

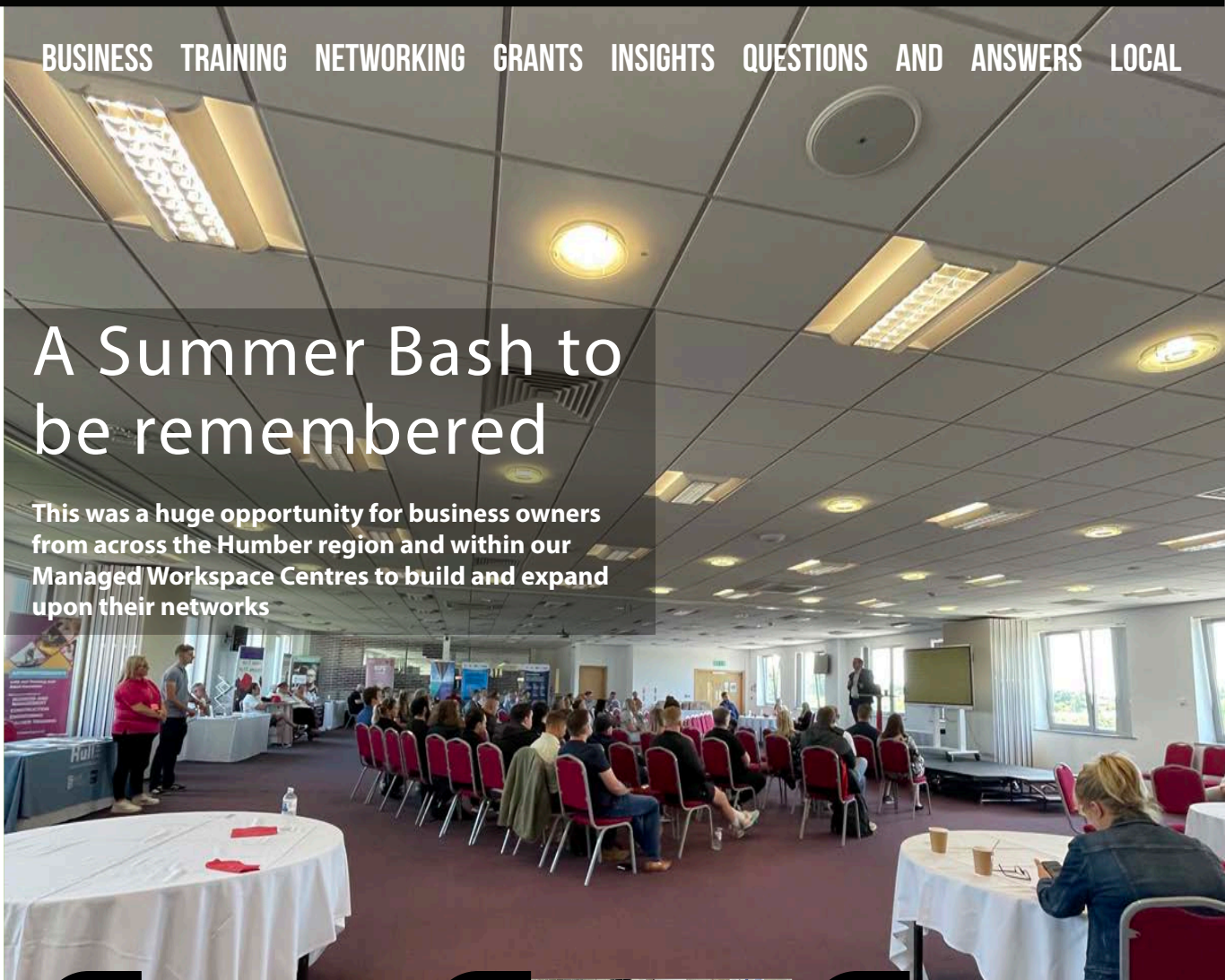


MWC NEWS

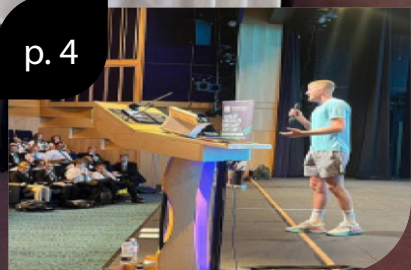
BUSINESS TRAINING NETWORKING GRANTS INSIGHTS QUESTIONS AND ANSWERS LOCAL

A Summer Bash to be remembered

This was a huge opportunity for business owners from across the Humber region and within our Managed Workspace Centres to build and expand upon their networks



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INSPIRING NEXT GENERATION

Sam Larvin talks about how boxing helped him tackle his mental health issues.

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SUMMER BASH NETWORKING EVENT

Successful Summer Bash brings regional businesses together.

p. 14



SOLARFROST FEELS THE HEAT

How the recent heatwave has helped to drive more business

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All content is edited, verified and published by the Managed Workspace Centre Manager, Allan Rookyard.



Welcome to the first edition of our relaunched magazine

Our aim is to work with local businesses to help them expand, grow and achieve their aspirations. This issue will focus on guidance, advice and business support available to businesses within Hull, East Yorkshire and Humber areas.

The team here at the Managed Workspace Centre work with a range of different business across our three centres. We aim give them the opportunity to grow and develop within our centres.

We hope that the stories you read in our magazine will help to inspire your business to grow and to learn about the different support available for your business. Articles of different businesses of start-ups to SME's, focusing on their companies' and achievements.

At the beginning of July, we worked hard to organise and host a successful 'Summer Bash' networking event to bring business owners from across

the region to learn about the different types of funding and business support available to their business and customers. This event had a large turn out with many business owners expressing how well organised and informative the event was. We would like to thank you for your continued support as we shape and develop our magazine to become better over time.

We're on various social media platforms and you can find these handles on the last page of the magazine. So please give us a follow to keep abreast of all the latest information, news, events and centre updates.

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Striving to Inspire

