acquired by social housing provider Acis Group.

Acis Group, which owns and manages more than 7,000 homes across the East Midlands and Yorkshire and the Humber, has acquired the company from Stallard Kane Associates as it looks to grow its wider employability, skills and training services.

The acquisition follows years of collaborative work between Acis, Riverside Training and Stallard Kane Associates. Looking forward, Stallard Kane Associates will continue to work closely with the two parties in the years ahead as it maintains its integral role in Gainsborough's development.

Riverside Training will remain its own entity and continue to deliver its current provision, helping people from Gainsborough and the surrounding area pick up the skills and confidence they need to progress in their personal and professional lives.

The courses and support on offer at Riverside Training will complement existing provision delivered by Acis, which currently runs two employability programmes helping people on their journey towards suitable, sustainable employment.

Current customers should see no disruption in the service they receive, with the acquisition resulting in no job losses and sessions still being run from Market Street in the town.

Organisations interested in working with Riverside Training, either as a delivery partner or employer looking to train its workforce or recruit new staff, can get in touch on workwithus@acisgroup.co.uk

For more information about courses and qualifications on offer at Riverside Training, visit www.riverside-training.org.uk

Double delight for Forrester Boyd team

Three new partners and a new office chairman have been appointed at Forrester Boyd's Louth office as the leading accountancy firm celebrates its 85th anniversary.

Taking over at the helm as the town's office chairman from Alan Nesbitt, who is retiring next spring after 24 years, is Lee Bradbury, a partner and Chartered Accountant who is delighted to be taking responsibility for the office upon Alan's retirement.

Meanwhile three of Lee's colleagues are stepping up from manager to partnership level at the firm. Toni Beecroft, Adam Millson and Nicola Hunt are all looking forward to their new roles in the well-established Louth office.

Working alongside Lee in the



Left to right Lee Bradbury with his colleagues and new Partners Adam Millson, Phil George, Toni Beecroft and Nicola Hunt.

agricultural sector is Nicola Hunt. With Brexit and the end of the CAP subsidy payments on the horizon, Nicola's role with many of her clients is more important now, than ever.

Toni Beecroft is another Forrester Boyd accountant to rise to Partner after a career spanning more than 20 years. With a highly specialist

knowledge within the small business sector, her eclectic mix of clients range from sole business owners to larger professional tradesmen with employees.

The important role professional accountancy plays within the education sector has risen to the fore with the emergence of the

Academies structure. Here Adam Millson has played an integral role - establishing himself as a vital cog in the wheels of many local and regional schools as they move from conversion to becoming established academies.

Welcoming Toni, Adam and Nicola to their enhanced roles, is their colleague and fellow Partner Philip George. Phil has worked with Forrester Boyd at its Louth office since 2008 following the completion of an accountancy and marketing degree. In his 12 years with the firm, Phil has seen the rise of the tech sector especially in Lincoln - a sector specialism for him.

In total across the firm in Louth, Grimsby, Skegness, Scunthorpe, Beverley and Hull, Forrester Boyd has appointed nine new Partners - doubling its Partnership board.

Ongo invests wisely

Following a recent assessment, Ongo has been awarded a silver Investors in People accreditation.

This is the third time Ongo has achieved an Investors in People (IIP) accreditation, which is a way to provide organisations with a framework for their own continuous improvement in the way they look after and invest in their staff.

Achieving a silver result, Ongo was rated against nine key areas to identify where they are performing well and where they can improve. The key areas are; leading and inspiring people, living the values of the organisation, empowering and evolving people, managing performance, recognising and rewarding performance, structuring work, building capability, delivering continuous improvement and creating sustainable success.

The assessment consists of an initial meeting with IIP assessors, Ongo's HR Team and Senior

Management. Plus an online survey, which all staff had the opportunity to complete, and virtual one-to-one interviews with staff from across the organisation. These were to identify how Ongo invests in its staff, areas that they are a strong performer and ways in which the organisation can improve further.

