

# Business FOCUS

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Official Magazine of Bedfordshire Chamber of Commerce

Spring 2024

## RECORD REVENUES

for Bedfordshire's Wyboston Lakes

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Bedfordshire  
Chamber of  
Commerce

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Entries close at 3pm on Friday 8<sup>th</sup> March 2024.



With thanks to our 2024 partners



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### Growth Opportunities

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### Boost Morale

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### Media Exposure

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## Business FOCUS

Official Magazine of Bedfordshire Chamber of Commerce

### Our Partners



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# Welcome

...to the Spring edition of Bedfordshire Chamber of Commerce Business Focus Magazine.

On 6 March, Chancellor of the Exchequer Jeremy Hunt will deliver his Spring Budget, accompanied by a full fiscal statement from the OBR. With the next General Election being touted to be held in second part of the year, the Chancellor has stated that the Government is focussed on prioritising tax cuts, leading to much speculation about which taxes could be targeted.

As a Chamber network our engagement with businesses has underlined how the political and economic uncertainty of the past few years has contributed to challenging conditions for businesses as multiple crises converged. The latest Quarterly Economic Survey for Q4 2023 shows that while business confidence improved in Q4, most companies continue to report no improvement to sales, cash flow or investment.

The Future of the Economy inquiry, launched at the British Chambers of Commerce global annual conference last year, has continued in recent months as we seek to address the five biggest challenges, and potential opportunities, facing business – the digital revolution, people and work, green innovation, global Britain, and local economies of the future.

In addition to working in partnership to develop a sustainable growth plan, Government and business must work together to support the economy now. This requires looking at a range of opportunities for industry and government to work together in a challenging environment.

The Spring Budget is an opportunity to address skills and labour shortages; support for small businesses; the challenges to recruit and maintain planning resource in local authorities and the impact it has for UK businesses to grow; and the importance of keeping UK PLC an attractive economy for businesses and tourists from across the globe.

Our key recommendations in this submission propose areas where business and government can make a substantive difference to the future of the UK economy:

**We need to build:** Government to match industry-led funding of £3m for planning qualifications to help plug the lack of resource.

**We need a consistent long-term skills plan:** Developed by provision of long-term funding for the business-led, Local Skills Improvement Plans (LSIPs) beyond the current 2025 cut off point to at least 2028.

**We need to support small businesses to grow:** Government should restart the VAT registration review with a view to removing the existing cliff edge.

**We need a fairer business tax system:** Make Business Rates a tax that incentivises growth.

**We need to keep UK PLC an attractive market for tourists, as well as businesses:**

Government to reverse its recent policy on tax-free shopping which has impacted businesses of all sizes across the UK's nations and regions.

2024 is shaping up to be another year filled with both opportunities and challenges. You'll see from us a calendar packed with a diverse and exciting array of events. From Meet the Buyer to the prestigious SME Bedfordshire Business Awards, and the introduction of new Sector Insight Groups, there are more ways than ever to make connections, raise your profile and make the most of the year ahead.

**#workingtogether #achievingmore**

**Justin Richardson**

Chief Executive Bedfordshire Chamber of Commerce



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**Richard Cooper**

Chairman of Bedfordshire  
Chamber of Commerce

*“It’s important to review supply chain and distribution arrangements, but it’s also critical to reward good suppliers with repeat business.”*

## The Chairman’s VIEW

We’re already three months into the New Year, but Bedfordshire thankfully seems to have escaped the traditional dullness of January and February – as far as many businesses are concerned, anyway.

I’ve recently met with three new start-ups as well as many more established businesses, both small and large, and they all say that they are currently trading above where they thought they would be at this point. Excellent news! It may seem optimistic, but these early success stories show to me that even though there are unavoidable challenges afoot – supply chain and distribution costs, for example – the way businesses behave in the face of them can help to mitigate their effects.

Loyalty and value are key here. Yes, it’s important to review supply chain and distribution arrangements, but it’s also critical to reward good suppliers with repeat business. As the CEO of a major manufacturer said to me, “Treat your supply chain as you do your customers or clients – they are equally valuable to you.”

And speaking of customers, adding value to what you deliver to them – no matter how modest it may seem to you – will help to determine whether you remain attractive to do business with in 2024. Enhancing the value of your products and services can be a low-risk, high-reward strategy, that can also help open doors into new markets you previously may have left unexplored.

