



Lincolnshire
Chamber of
Commerce
The Ultimate Business Network

Chamber MATTERS

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Firms
show
signs of
bouncing
back



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Lincolnshire Chamber launches its new consultancy service

AIMING TO DEVELOP AND GROW EXPORT SALES FOR COUNTY BUSINESSES

LINCOLNSHIRE Chamber of Commerce is delighted to announce the launch of its specialist international trade consultancy service, designed to support small and medium sized businesses in Lincolnshire develop and grow their overseas markets.

Coinciding directly with International Trade Week and the newly published 'Made in the UK, Sold to the World'

export strategy, the launch of the new service will support Lincolnshire businesses to overcome specific challenges relating to trading overseas.

Commenting on the new service is Lincolnshire Chamber, Chief Executive Simon Beardsley: "With a global pandemic, changing trading relationships because of EU exit, supply chain issues among other short-term problems there is no doubt the economy is changing.

"However, with these challenges brings a world of opportunities and a renewed focus of better ways of doing business, particularly in the international trade and export arena."

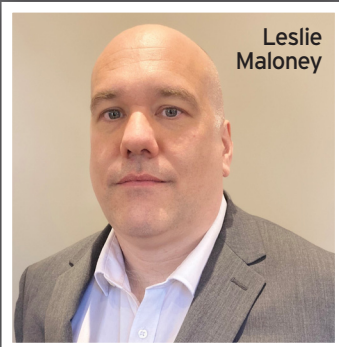
Capitalising on these opportunities for its members, the Chamber have appointed ex UKTI Vice Consul, Eve Farley, MBE, MIEEx to deliver this new service.

Having supported more than 200 exporters grow their export sales,

Eve's experience will be a valuable asset to Lincolnshire exporters, new and existing, providing expert advice on topics such as appropriate export strategies, overcoming barriers to market entry, finding foreign buyers and partners, and identifying opportunities.

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Leslie Maloney

East Midlands businesses claim £355m for innovation

EAST Midlands businesses claimed £355 million in research and development (R&D) tax credits for the 19/20 financial year, according to HMRC's latest R&D tax relief report, with the average claim being worth £64,000.

There was a total of 5,510 claims, a number that will continue to grow as 19/20 years remain open for claims until March 2022.

According to the report, the sectors where the highest number of R&D claims across the UK were made are Information and Communication (22%), Manufacturing (22%) and Professional, Scientific and Technical (19%) sectors, accounting for 20%, 25% and 24% of the total amount claimed, respectively.

Leslie Maloney, tax specialist at R&D tax specialists Access2Funding, said: "The uplift in the number of R&D tax relief claims in the East Midlands represents an increasing awareness of HMRC's tax relief scheme and increasing innovation within the region, which is wonderful to see."

"I personally believe this report shows opportunity for real growth for innovative businesses in the East Midlands, particularly in those high growth sectors and a shift towards the new economy."

"The more traditional sectors like Manufacturing and Construction have been claiming R&D for many years and we expect this to continue but for Professional, Scientific and Technical and Information and Communication to be the main drivers of growth in helping the country to recover economically. This will be reflected in 2022's report."

R&D tax credits are an HMRC incentive to encourage UK businesses to continue to grow by innovating. The incentive being a reduction in corporation tax or a cash payment.

'We know the process of export isn't easy'

FROM P1

Commenting on her appointment is Eve Farley, International Trade Coach at Lincolnshire Chamber of Commerce: "I am thrilled to be joining Lincolnshire Chamber of Commerce at such a crucial time for exporting, particularly as businesses are still navigating the effects of EU exit."

"We know the process of export isn't easy, navigating tariffs, exchange rates, insurance, customs etc. but I am looking forward to working with and guiding our members through the process, as well as bringing in experts via our International Trade Hub to support on areas such as immigration, logistics, translation, tax and HR."

Already offering international trade services, including export documentation, customs declaration and bespoke training, the consultancy service will further compliment the Chamber's current comprehensive offering.

In addition to the consultancy

and International Trade Hub, businesses will have access to an 'Export Readiness Guide', educational webinar programme, 'in-conversation with' and 'Doing Business In' discussions, as well as 'How to' round table discussions.

Simon concluded: "Our new consultancy service will offer hands-on support and advice for

businesses who currently see overseas markets as a step too far as well as providing expert advice to those already exporting and scale those strengths for growth.

