

insight

November 2017

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St Rocco's say thanks to retiring chair Norman Banner

AFTER nearly ten years on the Board of Trustees at St. Rocco's Hospice and seven as Chair, Norman Banner has completed his term of office.

His last official event was at the recent Annual General Meeting where he typically paid tribute to the hard work and dedication of everyone else at St. Rocco's, including staff, volunteers, fellow trustees, members and patrons.

Fortunately, there were many on hand who were quick to recognise the important role that Norman has played over the last ten years at St. Rocco's and that he has been a great champion for those people and their families in the Warrington area with terminal or life-limiting illness. This included the Venerable Roger Preece, Archdeacon of Warrington, the incoming Chair of the Board of Trustees.

Basil Mitchell, Vice President of St. Rocco's, described how over the years Norman has given freely of his time and expertise and done his level best to attend every event in the St. Rocco's calendar.

Mike Coates, also a Vice President stated that, as Chair of the organisation, Norman had displayed 'dedication, determination and a large dash of humour'.

Chief Executive Officer, Pam Massey, also thanked Norman for his support, "Not a week has gone by without Norman touching base with us here at the hospice and popping round to catch up with staff and volunteers," she said. There was only one word to describe him, she added, and that was, "awesome!"

"It has been a pleasure to work with all the teams in every area at St. Rocco's," said Norman, "They do a terrific job, offering a high level of service in care and commitment and working hard to make that experience the best it can be for patients and their families. This is backed up by a terrific body of volunteers doing an amazing job in every way. I am also very proud of everything that is done inside and outside of the hospice to increase the understanding in the community of everything that St. Rocco's has to offer."

Although Norman has said farewell to being Chair of the Board, he is not saying goodbye as he will be continuing his association with the charity as a Vice President.

Picture: Norman Banner with Inpatient Health Care Assistants Andrea Crowley & Jo Paget with a special cake created for Norman by the catering team.



Priestley students speak up for democracy

BRITAIN'S Minister for the Constitution met students at Priestley College to discover how they would encourage more young people to vote.

Chris Skidmore MP outlined his vision for democracy before hearing how staff and students have promoted a democratic culture within college.

Then students presented their ideas for increasing interest in politics amongst their peers.

"It is great to see so many students engaging in a debate about our democracy and I congratulate Priestley College on their hard work to promote this engagement," said Chris Skidmore MP.

"Over the last year I have met with people from across the UK to better understand the barriers to voting, as part of my Every Voice Matters tour. I want to ensure that every member of our society who is entitled to do so has been able to have that equal chance, that equal right, to participate in our democracy, and to have their say."

Priestley students were joined by pupils from Sir Thomas Boteler and Great Sankey Primary School during the visit.



From the Chief Executive

Colin Daniels

Unemployment remains at lowest level for 42 years

The jobless total fell again in the three months to August keeping the numbers out of work at its joint lowest level in 42 years and reinforcing Britain's employment recovery.

An extra 94,000 people were in work at the end of the three month period, the majority of whom are women.

Unemployment now stands at 1.44m the lowest absolute number since 2005.

Overall employment rose to 32.1m and over the past year the number of people in work jumped by 317,000 while unemployment is down 215,000.

The number of job vacancies rose to another near-record high of 783,000.

Our Green Belt land must be preserved

Theresa May is prepared to rule out building on Green Belt land.

Mrs May who has defended the Green Belt throughout her premiership has insisted that the green spaces must be preserved.

Developers and building firms attended a summit together with representatives from local authorities and housing associations at Downing Street.

UK Labour Market Remains a Bright Spot

In the three months to July 2017 the number of people in employment rose by 181,000. The UK unemployment rate fell to 4.3% down from 4.9% a year earlier and the lowest since 1975. However there is further evidence of the growing skills shortage with the number of job vacancies rising by 24,000 over the past year to 774,000 in the three months to July 2017.

Inflation pick-ups again

CPI inflation in the UK stood at 2.9% in August 2017 the joint highest rate since April 2012. The main contributors to the increase was a 4.6% rise in clothing and footwear prices, the biggest rise on record with average earnings growth holding steady at 2.1%, the gap between pay and price growth remains significant.

Government Borrowing Falls

Public-sector borrowing (excluding public-sector banks) showed a debt of £5.7 billion in August £1.3 billion lower than in August 2016. In the current financial year-to-date (April 2017 to August 2017) government borrowing totalled £28.2 billion, the lowest year-to-date net borrowing since 2007.



University students invited to prestigious radio awards

A group of students studying Radio Production at the Warrington Campus of the University of Chester travelled across the pennines to a prestigious radio awards ceremony at the Leeds First Direct Arena.

The Audio and Radio Industry Awards recognise the work of teams and individuals in the UK radio industry. Some of the categories were Best Presenter, Best News Coverage, Best Specialist Show, Best Fictional Storytelling and Best Podcast.

The lavish ceremony was hosted by Radio 1 DJ Scott Mills and there were performances by Busted, The Fratellis, Sigrid and The Big Moon.

