



YOUR LOCAL  
GROWTH HUB

# 2017/18 Annual Report

Buckinghamshire Business First  
Year ended March 2018

[bbf.uk.com](http://bbf.uk.com)

# What our members say



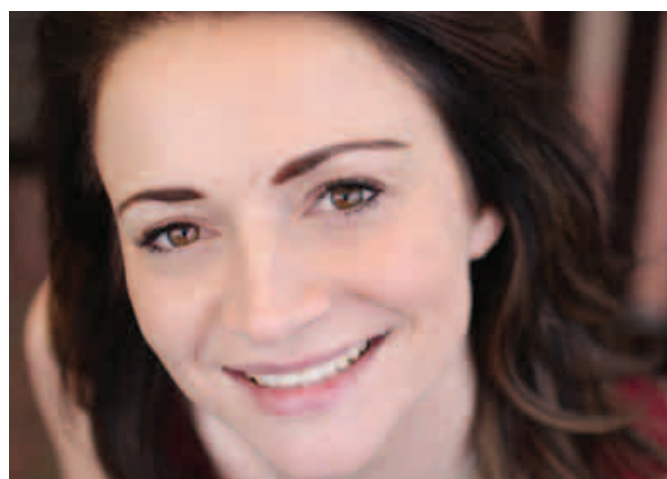
“ Buckinghamshire Business First has been super helpful with advice for my small business and has provided many networking events that have given me the chance to get to know other local businesses. In particular, the Aylesbury Digital Escalator event provided us with many new clients.

Matt Hulbert, Creative Jam



“ In my first year of being a member of Buckinghamshire Business First I have been able to tap into their support on a number of occasions. A meeting with the business support team really helped me build a strategy towards sustaining business in the local area, something that I am really passionate about doing. Thank you Buckinghamshire Business First!

Debbie Brown,  
DB Coaching and Consultancy



“ Having joined Buckinghamshire Business First in 2016, I have found the team to be approachable and friendly. Not only have I gained new customers through my online business profile, but I have been able to attend many valuable seminars and workshops that have all been useful for my business.

Faisal Mahmood, FM Training



Buckinghamshire Business First is the largest business representative organisation in Buckinghamshire, with more than 30% of the county's businesses engaged with us, and more than 65% of the county's private sector employees on the payroll of those businesses.



When surveyed about a range of services, members reported an average overall satisfaction rate of 91%.



Buckinghamshire Business First has helped me by spending time explaining the amazing support on offer. I have been to a networking event and made some great contacts which have formed into fantastic leads. I'm excited to have the opportunity to use their facilities, attend more events, and network!

Remeny Armitage, Remeny Armitage Ltd



Thanks to Buckinghamshire Business First, the Velocity Revenue Grant process was very straightforward. The business support team were a great help, proofreading the forms to ensure everything was correct before they were submitted. The £2,300 grant came through just a week after we submitted our application. As a growing SME, the support from Buckinghamshire Business First has been amazing.

Jane Campbell, PCL Corporatewear



I really appreciate all the advice and support Buckinghamshire Business First has given me over this last year. I'm excited and raring to go in my second year!

Helen Pettifer, Helen Pettifer Training



Providing a voice for business and representing this amongst local and national policy makers is central to Buckinghamshire Business First's organisational mission.

**“ To be successful, you have to have your heart in your business, and your business in your heart. ”**

**Thomas J. Watson, former CEO, IBM**

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# Personal note from Michael Garvey, Chairman, Buckinghamshire Business First

I was delighted to become the new Chairman of Buckinghamshire Business First earlier this year, having been the Vice Chairman since the organisation was formed, and would like to express my sincere thanks and appreciation for the job that my predecessor Alex Pratt did for six years.

Alex led the organisation through its formative years to become the pre-eminent voice of the business community in Buckinghamshire, working closely with the Local Enterprise Partnership, the county and district councils and business representative organisations. We are uniquely placed to help businesses grow and prosper.

The Buckinghamshire Business First community totals nearly 11,000 business members now, with reach beyond the county through regional supply chains, employment opportunities, inward investment and exporting.

The philosophy driving our activity throughout 2017/18 was neatly summarised by Philippa Batting, our Managing Director, at the start of the year: “new year, same us”. This does not mean standing still. Far from it, it means maintaining the same commitment to supporting businesses and ensuring their voices are heard in the corridors of power, while incorporating new ways to help businesses grow.



This thinking led to the creation of the Growth Programme and Buckinghamshire’s Growth Champions, for example.

Change is a constant in business and not all change is for the better. The challenges facing businesses grow each year and the burden of red tape, for example, is an issue that I have recently raised with the county’s MPs.

Buckinghamshire Business First exists to help businesses be more productive and profitable and has developed an unrivalled reach in to the business community.

So, what of 2018/19? New year, same us. Watch this space.

**Michael Garvey**  
**Chairman, Buckinghamshire Business First**  
**Managing Director, Chandler Garvey**

# Simplifying the **landscape**

Buckinghamshire Business First seeks to provide ease of access and coherence to the world of business support. We provide a 'first stop shop' to both local and national business support provision, and have a dedicated team and telephone hotline available, as well as comprehensive support on our website.

## Our objectives

- To support a thriving Buckinghamshire economy
- To create jobs and business growth
- To bring together the collective voice of Buckinghamshire's businesses
- To foster a strong, mutually beneficial relationship between public policy makers and Buckinghamshire's businesses
- To simplify the business support landscape by improving awareness and understanding of the support available, as well as the accessibility of this support

