



Newark & Sherwood



...a great place to do
business!

Welcome to the second edition of Newark and Sherwood District Council's Business E-Newsletter.



Since the last edition, Newark and Sherwood has made significant progress along the Government's 'roadmap to recovery'. On Monday, April 12, retail, personal care premises and self-contained accommodation could reopen their doors, as well as most outdoor attractions and hospitality.

Then, on Monday, May 17, indoor attractions - including entertainment and hospitality venues – were also allowed to welcome visitors once again.

Currently, the next stage of the Government's roadmap out of lockdown is planned for Monday, June 21, in which all legal limits on social contact are expected to be removed and the final closed sectors of the economy are hoping to reopen.

For the most recent guidance on reopening, business support and business rates, please visit: <https://www.gov.uk/government/publications/reopening-businesses-and-venues-in-england/reopening-businesses-and-venues>

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Good News Stories



The **Business Support Programme** was a new joint initiative launched by Business Doctors and Invest Newark & Sherwood. It consisted of a 16 week course created to help entrepreneurs in the district create actionable strategic plans which focussed on delivering business growth.

12 local business owners, all in their first 3 years of trading, were enrolled. Throughout the programme they were provided with the knowledge and support they needed to make sure their businesses developed firm foundations and were ready to advance to the next level.

Support was provided in the following ways:

- 24 hours of direct support from 2 experienced Business Doctors
- Weekly actions to stimulate business development
- Peer support from fellow entrepreneurs
- Key insights from expert guest speakers

Nicola Hunt, founder of EMCC Physiocare Rehab Ltd, said:

"I want to thank you for the opportunity of being on the business support programme, and all that I have learnt on this, which has given me the confidence to make this possible"

Read four 'good news' stories from the Business Support Programme - including Nicola's – below:

Nicola's story



Physiocare Rehab



As a result of getting a place on the Business Support Programme I am delighted to be putting into practice all the skills I have learnt and opening a physiotherapy clinic in Newark.

Two years ago I established Physiocare Rehab Ltd, after many years of being part time self-employed while also working for the NHS. I specialise in treating people with neurological and vestibular conditions and have so far been providing treatment at their homes. Working in the community as a sole practitioner I could get by with limited business skills, however I realised I was lacking in the skills needed to develop my business further.

The Business Support Programme has provided comprehensive training in so many skills including finance and cash flow, digital and marketing, sales, systems and IT. As well as the fantastic education sessions there are fortnightly one-to-ones to make sure the course was personalised toward me and the development of my business.

Through the Support Programme I gained a deep understanding of cash flow and the finances of my business. This gave me the confidence to expand my business and establish a physiotherapy clinic in Newark's Aura Business Centre, which will open in June. This will provide assessment and treatment for people with neurological and vestibular conditions, including a specialist concussion clinic.

The knowledge I have gained from the Support Programme has made me confident that I have the skills to market the clinic, make it a success, and expand the business to have several therapists working there.

I am looking forward to providing a much needed Physiotherapy service within my Newark clinic, which has been made possible by all I have learnt from the Business Support Programme.

Up to date information about this new clinic is available at www.physiocarerehab.co.uk

Janice's Story



Originally based from my conservatory, I launched Janice Rose Lingerie to address the requirements of those who cannot, or do not, have access to professionally fitted bras. Even in 2021, such a basic item of clothing is still not easily accessible for those with certain health issues, such as women who have had breast surgery, or those living in care homes, nursing homes and retirement villages.

Within less than a year of trading, I opened the doors to my brand new shop. A former 140 square foot industrial unit was completely transformed into a showroom stocking a wide range of products.

I am also a trained mastectomy specialist and stockist of post-surgery bras. I visit care and nursing homes, residential complexes and breast cancer support groups, providing a mobile service for women who were unable to travel to a store or fitter. Pre-COVID, my mobile service took place three days per week, stretching across Nottinghamshire to Birmingham, Sheffield and Milton Keynes. Customers could browse, be professionally fitted, and purchase on the same day. The

remaining days saw me provide one-to-one personal fittings at my showroom. This service now takes place on a full-time basis, until external visits can fully resume.

I have become the proud owner of several business awards. In November 2019, Janice Rose Lingerie was awarded one of 'the most exciting start-ups' in the national SJL Foundation awards, hosted at the Houses of Parliament. Janice Rose Lingerie also received special recognition at the Radio Newark 2019 Community Awards - in relation to my Gambia bra appeal of June 2019. This appeal collected donations of unwanted bras for females in West Africa. I then travelled Gambia alongside other charity volunteers and distributed the bras. In excess of 10,000 were donated, and we measured as many women and girls as possible to ensure they each had a well-fitting bra too.

