



# ANNUAL REPORT

2018-2019



West & North  
Yorkshire Chamber  
of Commerce  
British Chambers of Commerce  
Accredited

CONNECTING  
SUPPORTING  
REPRESENTING





**Sandy Needham**

Chief Executive

**To be the  
champion  
of business,  
connecting,  
supporting and  
representing.**

**MISSION STATEMENT**

## BUSINESS TOGETHER

The West & North Yorkshire Chamber brings together the Chambers serving Bradford, Leeds, York and North Yorkshire. The Chamber would not be as successful in connecting, supporting and representing businesses in its operating area without the continuing support and involvement of its members, sponsors, committees, directors and colleagues and I would like to thank all of you for the contributions you have made in the last twelve months.

The Chamber is a membership organisation financed from subscriptions, from providing services to clients and through the delivery of two European Union-funded contracts. The Chamber works with a wide range of enterprises from those looking to start their own business, through small and medium-sized ones to the largest public limited companies across West and North Yorkshire. In the last twelve months we have increased the annual number of members recruited and retention is 2% higher. The volume of work by our specialist Chamber International team also increased last year and the online Brexit guide helped many prepare for the potential changes.

Highlights of 2018/19 were the two initiatives linking manufacturing to young people, delivered through the Bradford Manufacturing Week and the Leeds Manufacturing Festival. We are delighted that businesses' support of the wider community also increased through the Raising the Bar initiative.

We maintain local relationships and consider local issues first through the work of three Presidents, committees and the policy team, sharing views and survey results across West and North Yorkshire. Three members also represent you on key committees of the British Chambers of Commerce, giving a strong member voice at the national level.

The Chamber's subsidiary company, Business & Enterprise Finance Ltd, provided loans to business, primarily in Yorkshire and the Humber and Teesside, including offering finance from the Start-up Loan Company, as a manager of funds on behalf of the Northern Powerhouse Investment Fund and from its own capital.

As you will see from this report's infographic, 2018/19 has been a good year.



## CHAMPIONING LOCAL ISSUES

### Nick Garthwaite

Bradford Chamber  
President  
2017 - 2019

While Bradford has a strong entrepreneurial spirit and a legacy of industrial heritage, this cannot guarantee that its future will be as successful as its past. Policy-makers need to be reminded of the issues affecting business and, therefore, economic development, in order that they respond to changing times in the best possible way. Bradford Chamber's representatives work closely with local decision-makers, while also reaching out to regional and national players too, so that the business voice is heard in all the right places.

In terms of national policy development, the Chamber took the opportunity to ensure that Labour was aware of the issues affecting our members, when we met with the party's Shadow Chancellor, John McDonnell. A similar policy meeting took place when Transport Secretary Chris Grayling came to Shipley to listen to our members' views and concerns.

Locally, businesses are frequently telling us that recruitment issues are an issue for them. In Bradford, the Chamber has been able to put members together with those in City Hall responsible for creating a modern and adaptable skills strategy that will support our economy in the years ahead. On a related subject, manufacturers will be assured that the continued promotion of their sector is being expanded upon following the success of 'Bradford Manufacturing Week' in October 2018.

The importance of property, planning and housing will not lose any focus. Bradford's Property Forum has a new Chair - Marianne McCallum of WYG succeeded Rance Booth Smith Architects' Allan Booth in 2019, following his two productive years in the role. The Forum's four sub-groups - city centre, employment land, housing and transport - are populated by Steering Group personnel and cover off key areas of activity for both information and lobbying purposes. Marianne also kept the Forum's profile high when she gave a keynote speech at a housing strategy consultation event in the city in summer 2019.

Highlighting issues relating to employment land shortages has been a core activity over the last 12 months, and the Chamber is assisting a project to revitalise three key areas of the District as 'business development zones' (in Bowling, Shipley and Keighley). The Chamber is also working closely with Council-appointed consultants carrying out the Employment Land Review.

Transport and connectivity has long been a significant concern for many local businesses. Work continues to ensure Northern Powerhouse Rail will come through the city, and other trans-Pennine connections are repeatedly flagged up via our support for both an extension to the M65 and the re-opening of the former Skipton-Colne rail link.



# BUSINESS NETWORK

We've been a Chamber member for many years and are delighted with the service and support that we get. The staff are knowledgeable, experienced and always willing to go the extra mile

to help – and if they can't help directly, they usually know someone that can. I never have any doubts about renewing my membership each year. Keep up the good work!

**Andrew Mason**  
**Newmason Properties**



## SUPPORTING ECONOMIC GROWTH

### Paula Dillon

Leeds Chamber  
President  
2017 - 2019

Leeds is a great city that has so much to offer businesses, residents, tourists and investors. Nor has the city rested on its laurels and continues to promote its strong reputation, sustain its growth and remain competitive, regionally and nationally. The Chamber works with local and regional partners and stakeholders to maintain the positive momentum seen across the city over the last few years.

Growth and expansion in and across the city is ongoing, and the Chamber is contributing to that in several ways. One of which has been the report on the Leeds Waterfront, and the creation (thanks to the Council) of a £100,000 fund to help bring about the regeneration of that area and bring it into the heart of the city.

Growth and expansion is happening in other ways too, and the Chamber is also involved here. Making sure that we have the right kind of housing, and in the right place, is important, and the Chamber has contributed to that discussion through the publication of a report, 'Liveability Leeds'. Allied to these issues on property and infrastructure, a conversation between the Chamber and Leeds Council led to the writing and publication of a first, certainly for Leeds but possibly also any major UK city – the Leeds Planning Protocol. This document sets out expectations of the planning process from both the development community and for the city council planning authority officers and elected members.

Sticking with infrastructure, it's clear that HS2 and the new Leeds station will have a major impact on the city. It will be disruptive but the benefits will be worth it. An aspirational city needs to be bold and connectivity, accessibility and movement in and around the area needs to be the best it possibly can. That's why the Chamber has been and continues, through its transport policy group and other forums, to spear-head the campaign for HS2 and a fully-integrated new station.

The Chamber is working hard to help companies develop their future workforce also. For example it is integral in promoting the importance, value and exciting opportunities available for young people within the engineering sector through the annual Leeds Manufacturing Festival. The Chamber also remains actively involved through its contribution to the city's first University Technical College.