Sam Larvin is a qualified boxing coaching who found his passion for boxing from a young age. He saw this time as an opportunity to take some time for himself to rest and recover mentally as well as physically to come back refreshed.

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Summer Bash event

Hull City Council's Managed Workspace Centre team hosted their first networking event of the year at Craven Park Enterprise Centre to great acclaim. The event brought together a collection of businesses owners and support providers across the city and region.

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Working to train

Natalie and Andy Wildblood have put their extensive knowledge together to create Fusion Advanced Training. Natalie's expertise lies in first aid, whilst Andy teaches security courses for to those looking to work as door staff.

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Striving to Inspire t

Sam Larvin is a qualified boxing coaching who found his passion for boxing from a young age. But due to struggles with mental health he took a break from the sport from the age of 18. He saw this time as an opportunity to take time for himself to reset, rest and recover mentally as well as physically to come back rejuvenated.

In April 2021 he was offered to take a coaching course at St Pauls Boxing academy to become a qualified Level 1 Boxing Coach. This six-month course allowed him to train alongside top athletes and national champions which helped him build up and regain any lost confidence.

He loved the sport so much that he would train people for free, but it wasn't until his friends suggested that maybe this could be a career for him.

Though Sam deliberated on the idea, he finally decided in October of last year to 'bite the bullet' and start his own business coaching boxing. He then left his full-time job at Hull City Council to focus on his business.

Even though he is a qualified boxing coach he still wants to use his journey in the sport to help inspire the younger generation by talking about his struggles with mental health and how he has found new methods to deal with them.

LARVIN BOXING



he next generation

He told me how he was invited to talk at Hull University to students at Sirius North Academy about how important mental health and discipline is and how he has coped with it. Speaking about his presentation he said how important it was to not make it all about himself but to try and tailor it to make it relatable to his audience. He did this by talking about the different types of discipline and linking them with example you can experience at school.