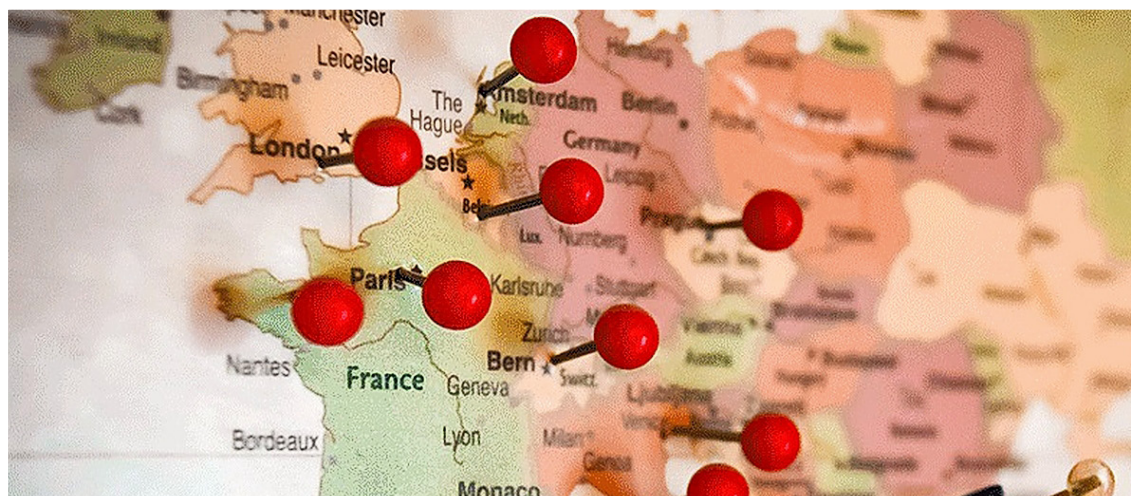
"With the appointment of Eve, I have no doubt that this new offering will be of huge benefit to our members and non-members a

like and I encourage exporters current and new to rethink their current strategy to further tap in to exporting trends that are transforming the world economy."

■ For information on how you can take your business overseas or expand into new markets visit, www.lincs-chamber.co.uk or email international@lincs-chamber.co.uk



Eve Farley



Top rankings retained despite pandemic challenges

LINCOLN-based law firm Langleys has had an impressive year in the Chambers and Partners rankings as well as receiving various commendations in the Legal 500 directory.

The Chambers and Partners rankings see the teams in Agriculture and Rural Affairs, Clinical Negligence and Family and Matrimonial retain their positions in Band 1 for the fourth consecutive year.

A number of individuals have also achieved top rankings, either maintaining or improving on their position on the Chambers list.

Francoise Vandale, head of the Agricultural team, Andrew Cragg,

head of Medical Negligence and Personal Injury, and John Conlon, a specialist in Family Law, have all remained in Band 1 for the second year in a row.

Langleys partner, Emma Lawler, in the Family Law team, has moved up to Band 1 and is recognised by her clients as 'always being there for them'. She is also commended on her knowledge and experience.

The Chambers success follows the Legal 500 rankings, which have recently been published.

The firm has acquired an impressive eight rankings overall for varying practice areas.

Family and Private Client in Agriculture and Estates were

awarded Band 1 rankings. Commercial Litigation, Personal injury and Clinical Negligence and Personal Tax teams have all earned a Band 2 ranking. Further rankings include Commercial Property, Corporate and Commercial and Insolvency.

Tim Cross, managing partner at Langleys, said: "It is a great pleasure to be recognised by both the industry and our clients for the hard work we, as a firm and as individuals, provided this year. We really do aim for a personable service no matter the size of the company or position of the individual."

"Our ambition is to improve the



Emma Lawler

lives of those in Lincolnshire to the best of our ability, through a tailored approach. Testimonials from our customers motivate us to uphold and improve on our standards each year."

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LV Shipping & Transport becomes LV Logistics

LINCOLNSHIRE Chamber of Commerce's Strategic Partner LV Shipping & Transport, the internationally operating logistics service provider headquartered in Vlaardingen, The Netherlands, is changing its brand name to LV Logistics.

The new name better reflects the company's activities. LV Logistics has 33 offices worldwide.