# BUSINESS SUPPORT

Our partnership with the Chamber has helped us develop fantastic relationships and collaborations, which has benefited our organisation, our city and its people

**Simon Baldwin**  
**Head of Enterprise and Operations**  
**Leeds Beckett University**



### **Bridget Davies**

York & North  
Yorkshire Chamber  
President  
2017 - 2019

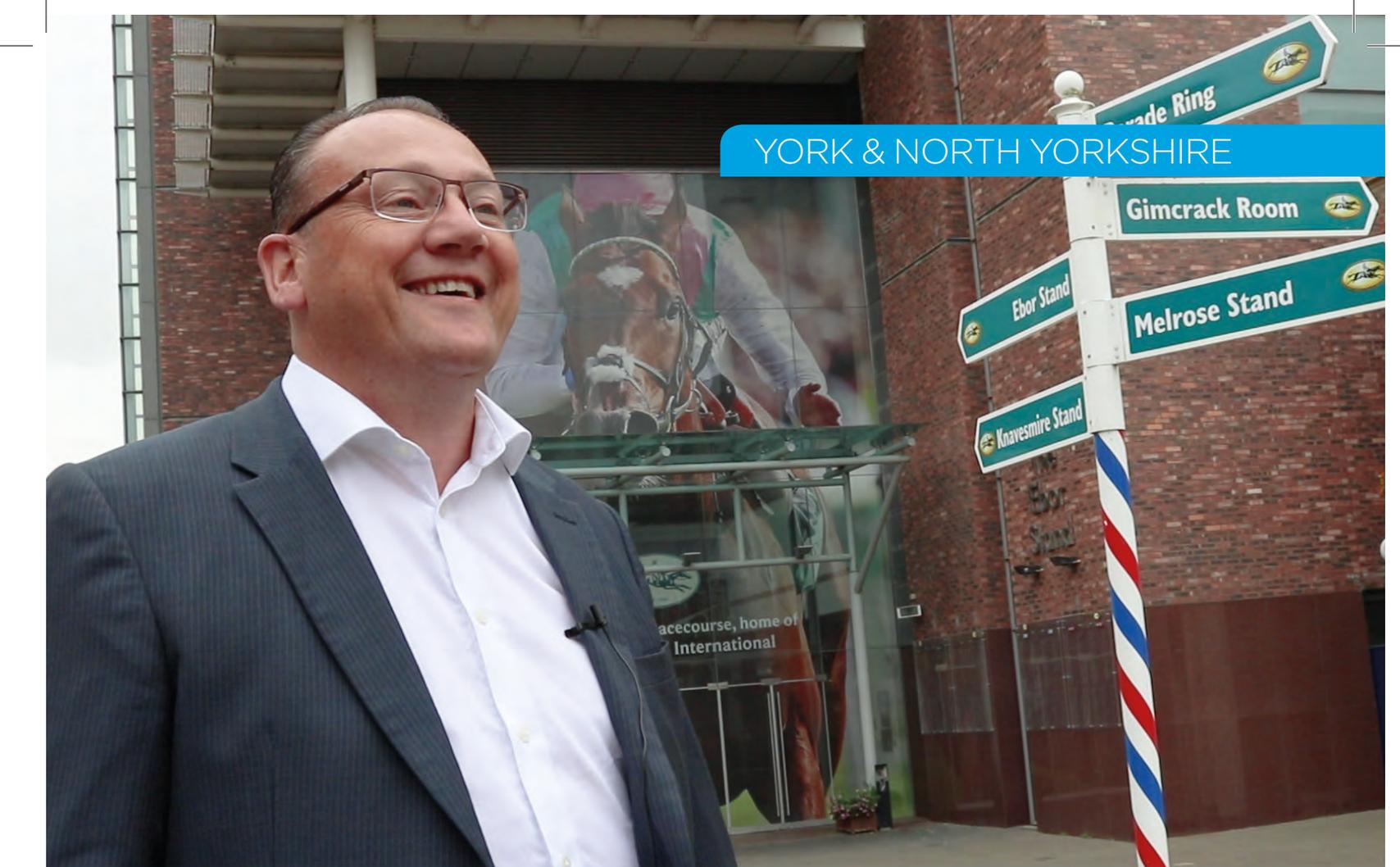
## SUPPORTING YOUR VOICE

Our part of the country continues to be a great attraction for tourists, businesses and investors who can see the vast potential and actual return-on-investment that happens when putting down roots here. However, we cannot rest on our laurels if we want those trends to continue in the future. This is why lobbying and representation remains at the heart of the Chamber's activities - in York & North Yorkshire as much as in the rest of the areas that we serve.

In the recent and, at the time of writing, current political uncertainty, nationally and internationally, businesses have the reassurance that they can always tap into the Chamber's services for support, and that their voice is being heard both locally and via the national network.

Local issues, such as the importance of the York Central scheme, continue to be flagged up in both the York & North Yorkshire Leadership Group and the Property Forum. Both of these policy groups, which include businesses from various sectors and parts of the area to ensure good representation of the wider membership, are used as both sounding boards for policy ideas and sense-checking other information the Chamber gathers, such as Quarterly Economic Survey data.

Other matters discussed in the policy groups include a potential tourist tax for York, the need for a devolution deal to help rebalance the economy, and the importance of super-fast broadband and mobile connectivity. Another recent development in which the Chamber has been asked to contribute is to ensure that York can respond to the changes in modern society without losing any of its historic culture and attractiveness. The 'York Narrative Project' is engaging with residents and businesses to ensure the city and surrounding area is perceived in as strong a context as possible, and is able to meet future changes in the best way.



YORK & NORTH YORKSHIRE

# PEOPLE POSITIVE

Chamber events create several opportunities and open many doors for Garbutt + Elliott. Personally, I enjoy events in the property sector as this is my area of expertise. They are very insightful and help me to keep up to date with what's going on and which direction the industry is taking.

**Jeremy Oliver**  
**Partner**  
**Garbutt + Elliott**

## REPRESENTATION



## WORKING IN PARTNERSHIP

Leeds City Council, working with West Yorkshire Combined Authority and partners on Connecting Leeds, including Leeds Bradford Airport, has revealed plans to improve access to Leeds Bradford Airport.

These include new details of three options being considered to improve airport road access and information on the proposed new airport parkway rail station on the Leeds to Harrogate line. They provide an idea of what the exciting new railway parkway station and roads could look like. The information can be viewed at [www.leeds.gov.uk/connectinglba](http://www.leeds.gov.uk/connectinglba) including an online survey for views and feedback.

### SUPPORTING LOCAL GROWTH

Leeds Bradford Airport is a key economic asset for Leeds and the wider region. It supports over 5,000 jobs and each year contributes £336million to the city region economy. It's one of the UK's fastest-growing airports, with passenger numbers predicted by the Department for Transport to rise from four million in 2018 to 7.1million by 2030.

