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August/September 2021

Building the North

Focus on Construction and Business Growth for the region

Construction: Laing O'Rourke - Building Back Better

Interview with Eamonn Dolan, Operations Manager at Laing O'Rourke, attracting new and diverse talent to the construction sector.

Construction: ABC+ Warranty - Building a solid reputation

Building a solid reputation Interview with MD Adele Reid, specialists in structural warranties and certificates for both the residential and commercial sector.

Business Growth: PROGRESS21

Landmark conference hosted by the Business Growth Hub on 23 September at Manchester Central set to turbo charge the city-region's business sector.

Hospitality: Accessibility is the new cool

Interview with Paul Bayliss, General Manager, Hotel Brooklyn and Kevin Healey, Director of Sales, Bespoke Hotels, on the construction and operation of one of Manchester's newest and most inclusive Hotels.

Digital Marketing: An ethical future with Bnode

Chris Naylor, Managing Director of new digital marketing company Bnode, talks about sustainability and the importance of the B Corp business model.

Exporting: When is a deal not a deal?

A look at the Northern Ireland border protocol with Tony Goodman MBE.



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Construction on Mann Island, Liverpool taken from the Albert Dock in Liverpool

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editorial

Here at GM Business Connect we are on the lookout for both news articles relating to business activity within Greater Manchester, and educational articles that can help businesses at any level.

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welcome to the latest edition of GM Business Connect

and join the fastest growing business to business across Greater Manchester and the North.

GM Business Connect is a dynamic business to business bi-monthly magazine that is crammed full of local and regional news, articles, interviews and regular columnists.

The magazine connects businesses across Greater Manchester and the North, and is completely free.

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news

easyJet announces two new winter routes



easyJet have today announced the launch of two new routes from Manchester Airport, with flights and holidays now available for Fuerteventura in the Canary Islands as well as flights to the Isle of Man this winter.

From 2 November, flights and holidays will take off from Manchester Airport to the Spanish island of Fuerteventura and Isle of Man.

Flights to Fuerteventura will operate twice a week throughout the winter, and the Isle of Man will operate a daily service throughout the winter season.

Ali Gayward, easyJet's UK Country

Manager said: "We are delighted to announce that we are adding even more exciting destinations to our Manchester network, with new flights to Fuerteventura in the Canary Islands and to the Isle of Man. We know these new routes will prove popular for customers wishing to get away for some winter sun or explore the British Isles, and further strengthens our Manchester international network."

Karen Smart, Managing Director at Manchester Airport, said: "We're thrilled to see easyJet launch routes to Fuerteventura and the Isle of Man - we are sure this news will be warmly received by our passengers."

Manchester City Council with the British Library rolls out small business support

The British Library has announced a major expansion of its highly successful network of library-based Business & IP Centres (BIPCs) to over 100 regional and local libraries across England, including in Greater Manchester, Blackpool and Lancaster.

Following last year's pledge of £13million in Treasury funding towards the expansion, the Business & IP Centre in Manchester Central Library has been allocated £700,000 to equip 9 libraries (Altrincham, Blackpool, Bolton, Bury, Eccles, Lancaster, Oldham, Stockport, Tameside), with Business & IP Centre spaces, resources and services by 2023, building on the proven support already available at BIPC Manchester.

Between 2016 - 2019, the BIPC Manchester helped create almost 2,000 new businesses and nearly 900 new FTE jobs.

Business & IP Centres can open up the path to entrepreneurship for anyone with a business idea, regardless of their background.

Consistently, over half of those who use a BIPC to set up a business are women and a third are from under-represented ethnic backgrounds.

This diverse user base speaks to the accessibility and community-based ethos of this library-based support.

While each Centre including Manchester is equipped with a core set of resources, such as up-to-date market research and business databases provided by the British Library, they are brought to life by a tailored and highly individual programme of events, workshops and one-to-ones, delivered in collaboration with local business leaders, role model entrepreneurs and community partners.

Demand for all-electric vehicles in the EU surges 3x in 2021

European consumers are increasingly turning to electric vehicles as focus turns to the industry. Several initiatives from governments are inspiring the demand from consumers.

According to data acquired by Finbold, the demand for new all-electric vehicles across Europe surged 231.58% between Q2 2020 and Q2 2021, from 63,422 to 210,298. The figures reflect a triple growth in demand for all-electric vehicles.

Elsewhere, demand for the hybrid

electric vehicle also spiked by 213.54% to 541,162 representing the biggest growth for all new passenger vehicles in Europe. In total, the electric vehicle registration as of Q2 2021 stands at 751,460, a growth of at least three times from the Q2 2020 cumulative figure of 236,015.

During the period, plug-in hybrid vehicle demand surged 255.8%, from 66,252 to 235,730. Natural gas vehicles recorded demand of 41.84% from 9,515 to 13,497.

Furthermore, during the first half of 2021, battery electric vehicles recorded a share of 6.7% under new passenger cars by fuel type in the region. Hybrid electric vehicles had a share of 18.9%, while plug-in hybrids stood at 8.3%. Petrol accounted for the highest share at 42%, followed by diesel at 21.7%. Natural gas had a share of 0.5%.

The report explains how different government policies contributed to the surge in demand for electric vehicles in Europe, for instance, when

the pandemic hit, most governments across the region focused their stimulus packages on companies fighting climate change. Notably, a big part of the support focused on incentives for consumers to buy EVs, creating a surge in demand.

Additionally, the demand emerged at a period where the electric vehicle industry suffered a chip shortage due to supply chain constraints due to the pandemic. However, the full impact of this will manifest later this year.

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Double-digit growth forecast for construction for 2021



Construction output is forecast to rise by 14% in 2021 and 6.3% next year, according to the Construction Products Association, (CPA) recently published summer forecast.

Private housebuilding and infrastructure are expected to be key drivers of construction growth in this year and next, although the outlook for the commercial sector remains subdued.

CPA economics director Noble Francis said: "The key constraint to our forecasts remains the cost and availability of imported products and skilled labour.

"The sharp recovery for both UK construction, and in places such as the US, has led to sharp cost increases and extended lead times for some key products such as paints and varnishes, timber, roofing materials, copper and steel. This is of concern particularly for SMEs, which account for 86% of construction employment."

He said SMEs often purchase on the day at builders' merchants unlike larger contractors and housebuilders that can plan and buy in advance as they have a pipeline of work.

"This makes SMEs subject to greater issues if supply is limited or costs have risen significantly, particularly for firms working on fixed-price contracts," said Noble.

Major housebuilders continue to report demand in the housing market and house price inflation continues to be robust. The Nationwide Building Society's index showed a year-on-year house price rise of 10.5% in July with a month-on-month decrease of 0.5%.

The CPA forecasts housebuilding starts will rise by 21 per cent this year and a further 9 per cent in 2022 despite the tapering of stamp duty holiday and help-to-buy schemes. The outlook is particularly strong for houses outside major cities, owing to shifts in working patterns, and is likely to remain so for the next six to nine months according to housebuilders.

Changes in the way people work due to the pandemic have positively impacted private housing repair, maintenance and improvements which has been the quickest sector to recover. Output in March this year was 19.3% higher than pre-Covid times, according to the Office for National Statistics.



Don't miss the BITA Manchester and Leeds Networking Lunch!

14 October • 12 noon - late
The Lowry Hotel, 50 Dearmans Place, Salford M3 5LH

The British and Irish Trading Alliance (BITA) are pleased to confirm the much anticipated Manchester and Leeds Networking Lunch.

Taking place at the iconic Lowry Hotel, the event will attract business owners from across the UK and Ireland and will offer a fantastic chance to network and enjoy a drinks reception followed by a sumptuous three course luncheon with wine. Afterwards networking will continue until late.

Seats are selling fast at £70+VAT through bita.ie/events. All details including dress code are available on the booking page.



Sponsors for the event are networkplus.co.uk



For further info email laura@bita.ie www.bita.ie



Other BITA Lunches coming up:

- South West Lunch 10 September at Sandy Park Stadium, Exeter
- London Construction Lunch 24 September at The Royal Horseguards, Whitehall Place, London
- Liverpool Lunch 22 October at Anfield Stadium, Liverpool



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Network Plus set to boost job prospects for young people

Network Plus has today announced a major commitment to the Government's 'Kickstart' scheme. Kickstart aims to offer opportunities to young people at risk of long term unemployment. The company has set out ambitious plans as part of its Social Responsibility programme to attract and support young people into the business, including graduates, apprenticeships and Kickstart.

Through Kickstart, Network Plus will offer high quality six month work placements for 34 young people aged 16 to 24 years who are deemed to be at risk of long-term unemployment. Exciting roles will be available across 15 locations nationwide. They range from opportunities in water, power and traffic management.

Due to successful long term contract awards, Network Plus has grown significantly in the last year. As a result of the growth young people joining the Kickstart programme will be offered opportunities in Preston, Bristol, Salford, West Midlands and East Midlands. Applicants interested in joining the Network Plus Kickstart programme should complete an application through their local DWP Work Coach.

Network Plus will be working with Catch22 - a charity and social business. Catch22 will help to administer and review potential applicants and manage the process on behalf of the company. Noela Fitton, Head of Strategic Projects at Network Plus said: "We'll be offering job placements to help young people develop the skills and experience they need to find work after completing the scheme. This includes support for long-term work, career advice and support with interviews. We'll be giving them great basic skills they can use in any work situation in the future such as attendance, timekeeping and teamwork. We think Network Plus is a great, fun place to work and we're excited to welcome them."

New AI system predicts building energy rates in less than a second



Computer scientists have created an artificial intelligence system that can forecast building emission rates of non-domestic buildings.

Loughborough University's Dr Georgina Cosma and postgraduate student Kareem Ahmed have designed and trained an AI model to predict emission rate values with 27 inputs. Dr Cosma said: "It's an important first step towards the use of machine learning tools for energy prediction in the UK and it shows how data can 'improve current processes' in the construction industry."

Current methods can take hours to days to produce emission rates and are generated by manually inputting hundreds of variables.

The AI model was created with the support of engineering consultancy Cundall's head of research and

innovation, Edwin Wealend. It was trained using large-scale data from UK government energy performance assessments to generate an emission value in a split second.

They created a 'decision tree-based ensemble' machine algorithm and validated it using 81,137 real data records for non-domestic buildings in England from 2010 to 2019. The data contained information such as building capacity, location, heating, cooling lighting, and activity.