The fast-growing company is internationally recognised as a strong and reliable partner in the field of logistics, including large-scale on- and offshore energy projects, such as the construction of wind farms.

LV Logistics has the strong ambition to increase its revenue (currently over 200



million euros) to an even higher level in the coming years by providing a broad range of logistics services and by actively responding to new opportunities in the field of supply chain integration and energy transition.

The family business was founded in 1921 under the name J. Lensveld & Sons. Lensveld Transport is still a household name in the Dutch market. With immediate effect, all activities will

be carried out under the flag of LV Logistics.

Mark van Herk, CEO of LV Logistics said: "Our company has existed for 100 years. It is our ambition to grow further at the beginning of our second century. A consistent and clear brand name helps us achieve this. Lensveld was still often used in the Netherlands. Internationally we operated under the name LV Shipping & Transport, which only partly covered the scope of our activities and services.

"The name LV Logistics better reflects what we do and as far as I'm concerned, underlines our innovative strength and growth ambitions for the future."

Begbies Traynor: 'Firms show signs of bouncing back'

BENEFITING FROM THE EASING OF RESTRICTIONS

THE number of financially struggling businesses in Lincolnshire region and across the UK economy fell sharply in the third quarter of this year compared to Q2 as a result of the relaxation of Covid regulations this summer, according to the latest Red Flag Alert data, published by leading independent business rescue and recovery specialist Begbies Traynor.

The figures for three months to September 2021 showed a 14 per cent decline in the number of distressed businesses in Lincolnshire compared to the previous quarter.

However, there had been only a 2 per cent year-on-year decline in the number of distressed companies, in comparison with Q3 last year before the second national lockdown was imposed in November.

The new data reveals that a total of 5,900 Lincolnshire firms were displaying symptoms of early-stage or "significant" financial distress in the three months to September, down from 6,800 businesses at the end of June this year.

Significant distress refers to companies that have financial problems such as having minor county court judgements of less than £5,000 filed against them.

The UK as a whole saw a 14 per cent drop in significant distress compared to the previous quarter,

and a 1 per cent increase year on year.

Gareth Rusling, who heads Begbies Traynor's Lincolnshire offices, said: "It's encouraging to see levels of distress falling since the previous quarter, showing that many businesses in Lincolnshire and across the country are benefiting from the easing of Covid restrictions.

"However, the multiple challenges of soaring prices and the ongoing scarcity of raw materials, combined with chronic labour and skills shortages, is weighing heavily on businesses across many sectors.

Add to this the pressures of escalating fuel costs, severe shortages of lorry drivers and the ensuing supply chain disruption, and it's clear this is very rapidly becoming a perfect storm for many businesses.

"At a time when government support measures are being withdrawn and many businesses are also having to face up to paying back loans, there are going to be some tough times ahead."

He added: "While we all hope post-pandemic economic recovery is on the cards, the worry is that too many small businesses will go under before the Government

Gareth Rusling

addresses the serious logistical issues resulting from Brexit and Covid.

"As ever, small businesses that are struggling financially should seek professional help now before their situation becomes more serious."

In Lincolnshire, industrial transportation and logistics saw a 20 per cent decline in significant distress since Q2 of this year, with 254 businesses struggling.

Food and drug retailers saw a 23 per cent decrease on the previous quarter, with distress affecting 139 businesses.

“

It's encouraging to see levels of distress falling since the previous quarter

Gareth Rusling

Despite a 12 per cent drop in the numbers of construction firms struggling with significant financial distress since the previous quarter, 975 businesses in the region were still affected.



Mission to tackle domestic abuse

EXPERT counsellors have urged everyone from medical professionals to mental health therapists and businesses - especially those offering personal services - to register for a thought-provoking conference aimed at tackling the scourge of domestic abuse.

Lincoln's Naomi Watkins Counselling Hub (NWCH CIC) has partnered with Pepperells Solicitors and Boston Women's Aid (SoLDAS) to create an unmissable online event featuring high-profile speakers and four in-depth workshops.

Supporting Domestic Abuse Awareness takes place on Saturday November 27, from 10am to 2.30pm. It will explore various forms of abuse, highlight ways of recognising these and discuss what can be done to prevent injury and save lives.