The Cat Radio is the University's own campus radio station. It broadcasts on 1251am and online.

Radio Production Programme Leader, Michelle Ponting, said: "It was an honour to be invited to this event and it was a great for the students to experience. I think all that came on the trip were inspired in some way."

Will Dell, 21, was one of the students who attended the ceremony. He said: "Not only were the awards a really entertaining evening, but it was great to hear what people who work in radio had to say about the industry."

"I think it's a great opportunity for students to be able to attend an event like this."

To find out more about BA Radio Production at the University of Chester visit: <https://www1.chester.ac.uk/study/undergraduate/radio-production-combined/201809>

Pictured: The ARIA awards.



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Colin Daniels, Chief Executive

PrivilegeHR brings pragmatic HR solutions to North West

A duo of HR professionals with more than 50 years' combined experience have successfully launched a new business venture in the form of PrivilegeHR.

Mary Ball and Peter Waller-Flynn started the firm after working for companies such as Marks & Spencer, Jardine Lloyd Thompson, Hochtief FM and several public-sector organisations to name a few.

PrivilegeHR delivers a reliable and personable HR service offering a range of packages tailored around the level of support required and the duration of the project for companies requiring both on-going and one-off support.

Mary said: "My business partner Peter and I are thrilled to have launched PrivilegeHR, and despite the infancy of our business, we have already noticed unprecedented demand and have welcomed on board a number of exciting clients within the North West area. It felt only right that we should establish our own HR practice and offer our expertise to other companies across the region. Although our company is relatively new on to the market, we have each managed HR processes at a senior level for large-scale global companies, allowing us to enhance our own business acumen and acquire knowledge that we believe others can benefit from.

"Ultimately, our aim for PrivilegeHR

is to achieve business growth, cost reduction and improved employee feedback for each and every client that we work with. To achieve this vision, we offer a service that is truly unique and works for any business, from established corporate companies to mid-size businesses right through to independent start-ups."

PrivilegeHR provides a full range of HR services to suit different requirements offering everything from access to advice and 'top tips' from industry professionals to online resources consisting of templates and guidelines for HR processes. More advanced packages include the option to enrol in workshops which take place throughout the year and specialist support with in-house recruitment.

To accompany its offering, PrivilegeHR has also created an intuitive digital system that is easy to install and use and also offers a smartphone app.

Peter said: "Throughout our careers as HR Directors we have experienced a number of highlights including establishing Hochtief FM from scratch, developing the Marks & Spencer 'Simply



Foods' concept as well as saving companies significant amounts of money through our people related programmes. Mary and I place emphasis on people-centred HR which ultimately results in the successful recruitment, motivation

and retention of staff – an essential element to the framework of any prolific business."

For more information visit www.privilegehr.co.uk

European Union
European Regional Development Fund

Enhancing SME's International Trade Performance

Tailored Support and advice for North West Companies to nurture and enhance their international trade activity.

What does this project aim to achieve?

This project provides tailored export support services to SMEs across the North West including specialist advice, events, activities and financial support towards eligible export development activities. The project complements the Department for International Trade core services and is designed to help firms become better skilled and equipped to access new international markets. Through this project you will be able to exploit new overseas growth opportunities and boost your export performance.

How will this support my business?

We offer a range of support to help the growth and development of your export business. This includes events to identify potential exporters, pre-export development support, a specialist internationalisation programme for research and development focused companies, sector-specific events & market visits, specialist consultancy support and match funded grants of up to £1,500 for eligible companies to help implement bespoke Export Action Plans.

How do I access this project?

For more information about this project and how we could support your business, contact the North West International Trade Team on 0333 320 0392 or email enrinfo@tradenw.org

This support is delivered by the North West International Trade Team under the Enhancing SME's International Trade Performance project funded by the European Regional Development Fund (ERDF) and Department for International Trade (DIT).

Specialist advice, events and financial support to enhance your international trade strategy.

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LJLA receives 5-star rating for flight punctuality

Liverpool John Lennon Airport has been awarded a 5-star rating by the world's leading air travel intelligence company, OAG for flight punctuality. With an on-time performance of 86.7 per cent of flights running on time, the 5-star ranking represents excellent performance over a rolling 12-month period.

Liverpool is the only airport in the North of England and one of just three across the UK alongside Birmingham and Cardiff, to achieve a 5 star rating.

This latest accolade follows other recent industry recognition and praise for LJLA. Liverpool was voted the UK's Friendliest Airport by global flight search and travel deals website Cheapflights.co.uk, received a Highly Recommended award in the Airport of the Year category at the National Transport Awards and scored well in a Civil Aviation Authority report that assesses the quality of assistance provided to passengers with a disability.

Colin Swaine, LJLA's Operations Director commented, "Having worked closely with our airline partners on operational performance for some time, Liverpool now has an excellent reputation across the industry for on time performance.