The team calculated the rates of shops, offices, factories, schools, restaurants, hospitals, and cultural institutions - some of the most inefficient buildings in the UK. They did this to get an insight into how energy performance could be improved and influence the design or renovation of a building. Emission rates are used to calculate a building's energy performance certificate, EPC, and currently takes hours to calculate.

Researchers claim the new algorithm will speed up the generation of EPCs and give insight into how new buildings can be designed and existing ones renovated to be more energy efficient.

New 'trusted marketplace' launches to help SME business owners freely discover and compare tech tools

Entrepreneurial business leaders looking for new technologies to help their SMEs to grow and thrive now have a powerful new tool at their fingertips, with the launch of the fully-funded Technology Adoption Service.

The Technology Adoption Service (TAS) has been launched by GC Business Growth Hub as a result of Greater Manchester and London authorities joining forces to find new ways of helping SME business owners.

The TAS platform has been developed with support from Greater Manchester Combined Authority and Greater London Authority, and as part of the Greater Manchester Local Industrial Strategy, which sets out a programme of measures to support businesses, good employment and sector strengths in the city-region.

Working in a similar way to popular consumer comparison websites, the Technology Adoption Service is an

easy-to-access and intuitive online platform, that enables businesses to search and compare technology tools that are designed to drive productivity and growth.

More than 450 products have already been extensively researched and catalogued for the site. The products cover an array of categories which include but are not limited to: sales and customer relationship management (CRM), accounting and finance, recruitment and HR, resource management, data and analytics, and social media marketing.

The site will be regularly updated with new products and services, and prospective suppliers can apply for their products to be listed via a contact form on the site.

Councillor Elise Wilson, Greater Manchester Combined Authority (GMCA) portfolio lead for Economy, said: "In partnership with GC Business Growth Hub and London

Business Hub, we're excited to be launching the Technology Adoption Service to help Greater Manchester's small businesses become more productive.

"Whether a business wants to manage its finances more efficiently, make better use of data, or sell more online, technology can provide a solution, but business leaders can find the landscape difficult to navigate. The platform offers a simple way for businesses to find the tool that best suits their needs, with additional support on adopting the technology provided by the Business Growth Hub."

Sarah Novotny, Head of Digital, Creative and Tech for GC Business Growth Hub, said: "Faced with the day-to-day challenges and constraints of running a business, smaller and medium sized enterprises tend to be least likely to adopt new technologies that could be beneficial to their



Councillor Elise Wilson, Greater Manchester Combined Authority portfolio lead for Economy



Sarah Novotny, Head of Digital, Creative and Tech, GC Business Growth Hub

long-term productivity and growth. "Yet independent research by the Enterprise Research Centre has found SME businesses report an average productivity uplift of 20 per cent by investing in new technologies. Our solution to this problem is the fantastic new Technology Adoption Service, which can help our business community to easily research and consider many of the technology options that are available to them, via a trusted source."

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news

Disruptive Education leader joins UA92

Aaron Saxton has joined University Academy 92 (UA92) from web hosting firm UKFast where he was Director of Training and Education.

Believed to be one of the first roles of its kind in Higher Education in the UK. Aaron will be launching UA92's apprenticeship programme and leading UA92's distinctive approach to Character and Personal Development.

During his time with the tech firm UKFast he transformed the standard expectation of training, education and apprenticeships in the private sector. Notably he was responsible for the creation of an award-winning and industry-leading apprenticeship and education programme that led to the business developing top UK academy partnerships with some of the world's leading technology vendors.

As a result of Aaron's disruptive

and innovative approach to apprenticeships and education, the work he's done has been highlighted by Ofsted and HRH Princess Anne for the exemplary work and dedication to bridging the digital skills gap and encouraging ongoing professional development, particularly through the apprenticeship programme.

UA92's CEO, Sara Prowse commented: *"I am very excited that Aaron is joining UA92. His high energy, passion, innovative approach and strategic thinking will be a huge benefit to evolving education and creating a unique and deliberately different proposition here at UA92. With his experience and digital background, he will contribute significantly to delivering UA92's ambition of developing a pipeline of talent and meeting the skills needs of Greater Manchester and the North West"*.

Demand for horticultural training surges, says RHS

The Royal Horticultural Society (RHS) has reported a 58% increase in applicants for its work-based training programmes in 2021 – the highest in decades – as many reconsider their post-pandemic career options.

The charity has seen 800 people apply for 40 positions with numbers up across two of its three programmes – by 60% for its entry-level apprenticeship scheme and 81% for its Specialist Horticultural Placements programme. Applications for the Diploma in Horticultural Practice remained stable.

A significant number of apprentice applicants were career changers with 25-34 year olds accounting for 39% of applicants and 35-44 year olds for 17%. Around half (49%) were women.

For those apprenticeships based at RHS Garden Bridgewater in Salford, the number of applicants was up 137% on 2020.



The vibrant horticulture industry alone is worth £24bn to the UK economy each year and provides a multitude of further economic, environmental, health, and social benefits. Building a highly skilled workforce will be crucial to ensuring the industry continues to be at the forefront of the transition to net zero, promoting biodiversity, and improving public health outcomes.

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“Pay as you go” tax would leave freelancers struggling with cashflow and heavy admin burden

New research being reviewed by HMRC shows the idea of “pay as you go” monthly or quarterly tax payments would leave two out of five freelancers (40%) struggling with cashflow.

The research was produced by IPSE (the Association of Independent Professionals and the Self-Employed) in response to an HMRC consultation on the possibility of increasing the frequency of self-employed tax payments.

The research found that nearly three quarters of freelancers (72%) would struggle with the increased administrative burden if they had to pay tax more frequently. As a result, two thirds of freelancers (63%) were opposed to paying corporation tax more frequently, and three out of five (57%) were opposed to more frequent income tax payments.

Two out of five freelancers (39%)

said paying taxes more frequently would leave them less able to cover unexpected costs, while over a third (34%) feared monthly or quarterly tax payments would lead to hidden HMRC or interest charges.

Another serious problem for many freelancers is where the money would come from: although 75% of freelancers have money set aside specifically for taxes, one in five (19%) would have to use money that’s currently covering their business expenses and almost a fifth (17%) would have to use money currently invested in their business. Another one in ten (11%) would have to divert money that is covering their personal bills and expenses, while 7% have already used the money they would need for taxes to pay off debts.

The research also found that more than two-thirds of freelancers (69%) are opposed to in-year income tax

calculation instead of retrospective calculations. For corporation tax, this rose to 76%.

At present, 44% of freelancers pay income tax once a year, 39% pay twice a year and 14% pay more than twice a year. Given the choice, 45% want to pay annually, one in six (16%) want to pay twice a year, one in five (20%) would prefer to pay quarterly and another one in six (16%) want to pay monthly.

Andy Chamberlain, Director of Policy at IPSE (the Association of Independent Professionals and the Self-Employed), said: “HMRC is consulting on possibly making self-employed tax payments – income and corporation tax – more frequent. Some freelancers can see benefits to this proposal: 42% of sole traders and 30% of company directors felt it would reduce the stress of paying a large tax bill. On the whole, however,

it seems freelancers think this would be much more hassle than it’s worth - and could even leave many out of pocket.

“The biggest worry across the board is admin burden: unsurprisingly, most freelancers think they would struggle with having to go through the already arduous process of self-assessment every month or even every three months.

“Another big worry for freelancers is that this would create a real financial strain. For a proportion of freelancers, paying taxes more regularly would force them to divert money from their businesses and even from paying their bills.

“The reality is more frequent payments would mean freelancers had to face not just one tax deadline, but four or even twelve: many fear the inevitable bumps in the road of freelancing would mean they would miss one and find themselves hit with fines and interest.”



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"Complex engineering projects need to attract, retain and develop a diverse cohort of skilled personnel to bring them to fruition. And those people need to be empowered to spearhead the modernisation and reform required of the construction industry to ensure it remains sustainable.

"Training and development in areas of digital literacy, digital technology and data interpretation will support productivity, efficiency and quality of delivery and furthermore, will help in the attraction, retention and inspiration of new generations of talent for our sector.

"This push to secure the next generation of skilled workers is business-critical and it's fundamental in driving change and increasing the pace of modernisation.

"At Laing O'Rourke we have sought to attract people with diverse skills and career experience from industries one may not immediately associate with construction and engineering.

"We have found that skills learned in industries such as gaming – immersive technology, app building and augmented reality can be easily transferred to a digital engineering environment, and that convergence of industry knowledge brings great value in our drive for innovation and change.

"Equally important to attracting new talent is the commitment to improving the skills of an existing staff base and in this regard, we have recently shaped a

Interview with Eamonn Dolan, Operations Manager at Laing O'Rourke

Originally featured in the BITA magazine NetWorks

"This past year has seen some sectors forced to close their doors to help the country manage the spread of covid while others have continued; albeit with dramatic adaptations made to the way they operate.

"Nearly all businesses have had to seriously consider how they will adapt and prepare for returning to normal, and whether there might be improvements to make while they are at it.

"The sudden and dramatic change to the way we go to work was completely unprecedented, it is likely that a consequence of covid will be an acceleration in dynamic or different working patterns. With that significant shift comes a need to adopt technologies and to adapt

workplace cultures; every business must recognise shifting sands and make necessary future-proofing investments.

"I believe that a large part of this will be around investment in staff development and training, as well as the investment made in technologies that will serve a tangible purpose in driving innovation and productivity. These are the essential areas that will promote growth and success.

"My own organisation, Laing O'Rourke is an international engineering and construction company. Throughout covid the

UK government called on our sector to continue safely operating, maintaining progress on important social infrastructure, and in recent times has said that the industry made "an invaluable contribution to supporting the economy.

"The 'Build, Build, Build' and 'Build Back Better' mantras over the past year have emphasised that UK infrastructure is essential – not just because our country needs new hospitals, schools, railways and power supplies, but because the economic growth that comes with such large-scale projects is essential for our economic recovery and the

“ The economic growth that comes with large-scale projects is essential for economic recovery and the nation's future prosperity. ”





k better



Eamonn Dolan,
Operations Manager,
Laing O'Rourke

new professional data apprenticeship, giving an initial cohort of 87 colleagues the opportunity to train in data capabilities (see box out).

"It is an investment that we see as critical to the positive transformation of our business and to the sector. Of course, focusing on technical skills and capabilities is but one element of investment.

"The construction industry remains a predominantly male environment and we are missing out on talented female, ethnic minority and LGBT candidates. In relation to gender, the campaign group WISE points to the fact that women account for just over 10% of engineering professional occupations. While the figures are growing, diversity remains unacceptably low in our sector.