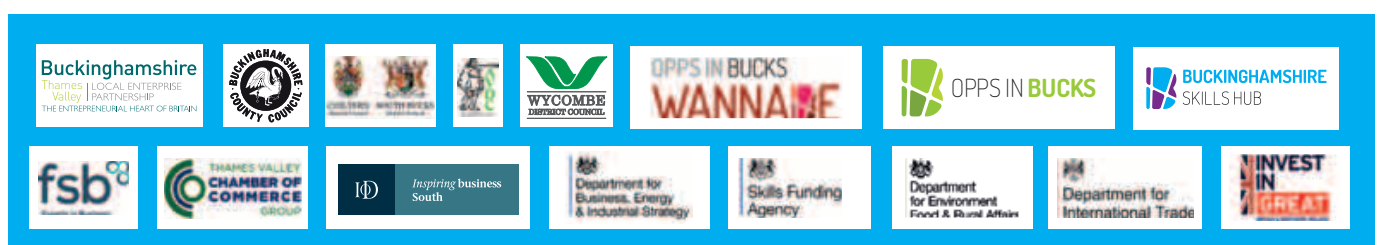
## Benefits to businesses

- A welcoming, mutually supportive, effective business community in Buckinghamshire
- Extensive knowledge of support and grants available to businesses in Buckinghamshire
- Effective networks that help build relationships between businesses and foster a sense of collective achievement
- Easier access to relevant face-to-face business support
- Access to our hub facilities across the county that come with meeting rooms and workspaces
- Unique access to local and national policy makers
- First-hand information on infrastructure projects such as superfast broadband

## Benefits to other stakeholders

- Unparalleled reach into the Buckinghamshire business community
- A single point of reference in the most micro economy in the country
- A deep understanding of the Buckinghamshire economy and businesses at the coalface

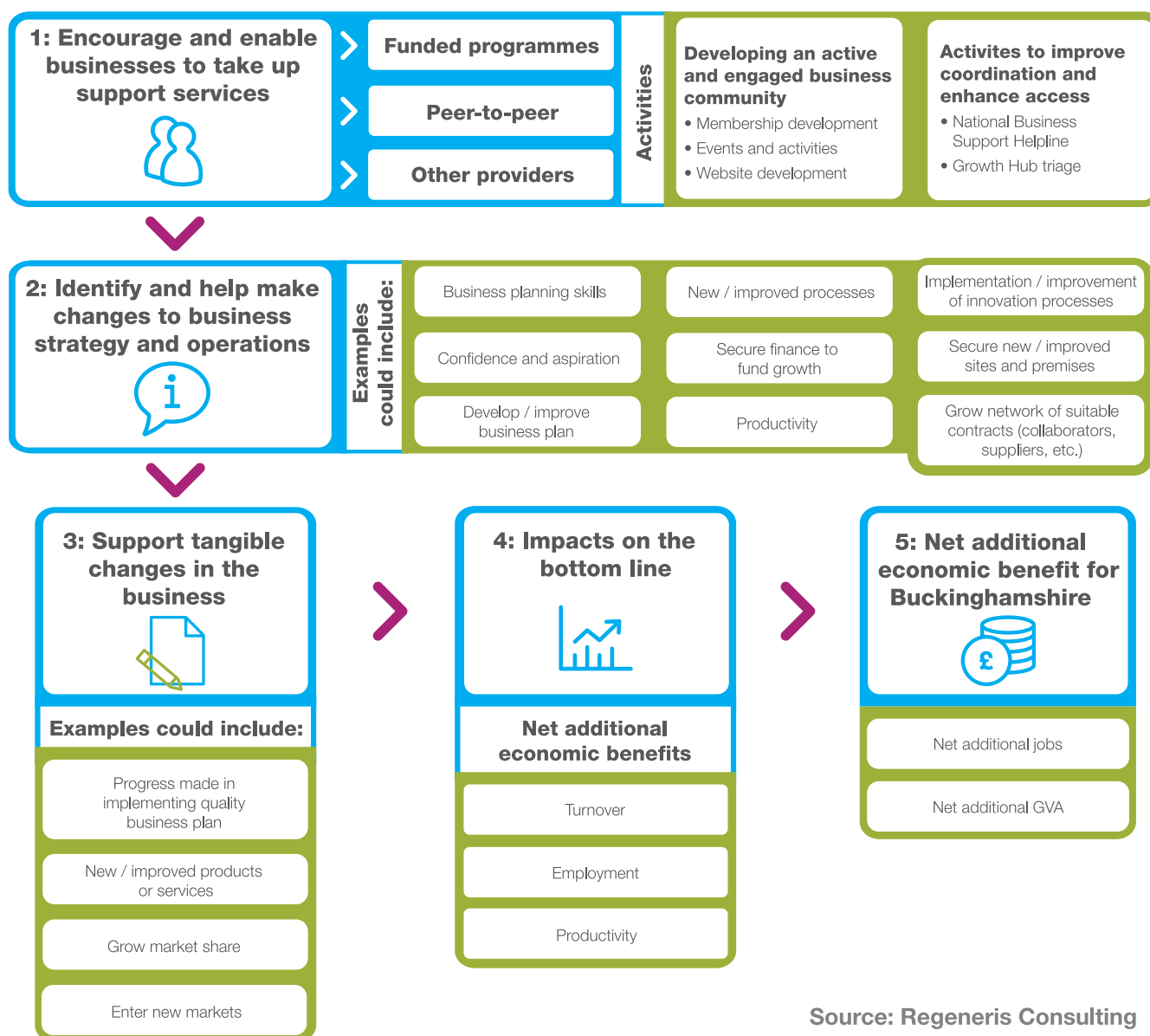
## We work in partnership **with:**



# What we do

Buckinghamshire Business First, the Growth Hub for Buckinghamshire, is a business-led, business-focused community for new, established and growing businesses across the county. We provide our members with knowledge, support and opportunities for growth.

## How we add value



Source: Regeneris Consulting



**3,782 businesses have benefited from face-to-face support provided by Buckinghamshire Business First.**

# Our vision

We want to see a Buckinghamshire economy that leads the way in prosperity, competitiveness and attractiveness to inward investment. We want the county to be viewed as a model for others to follow, a county where the economy thrives with a fully engaged business community that is proud to form the Entrepreneurial Heart of Britain.

