

Bulletin

November
2012



St Albans District Chamber of Commerce
Don't just join...join in!

Dear Chamber Member,

We are contemplating the production early next year of a Chamber Members' Directory, this would be used to promote members to each other and also send out to Chamber Member customers to promote to a wider audience at a cost effective price.

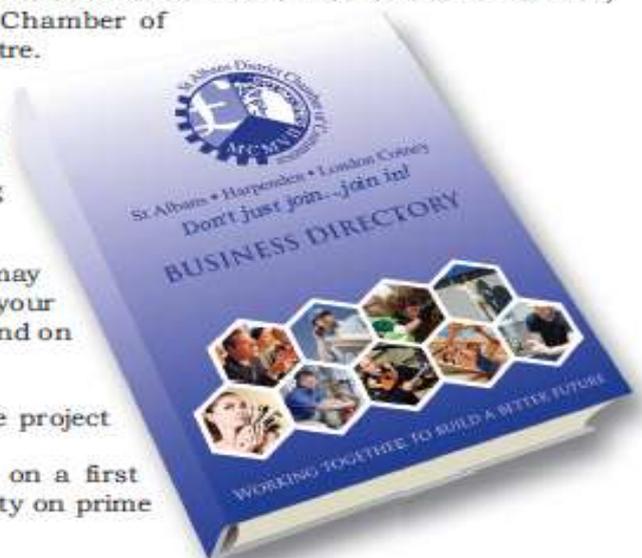
The Chamber Directory would be printed in A5 size full colour and be an A to Z listing of all business services and contact details of the Chamber, we are looking at publishing 6,000 copies and each member would be entitled to 15 copies (more can be made available should you require more) and the remaining 1,500 would be distributed through key points such as St Albans District Council Offices, Harpenden Town Council Information point, The Chamber of Commerce office and key retail outlets in the City centre.

To enable us to publish The Chamber Directory it would need support from the current members so we are writing to you to ask for your comments and feedback and if you feel this publication is something you would like to advertise in for 2013.

If you could take the time to email any questions you may have or confirmation of intent to advertise with your preferred size of advert to: Lisa Bates or Tony McFarland on info@stalbanischamberdirectory.co.uk

We will collate the information and look to take the project forward based on the level of support from members. Please note that all advert positions will be booked on a first come, first served basis and there is limited availability on prime positions, and business profile double page spreads.

The Chamber will be working in partnership with fellow Member, Your Local Media Ltd who publish many successful magazines and directories, such as Harpenden Directory, What's On Herts, St Albans Trades, Hemel Trades, to name but a few. Should you wish to see the quality of their work please email the above address and we will ensure a copy of an existing publication is sent out to you by return.



Rate Card

Quarter Page **£125**

Half Page **£195**

Full Page **£295**

Double Page Spread Advert & Profile Page **£450**

Prime - Outside Back Cover **£595** / Inside Front Cover **£575** / Inside Back Cover **£545**

Quarter Page	Half Page	Prime	Full Page With Ebbod	Full Page	Double Page Spread Profile
W: 83mm x H: 91mm	W: 130mm x H: 91mm	W: 148mm x H: 210mm	W: 148mm x H: 210mm	W: 130mm x H: 190mm	W: 297mm x H: 210mm

For further
information
contact:

YLM
YOUR LOCAL MEDIA

Tel: 01582 469117
67 High Street, Harpenden, Herts AL5 2SL
info@your-local-media.co.uk www.your-local-media.co.uk

**Chamber Business
Breakfast
Sponsored by WMT**



Bill Morrow — Angels Den



Adrian Dixon, Andrew Williamson (WMT) & Mel Hilbrow (STANTA)

Delegates filled the conference room at the Quality Hotel in London Road on October 24th at the Chamber Business Breakfast discussing "The dos and don'ts of raising equity finance" the event was sponsored by WMT Chartered Accountants.

Andrew Williamson, WMT Partner hosted a question and answers session with a panel of experts namely Bill Morrow—Angels Den, Jonathan Caswell—LDC and Keith Brown—Paythru. Angels Den founder Bill Morrow connects Angel Investors with entrepreneurs, LDC lend to businesses and entrepreneurs and Paythru have been a recipient of LDC investment. SO they were able to speak with knowledge from every side of the process.

Questions discussed by the panel were : What are the different types of Equity, how much do they invest & when is it appropriate? Are there preferred sectors? (less and more attractive), How does an Investor asses a business? What makes a successful Management Team? What is the investment process? What are your top tips for raising money? What are the key things not to do? Delegates were also given the opportunity to ask questions at the end of the session which was well presented and very engaging and informative. For more information please contact Andrew Williamson Andrew.Williamson@wmtllp.com

Photos courtesy of Spike Brown, Blue Feather Photography

Study finds business bank could help SMEs succeed

A business bank providing a flow of patient capital to high-growth potential small to medium sized enterprises (SMEs) could help businesses succeed, according to research commissioned by top 20 chartered accountancy firm Kingston Smith LLP, which has six offices in the South East.

