

March 2022

## Dust off your business cards and brush up your 'elevator pitch' ahead of April's members' only meeting



Ahead of next month's meeting, members are being urged to dust off their business cards and brush up their 'elevator pitch'.

Being held on Monday, April 11, at Chamber member Hotel St George, our April gathering is a members' only business safari'.

And for those who have not been to one before, it is a speed networking event where business owners in the room all meet each other, give a brief introduction to their business, and promote their latest news, services and offers.

This will be the first Harrogate District Chamber of Commerce Business Safari since before the Covid pandemic struck in March 2020.

Harrogate District Chamber of Commerce CEO David Simister said: "Our business safaris were always a highlight of the Chamber's annual calendar of activity

"These meetings, held twice a year, are only open to members, and a benefit of being a member of our business organisation.

"They are always popular events, and give our members an opportunity to introduce themselves and their business to everyone in the room."

He added: "I'd like to thank the Hotel St George for hosting us, and for many it will be the first time they have stepped into it since its purchase by The Inn Collection Group."

To reserve your place/s, please book online [here](#).

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### **Hottest Ticket In Town — Our 125th Anniversary Party!**

Calling all members, make sure you have the evening Monday, May 9, 2022, blocked off in your diary, as this is when we will be holding our 125th Anniversary Celebrations. Invitations will be sent out over the coming week, and we do hope you will be able to join us for drinks, buffet and the inaugural awarding of the President's Trophy to a Chamber member who has demonstrated commitment to both business and the community.

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## Thank You Pavilions of Harrogate and Guest Speakers



A big thank you to this month's host venue and Chamber member Pavilions of Harrogate, and to our three guest speakers—Zachary Greaves, Fiona Hunt and Martin Whincup.

Sue Kramer, Harrogate District Chamber of Commerce Management Group Member and meeting organiser, said: "I'd like to thank all three speakers for their terrific contributions, as well as to the Pavilions of Harrogate for hosting the meeting.

"I was delighted to see that audience numbers were back to pre-pandemic levels."

For those unable to attend, here's a 'who's who' of our speakers, who are all Chamber members.

Zach founded Artus in 2018, to help businesses to tell their story and maximise their online presence. Having studied English at university, and then gone into various marketing, sales and management roles, he always wanted to pursue a creative path.

Despite a challenging 2021, the Artus team has grown, and now six people are involved in the business. With a flexible service offering, and an emphasis on quality, the business continues to develop organically. However, Zach wants to ensure growth is sustainable by ensuring customer service and quality of workmanship is never compromised.

Fiona is a consultant, marketer, writer/producer and Non-Executive Director. She has experience across the UK and Australia holding leadership roles with Google, Sydney Opera House, Mahlab Media and most recently MediaCom UK.

Fiona is a trustee for Harrogate Theatre and a judge on the UK Social Media Awards.

Fiona moved to Harrogate last year, basing her company, AitchCo, here. The AitchCo team are made up of marketers, creative writers and producers who work with a range of clients from arts, retail, tourism, TV, media and government sectors, combining the best in brand marketing and creative services.

Martin Whincup, Associate Director from Berwins.

Martin has 10 years' marketing experience, much of which has been gained working with professional services businesses. As head of the marketing function at Berwins, his role is chiefly to develop and deliver the firm's marketing strategy, supporting its brands, teams and offices to grow in line with business objectives.

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### **Circular Yorkshire Week On Demand**

Circular Yorkshire is a campaign to raise awareness and inspire action around the circular economy as a way to make our region, its businesses and communities greener, fairer and stronger.

Building a circular economy in York & North Yorkshire will be a vital part of achieving our ambitions for the region's economy to be carbon negative by 2040. By embracing the circular economy, communities can build stronger and more inclusive connections and businesses can become more profitable.

What is a circular economy? It's a way of

working that promotes using only what we need, stopping waste and making the most of all our resources, including people, products, services, systems and our planet.

How can it benefit our region? It will create a thriving & resilient economy that benefits business and the environment for all people now and in the future.

Collaboration is key to our success. Businesses small and large, local authorities, towns and our communities must act together.

You can catch up with all the activities [here](#):

## Cut in Rail Services Condemned

A cut in rail services by Northern—which will see the 6.07am from Harrogate to Leeds—has been condemned far and wide.