We recognise that flight punctuality is important for passengers who choose to fly from here for leisure and on business, with Liverpool now seen as the Faster, Easier, Friendlier Airport of choice for passengers from across the region.

High levels of on time performance also help to make Liverpool an attractive airport to operate from for both existing airlines and potential new operators too."

John Grant, Senior Analyst at OAG, said: "With the aviation industry going through a turbulent time, there is a lot for the UK airports to be proud of in terms of the speed at which they're able to get flights on and off the ground. The key for the next 12 months is consistency, as we'll inevitably see the number of flights in and out of the UK increasing."

University's Chemical Engineering students receive the gold standard in education

CHEMICAL Engineering students at the University of Chester are getting an outstanding engineering education, according to a number of recent accolades received by the Department.

The University recently received an unconditional accreditation from the Institution of Chemical Engineers (IChemE) for its BEng degree in Chemical Engineering. This is an internationally recognised 'gold standard' - only 60 institutions in the world share such an accreditation (and more than half of them are outside of the UK). With the first Chemical Engineering degree cohort only graduating this November, it has been achieved at the earliest opportunity.

"Our staff and students have worked really hard over the last four years to get to this point," said Professor Steve Wilkinson, Head of Chemical Engineering. "We were particularly pleased that the IChemE has backdated the accreditation to include our first cohort of students who started in September 2014. This will give them the best possible start in their careers and their journey towards chartered engineer status. Since it has more than 40,000 members, many working in industry, we are proud that the IChemE were really impressed by our strong links with industry through visits and industrial placements."

Other examples of best practice singled out for particular praise by the IChemE assessors were:

- 'provision of well-serviced and modern laboratory accommodation, Library and IT facilities'
- 'excellent opportunities for students to hone interpersonal skills starting in their first year of study'
- 'excellent use of visiting staff to assist the teaching of subjects such as safety and process control'.

The accreditation is the latest in a number of endorsements for the Department, which recently scored 100% student satisfaction in the 2017 National Student Survey (NSS) - both at subject level, and for the BEng/ MEng in Chemical Engineering. The NSS is the annual student opinion poll organised by the Higher Education Funding Council for England (HEFCE). The top score places them in the number one slot in the UK for student satisfaction in a Chemical Engineering course.

On top of that, Chemical Engineering students at the University of Chester are also to benefit from a prestigious teaching programme, funded by the Royal Academy of Engineering.

Less than three years since it was first taught at undergraduate level

at the University, the institution's Faculty of Science and Engineering has been awarded almost £30,000 by the Academy to support a Visiting Professors' teaching programme in the Department of Chemical Engineering.

Professor Wilkinson, Head of Chemical Engineering, added: "We are delighted that the leading body for UK engineers of all disciplines has recognised our commitment to enhancing our teaching, using input from industry. When we designed our courses from scratch in 2013, we built them around industrial input so that all our students get an understanding of what it means to be a professional engineer from day one. In a very short time frame, we have also succeeded in creating one of the best placement programmes for engineering students anywhere in the UK."

Seán Moran from Expertise Limited, who is the new Royal Academy of Engineering Visiting Professor of Process Design for Employability, said: "I am honoured that the Academy has accepted Chester's bid to develop its Chemical Engineering course with my input. Initiatives like Chester's, bringing practical professional skills into engineering degrees, are essential to producing industry - and future-ready - graduates. I am looking forward to further enhancing the employability of Chester's graduates by showing them how to design process plants in the way professional engineers do."

As part of their degree, students from Chemical Engineering and the other engineering disciplines in the Faculty of Science and Engineering, carry out industrial work placements. These enable them to experience engineering - and potential future roles - in a work setting. One of the companies involved is Croft Additive Manufacturing Ltd, who are based in Warrington. Neil Burns, Director of Croft Filters Ltd and Croft Additive Manufacturing Ltd., said: "We've hosted four University of Chester student placement projects over the last two years and we really value this input for our business as a high technology, manufacturing company. The students (from both Chemical and Mechanical Engineering) help us to challenge the existing status quo and provide opportunities for change. But it's certainly a two-way street and really highlights the importance of collaboration in the industry - the students learn a huge amount from us to complement their studies. They return to university several inches taller (metaphorically speaking) after working in a



commercial environment with our professional engineers."

"The amount I gained from my placement was incredible," added engineering student, Christian Mamwell. "To have used computer simulation to reduce distortion in components built via Additive Manufacturing, after only my first year of study, gave me a real buzz."

Professor Wilkinson added: "This summer, we were also incredibly proud to have our first

'products' rolling off our 'University manufacturing line', i.e. industry ready engineering graduates! We are very much looking forward to celebrating graduation with our very first graduates this coming November."

• University of Chester student, Christian Mamwell, on the left, holds some of the product manufactured as part of his project. Rob Watkins from Croft Additive Manufacturing supervises.

EXPORTING IS GREAT



The Northern Powerhouse Mission Programme 2017-2018

The Northern Powerhouse is dedicated to supporting growth right across the North, and enabling the great cities and towns of the North of England to pool their strengths and resources to reach their huge potential.