To support this expected growth and up to 5,500 new jobs in the employment area next to the airport by 2030, the proposals aim to improve road and rail access as well as addressing

current congestion issues in North West Leeds. Judith Blake, Leader of Leeds City Council said: "Leeds Bradford Airport is a key element of our local and regional economy. These plans to improve road and rail access together with local network upgrades will bring significant benefits. As well as helping the airport to grow, it will support the new jobs we expect to see in the area in the years to come."

### UNLEASHING REGIONAL ECONOMIC IMPACT

David Laws, Chief Executive of Leeds Bradford Airport, said: "These latest plans are a major step towards improving the surface access to the airport. I am delighted we now have images, an animation and fly-through videos of what the road options and parkway station could look like.

"To unleash the economic potential of our region requires major investment in our transport infrastructure. This is to ensure our train stations, airports and cities are properly connected. I would urge as many people as possible to take part and engage in the consultation which will lead to greater connectivity with our region's main gateways."



# GATHERING OPINIONS

## PROPERTY GROUP GETS NEW CHAIR

Eamonn Keogh, former chair welcomes new chair Steve Secker, Director of Secker Taylor Associates to the York & North Yorkshire Chamber's Property Forum

Steve Secker shares his delight in becoming the new chair "my background in the retirement housing sector I'm keen to see the City develop a joined up strategy for housing, health and well-being for those in later life as York has like everywhere an ageing population with a massive shortage of options to choose from.

Transport is a key issue for everyone associated with York and vital progress is needed if we are to see the development of housing and commercial space that we really need, so a key desire would be see work start on the dualling of the northern ring road.

The York Central site is important to the long term success of the city although we

need to be careful that it doesn't become the sole focus of attention when discussion turns to where people are going to live and work in the City! It would be great if the planning and viability and other issues have moved on enough for development to have started on site within my 3 year tenure. I'm not planning on replicating Eamonn's stint in the role though just to see things happen on the Local Plan!

Eamonn Keogh said: "It has been a pleasure to have served as Chairman of the York Property Forum over the past few years. I took over as the property industry was still emerging from the ashes of the 2008 crash. Many of the projects put on hold at that time have now progressed a long way. There have been significant completions on a number of housing sites across the city.

On the commercial front the completion of the Vanguard shopping complex has improved the City's retail offer and we will shortly have a new sports stadium and leisure complex alongside. Across the city there has been a boom in hotel and student accommodation development. All of this contributes greatly to the economic and social life of the City. But there is no

room for complacency.

The continued absence of a Local Plan poses a real threat to the continued economic prosperity of the City. I am hearing directly from employers that the pressure on the housing market is having real impacts on staff recruitment and retention. Permitted development rights may have removed some unviable office stock from the city, but I have seen increasing demands for new high quality office space and, from small local businesses, a need for flexible industrial and workshop space – needs that are not being met.

The continued strong performance of the tourist sector has insulated the City from some of the worse effects of the rapid change in retail and the decline seen in other centres, but the challenge to reinvigorate the city with something more than just bars and restaurants remains. These are great challenges that provide great opportunities.

I have no doubt that your New Chairman, Steve Secker, will ensure that the property industry and the Chamber will lead the way in meeting those challenges."

## BY OUR MEMBERS, FOR OUR MEMBERS

### MEMBERSHIP

The West and North Yorkshire Chamber is the voice of business in the region. The Chamber connects members together enhancing business to business opportunities and provides a platform for discussions with opinion leaders. There are currently over 2000 Chamber members with 87.3% of them retaining their membership.

### BUSINESS SUPPORT

New data protection laws change the way members store personal data and communicate with customers. The Europe General Data Protection Regulation (GDPR) is the biggest change in data processing for over a decade. The Chamber actively worked with members to ensure they complied with the upcoming changes in advance of the implementation date. There were twelve GDPR seminars held across the region for members and we also helped businesses 'get up to speed' with the latest GDPR Qualifications, through our partnership with Virtual College. In addition, the Chambers legal advice service offered free GDPR guides and legal advice.

### MAGAZINE

The West and North Yorkshire Business Magazine is now in its third year of success. With thought-provoking features that explore the concerns and celebrate the success of all sizes of businesses. Articles inform and update our interactions with regional stakeholders, topics covered include: Brexit, transport, energy and international trade. As we continue to evolve the West and North Yorkshire Business magazine and its companion website, [www.yorkshire-business.co.uk](http://www.yorkshire-business.co.uk), we are working towards an enhanced digital experience for all our members to create a platform for promotion.

### MEMBER SERVICES

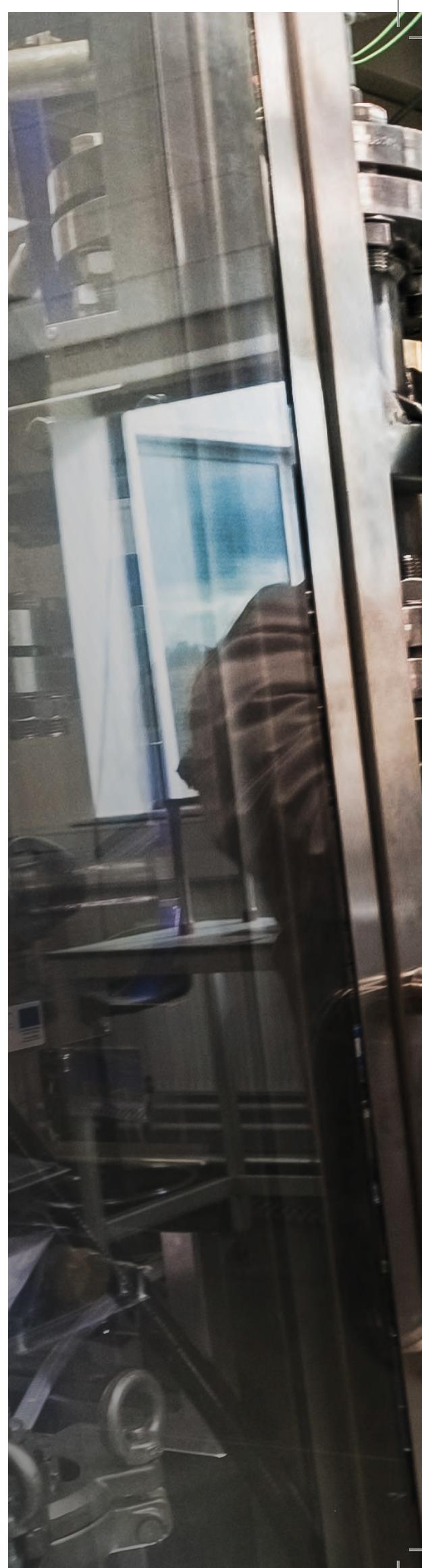
Chamber members benefit from a number of member offers including discounted breakdown cover, discounted training, HR & legal advice and International trade documentation.