In addition to the axing of the 6.07am from May 15, the rail operator is proposing the withdrawal of a through return service between Leeds, Harrogate and York in the mid evening, after the half-hourly service finishes, leaves an appalling two hour gap for users of the line, namely the 1929 Leeds-York, 2110 York-Leeds and 2239 Leeds-Harrogate. So there are no trains from Leeds to Harrogate between 2129 and 2339. The 2129 is now the last train to Knaresborough and beyond - formerly it was one hour later. There is no train from York to Harrogate between 2011 and 2211. Similarly, there's no train from Harrogate to Leeds between 2046 and 2245.

Brain Dunsby, Former Chamber Chief Executive and Harrogate Line Supporters Group spokesman said: "This cancellation of the 06:07 is very serious indeed. This early start is vital for many business travelers.

"We appreciate the various issues faced by Northern and can understand reductions in peak services where usage has fallen greatest, but to us some changes above seem inappropriate and disruptive (the cancellation of early Harrogate-Leeds

services and the two-hour mid-evening gap), and the cuts to peak services on our line seem exceptionally deep.

All these cuts particularly inconvenience longer distance travellers returning back to Harrogate or other stations on the route. They severely impact late workers and the evening economy, and will lead to crowding especially on Fridays and Saturdays.

"We hope that as resources become available (with completion of training, easing of industrial relations issues etc) we will see improved service provision as soon as possible on the Harrogate line with earlier starts restored, the two hour evening gap eliminated, peak hour services reinstated and eventually with the reintroduction of the semifast services."

David Simister, Harrogate District Chamber of Commerce Chief Executive, said: "This move by Northern is a real kick in the teeth to early morning commuters, ones who need to be in Leeds before 7am.

"I hope the combined voices of our elected leaders, together with passengers and those who have worked tirelessly to bring the district's rail service into the 21st century, will be heeded by Northern, who in turn will reverse their disastrous decision."

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### **End of the Road for The Harrogate Christmas Market—statement from organisers**

Harrogate Christmas Market Ltd has successfully organised the Christmas Market on Montpellier Hill for eight years. As a result of Covid, we have been unable to arrange the Christmas Market for the past two years.

The Harrogate Christmas Market team leaders have now decided not to organise any future markets in Harrogate. We thank all our super local volunteers, voluntary organisations, local contractors and traders for all their support over the years.

Our Christmas Markets have attracted over 80,000 visitors per year and supported the

local economy by £2.7m per year. In 2019 it attracted a total of 187 coaches from around the country and nearly 200 local traders selling local produce or products.

Harrogate Christmas Market Ltd has provided financial support to a total of 14 local charities and good causes amounting to over £90,000 for the past five years

We wish those taking up the challenge of providing a good quality Christmas Market in Harrogate all the best as we know how hard it is to create something that is truly appreciated by visitors and traders and which supports local businesses

Thanks for your personal support over the past ten.

## **Six Steps to a Better Business by Chamber member ActionCOACH**

Six Steps to a Better Business is a power packed free workshop designed to help local businesses expand their horizons.

Being held from 9am until 11.30am on Friday, April 8 at Cedar Court Hotel Harrogate, this ActionCOACH event will help business owners take the first step towards achieving every goal.

### **Learn how to increase your profits by 61 per cent**

You will walk away with concrete ideas on how to increase your business profits, make your team more effective, and get a grip on your time management.

### **Get more done in less time**

At ActionCOACH we call this "Leverage". We will show you strategies and proven techniques to enable you to spend more time working ON your business rather than IN your business - a vital skill for business growth.

### **Six keys to a winning team**

We will demonstrate how we have helped 1000's of clients improve the productivity and commitment of their team members.

### **Walk away with energy, vision and focus.**

We will help you to understand how your business is merely a reflection of you and how you can break through your current barriers. Learn to approach your business from a different viewpoint and create a bigger and better vision of the future.

### **Bulletproof strategies**

We will share bulletproof strategies that are working with over 15'000 business owners around the world to help you to understand how successful businesses work.

ActionCOACH Andrew Joy said: "This free morning of coaching is one of the best ways to get stuck into achieving your business goals and finding out how other businesses are growing their profits through ActionCOACH.