So, let’s all look a little closer at our strategies going forward – but bring on the rest of 2024!

*Richard Cooper*



## Breakfast with BEDFORDSHIRE’S NEWEST MP!

Business rates, public transport, net zero and the challenge of rising energy costs for businesses were all topics of discussion at a recent MPs Roundtable event, organised by Bedfordshire Chamber of Commerce.

At this session, a collection of businesses from the Mid Bedfordshire constituency – all of differing sizes and from across various sectors – gathered together under one roof to meet with their Member of Parliament: Alistair Strathern. Here, they were able to pose questions directly to the MP, raising their top concerns and burning issues.

With no rigid agenda in place, attendees were free to broach any relevant subject in the meeting. Indeed, there was healthy debate on a number of key issues, as well as about how Bedfordshire can become an even more business-friendly environment going forward.

Our CEO, Justin Richardson attended the breakfast and had this to say: “It was great to participate in the roundtable discussions with local businesses and Alistair Strathern MP. We delved into some key topics impacting our business community – public transport, sustainability challenges for SMEs, energy security and the fairness of business rates.

“I would like to thank all of the businesses that attended the meeting for coming along, sharing their insights, and offering new ideas. Their input helped to make this a truly productive session. I would also like to extend my gratitude to Alistair for so generously giving up his time here to engage with our members and for his candour throughout.”



## PHIL NEARY (1960 – 2024)

You may have recently heard the news that sadly in January, we lost our dear friend and beloved colleague Phil Neary. As a perennial member of our tight-knit family here at the Chamber, he was always on hand to provide guidance, wisdom or support to those who needed it. He never failed to make us laugh around the office with stories of previous business experiences and his laser-sharp one liners. His passion for helping people shined through in his work every day, a calming influence who everyone relied on. As a man himself he was indispensable and will leave an empty chair at his desk that nobody can ever fill.

He was a loving colleague, friend, father and grandfather too. We all here at the Chamber would like to send our thoughts and well-wishes to his daughter Laura, his mother Thora, and the rest of his loving family. We’d also like to thank all the members who have reached out to us with all their kind messages, stories and photos.

Thank you Phil, for everything.



You'll find plenty of opportunities to connect with other Bedfordshire Chamber members and local businesses at our range of upcoming events. Here are just a few of the scheduled events in 2024:



## Connect OVER COFFEE

14th March 2024 | 9.30am – 11.15am  
Cranfield University  
Members: Free of Charge  
Non Members: £25 + VAT

Kindly sponsored by



## CyberSafe: Future-Proof Your Business LUNCH & LEARN

26th March 2024 | 12 noon – 2pm  
Forest Centre, Marton Moretaine  
Free of Charge Event

Kindly sponsored by



## Connect OVER COFFEE

16th April 2024 | 9.30am – 11.15am  
Mecca Bingo, Luton  
Members: Free of Charge  
Non Members: £25 + VAT

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## Connect OVER COFFEE

9th May 2024 | 9.30am – 11am  
QE6, Queen Elizabeth School, Luton  
Free of Charge Event

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## Members SUMMER RECEPTION

19th June 2024 | 5pm to 7pm  
Forest Centre, Marton Moretaine  
Members ONLY event – Free of charge  
Exhibition spaces are available for you  
to showcase your business to fellow  
members for just £65 + VAT



To book or for further information call 01582 522448 or visit [www.chamber-business.com/events/chamber-events](http://www.chamber-business.com/events/chamber-events)

# QES 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 2024 saw a return of confidence across all indicators with:

- More than half (59%) of respondents now expect their turnover to grow in the next 12 months
- Overall, 19% of local companies reported an increase in plant/machinery investment in the past three months, 70% reported no change and 11% reported a decrease
- 69% of firms looking to recruit in the final quarter of the year experienced difficulties finding the right people
- Cashflow for local businesses remained stable with 28% of respondents seeing an improvement in the period and 55% of respondents remained constant.
- Companies were suffering the pressure to raise prices due to labour cost increases, energy prices and the cost of raw materials.
- There is no surprise that the factors most concerning to business are labour costs, inflation and interest rates which weighed heavily on their ability to invest.

## The Bottom Line

Responding to the findings, Director General of the British Chambers of Commerce, Shevaun Haviland, said:

"Our data shows business confidence is growing, but real challenges remain in the coming year.