NWCH CIC chief executive Naomi Watkins-Ligudzinska said this topic has never been more important. During the first seven weeks of lockdown domestic abuse cases rose by 100 per cent. Every week women and men still die at the hands of abusive partners.

"This issue needs an urgent response. It has reached crisis proportions and domestic violence has the power to destroy whole families," said Naomi.

"Covid has made matters worse, by keeping domestic violence firmly hidden behind closed doors. We believe health professionals and businesses, particularly hair and beauty salons, massage centres and nail technicians, where customers tend to chat freely - will find this event helpful."

Domestic abuse advocates and international keynote speakers, brothers Luke and Ryan Hart's father devastatingly shot dead their mother and sister in Spalding. Luke is the conference's headline speaker.

Abuse survivor, and now successful businesswoman, Dani Wallace is living proof there is hope for better times in the wake of abuse. Lori Busch from the charity ManKind will share how men are the forgotten victims of domestic abuse.

COST: £50 - discounted available for low-income delegates.

TICKETS: www.nwchcounsellinghub.co.uk under Events.

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Ongo appoints new environmental and sustainability lead

AIM TO BE NET ZERO BY 2050

ONGO HAS appointed a new 'sustainability and carbon reduction manager' to coordinate and deliver their aim of being a net zero organisation by 2050.

The new role was introduced after the organisation recognised that the best way to move the remit forward was to have a dedicated staffing resource to champion, challenge and coordinate all activity.

Barrie Billingham recently took up the role to improve the environmental performance at Ongo, working with colleagues, contractors, tenants and members

of the community.

When asked about joining Ongo he said: "I'm delighted to have been appointed and cannot wait to get involved in some really exciting projects."

"I have been involved in sustainability since 1996 and am looking forward to the challenge of moving Ongo to its net zero aim."

"We have to help our contractors who build and repair our properties, we have to help our residents save money by cutting carbon and we need to make sure our homes are as energy efficient as they can be."

"Another thing to consider is reducing our waste and the way we dispose of it, our energy and fuel usage and the best environmental outcome for everything we do."

"We want to make use of the new technology and innovation across the construction sector to make new

developments more efficient and more comfortable to live and work in too."

Ongo has plans to learn from leaders in the industry, implementing new ways of working that are proven to make a difference.

They are also launching activities

for their tenants to get involved in, including tree planting, litter picking and recycling awareness.

■ To find out more about Ongo and their environmental commitments, follow them on social media or head to their website: www.ongo.co.uk

Barrie Billingham



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New Ownership boosts Larkfleet Growth Plans

LARKFLEET Group's ambitious growth plans have taken a step forward with the announcement that current owners Karl and Helen Hick have sold the home building activities of the company to the funds managed by global investment management firm, PIMCO.

John Anderson, the current Chief Executive Officer of Larkfleet Group, and Alastair Gordon Stewart, current Chief Financial Officer, will stay on to lead the company under the new ownership.

PIMCO's decision to purchase the company reflects the heritage of the brand that Karl and Helen have built over twenty years, creating the platform for significant further growth, and the strength and experience of the senior management team.

The sale covers all the house building activities of Larkfleet Group and the new company will continue to trade under the brand names Larkfleet Homes and Allison Homes.

PIMCO will back the existing



management team with significant investment to help deliver the business's ambitious strategy to deliver over 2,000 homes a year within the next five years, maintaining a focus on the delivery of high-quality developments using innovative technology and construction methods.

John Anderson has wide ranging experience covering all aspects of general management in house building

and the residential development sector, land acquisition, mixed use property development, and corporate turnaround and recovery, throughout the UK.

Karl and Helen Hick will retain all the non-home building interests of the Larkfleet Group and will continue their work supporting community and charitable projects, particularly the recently formed Karl and Helen Hick Charitable Trust.

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Duncan & Toplis begins search for future leaders

ACCOUNTANCY and business services provider Duncan & Toplis has opened applications for its new 2022 graduate training scheme.

'The Duncan & Toplis Career Pathway' sets new recruits on track to progress from a traineeship through to management roles, with a focus on personal development, leadership training and technical skills.

Each year, the company, which employs more than 400 people across the East Midlands, runs a highly competitive training scheme for talented young people.

This year, the scheme has been improved with the addition of a well regarded CIMA Professional Qualification.