"We recommend that you register for your free ticket as soon as possible! And what's more? Tea, coffee and pastries are on us!"

To attend, please click [here](#).

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### **Positive responses retain Legal Aid contract for McCormicks**

Harrogate criminal law practice and Chamber member McCormicks has won a contract with the Legal Aid Agency to continue to supply services for both its own clients and those that need assistance of the duty solicitor.

Duty Solicitors represent people who do not have a solicitor but require legal representation, both at the police station and in court.

All solicitors in private practice dealing with publicly-funded work have to be assessed by an external auditor. Legal Aid provides funding for certain types of work, such as advice on criminal proceedings and family breakdowns, to around two million people every year.

Awarding of the contract followed a successful Specialist Quality Mark report which stated that McCormicks' Crime department monitored the financial position closely, completed file reviews face-

to-face, which was good practice, and that all files reviewed were in "good order and easy to follow".

It said: "All the feedback forms provided by clients show very positive responses, which is a credit to the firm and shows that the firm is delivering a good standard of service to clients."

All firms who carry out Legal aid work must also have their cases assessed by their peers, a process known as peer review, McCormicks' Crime Department gained one of the highest marks, underlining the quality of the work.

Partner Peter Minnikin, who heads the Crime and Fraud department, said: "The comments are a testimonial to the hard work and dedication of my colleagues.

"We think it is incredibly important to continue with this type of work that supports people at some of the most difficult times of their lives. The recent independent reports show that we continue to deal with this work to a very high standard."

## New Managing Partner at Raworths Solicitors



Simon Morris, pictured, has been appointed as managing partner of Chamber member Raworths Solicitors with effect from 1 April 2022. Simon succeeds Zoe Robinson who is stepping down after ten years in the role.

As a current board member and head of Raworths' commercial team, Simon has overseen the development of the firm's commercial offering into a fully integrated, high quality service for the firm's growing client base of privately owned businesses, entrepreneurs and high net worth individuals and families.

As managing partner Simon will continue to focus on driving the firm's vision of nurturing an outstanding team, delivering excellence and building strong client relationships.

As part of this continued drive, Rachel Tunnicliffe, the firm's head of private client becomes senior partner with a focus on client engagement.

Simon said: "Zoe has made a brilliant contribution to the success of the firm over the last ten years including embedding our culture. This supportive environment makes Raworths a great place to work, fostering excellence and making us one of the few firms in the North of England that delivers a genuinely integrated and outstanding service to businesses and private clients.

"My priority going forward is to continue building on our strong team culture, delivering high quality work for clients and growing sustainably. As the last two years have shown, there is nothing that outstanding people working as one team can't achieve."

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## **Aspire2lead in York and North Yorkshire**

Aspire2Lead (A2L) is an exciting project part-funded by the European Social Fund which aims to provide free support to women to boost their skills and confidence, achieve their potential and contribute to the growth of businesses in the York and North Yorkshire LEP Area.

The Opportunity Centre is working in partnership with Beyond 2030 and Yorkshire In Business to deliver a range of services with a holistic approach for individuals and organisations to suit their needs and goals.

A2L offers group training and one-to-one support to employed/self-employed women to tackle specific barriers to progress and help them advance within the workforce.

The project also supports SMEs to boost their productivity by adapting policies and procedures to improve inclusivity and attract and retain high-quality employees in their workforce, as well as supporting SMEs to put procedures in place to ease the transition of women who may be returning to work after a career break, furlough or an extended period of sick leave.

Schools, colleges and universities can also access influencer training which is designed to encourage young women and girls to be ambitious and aim for senior leadership positions by tackling unconscious bias.

To find out how you can access this completely free of charge service please contact **A2L** on [aspire2lead@theopportunitycentre.com](mailto:aspire2lead@theopportunitycentre.com)

Please note, for individuals to be eligible, they must be in employment, have the right to live and work in the UK and be 19 years of age or above.

SMEs must be able to prove that they have fewer than 250 employees to receive support.

Aspire2lead is a project part-funded by the European Social Fund that helps support women in employment and SMEs in York and North Yorkshire.

It offers support for those returning to work and to the companies they may be returning to.