### WORKING TOGETHER

Collecting monies owed, for work completed can be a difficult challenge. Chamber members have reached out to the free debt collection service, increasing the number of debt referrals by 24%.

### EXECUTIVE MEMBERSHIP AND PATRONAGE

Executive memberships increased this year which demonstrates the success of peer to peer networking and the importance of relationship building with senior business people. Patrons were provided with a range of exclusive promotional benefits and introductions.



MEMBER SERVICES

**BIGGER IS  
BETTER**



# BUSINESS NETWORKING

## MEETING YOUR EXPECTATIONS

This year we have attracted over 400 people each month to different Chamber events in Bradford, Harrogate, Leeds, Malton, Scarborough & York. Events included Learning Lunches, Pure Networking Breakfasts, Executive Lunches, Property Forums, Property & Business Lunches, Bank of England Economic Briefings, Company Visits and our flagship Annual Dinners in Bradford, Leeds & York where the speakers were Gyles Brandreth, Richard Harrington MP, & Sir Ranulph Fiennes.

We have also enjoyed hearing speakers from a myriad of organisations including Drax, Sirius Minerals, Joseph Rowntree Foundation, North Yorkshire Police, BASF, Castle Howard Estate, Tong Garden Centre, National Railway Museum, Phoenix Dance as well as some of our MPs, our Local Enterprise Partnership Chairs, Council Leaders & very many more.

**“I find Chamber events invaluable in terms of getting our organisation’s name out there in the local community and Networking with people on a regular basis which I think is key.”**

**Nicola Thresh - Sales and Marketing  
Manager at Middlethorpe Hall and Spa.**



**1,525**  
COMPANIES  
represented at events



**124**  
EVENTS  
held in Bradford, Harrogate, Leeds, Malton,  
Scarborough and York

**6,033**  
ATTENDEES  
at Chamber events



## REPRESENTATION

# 402

meetings with politicians, government ministers and civil servants



## TRADE

# 37

companies helped to find an overseas partner



## INTERNATIONAL TRADE

**£717,142,340**  
total in  
**23,874**  
trade documents  
certified



**58** delegates received 'Brexit-ready' training

**29%** increase in online certification/print your own export documents

## PROPERTY

Serviced offices and industrial units provided to **91** businesses

Increased employment in our 3 sites by 16%



## ENGAGEMENT

# 3,500

survey responses annually providing business insight into matters such as economy, exports, job creation, barriers to growth and Brexit



## EVENTS

# 5,167

attendees

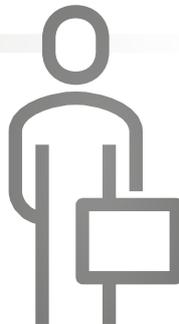
**144** events held across the region



## START UP

# 500+

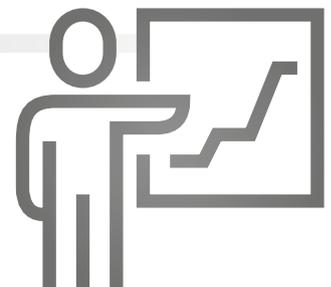
high growth start-up business supported across the Leeds City Region



## SKILLS

# 21

export workshops delivered



West & North  
Yorkshire Chamber  
of Commerce  
British Chambers of Commerce  
Accredited

## MEDIA

**30,000**

followers on  
Twitter

**2,195,391** estimated  
coverage views

**327** pieces of coverage



## RAISING THE BAR

**373%**

increase in  
registrations for  
bench marking tool

**£64,402** raised for local groups by  
companies who entered the awards



## MEMBERSHIP

**£26,760**

Value of HR legal  
advice:  
Downloads 1,630  
Calls 255

**16%** increase in Executive  
and Patronage membership

**318** new members joined, **59** more than the  
previous year



## FINANCE

**£7m**

client investment

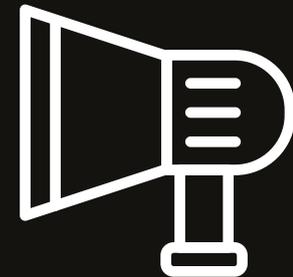
**175** new businesses created,  
**820** jobs created or  
safeguarded and **£31m** added  
to regional economy



## DID YOU KNOW?

**772,630**

employees in  
companies in  
membership



## MANUFACTURING

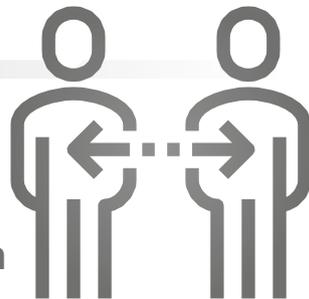
**115**

manufacturers  
supported  
through events  
and individual  
advisory support



## SUPPORT

**45** companies  
received individual  
support with their  
Internationalisation  
strategy



## PLACE

**£100k**

Leeds Waterfront  
Enhancement Fund

created off the back of Chamber lobbying





# EXPORT EXPERTISE

## HELPING THE UK BECOME A STRONGER GLOBAL TRADING NATION

**Despite the turmoil and political division over the UK's decision to leave the EU, it has served at least one very important purpose.**

Brexit has lifted "exporting" from the business pages to the front-page headlines, and highlighted to the general public as never before the vital importance of international trade to the UK economy, as Britain seeks to fulfil government aspirations to become an independent global trading nation.

In the commercial arena, Brexit has also made businesses more aware of the importance of international trade in general, and, more specifically, of selling to fast-growing economies outside the EU, in the Middle East, China, India, North America and Brazil.

As a result, the past twelve months have been among the busiest on record for Chamber International, with a wider range of UK businesses wishing to explore their overseas trade potential and pursue sales into more remote and complex markets.

We have supported this by continuing to expand our network of carefully selected overseas agents. These relationships take time to build, but having trusted colleagues in key markets that can be relied on to provide quality services at a fair price has proved to be game-changing for our clients.

In the autumn we unveiled a new partnership with Resolve, a 12-strong team of export specialists, sales agents, business advisers and marketeers, based in North Yorkshire and Charlotte, North Carolina to strengthen our presence in the USA.