Film & Media mission to AFM
11 - 18 November
This mission will deliver tremendous knowledge, insight, access, value and a rare opportunity to hear from the industry's global thought leaders, decision makers at the world's largest motion picture business event.
Visit bit.ly/NPHAFM2017

Beverage mission to Shanghai
11 - 19 November
This mission will provide opportunities to network and meet with some of Shanghai's leading beverage companies and business multipliers, as well as visiting the FHC China - China's Global Food and Hospitality Expo.
Visit bit.ly/NPHShanghai17

Manufacturing mission to Poland
21 - 24 November
This mission aims to showcase Northern advanced manufacturing expertise in Poland and encourage companies to develop business overseas in a structured and supportive environment.
Visit bit.ly/NPHPoland17

Retail mission to MAISONS&OBJET
21 - 24 January
The MAISONS&OBJET lifestyle show brings together a 360° product offering including decoration, design, furniture, accessories, textiles, fragrances and tableware.
Visit bit.ly/NPHMaisonsObjet

Starter mission to Berlin
7 - 9 February
This mission invites businesses from the North of England to join an organised visit to Germany's capital Berlin and the federal state of Brandenburg. Companies of all sectors that have little or no experience are invited to attend this exploratory trip.
Visit bit.ly/NPHBerlin

Technology mission to India
17 - 24 February
This technology focused mission will visit to the key locations of Hyderabad, Bengaluru and Mumbai. The technology sub-sectors of Data Analytics and SaaS, Communication and Cloud Technologies and IoT are the focus of this mission.
Visit bit.ly/NPHIndia

Creative & Media mission to SXSW
9 - 18 March
This is a great take companies to the SXSW conference and there will be the possibility for Northern bands to perform at the British Music Embassy. It is an ideal opportunity to promote our region and its creative talent to the rest of the world. Visit bit.ly/NPHSXSW17

NPH Mission Support
Delegates taking part in each mission will receive the support of an ITA, in-market networking activity and (if eligible) a match funded contribution towards travel costs.

Eligibility
Companies must be from the Northern Powerhouse region and be a small or medium sized enterprise with less than 250 employees and not exceed €50m in annual turnover.

Find out more and contact:
To view the full programme of Northern Powerhouse Trade Missions please visit bit.ly/NPHmissions2017. Alternatively for more information please email NPH@trade.gov.uk

College celebrates Black History month

COLLEGE students have gained an insight into black heritage and embraced diversity as part of Warrington & Vale Royal College's celebration of Black History Month.

A variety of workshops and enrichment activities have given students at the college's Warrington and Hartford Campuses the chance to explore the importance of tolerance and respect in today's society.

Black History Month is an annual event aimed at promoting and celebrating black contributions to British society, as well as fostering an understanding of black history in general.

As part of the week-long celebration – the first in a series of events this academic year aimed at promoting equality and diversity – students visited the International Slavery Museum in Liverpool to learn about the turmoil and hardship of black slaves. Wall and book display created in the college's libraries to promote discussion and enhance the student learning experience.

Cheshire Police delivered a number of talks on hate crime, focusing on the theme of black minority groups and how to combat and report all hate crime, while students were also able to take part in demonstrations of Capoeira – an Afro-Brazilian martial art combining elements of dance, acrobatics and music.

Budding young actors and dancers at

the college were able to take part in African dance workshops thanks to a visit from Shyrein Dance Company, culminating in a performance of their own choreographed piece during the college's weekly staff briefing.

Emma Bennett, a level 3 dance student at the Warrington Campus, said: "Working with Karim and Tinu from Shyrein gave us a fantastic opportunity to learn about black history through dance. Learning about African dance helped us to better understand the culture and also how this kind of dance and movement is used to express freedom."

The week ended with a screening of the thought-provoking film, 12 Years a Slave.

Following the screening, one student said: "I have learned that it is important to acknowledge the fact that black people were treated in a disgusting way. We as a society need to become more accepting of others and not have this separation and discrimination anymore."

Michael Smith, Director of Teaching, Learning and Professional Development, and Equality & Diversity Co-ordinator at the college, said: "As a college, we are proud to endeavour to celebrate diversity each and every day. Celebrating Black History Month has allowed us to further enhance staff and student awareness and encourage discussion and debate. By celebrating and



embracing diversity, we are ensuring students understand the importance of tolerance, respect and treating everyone equally."

Michael added: "We are passionate as a college to embrace equality & diversity as movement, not a

moment. It is at the heart of what we do."

To find out more about the incredible opportunities available at Warrington & Vale Royal College, visit wvr.ac.uk or visit our open evening on Thursday 16th November, 5-7pm.

Training Company Awarded Centre of Excellence

Aspire Procurement Training Ltd based at the International Business Centre, Warrington, has been awarded "Centre of Excellence" Status by the Chartered Institute of Procurement & Supply (CIPS).

The Westbrook based company runs training courses which deliver the professional MCIPS qualification for buyers.

