

The Sky's the Limit

for Bedfordshire
businesses in 2021

with news that air shows are set to
recommence at The Shuttleworth
Collection this spring



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Bedfordshire Chamber
of Commerce and its
members inside

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Chamber of
Commerce

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Devi Kolli, CEO and co-founder of AI Solve

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BUSINESS focus

Official Magazine of Bedfordshire Chamber of Commerce

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Welcome

The previous 12 months presented businesses with the most challenging period they have faced in a generation. What started with uncertainty over EU Exit negotiations was soon overtaken by the biggest test businesses have faced since the global financial crisis of 2008.

Local businesses have remained resilient in the face of a tremendously difficult environment. Many companies have been profoundly affected by the crisis and have had to make difficult decisions, through no fault of their own. We hope the early part of 2021 will continue to be a recovery period for those businesses and employees most affected.

Businesses will also need to navigate the changes that have resulted from the end of the transition period. The UK has now exited the customs union and are seeing major changes when it comes to cross border trade. Many businesses are struggling to get to grips with the additional requirements to move goods in and out of Europe and have discovered that the details of the Trade and Cooperation agreement have left them with unexpected tariffs due to the rules of origin.

Bedfordshire Chamber of Commerce continue to be here for all businesses, regardless of size or sector, to provide support, advice, or any guidance you may need to navigate this testing period.

Looking forward to the rest of the year we will see the return of our 'Meet the Buyer' event, giving members the opportunity to connect to local supply chain opportunities and develop long term relationships. Keep a look out for details to follow in the coming weeks.

With the recently announced Skills for Jobs White Paper, we remain committed to taking an active role in the local skills agenda and supporting the ambitious plans to put the skills needs of businesses at the heart of the further education system.

We will also continue to expand our Global Trade services to support businesses not only to overcome the new complexities in trading with the EU but to help them seek new opportunities with the rest of the world.

2021 will undoubtedly be a challenge but one that could be full of opportunity.

#workingtogether #achievingmore

#businesstogetherness

Justin Richardson

Chief Executive

Bedfordshire Chamber of Commerce



focuscontent

- 4 **CHAIRMAN'S VIEW**
Richard Cooper, Chairman of Bedfordshire Chamber of Commerce
- 5 **CHAMBER NEWS**
News and updates from Bedfordshire Chamber of Commerce
- 7 **ECONOMIC REPORT**
Our quarterly financial report review
- 8 **MEMBER NEWS**
Bedfordshire Chamber members share their news and developments
- 16 **MEMBER PROFILES**
Learn more about our recently joined members
- 18 **NEW MEMBERS**
New businesses that have joined Bedfordshire Chamber of Commerce

Working together, achieving more.

www.chamber-business.com | 03



Richard Cooper
Chairman of Bedfordshire
Chamber of Commerce

“We should also remember that the NHS are themselves supported by local businesses, providing products and services, many of which are SMEs.”

The **Chairman's** View

Here we are, my second contribution to the Bedfordshire Chamber Business Focus magazine and the business outlook remains very fragile and challenging. In my preparation for this article my dilemma was, do I continue with truly horrid facts around the economic performance, or do I focus on looking forward and consider the more positive journey that has started with the roll out of the Covid 19 Vaccine?

Well, I have decided to go with the latter and start by congratulating the truly brilliant work carried out by the UK's researchers, scientists and technicians in not only developing vaccines to fight against this terrible disease, but also developing a range of life saving treatments. We, of course, have to acknowledge the work carried out by our very own NHS, a feature in our lives that we have maybe taken for granted, has stepped up and tirelessly worked to support us when we are at our most vulnerable. We should also remember that the NHS are themselves supported by local businesses, providing products and services, many of which are SMEs.

I have also taken the opportunity to look back at copies of the Focus Magazine over the last twelve months and, despite what we have all been through so far, there has been some really positive stories to shout about. We have seen awards for Dunster House, Bedford College Group and Triple gold success for Wyboston Lakes Resort. There have been anniversaries at Paule Rochelle and WSA. We have also seen expansion for the Treacle Factory, continued growth and investment at Signature Flatbreads, new appointments at Foxley Kingham and a host of members receiving UK Business Hero accolades. There were some excellent articles from our members including: Peli Bio Thermal, Lockheed Martin and Groom, Wilkes and Wright and lots more!

A very useful read from the Spring 2020 issue called “7 tips to help your company thrive in 2020” brings me on to how we are going to move forward. These tips include reflection on the last 12 months of trading, setting realistic but challenging goals, identifying risks, planning, involving your team and communication with your network. In my most recent discussions with businesses there is a mixture of cautious excitement and thought-provoking comments including “how do I get back into the market”, “we're focused on a plan to return but will need some advice and support”. Interestingly, I found those businesses who are providing marketing and website support have been very busy throughout, no doubt due to increasing need for all businesses to have an online presence.

These coming weeks and months will be challenging, they will require hard work and lots of planning, but I am certain it will be worth it.

RECOGNISING

CHAMBER OF COMMERCE

UK BUSINESS HEROES 2020

The impact of the COVID-19 pandemic has been truly seismic not only in terms of its health and wellbeing implications, but on the fundamentals of our economy, on the relationship between the state and private enterprise and on the very attributes required for businesses to succeed. In times of great turbulence, it is natural, perhaps, to focus only on the challenges – and there certainly have been many of those that we've all faced and are still facing. Yet, COVID-19 has also shown that in the face of adversity, companies and the people that work within them can come together to make a real difference to the place they do business.

British Chambers of Commerce alongside the local Chamber network, launched a campaign to recognise the incredible work UK businesses have been doing to support local communities, innovate and meet new demands during the Coronavirus pandemic.

The UK Business Hero stamp was created to pay tribute to those businesses and individuals that have gone the extra mile and made a vital contribution in these difficult times.

It is with real pride to announce that London Luton Airport, Vauxhall, Chiltern Academy, GKN Aerospace, Peli BioThermal, Community Interest Luton, Lockheed Martin, Silver Screen Services, Willow Tree Distilling Company, Jaltek Systems and Verifile all received the national accolade for demonstrating resilience, community spirit and a selfless approach to the challenges of the pandemic.