The pandemic has been nothing short of challenging, presenting hurdles no business would have dreamed of encountering in its first year of trading. However, by re-shaping my market approach, digital presence and stock offering, I was able to continue serving existing customers while simultaneously gaining new ones.

The Business Support Programme couldn't have come at a better time. It has been a fantastic opportunity to get to know likeminded entrepreneurs, share ideas and support each other. I have gained confidence and knowledge in areas such as legal requirements, finance and social media. I now feel more equipped to make business decisions.

Within the next five years, I plan to continue expanding my business knowledge and skills. I intend to recruit an administration assistant and qualified fitting staff to continue offering the showroom service, allowing me to focus on boosting business and increasing my customer base. I also plan to develop an educational offering for younger girls in schools, to drive sales and increase my younger customer market, making underwear accessible for everyone.

Learn more about the services on offer at <https://www.janiceroselingerie.co.uk/>

Ian's Story



Back to Life Clinic began from my belief that people do not need to live in pain. I suffered from back pain since the age of 14, so I am aware of how much an impact constant discomfort can have on a person. The business name was chosen specifically - my mission is to free people from aches and pains so that they can get 'back to life', enabling them to live and enjoy their lives again.

The clinic was launched in March 2019 and was immediately successful thanks in part to wonderful support from the Newark Business Club community and the Newark Advertiser.

Support for charities and the local community is one of the key founding principles of Back to Life. I am pleased to say that so far I have raised over £4,000 in direct donations and gifts-in-kind for Children's Bereavement Centre, Shaw Mind and Beaumont House (such as free treatments for staff). I hope to continue this in future.

Just one week after celebrating a successful first year, the clinic closed due to the Covid lockdown. I immediately changed to online 'telehealth' appointments, however the clinic was only able to begin on its path to recovery after re-opening in August 2020. The January 2021 lockdown then caused additional challenges and shifted my focus from developing the business towards simply delivering a service that was effective and safe.

The Business Resilience Programme came along at exactly the right time to help get me back on track. It provided incredibly useful and educational insights into the various business skills needed to run a successful company. For me, the most beneficial part of the scheme has been having access to my own personal mentor. This has helped me to identify, prioritise and undertake specific tasks for the improvement of my business. I am now much clearer on how I want the clinic to grow, and what I need to focus on to achieve that.

One specific task I was given was to ask for reviews. This led to some wonderful feedback from previous customers, as well as several new clients choosing Back to Life Clinic, resulting in my best monthly income for over 12 months. This has been extremely encouraging and has made me feel excited about the prospects of Back to Life for the year ahead.

To discover more about Back to Life, visit <https://backtolifeclinic.co.uk/>

Mark's Story



At the start of October last year I was a Health & Safety manager for a global corporation. By the end of October, I had been made redundant and looking towards 'what's next'. I had always thought about setting up my own business but the comfort of the corporate bubble and the daunting aspect of setting up on my own was always a deterrent.

February quickly came around and ideas were starting to flow. After transforming the ideas into a possible workable model, Easy Safety was born. Why set up Easy Safety? Well, after seeing the impact COVID had on small businesses and looking at the cost of a Health & Safety Consultant, I defined my goal 'to make Health & Safety a straightforward, affordable resource for Small Businesses in the local area'.

After completing some small business guidance sessions on the D2N2 network and joining Newark Business Club, I joined Michael and David on one of their very informative free sessions. The following day Michael approached me to see if I would like to participate in the Business Support Programme run by the Business Doctors and NSDC.

The sessions covered many areas of running a small business, from 'what you need to do' to 'making you think about how to do it'. The programme really helps you learn from the past, focus on today, and reflect on the future. It is much more than 2 guys taking from PowerPoint slides.

April was my first 'push my business month'; I got my first fabulous clients, sent out my first invoices, and received my first insight to if my business will work:

'Here at Rorla Designs we were very happy with the customer service we received from Easy Safety. Mark the owner of the company made sure the Health and safety compliance check went as smooth and as straightforward as possible. Overall great service, efficient communication and very professional. Thanks Mark!'

This is only the start of my journey and there is still much hard work to do to make it a success, however the programme helped me map out what I need to do and I feel it has accelerated my business learning. The tools and networking provided by the Business Support Programme has helped me achieve what I have in these early days. Starting on your own can be a very daunting and lonely place, however talking to and sharing ideas with other business owners on the programme made it feel like I had my own support network, and friends with similar challenges that I can call or message at any time.

For more details on Easy Safety visit <https://easysafety.info/>

Invest Newark & Sherwood



Looking to expand or move into the area? Want to explore commercial property opportunities in the district?