UK companies are also benefiting from specialist market introduction services offered through new agents appointed in Turkey, Singapore, China and Brazil, via the Brazil Business Hub.

Warwickshire-based Brazil Business Hub Ltd, a joint venture launched in 2015 between the GTMA trade association and Commercial Doctor Ltd, supported and seed-funded by UK Trade & Investment (UKTI - now the Department for International Trade, DIT), specialises in the engineering and manufacturing sectors and is supporting a wide range of Chamber International clients.

#### OUR KEY PERFORMANCE INDICATORS

- 21 export workshops successfully delivered
- 29% increase in online certification/print your own export documents
- 23,874 trade documents certified with a value-of-declared goods total of £TO BE ADDED
- 58 delegates received 'Brexit-ready' training
- 713,305 website page views; 25,303 Twitter followers; 25,434 email contacts

"I've reviewed the statistics and confirm that Chamber International is the most improved chamber across the network. A great achievement by your team."

Ian James, e-z Cert Implementation Manager, i2i Infinity Ltd.

A photograph of two men standing in a bright, modern office. The man on the left is wearing a dark blue suit and glasses, smiling. The man on the right is wearing a red and blue plaid shirt over a striped t-shirt, grey cargo shorts, and sandals, looking directly at the camera. The office features large windows with decorative stained glass arches, a wooden floor, a desk with a computer, and a sofa in the background.

# INVESTORS ASSEMBLE

## FINANCE FOR ENTREPRENEURS

### FINANCE FOR REGIONAL BUSINESSES: A DIFFERENT VIEW

Business Enterprise Fund (BEF) is a recognised Responsible Finance Provider; a not-for-profit social enterprise, established in 2004 as a subsidiary of the West and North Yorkshire Chamber of Commerce. We pride ourselves on our social mission which is to provide flexible finance to unique SME businesses across the region, generating social and economic impact.

We support businesses throughout the North with loans from £500 to £250,000 via a range of funds including the Start Up Loans Company and the Northern Powerhouse Investment Fund (NPIF). Our principles are firmly rooted in delivering social and economic benefits to the communities we serve and our lending is aligned to the United Nations Sustainable Development Goals (UNSDGs).

### BUSINESS IMPACT

In the last 12 months, the Business Enterprise Fund (BEF) has invested over £7m in businesses across a number of sectors. There have been 175 businesses supported in getting their ideas off the ground and an impressive £31m has been added to the region's economy; a total of £156m over seven years. BEF has supported 331 clients from start-ups to established businesses and 820 jobs have been created or safeguarded, over 3,000 hours of investment support to help over 300 unique regional businesses to unlock their potential throughout the year.

### ASSEMBLY BRADFORD CASE STUDY

Assembly Bradford is a creative co-working and event space established by David Craig and Haigh Simpson. Located in the independent quarter of North Parade, Assembly Bradford provides self-employed creatives and freelancers with the low cost and flexible space, services, and networking opportunities to get inspired and collaborate. The start-up loan enabled David and Haigh to transform the space into a light and modern co-working studio with sofas and bespoke desks, a dedicated Skype room, and all the mod cons required by most start-ups and growing businesses.

**“The investment has allowed us to grow to the point where we are exploring further expansion. BEF made the whole process easy, allowing us to concentrate on running the business.”**

David Craig, Director  
Assembly Bradford



# SET THE SCENE

## PROPERTY PORTFOLIO

### HOME FOR BUSINESS

The Chamber's portfolio of property is home to 91 businesses, 20 of which are new businesses. The number of people working from City Hub, Business Park and Commerce Court has increased by 16%.

The property network has provided 30 young businesses with a virtual office services to help them grow.

### INVESTMENT

The Chamber has secured European match funding to build new industrial units adjacent to Bradford Chamber Business Park and to refurbish the top two floors of Devere House to provide quality serviced office accommodation.

Both spaces will have high environmental accreditation and will be available to let to SMEs in late 2019.

### MOVING ON

The Chambers properties have been home to a good number of businesses over the years.

As businesses grow, the number of offices and space required increases. Over the last year 16 businesses have developed, grown and moved on to their own premises.

**“ With smart offices and great staff that look after us and our clients, CityHub helps give us the professional image we need to promote our business.”**

**Steven Burles**

**Puddle Digital**



### **BUSINESS PARK**

Purpose built office and workshop space for business incubation and growth, with access to meeting rooms and easy motorway access.



### **COMMERCE COURT**

A well established managed workspace comprising 52 commercial units, suitable for a wide variety of uses including industrial, office and storage.



### **CITY HUB**

Fully serviced offices in various sizes with meeting rooms located in Bradford's historic conservation area, Little Germany.

## DEFINING THE FUTURE

### THE MANUFACTURING ALLIANCES

The Chamber continues support for manufacturers through the Bradford and Airedale Manufacturing Alliance and the Leeds Manufacturing Alliance. The Alliances again were overseen by steering groups consisting of local manufacturers, manufacturing organisations, colleges, universities and local authorities. Along with a dedicated business advisor and websites, the Alliances help local manufacturers get their concerns heard by the local and regional government while keeping manufacturers up to date with local issues, support & funding and relevant news stories from the region.

### EVENTS AND SITE VISITS

A number of events have taken place this year including factory visits, promoting peer to peer learning. Information events covered the following subjects to increase knowledge, digital marketing for manufacturers, marketing through social media for manufacturers, selling to the MOD and industry 4.0 for SMEs.

### MANUFACTURING SUPPORT

Support and advice on an increasingly broad range of topics, information on grants for capital purchase, business start-up, digital vouchers and exporting were discussed over the year. Manufacturers had their queries answered on topics such as R&D Tax Credits, product CE marking, VAT on imported charcoal and legislation surrounding frozen baby foods.

### TRADING LOCALLY AND GLOBALLY

Solving UK to UK supply chain issues was only part of the manufacturing support role, the Alliances also supported companies with international supply chain, finding international customers and helping with advice regarding international legislation.

### BRADFORD MANUFACTURING WEEK AND LEEDS MANUFACTURING FESTIVAL

Now in their second year Leeds Manufacturing Festival and Bradford Manufacturing Week are heading in the right direction for enhanced success. Both events aim to increase the work experience opportunities in manufacturing, showcase engineering across West and North Yorkshire.

“It has become more apparent over the last few years that the demand for apprentices has increased. This is superb news and one of the things we are trying to do with this year’s Bradford Manufacturing Week is highlight the apprenticeship opportunities available throughout the year – so that it’s easy for young people to see which companies and sectors have opportunities and when to apply.”