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Bedfordshire Chamber members supported NHS during the pandemic in 2020

TRULY INSPIRING STORIES

The pandemic saw UK Business Heroes use their resources in altruistic and inventive ways to step up and serve their communities in times of crisis, resulting in some truly inspiring stories – from London Luton Airport providing over 100 volunteers to help support local community organisations and donating surplus food items to homeless charities, to Chiltern Academy, who during lockdown made over 14,000 face visors that was distributed all over the country to frontline workers.

Many of our UK Business Heroes repurposed their equipment or staff to do everything they could in creating vital supplies for the NHS. A handpicked team of Vauxhall workers completed a 16-week assignment at Smiths Medical working as part of a consortium that helped to deliver 13,437 ventilators to the NHS. Some exceptional stories of adaptability and collaboration.

The companies also received royal recognition with a letter of congratulations from HRH Countess of Wessex GCVO, who supported the campaign.

In the letter HRH The Countess of Wessex highlighted how it has given her great pride to hear how businesses have gone the extra mile to help during the Coronavirus pandemic and stated:

“It has been a particular pleasure to hear stories of how you have supported your local communities throughout the outbreak and to see you nominated as UK Business Heroes by your local Chamber of Commerce ...I want to take this opportunity to thank you for your positive contributions, congratulate you on your recognition as a UK Business Hero and wish you every success in your endeavours in the weeks and months ahead as we look to the recovery of our country.”

AN OPTIMISTIC FUTURE

It is hard to predict what this year will truly look like. These are undeniably challenging times for many businesses across the county but the resilience we saw in 2020 shows we are well placed to take full advantage of new opportunities.

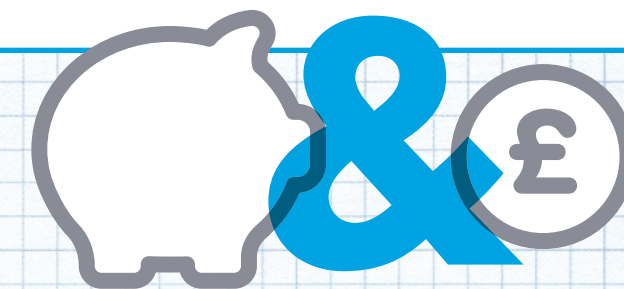
Bedfordshire Chamber of Commerce is devoting its resources and expertise in working with a range of local and national partners on schemes aimed at supporting local businesses navigate uncertain times and adapt to new conditions.

These include ChamberCustoms® to help businesses keep trading now the transition period has passed and working with long term partners Wenta in collaboration with members to deliver free business support to the network.

We have also been given the green light to become a gateway for the government backed Kickstart Scheme - designed to help support young people who are struggling to get onto the jobs market. Demand, even in difficult times, has proved there are reasons to be optimistic and we are already working with 100 companies looking to provide 200+ job placements.

In short, 2020 was quite a year and there are further challenges to overcome but by working together I'm confident we can help deliver sustainable and inclusive growth for Bedfordshire.

Quarterly Economic Survey Report



Bedfordshire Chamber of Commerce Quarterly Economic Survey (QES) forms part of the British Chamber of Commerce's national survey and is the principal business survey in the UK. Its results are closely watched by both the Bank of England's Monetary Policy Committee and the Treasury. The data reveals a timely and accurate snapshot for the economic climate for businesses in Bedfordshire and beyond.

Our latest results have been published and the outcome for Q4 2020 saw improvements across the board from the previous quarter but remain well below historic levels.

- Broad improvements across all indicators but remain well below pre-pandemic levels.
- Significant improvements in cash flow but challenges remain, particularly for micro businesses.
- Businesses not forced to close by the lockdown and restrictions are also feeling the knock-on effects of dampened spending higher up the supply chain.

The Bottom Line

To see the report in full please visit www.chamber-business.com

It's time to pull out all the stops

Responding to the findings, Adam Marshall, Director General of the British Chambers of Commerce, said:

“Our findings demonstrate that businesses across the UK face a difficult and uncertain year ahead in 2021. The announcement of another major lockdown across all four nations of the UK will compound the gloom for many.

“As we start 2021, governments across the UK should be pulling out all the stops to ensure support for businesses is commensurate with the restrictions in place. Both the pandemic and government restrictions continue to hit firms hard, and many are grappling with a difficult period of adjustment to new trading conditions following the end of the Brexit transition period.

“The current drip-feed approach to business support measures is too short term and leaves businesses unable to plan. Ministers must set out, now, what additional steps they will take to underpin business cash flow and help viable firms preserve livelihoods until a full reopening of the economy is possible. They should be boosting confidence by extending tax holidays and key support schemes that are due to expire over the coming weeks.

“As we look to the future, our findings demonstrate that big investment incentives are also needed. Prosperity and success depend on businesses, both domestic and international, having the confidence to invest here in the UK for the long term.

“For business, the pandemic doesn't end simply because vaccines are starting to be delivered. Brexit isn't 'done', either. The sooner the Prime Minister and his colleagues set out a coherent economic plan and longer-term support to help businesses to restart, rebuild, and renew, the better.

“2021 cannot be a year where Britain dithers while others do.”



Dr. Adam Marshall, Director General of the British Chambers of Commerce

Member News



HRH The Countess of Wessex and the British Chambers of Commerce Recognised Peli BioThermal as UK Business Hero

Peli BioThermal, the global name in temperature controlled packaging, announces it has been recognised as a UK Business Hero for its efforts during the pandemic. The accolade awarded by the British Chambers of Commerce, acknowledges "the incredible work UK businesses have been doing to support local communities, innovate and meet new demands during the Coronavirus pandemic".

Peli BioThermal has been selected as a UK Business Hero following the campaign by the British Chambers of Commerce alongside the local Chamber network, which saw the company receive royal recognition with a letter of congratulations from HRH The Countess of Wessex GCVO, who is supporting the campaign.