Company Director, Mark Parker, who set up the business in 2012 said, "We are proud to announce that Aspire Procurement Training Ltd has been awarded Centre of Excellence status by CIPS.

This is the highest level for a study centre to achieve and follows our recent CIPS audit and CIPS panel approval which endorsed our training methods meet the standards required by CIPS to secure the Centre of Excellence award.

We look forward to working with all of our clients in the new academic year and continuing to deliver the CIPS syllabus to the highest standard."

Aspire are also the CIPS Exam Centre for Warrington and deliver the courses to people in purchasing, supply chain, contract management and buying roles.

CIPS is the global voice of the procurement and supply profession, with a global community of over 103,000 members in 150 countries. Throughout the world CIPS qualifications are recognised as driving leading edge thinking and professionalism in procurement. The five levels of qualification support professional development of people joining the profession right through to those aiming for Chartered status.

Vision to create £40million medical school in Chester unveiled

The University of Chester has revealed its vision to create a £40million medical school.

Cheshire, Wirral and Shropshire are three of the few areas of the UK currently without a specialist training facility for doctors – but that could be about to change.

The University has announced it is embarking on a journey which could see residents from those three areas having access to the latest clinical knowledge and research if plans for Chester Medical School come to fruition.

Many of the highly skilled and competent nurses, midwives, dietitians and biomedical scientists in Cheshire, Wirral and Warrington have undergone their training and development at the University of Chester, and doctors could soon follow suit.

University bosses say Chester Medical School would help address both national and local shortages of doctors, particularly GPs and specialists in areas such as mental health and gerontology; enable trusts across Cheshire, Wirral and

Shropshire to attract and keep hold of the brightest and best medical staff, and respond to the complex and challenging needs of an ever-expanding older population for community-based professional care and support from a fully-integrated health and social care service.

When fully operational, the facility to deliver this would create 90 new roles for academic and professional services staff and would amount to an investment approaching £40 million in the development, construction, equipment and other resources.

The university is hoping to construct a 12,000 square metre, state of the art building with cutting edge facilities as part of an extension of its Parkgate Road Campus. Its preferred location is on the university's land at Glenesk, off Parkgate Road.

An outline planning application for Chester Medical School is expected to be submitted to Cheshire West and Chester Council by Christmas and, if approved, construction would start spring 2019, with the new building ready for use by June 2021.

Professor Tim Wheeler, the university's vice-chancellor, said: "The NHS at a local and national level is a key part of the University of Chester's activities. The University is now being given a rare and privileged chance to join elite of 32 higher education institutions with a medical school.

"This is a significant move for the University, but more importantly, it is a potentially life-changing development for the population of Cheshire, Wirral and Shropshire, three of the few areas of the UK that currently lack a medical school, ensuring a continuing supply of GPs and other highly trained physicians."

European Union
European Regional Development Fund

TR&DE₂
Targeting R&D for Export

Specialist support to drive the strategy, execution and delivery of your R&D projects.

Support for North West Companies who are investing in R&D and looking to increase their potential for Growth through Export sales.

The Programme
TR&DE₂ provides intensive support by identifying and agreeing with you an Action Plan of two or three key actions that will generate impetus to your export strategy.

We have a panel of Consultants to provide free expert advice on a range of international business disciplines and specialist overseas market information.

TR&DE₂ offers a series of free to attend Workshops and Masterclasses on a range of International Business subjects including:

- Market Research – Practical experience and insight into target markets;
- De-Risking the Proposition – Strategic advice on routes to market;
- Customer Connection – Practical help to effectively connect to customers.

TR&DE₂ offers up to £3,000 match funding in addition to the one-to-one support through our team of skilled International Trade Advisers and Consultants. This funding can be used to directly assist you in the implementation of your agreed TR&DE₂ Action Plan.

The Application process:

- You must be a North West located SME Company;
- You must be able to demonstrate you are eligible for, or are already claiming, HMRC R&D Tax Credits;
- Our TR&DE₂ Advisers will be required to confirm you meet and comply with EROF eligibility criteria.

For more information about TR&DE₂ and how it could support your business, contact the North West International Trade Team on 0333 320 0392 or email erdinfo@tradenw.org.

This support is delivered by the North West International Trade Team under the Emerging SMEs International Trade Performance project funded by the European Regional Development Fund (ERDF) and Department for International Trade (DIT)

Supported by

Portal opens The Port co-working space in Warrington centre

Portal Business Centres is delighted to announce that its co-working space, The Port, is now open at Dallam Court in Warrington.

With flexible working a trend that continues to rise, Portal has reacted to the demand for communal work space that doesn't require a fixed term agreement, and that can be used on an as-needed basis.

The Port is an open place office which offers hot-desking from only £10 per day, which includes Wi-Fi. For a more long term solution, either a "fixed" or "floating" desk can be hired for a monthly subscription allowing the option of office space for a longer length of time but again without the commitment of a full time office.

