

FROM THE WEST SUSSEX ECONOMIC PARTNERSHIP 



coastal business park  
**news**



News and views from the business parks along the West Sussex Coast. For more information contact Chris Shephard on 07929 030816 or email [chris.shephard@wsep.org.uk](mailto:chris.shephard@wsep.org.uk)

## **TO: BUSINESS PARK OCCUPIERS**

**12/10/07**

[1.Arun Business Partnership Awards](#)

[2.SUMS](#)

[3.West Sussex Recyclers list](#)

[4.New Business Link Advisor](#)

[5.Useful Info \\*](#)

[6.Company Profile: Bognor Motors](#)

*Hello again readers! Well, I've just finished a Prince II Project Management Course, which was very exciting and quite challenging! Hopefully you've not had such a tricky week, and you enjoy reading the news snippets in this edition!*

***Please use this service. If you have a story to tell, wish to profile your company or relay any other news please let me know.***

*If you wish to unsubscribe from this service please contact [chris.shephard@wsep.org.uk](mailto:chris.shephard@wsep.org.uk)*

\* articles from J4B

### **1. Arun Business Partnership Awards**

Don't forget the awards ceremonies to end all awards ceremonies, the **Arun Business Partnerships Awards** are on Oct 18th (that is next Thursday!) Don't forget to get nominating at [www.arunbusinesspartnership.co.uk](http://www.arunbusinesspartnership.co.uk), and, if you haven't already done so, book your place today by contacting Miriam Nicholls on 01903 713436.

### **2. More SUMS Courses**

The rising cost of energy has led to 77% of Small and Medium Sized businesses reporting lower profits. Waste disposal and water costs are also rising, impacting on everyone's bottom line. What can you do about it? Take advantage of SUMS (Simple Utility Management Seminars), a FREE series of 2 half-day workshops giving practical information on reducing utility costs and your environmental impact.

SUMS Agenda Crawley Day 1

SUMS Agenda Crawley Day 2

### [3. West Sussex Recyclers Attachment](#)

Straight from the West Sussex Sustainable Business Partnership, please find their list of recyclers in West Sussex.

### [4. New Business Link Advisor](#)

Business Link appointed a new Business Advisor for Coastal West Sussex. He's keen to get out there and help you with any business enquiries you may have so why not take advantage? He outlines below how he could be of help to your organisation:

#### **NEW BUSINESS ADVISER TO HELP WEST SUSSEX FIRMS**

Business support organisation Business Link has appointed a new business adviser to work specifically with small and medium sized companies in the West Sussex area. Mark Lindsay has recently moved from Business Link in Brighton and is looking forward to working closely with primarily business to businesses (B2B) companies and organisations along the coast of West Sussex, to help them reach their full potential.

“I’m delighted to have taken on this challenging role.” said Mark “West Sussex is my home patch and is a unique area, its businesses have very specific individual needs. My job will be to meet with small to medium businesses face to face and look at ways they can develop. After I’ve got a full understanding of what the company is about and what it’s trying to achieve I’ll help the business put together an action plan to target improved profits. I can help businesses understand the benefits of planning, of managing their finances and of improving their staff management systems. The key thing is that I will assess the needs of individual businesses and make sure they receive expert advice relevant to them. People running small businesses have limited time to look at new ways to develop their companies and often aren’t aware of the latest developments in legislation and business support services, it’s my job to help them keep up to date.”

Having spent the last 20 years in Business Development roles for several multinational and mid-sized companies, both in the UK and abroad, Mark has a wealth of business experience. He has worked for many of the top ‘Blue Chip’ companies, including; BT, STC, Northern Telecom, Ericsson, Nokia, CEEMA and the Harris Corporation.

The cumulative experience Mark gained from these positions led to his appointment to the board of directors of a component manufacturer in Aylesbury. Subsequent to this, Mark has spent time working in both teaching and the media.

Mark's contact details are as follows:

Name: **Mark Lindsay**  
Telephone: **07710 909 588**  
Email: **mark.lindsay@businesslinksussex.co.uk**  
Key skill: **Commercial Analysis, New Business Development, Industrial Marketing & Sales**

## **5. Useful Info**

### **i) The E-asy Way To Improve Business\***

An online advice service to help small businesses increase their productivity and competitiveness has been rolled out to the South East of England. The Business IT Guide was developed by e-skills UK with industry experts and small businesses, and with funding support from the Sector Skills Development Agency (SSDA) and the London Development Agency. After extensive testing and development, version two of the Guide was launched in South Yorkshire in July in partnership between Yorkshire Forward and Business Link.

The Guide is now also available in the South East thanks to support from Regional Development Agency SEEDA.

The Guide is designed to help businesses understand what technology is relevant to their particular organisation, and support them in taking the necessary action to achieve business benefits. It covers topics ranging from developing a website, implementing security and investing in hardware and software, to using technology to enhance sales and customer relationships and manage communications. The Guide is aimed mainly at smaller businesses, but will be of use to any business that does not have dedicated internal ICT expertise. It can be used to explore how ICT could help their business make money, save time, save money and avoid problems.

The SEEDA Business IT Guide can be accessed at <http://seeda.businessitguide.com>.

### **ii) Business Rate Relief Deadline Approaches\***

Small businesses are reminded to submit applications for Small Business Rate Relief (SBRR) before the end of the month.

The SBRR is available to ratepayers who occupy single properties with rateable values below £15,000 (or £21,500 in London) and offers reduced payments of up to 50 per cent for small firms. The deadline for applications for the 2006/7 financial year is 30th September.

It also applies to those who occupy multiple properties which each have a rateable value that is below £2,200, where the total value is less than the above threshold. Previously, businesses could apply annually for rate relief but due to government changes, the next round of applications will not be until September 2010. Ratepayers need to notify their local authority within four weeks if there is an increase in the value of any business property located outside the council area which provides their SBRR discount. They must also notify their local authority of any additional properties they occupy.

Philip Moody, Senior Member Services Representative at the Forum of Private Business, said:

"Many business owners will be unaware of this deadline. It does not apply to everyone, but they need to check their rates to see if they are eligible, and get their applications in if they are."