"Worries about interest rates and inflation remain at historically high levels, despite a slight easing of concern.

"The recruitment challenges many firms are facing underlines our calls for a skills plan from Government alongside an affordable immigration system.

"Investment continues to be the Achilles' heel for business. The Chancellor's decision in his Autumn Statement to make full expensing permanent was very welcome. 2024 needs to be the year when companies are given further assistance to invest.

"In the noisy election year ahead, it is crucial politicians remain focused on growing the economy and helping businesses thrive."



**Shevaun Haviland**  
Director General of the British  
Chambers of Commerce





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INSPIRE ENGAGEMENT THROUGH REALISTIC CHALLENGES

BUILD INDIVIDUAL AND TEAM DEVELOPMENT  
THROUGH EXPERIENCING ACHIEVEMENTS

We have developed an inclusive and exciting active experience which is fun filled and action packed with adventure and challenge from start to finish.

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DAY NOW



## THE MISSION OUTCOMES

Participants will work towards our five core mission outcomes which are related to personal and team development. We award each team a score for demonstrating these on each activity.



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CRITICAL THINKING



COLLABORATION



COOPERATION



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# Member NEWS

**Better Together**  
Working together, achieving more

## WREST PARK - ENGLISH HERITAGE

### investing in office space – available to let

Wrest Park is located in Silsoe, Bedfordshire – the gardens are Grade II listed and contain buildings designed by Thomas Archer and Batty Langley and landscape designed by Capability Brown.

The magnificent 19th century French Revivalist mansion is available to businesses as a striking venue for meetings, conferences and corporate events. It is very much a place to do business, with a range of individual offices and suites available to let. All benefiting from the services of a welcoming staffed reception area, there are offices available in both the mansion and an adjoining stable block.

Since purchasing the site in 2006 English Heritage has been developing tenanted office space and is currently home to over 40 businesses.

During lockdown the opportunity was taken to redevelop the old social club making a further 3000sqft of modern office space available in the Grade 1 listed mansion. If you are interested in relocating your business and are interested in viewing we would love to hear from you.

Wrest Park can also be hired on an exclusive basis for both daytime and evening corporate events. Five interconnecting rooms inside the mansion and a light and spacious Orangery can host meetings, receptions or dinners from 10 to 170 people. Outdoor events for up to 6,000, including team building and activity days, can be staged in the expansive grounds.

Wrest Park House & Gardens has ample parking and is conveniently located close to the M1 motorway (MK45 4HR).



For more information on visiting visit [www.english-heritage.org.uk/wrest](http://www.english-heritage.org.uk/wrest), for hiring event space call 01525 860000 or email [wrest.park@english-heritage.org.uk](mailto:wrest.park@english-heritage.org.uk) or for enquiries about office space, email the Deputy Surveyor [chris.denny@english-heritage.org.uk](mailto:chris.denny@english-heritage.org.uk).



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## SPRING INTO MARKETING THIS SEASON

### with The Little Branding Company

As the days grow longer and flowers begin to bloom, it's time to shed those winter layers and embrace the vibrant spirit of spring. What better way to celebrate the season of renewal than with a delightful array of spring-themed promotional merchandise that will have you feeling fresh and fabulous? Let's dive into the world of sunny promotions featuring lip balms, bath salts, plants, and clothing that will add a touch of cheer to your spring!

**Pucker up for Petal-Soft Lips!** As the temperature rises, so does the need for lip care. Say goodbye to winter chapped lips and hello to smooth, hydrated kisses with spring-themed lip balms. Imagine the burst of fruity flavours or the soothing touch of floral scents that will leave your lips feeling as soft as a gentle breeze. These lip balms not only protect your lips but also make for a fantastic and practical promotional giveaway that will be cherished by your clients or team members.

**Soak in the Blooms!** After a day of productivity, treat yourself to a relaxing soak with spring-inspired bath salts. Infused with invigorating scents like lavender, citrus, or fresh-cut grass, these salts transport you to a blossoming garden. Consider gifting beautifully packaged bath salts as part of your promotional merchandise, providing a luxurious and aromatic escape for your clients or employees. It's the perfect way to encourage self-care and relaxation during this rejuvenating season.