In the letter HRH The Countess of Wessex highlighted how it has given her great pride to hear how businesses have gone the extra mile to help during the Coronavirus pandemic and stated: "It has been a particular pleasure to hear stories of how you have supported your local communities throughout the outbreak and to see you nominated as UK Business Heroes by your local Chamber of Commerce ...I want to take this opportunity to thank you for your positive contributions, congratulate you on your recognition as a UK Business Hero and wish you every success in your endeavours in the weeks and months ahead as we look to the recovery of our country."

Peli BioThermal is a member of the Bedfordshire Chamber of Commerce and was awarded the prestigious UK Business Hero stamp following a nomination by the organisation.

Bedfordshire Chamber of Commerce Chief Executive, Justin Richardson, said: "The UK Business Hero stamp was created to pay tribute to businesses and individuals that have gone the extra mile and make a vital contribution in these difficult times."

"Bedfordshire Chamber of Commerce would like to congratulate Peli BioThermal and all the staff involved for their contribution and responding to the needs of the local community."

Justin highlighted how Peli BioThermal was nominated for loaning some of its award-winning temperature controlled shippers to help with the delivery of essential pharmaceuticals direct to the homes of housebound patients during the pandemic.

Paul Terry, Director of Sales EMEA at Peli BioThermal, said: "It is an honour for the company to receive this prestigious recognition as a UK Business Hero."

"We have continued to operate and support local communities throughout the pandemic. To be named a UK Business Hero for this locally recognised support is fantastic. Our local support is a part of our overall ongoing efforts to help in the global fight against COVID-19, which has seen us expand our deep frozen product range in response to the pandemic to meet COVID-19 vaccine shipping requirements."

Visit www.pelibiothermal.com to learn more about the wide range of Peli BioThermal products and offerings.



Business park releases 22 brand new fully serviced offices

2021 marks 12 years since Wrest Park Enterprise, a 28-acre business park enjoying a beautiful parkland setting, just off the A6 in Central Bedfordshire, was launched as a cold start; and the campus continues to go from strength to strength.

David Taylor, Group Estates Manager said "The increasing demand for smaller, out of town offices, available on flexible terms has encouraged us to expand our offering. We launched Phase 1 last October and already 15 of those 17 offices are occupied".

Launching now is Phase 2 - an expansion of Enterprise House, comprising 16 additional air-conditioned offices, and 6 studios with capacities of between 2 and 12 desks each, complimented by a new kitchen, relaxing break out and communal space, plus a seminar room. There is even an onsite café.

Available with Easy - in / easy - out terms and no long-term commitment.

All offices are fully furnished and come with ultra-fast fibre broadband, enterprise level Wi-Fi, VoIP telephony, manned reception, 24/7 secure access and ample parking.



We recognise that business models are changing, some clients need a smaller office hub for fewer staff, with others working remotely, but need the ability to rent an additional office for a day. Maybe the "home office" no longer works or you just need a professional address or access to hot desking on an occasional basis?

www.wrestparkenterprise.co.uk

Member to Member Offer

Wrest Park Enterprise has an exclusive offer for Chamber members - why not try before you buy? Claim your free day working in our 1-1 meeting room, day office or hot desk simply call 01525 306000 today or you can email info@wrestparkenterprise.co.uk and quote ref CoC2021.



Luton businesswoman recognised in UK 100

Luton businesswoman Bina Briggs has been selected to be part of the F: Entrepreneur Top 100 businesswomen in their #isalso campaign for 2021. This campaign highlights inspiring female business leaders across the UK. Bina owns Plain Talking HR, an HR consultancy based in Luton supporting clients with HR requirements.

Bina said: 'After arriving as a refugee from Uganda in 1972 and a long career in HR at Luton Airport, I set up my own business in 2009. One of my main achievements has been supporting, mentoring and inspiring other women to start and grow a sustainable business, particularly Asian women, and older women. Starting my business at 57 is later than most entrepreneurs. I feel that my success proves you are never too old to start a business!'

Bina spends a lot of her free time volunteering for local charities and is a trustee with Level Trust and is a Governor of Luton Sixth Form College. She is also a Trustee of Bedfordshire and Luton Community Foundation (BLCF) which has the initiative called Evolve for gender equality and regularly advises on Employment/HR Law matters. Her dedication to her local community impressed the f: Entrepreneur judges, who recognise businesswomen who make a significant contribution to their local community.

Bina continued: 'It's important, now more than ever, for small businesses to support the community and to give back as much as possible. I am delighted to receive this recognition and I do hope it inspires other women to start a business and business to get involved in the community'.

The business has been trading since 2009. Plain Talking HR is an HR consultancy dealing with small businesses and sole traders who find the complexities in HR and Employment legislation challenging to understand.

plaintalkinghr.com

Member News



Andrew Stott and Andy Chesterman of DAMM Solutions

DAMM Solutions fourth anniversary

UK-based data protection and marketing experts DAMM Solutions have been celebrating their fourth birthday via video call this month, as they look back on what they've achieved and how 'doing business' has evolved in a way many could never imagine.

The biggest achievement for DAMM Solutions, formed in January 2017, was developing two distinct but complimentary brands. **Privacy Helper** gives businesses vital guidance on their data protection practices and helps them remain compliant, whatever their size or the sector and location they work within. **Storm Nine Marketing** supports businesses with their marketing – providing everything from strategy to brand design and social media management.

Since Privacy Helper started back in June 2019 it has acquired and serviced over 180 privacy clients across the world. Storm Nine started in October 2019 with its client portfolio steadily growing over the last 12 months with a really strong close to the year.

"The beauty of having two businesses that look at marketing and privacy is that, often, these services are usually outsourced but are inextricably linked," said Andrew Stott, Managing Director. "Having a company provide both, creates a joined up, cost effective and efficient process to make sure that the businesses we work with get the very best service and a one-stop-shop approach for marketing and privacy support."

This has become even more apparent in the last couple of years with the implementation of GDPR and the UK Data Protection Act 2018, alongside the increase in digital communication and marketing.