Mo Mathieson, Organisational Development Manager, said: "We're really pleased with our result, especially in a time where we've had to adapt pretty quickly to new ways of working and over the last year or so we've seen quite a lot of changes to the business.

"IIP felt that our culture is really engaging with staff having lots of opportunities to have their say and make a difference.

There will be interim reviews each year for the next two years, before another full assessment in 2023. Ongo will be aiming for gold next time.



Morley Brown Howden merger with Chattertons

One of Boston's oldest law firms, Morley Brown Howden (MBH), have merged with Chattertons Solicitors and Wealth Management.

Paul Howden and his son Daniel along with all the team of MBH have joined the firm and it is very much business as usual. The merger will create one of the biggest law firms in Boston and will have the largest conveyancing and private client teams in the town.

The combined firm will continue to operate from Chattertons existing offices in Wide Bargate and MBH's offices in Main Ridge West and the firm will be known as Chattertons Incorporating Morley Brown Howden.

Chattertons has eight offices across Lincolnshire and in Newark and has grown significantly over the last few years to become a regional heavyweight offering a full range of

legal and financial services to both personal and business clients.

The firm employs over 200 lawyers, financial advisers and support staff and has been awarded ones to watch status by The Sunday Times and has achieved an excellent client service rating on Trust Pilot based on feedback from clients.

Paul Howden of MBH said: "We believe that the merger with Chattertons is in the best interests of our staff and clients. The merger will enable us to offer more services than we currently do."

Richard Ludlow, CEO of Chattertons Wealth Management and Deputy CEO of Chattertons Legal Services said "We are pleased that Paul, Daniel and the team at MBH have joined us. It will enable us to create a stronger combined range of legal and financial services."

More than 100 people tune in to agencies' masterclasses

SEO Traffic Lab recently hosted a six and a half hour live stream Digital Marketing Training Day. The event, which was broadcast over Zoom, offered digital marketing training to those who tuned in from the comfort of their own homes. More than 100 people logged into the livestream throughout the day.

This was the most attended LabLive to date. As an agency, SEO Traffic Lab has hosted numerous events over the last ten years. This was the first time that the company collaborated with other agencies in Lincolnshire to allow each speaker to share their specialism, including United Agency, Wallbreaker, Shooting Star and others.

Each of the speakers from the day then collaborated on a panel



Simon hosting LabLive

discussion in which they answered some of the questions from those who had been watching the day.

Richard Hill, CEO & Founder, SEO Traffic Lab said: "LabLive Goes Online was one of my favourite events of ours to date. We streamed for over six and a half hours, we had different masterclasses from some of the best in their fields from Lincolnshire and the feedback we have had has been exceptional. I could not be prouder of the day we were able to put together, but we could not have done it without the support of the community."

"I am also really excited to have been able to support a charity close to all of our hearts, St Barnabas Hospice. Who have continued to care over these last six months and in that time cared for my Nanny-in-law."

Leading insurance firm Cooke and Mason rebrands to PIB Insurance Brokers

Cooke and Mason at Retford and Lincoln, one of East Midlands leading insurance firms has rebranded to PIB Insurance Brokers.

The move is part of a nationwide programme that will see a number of businesses under the parent company, PIB Group, rebrand to simplify the business offering.

The Motor Trade, Haulage and Commercial insurance specialist, which was established in Retford more than 44 years ago, has grown to employ more than 75 people across two sites in Retford and Lincoln.

Cooke and Mason was acquired by PIB Group in 2016 which has experienced a period of rapid growth since it formed in 2015, with over 30 acquisitions completed since 2016.

Zach Gray, Director at Cooke and



Mason said: "We're really proud of everything we have achieved as Cooke and Mason and we're looking forward to the next phase in our evolution as PIB Insurance Brokers."

"The fantastic teams across Retford and Lincoln have been integral to our success, and they will continue to provide a highly professional and friendly service to our clients, who can enjoy working with the same familiar faces. By moving under a single brand as PIB Insurance Brokers, we will be able to continue improving the range of services we offer to our valued clients across the East Midlands and Yorkshire regions, while drawing on the expertise of the wider PIB Group."