## Our mission

To foster the conditions that encourage businesses to:



Invest



Grow



Thrive

## Our aims



Deliver value for business



Deliver value for partners



Act as a megaphone for businesses to communicate with local and national government



Establish ourselves as the first stop for businesses seeking advice on all matters relating to growth, support and business sustainability

## Our impacts in 2017/18...



**669 jobs**

have been facilitated through our grant and project activity



**£1.8 million**

has been awarded to individual businesses through grants



**3,782 businesses**

have benefited from face-to-face support



**9,207 incidences**

of support were provided by our team in 2017/18



# Our Board

The Buckinghamshire Business First Board is made up of 11 individuals reflective of the diverse nature of the Buckinghamshire business community. It includes representatives of micro businesses and businesses in strategically important sectors from across the breadth of the county. They are with us every step of the way on this journey as we nurture a thriving economy in the Entrepreneurial Heart of Britain.

**Buckinghamshire Business First has been integral to the growth of the business and wider community. Joining the Board will give me a platform to help continue this excellent work. I look forward to working with my fellow Board members.**

Hiren Gandhi



**Michael Garvey**  
Chairman  
Managing Director,  
Chandler Garvey



**Philippa Batting**  
Managing Director,  
Buckinghamshire  
Business First



**Hiren Gandhi**  
Vice Chairman  
Partner, Blaser Mills



**Alistair Lomax**  
Director of Development,  
The University of Buckingham



**Martin Reed**  
Chairman and Chief  
Executive, Thomas  
International UK Ltd



**Rebecca Bunting**  
Vice Chancellor and Chief Executive  
Officer, Buckinghamshire New  
University

**I was attracted to serve on the Buckinghamshire Business First Board through my deep commitment to the unique ecosystem of small and growing businesses in this region.**

Alistair Lomax

**I am looking forward to helping Buckinghamshire Business First support small businesses and charities, and to playing a full part in the growth of this extraordinary Growth Hub.**

Michael Harris



**Michael Harris**  
Director,  
Lindengate



**Andrew Smith**  
Director of Strategy and  
Communications, Pinewood  
Studios Group



**Klaus Allion**  
Owner and Managing  
Director, ANT  
Telecommunications

**The more you get involved, the more you can help influence the agenda around infrastructure, employment, skills, access to finance and other business-critical issues.**

Adam Stronach



**Adam Stronach**  
Treasurer  
Director, Harwood  
Hutton Ltd



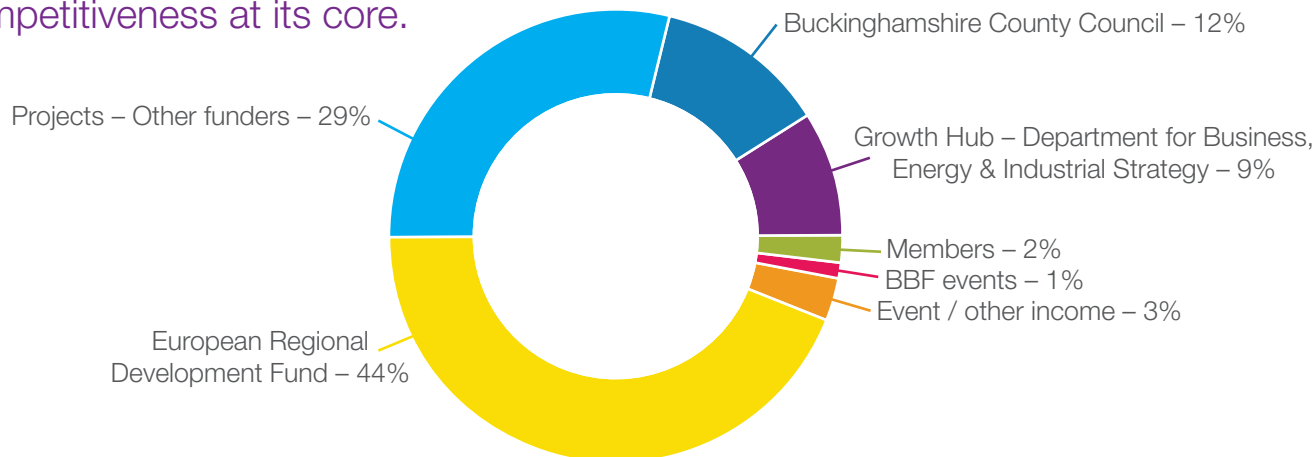
**Eman Martin-Vignerte**  
Head of External Affairs,  
Governmental and Political  
Relations, Bosch

