



12.12.08

Well Christmas is nearly here, and this is the last Coastal Business Parks news for 2008. The year has flown past, and despite the growing gloom we have seen some significant positive and exciting developments. There have been opportunities to supply London 2012, even more support & advice for your business from Business Link, and chances to pass on your skills and expertise at various Enterprise days with young people, to name but a few. Along with the exciting regeneration programmes in both Bognor Regis & Littlehampton, there is plenty of reason to be optimistic for the future. Thanks for your help and support in 2008 ensuring that the business parks project continues, and have a very happy Christmas.

Business Link Clinics

ARUN DISTRICT COUNCIL

Arun is OPEN FOR BUSINESS...

Improve your business at our FREE Arun Business Clinics

Do you run your business or does your business run you?

There are places still available for January 13th 2009 Read More...

CALL BUSINESS LINK NOW ON 0845 6009006 and quote "Arun Business Clinics"

Next Dates: Jan 13th 2009, Feb 3rd 2009.

Venue: Chichester College IT Centre, Littlehampton, [BN17 5AG](#).

Click on postcode for map & directions

Cost: FREE

Arun Business Clinics are open to any business, limited or sole trader that has been in operation for more than two years

Business Link is a national business advisory service funded via the South East England Development Agency (SEEDA). We look forward to helping you help your business.

In the daily challenge of running a business, it's often difficult to take a step back and look at the bigger picture. Just when you should be keeping your eye on the future, the day-to-day challenges take your time and attention away from your vision and plans.

It's so easy to get caught up working in your business, not on your business.

Arun District Council and Business Link have put together a series of Arun Business Clinics. These are designed to offer you a time and a place away from your business to talk over your business concerns, with an independent expert.

These FREE clinics have been designed to provide local enterprises with a face-to-face review with an experienced Business Link adviser. During the session the adviser will share information and ideas to develop an action plan that will help you progress towards your business goals. You can discuss finance, sales & marketing, staffing, operations or regulatory requirements - whatever is causing concern at the moment. And if you need specialist help or support, the business adviser can help you find that too.

The clinics are being held at Chichester College IT Centre, Littlehampton once a month. Each session will last an hour so that your time away from your business will be kept to a minimum. Four slots are available during that day.

PLEASE NOTE: This email was sent to you as an Arun business. Our monthly newsletter is designed to keep you in the know about events and offers for local businesses. We won't bombard you with emails and you can opt out at any time.

If you no longer wish to be kept up to date then unsubscribe by clicking the link at the foot of the page. Your address will be taken off our list permanently.

Arun is OPEN FOR BUSINESS

www.arun.gov.uk/business

[Click this link to unsubscribe.](#)

Suited and Booted at Littlehampton College Tuesday 20th November 2008

As part of National Enterprise Week and a whole-school Enterprise Day held on Tuesday 20th November, 150 Littlehampton College students took part in a 'Suited and Booted' conference.

The aim of the conference was to offer an enterprising insight in to the world of work and to equip the students with the important interpersonal skills they all need in the real world after College, whether they set up their own business, work for someone else or go on to University. Read More...

The project started three years ago with the support of funding from SEEDA and help from Gareth Sear from the Arun Enterprise Gateway. Now it has become an integral part of the College calendar and has been incorporated in to the sequence of three Roddick Conferences that the College deliver each year for their students.

After a business style breakfast welcome, Karen Wilson, 'Face 2 Face with Finance' Regional Coach for NatWest Bank started the day by talking about the importance of managing their debts and keeping control of their finances. The students were then split in to workshop groups to learn how to make a good first impression, to look confident and to network successfully, even in a room full of strangers. The workshops, kindly run by volunteers from local businesses, were interactive and challenging. We would like to say a big thank you to the organisations who gave us their time and expertise: Jane Vrettos from Milentos, Miriam Nicholls from Arun District Council, Deborah Naylor from JD Training and Development Ltd, Annette Denby from Reg and Ruby, Ben Bonetti from Empower Your Life, Gareth Sear from Enterprise Gateway, Chris Shephard from Arun District Council and Steve Parmar-Greaves from Parmar Staffing.