The rebrand comes as part of a wider exercise that will see 11 brands within PIB Group's Specialty division move under a single brand effective. The move will also complement the services provided by the PIB Risk Management and PIB Employee Benefits businesses.

Lincolnshire Co-op scoops major employment award

Lincolnshire Co-op has been named as one of the country's top employers, offering career progression opportunities and valued reward and recognition schemes to its 3,200 colleagues.

The community retailer has been awarded the prestigious Investors in People platinum accreditation. Platinum is the highest level and is a title held by under 200 employers nationally - just two per cent of IIP-accredited organisations.

A rigorous assessment took place in spring this year, including a survey with more than 2,100 staff and interviews with over 100 colleagues.

The assessors said of Lincolnshire Co-op: "You understand the return on

investment in the time and resource allocated to your people. Your colleagues feel they can improve if they want to and have opportunities for progression."

Examples include an online learning portal which every colleague regularly accesses, a good system of performance reviews and specific development programmes including coaching, team building and external qualifications.

Lincolnshire Co-op offers colleague benefits including discount on its services, a profit share paid twice-a-year, a wellbeing programme and an awards scheme where team members receive £25 for going above and beyond.



This reward and recognition package was highlighted as being 'one of the best' by assessors, who said that colleagues value the scheme and think it's fair.

Other areas praised by the IIP assessors included Lincolnshire Co-op's stance on inclusion and diversity and the way the Society

champions the wellbeing of colleagues and the wider community.

Lincolnshire Co-op's Head of People and Performance Heather Lee said: "We know our people are integral to our success and we wouldn't be able to provide valued services to our communities without their commitment and support."

Will drones and human flight transform patient care?

Human jet-powered flight is the latest high-tech innovation that could revolutionise health care, improving diagnosis and the speed of treatment for patients.

That's the view of Lincoln-based medical negligence legal specialist Jonathan Baker at Wilkin Chapman, who was reflecting on the recent news of a jet-powered 'paramedic' trial in the Lake District.

Gravity Industries' founder Richard Browning used his revolutionary Ironman suit to fly over the hills - simulating what could happen if paramedics were to use the technology to reach



stranded casualties. The exercise came after year-long talks between the Great North air ambulance

service and Gravity Industries.

Just last year, thousands of people lined the banks of Brayford Pool in Lincoln to watch Gravity's human flight display, which marked the opening of the expanded premises of Jonathan's employers Wilkin Chapman solicitors.

Jonathan, a partner at the Brayford Wharf East firm, said it was obvious to anyone seeing last year's display of the huge potential of jet-powered flight if it could be made widely available and affordable.

"We have already read about trials of medical delivery drones, and we now see the possibilities that exist for human flights to search for

and reach, inaccessible patients.

Whilst we may be years away from this becoming a familiar sight, it proves the huge potential is there," commented Jonathan.

"In the work that we do, particularly in cases where there is damage to the head or brain, every minute can be critical for the patient's outcome.

"Whilst there will be limitations to not seeing someone in person, the pandemic has identified how technology can work for us, in particular giving more people greater access to medical treatment, advice and care," added Jonathan.

Bransby Horses unveils branding

Bransby Horses, one of the UK's largest equine welfare and rescue charities, has recently launched a new logo, branding and updated website, as it looks to build greater awareness and support for its life-saving work.

Bransby Horses has been significantly impacted by flooding and then the lockdown due to Covid-19, resulting in the unveiling of the rebrand (which was budgeted for last year), being put on hold until now.

The rebrand has been planned and delivered by the charity working alongside design and print agency Ruddocks.

It has resulted in the creation of a new logo, as well as fresh typeface and design principles for all communication assets.

The charity, which cares for almost 1,000 equines, has also launched a new-look website to bring to life its mission to improve the lives of horses, ponies, donkeys and mules, and engage new and existing supporters around how they can help.