**Making a business work is all about creating a community in which everyone helps to promote and support each other.**

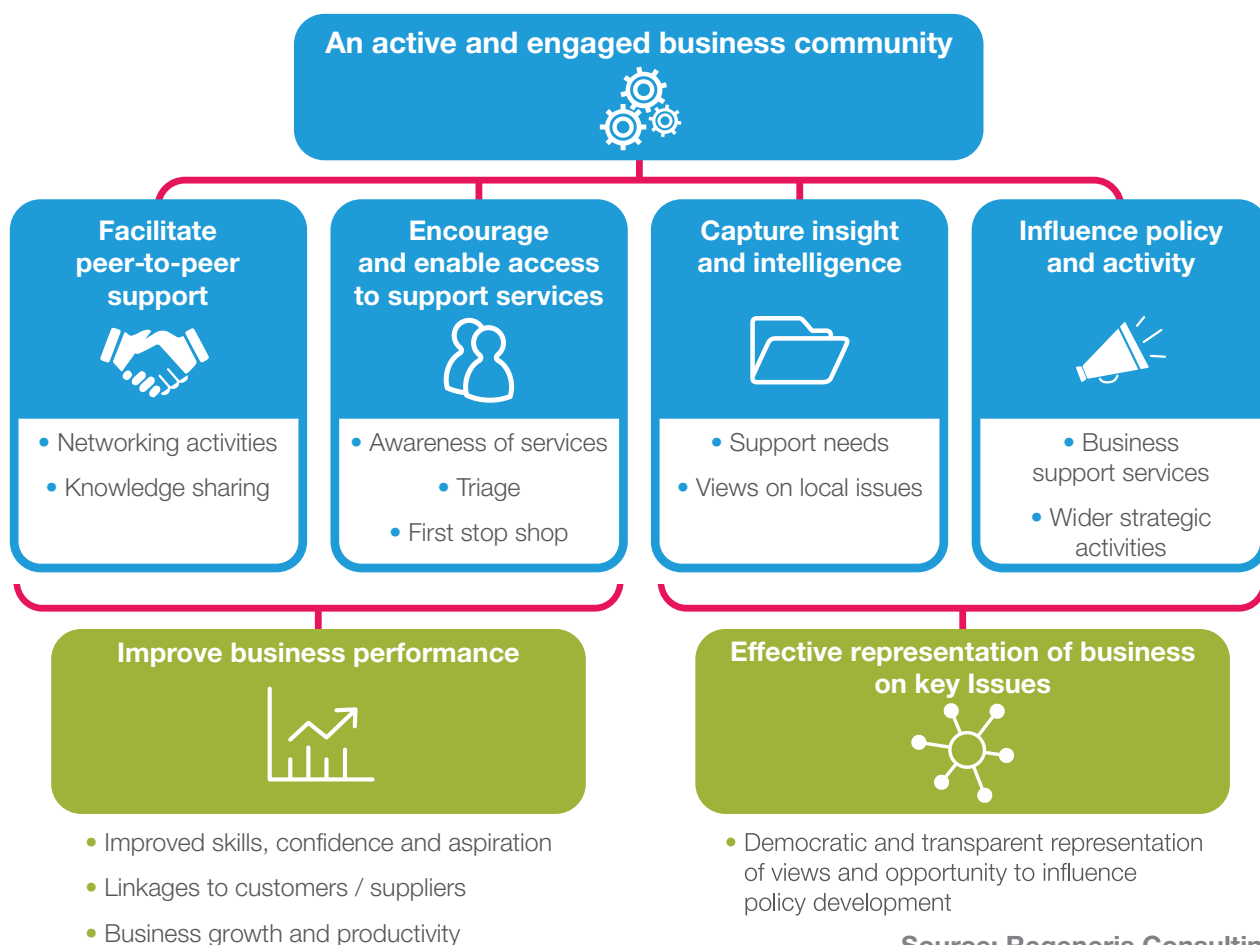
Eman Martin-Vignerte

# How we are funded

Buckinghamshire Business First has a mixed funding model. Its core funding comes from members, Buckinghamshire County Council and events. This core funding is used as 'match', against which other funds can be leveraged from Europe and UK Government agencies. All funding secured has SME competitiveness at its core.



## Our contribution to a vibrant economy



Source: Regeneris Consulting



**For every £1 of funding Buckinghamshire County Council provide for the Growth Hub, Buckinghamshire Business First can leverage an additional £43 of activity.**

# Influencing the business environment

Providing a voice for business and representing this amongst local and national government policy makers is central to Buckinghamshire Business First's organisational mission. We work in partnership with the Buckinghamshire Thames Valley Local Enterprise Partnership (BTVLEP) to directly translate the views of business to policy makers.

This intelligence is used to ensure strategies and policies across the county are based on current and robust evidence and to make sure government at all levels is aware of the economic issues facing Buckinghamshire's communities.

Throughout 2017/18 and in partnership with BTVLEP, we hosted a series of roundtable discussions with policy makers and local business influencers on key topics of importance to Buckinghamshire's economy. Themes included:



## Digital Strategy

Business and digital leaders from across the county were joined by representatives from the Department for Culture, Media & Sport, BT, Digital Native and local training providers at Pinewood Studios to take part in a think-tank discussion to explore how Buckinghamshire could best be placed in the development of a Buckinghamshire Digital Strategy.



## Housing Growth & Construction

The construction industry plays a leading role in delivering economic growth across Buckinghamshire and this event addressed the key challenges facing the construction & housing sectors, looking at the role that Buckinghamshire Business First and BTVLEP can play in advancing growth, developing new standards in construction and ensuring that we grow and develop the necessary skills in our communities.



## The Plan for Productivity

Be the Business, Innovate UK and Buckinghamshire's Growth Champions joined this roundtable event to discuss the opportunities that exist to overcome barriers to productivity in Buckinghamshire and help to contribute to our submission to the government's Productivity Review.



## The Local Industrial Strategy

The Buckinghamshire Local Industrial Strategy (LIS) will, in effect, form a local chapter of the government's national industrial strategy which sets out a long-term plan to boost the productivity and earning power of people throughout the UK.

The LIS will exploit Buckinghamshire's location at the centre of the Oxford–Milton Keynes–Cambridge corridor and set out an ambitious programme of activity to ensure that the county's economic assets contribute significantly to both the national and local economy, and it will be a key feature in the portfolio of strategies covering the corridor.

The LIS and the process by which it is produced is intended to raise the profile of Buckinghamshire and Buckinghamshire businesses and the economic assets and potential within our economy.

To get the latest research on Buckinghamshire's economy, visit:  
[bit.ly/bbf-reports-and-analysis](http://bit.ly/bbf-reports-and-analysis)

In partnership:

**Buckinghamshire**

Thames Valley LOCAL ENTERPRISE  
Valley PARTNERSHIP  
THE ENTREPRENEURIAL HEART OF BRITAIN



# Buckinghamshire Business Awards

The Buckinghamshire  
*Business Awards*  
2018

Another stellar night of celebration and recognition was held on May 22nd at the Aylesbury Waterside Theatre. A full round-up of the 2018 Buckinghamshire Business Awards, complete with pictures, videos and all the fun on social media throughout the night, can be found at:

[www.bbf.uk.com/bba2018](http://www.bbf.uk.com/bba2018)



## The winners on the night were:

- **Ashridge Group** – Company of the Year
- **FitLife Health Club Ltd** - New Business of the Year
- **Pinewood Studios Ltd** - Apprentice and Young Person Employer of the Year
- **Stoke Park Ltd** – Best Buckinghamshire Meeting, Conference and Events Venue of the Year
- **Design Difference** - Small Business of the Year
- **Ecobrand** – Excellence in Corporate Social Responsibility Award
- **CSL Digital** - International Trade and Export Award
- **Gartec Ltd** – Growth Business of the Year
- **Bluebird Care, South Bucks, South Wycombe & Slough** - Excellence in Customer Service Award
- **Dan Hancocks, CoCredo** - Business Leader of the Year
- **Ashridge Group** - Best in Aylesbury Vale District Award
- **Silverson Machines Ltd** - Best in Chiltern and South Bucks Districts Award
- **Seymour Taylor** - Best in Wycombe District Award

## Award sponsors





# Buckinghamshire Brexit Summit

The Buckinghamshire Brexit Summit took place on Friday 8th December 2017 at the Old Town Hall in High Wycombe. Organised in partnership with Buckinghamshire County Council, and featuring a panel of expert speakers from the Department for International Trade, the Institute of Directors and the Federation of Small Businesses, the event highlighted many issues that businesses wanted clarity and movement on.