"There has been a huge shift in workplace trends over the past decade. More and more women are returning to work after having

children and are looking for a flexible schedule to work around their families; husbands and partners are supporting them with a change in how they work; and the number of new start-up businesses continues to rise. Both employers and employees are realising that you don't need to physically sit in an office from 9am until 5pm to be effectively contributing. Technology now means that you can work from anywhere and more and more companies are appreciating that there are many additional benefits to be gained from allowing their employees a more flexible work schedule. With this in mind, the demand for co-working space is constantly rising, and reacting to this demand has led to us creating The Port," commented Sallie Maskrey, Managing Director, Portal Business Centres.

"Offering desks in an open plan office area, clients are free to



choose which desk they sit at daily on a first come, first served basis. The Port has a modern, contemporary feel to it which we hope will encourage clients within the office to engage with each other, creating a real community

hub," she continued.

To find out more about The Port, please contact the Sales Team on 01925 445656, email salesteam@portalbusinesscentres.co.uk or visit the website at www.portalbusinesscentres.co.uk



Cheshire and Warrington Business Growth Programme

The Cheshire and Warrington Business Growth Programme is a fully-funded programme of business support for small-to-medium enterprises based in the Cheshire and Warrington areas consisting of a 2-day targeted workshop. Register interest in our final cohorts, with start dates in January, February and March 2018.



Two-day Workshop

The workshops are designed for companies who have been trading for less than 12 months, with workshops aimed at tackling relevant business issues that you currently face such as finance, marketing and strategic growth.



Day 1 Workshops:



Managing Cash Flows



Business Model Canvas



Sales and Marketing



Action Hack Session

The Cheshire and Warrington Business Growth Programme comes with 3 complimentary half-day coaching sessions with one of our business-savvy coaches, who will advise on formulating a strategic growth plan for your business.

Let's Talk about Your Business:

@mmucfe

mmu.ac.uk/centreforenterprise/CWBusinessGrowth

0161 247 3871

cfegrowth@mmu.ac.uk

Benefits of having a professional website to start the New Year

Leading Warrington based web design agency Blue Whale Media has announced some exciting new plans and offers to help small business owners establish an online presence to kick-start the new year.

Managing Director Gary Sweeney said, "A website can do wonders to a business, especially small businesses. With Blue Whale Media, a modern, mobile-friendly website does not cost much and businesses get a marketing tool that, if leveraged well, can really boost profitability. And what better time than the New Year to put an online marketing plan in place. It gives a psychological boost to kick-start the new year with renewed vigour and zest."

Sweeney went on to share some important benefits of having a professional website designed by an experienced web design Warrington agency.

A Mammoth Sales Tool

A website is a sales machine like no other. It allows a business to provide information that prospective customers are looking for in order to make an informed decision. A website is a platform that a business can control to provide genuine and accurate information about its products/services. It also affords a great opportunity to enhance brand reach. A well-designed website with powerful calls to action can really boost sales and profitability.

Helps Build Authority

When someone is looking for information about a business and its product/service, they instinctively look up Google and even social channels. They are looking for a reliable, professional business they can trust.

With its own website, a business can make its voice count, and establish its authority in the industry. This is difficult to achieve in the absence of a website.

Helps Build an Email List

A website allows a business to build an email list in a professional manner. It's faster, easier and ensures that a business is only sending emails to those who have given their consent. It is essential to create a website that builds trust in order to build an email list.

Keeping Customers in the Loop becomes Easy

A website is a dynamic, ever-evolving brochure. By updating it constantly, a business gives its customers and prospective customers to come back to it again and again. A blog section can not only help establish authority, but it's a great opportunity for a business to build relationships with its audience and keep them informed about latest offers and news.

Improves Customer Service

A website affords business owners a variety of options for improving customer service. By adding an FAQ section, answering some commonly asked questions

becomes easy and hassle-free. The customer need not call the company unless they have a grievance or a question that needs expert assistance. The contact page provides information about all the ways a customer can get in touch with the company.

About Blue Whale Media

Blue Whale Media is a trusted web design agency in Warrington. Established since 2010, the agency offers the complete range of digital solutions including web design, PPC, SEO and content writing. The agency aims to help small businesses in establishing a solid online presence.

For more information contact:
Gary Sweeney, 631, Birchwood Boulevard, Warrington, England.
Email: info@bluewhalemedia.co.uk



Brighty future beckons for nationally-acclaimed radio graduate

A graduate from the University of Chester has been nominated for a prestigious national radio award.

Bex Brighty, 24, who studied Radio and TV Production at the University's Warrington Campus, is up for 'Best Entertainment Programme' for her Cat Radio show, The Weekend Wind Down. The Sunday night show included interviews – one with singer Frank Turner and a weekly feature with Bex's 'Nanna Brighty,' who answered a range of questions.

The Cat Radio is the University's student radio station, based at the Warrington Campus. It broadcasts on 1251am and online.