When we started DAMM Solutions – adds Andrew – "no one could have considered what would happen in March 2020 with the first COVID-19 lockdown. The need for privacy protection through remote working is now more important than ever, as is the need to market your business in a vastly different way than before. Thankfully, DAMM Solutions has been there to help businesses stay compliant and thrive."

But the transfer of data between the UK and EU, does still present some headaches and Privacy Helper's Compliance Director, Andy Chesterman, is already poised to help businesses unpick what's needed in a post-BREXIT UK.

"Both brands under the DAMM Solutions umbrella continue to secure more clients and are going from strength to strength," he said. "We're even recruiting for more staff to help grow the business as we prepare for the (hopeful) return to normality. We're poised for another four years of significant expansion is planned across both brands"

www.privacyhelper.co.uk | www.stormnine.com



Gina Bubbins Director of Business Development at Bedford College

Born in the 21st Century - employees of 2021

This is the year of new beginnings for so many in business and industry. At The Bedford College Group we are focussed on supporting employers who need staff with the right skills to navigate the "new normal", or Brexit Britain, or tackle technology fast-forwarded by lockdowns and 'working from home'.

Apprenticeships are always on the list, together now with the new T-Levels which offer employers and potential employees the chance to 'test each other out' over a period of 315 hours work experience over two years.

Current 16-18-year-olds, born in the 21st Century, are immersed in the use of technology in way that the over 40s can rarely comprehend. That modern mindset is vital now, and, by offering those in that age group work experience or placements, 20th Century businesses can learn from them, whilst helping to shape these eager young people into the employees of the future.

There are increased opportunities and funding for apprentices aged 19+ allowing employers to widen their range of candidates.

Continuing Professional Development (CPD) is vital because we all need to keep learning, updating our skills and progressing. Change and more change is going to be the way forward and we are now a fifth of the way into the futuristic 21st Century - so time to get with the programme.

The Bedford College Group has been voted the FE College of the Year in the face of fierce competition in the highly respected Times Educational Supplement (TES) awards. This is more than an inward-facing educational publication, it is the touchstone for changes in the educational world and how that interlinks with business and industry.

It shows that our Group is a beacon for how post 16 education, Further Education and Higher and degree-level learning can best be delivered. That service to you is changing all the time, we are changing with you.

www.bedford.ac.uk

Four great reasons to start podcasting

As more businesses discover the benefits podcasting can provide in their content-marketing efforts, you might be wondering whether or not it's something you should invest in. We've compiled our top tips to help you decide.

1. Increase brand awareness

Podcasters who set-up and submit an RSS feed with the required settings will automatically have their shows transcribed by Google. This means your shows will now display in Google search results when a user's query for podcast searches matches results relating to your show, interviewees and topics - helping new audiences to discover your brand.

2. Demonstrate industry expertise

Podcasting allows you to provide value through long-form content, unlike some content types where length can be restricted - making the depth you can go into on any given subject matter very limited. However, with podcasting you can go into depth - allowing you to really demonstrate your industry expertise through educational, thought-provoking and engaging content. This can grow you a loyal audience of listeners, who trust you and see you as an authority figure in your industry - perhaps leading to opportunities such as sales, recommendations, guest-speaking opportunities and even guest speakers for your own show.

3. Expand your network

Podcasting can provide some great networking opportunities for both you and guest speakers. You will both raise awareness of each other's brands during the promotion of any shows, which can open up further networking opportunities and attract yet more guest speakers. They, in turn, add more value to your show by expanding on your content, offering differences of opinion and insight into subject matters complimentary to your own.

4. It's easier than professional video

With just a one-time setup, it's easier to get started podcasting than you might think and, just like video, podcasts are a great way to get across brand-voice and personality to add a personal touch to your brand - after all, people buy from people. It's more cost-effective than video and can be done from anywhere at any time: fitting around busy schedules and enabling guest speakers to join you remotely, rather than in-person. (to make it even easier to get started podcasting, we've pre-packaged an audio kit below with everything you need)

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Member News



Funded training available for businesses in Bedfordshire

The Skills Support for the Workforce programme (SSW) helps support small & medium businesses in Bedfordshire to upskill their employees with training courses & qualifications to help their business grow.

There are 100s of courses on offer including health & social care, construction, logistics and many more. We will work with you to identify your business' training needs to support your business goals.

So far over 680 employees from 240 businesses have benefitted from the programme in the South East Midlands. One of these businesses is Bedford-based AW Installation. Upskilling their fitting

teams has helped the business to tender more competitively for new projects as they can further demonstrate their workforce's skills, knowledge and attitude towards safety on site. AWI's Amy White explains:

"It was apparent that the Skills Support for the Workforce programme could help us deliver the training we needed to support the objectives of both our staff and our business. The delivery of the training programme was arranged around the needs of our working schedules. When we require further staff training, we would certainly consider the Skills Support for the Workforce programme again."

To find out more about the SSW programme, please contact Matt Clark, Partnership Coordinator: matt.clark@serco.com, or visit our website: www.serco-ease.com/skillssupport-for-the-workforce/regions/south-east-midlands

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Wyboston Lakes Resort appoints new chair