## Global trading

- A central bank of contacts locally and nationally for exporting support
- Financial help to export, possibly in the form of subsidies
- Exporting skills training
- Greater promotion of the Department for International Trade



## Skills and recruitment

- Predicting and preparing for what jobs will be around in 10-15 years' time
- Long term government view required on the labour market
- Possible incentives for studying degrees in sought-after jobs and sectors
- More promotion of and support for T-Levels and apprenticeships



## Red tape

- Simplifying the language around regulations to make them more accessible and understandable
- Brexit is a good chance to wipe the slate clean on red tape and ensure there isn't an overabundance of regulations



## General

- A buddy system whereby larger companies mentor smaller ones on issues they struggle with

In partnership with:



The Brexit section on our website is the hub for all the latest Brexit advice and resources from trade, government and business representative organisations, and research from the team at Buckinghamshire County Council.

[www.bbf.uk.com/brexit](http://www.bbf.uk.com/brexit)



# A year of outstanding events



**Buckinghamshire Business First delivered 139 events in 2017/18, welcoming over 2,500 attendees and achieving an overall satisfaction rate of 97% from delegates.**

With a diverse membership of nearly 11,000 businesses, we ensure that our events programme is just as varied in order to meet every need.



## Simply Networking

These events continue to do what they say on the tin: bring business people together to increase sales opportunities.

## Member-to-member workshops

Topics including GDPR, workforce resilience, PR, financial planning, increasing profits, employment law, time management, R&D tax relief, motivating teams, and performance coaching were covered by members, for members.



## 'Focus on' workshops

We ran specialist workshops on GDPR, food & drink growth opportunities, management skills, finance, social media, marketing, sales, SEO and more.



## Annual General Meeting

Key achievements were celebrated and ambitious plans for the future unveiled at our Annual General Meeting in November. Guests heard from members who have taken advantage of the available support and achieved impressive growth, including Growth Champions Angela Spang of JUNE MEDICAL, and James Hakesley of Cube Video.

## Twitter Talks

Our new series of lively discussions on Twitter covered business growth, digital technology, Brexit, and skills & employment.

Find out more about Buckinghamshire Business First's events programme at [bbf.uk.com/events](http://bbf.uk.com/events) or contact the events team on **01494 927158**.

# Business Leaders' Dinners

Hartwell House, Stoke Park, the De Vere Latimer Estate and Dorney Lake played host to gatherings of Buckinghamshire's most influential business leaders, with after-dinner speeches and a first glimpse of the maquette of the David Bowie statue that now stands in Aylesbury among the highlights.

Attended by prominent business leaders from across the county, our Business Leaders' Dinners help attendees form valuable connections with like-minded entrepreneurs, decision makers and leaders in their field.



## Aylesbury Digital Escalator

More than 100 digital suppliers and small businesses looking to embrace digital technology attended the Aylesbury Digital Escalator in May to learn about the opportunities and support on offer.

The event helped to demystify digital technologies and showed that by embracing them businesses can grow, stay safe from cyber crime, and create new sales and marketing opportunities.

On the day, Google's Digital Garage team and local social media and cyber security experts imparted their advice, while the ERDF-funded ICT Escalator Programme was promoted to delegates.

The Aylesbury Digital Escalator was run in partnership with Bedfordshire University and The Open University.



In partnership with:



**European Union**  
European Regional  
Development Fund



**The Open  
University**



**University of  
Bedfordshire**



# Virtual Adviser®

This year heralded the launch of our new online diagnostic tool, the Virtual Adviser. Our Virtual Adviser tool makes it easy for businesses to identify any skills shortages or knowledge gaps they may have and pinpoints resources and funding that can help to remedy them.

Skills development and workplace training are crucial aspects to growing a business. No matter what age someone is, they can learn new skills that benefit them as individuals and pay dividends for their employer.

The Virtual Adviser is a valuable tool that is completely free to use. It can boost business performance and will help business owners understand more about where their business stands.

It takes 15 minutes to complete the online assessment which benchmarks performance against other similar businesses in their sector nationally and generates a bespoke report and action plan which can be shared by business leaders with members of their teams.

**IN 2017/18 ALMOST 1,000 BUSINESSES COMPLETED THE VIRTUAL ADVISER TOOL**

## Buckinghamshire Skills Brokerage

Through the Buckinghamshire Skills Brokerage programme, we have partnered with Adviza to offer vouchers worth £150 to go towards workplace training that helps businesses fill any skills gaps. This funding comes from the European Social Fund.

**“ Using the training voucher we received, my colleague received support for his phobia of presenting. Without the support from Adviza and Buckinghamshire Business First, we wouldn't have made this positive step forward.**

Tom Bolton, Eat at The Works

**“ Without the opportunity to benefit from business mentoring through the Buckinghamshire Skills Brokerage, we would not have been in a position to move our plans forward at this stage.**

Richard Collins, Ecobrand



### Buckinghamshire Business First

#### Your diagnostic report

This report was generated on 14/04/2018 for Joe Bloggs

The self-assessment was carried out by Buckinghamshire Business First



SUPPORTING BUSINESSES IN BUCKINGHAMSHIRE

bbf.uk.com



Delivered by:



In partnership with:



YOUR LOCAL GROWTH HUB



European Union  
European  
Social Fund



# Fostering the conditions for growth

The world of economic development is full of intertwining needs and challenges that require a joined-up approach. That is why we work across many different areas with different partners to ensure all of these challenges are tackled, ensuring a prosperous future for Buckinghamshire's businesses.