Applicants can choose to become trainee chartered accountants, working towards an ACA accountancy qualification with the Institute of Chartered Accountants of England

& Wales (ICAEW), or they can become trainee chartered management accountants, working toward a CIMA Professional Qualification. Trainees on both pathways will also complete an ILM Management Development course.

The training scheme has been transformed to enable new recruits to learn and work flexibly and remotely, in line with the company's new flexible working policy.

This means successful candidates can split their time between locations that suit them; whether it's their own home or one of the company's 11 offices in Lincolnshire, Nottinghamshire and Leicestershire.

They will also be able to partly work outside of normal office hours if they choose to.

Successful candidates for the training scheme will gain experience and expert insight across each of the company's services as well as early opportunities to meet with clients and

really see how their business works.

This helps trainees gain the professional experience they need to both succeed in their qualification and become a thriving accountant and business adviser.

This training scheme has an excellent track record of leading new recruits toward senior roles, with eight Duncan & Toplis directors having started their careers as trainees within the company.

To apply for the Duncan & Toplis Career Pathway, candidates need to submit their CV before being invited for an interview and assessment process.

Duncan & Toplis will be hosting virtual and in-person recruitment fairs for students across the region where potential applicants can learn more about work at the company and what a career with the company can offer.

■ For more information on these events, visit www.duncantoplis.co.uk/events



Sills & Betteridge firm appoint new lawyer

WE are delighted to announce the appointment of highly respected private client lawyer David Wood, who has joined the firm as a partner.

David's practice includes advising business owners and high net worth individuals in relation to inheritance tax, capital gains tax, wills, trusts, succession and business planning, with particular niche expertise in advising farmers, and landed estates.

The hire supports the firm's ambition for further growth across the region, and underlines its ethos to provide a first class, cross - discipline service to its commercial and high net worth private and farming clients.

David says "I am delighted to have joined Sills & Betteridge, having seen the firm's successful growth and strategic delivery for many years now.

"There is already an incredibly strong offering here at Sills & Betteridge to agriculture, landed estates, rural enterprises and businesses across the region.

"I look forward to supporting further growth across the firm with my specialist expertise and transferring my knowledge to some of the hugely talented young lawyers in the firm."

David has been consistently recognised for both his tax and private client work and his Landed Estates and Agriculture work in the Legal 500, Chambers and Chambers High Net Worth publications.

He was the Under Sheriff for Lincolnshire for 3 years from 2016 to 2019.

David has a nationwide client base and will work primarily in Lincolnshire.

He will also assist with the development of the firm's offices in the neighbouring counties of Nottinghamshire and South Yorkshire.

Resilient Co-op maintains performance

LINCOLNSHIRE Co-op has recorded a positive trading year, with its varied mix of businesses helping it stay resilient during the ongoing challenges.

The society has also collaborated locally on major initiatives, including the Covid-19 vaccination programme and the creation of Lincolnshire's first food redistribution hub.

Overall sales rose 5.8 per cent to £355m in the 2020/21 financial year (ending September 4th 2021) with food sales continuing to grow, going up by 4.8 per cent.

Food stores feature the Love Local range, sourced from 45 producers from the area, and sales were worth £3.3m.

In pharmacies, the expert teams dispensed 5.7m prescriptions and provided a host of other NHS services, including issuing lateral flow test kits.

Two Covid-19 vaccination centres were set up in Newland

IT'S BEEN A POSITIVE YEAR

Pharmacy in Lincoln and Parkside Pharmacy in Boston with 11,361 vaccines administered by the team.

The society's travel branches bore the brunt of the pandemic's effect, but customer numbers are increasing with many travellers wanting the expertise and security of booking with a travel agent.

To keep investment in the area and boost the economy, Lincolnshire Co-op works with local contractors and suppliers on capital projects.

This year, these have included new food stores, as well as property developments such as the Lincoln Science and Innovation Park and the city's Cornhill Quarter.

£10m was spent with local businesses on capital projects this year.

Two lockdowns and regularly changing restrictions meant

Lincolnshire Co-op's 2,870 colleagues faced new challenges. In April, each was given a Colleague of the Year award and £50 to treat themselves. £1.9m dividend has been paid out to Lincolnshire Co-op members this year.

Members attending the Society's meetings in November and December will be asked to approve a bonus of 85p per £1 collected during the year, a further £1.6m.