Talking about our recent networking event, what Sam attended, he thought it was a well organised event with lots of support available to help businesses.

At the moment it is just him running his business but, in the future, he spoke about the option of bringing on an apprenticeship in boxing because he felt when he was at school there weren't many apprenticeships in sport. Therefore, he would be delighted to give someone that opportunity who has a passion for boxing a chance to study it.

Story by Emily Bendelow



INTERESTED IN FINDING OUT MORE?

***For more information you can contact Sam Larvin
sam@larvinboxing.co.uk***

Hull City Council's Managed Workspace Centres (MWC) hosted their first networking event of the year at Craven Park Enterprise Centre.

Thursday 7th July saw Hull City Council Managed Workspace Centres team host their first networking event of the year at Craven Park Enterprise Centre. This event brought together a collection of businesses owners across the city and region. This was a huge opportunity for business owners to expand their networks, learn of additional support within the city as well as making their businesses known to other businesses in the area.

The idea for the event was created by our Managed Workspace Centre Manager who wanted to showcase the excellent work that colleagues across Hull City Council are doing as well as showcasing what we do within the MWC team and how it can help businesses in the region. Guest speakers were invited to speak from different business sectors who provide various support and funding. These speakers were Hull Libraries, HEYLEP and Employment Inclusion.

Numerous stalls were set up to feature our guest speakers and a variety of different companies based within our three MWCs. Allowing attendees to learn more about the support and services they provide.

Many businesses who attended expressed that this is their first time visiting a networking event

and were interested to see what support is out there for their company. Natalie Wildblood from Fusion Advanced Training spoke how as a new business they are new to networking and excited to see what opportunities they can get from this event, as well as making their brand known to other businesses.

Helen Thompson of Redfez, a businesses based at Craven Park, said how they have been to plenty of networking events because they see it as a great opportunity to get to know other businesses within the centres.

Our very own manager at MWC Allan Rookyard opened the event, outlining what the day had in store and introduced all the speakers too. First up was Hull Libraries who highlighted the different types of resources they can offer companies within the libraries, Innovated Humber and CLLD (Community Led Local Development). One of the main points the libraries talked about is how they provide a free service along with free use of their data base for market research. This resource can help business to research their initial idea or using it to reach new customers.

Cari from Innovate Humber, one of the partners in collaboration with Hull Libraries, also got a chance to inform the attendant of what type of specialist information they can offer businesses. Outlining how they provide 12 hours of free support which can be used to help business research what funding they might need to help them grow. Also, they talked about how important intellectual property (IP) is to a business and how they can help you to protect that.

Lastly CLLD team, talking about their services and the different type of funding which is available for businesses. They offer grants with an aim to help business in Hull to create local economic opportunities for its community.

After the libraries finished their presentation, we had a short interval before the next speaker. Speaking to Melanie Bryan who runs an acupuncture business at Louis Pearlman Centre, Melanie expressed how she is interested in approaching the libraries about branding for her business after hearing them talk about advice they offer about protecting your IP.

Next up was Jon Brunton from 'HEYLEP' who explained the various funding options and resources the Growth Hub team can offer to provide business support. This organisation is government funded which means "we can be impartial, we don't have to sell anything as it is a free service and we only give advice to those businesses needs." Said Jon Brunton.

During his presentation he talked about the three grant funds available to businesses. One of the grants will allow businesses to work with digital specialists. They provide grants by offering to cover 40% of the cost on projects of up to £6,000 and grants of up to £2,500 to help businesses work with external specialists or consultants.

Another resource that businesses could be interested in is the employability scheme. Through this scheme they offer support to help find the right scheme for your businesses. The different types of employment are apprenticeships, traineeships, and degree apprenticeships.

The final speaker of the day, Phil Hall from the Employment Inclusion, talked about the various resources they provide to help benefit unemployed people from support through Hull Training and Adult Education. He said how working with these organisations can be useful to help work on people issues they could be facing in the industry. The team can offer support to get them ready for work.