As part of the rebrand, the charity is refreshing all signage across its two sites, at Bransby and Barlings in Lincolnshire, and updating staff uniforms to reflect the charity's new logo and colour scheme.

Alex Kinnear-Mellor, Marketing Manager at Bransby Horses, says: "We



knew we needed to evolve the brand and we started the rebranding process last year, following research which revealed that our old logo and branding was struggling to gain traction, particularly on social media channels.

"The services we offer as a charity are, sadly, more needed than ever before, and through this rebrand we hope to boost visibility and awareness of our life-saving work and build a better understanding among new and existing supporters of how they can help us."

Andy Clayton, Head of Client Strategy at Ruddocks, says: "The new logo and branding has been designed to be distinctive, eye-catching and memorable, addressing the charity's challenges and providing the perfect platform to communicate how it's improving lives through rescue, rehabilitation, rehoming, education and providing a safe-haven."

Plans to turn golf course in Boston into holiday resort given approval



Plans to turn a golf course at Hubberts Bridge, Boston into a holiday resort are one step closer to reality following the granting of planning permission.

The proposed works for Boston West Golf Club were determined by Boston Borough Council's planning committee at a virtual meeting held on Tuesday 28th July 2020, where they gained support from the council's planning committee.

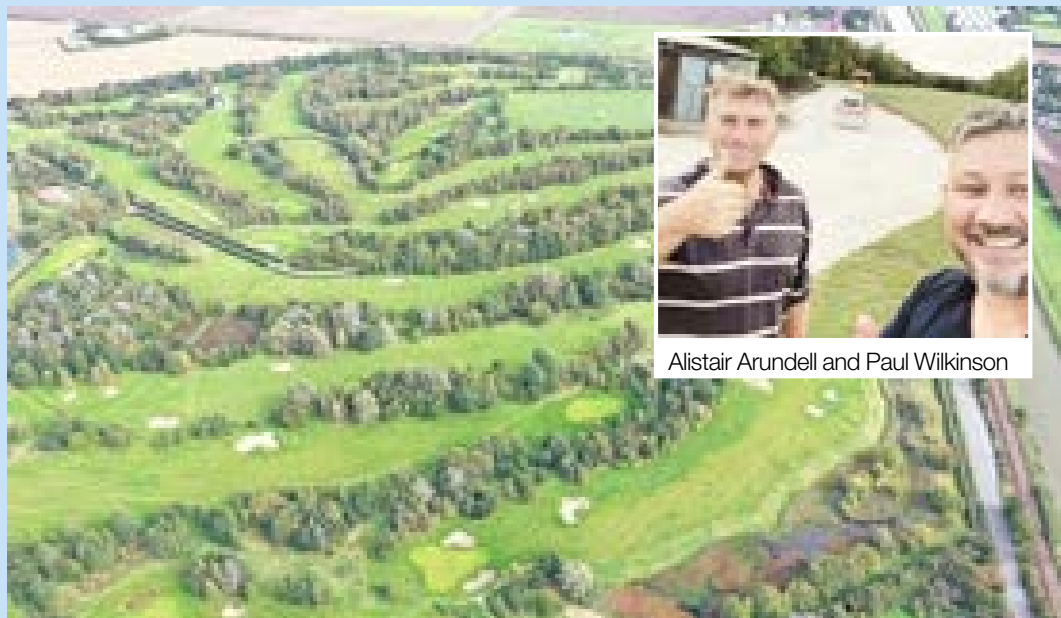
The proposals from Boston West Golf Limited would see the part change of use of the golf course for the siting of 300 lodge style caravans with associated facilities, along with a "hub" building to contain an ancillary reception, activity centre, spa, retail unit, food and beverage, facilities management and associated works. Part of the existing golf course and the driving range would be

retained.

The Planning Committee approval was motioned by Chairman, Councillor Tom Ashton, who said: "It's an application that has been well presented and there are a lot of benefits for the borough."

Deputy Leader and Portfolio holder for Planning, said: "This is a great investment for the borough. Once the scheme is complete it is estimated to generate an expenditure of £4.4 million per annum and £2.3 million per annum in gross value added for the economy.