"In April of this year, Laing O'Rourke announced far-reaching sustainability targets, including a commitment to achieving equal numbers of men and women among our 5,500 global staff by 2033, with additional plans to increase the number of people from different under-represented groups.

"We see this ambitious investment in diversity as a key strand of our business' mission to be the recognised leader for innovation and excellence.

"As we emerge from covid and transition into whatever a new normal might become, investing in new technologies, committing to developing the skills of your people and to shaping a more diverse employment base is going to remain fundamental in future proofing any business."

BOOSTING DATA SKILLS THROUGH PROFESSIONAL APPRENTICESHIPS

Research by the UK Government has found that almost a quarter of employees use advanced data skills in their work, yet a shortage of skills in this area is estimated to cost UK businesses £2bn a year.

The engineering and construction sector is awash with big data: yet 96% of this data goes unused in the industry, and 90% of data generated is unstructured.

Proving its commitment to a data-driven culture, Laing O'Rourke has invested in a pioneering Data Academy to improve skills across the entire organisation.

Initially, 87 of its people taken from a range of disciplines including engineering, quantity surveying, design management to human capital, IT and finance; ranging from early talent to experienced individuals; will gain skills through data apprenticeships delivered in partnership with Multiverse.

The Data Academy programme delivers best-in-class training in data analysis and over the 18-month programme, the data champions will master data wrangling and analysis techniques as well as covering data science, including an introduction to machine learning.

The move shows a commitment from Laing O'Rourke towards

on-the-job training and skills development for its staff. The new skills will drive greater efficiencies in shared functions and create repeatable and scalable processes, where data is used to create certainty and predictability in project delivery for clients.

Laing O'Rourke saw the decision to invest their apprenticeship levy in the new Data Academy as a vital part of their transformation journey, and a valuable addition to enhancing the experience already held within the organisation.

Euan Blair, CEO and Founder of Multiverse, said: *"The fastest growing apprenticeships are in data, tech, and the jobs of the future. We're incredibly excited to partner with Laing O'Rourke to deliver a Data Academy to their team based on intensive coaching and an applied learning experience. Data is at the heart of their operation*

and a vital part of the modern construction industry - this data academy will help the company embed these skills across their workforce and provide incredible opportunities for those looking to reskill."

Amy Lindsay, Chief Data Officer at Laing O'Rourke said: *"The amount of data that will be flowing through construction sites in years to come will be ever growing with new technologies and sensors; drones, IoT, computer vision, etc.; with greater connectivity between actors - design partners, supply chain, local communities. The untapped potential is huge and the horizon for data analytics limitless.*

"Investing in our people to diversify our skill sets and nurture new talent streams ahead of the curve is the best decision that we can make."



construction

Building a Solid

Peace of mind is a crucial part of the Construction Sector, particularly when new builds or significant remodelling is involved. GM Business Connect met recently with Adele Reid, managing director of Altrincham-based ABC+ Warranty. The company specialises in structural warranties and certificates for both the residential and commercial sector, along with a range of many other ancillary services.

Adele – can you share with us the history of ABC+ and how you developed as a business?

“Just over 30 years ago our surveying history was started by then Managing Director Trevor Bartlett. Over the years the business has grown steadily, and became ABC+ Warranty in 2011. We currently have 50 colleagues with plans for further growth. Trevor has now taken over the role of Technical Director and I’ve taken the reins of Managing Director, and we can count our customers over the years in the 10’s of thousands.”

“We operate from our headquarters in Altrincham, and from here process all enquiries. We deal directly with Developers, Builders, Self-builders, Mortgage Brokers, Finance Suppliers, Solicitors and Estate Agents, and for site monitoring supervision we operate a team of dedicated Regional Surveyors who cover the entire UK.”

What services do you offer?

“Uniquely ABC+ are the only Royal Institute Chartered Surveyors (RICS) registered structural warranty company in the UK, which means our inspections are subject to the highest standards demanded by RICS. This provides peace of mind to both homeowners and lenders when buying properties certificated to ABC+ standards.”

“We provide a 10 or 12 Year Structural Warranty, and also a half price alternative known as the 6 Year Professional Consultants Certificate which importantly still allows the property sale to proceed. Without these types of certificates, new build



Adele Reid, Managing Director, ABC+ Warranty.

and converted dwellings would not be able to be purchased or sold in the UK. It also provides a way to claim against structural defects within the property up to a period of 12 years following completion of works.”

“The warranties and certificates we provide are also suitable for those purchasing their homes under the government’s Help to Buy scheme and acceptable for Housing Associations.”

“We’re also very aware of the many and varied costs that have to be met when going through the process of buying and selling properties, and as such promise to beat any other structural warranty quotation. We also don’t charge membership fees, renewal fees, holding bonds or any other hidden costs unlike most other warranty providers.”

“As a competitive business we also need to be quick with results from our surveys, and our RICS Surveyors have created a unique surveying app made available to our National Surveying Team. This means that our clients are able to receive a copy of

their Survey reports within a matter of hours following their inspections. We’re also quick with our quotes, offering a 60 second quote service following completion of a short form found on our website: www.architectscertificate.co.uk/abc-quick-quote/

“To support our warranties and certificates we also offer a comprehensive range of services for both the residential and commercial sector, including a range of insurances, building control, road bonds, architectural services, stage payment certificates and site inspections.”

How were you and your customers affected by COVID restrictions?

“ABC+ remained fully operational during the national lockdowns. Everyone worked from either our offices or from home, observing safe working guidelines at all times. We are actually classed as critical workers under two categories: ‘Financial Services’ and ‘Construction - as Surveyors’.”

“We also assisted the Government

in writing the COVID ‘Back to Work’ office safety guidelines to assist people returning to work in a safe office environment following the first lockdown.”

“Our Altrincham offices were amongst one of the first businesses in the UK to be fully certified COVID safe. We provided screens for desks, hand sanitising stations, masks, COVID signage, floor markers, COVID testing for staff and temperature checks. Also, our surveyors have been following the highest level of safety guidelines on the front line throughout COVID to ensure that clients’ projects were able to continue safely and without interruption. We supported this by creating the ‘Safe Site Inspections’ guidelines for clients and surveyors to protect all involved whilst conducting full site inspections.”

You mentioned you assisted the government in writing COVID guidelines for returning office-based businesses – how active are you in your own sector and what do you do to support it?

“Like many businesses we quickly adapted to virtual working, and that included virtual tradeshows - The Virtual Winter Homebuilding & Renovating



ABC+ Warranty
architectscertificate.co.uk

reputation



Show in January and more recently as headline sponsor at the Grand Designs Live 'Ask An Expert' Weekend at the end of May. ABC+ were interviewed by celebrity property expert Kunle Barker. Our objective is to educate self-builders and property developers on the necessity of a structural warranty for new build homes or developments.

"Our team are also very ambitious with one of our core objectives to raise the construction standards of workmanship amongst developers and contractors. We have provided advice to the Construction Minister and to the New Homes Quality Board who are appointing a New Homes Ombudsman. This will cement consumer confidence when investing in UK property and generate more trust and accountability across the entire sector.

"ABC+ are also construction expert speakers, and provide advice at many of the UK construction shows (albeit, currently virtually)."

As a business, how supportive of your local community are you?

"We strongly advocate supporting local businesses and services, also we are a main sponsor of Altrincham Grammar School for boys, which enables children from all backgrounds to be recognised for outstanding talents in many different sporting and educational events and competitions.

"We're also very conscious that school leavers have been hugely impacted with the lack of jobs currently available since leaving school last Summer. ABC+ wanted

to show their support, and so appointed two local school leavers who are being fully supported by ourselves via an apprenticeship scheme on a RICS 5 year degree course, in collaboration with the local University of Salford.

"Our principal Surveyor is also a weekly attendee of the local 'Grafters' networking groups which support a large majority of construction trades specialists.

"The company sponsors local charity, The Children's Adventure Farm Trust (CAFT), which provides a safe and fun environment for the terminally ill, disabled and disadvantaged children in the North West."

How important is accreditation for you as a business?

"We find it crucial to follow strict industry guidelines from a safety and reassurance perspective for our clients. Following the guidance set by RICS as the only structural warranty business in the UK, the accreditation gives us real credibility and reassures our customers and lenders that they can relax in the knowledge that our warranties and certificates are of the highest standards.

"We are accredited by the Financial Conduct Authority (FCA), the Royal Institute of British Architects (RIBA), Chartered Institute of Building (CIOB), Structural Timber Association (STA), Chartered Institute of Architectural Technologists (CIAT), and the Institution of Civil Engineers (ICE). We are also Stroma certified."



ABC+ Warranty
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For further information contact our award-winning customer service team on **0161 928 8804**

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PROGRESS21

business growth

PROGRESS21 brings together Greater Manchester's business community

GM Business Connect spoke with Janine Smith, Director of GC Business Growth Hub, which is part of the Growth Company. The Hub provides specialist funded support to drive growth in small and medium enterprises across Greater Manchester.

Janine is leading PROGRESS21 Business, one of the first large scale in-person business events since early 2020, taking place at Manchester Central on 23 September. We asked Janine to explain more about the landmark event:

What is PROGRESS21?

"The Growth Company has developed PROGRESS21 in response to the impact of the COVID-19 pandemic on Greater Manchester. Across three events, Business, Global and Careers, we endeavour to increase confidence and prospects for all of the people, businesses and places across our city-region. At the Growth Company we have a clear vision to enable growth, create jobs and improve lives – PROGRESS21 will see us doing this across the three events.

"At **PROGRESS21 Global**, we will consider how to promote Greater Manchester on the global stage to meet our international ambitions and ensure continued investment in our region.

"At **PROGRESS21 Careers** we are bringing job seekers together with prospective employers at a Job Fair Plus, as well as providing advice on skills, health, welfare, and wellbeing.

"At **PROGRESS21 Business**, we will be doing what the Hub does best – creating opportunities for businesses to expand their network, seize opportunities and eliminate their barriers to growth."

Who will be speaking at the event?

"The packed agenda includes speakers from scale-ups to larger organisations including Just Strong, Siemens, NatWest, Creative Apparel, and many others. They will be joined by representatives from

organisations such as the Greater Manchester Chamber of Commerce, the British Business Bank, the North West Productivity Forum, the Confederation of British Industry, the Department for International Trade, and the Federation of Small Businesses."

What are the main concerns for businesses?

"We know that this has been an exceptionally challenging time for business, but we have also seen buoyancy within sectors and businesses that have been able to grasp the opportunities that have arisen.

