



Brentwood Chamber of Commerce *Newsletter*

January 2017

www.brentwoodchambers.co.uk

A message from your Chairman



It is now six months since I was appointed Chairman of the Chamber. The second half of 2016 was a time of assessment and planning. I now feel that we have the structure in place along with some excellent committee

members, to enable us to move into 2017 with confidence and enthusiasm.

One of my main objectives as Chairman is to significantly increase the number of members, and to do this, I believe that we have to increase the range of services offered, and of course ensure that non-members are aware of the benefits of joining.

At the Christmas lunch we announced our first significant innovation, which was the creation of a new section of the Chamber, called 'Member Services'. Neil Hornsby will be heading up this section, with a remit to enhance the services, which we offer to existing members and also to seek out new members. You can learn more about Neil's plans on page 3 of this newsletter.

There will be an increased range of events, offering you an opportunity to do more than just network. I want our members to learn more about each

other's businesses, and to consider how we can help each other. I believe that if we help our neighbour to be successful in business, then we are more likely to be successful ourselves. If you would like us to get to know your business, and are interested in hosting any sort of event at your premises, then do let us know.

More innovations will be announced throughout the year, but some of our plans for you include –

- Closer liaison and possibly mutual events with other Chambers of Commerce, particularly those in the local area
- Continuing to develop a close working relationship with the local council so that the needs of businesses in Brentwood are heard and recognised.
- Closer liaison with other community organisations in Brentwood

With all this in mind, we have developed a new strapline to illustrate our objective, which is '*Building Better Business for Brentwood*'. Most importantly we want to be the voice of business in Brentwood, so do let us know what we can do to help you and your business.

I wish you all a prosperous and successful 2017.

Colin Barber
The Management Mechanic

THIS MONTH'S NEWSLETTER IS SPONSORED BY

Adult Community Learning

Telephone number is 03330139502

Email is acl.nostoppingme@essex.gov.uk



ACL

Opportunities for all

Welcome

Some of our courses lead to qualifications, some don't, but they all offer Essex residents the chance to learn something new. We have popular courses like pottery, languages and cake decorating, and if you want to change career we offer qualifications in accountancy, law, beauty and bookkeeping. If you missed out at school we have GCSE courses and can help you access higher education options, including university.

Everyday skills

Basic reading, writing and maths skills can make everyday life easier and more enjoyable in lots of ways. English classes at ACL start from the beginning and build up from there. We are here to help, so get in touch. Courses run throughout the year.

Case study



As a mother of two children my long term goal was to work in an 'early years' setting. I did not have the required English and maths skills to be able to take the course. ACL identified that I needed to firstly take my 'functional skills' level 2

qualification in English. Within a year I had passed and was enrolled onto the GCSE which I completed last month. Today I found out I passed the exam – I am overjoyed! I have now enrolled onto GCSE maths starting this September. ACL have taught me to believe in myself again, my tutor was amazing and I would advise anyone out there to definitely go for your dreams. ACL is helping me to achieve mine – you don't know what you are capable of until you try!

Life changing opportunities

We are here to help you achieve your goals.

We can help you enter work for the first time or retrain and change direction. We can even help you to get government funding for your learning, including the popular advanced learner loan, which you don't need to start repaying until you are earning over £21,000 a year.

Get to Uni

- Access to Higher Education Diploma Combined Sciences
- Access to Higher Education Diploma Psychology & Sociology

Hair and Beauty

- Diploma in Hairdressing (QCF) Level 3
- NVQ Diploma in Beauty Therapy Massage (QCF) Level 3

Sports Massage

- Diploma in Sports Massage Therapy (QCF) Levels 3 and 4

Business Skills

Law

- Certificate in Law & Practice (QCF)
- CILEx Certificate in Law & Practice Level 3
- CILEx Diploma in Law & Practice Level 3

Accounting

- (AAT) Level 3 & 4

Management

- Diploma in Leadership & Management Level 4 & 5

For more information or to enrol please get in touch
www.essex.gov.uk/adult-learning / 0345 603 7635

www.facebook.com/aclessex
www.twitter.com/aclessex



Essex County Council

ACL Apprenticeships

Grow your business with the experts

#nostoppingme



Apprenticeships are good for your business. Email acl.nostoppingme@essex.gov.uk to find out why...

Apprenticeships include... Accountancy Business Administration Childcare Practitioner
 Customer Service Health & Social Care Leadership & Management Supporting Teaching & Learning in Schools



Essex County Council

Members' News

Member Services



As part of our review of the structure of the Brentwood Chamber of Commerce and how best we can serve you, we decided to introduce a 'Member Services' section, which will be headed up by recently retired local business man and committee member of several years standing, Neil Hornsby.

We asked Neil to tell us more about his new role and what he hopes to achieve.

First, tell us about your background and experience in the Business World?

Until recently I ran my own wine importing and retailing business based at Pilgrims Hatch. Starting from scratch after a career in the corporate sector was quite a rude awakening, and I soon realised the difficulties facing me. Knowing the Chairman of the Chamber at that time, it seemed that "the local Chamber" was a sensible place to turn to for advice.