"Not forgetting supporting permanent employment, with both direct and in-direct jobs being created within the tourism sector and wider economy. It is a great sign of intent and confidence in the current climate, and reinforces that Boston is a great place to visit and invest in."



Alistair Arundell and Paul Wilkinson

Confidential clinics offer winter support

Michelle Johnson



Lincoln-based business transformation experts, PCW Consulting, have launched a confidential clinic to support SMEs and independent businesses as they navigate the next six months.

The business clinic has been established by PCW Consulting in response to Covid-19 as businesses grapple with a new normal.

Conducted over Microsoft Teams, business leaders can speak in confidence while working remotely.

The 30 minute sessions are being held by PCW's head of organisational design & development, Michelle Johnson to discuss any issues an organisation is facing as it adapts to a new way of working.

Michelle said: "2020 has been an extremely challenging year for businesses of all sizes and industries due to Covid-19. Many of us were already facing uncertainty due to Brexit and now we're in a completely new world. Businesses are, in some capacity, able to return to normal however many are facing reduced demand, organisational restructuring and the need to adapt to survive the next six months.

"As businesses begin to look for long term solutions to ensure they stay viable, at PCW we're offering free 30 minute business clinics to give business leaders an opportunity to share their concerns and find solutions in total confidence."

Paul Waldeck, founder & CEO at PCW Consulting added: "Being a business owner can be a lonely journey, and as confusion continues to mount, we want to offer people somewhere to turn to, so they can get expert advice in confidence. It's more important than ever that we lean on each other and support businesses where we can."

To arrange a free 30-minute consultation with Michelle, email mj@pcwconsultinggroup.com. Sessions are limited to one per business and are available until March 31, 2021.

St Barnabas Hospice awarded more than £190k

Staff and volunteers are celebrating as St Barnabas Hospice has been awarded more than £190,000 to support patients through the current pandemic restrictions.

The Covid-19 Pandemic has impacted on vital services St Barnabas provides to the public. In order to continue to deliver outstanding care delivery to patients and carers throughout Lincolnshire, St Barnabas Hospice applied for grant funding from The National Lottery Community Foundation Covid response fund and the Barclays Covid-19 Community Aid package.



St Barnabas Hospice was awarded both grants to reach out digitally to Lincolnshire patients, giving those patients who require it access to technology so they can continue to use their services while face-to-face support is currently not feasible. Staff facilities have also been improved so they can reach out to more patients digitally, broaden capacity and support to those most in need.

Funding from both grants will be used to support the purchase of vital

technology so the Hospice can reach more vulnerable, isolated people. This includes iPads, laptops, phones and software.

The grants will allow the Hospice's Community Services teams to continue working remotely, communicating with patients virtually and reducing face-to-face contact. The Hospice's Wellbeing teams will also be able to host virtual sessions and help families communicate with their loved ones. This also extends to physiotherapists who will be able to help patients with exercises via video calls.

Michelle Webb, Director of Patient

Care at St Barnabas, said: "The Clinical teams here at the Hospice have adapted at really short notice to working differently during the pandemic, ensuring hospice care is still able to reach people across Lincolnshire by making use of technology.

"The Hospice has been able to support 560 Day Therapy patients through phone calls and home visits, as well as 1,176 patients who have chosen to spend their final days at home. Having the use of these new technologies will help increase the number of these patients who can be supported virtually."

South Holland Centre receives Arts Council funding to combat impact of Covid-19

Spalding's South Holland Centre has received a major funding boost as Arts Council England announced it will offer the venue £170,860 of vital support through the DCMS Culture Recovery Fund scheme.

The purpose of the fund is to help maintain England's cultural ecology by supporting organisations of particular significance in their field or local area, who found themselves at financial risk due to the coronavirus pandemic. One of the key reasons the South Holland Centre was chosen for support was its importance to the local community and its status as the only professional theatre, arts centre or cinema in the District.