"Finance and cashflow continue to be the biggest challenge. Our latest Greater Manchester Business Survey, found that whilst more than half (55%) of local businesses expect their profits to increase this year, more than a fifth (21%) are still reporting difficulties managing their cashflow with almost half of businesses (49%) continuing to face challenges because of decreased sales.

"We have a situation where optimism is returning for many businesses across the region but effective cashflow management, access to finance and sales prove to be a common challenge for many. This is especially true for start-ups and smaller firms which don't always fare well against larger and more established organisations.

"PROGRESS21 Business's dedicated Finance theatre, will help business leaders get to grips with the new funding landscape and consider investment and finance that will future proof their business. Our Sales theatre will highlight opportunities to reach new customers, be they online, in the public sector or overseas."

What about the workforce?

"We know that some sectors are facing a real skills shortage. Greater Manchester's Hospitality and Tourism sector has some 3,000 jobs unfilled

currently. Our Business Survey found that 28% of businesses are facing challenges with their workforce, ranging from recruitment, retention and development, through to the challenge of building an inclusive workforce, or operating in an agile way in the long term.

"The People theatre will be addressing all of these challenges, as well as considering our collective responsibility to manage health and wellbeing – I'm excited that we will be running a session on mindfulness to help our business owners and entrepreneurs learn to make some space for their own wellbeing."

What are the opportunities?

"Our two remaining theatres have been designed to help businesses realise new opportunities. This includes Digital Transformation and Innovation where we will explore digital technologies, AI, sustainable products and innovative thinking, with a firm eye on the efficiencies or revenue streams that these can offer business.

"In our Net Zero theatre we will be looking at sustainability and how businesses can improve their green credentials, whilst considering some of the opportunities this presents. There will be 24 business sessions in total, covering topics that will help our businesses identify expansion opportunities, as well as ensure resilience in the long term."

Why should a business take time out to come to PROGRESS21?

"It can often be tricky to find time to step away from the day job but PROGRESS21 offers a focused, one-day

opportunity to do exactly that and for the right reasons.

"This will be a unique chance to consider the multi-faceted opportunities and challenges that are ahead as the country recovers from the pandemic, and importantly to receive tailored guidance, support and signposting to help any business based in Greater Manchester to achieve its objectives."

Who should attend?

"Entrepreneurs, business founders, leaders and representatives of businesses from across the region are invited to join us, to hear from our speakers, visit our business exhibition and network. I know that any business attending, even just for an hour, will leave with new contacts, new prospects and new ideas."



Janine Smith,
Director,
GC Business
Growth Hub

**PROGRESS21 is taking place on
23 September at Manchester Central.**

To book your FREE PLACE or find out more, visit the website:
progress21.co.uk or email: **events@growthco.uk**



hospitality

Hotel Brooklyn : Acce



GM Business Connect has always supported the hospitality sector, and were pleased to get the opportunity to meet at Hotel Brooklyn with Kevin Healey, Director of Sales, Bespoke Hotels, who looks after Hotel Brooklyn and Hotel Gotham in Manchester, also Hotel Bonham in Edinburgh. Also meeting with us was Paul Bayliss, General Manager of Hotel Brooklyn. We started off chatting with Kevin:



Kevin Healey,
Director of Sales,
Bespoke Hotels

Kevin – tell us about your history and how you became Director of Sales for Bespoke Hotels?

"For 15 years I worked in hospitality in the Spanish Islands for a travel company, but my history with hotels

started just over 20 years ago when I was on the team that launched the Radisson SAS at Manchester Airport. From there I went on to the five star Radisson Edwardian in Manchester, where I stayed for 15 years. I found myself travelling a lot to London, and working for the Mayfair Hotel there along with looking at launching the Londoner, and it was the amount of travelling that made me move to a more settled Manchester-based role with the launch of Hotel Brooklyn.

"I was also the chair of the Manchester Hoteliers Association for 6 years. It was a great role where I used to bring all the hotels together to offer familiarisation trips for overseas agents and buyers which we called Simply Manchester. This involved working with Marketing Manchester to ensure the city stood out on the International stage.

"My role is to still work with Manchester as a destination, alongside destination management companies like Marketing Manchester and other organisations like pro-Manchester, to make sure we're filtering all our opportunities out to the whole of the business

community across the region – essentially making sure we're filling the rooms with people attending conferences, meetings and events."

What would you say stands out about Hotel Brooklyn?

"I think the nicest thing about the hotels across Manchester is that they are all different. Hotel Brooklyn is very new but still unique. It has 189 rooms, a rooftop meeting space, casino, plus great panoramic views across the city."

How has COVID affected your Hotels?

"The biggest concern we had, as I'm sure many other Hotels experienced, was the uncertainty on when we could open. For Hotel Brooklyn, we launched on February 14 just before the pandemic hit, then closed again, but on reopening again a few months later we had a really successful summer. Obviously, since then we have followed social distancing, along with all safeguarding measures for both our staff and guests."

"Currently our largest priority is getting the corporates back into Manchester. The weekends are booming, but we're seeing a lot of

caution from the corporate sector."

How are you planning to build confidence back into that sector?

"A lot of that is networking. Also relationships, and loyalty. Here at Hotel Brooklyn we have a lot of space on the ground floor that can be used for working – something very desirable for corporate bookings. It's important to have a USP and this helps us stand out in the sector."

How have you fared as a business since opening last year?

"Our business as a hotelier is all about making people feel safe and secure, and if that involved temporarily closing under direction of the government then we simply had to take that on the chin. Now, on the commercial side of things it was devastating. After only 4 weeks of being operational we had to close the doors and walk away – without a clear idea of how and when we would be trading again.

"We have adapted though, and especially with our outside space we've made sure our situation has been about making the most of things, whilst at the same time keeping our staff and clients safe though."

We then turned to Paul for a chat about his experiences in the sector and his role at Hotel Brooklyn:

Tell us about yourself and your background?

"I've been working in the hotel sector for 11 years now. Previous to that I spent 24 years with the British Army. If people ask how long I've been in the hospitality sector I'd say my entire professional life. I joined the Army as a chef, and then onto facilities management. People are surprised when I say I moved from the Army straight into hospitality, but when you look at it by the time I left my commission, my core trade under a facilities management role was looking after food. As well as that there was



Accessibility is the new cool

transport, accommodation, post and stores – which fits in very well when you define what a hotel is.

"When I left the Army I moved into a role running AstraZeneca's Hospitality and Food Service in Macclesfield. This was 600 covers at lunchtime, and up to 150 fine dining covers later in the day. It was a fantastic operation with a £12m multi format dining facility. After AstraZeneca I held General and Regional Manager roles at many high profile hotels – The Midland and Macdonald Hotels in Manchester, Carden Park in Cheshire, Plas Coch and Bryntech in North Wales. I was also chair of the Manchester Hoteliers Association from 2014 - 2016.

"The experience I had with the Army has certainly equipped me for my current role as General Manager of Brooklyn Hotel. We have been taught to always be on our front footing in any situation. We'll always engage with people, be on top of their needs and issues. We're always ready to improvise and overcome any problems. This approach has become very handy when you see how operating modern hotels has become pretty complex, and you need an edge when you want bookings at your hotel rather than elsewhere."

What advice would you give people starting a career in hospitality?

"There are massive rewards in this industry. Obviously, you get paid more as you move higher to more senior positions, but the speed at which you can do well is pretty amazing in this sector. If you come into the industry at 16 or 17 years old, by the time you're 21 you can be earning a significant salary in a huge variety of roles. Not only that, but the rewards are fantastic, particularly when you look at travelling the world. I would say the hospitality sector is truly global with opportunities nationally and internationally."

Tell us a bit more about Hotel Brooklyn?

"Kevin has already mentioned the capacity and some of the unique features we offer, but one thing we have that no other hotel features is a bespoke conference space on the 9th floor. This obviously gives superb views across the city, and really appeals to the corporate sector.

"We also offer fantastic accessibility for anyone differently abled – mentally or physically. We have training in place for all our staff to help create a safe, secure and inclusive experience for all our guests being mindful at all times of any specific needs. The property itself is years ahead of the game in being engineered as an 'accessible to all' hotel, and this has been down in part to our group president Robin Sheppard who has mobility problems himself, and understands clearly the many issues and needs in designing an accessible hotel along the lines of Brooklyn."

Can you tell us more about how your hotel is normalising disability?

"If there's one positive thing that's happened during lockdown that's got to be an acceptance of the importance of mental - and physical - wellbeing. There's more understanding - this conversation is out there and everyone's talking.

"There is also an attitude that offering correct and easy access to everyone from a hotel's perspective is not just desirable but an absolute right that must be accommodated.

"This has also been emphasised during the last year or so within our sector, and I'm pleased to say we had this at the front of our minds when the hotel was being designed and constructed before the pandemic.

"So - if you were going to build a hotel, and there is a market for a sector that is completely untapped, you'd want to know more. That sector is worth millions, and when we designed this hotel, this was firmly in our minds.

"The decision to create a fully inclusive building wasn't simply down to being philanthropic but was designed to tap into a rich demand for accessible hotel rooms and facilities. When we got everyone together - Squid Inc (Designers of the hotel), Marshall Construction (builders), and a firm called Motion Spot, who specialise in accessible design, it was very quickly the case of like-minded firms working together to answer a simple question - What can we create that will make a difference?

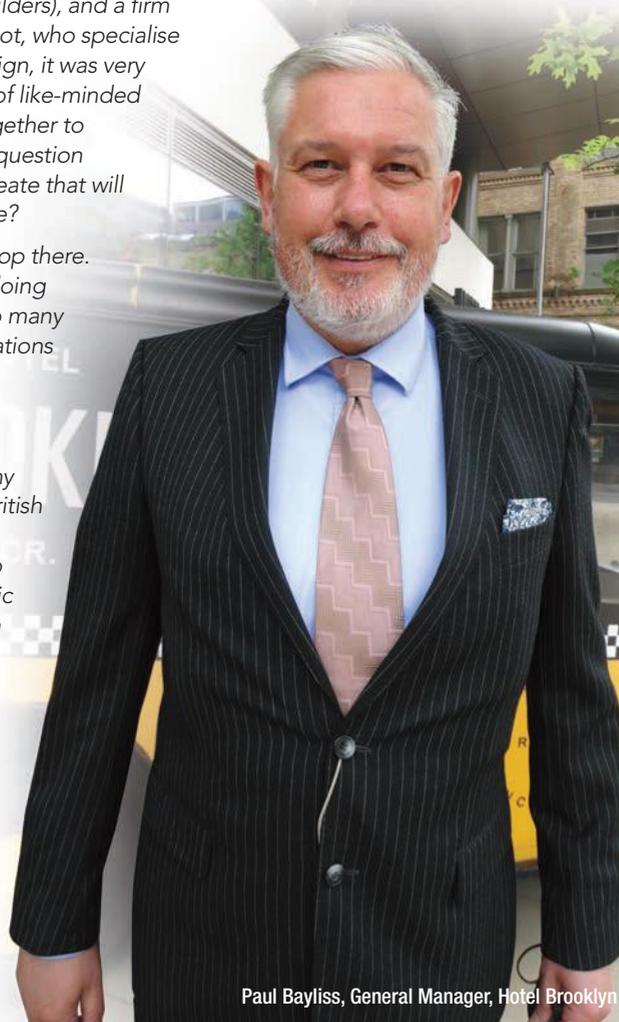
"It doesn't just stop there. What I've been doing is reaching out to many different organisations to build training programmes for our staff.