## Growth Programme

Buckinghamshire Business First's team of experienced advisers have provided local businesses who have growth ambitions with tailored support and growth grants.

Under the Growth Programme, business support is available in the following ways:

- Face-to-face meetings and telephone and email support
- Growth-focused workshops
- Investment readiness support
- Referrals to other specialist advice and services, including grant funding opportunities

Part of our Growth Programme, the **Fit4Funding** service offers bespoke one-to-one consultancy, a series of interactive workshops on themes such as budgeting, forecasting and understanding different types of finance, and support on pitching for investment.

**“ I felt as though I had tried everything I could with very little success, but with the support of Buckinghamshire Business First I now feel as though my business is moving in the right direction. I can't speak highly enough of how beneficial the Growth Programme has been for the growth of my business. ”**

Nikki Ferguson,  
Nikki's Bountiful Bakery

Funded by:



**European Union**  
European Regional  
Development Fund

## Focus on funding and growth

Businesses were introduced to a plethora of fantastic funding opportunities available to them at a special 'Focus on funding and growth' event in March.

This event put businesses directly in contact with numerous grant schemes and support networks.

Other new local grant funding opportunities in Buckinghamshire were also promoted, together with details of alternative sources of finance.

In partnership with:



For more information on the Growth Programme, call **01494 927130**  
or email **BusinessSupport@bbf.uk.com**

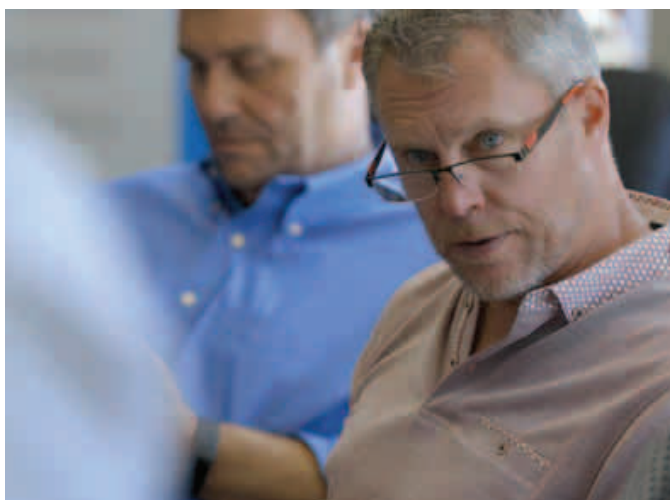


In September 2017 we launched MD Ngage, a personal development and peer group networking programme that lets business leaders take time out to focus on their business, rather than work in it.

We frequently work with local MDs who find space away from their business invaluable. They tell us that this ready-made go-to network of trusted support from like-minded executive MDs gives them the freedom to explore new ideas and tackle challenging issues, and gives them not only the knowledge they need to grow as leaders, but the confidence to trust their own judgement.

MD Ngage brings together a small and exclusive group of local business leaders who meet 10-12 times per year to learn from inspirational speakers and to tackle key business issues in a facilitated, closed and confidential group of 12 business leaders.

Feedback from our pioneer MD Ngage members has been so positive that we will launch further groups in 2018/19.



**“ One peer-to-peer session saved my business tens of thousands of pounds due to the advice and introduction given, which helped me to resolve a dispute with a large customer. ”**

**“ It's great to be able to bounce ideas off other MDs who aren't directly involved in my business. ”**



**“ I wish I would have been part of such a forum when I first became an executive MD. I would have made better decisions and fewer mistakes, and would have been able to help others and improve myself. In short, I would have been much happier, much earlier! ”**



To find out more and hear about the benefits our members have seen, watch the MD Ngage video online here:

[bit.ly/MDNgage-insights](https://bit.ly/MDNgage-insights)



# Buckinghamshire's Growth Champions

Buckinghamshire Business First supports ambitious business owners in the county to grow, providing the necessary expertise and resources to help them do so. In addition to grant funding, events, face-to-face business advice and a raft of other support, we now have Buckinghamshire's Growth Champions to provide inspiring real life examples of business growth.

[www.bbf.uk.com/growth-champions](http://www.bbf.uk.com/growth-champions)

**“ Growth comes with challenges. Make sure you have a scalable business, and an exit plan where you know what you will do if things don't go as you planned. Hire people with the right attitude, who have passion and dedication, and who you can trust. You spend a lot of time at work, so hire people that you actually like spending time with!**

Angela Spang, JUNE MEDICAL

”



Mark Walker, Ashridge Group



Angela Spang, JUNE MEDICAL



James Hakesley, Cube Video

**“ You need to find people with talents and skills that will not simply complement those you already have, but crucially, will add to them. Always be open to bringing fresh talent and ideas in. Then help new employees fulfil their potential. Training is so important. Without it, how are you going to improve your business?**

James Hakesley, Cube Video

”

**“ You need to have a lot of passion for what you do, and to believe in it. Take risks – you need to have an element of risk and fear to make you do something to actively pursue growth. Don't procrastinate, get out there, talk to as many people as possible, pick up the phone and shout about what you do.**

Udhi Silva, Snaffling Pig Co.

”



Udhi Silva, Snaffling Pig Co.

# Buckinghamshire Skills Hub

The Buckinghamshire Skills Hub works to bring businesses and educators together for the betterment of young people and their future careers, and offers businesses a free platform to promote their apprenticeship, work experience and job vacancies.

The Opps in Bucks platform ([oppsinbucks.org](http://oppsinbucks.org)) allows businesses to offer workplace talks, mentoring, skills workshops, mock interviews and more to help prepare young people for the world of work. It also allows schools and colleges to advertise for these kinds of needs, and connects the two.

WANNABE ([wannabebucks.org](http://wannabebucks.org)) is a free portal for apprenticeship, work experience and job vacancies in Buckinghamshire. Through newsletters and social media channels, these vacancies are pushed out far and wide.



## Talent Tuesday

Young people eager to learn about the world of work met employers with live vacancies at our Talent Tuesday event in March.

Businesses met young people looking for an opportunity to become an apprentice or trainee or simply to get some work experience.