Why did you decide to take on the role of Member Services?

After running a local business for about 15 years, not only do I know many business people within the local area but also I feel I have a reasonable idea of how the town works, what the business problems are and how we might go forward to solve them. So, when asked by the current chairman to consider taking on this role, it seemed like a sensible option to put some of this knowledge to use and try and bring it to bear profitably for the Chamber's members.

What exactly is 'Member Services'?

Member Services will be the central point of contact between existing members and the Chamber, and also for reaching out to potential new members.

In addition, Member Services will be seeking to maintain better contact with those businesses we meet on "fleeting occasions" and encouraging them to come and join the local business community.

We will also be undertaking an on-going programme of visits to chamber members to determine their view on the Chamber and how we should go forward.

What more do you think that we could do to assist members?

The life-blood of any organisation is its members, so I will be seeking to ensure that all businesses feel that they are getting value for money and that they can grow their businesses by being members.

We are planning to offer new and innovative benefits, many of which we are currently working on, but ideas for future benefits will hopefully also come from members themselves.

The new Chamber strapline, "Building Better Business for Brentwood" sums up exactly how we want to assist members.

How do you hope to attract new members?

By visiting those on the cusp of joining the Chamber, those not yet even considering membership, and even those who have resigned their membership, I will be attempting to discover what is important to potential members.

In addition, I will be looking to determine if a business might have any issues that we can help to solve, either by introducing them to the relevant people/organisations or simply by pointing them in the right direction.

What sort of businesses are you hoping to attract?

The list of potential new members is (almost) endless. But I believe that for the Chamber to work effectively it needs a good mix of different types of businesses, from retail, through catering, to the professions, one person businesses (often based "at home") to charities. They all function somewhat differently, attract different clientele and have much to contribute to the economy of the town.

Do you have any target figures for membership numbers?

The simple answer is "No". However, every business in Brentwood is a potential member. As long as the Chamber is able to provide what businesses want, membership will grow. Nothing succeeds like success and favourable word-of-mouth recommendations.

How can members contact you?

Members can contact me directly at any time via e-mail at Neil.Hornsby@BrentwoodChambers.co.uk or mobile phone on 07980 941650.

Dates for your Diary

Executive Committee Meeting Dates for 2017

19th January, 16th February, 16th March, 20th April, 18th May – AGM,
15th June, 20th July, 17th August, 21st September, 19th October & 16th November 2017

If you have any issues you want to be raised at an Executive Committee meeting, please contact the Chamber office a week or so before the relevant meeting and we will put it on the agenda

Email: info@brentwoodchambers.co.uk

★ ★ ★ ★ ★ ★ ★ EVENTS 2017 ★ ★ ★ ★ ★ ★ ★

Business Breakfast, 7.30am to 9.00am Friday 10th February

Marygreen Manor Hotel, London Road, Brentwood, Essex CM14 4NR

Sponsored by Katy Brown, St. James's Place Wealth Management

**Tour of Marsh Farm (The Partyman Group), 9.00am to 11.30am
Wednesday 1st March**

Marsh Farm, South Woodham Ferrers, CM3 5WP

Following James Sinclair's inspirational speech at the Christmas Lunch, he is kindly hosting a Chamber members visit to his headquarters, to learn more about his 'Rules for business'

Annual Members Meeting & AGM Thursday 18th May

Brentwood School, Bayman Gate, Middleton Hall Lane, Brentwood, Essex CM15 8EE

**See Events on our website www.brentwoodchambers.co.uk
where you can book & pay online**

If you would like to sponsor a future Business Breakfast please contact
Colin Barber - Colin.Barber@BrentwoodChambers.co.uk

Sign Off

The Chamber Christmas Lunch, attended by over fifty people, was a great success. The speaker was James Sinclair, owner of The Partyman Group, who gave an inspirational talk on his “Rules for business”. Our picture shows from the left: James Sinclair; Leader of Brentwood Council Cllr Louise McKinlay; Mayor of Brentwood Cllr Noelle Hones and Brentwood Chamber Chairman Colin Barber.



Brentwood Chamber of Commerce has been an Affiliated Member of Essex Chambers of Commerce for many years, offering our members, through us, the opportunity of enjoying some of the benefits of Essex Chamber membership. However, Essex Chambers have decided to withdraw affiliate membership and we will no longer be able to offer that facility. In practice we believe that few of our members take advantage of the facility, instead enjoying the benefits provided by Brentwood Chamber of Commerce, at a significantly lower membership fee. Currently we are undergoing a review to offer even greater benefits to our members.

May I wish you a good trading year for 2017

Mike Hawkins

Brentwood Chamber of Commerce, Pepperell House, 44 High Street, Brentwood, Essex CM14 4AJ
info@brentwoodchambers.co.uk | www.brentwoodchambers.co.uk | 01277 214814



Follow us on Twitter@BwdChamber