"People like Ruthy Fletcher of the British Deaf Association for example, who has given fantastic help in creating a programme that includes signing for our guys to look after clients.

"As we have developed our team, the skills they are learning now will also help brilliantly in their future careers.

"I also got involved with a company called pure innovations a number of years ago. They do incredible work providing independence and support for people with disabilities and disadvantaged groups to get into work.

"We've provided employment for a couple of guys, and it's fantastic to see how they have been integrated within our team so quickly. Inclusivity is hugely important to us and is just as relevant to our staff as to our customers."



Paul Bayliss, General Manager, Hotel Brooklyn



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digital marketing

Bnode - the ethical

GM Business Connect has come across a good range of digital marketing start-ups, however, when we met Chris Naylor, Managing Director of Bnode, we saw a very different side to a new business following what is known as B Corp principles.

We asked Chris to explain more:

Tell us what drove you to set up Bnode?

"After a lifetime of working in the digital industry, from the early days over 20 years ago of hands-on web development, SEO and PPC marketing, to heading up digital projects and recently

working at directorship level for a successful Manchester based agency, something still didn't seem 'right' Something was 'missing'.

"Perhaps it was the pandemic that opened my eyes, or the fast-changing development of the world around us, but the concept for Bnode was staring me right in the face; support businesses struggling in the complex digital landscape whilst supporting their goals to be morally and ethically oriented organisations.

"Such is the pace of ethical, eco-friendly business practices that I saw an opportunity to develop and support businesses with strategic digital marketing activities that at all points considers its wider impact on the local, national and global environment and strong ethical values of accessibility.

"This business MO struck a cord as the 'missing' part, to lead and improve the digital marketplace in something that meant something

to me and the world in general.

"Finally, I could use my digital marketing super-powers for good!

"I then discovered the B Corp movement, which was exactly the concept I was considering applying to digital marketing."

What is makes you different from other digital marketing agencies?

"Bnode's objective is to ensure green practices are considered and integrated at every possible juncture of a marketing plan to reduce harmful carbon emissions.

"The desire to embark upon a business venture that prioritises good, ethical business practice, and to help such like-minded businesses, was too great to resist, and just isn't being widely considered right now.

"With our support, by fulfilling objectives across both digital marketing activities and corporate and social responsibilities, companies can prosper in the modern digital marketplace, and can indicate that this can be done with as minimal impact on the environment and their ethical practices as possible.

"Ethics and accessibility are also a huge part of what Bnode is about, not just great digital business development and enhanced environmental awareness within a digital landscape.

"For example, many websites are not created with accessibility in mind for people with disabilities. Not only does this show exclusion to a company's clients and potential customers, but also provides a bad user experience for those viewing the site. If a website was built with these ethical decisions in place, just think of how many more people would be able to interact with that company, using their services or buying their products? Therefore, if you build a website that is accessible and inclusive, you open your virtual doors to more customers."

Tell us about B Corporations – and also what your role will be as a fully certified B Corp?

"The B Corporation (or B Corp)

movement aims to award ethically and environmentally progressive businesses with a certification to showcase their achievements and ambitions of promoting business as a force for good.

"There's a bit of a waiting list to become accredited, but from 2022 Bnode aims to be an official B Corporation 'B Leader training provider'. The guidance and leadership process will then be a service for our clients in its own right.

"B Corp certification is a journey rather than a singular examination, a 200-step checklist with certification granted on achieving a score of 80/200. Bnode will undertake consultancy for its clients, covering all aspects of the B Corp process and assisting them across all B Corp categories."

What are you offering prospective clients?

"I guess the main areas very briefly would be digital marketing through data analysis and strategy, and ethical and environmental guidance and awareness with integration into new or existing frameworks and assets. Also, hopefully in the near future, the B leader training I mentioned before for assisting companies to become certified B Corps themselves.

“ I see a world where digital strategy and ethical practices are intertwined, all while utilising the power of business as a force for good for the planet. ”

"Bnode is not placed in the quick, build it yourself or throw it out there marketing world. It is placed in a space where a client will get years of experience from multiple disciplined digital channels of marketing and digital asset creation. Where data driven decisions and strategies are formed inclusive of accessibility, strong ethics, and environmental considerations. That forego the stigma that 'green' costs the earth, and flipping it on its head by utilising those areas of 'good' to increase and



Chris Naylor,
Managing Director,
Bnode

future of digital marketing

enhance brand development, awareness and provide positive growth through the strong morals and inclusion it provides.”

What specific services will you be providing?

“Digital consultancy and implementation. Our primary offering is the creation of an effective digital marketing strategy. A multi-step process will be taken to uncover the challenges a business is facing, what is causing them difficulties, how they can be overcome and how it can be measured.

“All solutions proposed to a client will have considered the environmental impact and how this can be reduced. There are several ways that digital marketing activity can reduce its impact on the environment, from using sustainable server hosting providers, to green web development practices, to reduced emissions for email clients.

“Bnode’s aim is to incorporate a congruous mix of a successful strategy for the success of the client’s business and reduced emissions to benefit the environment. A project management service will also be offered to clients that may have an existing strategy, but lack the project managerial expertise or capabilities to deliver. Our project management services cover the same core list as our strategic channel support.

“Owing to the breadth of our capabilities and expertise, digital strategies we devise will cover all fundamental bases of modern digital marketing, including but not limited to website development, SEO, PPC advertising, social media advertising, social media community management, video production, Email campaigns, audience insight and pre-campaign data analysis, mid and post-campaign analysis and brand identity creation and development’

“In addition, as mentioned before, from 2022 Bnode aims to be an official B Corporation ‘B leader’ training provider. The guidance and leadership process will be a chargeable service in its own right or will be included as part of the service to existing Bnode clients above a certain monthly value.

“Bnode will undertake consultancy covering all aspects of the B Corp process, from selling in the concept to a client in the first instance, to assisting

them across all B Corp categories to be examined including workers, community, environment and customer.

“Finally, there’s partnership with White labelling services.

“We will partner with like-minded media and marketing agencies to white label marketing consultancy and delivery of services for their respective clients. This carries several advantages, chief among which being the reduced cost of sale with no business development time being required.

“We will work hard to ensure congruency between the companies’ ethical and professional ambitions.”

What kind of clients are you looking to support?

“Bnode will only work with a small number of clients simultaneously to retain quality of service and will aim to work with companies focusing on doing the right thing for their team, customers, and their fellow person. The rewards will come as a byproduct, and they will have a truly sustainable business in all meanings of the word.

“The modern marketing landscape is evolving and complex, resulting in firms needing to dedicate increasing amounts of resource to not only staying current with shifting trends, but also to maintain the level of

performance necessary to sustain their business.

“Bnode aims to help those businesses by implementing good ethical practices and environmental methods of digital marketing within their digital strategies, thus providing a growth within their customer base due to increased public awareness of their good practices, and enabling greater accessibility to their assets through more advanced accessibility within their digital assets.”

How do you see yourself growing over the next few years?

“That’s a really interesting question. I feel that every new company wants to grow and has high hopes for the future, but it’s more than just growth in Bnode financially, it’s about growth in doing what’s right, enabling more companies to grow in awareness and to follow good ethical and environmental practices, making sustainable web development, email awareness, renewable server choices the ‘norm’.

“As a new business we are coming to market with decades of digital marketing experience already in place, but as we all know this industry is forever changing at an alarming rate, and with such a fast-paced marketplace, comes a requirement for rapid changes in environmental and ethical practices in conjunction with that. We aim to acknowledge

and deliver this face on from the onset.”

Do you see businesses coming out of COVID looking for new, more ethical ways of promoting themselves and their services?

“Definitely. For example, all you need to do these days is turn the TV on and there’s an advert on for someone like the Co-Op now providing recycling of bags at their stores, major supermarkets having online grocery sections of goods under a ‘B-cops’ tab, it’s just becoming the way of things.

“Employees no longer want to work for companies that don’t hold the same moral high standards that they follow, and consumers want to know that their products are sourced by ethical means or that they have fair standards.

“Perhaps it’s a sign of the times, perhaps the COVID pandemic has made many people realise how precious life is and their values have shifted? One way or another, Bnode is here to help with professional digital support and consultancy for any business that is serious about maximising its brand visibility and lead generation or sales, while working towards reducing their harmful emissions in innovative and ethical ways, all while providing a greater level of inclusion and accessibility of their products and services to all.”

-  Website development
-  Pay per click advertising
-  Social media advertising
-  Social media community management
-  Search engine optimisation
-  Video production
-  Email campaigns
-  Audience insight & pre-campaign data analysis
-  Mid and post-campaign analysis
-  Brand identity creation and development



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awards

Shortlist announced for the Greater Manchester Business Awards



GREATER MANCHESTER BUSINESS AWARDS 2021

The Greater Manchester Business Awards have now arrived at their 5 year anniversary.

There are a good number of awards similar to this, but the longevity and popularity of this event has seemed to have grown from strength to strength.

The first awards took place in 2017, and each year after that culminated in a glitzy black tie evening

ceremony held at a landmark Manchester venue.

2020 however was when everything changed! COVID had put a stop to all social gatherings, and for new organisers Rich Media Group International this was a pivotal moment. The 2020 event did go ahead, and it was hugely successful, culminating in a virtual event hosted by Rich Media. The new organisers

as it turned out had exactly the right skillsets to make the awards evening a fabulous success in spite of not taking place in front of a crowd.

So, onto 2021, and we're back in familiar territory with a fabulous black tie gala event being held on Friday 3 September, this time at Hotel Brooklyn in the heart of Manchester City Centre.

As per all the previous awards, GM Business Connect are official sponsors, and are very pleased to be working closely with Rich Media again.