This year, the society appointed its first Chair, David Cowell. It is also currently running a Board of Directors election, which includes online voting for the first time.

The Society's Community Champions fundraising scheme raised £648,684 for 586 local charities and community groups, including for defibrillators and first responder charities.

Staff at the Keelby Store



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New work programme with new partnership

BOSTON Borough Council has outlined its ambitious new plans and areas of focus, aimed at increasing outcomes for residents and businesses across the Borough.

In a report due to be discussed by the Council, councillors are to consider a programme of work both for the newly formed South & East Lincolnshire Councils Partnership (S&ELCP), and for Boston Borough specifically, that centres on economic growth, regeneration, housing and health and wellbeing.

Plans for Boston include delivery of the projects through the Towns Fund programme, working with partners on the expansion of Boston Port, the continued delivery of the Empowering Healthy Communities programme, and the rollout of government's Green Homes funding.

Residents will also benefit from improvements to the Council's digital channels, making accessing Council services easier and more efficient, and investment in changing places and public conveniences.

The Partnership-wide plans include developing the case for Devolution for the sub-region, working with Central Government as part of its Levelling Up agenda (which includes funding for education, skills and housing), a co-ordinated approach to the Government's Environmental Bill, and a focus on health and leisure. Plans also include a joint approach to Internal Drainage Boards.

The report also reaffirms the Partnership's business case that £42m of savings could be made over the ten years if all opportunities to share council services are embraced. The Councils have already realised £4.5m of that saving through a shared Corporate Management Team, which has been in place since the beginning of October.

Councillor Paul Skinner, Leader of Boston Borough Council, said: "Our Partnership with East Lindsey and South Holland provides us with the opportunity to deliver real, transformational change for our patch and undertaking this forward-thinking work programme will be our first step towards doing just that."

Visual Print and Design continues growing by adding members to team

AWARD-WINNING print and design company, Visual Print and Design, has welcomed three new members to the team and promoted a fourth internally as demand for its print and design services grow.

At the start of September, Graham Grant joined the team as Creative Graphic Designer, and with the help of the Government's Kickstart scheme, Kye Sparks has come on board as Operations Assistant.

In October, Cassandra Taylor joined as Finance Assistant and to help implement the company's ambitious growth plans, Rachael Hunt has been promoted to Head of Marketing and Business Development after two years as the company's Marketing Manager.

Recently recognised as a "Rising Star" within the print industry, Rachael has been integral for growing Visual Print and Design's customer base within the public sector and expanding their services beyond the East Midlands over the past two years.

Rachael said: "It was an absolute honour to be offered this role. What



From left, Cassandra Taylor, Graham Grant, Rachael Hunt, Kye Sparks

I'm enjoying in my new role is being able to support various new customers by improving the results of their print marketing, as well as making it more sustainable."

Graham, who has more than 20 years of experience producing designs for national and local brands, has recently moved to Lincolnshire.

He brings to the team his ability

to develop strategic and creative concepts that work across both print and digital mediums.

"It's great to be part of a team that allows me to be truly creative and work with such a variety of clients. In just my first few weeks, I've been designing publications, developing brands for start-ups and producing digital assets for events."

Thanks to the Government's

Kickstart scheme, Kye has joined Visual Print and Design as Operations Assistant.

He is getting hands-on experience working in production and increasing output for quick turnaround digital print, large format and promotional merchandise orders.

Kye said: "The kickstart scheme has allowed me to literally kick start my career and it's great I have been allowed to do so at Visual Print and Design."

And finally, Cassandra has joined the team as their Finance Assistant on a part-time basis to assist with bookkeeping and payroll and ensure accounts are kept up-to-date.

Cassandra said: "I'm looking forward to working with the Visual Print and Design team and being able to speak to a diverse range of clients regularly."

Visual Print and Design has now grown to a team of nine (and two office dogs!) and helps organisations across the UK make the right first impression through a wide selection of bespoke print services and creative design.

Lincolnshire's Women in Agriculture event back with a bang

OVER 115 women from Lincolnshire's Agriculture community attended this year's annual Women in Agriculture (WIA) event which was held at the Lincolnshire Showground on 12 October.

Nicola Hunt, Agriculture specialist and partner at Forrester Boyd said, "When we launched the WIA group back in 2019, we never expected the success that we had with over 100 women attending the inaugural event. We were thrilled to be able to host the annual event again this year and overwhelmed to see over 115 women in attendance.