**Grow Your Brand with Greenery!** Spring is synonymous with growth, and what better way to symbolize that than with potted plants? From vibrant succulents to lush ferns, these living gifts bring a touch of nature indoors. Customize the pots with your company logo or a motivational message and watch your brand flourish along with the greenery. Not only do plants make for visually appealing promotional merchandise, but they also contribute to a healthier and happier work environment.

**Blossom in Style!** As we bid farewell to winter layers, it's time to update our wardrobes with light and breezy spring attire. Branded clothing items such as t-shirts, hoodies, or caps featuring cheerful spring designs can be a fantastic addition to your promotional lineup. Your clients or team members will appreciate the thoughtfulness and practicality of these items as they step into the sun-drenched days of spring.

In conclusion, spring is the season of renewal and rejuvenation, making it the perfect time to infuse your promotional merchandise with a burst of freshness. Whether it's lip balms, bath salts, plants, or clothing, these spring-themed giveaways are sure to bring smiles and warmth to your clients, team, or event attendees. So, let the sunshine in, and spread the joy of spring with a touch of promotional magic!

*If you'd like to find out more, give us a call on 07852951425 or drop us an email to [sales@thelittlebrandingcompany.co.uk](mailto:sales@thelittlebrandingcompany.co.uk) – we'd love to talk to you about some exciting new ideas for Spring!*



*Step into spring with us!*

Kick off those winter blues and get active this spring

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morris &  
morgan**  
solicitors

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<http://www.ommnlaw.co.uk/>

## EMMA BAKER Reaches Her Bingo Mecca

Introducing Emma Baker, Mecca Bingo's newest and brightest Event Manager. Emma comes from a strong background in hospitality and gaming, and she now calls Mecca Luton home. Mecca Luton has recently undergone a multimillion-pound refurbishment and is now proud to open its doors to a fabulous fresh new venue. Split into two distinct areas, the lounge for casual gaming and the main hall for more serious play, this bingo hall is rejuvenating the image of bingo. And with one of the youngest demographics across the entire Mecca estate, it is clear that the future of Bingo is changing.

With this new role, Emma is tasked with raising awareness and spreading the word that this 900-capacity venue is open and ready for business. Whether you are looking for an exciting bingo experience, a venue for a promoted event, or a works night out, all accompanied with great drinks deals and delicious food, Emma and her team are here to deliver!

*If you're interested in attending or even hosting your very own event at Mecca Luton, then speak to Emma! [Emma.Baker@rank.com](mailto:Emma.Baker@rank.com)*





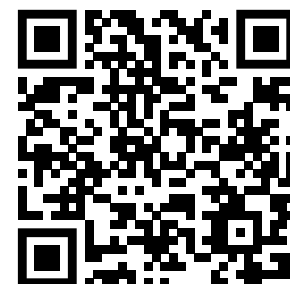
## UKSPF: Business growth & innovation support

Are you an established business registered in Central Bedfordshire?

Together with Central Bedfordshire Council, the University of Bedfordshire are offering fully-funded 12 hours of support to help you innovate and grow. You can benefit from:

- + Access to workshops and short courses (such as Transformation through Innovation, Strategic Marketing and Lean Thinking)
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- + Academic-led student projects & subsidised graduate employment (Eligibility criteria applies)
- + Access to grant funding (Eligibility criteria applies)

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Council



## Strong Prospects for 2024 at Wyboston Lakes Resort AFTER RECORD-BREAKING REVENUE IN 2023

Wyboston Lakes Resort is eagerly anticipating a strong year ahead after a successful 2023, marked by outstanding revenue growth and strategic achievements.

The company beat all previous years' figures, achieving significant turnover revenue of £20.9 million. Gross margin and net profit also showed positive growth, showcasing the company's financial strength.

The highlights of the year were record-breaking revenue in both September and November 2023, followed by results surpassing expectations in December. These contributed to an overall robust performance throughout the year. The Resort also achieved key new milestones in business development and sales revenue in 2023. Contracted positions exceeded expectations, reflecting growth over previous years and outperforming set budgets.

Richard Smith, Chief Commercial Officer at Wyboston Lakes Resort says, "Despite a dynamic economic landscape with inflationary pressures, the company demonstrated resilience through proactive sales strategies and cost management. Together with effective strategic planning that helped to navigate challenges and seize opportunities, we achieved outstanding results."