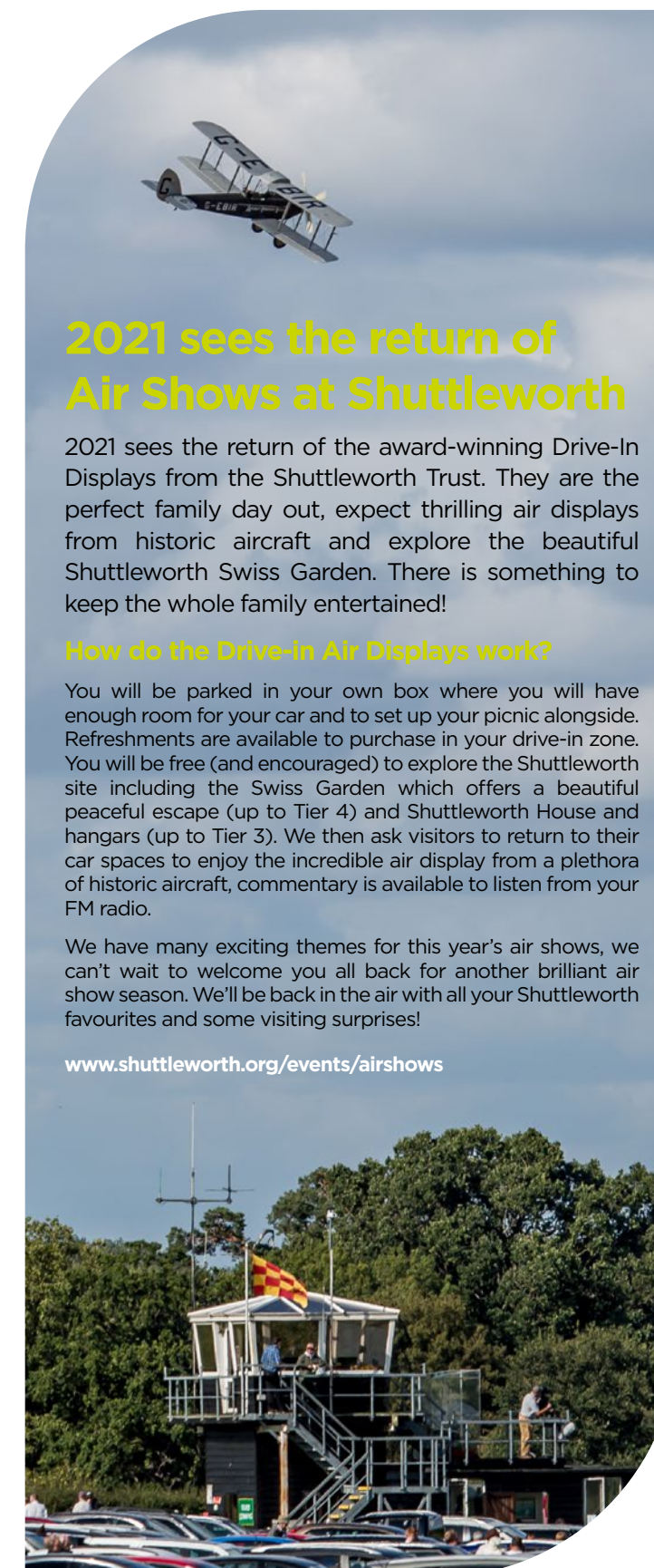
Wyboston Lakes Resort has appointed Chelsey Hutchinson as chair of the 380-acre conference, training and leisure resort in Bedfordshire.

Hutchinson, 34, has spent a decade working across every area of the Resort, including four years as a board director. She will now take over at the helm of the ever-growing business, which includes two state-of-the-art residential event and training centres, a four-star hotel, brasserie, bar and award-winning spa, 18-hole golf course and water sports centre ideal for teambuilding activities. The site also has land for future enterprise.

Succeeding her father in the role, Hutchinson, who has a law degree from the University of Manchester and a master's in hospitality management, is set to make her mark in the hospitality industry. Future enterprise, technology, sustainability, diversity and equality, and staying true to the company's family culture will be key priorities for Hutchinson. She said: "We've made significant investments in developing and refurbishing our venues and products over the past few years and we have a talented team, so it is my ambition that we become an even bigger player in the hospitality world. Despite all the uncertainty that has come with the global pandemic, I am optimistic and excited for the future and where we can go. I'm very proud of the business and where we are today. We have great people, great products and a great culture."

Wyboston Lakes Resort recently launched a comprehensive Hybrid Events solution and is also recognised as a Covid-secure venue following accreditations from the AA, the Meetings Industry Association and Quality in Tourism. The Resort also holds three gold awards for sustainability.

www.wybostonlakes.co.uk



2021 sees the return of Air Shows at Shuttleworth

2021 sees the return of the award-winning Drive-In Displays from the Shuttleworth Trust. They are the perfect family day out, expect thrilling air displays from historic aircraft and explore the beautiful Shuttleworth Swiss Garden. There is something to keep the whole family entertained!

How do the Drive-in Air Displays work?

You will be parked in your own box where you will have enough room for your car and to set up your picnic alongside. Refreshments are available to purchase in your drive-in zone. You will be free (and encouraged) to explore the Shuttleworth site including the Swiss Garden which offers a beautiful peaceful escape (up to Tier 4) and Shuttleworth House and hangars (up to Tier 3). We then ask visitors to return to their car spaces to enjoy the incredible air display from a plethora of historic aircraft, commentary is available to listen from your FM radio.

We have many exciting themes for this year's air shows, we can't wait to welcome you all back for another brilliant air show season. We'll be back in the air with all your Shuttleworth favourites and some visiting surprises!

www.shuttleworth.org/events/airshows



What is happening in the land market in Bedfordshire and Buckinghamshire?

Robinson & Hall, Land and Property Professionals advise

The land market throughout 2020 was subject to a number of unusual external factors, the main one being COVID 19, although BREXIT has also had an impact. This has consequently led to the supply of farmland across the United Kingdom reaching a record low. However, farmland values remained strong with good levels of demand, showing that confidence remains within the rural market in our area.

Instructed on almost 50% of publicly marketed farmland!

Robinson & Hall had a successful year in 2020 selling rural property and were instructed on almost 50% of the publicly marketed farmland in Bedfordshire and Buckinghamshire. Interest levels have been strong with sales up to 20% above the guide price achieved. Landowners looking to use rollover relief to avoid Capital Gains Tax has been a continuing theme for purchasers and, with major institutions looking to purchase land within the Oxford to Cambridge Arc, land prices have not dropped unlike other parts of the country. With the changes published in November 2020 on agricultural support through to 2024 it will be interesting to see how this affects the market, although agricultural profitability and land prices have not always been linked.

Robinson & Hall purchase land for clients too

As well as offering property for sale, we often have clients looking to purchase land. Already in 2021, we are looking for a number of properties within the local area for private purchase ranging from 15 to 2,000 acres.