The Student Radio Awards are supported by BBC Radio 1 and Global. They are hailed as the definitive celebration of student radio. Over the years student radio has launched the careers of Scott Mills, Greg James and Annie Mac.

More than 500 entries across 13 categories have been judged by more than 100 industry professionals this year.

The nominees in each category are whittled down to Bronze, Silver and Gold award winner.

Bex said: "The Weekend Wind Down was a programme I really put my heart and soul into during my last year of University and it honestly means so much to me. This nomination is the cherry on top of the cake to the end of the best three years on The Cat Radio and at the University of Chester's Warrington Campus. I'm so excited



to graduate with my 2:1 degree and then head off to London a week later for the awards and to celebrate with my Cat Radio family."

The star studded ceremony will be held at the indigO2 arena in London on November 9, 2017.

Radio Production Programme Leader Michelle Ponting, said: "This is great news for Bex. She worked hard on this programme.

It's also great to have The Cat radio represented at the event again."

For more information about the Radio Production course visit: <https://www1.chester.ac.uk/study/undergraduate/radio-production-combined/201809>

For more information about The Cat Radio visit: www.TheCatRadio.co.uk



Flex kick off charity football tournament

A total of 50 junior football teams from across the region competed in the first charity football tournament organised by local design, manufacturing and supply chain company named Flex.

The event was in aid of Warrington Disability Partnership. In addition to the junior teams, Warrington Wolves Foundation and Everton in the Community and Down Syndrome Football Teams

competed in a closely fought head to head.

An exhibition of Blind Football and teams from Livewire and Culcheth Walking Football Clubs showed that football is a sport for all abilities and ages.

Livewire provided pitches and access to facilities at Orford Jubilee Hub and members of Birchwood Lions Club, with support from staff and volunteers from Warrington Disability Partnership provided admin support and stewards.

Dave Thompson MBE DL, Co-founder and Chief Executive at Warrington Disability Partnership paid tribute to Flex employees who

had organised the event, and Mike Davies from Macron Sportswear in Wrexham, who supported the event.

Over 1,200 people were there including players, coaches and their families; together creating an amazing atmosphere of competition.

Every child that played received a medal and younger players received a voucher from Gulliver's World, and the winners of each age group received a trophy.

The winners included local teams, Woolston Rovers and Appleton Blacks.

easyJet announces expansion at Liverpool

easyJet, the UK and Liverpool's leading airline, has confirmed a move to expand at its Liverpool base, with the introduction of an additional Airbus A320 aircraft - the eighth aircraft to be based in Liverpool.

The aircraft is set to start operating from 27 July 2018. The airline will also upgrade two A319 aircraft to the A320 model, which will significantly increase easyJet seat capacity at Liverpool.

Over 3,000 easyJet flights are set to take place to and from Liverpool between 25th June 2018 and 2nd September 2018 providing more than 1 million seats for passengers to enjoy their summer holidays.

Doing better than thought

Britain's economy is doing better than thought with growth accelerating to 0.4pc in the third quarter.

Strong manufacturing growth and a steady expansion in the service industry pushed the economy upwards.

Manufacturing also boosted the economy with an improved performance after a weak second quarter.

Over the past 12 months GDP grew by 1.5pc on an annual basis construction output was up 2.8pc and manufacturing 2.7pc. Services grew by 1.5pc on the year.

NEW MEMBERS

Cheshire Fire & Rescue Service

Ms. Tracey Carter – Business Safety Manager
Cheshire Fire & Rescue Service Headquarters
Sadler Road, Winsford, Warrington, CW7 2FQ
Tel: 01606-868761
Web: www.cheshirefire.gov.uk
Description: *Public Sector – Fire Authority*

British Heart Foundation

Ms. Leah Goodhind – Community Manager Cheshire
Po Box 657, Macclesfield, SK10 9NJ
Tel: 07500057015
Web: www.bhf.org.uk
Description: *Nations leading heart charity.*

Privilege HR

Ms. Mary Ball – Managing Director
11 Spruce Close, Woolston, Warrington, WA1 4EA
Tel: 07982140433
Web: www.privilegehr.co.uk
Description: *HR Consultancy*

UKTI e-Exporting programme

By joining UKTI e-Exporting Programme, UK companies and brands can reach consumers through e-marketplaces.

An e-market is an online location that provides a platform for companies of all sizes to do business through e-commerce.

Popular e-marketplaces include Amazon, Tmail and ebay. UKTI have identified over 400 e-marketplaces worldwide.

New deal for Yellows boss



WARRINGTON Town manager Paul Carden has signed a new two and a half year deal at Cantilever Park.

Carden had been subject of an approach from National League side Chester recently, but has committed his future to the Yellows until at least the end of the 2019/20 season.

He said: "I'm delighted to sign. Me and Toby (Macormac, club chairman) had an agreement when I came in, and the commitment shown from the club to me and the same back I think was important.

"Toby wanted to get it done as much as I did, so we've agreed it and hopefully we can take the club forward and have a longer spell and bring in success together."

