



BLACKPOOL BUSINESS LEADERSHIP GROUP

NOTES FROM MEETING HELD ON SEPTEMBER 27, 2013 AT THE PARADISE ROOMS, PLEASURE BEACH

Name	Organisation
Present:	
Martin Long (chair)	Napthens
Philip Owen	Barclays
Vicky Reynolds	Ashworth Treasure
Nick Taylor	Hilton
Tommy Baldwin	Northern Security
Mark Yates	Brooks Collectables
Bev Wood	BWD Design
David Cam	Pleasure Beach Resort
Graham Wood	Consultant
Iain Hawkins	Merlin Entertainments
Louise Logan	Blackpool Sixth
Neil Sutch	RBS
Adrian Meakin	The Ink Squid
Jane Littlewood	Wyred Up/Rabbit Design
John Hesketh	One Blackpool
Debbs Lancelott, Mark Hickey	Hounds Hill
Paul Whelan, Nick Bell	Tyson Construction
Neil Foulkes	HSBC
Rob Walker	Yes Magazine
David Hardy	Champion Accountants
Natalie Smith, David Burnett, Lee Kirton	Colossal Group
Richard Lefton	Lefton's Group
Gary Aldred	Superfast Lancashire
Dan Scott, Paul Farrell	PHX Training
Gary Smith	A4E
Helen and Damian Broughton	Danbro
John Woodman	Blackpool FC
Robin Ross	Sand, Sea & Spray
Steve Pye	FSB/On Blackpool TV
Lucy Worthington	Rowleys
Alex McIntyre	Property Scene
Bev Robinson	Blackpool & The Fylde College
Chris Hibbert	Henco
Kate Shane	Blackpool Tower
Ruth Eastwood	Blackpool Grand
Cathy Elliott, Cath Stewart	Community Foundation for Lancashire
Clare Taylor	Duxburys
Trevor Roberts	Blackpool Transport
Paul Crossley	Kenricks
Doug Garrett	Closetlink
Natalie Oyston	Lancashire Magazine
Rob Knighton	Eclipse
Wendy Swift	NHS Teaching Hospitals
Karen Lambert, Simon Brooke, Marilia Spindler	Happy Creative
Roger Mellor	Glasdon
Adam Graham, Carol Redwood	PK Kids Nursery
Yusuf Musa	Winning Pitch
Ian Leigh, Keith Melling	Napthens
Stephen Thorpe	CME Medical
Tom Swire	Spotless UK
David Chapman	Linksgate Leisure
Zera and Nazir Remtulla	Lailas
Pam Swain	Association of British Dental Nurses
Alison Gilmore	The Imperial
Cameron Scott	Camscott Leisure
John Child	Sandcastle Waterpark
Natalie Brown	Business In The Community
Fred Wills	First Medical
Katy Mace	Ibis Styles
Steve Whitehouse	FTS
John Barnett	Stardream/The Wave
Nathan Butlers	NB Energy
Michael Williams	Crown Entertainments
Riccy Caunce	Toast
Ray Eyres	Parkinson's
Julia Turpin	Creative People & Places
Anne Catterson	Common Purpose
Andy Dobson	Atlas Sailing
Helen Atkinson	Aspired Futures
Philip Crowther	Helms Briscoe
Advisers/Observers/Guests	
Neil Jack, Alan Cavill, Polly Hamilton,	Blackpool Council
Philip Welsh, Peter Legg, David Slater, Amanda Bennett	Blackpool Council
Chris Reynolds	Pitching To Win
Apologies	
Mark Williams, Susan Bamber	The Village, Heron's Reach
James Lucas	Barcadia
Kathryn O'Brien	First Group
Gary Sawyer	AI Claims
Paula Davies	The Wave
Gareth Carr	Jobcentre Plus
Darren Webster	Blackpool Zoo
Rob Green	Blackpool, Fylde & Wyre EDC
Michelle Smith	Blackpool Carers
Coral Horn	Pink Link
Natalie Wyatt	Marketing Blackpool
Maria Noto	Lancaster House
Shirley Hunt	Cranstone Hotel
Tony Ward	Genting Casino
Steve Singleton	Quadrilla
Jonathan Cropper	Kingswood Stationers
Carl Simpson	Marks & Spencer
Andrew Wareing	Voucher Packs