What you need to consider when selling your property

When looking to sell any property you have a range of options so it is important to speak to a local expert on what may best achieve your objectives. Some of our clients have been taking the opportunity to sell off small parcels of land through our property auctions at figures significantly in excess of agricultural values allowing projects or other changes to the business to be undertaken without taking on debt. Further details can be found here.

If you have rural property you are considering selling in 2021 and would like to discuss the multitude of options available to you, please contact Andrew Jenkinson or Polly Sewell at Robinson & Hall who would be happy to assist.

Andrew Jenkinson, Partner and Rural Surveyor on 01280 818905 or email abry@robinsonandhall.co.uk

Polly Sewell, Partner and Rural Surveyor on 01234 362933 or email pkts@robinsonandhall.co.uk

Member News



UV Air Disinfection solutions to help keep you safe from Covid 19

In response to the Covid 19 pandemic, UV has resurged as a key weapon in the fight against the spread of this virus. uv-technik international offers a wide range of products that are effective at disabling Covid 19 or other viruses, bacteria, spores and moulds, on surfaces, in water and in the air.

The new SteriWhite Air Q115 (pictured) is a "plug and play" UV air disinfection device offering a chemical free solution to safely and effectively keep room air continuously clean. This device can be mounted on floors and ceilings or used as a freestanding mobile unit. It uses high performance ozone-free uv-c lamps to provide an inactivation rate of 99.99% for virus's, including Covid 19.

The majority of business's are under immense strain due to lock-downs, isolation and other policy's enacted in order to slow the spread of the virus. Installing a UV air disinfection device will give your staff and customers increased confidence that your business is taking precautions to keep them safe.

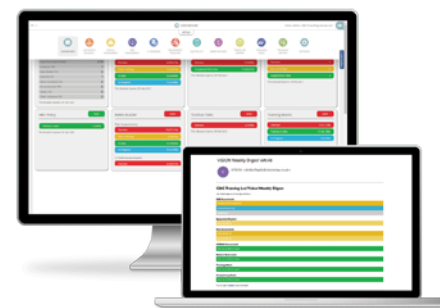
The SteriWhite Air Q115 is suitable for almost all populated environments, for example: offices, meeting or conference rooms, Hotels, B&B's, shops & retail units, pubs, bars, nightclubs, restaurants, cafeterias, places of worship, schools, retirement or care homes, receptions, Dental or medical treatment surgeries, laboratories, waiting rooms and many others...

The SteriWhite Air Q115 is manufactured by Hoenle AG, a multinational public company located in Germany.

Please be wary of internet imports, both from a safety and effectiveness perspective and choose a well-established and trusted UV partner. If you have any questions please get in contact with us at uv-technik international. You can contact us by email at info@uv-technik.co.uk or telephone on 01582 522345. Please also continue to follow the government advised precautions and rules such as social distancing, hygiene etc. Please stay safe!

Luton-based uv-technik international is a wholly owned subsidiary of Hoenle AG.

www.uv-technik.co.uk



New Vision for SMEs

C&C has been helping SMEs with health and safety for over a decade, supporting businesses on a wide range of matters from training all the way through to accident investigation.

Over the years many of our customers have been struggling to manage health and safety using spreadsheets and paper-based systems, so in 2019 VISION was launched.

VISION is a cloud-based software management system specifically designed to help SMEs manage their legal requirements when it comes to health and safety. Embracing the best of modern-day technology, it's easy to use and being cloud-based is accessible 24/7 and accessible from anywhere.

With 10 different modules available, VISION covers all aspects of health and safety and without a sheet of paper in sight. Making it not only an efficient way to organise and manage records but an environmentally friendly one too.

It's also supported by our team of health and safety experts, so there's always help at hand if you need it. The 10 modules are: Accident/Incidents, CoSHH Assessments, DSE Assessments, E-Learning, Equipment Register, H&S Policy Builder, RAMS Builder, Template Library, Toolbox Talks and Training Matrix

Every module has a reporting dashboard, and with different access levels and the ability to tailor email notifications, you'll know exactly what needs to be done and by when.

Member to Member Offer

Start your free 30-day trial and experience the cost and time saving benefits of using VISION. If you decide to go ahead, call us on 01525 309807 quoting 'Chamber Member Offer' to receive 10% off your annual subscription.

www.ccconsulting.uk.com

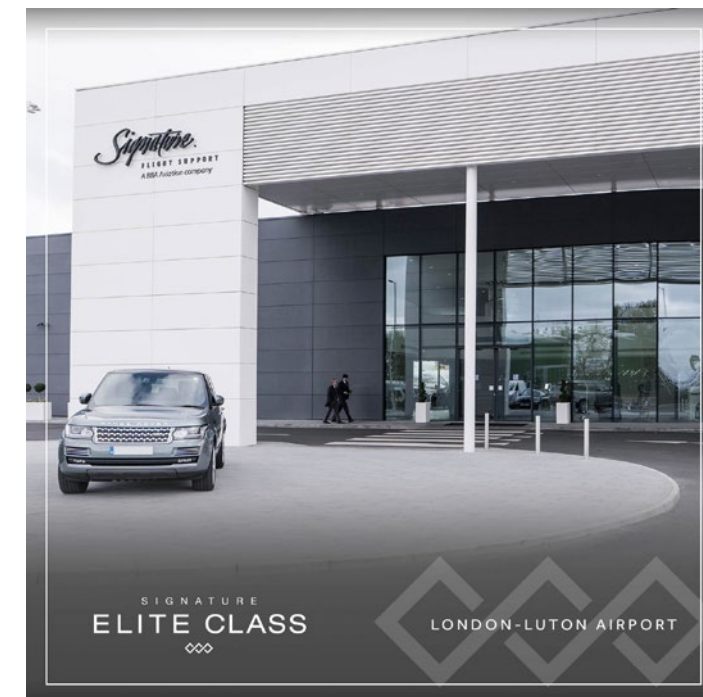


Elite Class Luton Update

The COVID pandemic has clearly had an unprecedented impact on travel and hospitality. After months of restrictions and ever-changing border closures, people are hungry for travel – first and foremost to visit family and friends but also to get out and explore the world. To do this with confidence, the new norm at the front of every traveller's mind is now safety, hygiene and flexibility. Travellers are looking for exclusive, luxurious experiences with businesses they know and trust. Several recent research reports show that in 2021 travellers will want to take longer trips, fulfil all the holidays and celebrations that were cancelled in 2020 as well as tick off bucket list destinations.