All the techniques for success that the students learned in the workshops were put to good use in the Speed Networking Session that followed. Miriam Nicholls from the Arun Business Partnership hosted the session, with more guests from local businesses joining us. Miriam runs the local network meetings for businesses in the partnership in exactly the same style with large numbers of people meeting as many people as possible in order to develop further contact. The students quickly got used to the quick-fire rounds and found out as much as they could from their business guests and their student colleagues. Some had real 'light bulb' moments where a contact made could have far-reaching potential. For example, one student, hoping to set up his own web development company, took the card of Gareth Sear in order to get some new business start-up advice. Another student with ambitions to develop a business importing goods from the Far East took the card of Deborah Naylor from JD Training and Development as Deborah had for years run her own enterprise importing watches. The atmosphere was superb and students and guests had great fun introducing each other to the whole group and taking part in the business card 'raffle' to win a bottle of something bubbly. Rob and Ben from the Sussex Academy of Music closed the day for us with a short presentation about their exciting new business.

Huge thanks to Miriam and to our guests who came to support the Speed Networking Session: Joe Sacco from Automotive Funding Solutions Ltd, Graham Vaughan from Enterprise Actions Ltd, Keith Preston from Option Hygiene South Ltd, Grant Skinner from European Office Products Plc, Torquil Morgan from F A Holland Funeral Directors, Tim Franklin from Molica Franklin Estate Agents, Rebecca Woodley from Alpha Financial Services (UK) Ltd, Steve Cusack and Mike Pisko from CAM Ltd, Andy Prince from APM Sales, Jools Chaffer from Dizzy Retail Community Interest Company, Geoff Raynsford from 5 Rings Telecom, Glenys Laws from Collective Legal Solutions, Pamela Barton from Arun Office Services Ltd, Kate Lester from RS Couriers and Diamond Logistics, David Willis from Power Coach Accelerated Vibration

Training, Paul Lane from ABC First Aid Training, Sue Diamond-Levy from Diamond Cut and Rob Biss and Ben Stringer from Sussex Academy of Music.

Some quotes from the students:

- Really interesting to hear real experiences and getting advice, speaking to the people behind the business.
- It was fabulous, we learnt lots, thanks.
- Today was helpful because I learnt more about how business works.
- Today was very helpful in boosting my confidence with new people and confirming my ideas for the future.
- Enjoyed the networking more than I expected.
- Really enjoyed it today, learnt lots about business and am more interested in a career in business now.
- Learnt how to start conversation with new people, got to meet new people and what it's like in the 'business world'.

Some quotes from the businesses:

- We met over twenty students during the session, all varying widely in their interests, aspirations and goals; but without exception, every one was entering in to the spirit of the event which helped make it the success it undoubtedly was. You and they should be proud.
- Many thanks for the invite to Suited and Booted this year. I always find it refreshing and inspiring working with the young people at Littlehampton Community School.
- Just to say thanks for a really fun morning. We thought it went really well, and the kids were brilliant. Good to see some interesting and different businesses there too.
- Thanks for the invite; I really got a lot out of it.

Suited and Booted was organised by Sara Hopkins, Community Liaison Manager, Littlehampton Community School and Jacqui Scerri, Education Business Partnership Co-ordinator, West Sussex Education Business Partnership.

Arun Enterprise Challenge

Local schools progress to next round of Arun Enterprise Challenge

Young entrepreneurs from across Arun survived the dragon's den and progressed to the next round of a business-based competition last Friday (5 December).

Around 85 secondary school students from across the district took part in the exciting second round of the Arun Enterprise Challenge and impressed local business leaders with their branding skills. Read more...

Four schools – Littlehampton Community School, The Angmering School, Bognor Community College and Felpham Community College – took between two and four teams of students to the Flying Fortress in Ford to compete in the latest challenge.