Nick Garthwaite

Bradford Chamber president and MD of international chemicals and detergents manufacturer, Christeyns.

“There’s a misconception among young people, which I think comes from their parents and to some extent their teachers, that manufacturing is no longer a viable career option in this country, that it’s a dying industry. In fact, it is thriving and nowhere more so than here in Leeds, where there are some incredibly high-tech and exciting businesses that simply not enough people know about”.

Graham Cooper

Leeds Manufacturing Festival organiser and Director at Agfa Graphics in Leeds.



MANUFACTURING

**SUPPORTING  
INNOVATION**



### COMMUNITY SMALL

#### Roche Legal

Roche Legal demonstrated commitment to developing the local community by holding fundraising events and hiring 100% of staff locally.



### COMMUNITY MEDIUM

#### B&M Waste Services

B&M Waste Services offers free advertising to its nominated charity, Leeds Children's Heart Surgery Fund, as well as having raised over £10,000 for them.



### COMMUNITY LARGE

#### Hungate by Lendlease

Hungate proudly operate a community fund which distributes £25k per annum to local charities, which are nominated each year.



### EDUCATION SMALL

#### Bradford Literature Festival

Bradford Literature Festival hosted family fun days which were free events for school children and looked at engaging the most disadvantaged of social groups.



### EDUCATION MEDIUM

#### Enable2 CIC

Enable2 CIC coordinated projects in primary schools which hoped to help children and their parents with nutrition and staying healthy.



### EDUCATION LARGE

#### BASF

BASF continue to improve their widely successful Kids' Lab, which attracts hundreds of children every year from primary schools to engage with science.



### ENVIRONMENT SMALL

#### Novalux LED Ltd

Novalux LED Ltd have helped pave the way for greener lighting across various properties, saving over 1000 tonnes of carbon in total.



### ENVIRONMENT MEDIUM

#### B&M Waste Services

Engaging young people with caring for their local environment, B&M Waste Services started the Little Litter Pickers campaign to organise local litter picking.



### ENVIRONMENT LARGE

#### Mott MacDonald

Mott MacDonald demonstrated their dedication to recycling, as they exceeded industry averages for recycling waste and hosted internal events which raised awareness of recycling.



### ECONOMY SMALL

#### Rance Booth Smith Architects

Committed to developing the local community, Rance Booth Smith Architects sourced 95% of goods and services from the local area in the past year.



### ECONOMY MEDIUM

#### Naylor Wintersgill

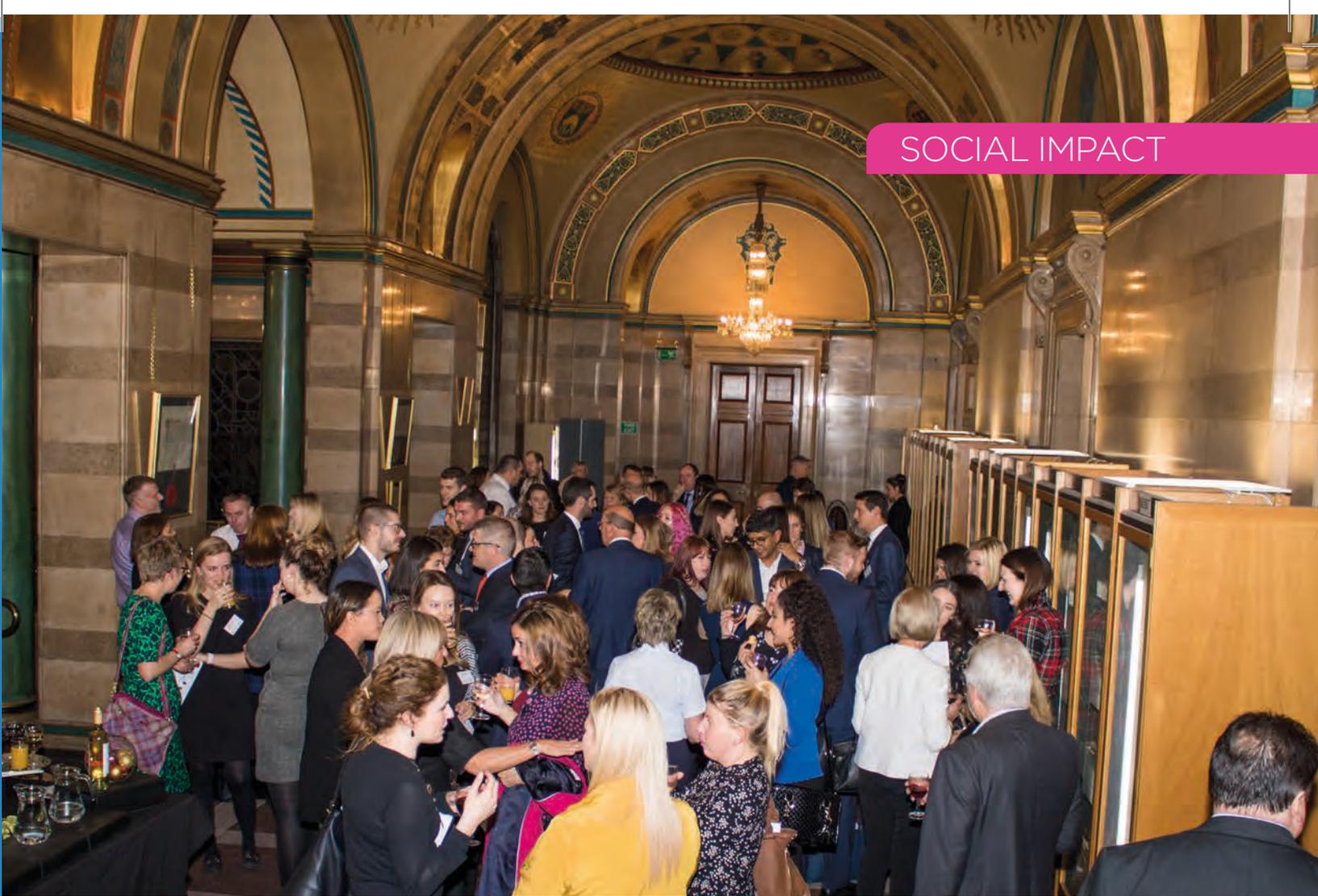
Naylor Wintersgill donated IT equipment to local schools so they could use funding to improve education elsewhere.



### ECONOMY LARGE

#### Curtins

Curtins pledged themselves to helping develop pathways for women into careers in engineering, by supporting students, attending women's engineering days and similar events.