The event was attended by 146 students and 36 businesses offering a possible 107 vacancies, and featured talks from an employer who has taken on an apprentice, an apprentice talking about their positive experiences, and apprenticeship providers offering valuable insights.

The event was held in partnership with the Buckinghamshire Skills Hub and its WANNABE and Opps in Bucks platforms, supported by the Education and Skills Funding Agency, and hosted at Buckinghamshire New University.

Supported by:

In partnership with:



**I would strongly recommend doing an apprenticeship to all students who are unsure about university or are dying to kick-start their career. The support I have received from JUNE MEDICAL whilst working towards my qualification has been phenomenal, and the valuable work experience I have gained has given me skills that I will have for life.**

Olivia Aston-Abbott, apprentice,  
JUNE MEDICAL



**The Talent Tuesday event was very informative. It was useful to meet people who genuinely wanted to become apprentices, to speak to their families about their ambitions, and to hear about real-life case studies of apprenticeships that have succeeded.**

Gary Swanwick, Epoq IT



# LEADER Programme

The LEADER Programme awarded almost £1.5 million in grants to rural businesses in 2017/18 throughout the Chilterns, Clay Vales, and North and West Northamptonshire to help them create jobs and grow.

## LEADER success stories

The owners of Stoke Lodge Farm near Newport Pagnell received a pre-Christmas boost in 2017 after a £12,000 grant enabled them to mechanise their Christmas tree business, safeguarding jobs and increasing productivity in the process.

Starveall Farm in Aylesbury Vale will benefit from a new turkey processing facility thanks to a £48,000 grant, creating two full time jobs and generating otherwise unattainable growth.



“ Without this grant funding it would have been difficult for us to cope with our existing tree numbers, let alone increase them. The LEADER team were very helpful throughout the whole application process, giving invaluable telephone support and advice the whole way through.

Chris Letts, Stoke Lodge Farm

“ The LEADER team were exceptionally helpful throughout the whole process from start to finish. They were excellent at guiding us through the application requirements, making it as simple as possible. It was crucial that we began work on our project in June 2017 and the LEADER team made this happen. Without them it would not have been possible.

Mike Lambert, Starveall Farm

**OVER 79% OF THE LAND MASS OF BUCKINGHAMSHIRE IS FARMED**  
**32% OF BUCKINGHAMSHIRE IS GREEN BELT**  
**AND 25% IS COVERED BY THE CHILTERN AONB**

Visit **[leader-programme.org.uk](http://leader-programme.org.uk)**  
 for more information, or email  
**[leader@ngagesolutions.co.uk](mailto:leader@ngagesolutions.co.uk)**  
 or call **01494 927131**.

Delivered by:



Funded by:



# Low Carbon Workspaces



Low Carbon Workspaces has continued to support businesses with grant funding to help pay for resource efficiency solutions aimed at cutting energy consumption and bills.

A raft of new items has been added to its list of technologies eligible for a grant, including electric vehicles, water efficiency measures, and waste reduction methods.

As well as these, the grant can still help fund energy efficiency solutions such as insulation, LED lighting, double glazing, and energy efficient boilers.

**“ The Low Carbon Workspaces grant made a project we were keen to do affordable for us. The new lighting not only saves us money, it also looks great. It will pay for itself in just a few years. With help from the Low Carbon Workspaces team the application process was simple and quick.**

Rupert Potter, Sarratt Management Ltd



**“ We found the grant process very straightforward and were greatly helped at each stage by the excellent Low Carbon Workspaces team.**

Chris Owen, Farnham Royal Village Hall

**1.2 MILLION TONNES OF CO<sub>2</sub>**  
**HAS BEEN SAVED BY BUSINESSES**  
**INVOLVED IN OUR SUSTAINABILITY PROJECTS**

Funded by:



**European Union**  
European Regional  
Development Fund

Delivered by:



In partnership with:



Black Country Growth Hub

Businesses can check their eligibility for a grant and receive a free guide to energy efficiency at  
**[www.lowcarbonworkspaces.co.uk](http://www.lowcarbonworkspaces.co.uk)**

Call the team: **01494 927131** or email: **[info@lowcarbonworkspaces.co.uk](mailto:info@lowcarbonworkspaces.co.uk)**

# Visit Buckinghamshire & The Chilterns



Buckinghamshire's tourism business community is as diverse as you would expect in a county built on ingenuity and entrepreneurialism, and Visit Buckinghamshire & The Chilterns has been helping to promote this community far and wide.

Any tourism business can get a listing on the Visit Buckinghamshire & The Chilterns website for free, and those looking to really grow their presence locally can do so by taking up one of the investment packages available.

It isn't hard to get excited about Buckinghamshire's tourism businesses. As well as being blessed with some of the most visited National Trust properties in the country, such as Cliveden, Waddesdon Manor, Stowe and Hughenden Manor, attractions like Bekonscot Model Village, Silverstone and Go Ape create a fun-filled offering for all types of visitors.



The new online 'Plan an event' section ensures that events destinations in the county can promote themselves wider than ever before.

## 2,810 TOURISM BUSINESSES EMPLOY 23,000 PEOPLE IN BUCKINGHAMSHIRE

## MORE THAN £700 MILLION SPENT LOCALLY EACH YEAR 10 MILLION DAY TRIPS 1.1 MILLION OVERNIGHT STAYS



Visit Buckinghamshire receives on average  
18,000 website visitors per month



4,222



4,576



1,368

For a comprehensive guide to what is happening in the county, see [visitbuckinghamshire.org](http://visitbuckinghamshire.org). Sign up via the web to receive the monthly newsletter.