For more information, please visit <https://www.wybostonlakes.co.uk/>

### Outlook for 2024

Looking ahead Richard Smith is optimistic about the future, "The company has already secured substantial contracts for 2024, positioning itself for continued success in the coming year. Prospects are exciting."







## INTRODUCING RIGHT FM

### Revolutionising facilities management with smart technology and bespoke solutions

Right FM, a specialist Facilities Management (FM) company, is thrilled to announce its official launch in the UK. With a dedicated team boasting a combined 40 years of experience in the industry, Right FM is poised to transform the way facilities management is approached, delivering sustainable solutions and significant cost savings for clients.

Under the expert leadership of Venesa Coodien, a highly accomplished Managing Director with over 25 years of experience and Stuart Robertson, Finance & Procurement Director, Right FM is set to make waves in the FM industry. Coodien and Robertson's passion for innovation and delivering exceptional service has driven them to assemble a team of industry experts who share their vision for excellence.

Joining Coodien and Robertson on their senior team are Karl Wickens, a highly experienced Operations Manager and Clive Horobin as a seasoned and highly accomplished professional Non-Executive Director. Each team member brings a wealth of knowledge and expertise, further bolstering Right FM's commitment to providing unrivalled facilities management services. Together, they form a formidable team that is dedicated to enhancing service quality and driving cost savings for clients.

Right FM sets itself apart by leveraging smart technology and offering bespoke sustainable solutions tailored to each client's unique needs. By harnessing the power of smart technology, Right FM can optimise facility operations, streamline processes, and maximise efficiency. This approach ensures that clients receive the highest level of service while minimising costs, leading to improved performance and customer satisfaction.

With a focus on exceptional service and sustainability, Right FM is committed to implementing efficient and environmentally friendly practices and solutions. By integrating innovative technologies and adopting eco-conscious strategies, Right FM aims to reduce its clients' carbon footprint and contribute to a greener future while maintaining cost efficiency and effectiveness.

"We are excited to introduce Right FM to the market, offering a fresh and dynamic approach to facilities management," said Venesa Coodien, Managing Director of Right FM. "Our team is passionate about delivering exceptional service and leveraging smart technology to provide our clients with sustainable solutions and cost savings. We look forward to partnering with businesses across the UK and beyond to revolutionise facilities management the Right way!"

Stuart Robertson adds, "In our relentless pursuit of excellence, our company has successfully achieved ISO9001 and ISO14001 accreditations, demonstrating our unwavering commitment to quality management and environmental sustainability. Rigorous adherence to these internationally recognised standards permeates every facet of our operations, from meticulous processes to a culture that values continuous improvement. Unlike other companies that may lag behind for years, we have seamlessly integrated ISO principles into our daily practices, fostering a dynamic environment where these standards are not merely complied with, but truly lived and breathed from the start. This commitment sets us apart, ensuring that our products and services consistently meet the highest standards while contributing to a greener, more sustainable future."

Right FM's launch marks a significant milestone in the FM industry. With their expertise, commitment to innovation, and dedication to customer satisfaction, Right FM is poised to become a leading name in the facilities management sector.

*For more information about Right FM and their services, please visit <https://www.rightfm.co.uk/>.*

## BEDFORD BLUES

### Inspiring Young People

Bedford Blues Foundation started activities in 2020 with the vision to inspire the local community through the values of rugby promoting positive and informed choices.

Why are we working specifically with young people in our local community? Recent research by Bedfordshire & Luton Community Foundation reveals the top 3 issues for the Bedford community were Life Skills & Aspirations, Poverty & Disadvantage and Mental Health. We know that supporting the younger generation can make a long-lasting impact on a young person's life.

Our work spans three key areas; Wellbeing, Inclusivity and Skills, with the focus of activity directed towards young people. Our programmes include:

**Be YOU** - Supporting young females providing help with key life skills including, but not exclusively, overcoming low-confidence and self-esteem, decision making, teamwork and communication.

**TACKLE Life** - An early intervention programme helping to develop life skills, improve behaviour, raise aspirations and improve physical and mental wellbeing

**School Packages** - A range of bespoke programmes for schools, designed to match the outcomes required by the school. These incorporate practical sessions both outdoors on the playing fields and indoors in the classroom.

In 2023, we engaged with 3,790 young people. Almost 50% were from the deprived areas of Bedford, 32% of those engaged were from culturally diverse communities and the mix of male / female engagement was almost equal.