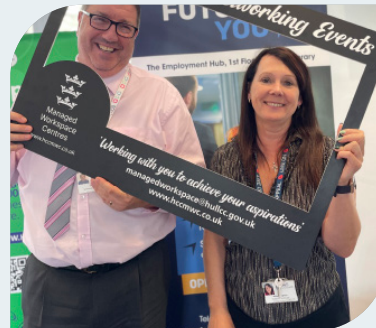


They also offer support to businesses who are looking to expand through different schemes via the employment inclusion schemes. These schemes are Employment Growth Grant, Upskilling funding and HBEES (Hull Business Energy Efficiency Scheme). Upskilling Funding is a great opportunity for Hull businesses to grow by utilising this funding to help train staff members with 50% of payments covered, up to maximum



£1,500 per person.

HBEES works to help SMEs in Hull to help save energy and money. They offer this support through funding of up to £10,000 which can go towards replacing existing equipment or installing new equipment within your business.



WORKING TO TRAIN COMMUNITIES

HOW THE WILDBLOODS ARE WORKING TOGETHER TO TRAIN THE COMMUNITY TO BECOME SAFER.

Natalie and Andy Wildblood have put their extensive knowledge together to create Fusion Advanced Training. Natalie expertise lies in first aid and whilst Andy's is to teach security courses for door staff. She told me how working for other companies in the past inspired her to set up her own business alongside her husband. Originally, they were going to wait till she finished studying at university, but after a demand in the market, they decided to set up the business sooner.

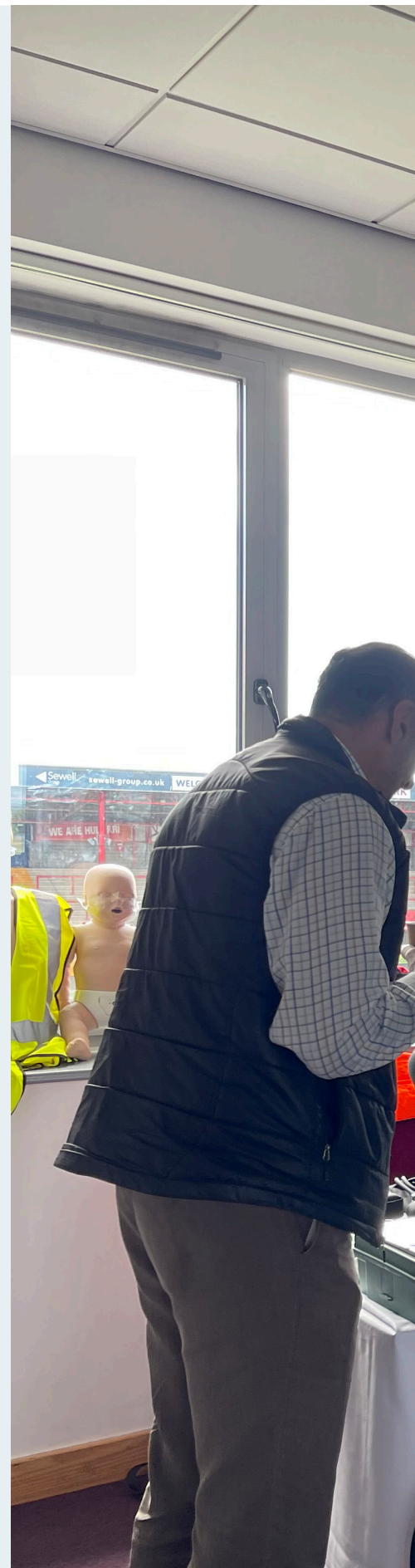
One of the courses they recently started to teach is in conflict management for the Street Angels in town. She did express how in the future she would like to expand to get a bigger space because now they can only train 10 at a time. Therefore, any group bigger than that will need to be trained over one day.