The teams were asked to come up with a new name, logo and slogan for a brand of trainers with the help of local business experts, and then present their business case to the judges.

A winning team from each school was then chosen and the students were rewarded with a place in the next round of the competition, to be held in spring 2009.

Winning ideas included comfortable footwear for elderly people, including microwaveable insoles, and trainers for young people that include blue tooth technology in the heels.

Chris Shephard, Business Parks Coordinator for the Council, helped to organise the event. He said: "It was a fantastic day and we were all incredibly impressed by the students' business-like attitude and focus, as well as their creativity.

"It was hard to pick winners as they were all so good, but we're now looking forward to the next round as the competition really hots up. The Enterprise Challenge is turning out to be a real success story and shows how local businesses and schools can work together to help local young people gain skills and confidence."

Councillor Norman Dingemans, Arun's Cabinet Member for Economic and Cultural Development, said: "The Arun Enterprise Challenge is a great opportunity for young people aspiring to be the next 'Apprentice' or Dragon's Den contestant to show off their skills.

"The enthusiasm and attitude of many of these students really shines through in this type of event, and we will continue working closely with them to help nurture their skills and encourage their entrepreneurial instincts.

"We have a lot of successful local business people that are only too happy to pass on their experience, helping these young people learn and develop. I am sure it will be an invaluable experience for all involved."

Based on a successful pilot by Littlehampton Community School, the Arun Enterprise Challenge has been developed by the Arun Business Partnership, Barclays Bank plc, Bognor Regis Community College and the Education Business Partnership.

Open to all young people aged 14-17 years old (or in Years 10, 11 and 12 of secondary education), the competition aims to find the most enterprising school team and individual student in Arun.

Each round sees the remaining contestants face realistic business challenges, with winners chosen at the end of four different stages judged by local business people.

The winners of this latest second round of the competition will go on to face even more challenging tasks in spring and summer next year, testing contestants' all round business ability including numeric, planning and creative skills.

The final winners will receive their award at the prestigious Arun Business Awards 2009.

Business Essentials Newsletter - Business Link

This is a very useful newsletter, which I subscribe to from Business Link. This month's edition had some excellent tips and advice to help get your business through the downturn, and might be worth subscribing to in the future if you haven't already.

This page will give you the chance to subscribe to the latest edition.

<http://www.businesslink.gov.uk/bdotg/action/layer?topicId=5000711326&r.li=5000845749&r.l1=5000710222&r.lc=en&site=210>

Social Enterprise Innovation Award 2008-2009

The West Sussex Social Enterprise Steering Group, with support from West Sussex County Council, is running an award to promote and support innovative ideas amongst potential, emerging and established social enterprises and entrepreneurs in West Sussex.

Submitted ideas will have to demonstrate they can be developed into a business that benefits the community and/or the environment. Participants can submit several application forms containing different ideas. There is an award of £5,000 for the winner along with a runners-up prize of £2,000. Download a copy of the guidelines and an application form here. For more information phone 01243 777 606 or e-mail esg@westsussex.gov.uk

Completed forms to be received by the organisers by 30th January 2009

<http://www.wssen.org.uk/>

APPLICATION FORM AND GUIDELINES

TV Dragon Roars Support For Energy Efficiency Scheme

News - 14/11/2008

One of the stars of hit television series Dragons' Den has urged businesses to take advantage of an interest-free loan to cut both their costs and carbon footprint.

Serial entrepreneur Theo Paphitis is currently featuring in a radio advertising campaign designed to raise awareness of the Carbon Trust's £31 million Energy Efficiency Loans scheme, which can be used to help firms upgrade their equipment and premises with more environmentally friendly technologies. [Read More...](#)

The loans of up to £200,000 (£400,000 in Northern Ireland) are interest-free, unsecured, and repayable over a four-year period. They can be used to purchase a range of energy efficient equipment and technologies, including large lighting installations, building insulation, and heat recovery systems.