Since lockdown began in March the Centre has lost 85% of its usual income, with the Arts Council support providing the time and security for a viable, sustainable and resilient long term future for the venue to be decided upon and prepared.

Whilst the current national rules make it unviable for the Centre to reopen at this time, staff have continued to work to make sure that the necessary upkeep is carried out, whilst also supporting the Council's other services throughout the pandemic in areas such as community outreach, housing and parks and maintenance.

Councillor Gary Taylor, portfolio holder for communities and facilities, said: "I am very grateful to the Arts Council for this show of support to the South Holland Centre and those who work there. 2020 has been an incredibly testing year and the resilience and motivation of the team to keep on going has been great to see.

"This funding provides us with a valuable opportunity to ensure we can make the most appropriate possible plan for the Centre going forwards, with the future use of the venue of great importance to the District's community and sure to form a leading part of the town centre improvement plan for Spalding."

You can read more about the fund at: <https://www.artscouncil.org.uk/news/Culturerecoveryfundawards>

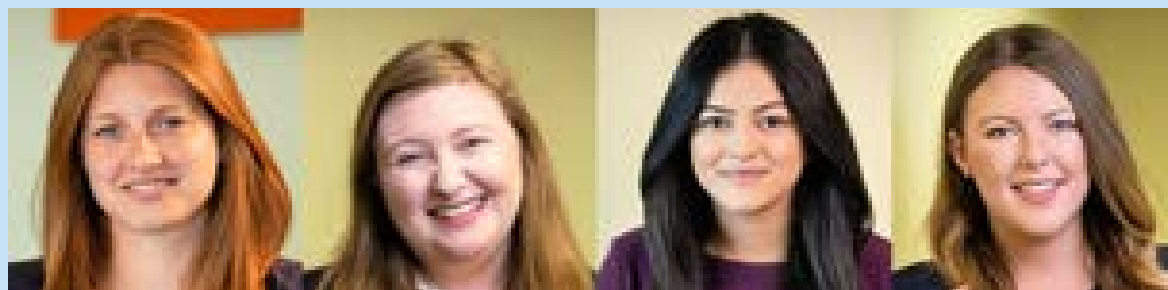
Legal team's rising stars qualify at Roythornes

Four talented new solicitors have qualified at leading law firm, Roythornes Solicitors, following the successful completion of their training contracts.

Emily Wright, Rebecca Ironmonger, Shola Khan, and Naomi McFadden join Roythornes' cohort of legal experts across its corporate and commercial, litigation, and private client teams.

The rising stars each completed three placements in different specialisms before being offered the role of solicitor at the top 200 law firm.

Vember Mortlock, managing director at Roythornes Solicitors, added: "We're so pleased to



Emily Wright, Rebecca Ironmonger, Shola Khan and Naomi McFadden

be bolstering our team of legal professionals with four newly qualified solicitors. We were very impressed with all the trainees and would like to congratulate them on reaching this exciting milestone.

"Like most businesses this has

been a testing time. However, our end of year results were very positive thanks to the hard work of our staff and even in these strange times the business is in good stead. Our ambitious growth plans remain undeterred. Post lockdown we're

delighted to be in a position to take on Emily, Rebecca, Shola and Naomi and wish each of them well as they step up into the next stage of their careers."

For more information visit www.roythornes.co.uk.

Global spotlight on food automation and robotics research

Automation and robotics in the food sector in Greater Lincolnshire has been chosen as one of the Government's 19 new investment opportunities across the UK.

The announcement means our area will now work with the Department for International Trade (DIT) to attract overseas investment into agrifood automation and robotics projects and businesses in Greater Lincolnshire.

The High Potential Opportunities (HPO) scheme aims to increase inward investment into the UK and help the country build back better.

The Investment Minister Gerry Grimstone MP announced that the bid submitted by the Greater Lincolnshire Local Enterprise Partnership in the second round has been successful.

DIT's global network based in 177 cities around the world

will now provide support to our agrifood automation and robotics cluster by showcasing opportunities internationally and contacting investors to promote the opportunities.