Apologies (continued)	
Karen Leather	H Samuel
Pearl Mina	PR & Media Creative
Gary Iddon	Virgin Trains
Nick Leach	RBS
John Norris	Mortgage Shop
Eileen Ormand	Blackpool Town Centre BID
Robert Wynne	West Coast
Jayne Hart	Harts Amusements
Paul Mathison	Create Construction
David Houston	Trinity Hospice
Kevin Bambury	Pixel Work Design
Michael Hyman	Leonard Dews
Guy Shorrocks	Aldrock Surveyors

1. Welcome and apologies

Martin Long (chair) welcomed everyone including new members and guests to the meeting. He noted that this was the best attended meeting to date.

2. Minutes of the last meeting/Matters arising Blackpool To London Rail Services

Philip Welsh (Blackpool Council) reported that a second letter had been sent on behalf of the BBLG to Richard Price at the Office of the Rail Regulator urging reconsideration of the decision not to allow the reinstatement of direct Blackpool to London rail services from December. He said that the next opportunity for reinstatement could be as early as next May when the timetables are due to be reconsidered.

3. Pitching To Win

Chris Reynolds of the Pitching To Win organisation gave a brief presentation on ways in which businesses can improve their chances of successful sales pitches. The presentation included a checklist of 10 rules for improving their prospects of winning business.

A copy of the presentation to be posted on the www.bblg.co.uk website

Any business interested in the Pitching To Win sales programme can email: chris@pitchingtowin.co.uk or telephone 0161-428-6741

4. BIBA Showcase

Martin Long (chairman) reported that a significant number of Blackpool businesses had been nominated as finalists in the annual BIBA business awards staged at Blackpool Tower on Friday 20th September. He congratulated those Blackpool-based businesses that had won awards – Parkinson's, Laila's Fine Foods and Healthpoint.

He then introduced two local businesses that had reached the finals of the competition:

Colossal

Natalie Smith and David Burnett gave a joint presentation on the services provided by Colossal Training, based at Whitehills Business Park in Blackpool.

Natalie said that the business was founded by Lee Kirton and had been operating for around two years.

Colossal was able to offer local businesses bespoke training packages covering health and safety, first aid, food hygiene etc in order to ensure 100% compliance with legislation.

The company also offers security and close protection services and works with military resettlement programmes to get retiring military personnel into local employment.

For further details of the training and security services, email n.smith@colossaltraining.co.uk

The Ink Squid

Adrian Meakin presented on his company which was founded four years ago and which is based on Sycamore Trading Estate in Blackpool.

He said that The Ink Squid had started as an online business specialising in compatible ink and toner cartridges for brand-name printers at significantly lower prices than printer manufacturers.

He said that the business now sold over 300,000 cartridges a year worldwide.

Although the business had been launched as an online operation he was now seeking to establish High Street premises and was looking at franchising opportunities from next year.

For further details about The Ink Squid services email: Adrian@theinksquid.co.uk

5. Refresh of BlackpoolUnlimited.com

David Slater (newly-appointed Business Growth Manager for Blackpool Council) reported that a refresh of the www.blackpoolunlimited.com website was to be undertaken to ensure that there was robust business support available to local businesses.

He said that a competitive tender had gone out for the website refresh and this had been won by Blackpool-based Happy Creative.

Simon Brooke (Happy Creative) said it was their intention to consult with businesses on the development of the website to ensure it was relevant to their needs. He said that this consultation would be undertaken in two ways:

- A link to be sent out to members of the Blackpool Business Leadership Group inviting them to complete a questionnaire on business support services. He said the survey would take no more than 10 minutes to complete and he was hoping to secure at least 50 responses.
- Face-to-face interviews to be conducted with 10 businesses to get more in-depth findings. These interviews to last no more than an hour. Simon invited businesses to put forward their business cards if they were interested in taking part.

6. Business Partnerships Report

Philip Welsh (Blackpool Council) drew the group's attention to a number of items in his report:

Superfast Lancashire Event: A free, all-day event to be staged at Preston North End Football Club on Friday 4 October and aimed at SMEs interested in taking up the new Superfast Broadband offer. It would include a series of expert-led taster sessions including social media and digital marketing; cloud computing; and building a business in the digital age.