The internationally acclaimed research, conducted by the University of Surrey and based on responses from over 1,000 business leaders nationwide, including 20 in-depth interviews and 13 focus groups, represents one of the largest surveys into the strategic management of SMEs in the UK.

"We found that SMEs mostly borrow from family or friends or re-invest retained profits, but these sources are often inadequate for the growth needs of businesses," explains study director, Professor David Gray. "Our research shows that banks come a poor third in terms of finance sources – which is disappointing given that the UK is considered to be a market economy. SMEs need 'patient' capital, finance that is there for the longer term. This is the only way to stimulate and sustain high-growth businesses."

The findings come just weeks after Government proposals were announced to launch a British business bank to help support SMEs and kick-start much needed economic growth, details of which are anticipated in the Autumn Statement.

Silvia Vitiello, Partner of Kingston Smith said; "This research validates our experience, which shows that what SMEs really need is long-term funding to close the equity gap. We hope the Government will take this opportunity to throw high-growth potential SMEs the lifeline they need by providing them with a guaranteed level of core working capital finance with which to develop and flourish." She adds: "This would also reduce the risk profile of lending to SMEs which would, in turn, incentivise banks to lend and unlock new sources of SME financing."

The findings also show that the majority of SMEs (58%) used just one source of finance to start their business, while fewer SMEs (42%) rely on only one source of finance to sustain their business. Professor Mark Saunders comments: "It is interesting to note that, although more sources of finance are used by SMEs to sustain their business than at start up, the proportion of SMEs using bank finance remains steady throughout, at just under 30%."

Silvia Vitiello comments: "These findings highlight the importance to SMEs of matching different types of expenditure with the appropriate sources of finance, and demonstrate how vital it is to success that businesses are able to diversify their sources of funding." She continues: "Pairing the right sort of funds to each asset and expense is essential to proper cash flow management – while it also spreads risk, so that businesses are not forced to put all their eggs in one basket."

Interestingly the research, which is the first study to date to systematically explore and validate what success really means to SME entrepreneurs, reveals that successful SMEs regard greater customer satisfaction (89%) and greater customer retention (86%) as two of the top three key factors in evaluating year-on-year success for their business, along with growth in business profits (86%).

The report, which set out to identify the factors which produce innovation and business success among SMEs, further identifies the growing importance of entrepreneurial learning, plus the use of social media as factors contributing to SME success.

The summary report *Success in Challenging Times: Key lessons for UK SMEs* is available to download at <http://www.ks.co.uk/kingston-smith/sectors/ebs/success-challenging-times/Kingston+Smith+launches+report+into+the+key+triggers+for+success+amongst+UK+SMEs>

For more information contact Silvia Vitiello (svitiello@ks.co.uk, 01727 896 000)

ST ALBANS DISTRICT CHAMBER OF COMMERCE ANNUAL BALL

Get Your Glad Rags on and Let's Have a Ball!

Saturday 24th November 2012
Sopwell House Hotel
Cotton Mill Lane
St Albans

Event Kindly Sponsored by



CORPORATE BANKING



7.00pm for 7.30pm
Carriages at midnight
Dress: Black Tie

**Bring your clients, wives, husbands along to a very
special evening, Bucks Fizz Reception and
3 Course Dinner followed by live Music from 'Alibi'**

Tickets at £60
Tables of 10 at £600

**Sponsorship
Opportunities
are available**

**For further details contact the Chamber Office on 01727 863054
or email: lisa@stalbans-chamber.co.uk**

BOOK NOW ONLINE

www.stalbans-chamber.co.uk/buy-online/events/



St Albans • Harpenden • London Colney

Breakfast Meeting
Wednesday 5th December 2012
7.30am – 9.30am
The Peahen
14 London Road
St Albans
Herts AL1 1NG

Event Sponsored by
 **solutions inc.**



Cllr. Julian Daly & Daniel Goodwin – St Albans City and District Council.

Over the last year Councillor Daly and Daniel Goodwin have been meeting with local businesses, listening to their views and local issues. Feedback from these valuable meetings has led the Council to prioritise four key themes for economic development in the District, namely;

- **Retail / Public Realm** - active retail management working with City Centre retailers, improved parking, improving signage and wayfinding.
- **Developing The District's Strengths** - looking to build on what we do well including developing a 'Green Triangle' (for BRE, Rothamsted and University of Hertfordshire) and marketing the District as a professional services cluster.
- **How to make the Council more open for Business** – reviewing how the Council interacts with entrepreneurs and local businesses.
- **Visitor Economy** - promoting the District as a visitor destination, expanding the current offer of attractive parks, events and festivals and launching a new www.enjoystalbens.com website.