In November partners from DIT, the Greater Lincolnshire LEP, Lincolnshire County Council, district councils, universities and industry will meet to start work on Greater Lincolnshire's HPO in food processing, automation and robotics.

DIT will then use the resulting commercial proposition to put Greater Lincolnshire on an international stage through its sector teams and network of posts across the globe.

The expectation is that the HPO will attract more inward investment to the area and create more high-quality jobs in the agrifood sector.

Pat Doody, Chair of the Greater



Lincolnshire Local Enterprise Partnership, said: "Food production is a cornerstone of the Greater Lincolnshire economy and indeed the UK. It has created more growth and high-value jobs in the last five years than any other sector so we are delighted this is recognised nationally, and we will work with the Department for International Trade to develop our pitch for additional investment opportunities to bring automation and robotics companies

to Lincolnshire.

"Partners locally are working together to develop Greater Lincolnshire into the 'UK Food Valley' which will compete globally. In the last five years we have seen a real upturn in this sector, with at least £500 million being invested locally, including £90 million on research and development and innovation. Key schemes such as the development of the South Lincolnshire Food Enterprise Zone and the growth of the agri-robotics research hub have been influential in growing the cluster.

"However, I am really clear that there are significant opportunities for growth, particularly around food production and logistics in Boston, automation and robotics, AI, and nutrition. These are exciting times for Greater Lincolnshire food production."



Depot Rail
www.depotrail.co.uk

CPC Civils
www.cpccivils.net

Tong Engineering
www.tongengineering.com

Medefix
www.medefix.co.uk

E Factor
www.e-factor.co.uk

Belvoir Fruit Farms
www.belvoirfruitfarms.co.uk

Pink Connect
www.pinkconnect.com

OfficeHost Cloud Solutions
www.officehost.cloud

Lincolnshire Chamber release results of Q3 QES

The results of the second Quarterly Economic Survey since lockdown, show an improvement, whilst still demonstrating the continuing impact on the economy since the lockdown was imposed in March.

Lincolnshire businesses, across both services and manufacturing sector, participated in the survey to share their views and give an insight into business performance, confidence and concerns across the business community.

In comparison to Q2 (first survey of lockdown), we are seeing a broad upturn across the measurable indicators, with business confidence, particularly in the services sector showing positive signs of recovery compared to the notable lows recorded in the last quarter.

Figures show UK sales are recovering quicker than

overseas, with UK, whilst still in negative territory increase from -53 per cent to -14 per cent and overseas seeing an increase from -50 per cent to -27 per cent and these improvements show a more pronounced improvement across the services sector to manufacturing.

We are seeing a positive improvement in recruitment activity in the next three months, however, remains in negative territory.

Simon Beardsley, Chief Executive, Lincolnshire Chamber of Commerce:

"What we see here should really be seen as a positive, however there is evidence to suggest we are only really starting to see the wider impact Covid-19 has had on the economy and we must indeed be aware that these results are in contrast to those presented in Q2 which were the worst results ever to be

reported.

"We are continuing to see the struggle and challenges businesses face and it is extremely important businesses turn to the Chamber for help and support, something we have provided and will continue to do so throughout this crisis.

"As a Chamber we will continue to work with Government, locally and nationally through the British Chambers of Commerce to provide further support which strengthens the measures that reinforce business confidence.

Councillor Colin Davie, executive councillor for economy and place at Lincolnshire County Council said: "There are positive signs that suggest our businesses are faring better this quarter than in the previous quarter of this tumultuous year. But we know that we are still at the beginning

of the recovery process with still much to do.

"With Lincolnshire generally being in the lowest tier of covid-19 restrictions, I hope that businesses can take some confidence from the latest data, and that residents will continue to support the economy in our county by spending money locally where possible.

"The UK is performing better than many other countries during this time and I have seen first-hand how many organisations have adapted brilliantly to new measures and restrictions - certainly many have kept calm and carried on. However there's no doubt that trading conditions are tough, and businesses are continuing to come up against big challenges."