Mr Paphitis said:

"I know a great business opportunity when I see one and think only a fool would say 'I'm out' to the Carbon Trust's offer of an interest free loan to reduce your business's carbon footprint.

"The current economic climate means making your business more energy efficient is vital for improving your bottom line as well as making your company as environmentally sustainable as possible."

Hugh Jones, solutions director at the Carbon Trust, claimed the loans would help reduce operational costs and improve competitiveness.

He said:

"We know that SMEs want to play their part in tackling climate change and reduce their energy costs at the same time, but the current economic climate is making it harder for small businesses to find sources of funding.

"Our loans will finance the ambitious projects we know SMEs want to invest in and significantly reduce both their carbon emissions and their energy bills."

The new advertising campaign comes hot on the heels of the Trust's announcement of a £10 million increase in the total amount on offer through the scheme during the upcoming financial year. The government-backed body claims that the £21 million made available in 2007/08 helped reduce yearly carbon emissions by over 60,000 tonnes and resulted in cost savings of nearly £9 million a year for the business involved.

For more information about the Energy Efficiency Loans scheme, visit [the Carbon Trust website \(opens a new window\)](#)

Source: Carbon Trust, 11/11/2008

<http://www.carbontrust.co.uk/energy/takingaction/loans.htm>

Small businesses suffering average of £13,500 a year from crime

Crime costs each small business an £13,500 a year, a new survey, commissioned by the federation of Small Business, has found. Read More...

The report 'putting the economy back on track: Crimes against businesses, found that 64% of businesses had been the victims of crime in the past year. It says that this represents 20% of all recorded UK crime.

The types of crime most frequently reported by FSB members were vandalism (26.6%), burglary (24.7%), vehicle damage (22.1%) and vehicle theft (15.2%). The report said that just 45% of firms that had been the victim of a crime reported the incident to police, with only vandalism and burglary consistently being reported.

Source: Crime Reduction News Monday 1st December 2008.

Train To Gain – Leadership & Management Programme

YOU HAVE INVESTED IN YOUR BUSINESS - WE WOULD LIKE TO INVEST £1000 IN YOU

Through our Leadership & Management programme, owner managers and company directors have a great opportunity to apply for funding to help develop business leadership skills.

This offer is available to companies in the South East with 5-250 staff. Read More...

Independent and impartial advice – at no cost or obligation

A qualified and experienced Leadership & Management specialist adviser will help you identify your own personal training and development requirements; and offer a choice of flexible, tailored learning solutions to suit your individual and business needs. As part of the application process, you will be provided with a complimentary, tailored Personal Development Plan.

Up to £1000 to help develop your business leadership skills

Your learning programme can be funded up to a maximum contribution of £1000.

- The first £500 is available to managing directors, owner managers, and company directors and does not need to be matched.
- A further grant of up to £500, which must be matched funded, is available to any senior manager or the management team.

This money can be put towards one or a combination of training solutions to benefit you and your business. For example:

- Higher Education qualifications (must be matched in entirety)
- Solutions provided by training providers
- Workshops
- Online training
- Training programmes
- Bespoke/tailored training options
- Peer learning
- Business mentoring/coaching, where the mentor/coach has the appropriate accreditation or membership of a professional association.

All training must have started and the grant claimed within 90 days of the grant being approved. All grants are exclusive of VAT.

Previous beneficiaries of Business Leader funding are not eligible to apply.

Call Train to Gain on 0845 751 2288 or e-mail info@traintogainse.co.uk to arrange an appointment.

Skills South East

Your independent and impartial Train to Gain Skills Brokerage

Registered Address: Greenacre Court, Station Road, Burgess Hill, West Sussex, RH15 9DS | Company No: 056 817 55

Customer Service: 0845 751 2288 info@traintogainse.co.uk

RS Couriers Delivers Festive Cheer

To mark the 20th anniversary of the National Courier Association (NCA), local NCA member RS Couriers in Bognor, delivered 20 presents to The Sussex Snow Drop Trust in Chichester.