They will review how this work is progressing, the Council's progress over the last year and its plans for the future with a particular emphasis on its work with business to support the local economy. Guests will have the opportunity to ask questions at the end of the presentation.

£21 plus VAT) for members, £26 (plus VAT) for non-member

Book now on-line www.stalbans-chamber.co.uk/buy-online/events/

**Or email your booking to us
office@stalbens-chamber.co.uk and we will invoice you directly**

The delegate list for this event will be emailed to delegates on Tuesday 4th December – If we have not received your booking by that date we will be unable to include your details on the list. Dec/12BM

Mileage allowance

Q: I have my own business and the car I use for business trips is held outside of the business. What am I allowed to claim as a mileage allowance and what are the VAT implications?

A: HMRC sets 'allowable' Mileage Allowance Payments (MAPs). Currently, for cars and vans the MAPs are:

- 45p per mile for the first 10,000 miles in a tax year
- 25p per mile for mileage in excess of 10,000 miles in a tax year
- 5p per mile for any passengers

You must keep records of all business mileage and VAT receipts for your fuel costs. Any mileage claimed in excess of the HMRC rate will be classified as a benefit and must be included on a P11D form.

The MAPs are intended to cover all the running costs of the vehicle. As a result, only some of it is VATable and this is calculated based on the Advisory Fuel Rate for your vehicle, which can be found on HMRC's website.

The structure of your motor expenses can lead to a number of difference tax consequences, so you should be advised to seek professional advice.

Car for private use

Q: Do I have to inform HMRC if an employee is using a company car for private use?

A: Yes, HMRC should be notified on form P46(Car) when an employer provides an employee with a car which is available for private use. Notification should be made within 28 days of the end of the quarter to 5 July, October, January or April. HMRC will then issue the employee with a new tax code.

The details of the car and benefit charge should also be included on the end of year form P11D, along with any other benefits and expenses.

There is an exception to this if the employee concerned is not a director and earns less than £8,500 per annum (including the value of any benefits or expenses, i.e. including the car).

For more information and tax advice please contact

markfordham@taxassist.co.uk

FORTHCOMING EVENTS

- **The Chamber Ball 2012**
Saturday 24th November 7.00pm
Sopwell House Hotel
- **Business Breakfast Meeting**
Wednesday 5th December 7.30am
Sponsored by: Solutions Inc
The Peahen . Speakers:
Cllr. Julian Daly & Daniel Goodwin
- **Chamber Festive Evensong**
Tuesday 11th December 5.00 pm
St Albans Cathedral followed by a
reception at The White Hart Hotel
- **Date for your Diary**
St George's Day Lunch 2013
Friday 19th April 12.30pm
Sopwell House Hotel
Book Now online



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The One-Stop Entertainment Service



*Festive Evensong
with Christmas Music
at St Albans Abbey*



Tuesday December 11th 2012

5pm prompt

With the St Albans Cathedral Choir

*followed by Festive Canapés with a Tudor Twist
& 2 glasses of Mulled Wine at
The White Hart Hotel, Holywell Hill with
Christmas Music until 7.30pm*

£20.00 per person

*A raffle will take place for all attendees to win
a Festive Hamper & a donation from all bookings
will be made to :*

The Cathedral Music Trust

Book Now online

<http://www.stalbans-chamber.co.uk/buy-online/events/>

Or call the office to reserve your tickets 01727 863054



St Albans • Harpenden • London City

Don't Just Join.....Join in !!!!

New Members

We welcome the following companies to the Chamber:

Grant Thornton
Wealth Management & Financial Planning
Clockhouse Court
5-7 London Road
St Albans
AL1 2LA
Tel: 01727 832166
Web: www.consiliawm.com
Contact: Michelle Midgen
Position: Partner
Email: info@consiliawm.com

Black Stanniland Ltd
Chartered Surveyors
4 Black Lion Hill
Shenley
Radlett
Herts
WD7 9DE
Tel: 01923 839377
Web: www.blackstanniland.com
Contact: Martin Black
Position: Director
Email : mblack@blackstanniland.com

Jonathan Fry PLC
Wealth Management
Regus
Fountain Court
2 Victoria Square
St Albans
Herts
AL1 3TF
Tel: 07702 502241
Web: www.jonathanfry.co.uk
Contact: Adam Ross
Position: Private Wealth Director
Email : adm.ross@jonathanfry.co.uk

Raising Money For



BIZ QUIZ!

Quiz Masters:
Richard Crook & Daniel Seeby
of Co-op Bank

When?
Thursday 8th November
6.30pm for 7.00pm

How?
Contact Nicola King
on 01442 820732 or email
nking@irhh.org

Where?
St Albans City FC

mcgowan's **The co-operative**
bank

What?
£16 a ticket, includes a meal

Ideally tables of 6

Tickets are limited so book early!



ST ALBANS CITY
FOOTBALL CLUB



St Albans • Harpenden • London Colney

Charity Number: 1140386