Join our QES Q3 Briefing to hear more about these results, taking place on 20th October, 8am to 8.45am.

EVENTS

ChamberCustoms Webinar Series: Countdown to Change - 50 Days

11th November
Time: 10.00am - 11.00am
FREE for members
£20 + VAT Non-Members
Via Zoom

ChamberConnect: Doing Business in Poland

12th November
Time: 10.00am - 11.00am
FREE
Via Zoom

Virtual Construction and Property Network

17th November
Time: 12.30pm - 2.00pm
FREE
Via Zoom

ChamberConnect: Bank of England Economic Update

18th November
Time: 8.00am - 9.00am
FREE
Via Zoom

South Holland Virtual Network

26th November
Time: 12.30pm - 2.00pm
FREE

ChamberConnect: Director Development - How to Engage Your Teams in Changing Times

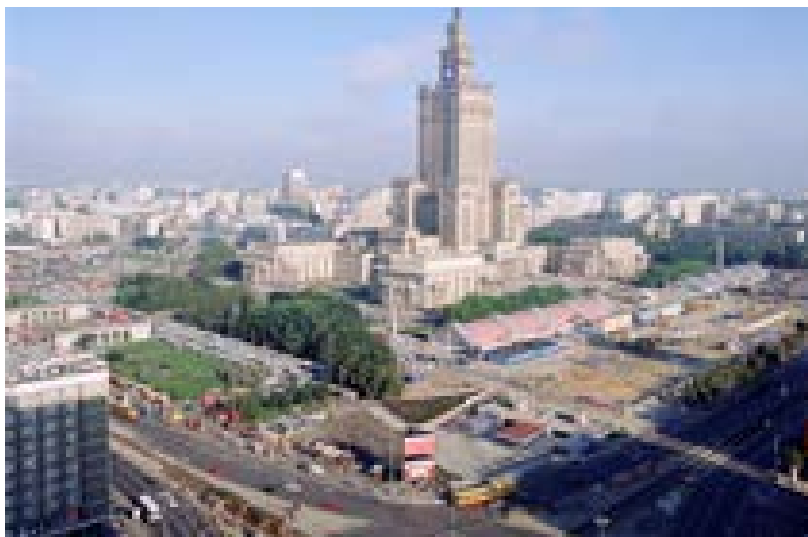
23rd, 24th, 30th November and 1st December
Time: 9.30am - 12.30pm
FREE
Via Zoom

For more events and bookings, please see our events page: www.lincs-chamber.co.uk/events or call the team on 01522 523333.

Are you interested in doing business in Poland?

We are inviting you to join an online event delivered by SEMA4 (part of PAB Languages Centre Ltd) and aimed at assisting British businesses as they move forward in these both challenging and opportunity filled times.

Why Poland? Poland stands out as a European growth champion! With an uninterrupted pace of high growth averaging 4.2 per cent per annum between 1992-2019 Poland is attractive place to conduct business. Companies selling to Poland as well as setting up their benefit from a relatively large domestic market (population of 38 million), transparent systems, energetic talented workforces and Free trade Zones.



The session will provide insights into Poland's market, including the latest market developments, the legal framework for expanding your business to Poland, and how SEMA4 partners can assist with this process.

Webinar activities include a discussion with experienced legal advisors on setting up your UK business operations and positioning your company for success in the Polish market and practical advice on how to successfully engage, communicate and build relationships with Polish business partners.

Charlotte Watson, head of PR, Marketing, Comms and Policy at Lincolnshire Chamber of Commerce, said: "We are delighted to be

partnering up with PAB Languages to bring you this interactive and informative webinar about 'doing business in Poland', if there's any time to widen your markets, it's now as it is through challenging times, we explore opportunities."

In the face of Brexit, the business landscape is changing, and with our expertise we can highlight the opportunities that are out there, while at the same time offering support on the best ways to develop them.

The Doing Business in Poland webinar will take place on November 12 at 10am. To book to take part visit www.lincs-chamber.co.uk/events