For those travelling during these challenging times and looking forward to the future, Signature ELITE Class at Luton offers a safe, stress-free start or end to a journey. For departures, clients can arrive 60 minutes early for short haul flight and relax in the comfort of a private lounge whilst the ELITE Class team finalise the check-in of any luggage and check passports. Once the flight is ready to board, clients are escorted through dedicated security and customs screening in the private terminal and transferred in a luxury vehicle directly to the aircraft. For arrivals, clients are greeted at the aircraft and brought back to a private lounge where dedicated immigration personnel facilitate the entry process and luggage is brought back to them, ready for their onward journey – all within minutes of landing.

A welcome respite from the crowds, travelling through the private terminal minimizes the number of contact points. With the current COVID-19 regulations and restrictions, clients can be reassured by the Signature Assure Programme, Signature's proprietary professionalised protocols to ensure the health and safety of clients and colleagues. This includes compulsory mask wearing, frequent wiping down of all common touchpoints and a 50-point cleaning checklist that is completed multiple times



a day. Additionally, all Signature ELITE Class lounges at Luton have been spaced to provide maximum comfort whilst maintaining social distance.

Prices are per departure or arrival - £200 for the lead passenger, and £100 for each additional passenger.

For further information or to book, please email the ELITE Class team at Luton - ltl@signatureeliteclass.com.

Weatherfield Academy Special School rewarded by Ryebridge Social Values

Works are close to completion on the big improvements to Allhallows and Church Square. Allhallows is a key part of Bedford town centre, and is a busy link between the town, the bus station and the train station. The whole stretch of Allhallows from St Loyes Street down to Midland Road, and Church Square is set to be improved in a major project.

Principal Contractor Ryebridge Construction was awarded the contract by competitive tender and as part of the contract, there was the commitment to Social Value and the Community.

Social Value is correctly a requirement on most local authority tenders and it is not new to Ryebridge who commit on all projects to recruiting locally and utilising local supply chains wherever possible.

On this project Ryebridge strategically recruited staff from local areas, including a Site Manager from Bedford and a Civil Engineering Apprentice, who is now studying a Level 3 Apprenticeship at Bedford College.

Alongside this Ryebridge saw the opportunity to recycle the used blocks from the redevelopment, so rather than have them crushed and become waste they have been given a new home. The blocks from the site have been donated to a special needs school, the Weatherfield Academy. These blocks have been used to create

a valuable paved area enhancing opportunities for students at the School.

Head Teacher Joe Selmes said: "I would like to thank everyone associated with the donation of block paving to Weatherfield Academy Special School. We had planned a project, for a number of years, to pave areas of high use around our school farm. These areas get very muddy during the winter months and at times children have carried the mud into the school building. This generous donation has made the farm area more accessible, especially for those pupils with walking difficulties or those in wheelchairs."

Daniel Coyle, Managing Director of Ryebridge, said: "We were approached by the Chamber of Commerce and got in touch with the School. Ordinarily these blocks would be recycled but getting a new use out of them is great. We removed the blocks, cleaned them off and delivered them on pallets to the School. Seeing them in place at the school and hearing from the Head Teacher about the difference they are making is just reward for the efforts of all involved."

www.ryebridgeconstruction.com



Member Profiles

Member Profiles are provided as part of membership to the Bedfordshire Chamber of Commerce. You can learn more about becoming a member, so you too can enjoy this and a host of other benefits, simply by calling us now on 01582 522448 or by emailing info@chamber-business.com

All Things Business

Sam Whalley
01582 262010
www.allthingsbusiness.co.uk | sam@allthingsbusiness.co.uk



All Things Business is a dedicated monthly business publication that is delivered to CEOs and Directors of businesses with a £250,000+ turnover per year. Delivered by Royal Mail to over 6,500 across Bedfordshire and a further 9,500 across Milton Keynes and Northamptonshire. Along with an ever-growing social media following, All Things Business is the media partner to promote your business news.

Bright Instruments

Harry Nugent
www.brightinstruments.co.uk
sales@brightinstruments.com



We manufacture quality sectioning equipment including cryostats, microtomes, accessories to pathology, histopathology, immunology and life sciences. We put our users at the forefront of our operations, we strive to be the supplier of choice for our customers, accepting no less than excellent quality, creating the most advanced reliable products worldwide.

Consulting 51 Ltd

Tim Guest
01234 440520 / 07852 634297
www.consulting51.uk | hello@consulting51.uk



Tim Guest is the sole owner of Consulting 51, providing Business Growth Mentoring services to ambitious business leaders. Tim is a Chartered Director with MBA level qualifications in Company Direction. He is an experienced Non Executive Director and was MD of a £3M turnover business which he sold in 2020.

David Horn Communications Limited

Jeff Horn
www.davidhorncommunications.com
sales@dhcltd.co.uk



David Horn Communications Limited is a market leader in the design, development and production of innovative video surveillance and recording equipment. Our range of law enforcement products include the latest digital interview recording systems and overt Bodyworn cameras. We are the first choice of police, military and government agencies worldwide.

flaura Ltd

Maya Champaneri & Rose Fryer
www.flaura.design
info@flaura.design



At flaura, we design multi-sensory landscapes with a holistic backbone. Private residential gardens, community plots, and commercial outdoor spaces are valuable assets that are integral to wellbeing. We work with the existing landscape and surroundings to create innovative and sustainable designs that have been curated to reflect your requirements.

Odyssey Education

Andrew Bissmire
www.OdysseyEducation.co.uk



Education focussed IT Supply, Installation and Support, with a keen understanding of your challenges. We work to take the hassle and jargon out of Education Technology. Based in Luton, we work with Schools and Colleges across the UK to make Education more fun and accessible with technology.