Launch of Blackpool Investment Fund: Noted that the Blackpool Investment Fund, offering grants and loans to local businesses, had now been launched. Peter Legg (Blackpool Council) encouraged businesses to explore the scheme and, subject to eligibility, to submit online expressions of interest. Go to: <https://lancashireforms.evolutive.co.uk/formpreapp1.aspx>

Mayoral Business Meeting: The next of these networking meetings is scheduled to be held on [Tuesday 10 December at 4.30pm](#). Invitations to be sent out in early November.

7. Any Other Business

i) Lancashire Vital Signs

Cathy Elliot (Community Foundation for Lancashire) gave the group an overview of the new Lancashire Vital Signs project, which would be officially launched on October 1. She said this was the county's first "giving guide" for charitably-minded people and businesses as well as philanthropists and charitable trusts of all kinds.

She said there was a huge need for philanthropic and charitable support at this time in the Lancashire, especially Blackpool.

As a major grant-maker and funder in the county they are currently only able to fund 30% of the requests they receive each year from residents, community groups, charities and businesses who want to support their communities with limited resources.

Lancashire Vital Signs will provide information from each of Lancashire's areas including Blackpool. The guide includes local citizen concerns and aspirations from over 300 community voices and top key social issues, alongside inspirational stories of community achievement. She said that Blackpool business leaders would be encouraged to set out their own aspirations on a section of the website.

Cathy said that a launch event would be staged in Blackpool in early November, to which businesses would be invited. In the meantime, further details can be found at www.lancashirevitalsigns.org.uk

ii) Blackpool, Fylde & Wyre Economic Development Company

Philip Welsh (Blackpool Council) reported that private sector representation for the Blackpool, Fylde & Wyre EDC board had now been confirmed.

This includes Martin Long (chair of the BBLG); Jane Littlewood (Wyre business representative) and Neil Farley (Westinghouse and Fylde business representative); and Bev Robinson (Principal and Chief Executive of Blackpool & The Fylde College).

It was intended that these nominations be confirmed at the next EDC board meeting in October. There is the potential for two further private sector board nominations to be considered in future, subject to EDC board approval.

Bev Robinson said that the skills group on the Lancashire Enterprise Partnership was working on a skills development strategy and she would seek to share this with local businesses for their feedback as soon as it became available.

iii) 100 Acts Of Kindness

Amanda Bennett (Blackpool Council/Fairness Commission) reported that the Fairness Commission was planning to launch a scheme in October aimed at getting local businesses and voluntary groups to commit to "acts of kindness".

She said this was not about giving money or commodities, but more about contributions in kind. Ideas suggested include helping a community group set up on Facebook or become adept in using social media; helping a group to set up computers; or helping to landscape a community garden. Any businesses interested in offering support in any way please contact Amanda.bennett@blackpool.gov.uk

iv) David Cam Retirement

David Cam (Pleasure Beach) reported that he would be formally retiring from the Pleasure Beach in November, although would be continuing in an ambassadorial capacity. He said that he would also be continuing his involvement in the BBLG, although was likely to miss the next two meetings in November and January due to holiday commitments. The group warmly congratulated Mr Cam on his retirement and welcomed his continued involvement.

v) Events Requesting Private Sector Support

It was noted that there were a number of fund-raising events requesting private sector support. These include:

- NSPCC Glitter Ball to be held at the Winter Gardens on November 16. Further details from Zera Remtulla at zera@lailasfinefoods.co.uk
- Winter Wonderland Charity Ball (in aid of Claremont Community Centre) to be held at the Imperial Hotel on November 30. Further details from Cathy Adams at iamcathyadams@aol.com

- Blackpool Carers' annual charity ball to be held at The Imperial Hotel on Saturday 1 February. Further details from Kay on 01253-393748
- Lancashire Entrepreneurs' Comedy Lunch to be held at Blackpool Pleasure Beach on Friday 28 February. Further details at www.blackpoolpleasurebeach.com/comedylunch or call 0871 222 2121

Martin Long thanked the Pleasure Beach for hosting the meeting and the various guest speakers for their contributions.

8. Date and time of next meeting

Next meeting scheduled for **7.45am for 8.30am, Friday 29th November, 2013** at **The Hilton, Blackpool**. Parking available on site, breakfast to be served in the hotel restaurant.