Invest Newark & Sherwood offers a free and confidential service to businesses, providing potential investors direct access to local authorities, support, and the local business community, taking the pain out of having to contact many different agencies.

Invest Newark & Sherwood also has a list of commercial sites currently being marketed throughout the district.

To access this information please follow the link below:

<https://www.newark-sherwooddc.gov.uk/investnewarksherwood/>



Financial Support

Receive up to **£5,500** of Apprenticeship Funding with Futures for Businesses



Apprenticeship incentives have now risen to £3,000 per hire, regardless of the apprentice's age. This is on top of the £1,000 payment provided for new apprentices aged 16 to 18, and those under 25 with an Education, Health and Care Plan.

Futures for Businesses can also offer a £1,500 'Yes Grant' for new learners who live in Nottinghamshire, meaning your business could benefit from £5,500 in funding per new apprentice – subject to individual criteria

If you would like to learn more, please email michelle.dalby@futuresforbusiness.com

Or visit: <https://www.futuresforbusiness.com/>



Additional Restrictions Grant



If your business occupies a property with a rateable value (RV) you may be eligible for one of the following one-off payments:

- £4,000 if RV up to £15,000
- £5,000 if RV is £15,001 to £51,000
- £6,000 if RV over £51,000

Alternatively, you may be entitled to a fixed grant of £2,200 if:

- you do not wholly occupy a property listed for business rates
- you do not have a separate rating assessment for the area of your business that has remained open
- you are not charged a fixed property charge

Grants will be supplied subject to the availability of funds,

For more information, or to apply, please visit:
<https://selfservice.newark-sherwooddc.gov.uk/renderform.aspx?t=262&k=DA9AA725A2D3A208ED66B2171C0B856C2E2C8D5D>

Restart Grants



£5 billion has been made available for new Restart Grants.

This will consist of a one off cash grant of **up to £18,000** for businesses with business rates accounts within the hospitality, accommodation, leisure, personal care and gym sectors

Non-essential retailers are also able to apply for grants of up to £6,000

Applications close June 2021

For more information, or to apply, please visit:
<https://selfservice.newark-sherwooddc.gov.uk/renderform.aspx?t=260&k=1F84EF42B5A7A0F58EE3A235D5CE98544A74A3B1>



High Street Diversification Fund



£250 (match funded) is available to local independent retail and hospitality businesses - based in the High Streets and Town Centres - to support investment in e-commerce and the development of an online presence.

For more information, or to apply, please visit:
<https://selfservice.newark-sherwooddc.gov.uk/renderform.aspx?t=258&k=9FC209B497A36B86DE08E17D4AB9E13559B034C9>

Once the available funds are used, this grant will close.

Subscribe to GRANTfinder



GRANTfinder is Europe's most advanced grants and policy database, bringing together funding opportunities and related policy across the UK. GRANTfinder's search engine operates across the public, private and voluntary sectors, identifying external funding opportunities and COVID-19 relief schemes appropriate for your business.

Searches can be filtered to fit the needs of your organisation, from start-ups to established companies.

To find out more search:
<https://www.grantfinder.co.uk/>

GOV.UK



For free government advice about running your own business, information on statutory rights and Brexit, and financial support for businesses affected by coronavirus.

Gov.uk provides a database of government-supported financial support schemes. A special 'support finder tool' will allow you to set up alerts to notify you when new financial support relevant to your business becomes available.

To find out more visit:
<https://www.gov.uk/business-support-helpline>

D2N2 GROWTH HUB



Supporting economic growth across Derbyshire and Nottinghamshire, D2N2 is one of the largest Local Enterprise Partnerships in the country.

Its Growth Hub offers free, impartial advice to help you discover the right initiatives and resources to support and grow your business.

To find out more visit:
<https://www.d2n2growthhub.co.uk/>
Or phone: 0333 006 9178



Upcoming Events

Navigating Procurement

Friday 11 June 2021 - 10:00am - 12:00pm



Do you aspire to sell goods and services to the public sector? Would you like your business to begin trading abroad?

This free online procurement seminar will help you discover exciting contract opportunities in the UK and overseas. You will learn the “do’s and don’ts” of tendering, to ensure your tenders are good enough, and be informed about how to get on a tender list.

Through Innovate UK the session can also help you access business opportunities across the globe. From your local UK contact point, you could be connected with 3,000 experts in 600 organisations across more than 60 countries

Follow this link to book your place:

[How to secure Public Sector Contracts - East Midlands Chamber \(Derbyshire, Nottinghamshire, Leicestershire\) \(emc-dnl.co.uk\)](https://emc-dnl.co.uk)

This seminar is in partnership between East Midlands Chamber and Newark & Sherwood District Council/Invest Newark & Sherwood

Priority will be given to SMEs based in Newark & Sherwood

If you would like more information on the event please contact Sue Natrass:

susan.natrass@newark-sherwooddc.gov.uk

Skills and Training

Learn English at Newark College



New daytime and evening ESOL (English for Speakers of Other Languages) classes will start in September 2021.