The feedback from participants and associated teachers / parents, has been so supportive (see below), which helps us continue to drive forward with our work and why we need support from Businesses or individuals.

"I have learnt to speak up and communicate when something isn't right".

"Tackle Life helped my mental health and confidence"

"I've learnt I shouldn't be ashamed of myself"

"The programme has helped me focus in lessons and try my best to do all my work. It is something to look forward to each week."

"We've noticed a significant reduction in aggressive behaviour and fewer outbursts in sessions. X is forming a positive relationship with staff and being open and honest about his experiences and feelings. He's developed a good friendship with a student in the group, whom he wouldn't have met outside of these sessions."

*If you are interested in talking to us about how we work and how you can help our activities, please contact either Tom or Mike; [tom@bluesfoundation.org.uk](mailto:tom@bluesfoundation.org.uk) or [mike@bluesfoundation.org.uk](mailto:mike@bluesfoundation.org.uk). Check out our website: [www.bluesfoundation.org.uk](http://www.bluesfoundation.org.uk)*





## From Wrest Park to Dubai THE WORLD OF FALCONRY

While on holiday in Dubai recently, I bumped into this chap flying a Harris Hawk around the hotel to scare away birds that try to pinch alfresco diners' food. As it turned out I knew the owner 25 years ago as he moved to the UAE 21 years ago to set up this business. This shirt is an authentic Hawaiian one bought last October, as I was one of only two British pest controllers to attend Pest World in Honolulu, Hawaii. The UK pest control market is worth approx. £1 Billion per annum, the US market is approx. £26 Billion, and we use a lot of their products, so interesting to see new products and technology.

In the UAE falconry is a traditional Emirati pastime that has been practised for more than 2,000 years. Falconry also is reflected in literature and music, with the sport and the bird celebrated in poetry, song and stories.

Here at BTP Professional Bird and Pest Control, based in Wrest Park, we provide a similar service to fly-trained birds of prey around clients' sites in Beds, Herts, Bucks and North London to scare and deter pest birds such as Feral Pigeons and various gull species. Roof nesting gulls are increasing



and causing issues on rooftops, especially the increase in solar arrays on clients' sites. If a solar panel gets covered more than 10% in guano, it can cause them to shut down losing efficacy. We have also seen over £20K of damage to panes and glass roofs through gulls dropping stones, as seabird mating rituals are very complex.

Feral pigeons will nest under them and roost on them, again causing public health and efficiency issues. Other trades refuse to work on them if they are contaminated with harmful bird guano. Other issues such as blocked drains, gullies and downpipes from feathers, nesting materials and dead birds.

*btpenviro.com*

## Sommers Waste Solutions has joined the Everything FM framework DESIGNED TO INNOVATE PUBLIC SECTOR PROCUREMENT

Sommers Waste Solutions is now an approved supplier on the Everything FM framework; the fast, compliant and flexible solution that enables the delivery of a broad range of FM services to public sector, devolved administrations and third sector entities.

Everything FM's innovative design offers public sector organisations the opportunity to directly appoint Sommers Waste Solutions from Place Group's supply chain, quickly and compliantly without going out to tender.

It also allows customers to select a new supplier through an efficient mini competition process, where only three of the most appropriate suppliers are invited to provide proposals, reducing bidding time and costs. Everything FM blends critical public sector compliance and social value together with pace and commercialism. To find out more visit [www.everythingfm.org](http://www.everythingfm.org)

By joining Place Group's supply chain, Sommers Waste Solutions has already demonstrated they have the requisite knowhow, experience, business processes and policies, and financial standing to deliver cleaning, waste and sanitation services across the UK.