2021 SHORTLIST *The Greater Manchester Business Awards*

KEYWORKER SUPPORT

Staycity Aparthotels
Manchester Piccadilly
R2R People

FUNDRAISER OF THE YEAR

A special award goes out to Interact CC Ltd for this category. They will receive the award in September.

WELLBEING IN THE WORKPLACE

Bridgewater Home Care
OFR Consultants
Millbrooke Lettings & Management
Realm Recruit
Mapletree UK Management Ltd

LOCKDOWN VIRTUAL BUSINESS

idealHouseshare
34SP.com
Gymfinity Gymnastics
Bridgewater Home Care
Beyond Group

SMALL BUSINESS OF THE YEAR (UNDER 5 EMPLOYEES)

FETCH.IT
Forty3 Media
Essentialise Workplace Wellbeing

Northedge Architecture
GreatDrams Ventures Limited

SMALL BUSINESS OF THE YEAR (5-10 EMPLOYEES)

Feel Good Club
idealhouseshare
Reclaimed Brick-Tile
Moo Boutique
Hive Projects

BUSINESS OF THE YEAR (OVER 10 EMPLOYEES)

Gymfinity Gymnastics
Branagan Flooring Limited
ABC+Warranty
Bexley Beaumont Limited
R2R People

BUSINESS OF THE YEAR (OVER 20 EMPLOYEES)

Hotel Brooklyn MCR
Together Trust
Transform Hospital Group
Skin HQ
X1 Lettings

BUSINESS PERSON OF THE YEAR

Paul Bayliss (Hotel Brooklyn MCR)

Lee Chambers (Essentialise Workplace Wellbeing)

Andy Hirst (Sudlows)
Haroon Danis (Skin HQ)
Matt Tomkin
(Tao Digital Marketing)

YOUNG BUSINESS PERSON OF THE YEAR

A special award goes out to Oliver Plastow from Consensus Workspace Ltd for for this category. He will receive the award in September.

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To find out more about the Greater Manchester Business Awards:
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networking

PURECONNECTWORKING

getting back to basics!



Friday 23 July saw GM Business Connect resume hosting their Friday Afternoon networking events, this time at Hotel Brooklyn on Portland Street.

Starting at 4.00pm it was a traditional slot in the networking calendar for business owners to wind down and end the week with a few drinks and the chance to meet new contacts and prospects.

As a magazine we have always enjoyed working with Manchester's hospitality sector, and this was a chance to introduce the business sector to one of Manchester's newest hotels.

The networking took place on the 9th floor which has been designed as a purpose-built events and banqueting space. Accommodating up to 180 people, the whole floor



L-R John Galloway and Mike Newman, Speed of Sight

can be divided to suit, with flexible walls capable of splitting the area into 3 distinct suites – from a cosy boardroom layout to the entire floor catering larger events.

As the networkers arrived they were treated to a complimentary glass of prosecco and hors d'oeuvres supplied by the hotel. As well as the networking guests the hotel was represented by Paul Bayliss, general manager, and his team, who were on hand to help list the many advantages of choosing the venue for corporate occasions.

The afternoon progressed with traditional face to face networking,



Jenny Allcock, Creating Adventures

finally without restrictions as we come fully out of lockdown, and culminated in a short speech from GM Business Connect's Paul Mirage, welcoming everyone, and introducing two charities that as a magazine we have been and will continue to support actively – Speed of Sight and Creating Adventures.

Jenny Allcock from Creating Adventures was first to speak, telling us about the great work her charity was doing helping adults with autism and learning difficulties enjoy activities that helped them with social interaction and life skills. She described the many events that the Warrington-based charity had hosted



Paul Bayliss, General Manager, Hotel Brooklyn

bringing joy, excitement and inclusion into the lives of challenged adults.

Next was John Galloway and Mike Newman, co-founders of Speed of Sight, a Bolton based charity that offers track day driving experiences for the blind and disabled. Mike himself is blind and disabled. Mike himself is blind and holds 9 world records on land, sea and air.

He is currently the fastest blind man on land and water on the planet! Both Mike and John spoke about the charities fantastic work, and also Mike spoke about his experiences as a differently-abled person and the challenges everyday life held for him.

This dovetailed nicely into the fact that he was staying at the hotel that evening sampling the accessible facilities that are one of the USP's of the venue.

At this point we presented our very popular business card draw. First prize was a complimentary overnight stay and breakfast at the hotel courtesy of General Manager Paul Bayliss, won by Janice McMahon from Steroplast Healthcare. Second prize was a bottle of Bordeaux offered by GM Business Connect Magazine and won by Mike Newman from Speed of Sight, and third prize was a workplace first aid kit provided by Steroplast Healthcare, won by Jonathan Dobkin from Connections Recruitment.

Straight after this Paul Bayliss gave a short talk on his previous experience in the sector, followed by a review of the hotel and its facilities, including the fact that it had been designed from the start for inclusive use by everyone, regardless of mental or physical differences.



exporting

When is a deal **not** a deal? When it is **Schrödin**

I step forward in trepidation to write this article knowing full well that approaching the subject of Brexit is like walking on a hornets' nest. The likelihood is that I could upset people from both sides of the political debate, but bear with me and I will try to carefully tread a middle path.

I do not want to repeat the arguments of the rights and wrongs of Brexit, so for the purposes of this article let's start from the point that the UK has left the EU and we have to make the best of it; also that Northern Ireland is an immensely complex situation.

Lord Frost and Brandon Lewis

recently issued a Command Paper (By the Command of Her Majesty) setting out the UK Government's understanding of where we are with the Protocol, how we got here, what is going wrong and proposing steps forward.

The EU's immediate reaction was to say that renegotiation is not possible. Conflict appears to be inevitable, but as with so many aspects of the Brexit agreement all may not be as it seems.

The Northern Ireland Protocol was tagged onto the Brexit Agreement to try to resolve several conflicting issues around the reality of practicalities arising from the only

land border between the UK and the EU. These involve the EU's demand to safeguard the integrity of the single market, whilst honouring the commitments of the Good Friday Agreement that had brought to an end decades of sectarian conflict, and to enable cross border trade.

The demand was that a hard border must be avoided at all costs in order not to inflame sectarian tensions, although this requirement was not accepted by all as necessary.

The result was the Protocol which twists itself in knots to allow both sides to say they have achieved everything they wanted, but the corollary is also true.

The Protocol could have been written by Erwin Schrödinger!

So, it results in a border in the Irish Sea, that should not impede intra UK trade, but protects the single market.

It also includes 'get out of jail' clauses in case the effects are not going the way either side wants. This oft quoted Safeguarding section, set out in Article 16, was instigated, or threatened to be instigated (depending on who you listen to) in January this year by the EU in order to prevent Vaccines from crossing the border.

The Command Paper points out that this was "without warning or consultation". The EU quickly reversed their action



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ger's Protocol

following an intervention by the Republic of Ireland Government, which let it be known that they were furious at not being consulted themselves.

This "rash" action by the EU is used by Frost and Lewis as a reason to raise the UK's justification for itself using Article 16 to overcome the many issues it sets out. To go through the looking glass, critics say that the UK is trying to breach the Protocol when it would use a part of the Protocol as it is intended. The Schrödinger's Cat puzzle was simplicity itself by comparison.

There are two key points in the preamble



Exporting continues on next page



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Continued from
previous page

exporting

of the Protocol that are relevant:

"Underlining the Union's (EU) and The United Kingdom's shared aim of avoiding controls at the ports and airports of Northern Ireland, to the extent possible..."

"Determined that the application of this Protocol should impact as little as possible on the everyday life of communities in both Ireland and Northern Ireland."

As well as the need for "democratic consent".

The UK Government's main complaint concerns the over-rigorous implementation of border checks pointing out that 20% of all EU border checks are in Northern Ireland, whose population of 1.9m



is equivalent to just 0.3% of EU population.

This is leading to difficulties for traders and affecting supplies to retailers in Northern Ireland.

They go into a number of the statistics of the hundreds of millions of pounds that have been spent on implementing the requirements; of the 1,800 veterinarians qualified to sign Export Health Certificates and much, much more.

So, what are Frost and Lewis asking for?

They are happy with the operation of many parts of the Protocol but want to bring a "new balance" to the framework with a focus on trade in goods in order to remove the burden on intra UK trade.

The threat to the EU is clear, negotiate this new balance in good faith and proportionately or the UK will implement Article 16.

A section of the opening wording of the Article, "If the application of this Protocol leads to serious economic, societal or environmental difficulties that are liable to persist, or to

diversion of trade..." does not seem a high bar to pass.

The EU have countered that the answer is simple to avoid many of the checks and reams of paperwork: the UK should permanently accept more EU regulation.

This may give a hint to the real reason behind all this. As will not surprise anyone the UK's reaction is that this is a non-starter.

Will the EU negotiate?

There are nonstop talking shops in the committees managing the UK-EU relationship. So, the UK may call the ensuing discussions whilst the EU deny that they are anything more than talks.

The whole of the Protocol is designed to allow each side to portray it how they please, but inevitably this creates unresolvable issues. The UK is openly acknowledging this and looking for a realistic way forward.

Will it change?

Inevitably, but it is not clear how or to what extent and it is not hard to

imagine the Protocol and the Brexit Agreement collapsing in the vacuum of continuing disagreement, which is not in anyone's interest. There are likely to be fudges and short term measures along the way that allow this to drag on.

Anyone know where we can get hold of Schrödinger and Einstein for a cat chat?



Tony Goodman MBE

is a successful exporter and has been doing so through a variety of different businesses. He is currently Marketing Advisor at Forest and Co who specialise in offering guidance on branding, exporting and sales:

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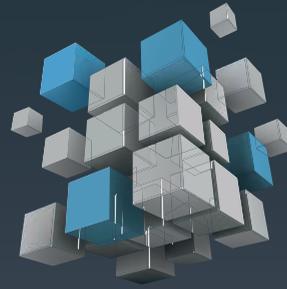
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However, a large amount of those students will finish College with a determination to move into employment, many as apprentices, others not.

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We work with over 500 employers, supporting them with talent through apprenticeships, commercial training, and other development programmes, ensuring employers get the best trained and most capable staff.

It is vital that we continue to do this; several key sectors across the region - including digital, finance and construction, to name a few - are crying out for huge numbers of people to enter their sectors.

On top of these, the services sectors, hospitality and beauty, are bouncing back enormously post Covid.

However, if we are to support these sectors to the best of our ability to develop amazing talent, we need the help of these sectors to do this.