"This event is an opportunity to not only showcase some of the many talented women working in this sector but to also allow those attending to share their experiences, establish relationships and listen to some really inspiring speakers."

Keynote speaker at this year's lunch was adventurer Holly Budge, the founder of anti-poaching charity 'How Many Elephants'. Helen Clarke, who following the sudden death of her father in 2010, took over the management and the sale of her family's 3,500 acre arable farm and Emily Norton, Head of Rural Research as Savills, were other topical speakers on the day.



From left, Amy Cowdell, Shakespeare Martineau, Romina Llorente, Savills, Lucie Muddiman, Savills, Rachel Green, Celebrity chef/farmer (compare), Nicola Hunt, Forrester Boyd, Sarah Duxbury, Lincolnshire Agricultural Society

The event was jointly sponsored and organised by chartered accountancy firm Forrester Boyd, real estate advisers Savills, law firm Shakespeare Martineau and the Lincolnshire Agricultural Society.

Forrester Boyd has a team of advisers who not only specialise in serving the agriculture sector, but many have very close family connections in the sector.

Nicola said, "There has never been a more challenging time for farmers and land owners. Covid-19 and its wider impacts, the EU exit and climate change all add obstacles to a sector which is having to continually adapt and evolve.

"We are therefore working closely with all our clients to ensure that they are fit for the future of farming today."

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ADVANCED engineering, manufacturing and logistics businesses in Greater Lincolnshire, with a particular focus on Boston, Grimsby and Scunthorpe can benefit from a package of business support and funding worth more than £300,000, thanks to a University of Lincoln growth accelerator programme funded by the ERDF.

The programme, which is part of a wider Productivity Programme aimed at SMEs across Greater Lincolnshire, will run until June 2023 and has two options: 12 hours free business support for any SME including start-ups; and an Accelerator programme.

Participants in the Accelerator programme, which is run online over eight weeks and takes three hours a week, receive support and advice from some of the county's best known business leaders and experts who will deliver workshops on everything from strategy to business planning and marketing.

At the end of the programme the businesses have the opportunity to pitch for funding of up to £10,000 to help them implement and fulfil their growth plans.

£10K grants available to businesses in Lincolnshire

FIRMS CAN BENEFIT FROM SUPPORT AND FUNDING

The scheme is unique, with no other business support programme providing this type of grant funding.

The Productivity HUBs Accelerator programme is aimed primarily at logistics, transport, advanced engi-

neering and manufacturing firms, with priority given to businesses in Boston, Grimsby and Scunthorpe.

With a couple of places left on its January 2022 programme, which starts on Wednesday 5, the University is keen to hear from suitable

businesses interested in taking part.

■ **For more information or apply, visit, www.productivityhubs.co.uk, call Gary Mumby on 07989868968 or email gmumby@lincoln.ac.uk.**

Lincolnshire companies interested but unable to attend the

January programme can apply for future Accelerator programmes, with three more being run in 2022.

Or, any SME or start-up business based in Lincolnshire can apply for 12 hours free business support.

Businesses can receive support and advice from some of the county's best-known business leaders and experts who will deliver workshops on everything from strategy to business planning and marketing



AA PRESIDENT SAYS ALL MOTORISTS CAN MAKE A DIFFERENCE DAILY TO THEIR ENVIRONMENTAL FOOTPRINT

Now is the time to re-evaluate our driving habits

DURING November, the focus of the world was on Glasgow when world leaders convened to discuss the climate crisis.

Edmund King, AA president, said that all drivers can make a difference daily to their driving environmental footprint and save money.

Whilst accepting that the biggest change to driving will be driven by the 2030 ban on the sale of new petrol and diesel cars and vans, the AA believes there is much drivers of petrol and diesel cars can do in the interim.

For example:

■ **Speed:** Sticking to constant lower speeds is not only safer but makes your fuel go further.

Drive at 70mph and you'll use up to 10 per cent more than at 60mph and up to 15 per cent more than at 50mph.

Taking it up to 80mph is illegal and can use up to 25 per cent more fuel than at 70mph.

■ **Driving style:** Further gains can easily be made by modifying driving style.

Drive smoothly, accelerate gently, and read the road ahead to avoid braking unnecessarily.