Courses are available at multiple levels: Entry Level 1, Entry Level 2, Entry Level 3, Level 1, Level 2
Before starting an ESOL course, you need to make an appointment for a short English test to find your level.

To book your appointment:

- e-mail ESOL@lincolncollege.ac.uk
- Call the Digital Engagement Team on 01522 876254
- Or use the online application form

For more information, including start date, end date, and fees, visit:

<https://enrolments.lincolncollege.ac.uk/webenrolment.aspx?page=~/webcontrols/coursedisplay.ascx&CourseInformationID=10380>

Other adult courses at Newark College

ADULT ONLINE COURSES:



- Level 2 Certificate in Lean Organisation Management Techniques
- Level 2 Certificate in Principles of Team Leading
- Level 2 Certificate in the Awareness of Mental Health Problems
- Level 2 Certificate in Principles of Customer Service
- Level 2 Certificate in Information, Advice or Guidance
- Level 2 Certificate in the Principles of the Prevention and Control of Infection in Health Care Settings
- Level 2 Certificate in Equality and Diversity
- Level 2 Certificate in Understanding Dignity and Safeguarding in Adult Health and Social Care
- Level 2 Certificate in the Principles of Dementia Care
- Level 2 Certificate in Principles of Working with Individuals with Learning Disabilities/Difficulties
- Level 2 Certificate in Understanding the Care and Management of Diabetes
- Level 2 Certificate in Preparing to Work in Adult Social Care
- Level 2 Certificate in Counselling Skills
- Level 2 Certificate in the Principles of Care Planning
- Level 2 Certificate in the Principles of End of Life Care
- Level 2 Certificate in Understanding Retail Operations
- Level 2 Certificate in Understanding the Safe Handling of Medication in Health and Social Care
- Level 2 Certificate in Understanding Autism
- Level 2 Certificate in Understanding Behaviour that Challenges
- Level 2 Certificate in Understanding Nutrition and Health
- Level 2 Certificate in Principles of Business Administration
- Level 2 Certificate in Introducing Caring for Children and Young People
- Level 2 Certificate in Common Health Conditions
- Level 2 Certificate in Understanding Specific Learning Difficulties
- Level 1 Award in Mental Health Awareness (L1)
- Level 2 Certificate in Children and Young Peoples Mental Health
- Level 2 Certificate in Understanding Behaviour that Challenges in Children

Courses which specialise languages, ICT and employability skills, and personal development are also available.

To find the course that's right for you, visit: <https://www.lincolncollege.ac.uk/>
Full fee remission is available for learners who are 19+, claim active benefits or have a gross annual salary of less than £17,004.



Register Your Businesses With a New Careers Guidance Platform



D2N2 is calling on business leaders to register their organisation with Start.

Start is a free and comprehensive digital platform, offering schools and colleges a single starting point to help simplify and improve careers guidance.

It is already used by thousands of schools and colleges in the UK. This May, it is launching a D2N2 LEP specific website to give young people in the D2N2 area access to high quality careers information, advice and opportunities tailored to our region.

It doesn't just benefit the young people who use it. Start can help you to reach thousands of students to positively influence and inform the choices of diverse range of future talent.

You can get your company listed on Start by filling in this simple [form](#)

For more information on Start visit their website:

<https://www.startprofile.com/about-start/>

D2N2 Employer Skills Survey

D2N2 - working with Serco - is seeking the views of local employers on the challenges of getting the skills they need following the pandemic, particularly at higher levels. Their findings will help shape the development of free training to support productivity in local industries.

The survey will ideally be completed by someone responsible for skills and training in your organisation.

To find the survey please follow this link: <https://www.surveymonkey.co.uk/r/D2N2Skills>



Dates for your diary

Navigating Procurement Webinar

Friday 11th June

Next scheduled step in Government's COVID roadmap

Monday 21st June

Retail webinar with Professor Kim Cassidy

Thursday 22nd July

Newark & Sherwood Economic Growth Conference

Friday 15th October

Future First Expo – Newark Showground

Wednesday 3rd November



www.newark-sherwooddc.gov.uk

www.investnewarkandsherwood.co.uk

<https://whatson.visitnewark.co.uk/>



Building a shared prosperity

If you do no longer wish to receive this newsletter contact

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