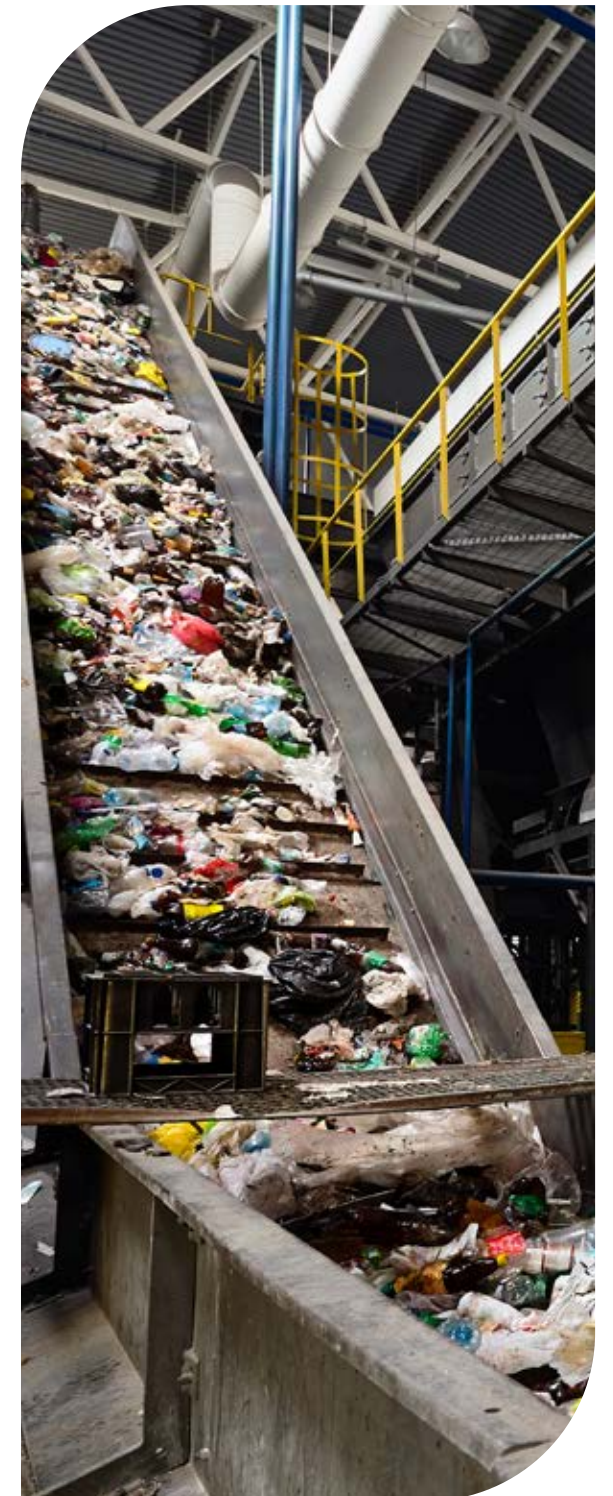
"Sommers Waste Solutions is delighted to be an approved supplier on the Everything FM framework and we look forward working alongside Everything FM and benefiting from the direct award process and forging a long partnership with this fantastic framework". James Sommers, Sales & Marketing Director, Sommers Waste Solutions Ltd.

"Quite simply, Everything FM gives control to our clients by allowing customers to obtain the best value for money based upon their requirements and not those that are pre-determined by the framework operator. It removes unnecessary bureaucracy and creates a time efficient route for procurement, which delivers enhanced ROI for all parties." Claire Delaney, Managing Director, Everything FM

Everything FM was established by E2BN and is operated by Place Group Limited, who have over 20 years' worth of experience supporting innovation and social value in the public sector.

*If you are a public sector buyer keen to make procurement efficient and cost effective, or would like to find out you can work with us via the Everything FM framework please email [contact@everythingfm.org](mailto:contact@everythingfm.org)*

*If your company is interested in saving money on its waste management, whilst at the same time achieving your environmental obligations, please contact SWS on 01582 486 442 or email [info@sommerswastesolutions.com](mailto:info@sommerswastesolutions.com)*



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# Member NEWS

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## EVOLVE SOCIAL ENTREPRENEUR GRANT

### Allows Local Businesswoman to Flourish in Luton's Hightown

In October 2023 EVOLVE launched a £10,000 Social Entrepreneur grant, seven women applied. Lady Clifford Patron of the Charity said: "The Trustees were impressed by the ingenuity and energy of the contestants. Social entrepreneurship creates lasting social change through business, benefiting the local economy whilst inspiring and empowering the community to participate in its prosperity."

EVOLVE Social Entrepreneur 2023 was Mariana Brown. Maz launched Brown Books in early 2023. A treasure trove of pre-loved books encouraging and inspiring children and young people to read, while supporting local and ethnic minority authors. Her journey to Hightown Road is just amazing!