■ **Tyres:** Regular checking of tyre pressures helps your wheels roll more efficiently.

■ **Service:** Regular servicing of your car means it is more efficient.

■ **Share:** Think if you can share a commute or work trip with colleagues or use sites such as Liftshare.com.

■ **Work:** The more you can work from home the less your car would be used for commuting.

■ **Trip chain:** Can you combine car trips, for example, picking up shopping on your way back from the office? Walk or cycle: It is often easier to walk or cycle short

journeys as you don't have the parking hassle.

■ **Load:** Take off the unused roof rack or heavy goods in the boot.

■ **Park:** Backing into parking spaces means you lose less fuel when you pull off cold.

Following this guidance can lead to fuel savings of approximately 20 per cent, which not only reduces the environmental effects of driving but will save you money.

For a family that refuels their two cars twice a month, and with petrol now above 140p a litre, cutting fuel consumption by 20

per cent saves £61.60 a month or £739.20 a year.

Edmund King says: "The AA has helped drivers for more than 100 years, and we offer the same help now to EV drivers and we are working with various providers on the EV infrastructure, making sure charging points are working."

"All AA Patrols are trained to deal with EVs and have our latest technology."

"We're now seeing less than 4 per cent of EV breakdowns are because of lack of charge, but if they do, they can now be towed to a rapid charging point."

ChamberMATTERS



A straightforward solution in a world that's anything but

IF the last couple of years has taught us anything, it's that businesses need to expect the unexpected.

A period of massive political and economic change has meant trading has been extremely difficult, in particular for small and medium-sized firms, who will have seen their cash flow significantly hit.

Some certainty in uncertain times

Recent times have been anything but straightforward for businesses and many are looking for ways to take control of their finances.

The good news is that getting a smart meter for your business is a small change that could make a big difference.

A smart meter allows businesses to wave goodbye to estimated billing by securely and automatically sending meter readings to your

energy supplier. That means that you receive accurate bills, rather than estimated bills, allowing you the certainty of paying for exactly what you are using.

Plus you can also wave goodbye to time spent submitting regular

meter readings, allowing you to focus on bigger things.

Doing your bit for the environment

As Glasgow hosts COP26 this year it's a good reminder of everyone's

In support of



smart meters

Join the energy revolution

responsibility to become more conscious of their environmental impact. Regardless of whether your business has three employees, or three thousand, we all should be aware of how much energy we're using, and a smart meter is a step in the right direction.

From the moment your smart meter is installed, you're helping create a smart energy system which could ultimately help reduce all our carbon emissions.

A smart meter is a positive step in taking control of business outgoings and if your firm has ten employees or less your business could be eligible.

To find out more, visit
www.lincs-chamber.co.uk/news

You can also contact your energy supplier or broker. It could be one of the best calls you make this week.

Upcoming events ...

Meet Up: South Holland

1st December 2021
12:00pm - 1:30pm
The Woodlands Hotel, Spalding

Meet Up: South Holland

2nd December 2021
12:00pm - 1:30pm
Church Keys, Boston

ChamberConnect: Lincolnshire Network

15th December 2021
12:00pm - 1:00pm
Zoom

ChamberConnect: How Data Science and Data Analytics can Drive Business Outcomes

20th January 2022
10:00am - 11:00am
Zoom

ChamberConnect: Social Media Basics Workshop

24th & 25th January 2022
1:30pm - 3:30pm
Zoom

Greater Lincolnshire Construction and Property Awards 2022

3rd February 2022
7:00pm - 12:00am
DoubleTree by Hilton, Lincoln

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

New members

- AAG IT Services Ltd
www.aag-it.com
- Birdbrook Rosettes Ltd
www.rosettes.com
- GB Medical Training
www.gbmedicaltraining.co.uk
- Imp Healthcare
www.imphealthcare.co.uk
- Lincolnshire Football Association
www.lincolnshirefa.com
- Lincolnshire Housing Partnership
www.lincolnshirehp.com
- Nelipak
www.nelipak.com
- Original Factory Shop Holbeach
www.tofs.com
- Ruddy Raven Marketing
www.ruddyraven.com
- Sanntangle
www.facebook.com/SandraRushtonArtist
- The Armour Group
www.thearmourgroup.uk
- Truth Happy