# Financials

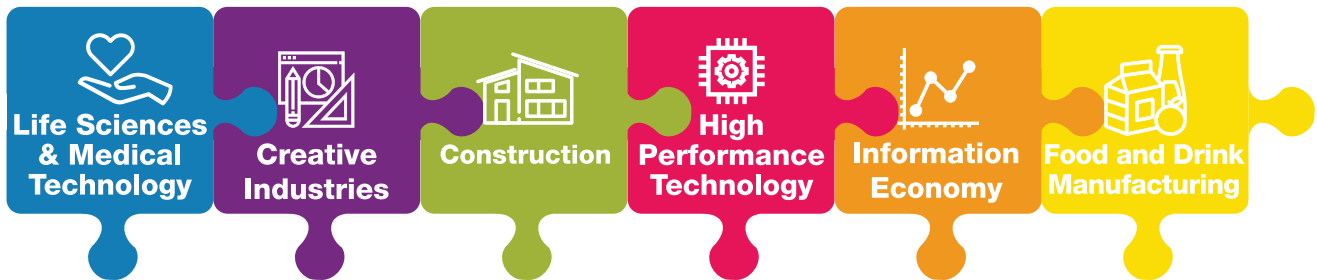
Buckinghamshire Business First receives funding for its day-to-day activities from Buckinghamshire County Council, the Buckinghamshire Thames Valley LEP, project funders, and members. The Financial Statements for the year, ending 31st March 2018, have been submitted for external audit scrutiny and are summarised below. Full, signed accounts will be submitted to Companies House and are also available on the Buckinghamshire Business First website.

Income		Expenditure	
Buckinghamshire County Council	£525,000	Direct costs	£1,280,198
Project funding	£287,000	Overheads	£204,429
Growth Hub funding	£566,334	Finance cost - bank charges	£2,045
Other income	£135,283	Tax	£19
Interest received	£99	<b>Total expenditure</b>	£1,486,691
<b>Total income</b>	£1,513,716	Excess of income over expenditure transferred to reserves	£27,025

Balance sheet as at 31st March 2018		Funded by	
Fixed assets	£41,347	Retained reserves b/fwd 1 April 2017	£125,151
Current assets	£557,204	Excess of income over expenditure	£27,025
Creditors	£446,375	<b>Retained reserves</b>	£152,176
<b>Total assets less liabilities</b>	£152,176		

# Priorities for the year ahead

## Growth sectors in Buckinghamshire for 2018/19



## Business support priorities for 2018/19



## Buckinghamshire Business First Key Performance Indicators for 2018/19:



**480** jobs created



Membership retained at **10,000**



**13,000** businesses supported



**£1.5m** in grant funding awarded to businesses at the coalface

# Investing in Buckinghamshire Business First

Businesses have continued to engage with and benefit from our investment packages, with more opportunities than ever to promote themselves, host workshops, create special offers, network for free, and feature prominently on our online business directory.

In 2017/18, more than **8,000 member profiles** were published in the business directory.

**163 members** upgraded to **Stakeholder**, **Partner** or **Ambassador** level, generating an additional **£50,000** that can be reinvested into the local business community.

## Investment packages explained

We are a not-for-profit business community funded by our members and partners. Membership is free, but by co-investing in Buckinghamshire Business First your organisation can become more actively engaged with our thriving business community.

Member	Stakeholder	Partner	Ambassador
<b>Free Business Membership</b>	<b>£150 per year + VAT</b>	<b>£500 per year + VAT</b>	<b>£2,500 per year + VAT</b>
Join for free and benefit from advice, support and facilities	Benefit from additional features and services	Enjoy a higher profile and more opportunities	Get more involved and help your business and our community grow
<b>Membership benefits include...</b>	<b>All the benefits of a Member, plus...</b>	<b>All the benefits of a Stakeholder, plus...</b>	<b>All the benefits of a Partner, plus...</b>
<ul style="list-style-type: none"> <li>• Basic listing in the member directory</li> <li>• Free access to support and advice from the community</li> <li>• Networking opportunities</li> <li>• Unlimited hotdesking and 4 hours free hub space</li> </ul>	<ul style="list-style-type: none"> <li>• A feature rich profile at your fingertips</li> <li>• Promote your business wider by posting offers and events</li> <li>• Free networking to help you find new customers and suppliers</li> </ul>	<ul style="list-style-type: none"> <li>• Your business will be featured at the top of the search listings</li> <li>• Host and attend workshops for free</li> <li>• Set up alerts to member questions</li> <li>• Attend 1 free Business Leaders' Dinner</li> </ul>	<ul style="list-style-type: none"> <li>• Contribute to strategic conversations</li> <li>• Get recognition for your support of the business community</li> <li>• Network with your peers for free at Business Leaders' Dinners and invitation-only events</li> </ul>
And more > visit <a href="http://bbf.uk.com">bbf.uk.com</a> for a full list of Membership benefits	And more > visit <a href="http://bbf.uk.com">bbf.uk.com</a> for a full list of Stakeholder benefits	And more > visit <a href="http://bbf.uk.com">bbf.uk.com</a> for a full list of Partner benefits	And more > visit <a href="http://bbf.uk.com">bbf.uk.com</a> for a full list of Ambassador benefits



“ I set aside some time to go through everything that Buckinghamshire Business First offers, from the co-investment packages to the online business profile that each member gets on the Buckinghamshire business directory. I quickly realised that they could help me reach the businesses I needed to. Taking on just one client that I met through Buckinghamshire Business First gave me a quick return on my investment.

Helen Pethybridge, ActionCoach





# New Business Hub

Our new High Wycombe Hub has all the advantages our members expect - and more. This modern and comfortable office space is co-sponsored by the Institute of Directors.

Located in the 'West Wing' of the Buckinghamshire New University Campus, our new Business Hub boasts easy access for visitors whilst benefiting from the vibrancy, innovation and access to talent that the University provides.

## The Hub offers

- Hot-desk area
- Bookable meeting room (seats 8) equipped with a SMART board and projector
- Bookable acoustic meeting pod equipped with a presentation screen for conference calls and presentations
- Break-out space for informal meetings
- Free Wi-Fi
- Refreshments available on site

## When to use the Hub

- If you work from home and need a more formal setting to meet clients or suppliers
- If you are passing by and need a desk - we have plenty of space, so just pop in
- If you are holding a formal meeting with up to 8 people
- If you are meeting someone informally, this is the perfect place



We hope to see you at our new High Wycombe Hub from October 2018!

To find out more, or to book, visit [bbf.uk.com/hubs](http://bbf.uk.com/hubs)



**bbf.uk.com**



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