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To support this critical initiative, we will also be opening the SCC Group Business Centre in the heart of industry, based in Salford Quays.

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finance

Everything **you need to know** about the **Super-deduction** tax relief



As part of the Spring Budget, the Chancellor, Rishi Sunak, announced a new 'Super-deduction' tax relief among other capital allowances, as a mechanism to kick start the economy and promote a speeding up of business investment following the impact of the coronavirus pandemic.

Les Leavitt, Managing Director at LWA has detailed how the Super-deduction works if you're thinking of investing in qualifying plant and machinery.

What are capital allowances?

Capital allowances let taxpayers write off the cost of certain capital assets against taxable income, taking the place of accounting depreciation (which is not normally tax-deductible), and therefore businesses can deduct capital allowances from their taxable profits.

For example, a corporation tax paying company with accounting profits of £1,000, depreciation expense of £200 and total capital allowance claims of £300 would make the following adjustment:

- Add £200 (depreciation expense) to £1,000 (accounting profits) = **£1,200**
- Deduct £300 (capital allowances) from £1,200 = **£900 (taxable profits)**

- Apply the appropriate tax rate, e.g. corporation tax at 19%: $£900 \times 19\% = \text{£171 tax due}$

There are two main types of capital allowances:

- Writing Down Allowances (WDAs) for plant & machinery - covering most capital equipment used in a trade.
- Structures and Buildings Allowances (SBA) - covering the construction and renovation of non-residential structures and buildings.

The Super-deduction is a new measure effective from 1 April 2021 that offers companies to claim 130% first-year allowance (FYA) relief on qualifying main rate (18% writing down allowance) plant and machinery investments until 31 March 2023.

What qualifies as plant and machinery under the Super-deduction?

HMRC have stated that equipment invested in must be brand new and not used, with examples of plant and machinery including but not limited to the following:

- Solar panels
- Computer equipment and servers
- Tractors, lorries, vans
- Ladders, drills, cranes
- Office chairs and desks,
- Electric vehicle charge points
- Refrigeration units
- Compressors
- Foundry equipment
- Vehicles used for trading purposes (not cars)

Other criteria for the Super-deduction

Companies must adhere to the

following criteria in order to claim the Super-deduction FYA:

- Expenditure on qualifying assets between 1 April 2021 and 31 March 2023, and only for contracts entered into after 3 March 2021.
- Be a company within the charge to Corporation Tax.
- The expenditure will not be eligible if any of the general exclusions in s.46(2) CAA 2001 apply, such as:
 - Expenditure in a chargeable period where the qualifying activity is permanently discontinued.
 - Expenditure on the provision of plant or machinery for leasing.
 - Expenditure on an asset which was initially acquired for purposes other than those of the Qualifying activity.
 - Assets acquired by way of a gift.

Further information on eligibility criteria can be found on Gov.uk.

An example in practice

Here's how the Super-deduction could work, showing the potential tax savings achievable by a company:

- A company incurring £1m of qualifying expenditure decides to claim the Super-deduction.
- Spending £1m on qualifying investments will mean the company can deduct £1.3m (130% of the initial investment) when working out its taxable profits.
- Deducting £1.3m from taxable profits will save the company up to 19% of that – or £247,000 – on its corporation tax bill.

What happens if the assets are sold?

In the event of the asset being sold or disposed of that would have qualified as an eligible investment under the Super-deduction or SR allowance, a balancing charge will arise based on a proportion of the Disposal value.

If only part of the original expenditure qualified for either allowance, or a different allowance was claimed on part of the expenditure, only part of the disposal receipt will be treated as a balancing charge.

Where the Super-deduction has been claimed, the disposal value for the asset will have a factor of 1.3 applied to it, except where the disposal is in an accounting period overlapping 1 April 2023, where a lower factor will be applied.

LWA are here to advise you if you are considering investing in plant and machinery and looking to benefit from the Super-deduction or other capital allowances announced in the Spring Budget.

Please speak to a member of our expert Tax Team by calling **0161 905 1801** in Manchester or **01925 830 830** in Warrington, or you can email mail@lwaltd.com



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economy

Recovery on track... ...‘Pingdemic’ fears set to ease

UK car factories turned out 69,097 units in June, according to the Society of Motor Manufacturers and Traders (SMMT).

While this was a rise compared with the Covid-depressed June 2020, however, it still represents the worst June total since 1953 as the global chip shortage, caused by the pandemic, and staff shortages caused by the “pingdemic”, make an impact.

By the end of July, almost 700,000 workers have received isolation alerts from the NHS “Stay at Home” App. The motor trade is one of many hit by the pings. The list of ‘reserved’ occupations is expected to rise. Isolation conditions will ease for all in August.

Growth expectations rise for the year...

Despite the setback, growth expectations have been revised up again. The average forecast for GDP growth for 2021 is now 6.9% compared to 6.4% when we last updated GM Business Connect's readers.

JP Morgan is now forecasting growth of 8.1%. Capital economics expects growth of 8.0%. Goldman Sachs is more nervous about prospects for the UK. The American Bank is now forecasting growth of 7.7% compared to 8.1% last time.

The Bank of England expects growth of 7.25% in 2021. Our Saturday Economist central forecast remains at 7.5% for the moment. We expect growth of 5.5% in 2022 slowing to perhaps 3.5% in the following year, thereafter reverting to trend growth of around 2% in the years to follow.

Over the next five years, the economy will grow by over 20% in real terms and by over 30% in nominal terms. The additional revenues to the Treasury will be almost £250 billion in the period.

No need as yet to undertake any radical revision to the tax base within the economy to reset the balance sheet.

Analysis from Dr John Ashcroft on the economic impact of Covid-19



Fears of inflation have increased...

Fears of inflation have increased slightly as we suggested they would in June. Inflation CPI basis is expected to average 2.6% in the final quarter, compared to 2.2% last time. Prospects for 2022 remain relatively unchanged. Forecasts are for inflation to average just 2.1% though the year ahead.

Inflation increased to 2.5% in the latest data. We expect inflation to hit the 3%, CPI basis, in August, before easing by the end of the year. Data from manufacturing costs suggests the peak in input prices may have peaked in May.

We watch with interest the pattern of trade in oil prices. Brent crude trades at \$75 dollars per barrel as we write. We expect oil to trade between \$65 and \$70 dollars in the third quarter. Price resilience could lead to an upward revision to our inflation forecasts.

Unemployment set to rise...

Unemployment is expected to hit 5.6% in the final quarter, up from 4.8% in May. In the following year, the u rate will fall back to 4.9% as the economy continues to recover.

The number of people out of work is expected to rise to 1.9 million based on current forecasts. The ending of the furlough scheme in September is the major explanation for the uplift.

More than a third of the working population have been supported by government schemes since the coronavirus pandemic began. Latest figures show the UK Government supported over 14.5 million jobs and individuals during the crisis, at a cost of £325 billion.

Government borrowing will fall and fast...

Government borrowing hit £300 billion in the financial year ending in March. Good news for the Chancellor. In the first three months of the current financial year, borrowing fell to £69.5 billion compared to almost £120 billion in the same period last year.

The out turn was £19 billion below the OBR forecast. The fiscal watchdog had projected borrowing of £234 billion in the year. If the current trends were to be maintained, the outcome could be a drop in borrowing levels to around £175 billion and a fall below £100 billion in the subsequent years.

The fall reflects stronger than expected tax receipts and lower than expected spending. The additional kick to revenues could be almost £250 billion over the next five years. No need as yet to undertake any radical revision to the tax base within the economy.

The Bank of England will continue to stand by as the ‘buyer of last resort’ until the borrowing levels and gilt issue falls within the capacity of independent financial institutions.

So what of interest rates?

The Fed set the pace for central bank action in July. The FOMC didn't raise rates and said it would not start tapering. The \$120 billion monthly asset purchases are set to continue.

Despite the rise in inflation the Fed is concerned about the residual output gap and job losses in the labour market. Don't expect any changes in the Fed stance for the moment.

Despite the noises off in the MPC, we don't expect any change in the Bank of England stance anytime soon either. The Bank may yet fill the Chancellor's £1 trillion pound bank note. The prospects for a rate rise ... remote.

Dr John Ashcroft specialises in economics, strategy and financial markets.

He is author of *The Saturday Economist*, great updates every week on the UK and World Economy. *The Saturday Economist Live* is now available as a podcast and on Zoom.

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wellbeing

When it's **time** to **return to work**



Many of us have seen first-hand how quickly our children have become disenchanted with getting up and dressed for school each day, how demotivated they've become about learning and education.

But that loss of engagement has not only happened to children during the global pandemic. Working from home, hardly bothering to get washed or dressed for the obligatory zoom meeting, being on furlough, perhaps being paid to do nothing or very little has turned many of us away from being the inspired, motivated career achievers we once were.

We've learned to manage on less, value different things and, for quite a few of us, rejoining the corporate or business world of early starts, long days and time spent on the road doesn't really do it for us anymore.

But town centres are needing to be revived, shops, office premises, gyms and hospitality are all needing to have life breathed back into them once again, landlords are keen to see their properties occupied and earning income. It's time to return to work.

If you're a business owner, how are you going to re-engage your workforce, now that it's time to return to work?

Recognition of where your people are coming from, how they're feeling is an important first step in identifying where you need to focus.

When someone has been out of their regular routine for such a long time, with all the ancillary real-time concerns they've been experiencing, perhaps about home schooling, estrangement from friends and family, uncertainty about the future, the allure of work may well have paled into relative insignificance.

Identifying and addressing their different concerns is an important starting point.

When you show that you understand and care about their issues it helps staff to feel listened to and valued, a vital stepping-stone on the road back to your business's new normal.

Many employees have justifiable concerns about the ending of furlough and the impact that will have on their job security, terms and conditions of employment and their future financial and career prospects.

And, of course, many businesses will need time to get back on their feet, perhaps using loans and negotiations with suppliers, staff and landlords to survive.

The financial ramifications may need to be managed to include part-time work, working from home, redundancies and some staff becoming self-employed contractors, at least initially.

Open and honest communications are a positive way of demonstrating that you care, have integrity and take

your role as an employer seriously.

Regular staff briefings which give good, reliable information and clarity, scheduling Q&A sessions and maybe providing an open door policy, where staff can privately discuss their specific concerns can help foster a more engaged and loyal commitment to returning to work.

Allow staff ideas and contributions, suggestions to improve business growth, to be listened to and given due consideration. Some staff may be keen to become involved in actioning their suggestions, which is a good way for them to feel directly engaged and involved in the business and its future success.