Phoenix Managed Services Ltd

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01296 660810
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Phoenix Managed Services Ltd is a leading UK provider of managed business supplies, office supplies and facilities services who have been delivering unrivalled value for money and exceptional levels of service to clients across multiple sectors for over 18 years.

Rachel Pearce Ltd

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Rachel Pearce Limited, is an independent rural property and estate management consultancy, offering a bespoke consultancy service to land and property owners, covering all matters relating to the ownership and management of rural and built assets.



Roo-Me Property Ltd

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07946 608140
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Rookery South Ltd

Ian Morrish
www.rookerysouth.co.uk



We are the developer of the new Energy Recovery Facility being built near Stewartby. The plant will treat 545k tonnes of waste each year and generate enough electricity for over 112,500 local homes. The plant will require support from many local businesses hence, we are keen to plug into the local business community.

Stacy Consulting Ltd

Liam Stacy
www.stacyconsulting.co.uk
liam@stacyconsulting.co.uk



Would you like help growing your business from someone who's grown new businesses to multi-million Pound successes? I can show you where to focus for excellent ROI. My initial consultation is FREE and if we work together, I guarantee the results will outweigh my costs or I'll refund the difference.

The Essential Housewares Company Limited

Alan Clarke
www.essentialhousewares.co.uk
sales@essentialhousewares.co.uk



Essential Housewares have been supplying the retail and wholesale trade with disposable product ranges for almost 30 years. Our ranges include Paloma pocket tissues & napkins, biodegradable paper plates, bowls & paper straws, foil, cling film, baking accessories, foil containers, refuse sacks, candles and much more.

USystems Limited

Mark Edmunds
01234 761720
www.usystems.com | mark.edmunds@usystems.com



USystems design and manufacture innovative, energy efficient, sustainable, cooling solutions for data centers, which use less energy, CO2, and zero water waste. Empowering our customers to radically reduce their carbon footprint without compromise to their data centres' performance or ability to scale without the need of supplemental cooling.

Yoodle

Josh Stone
03333 609555
yoodle.co.uk | info@yoodle.co.uk



Yoodle provides the ability to work flexibly from anywhere on any device and utilising apps such as Teams/Slack. Simple monthly pricing with calls included, further features can be added at any time. No upgrade or support costs. Available on 30 day contracts with a common sense customer focused approach.

New Members



We would like to extend a very warm welcome to all **New Members** of the Bedfordshire Chamber of Commerce. Members who have joined in the past three months are listed below. You can learn more about becoming a member and all of the associated benefits by calling us now on 01582 522448 or by emailing your enquiry to info@chamber-business.com

All Things Business

LUTON

Monthly printed business magazine that is delivered to named CEO's and Business Owners of businesses with a turnover of £250,000 or more a year. Dedicated to providing business news and content via the printed publication and our digital platforms

Anorak Boutique Ltd

BEDFORD

Womens wear clothing retailer

Bedford Accountants Ltd

BEDFORD

Accountants.

Bright Instruments Ltd

LUTON

Supply a range of quality microtomes, cryostats, freezing units and accessories to histopathology, pathology, immunology, life sciences, research, industrial testing and quality control laboratories worldwide

Consulting 51 Ltd

BEDFORD

Business growth mentor

David Horn

Communications Limited

LUTON

Design and supply of specialist intelligence and evidence gathering electronic solutions for Police and other Government Organisations

E.J Roan T/A Mead Plant

SHEFFORD

Sale of construction machinery spare parts

Flaura Ltd

MILTON KEYNES

Holistic Landscape Design

Ivel Valley School

BIGGLESWADE

Area special school

Mary Seacole Housing

Association Ltd

LUTON

Mary Seacole Housing Association provides supported accommodation for single homeless people, those with complex needs and those who feel at risk within society. We operate a range of accommodation services, from homes with support, through to semi-independent housing, to help people at every stage of their journey into settled accommodation

Odyssey Education

LUTON

Odyssey are an IT supplier and installation experts dedicated purely to the Education Sector, specialising in Infrastructure (servers, wireless, security), Front of Class Tech (projector, panels) and User Devices (1:1, BYOD schemes)

Phoenix Managed Services Ltd

PITSTONE

Waste management, IT services, staff welfare, bespoke products, office products, workplace safety, compliance and workspace solutions

Rachel Pearce Ltd

SHEFFORD

Rural property & estate management

Rebecca Morrow Coaching Ltd

BIGGLESWADE

Life Coach, Reiki and Holistic Healing

Rookery South Ltd

STEWARTBY

Large energy from waste plant taking waste from Bedfordshire and surrounding counties

Roo-Me Property Ltd

LEIGHTON BUZZARD

Property Management

Social Interest Group

LONDON

The Social Interest Group (SIG) is a leading UK based charity, providing bespoke person-centred social and health care solutions. Utilising strength-based models of working, we specialise in rehabilitation and supporting people who have complex needs, empowering them to achieve their full potential

Stacy Consulting Ltd

FLITWICK

Business consultancy company which helps small and medium businesses grow their sales and profits

The Essential Housewares Co Ltd

DUNSTABLE

Wholesale distribution of household disposables

USystems Ltd

BEDFORD

At USystems, we innovate, design, manufacture and integrate Micro Data Center solutions, IT and Data Center products

WMG International Manufacturing Centre

COVENTRY

WMG is an academic department at the University of Warwick and is the leading international role model for successful collaboration between academia and the public and private sectors, driving innovation in science, technology and engineering

Yoodle

BEDFORD

Telecommunications

Time for something new!



If you're looking for a quick win to improve your business, then look no further!

The University of Bedfordshire can help you recruit a skilled employee, supervised by a university academic, for 40% of the cost!

ALPHAS

Benefits to you and your company:

Graduate to work in your business for 3-6 months

Academic supervision throughout placement

Graduate will be paid at £11.20 per hour

Company only contributes 40% of the cost

www.alphas4business.org.uk



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Marketing is about getting the right message,
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