The sackful of presents donated by RS Couriers included presents for girls and boys suitable for babies, through to nineteen year olds reflective of the wide breadth of children looked after by the hospice. [Read More...](#)

According to Kate Lester, Managing Director of RS Couriers, "The NCA is an established nationwide network of around 80 independent 'same day' courier companies, enabling us to collect items from any major town across the UK within just 45 minutes.

“To mark our anniversary, we have delivered 1,600 Christmas presents to sick children across the UK. The NCA is proud to have made over one million deliveries throughout the year on behalf of our clients – and delivering these presents to local hospices has been particularly satisfying.

“We hope that the NCA has delivered some Christmas cheer. Our thoughts are with these children and their families during this difficult time.”

For further information about the National Courier Association, visit www.thenca.co.uk. For further information on RS Couriers, contact 01243 829222 or visit www.rscouriers.co.uk

Source: 12th December National Courier Association

Picture

Health Is Your Business

2009 is knocking on our doors. It's time for new beginnings and fresh resolutions.

What better way to welcome the New Year than by looking after your number one resource.....your employees!

We all wish that the beginning of a New Year brings good things, happiness and good health yet the current economic climate means that we may be expecting more from our employees.

If you would like to give something back to your employees and make them feel valued and cared for ...contact Karen Davies Community Health Improvement Nurse who is running the Health is your Business Project. Read More...

To date Karen has delivered more than 863 individual health checks in a variety of workplace settings along the coastal strip.

Feedback from employers has been overwhelmingly positive. Some comments:-

“This was a positive experience for us and we would be delighted to be involved further with this type of project”

“Providing free health checks for staff has had a significant effect on morale and on how employees view the company”

“This project allows people time to see a health professional in work time and encourages people to take responsibility for their health”

Why don't you make health your business?

To find out more contact Karen 07912298520 or email

Karen.davies@westsussex.gov.uk

Pancake Challenge

We know that you probably don't want to think beyond the Christmas festivities but the Littlehampton Charity Pancakes Olympics is too good an event to be missed!

Taking place on Saturday 21st February in Littlehampton High Street it is one of the most active and enjoyable fundraising events in the town. [Read More...](#)

We're inviting teams of up to six people, adults or children, to join in the challenges and raise funds for their chosen charity/voluntary group.

If you would like to participate, please contact Sofia Teixeira for further details and a registration form. Forms must be returned to Littlehampton Town Council before Friday 13th February.

Hope to see you there!!!

Business Profile – Tenkay Electronics

Tenkay Electronics have been on the Lancing Business Park since 2002. Our move here from Hove, re-affirmed our strength and growth over the previous 21 years in Electronic Contract Manufacturing. Now in our 26th year, Tenkay still have a very strong foothold in the supply chain for many O.E.Ms here in the south. [Read more...](#)

Offering a ***Total Supply Chain Solution*** to the manufacturing world, Tenkay are able to provide both **UK manufacturing excellence in P.C.B population, cable harnessing, looms, panel and box build, with offshore pricing structures for larger less complex cable assemblies.** “By continually being accredited to ISO9001 since 1994, and certified to ISO14001 in November of last year, I feel that I can assure everyone that best practices for manufacturing and the environment go hand in hand for everyone concerned here at Tenkay” Steve Dixon co founder and Managing Director advised.

“We produce electronic assemblies for a vast array of industries here in Lancing, and the need for flexibility, patience and understanding is crucial. We are involved with many projects at a very early stage, and work as part of our client's team to help them realise their end goal. Unlike many other contract manufacturers, Tenkay are established in trading in a multitude of currencies, and delivering to a wide variety of countries.”, adds Steve.

For more information on Tenkay or to discuss any requirements that you may have please take the time to visit our web site. www.tenkay.co.uk or call Sue on 01903 855459. You can also send Sue an email via the website on sue.brown@tenkay.co.uk.

Picture

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For more business news please visit www.arunbusinesspartnership.co.uk