Carden revealed that he had received approaches from clubs at a higher level recently, including from his former club Chester, who recently appointed Marcus Bignot, who interestingly was at the Yellows last home game against Stourbridge.

Carden added: "I was at Chester for a long time as a player, I was captain and you do have a think about it, but the main thing for me was that we're starting to build something here now.

"Toby has never once said to me you can't do this or you can't do that, because I think he knows how hard we work as well. It's not just about signing player after player, we work hard to try and get the right balance, and I feel that we're getting somewhere.

"It's important we maintain that. I didn't want to start looking elsewhere and I committed myself, even if it was only verbally at the time. When I said no to Chester for an interview, I think Toby's recognised it and I'd never want to walk away from here, we've got too much to do!"

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- Set up on e-marketplaces around the world
- Set up on e-marketplaces quickly
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How to Join

Email UKTI's retail team

consumerretail@ukti.gsi.gov.uk if you're interested in joining the programme or need more information.

UK Trade and Investment (UKTI) with its team of expert advisers located across the globe, can help you fulfil your international ambitions. It can assist you at all stages of the business planning cycle, from inception to completion. Whether you're a seasoned exporter or just beginning to expand overseas, talking to UKTI is one of the best moves your company can make.

Through a range of unique services, including tailored support programmes, participation at selected trade fairs, outward missions and providing bespoke market intelligence, we can help you crack foreign markets and get to grips quickly with overseas regulations and business practice.

For further information please contact Warrington Chamber of Commerce on 01925-715150 or info@warrington-chamber.co.uk

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The copy deadline for the next edition of Insight magazine is

Monday, November 20

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info@warrington-chamber.co.uk

Price is right for Warrington Wolves

WARRINGTON Wolves today confirmed the appointment of Steve Price as the club's new head coach on a two-year deal – as previously forecast by Warrington Worldwide.

Price, 40, takes on the role from departing head of coaching and rugby Tony Smith, making the move from his position as assistant coach with NRL side Cronulla Sharks. He brings with him NRL Grand Final winning experience, having been part of the coaching team at both St George Illawarra Dragons and Cronulla Sharks.

A former player at St George Dragons and Balmain Tigers in the late 1990s he began his coaching career at the Dragons in 2002 with the Jersey Flegg under 20s. He then progressed to the Premier League and Toyota Cup 20s sides before stepping up into the position of NRL assistant coach under Wayne Bennett in 2010, the year they finished the season as Premiers.

Price was promoted to the position of head coach of the Dragons in 2012 at the age of 34, making him one of the youngest head coaches in NRL history. At the end of 2014 he made the move to Cronulla as assistant coach, enjoying another Premier winning season when the Sharks secured the Grand Final win over Melbourne last year."

Chief executive Karl Fitzpatrick said on the appointment: "Following completion of a thorough and

extensive search, we firmly believe that in Steve Price we have found the right man to bring success to Warrington Wolves. As a result of his involvement in two NRL Grand Final winning clubs, Steve fully understands what is required to deliver that success; he is regarded as having a major influence on the Sharks' 2016 Grand Final win and he is highly respected by all of their players.

"During our detailed discussions, Steve clearly demonstrated an exceptional understanding of the game in both attack and defence, and he has a great awareness of Super League. Steve has a reputation for attention to detail when it comes to his team's preparation and performance, and he is acutely aware of the high expectations we have here at Warrington.

"Steve was one of the youngest to secure a head coach role in the NRL, and we are certain that this experience will put him in good stead. We received resounding positive feedback at all stages of the recruitment process, with Steve being highly recommended by some of the sport's most successful coaches and influential players."

Price added: "I'm excited to be heading to the UK and being part of the Warrington Wolves for 2018.

"I'm grateful to be leading this great club with such a passionate fan base and prestigious history. I endeavour to build a tough and



resilient football team, that will be attractive to watch and will enhance the Wire brand.

"I'm looking forward to working with the Warrington Wolves Board, CEO, office and playing group. As well as getting to know the supportive Wire community."

Shane Flanagan, Cronulla Sharks head coach, said: "Steve has played an important role at the Cronulla Sharks over the last three years and was integral part of Premiership winning side in 2016.

"His knowledge and support has been invaluable for me as head coach and I know the playing group here at the Sharks will be disappointed to see him leave for season 2018.

"Steve's passion and work ethic will be a great addition to the Wolves and his desire to succeed will be the

driver behind his professionalism. The Cronulla Sharks Football Club looks forward with great anticipation and excitement to see Steve and the Warrington Wolves season unfold in a highly successful manner. Good luck Steve Price and the Wolves."

Brisbane Broncos and England international coach Wayne Bennett added: "It was a pleasure to work with Steve, he is a good person as well as a very good coach. When I joined the Dragons in 2009 he was the only staff member I retained and we went on to lead the team to a premiership win in 2010. He once again showed the influence he can have on a team when Cronulla won in 2016 with him as assistant coach. I have no doubt he'll do a good job at Warrington; everyone speaks very highly of him within the game."

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