# REWARDING EFFORT

“We’re delighted with the results – and completely surprised, given how incredible the finalists were. It’s been such a wonderful evening and, whilst it’s fantastic to be recognised for the work we’re doing, we’ve come away truly inspired to do even more.”

Amber Greenhalgh  
Commercial Director  
B&M Waste Services

## RAISING THE BAR

Raising the Bar is an initiative set up to help Chamber members with their social responsibility goals. An online tool allows them to benchmark and document how they support the Community, Economy, Education and Environment.

## MEASURING SOCIAL IMPACT

This year we have seen an increase in the number of businesses registering for the online tool. Members benefit from the use of an online benchmarking tool which allows them to measure their social impact against other local companies, allowing them to target future activities and achieve their social impact goals.

## THE AWARDS

With a record number of entries in 2018 the Raising the Bar Awards continue to celebrate the hard work businesses put into supporting the wider community and by measuring their social impact in the local area.

The awards give businesses recognition in the four key areas of Economy, Environment, Education and Community. Introduced in 2018, Small, Medium and Large businesses are judged independently, allowing those with fewer resources to be judged alongside comparable organisations.

## AD:VENTURE

AD:VENTURE, the ERDF part funded programme supporting start-ups and scale-ups with practical support and match-funded grants, has been awarded an extension by the Ministry of Housing, Communities and Local Government (MHCLG). Testament to the success of the programme, which has actively worked with over 1,513 businesses and 1,019 individuals, AD:VENTURE will now run to 2022, making it a six year programme with a value of £18.2m.

Engaging with 710 young people to explore enterprise or self-employment and delivering a schedule of more than 200 events, resulting in 287 additional jobs, the balance of both practical and grant assisted support delivered by professionals has provided significant benefits to business.

96 organisations have received match-funded grants since the programme launched in late 2016, with 125 approved projects representing a total combined worth of £2.3m, securing £665,849 from the AD:VENTURE programme. Delivered by a consortium of public and private sector organisations, the programme offers tailored packages of support to start-up businesses throughout the Leeds City Region.

Access to workshops, seminars and specialist sessions is complemented by one-to-one assistance from professional Business Advisors, enabling personalised support tailored to the needs of each organisation and the challenges they are facing to growth and future success.

Chair of the Leeds City Region Enterprise Partnership (LEP) and NP11, Roger Marsh OBE, comments: "The success of the AD:VENTURE programme really does tell its own story. The business community throughout the Leeds City Region is vibrant, diverse and growing. Having ongoing access to the support, advice and guidance from experts, as well as funding provision, can only enhance this further.

"Knowing that start-ups and young organisations are attending workshops and accessing the bespoke help that they need is reassuring. It shows that we have in place the provision we need to nurture entrepreneurship across our region and to become an example of best practice for others."

Working with partners across Bradford, Calderdale, Craven, Harrogate, Kirklees, Leeds, Selby, Wakefield and York, the extension means the AD:VENTURE programme will continue to deliver the same model of support across each town and city.

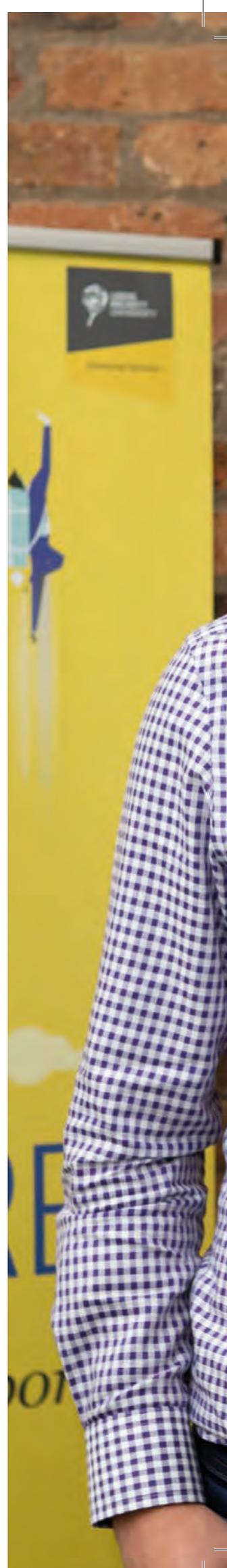
Michael Burnham of Hyrdo-Flux in Batley comments: "Without AD:VENTURE there is no way we could have put our idea into practice. Not only did we need some guidance and governance to make sure we were following the necessary processes, but we were also finding it difficult to raise the funds, as the equipment and tooling isn't cheap.

Securing the grant made all of the difference and we went from kitchen table to furnished offices almost overnight. It was great. Not only was the environment different but we were also able to approach the business with a different mindset"

Mark Langdale from Candle Digital, based in Halifax said: "We can't recommend AD:VENTURE or Leeds Beckett University enough. The support we have received is far beyond anything we could ever have expected. We would suggest to any start-up or young business that they investigate the advice, guidance and sessions that are on offer and make the most of them"

Helen Northard, who recently launched Human Spirit Ltd said "If I hadn't had the support from AD:VENTURE I wouldn't have had the courage to go for a tender. It's not about my self-belief or knowing that I can deliver for my customers, it's about taking steps that are very much outside of my comfort zone. Having a business can be isolating, especially when you're used to working for big corporations, but with the support from AD:VENTURE I've had access to professional training sessions, advisors and a network of trusted partners, I can't recommend the programme enough!"

Director of Crimson Bear based in Craven, Paul Johnson, comments: "When we launched the business we always intended to grow but by accessing the AD:VENTURE programme we were able to move our plans forward and put them into practice far sooner. Thanks to the grant and the practical support we were able to benefit from, we are now on track to turnover £2m, which is excellent news."



“ We would suggest to any start-up or young business that they investigate the advice, guidance and sessions that are on offer and make the most of them. ”

Mark Langdale  
Candle Digital

# BUSINESS VENTURE

**DIRECTORS  
APPOINTED AT  
THE SEPTEMBER  
2017 AGM**

**CHAIRMAN**



**Gerald Jennings**  
GR JENNINGS PROPERTIES  
Chairman of the Board

**VICE CHAIRMAN**



**Andy Caton**  
Vice Chairman of the Board

**CHIEF EXECUTIVE**



**Sandy Needham**  
WEST & NORTH YORKSHIRE  
CHAMBER  
Chief Executive

**PRESIDENTS**



**Nick Garthwaite**  
CHRISTEYNS  
President  
Bradford Chamber



**Paula Dillon**  
WOMBLE BOND DICKINSON  
President  
Leeds Chamber



**Bridget Davies**  
MINSTER FM  
President  
York & North Yorkshire Chamber

**VICE PRESIDENTS**



**Suzanne Watson**  
APPROACH PR  
Vice President  
Bradford Chamber



**Amanda Beresford**  
SHULMANS LLP  
Vice President  
Leeds Chamber



**Andrew Digwood**  
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# CHAMBER CHARITIES 2017/18

## BRADFORD CHARITIES

### Bradford Nightstop & The Big Swing Adventure Playground

Bradford Nightstop provides emergency accommodation for homeless young people (16-25) in the homes of vetted and trained volunteers.