By acknowledging and giving them credit for their contributions you enable them to feel more tangibly on board.

There are those who may need a flexible approach to resuming their working hours due to a change in their circumstances.

Some staff may only be able to return gradually, cautiously to their duties, finding any perceived stress or pressure overwhelming.

By demonstrating that you've listened, are prepared to accommodate them as best you can and are doing everything possible to support their mental and physical safety, health and wellbeing you'll find that staff engagement should consistently start to improve.

But don't forget about those who are super-keen to resume their career progression and have had to put their enthusiasm on hold for over a year.

Nurture and encourage their drive and motivation with ongoing mentoring, exciting business development opportunities and areas of personal responsibility, like special projects or new initiatives that challenge them and suit their skills and future goals.

These are the staff who could well provide the lift your business needs

to revive it, ready for the next phase of your journey to success.

You too, have had the toughest of times this last twelve months or so. Be gentle with yourself and commit to regular breaks, good self-care and a positive approach to your daily life.

Reviving your business requires you to be strong and resilient, so remember the importance of healthy nutrition, regular hydration, quality sleep, exercise, fun and time with the special people in your life.

You're your business's most important resource, so equip yourself well now that it's time to return to work.



Susan Leigh MNCH (ACC)

South Manchester counsellor, hypnotherapist, relationship counsellor, writer and media contributor offers help with relationship issues, stress management, assertiveness and confidence. She works with individual clients, couples and provides corporate workshops and support.

She's author of 3 books, 'Dealing with Stress, Managing its Impact', '101 Days of Inspiration #tipoftheday' and 'Dealing with Death, Coping with the Pain', all on Amazon and with easy to read sections, tips and ideas to help you feel more positive about your life.

To order a copy or for more information, help and free articles visit www.lifestyletherapy.net

For more articles, information or to make contact please call **0161 928 7880** or visit

www.lifestyletherapy.net

diary dates

As we find ourselves fully coming out of lockdown there is still a great deal of uncertainty with live face-to-face events. We can at last meet without the official need for masks and social distancing, however, a great many individuals and event organisers have different approaches to the 'new-found' norm.

It's essential that everyone respects each other now more than ever, and that includes what makes us all feel comfortable going forward. As the doors open and barriers are lifted, a great many grass-roots and high profile events are going ahead, but there are still opportunities for the safe haven of virtual networking, especially as everyone now has differing expectations and levels of comfort that are very important to respect.

Below we have listed many live events that have started to appear in networker's calendars, as well as contact details for many traditional events and organisations that warrant finding out more in terms of face-to-face start-ups. Whatever course you choose - as you visit more live events please ensure you research and respect the organiser's guidelines and comfort zones.

4 Networking

Complete range of different styles of networking, both virtual and face-to-face.
Contact www.4networking.biz

page 5 BITA (British and Irish Trading Alliance)

Online networking using Zoom and Remo
BITA Joint Manchester+Leeds every fortnight
20 Aug, 3 Sep, 17 Sep 4.00pm - 5.00pm
BITA London every week
11 Aug, 18 Aug, 25 Aug 8.00am - 9.00am
Cost FREE until further notice

Live face to face events

BITA Joint Manchester+Leeds luncheon
14 Oct 12noon - 5.00pm
Venue The Lowry Hotel, 50 Dearthams Place, Salford, Manchester M3 5LH
Cost £70+VAT (BITA members get discounted tickets).
Contact Paul Whitnell paulw@bita.ie
www.bita.ie

BNI Alchemy Didsbury

Online networking using Zoom
Weekly every Thurs 6.30am - 9.00am
Cost FREE until further notice
Contact Andy Walsh 0161 250 5040
Notes Please contact Andy Walsh to arrange joining as a guest.

BNI Graphene Manchester

Online networking using Zoom
Weekly every Weds 10.00am - 12.30pm
Cost FREE until further notice
Contact John Galloway 07971 161621
Notes Please contact John Galloway to arrange joining as a guest

Business Catalyst Club Manchester and Leeds Networking Lunches

Leeds 14 Sep 12noon - 2.00pm (networking afterwards)
Venue The Box, 15 Infirmary Street, Leeds, LS1 2JS (on corner of East Parade)
Manchester 14 Oct 12noon - 2.00pm (networking afterwards)
Venue Banyan Bar & Kitchen, Unit 4, The Corn Exchange, Exchange Square, Manchester M4 3TR
Cost and booking - contact organisers below
Contact Graham Shiers 07818 675 310
www.businesscatalystclub.co.uk

Dynamic Networking Zoom Networking

Cost FREE
Contact natalie@dynamicnetworking.biz
www.dynamicnetworking.biz

www.facebook.com/groups/DynamicNetworkOnline/

High Peak Business Club

Regular monthly breakfast networking + high calibre speakers
Contact Edwina Currie for further information
Contact edwinacurrie@sky.com
www.highpeakbusinessclub.co.uk

K-Club

Entrepreneur's networking events
Virtual Lunch - Speaker + networking
For further details please contact Amanda Manson.
Contact Amanda Manson 07754 069 829
www.k-club.co.uk

page 32 Lancashire Business Expo 1 Day Business Expo

24 Sep 9.00am - 3.00pm
Venue Guild Hall, Lancaster Road, Preston PR1 1HT
Cost FREE (pre-registration required).
Contact shoutexpo.com

M Postcode Business Hub

Monthly online zoom networking - multiple breakout rooms. Also, face to face events are being scheduled (contact organisers for further details).
Zoom - 18 Aug, 15 Sep, 13 Oct, 10 Nov 2.00pm - 3.30pm
Cost FREE
Face to face - all events FREE to attend

25 Aug 2.00pm - 4.00pm
Venue Incspaces Manchester 101 Princess Street, Manchester M1 6DD

22 Sep 2.00pm - 4.00pm
Venue Lloyds Bank, 42-46 Market Street, Manchester M1 1PW

20 Oct 2.00pm - 4.00pm
Venue Virgin Money, 48-50 Market Street, Manchester M1 1PW
Contact 0161 505 1054
www.mpostcode.co.uk

page 25 The Northern Business Expo 2022

2 Day Expo and Conference
15 + 16 March 2022 10.00am - 4.00pm
Venue Manchester Central, Windmill Street, Manchester M2 3GX
Contact northexpo.biz
Notes GM Business Connect are media partners.

page 32 Northwest Business Expo

1 Day Business Expo
5 Nov 9.00am - 3.00pm
Venue Bolton Whites Hotel, De Havilland Way, Bolton BL6 6SF
Cost FREE (pre-registration required).
Contact shoutexpo.com
Notes GM Business Connect are media partners.

pro-manchester

Hot topic breakfasts, Sector lunches, Economic Updates, Panel debates - all face to face events postponed or cancelled.
Full programme of webinar-based events available

Contact Nicola McCormick 07929 671755
nicola.mccormick@pro-manchester.co.uk

Full listings of online and offline events can be found on: www.pro-manchester.co.uk

The Business Network Manchester Virtual and Live networking - includes short seminars.

Online - 18 Aug 11.50am - 2.00pm

Venue Incspaces Manchester 101 Princess Street, Manchester M1 6DD
Cost £15

Live event - 21 Sep 12noon - 2.00pm (Optional seminar 10.00am start)

Venue The Lowry Hotel, 50 Dearthams Place, Salford, Manchester M3 5LH
Cost £45

Online - 30 Sep 11.50am - 2.00pm

Venue Incspaces Manchester 101 Princess Street, Manchester M1 6DD
Cost £15

Contact Helen Bennett 0161 823 1384
helen@business-network.co.uk
www.business-network.co.uk

The Business Network South Manchester

Mix of online networking running with face to face networking - includes short seminars.

All live events - 11.30am - 2.00pm (optional seminar at 10.30am available) Cost: £46.80

9 Sep Best Western Pinewood Hotel on Wilmslow, 180 Wilmslow Road, Handforth, Wilmslow SK9 3LF

7 Oct Mottram Hall, Wilmslow Road, Mottram SK10 4QT

4 Nov Cottons Hotel, Manchester Road, Knutsford WA16 0SU

2 Dec Best Western Pinewood Hotel on Wilmslow, 180 Wilmslow Road, Handforth, Wilmslow SK9 3LF

13 Jan Mottram Hall, Wilmslow Road, Mottram SK10 4QT

Cost £46.80

All virtual events - 11.50am - 2.00pm Cost: £12

21 Sep, 19 Oct, 16 Nov, 14 Dec

Contact Simon Edmondson 07766 493428
Simon.Edmondson@business-network.co.uk
www.business-network.co.uk

Please note If you plan to attend any of the above events please ensure all details are correct in advance. Whilst every effort has been made to confirm accuracy some details may be subject to change.

Some of the following organisations may be active with online networking.

Please check their websites regularly for more up to date information:

Bowdon Business Club

Contact Members@BowdonBusinessClub.co.uk
www.BowdonBusinessClub.co.uk

Business for Breakfast

Virtual and Live networking - includes short seminars.
Contact centralservices@bforb.co.uk
www.bforb.co.uk

Business over Breakfast

Contact Tracy Heatley 07812 076946
www.bobclubs.com

Carrington Business Park

Contact 0161 776 4000
lisa.graham@cbpl.co.uk
www.cbpl.co.uk

FSB - Federation of Small Businesses

Contact Rose McAteer 07917 628916
rose.mcateer@fsb.org.uk
www.fsb.org.uk

Greater Manchester Chamber of Commerce

Contact 0161 393 4321
www.gmchamber.co.uk

Manchester Business Breakfast Club

Contact info@manchester-bbc.co.uk
www.manchester-bbc.co.uk

M62 Connections

Contact Bill Dove 07932 044 743
www.m62connections.co.uk

Shout! Network

Contact 01772 935930
info@shoutnetwork.co.uk
www.shoutnetwork.co.uk

SK8 Networking

Contact Chris Jones
0161 437 5999 / 07757 710199
www.sk8networking.co.uk

The South Manchester Business Association

Contact 0161 962 5195
smba.org.uk

Trafford Business Club

Contact David Lawton 07973 502595
www.traffordbusinessclub.co.uk

Women's 20/20

Contact Catherine Sandland
enquiries@2020network.co.uk
www.2020network.co.uk



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**LANCASHIRE
BUSINESS
EXP 2021**

Lancashire Business Expo
24th September 2021
9am til 3pm
Guild Hall, Preston

**NORTH WEST
BUSINESS
EXP 2021**

North West Business Expo
5th November 2021
9am til 3pm
Bolton Whites, Bolton