Brown Books, with its comfortable armchairs and friendly welcome, has become a much-loved community hub in Luton, where people meet and share their passion for reading. The shop is used to run literary events and can be hired for meetings.

The grant panel comprised of EVOLVE Trustees and Business Advisor Paula Devine, Head of Membership Services at the Bedfordshire Chamber of Commerce, were unanimous in their finding. President Pauline Stewart said: "We were all taken by Maz passion, drive and vision, she is the most deserving winner, we loved Brown Books concept and its community appeal which fit perfectly with our criteria!"

With £10,000 Maz also received complimentary EVOLVE and Bedfordshire Chamber of Commerce memberships, 12 month IT support from Yellowstone, and professional mentoring from EVOLVE trustees.

We are most grateful to London Luton Airport Ltd for their sponsorship.

EVOLVE is a membership based organisation. A Bedfordshire and Luton Community Foundation initiative launched in 2018 by Chair Viviane Vayssieres.

[blcf.org.uk/partnerships/evolve/](http://blcf.org.uk/partnerships/evolve/)



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## New MEMBERS

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We would like to extend a very warm welcome to all **New MEMBERS** of the Bedfordshire Chamber of Commerce. 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](mailto:info@chamber-business.com)

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Charitable arm of Bedford Blues Rugby Club, using the power of sport to change lives and promote positive lifestyle choices.

**Bemoore Ltd**  
[bemoore.uk](http://bemoore.uk)  
Psychotherapy and coaching practice

**Brown Books**  
[facebook.com/BrownBooksUK](https://facebook.com/BrownBooksUK)  
A second hand bookshop in High Town, Luton, with an eBay shop and ordering service.

**Clophill Heritage Trust**  
[clophillecolodges.co.uk](http://clophillecolodges.co.uk)  
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Marketing consultant

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# Member PROFILES



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## Admiral Casino (Luxury-leisure)



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👤 Matt Perrett  
☎ 01234 436 156  
✉ [contactus@partnership.education](mailto:contactus@partnership.education)  
📍 [partnership.education](http://partnership.education)

Partnership Education is a specialist IT provider to the education sector, working with over 180 schools in the Three Counties area. Our core business covers, IT support, IT consultancy, hardware and software sales, cyber security and strategic advice and guidance.

## TE Shipping Ltd



👤 Tony Ebejer  
✉ [tebejer@teshipping.com](mailto:tebejer@teshipping.com)  
📍 [teshipping.com](http://teshipping.com)

TE Shipping Ltd is a family-owned business established for over twenty years. We handle shipping and forwarding to and from all parts of the world, by air, sea, or road. We offer a free consultancy and have all size companies amongst our clients.

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👤 Robin Acton  
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👤 Aimee Djengiz  
☎ 01582 544990  
📍 [tokko.co.uk](http://tokko.co.uk)

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👤 Faye Rodney  
✉ [faye.rodney@efm-network.com](mailto:faye.rodney@efm-network.com)  
📍 [efm.uk.com/efm-experts/faye-rodney/](http://efm.uk.com/efm-experts/faye-rodney/)

As an experienced Director of Finance, I work with SMEs to support and strengthen their financial understanding and management. This could involve developing financial or business strategy, understanding business performance to increase profitability, providing financial modelling, supporting funding and investment opportunities and the ever-important cash management.

## Sommers Waste Solutions



👤 James Sommers  
☎ 01582 486442  
✉ [james.s@sommerswastesolutions.com](mailto:james.s@sommerswastesolutions.com)  
📍 [sommerswastesolutions.com](http://sommerswastesolutions.com)

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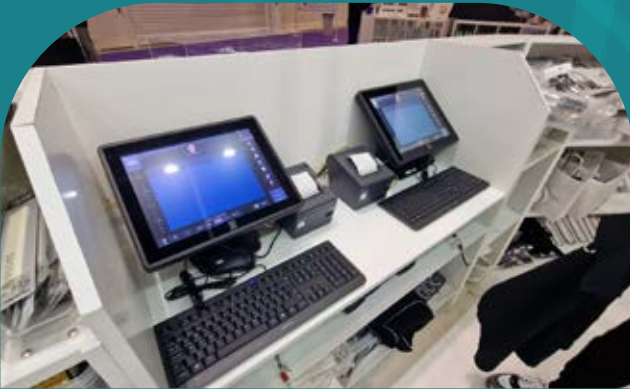




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