Eccleshill Adventure Playground is an open access, adventure playground based in Bradford, West Yorkshire. 'All things playful project' promoting play through community forums and mobile play.

## LEEDS CHARITY

### St George's Crypt

St George's crypt provides practical care and support for homeless, destitute and disadvantaged people. The crypt runs one hostel for people with a background of addiction; it also promotes a programme of training and engagement and actively promotes resettlement. The crypt is a faith-based charity.

## YORK CHARITY

### York Teaching Hospital Charity's Dementia Appeal

The York Teaching Hospital Charity's Dementia Appeal aims to provide a better experience for patients living with dementia during their time spent in our hospitals. It is estimated that 850,000 people are living with dementia in the UK and one in six people over the age of 80.



## BRADFORD CHAMBER CHARITIES

Bradford Nightstop & The Big Swing Adventure Playground



## LEEDS CHAMBER CHARITY

St George's Crypt



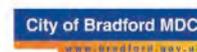
## YORK & NORTH YORKSHIRE CHAMBER CHARITY

York Teaching Hospital Charity's Dementia Appeal

## WEST & NORTH YORKSHIRE CHAMBER PATRONS



Garbutt + Elliott



## REFLECTIONS AND OBSERVATIONS

**Nick Garthwaite**

Bradford Chamber President  
2017 - 2019



Turning challenges into opportunities and problems into solutions is both part of being in business and the Chamber's lobbying and representation activities – and I think we do a superb job of it!

Bradford Manufacturing Week, born out of a sense of frustration, looks set to become a fixture in the business and education calendar – giving the sector a significantly higher profile in the city and local schools, and busting a few myths along the way.

The local problem of a shortage of employment land is now being thoroughly

investigated thanks largely to the Chamber's 2018 report and the work of the Property Forum. The Chamber-supported campaign to bring a Northern Powerhouse Rail station to the heart of the city continues unabated and is central to Transport for the North's strategy.

The move of the annual dinner to the Midland Hotel was lauded with much praise and always features many of the city's key movers and shakers. The Chamber remains at the heart of the business community and, through our essential partnership working, is key to helping drive forward the city's future economic success.

It's been a wonderful two years as President of Bradford Chamber of Commerce – I've loved every minute of it...where has the time gone?! If it wasn't for the fact that I have a 'day job' running another business, and also the Chamber's Terms of Reference stipulating a maximum two year period in office, I'd be tempted to try and hang on for a bit longer! However, I know that the incoming President and Vice President are going to do a superb job and I wish them much success.

## A YEAR IN REFLECTION

**Paula Dillon**

Leeds Chamber President  
2017 - 2019



As I approach the end of my time as Leeds Chamber president, I wanted to reflect on what we have achieved on your behalf. The last 12 months has been another very productive year for the Chamber. In June 2018 we launched our report tackling housing shortages in the city and we collectively improve the delivery of the right kind of housing in the right places. One of the outcomes from this report was the launch of the Leeds Planning Protocol in March 2019. This protocol, a first for a major UK city, was developed in partnership with Leeds City Council and sets out expectations and what all parties should expect as they move through the planning process.

2018 also saw the inaugural Leeds

Manufacturing Festival, a month long celebration of engineering in the city, which looks to engage with schools and bring young people into the workplace in order to inspire future workforce.

In 2017 we published a report looking at Leeds Waterfront, setting out why this will be at the heart of the city centre. In 2018 Leeds City Council confirmed it would make available £100,000 to facilitate one of the recommendations in our report, the creation of the Waterfront Enhancement Fund.

Last but not least, 2018 also saw the first cohort of students complete their education at UTC Leeds. Chamber members were instrumental

in creating this new establishment, which opened in 2016, to help fill the chronic skills shortages within manufacturing across the region. I am delighted to say that 100% of the young people who completed their studies went on to positive destinations. Five times the national average went on to start higher level apprenticeships here in the Leeds City Region. Destinations also included some of the most prestigious universities in the country. The impact of business on young people's futures cannot be underestimated.

None of this could have happened without the support we receive from you, our members, and I want to thank all of you for your commitment to the Chamber and the city.

## KEEPING ON THE FRONT FOOT

**Bridget Davies**

York & North Yorkshire Chamber President  
2017 - 2019



### CURRENT SUCCESS

It's been a pleasure to lead York & North Yorkshire Chamber for the last two years. While the city and the sub-region can be an 'easy sell' in many ways, due to its heritage, tourism and many attractions, we never rest on our laurels – success is a double-edged sword. We've therefore been ensuring that the key policy issues raised by members stay at the forefront of the thinking of decision-makers.

### TRANSPORT

We are pushing against Highways England and the Department for Transport for the cost

of dualling the A64. The Property Forum and Leadership Group have both been used as platforms to spell out how and why the York Central project is necessary to keep the city on the front foot with its image, profile and reputation. Housing and the urgent necessity of a fit-for-purpose Local Plan is another area on which we have been liaising with the politicians.

### PROPERTY

York is in danger of being a victim of its own success and so we have to act swiftly to meet those oncoming challenges. Our Property

Forum has been doing sterling work in these and several other areas under the auspices of both Eamonn Keogh and Steve Secker, past and current Chairs respectively.

### THE VOICE

We continue to gather views, information and data through various methods of contact with members – policy meetings, surveys, networking – to ensure that we are the voice of business and I am convinced that will remain the case going forwards.

# CHAMBER PRESIDENTS





# A YEAR IN PICTURES



Bradford Property Forum



Bank of England Briefing



Bradford Property Forum



York Presidents Lunch



Legal & General Consultation



Business Enterprise Fund



Department for Transport Executive Committee



Bradford Leadership Group



York Property Forum



Liveability Leeds at Leeds Property Forum



Immigration Meeting



## West & North Yorkshire Chamber Group

- Bradford Chamber
- Leeds Chamber
- York & North Yorkshire Chamber
- Chamber International
- Business Enterprise Fund



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