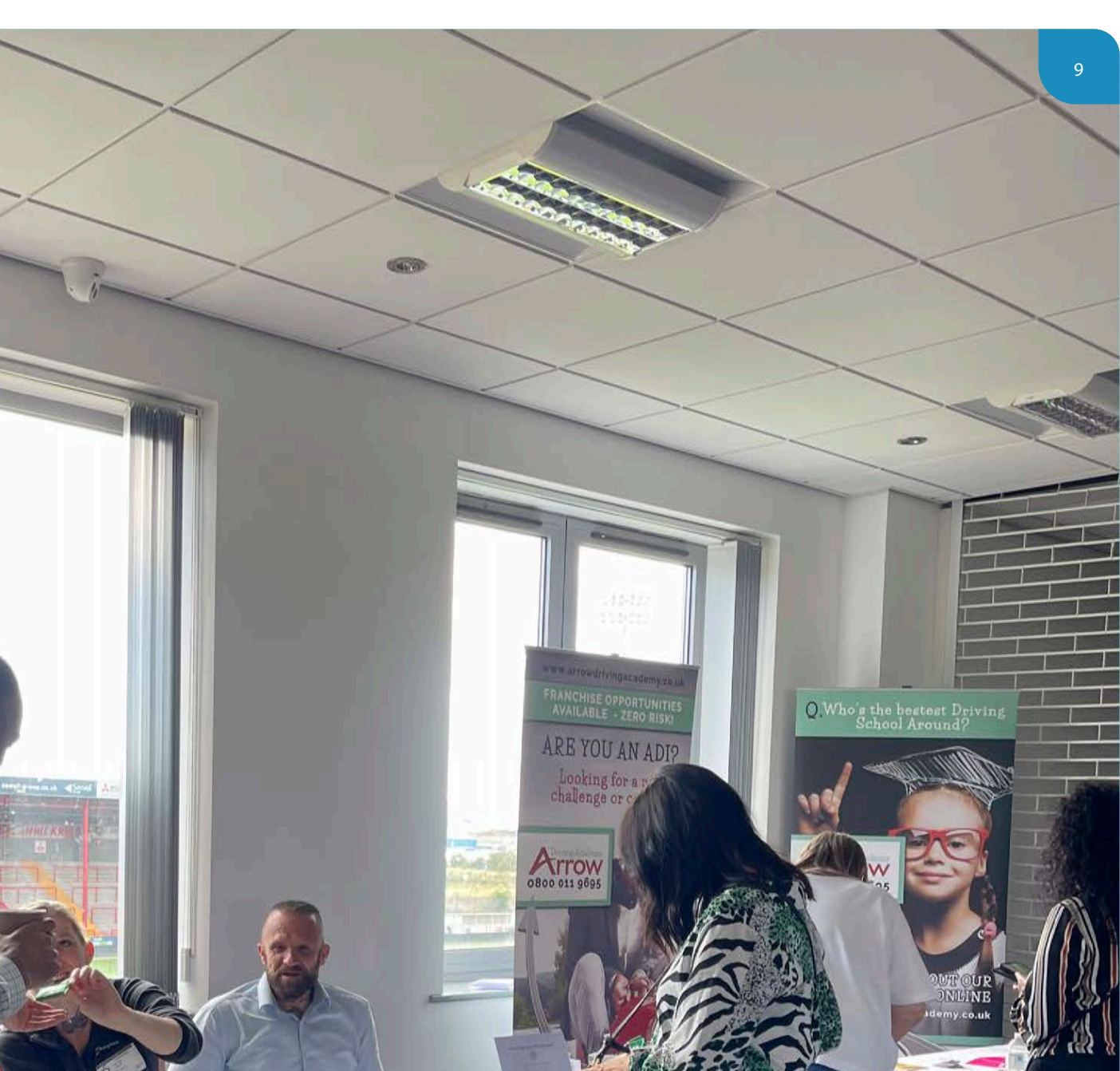
When I spoke to Natalie about our networking event, she told me how organised it was and how many were interested in the training side of the company. They had a busy day with enquiries which could hopefully lead

to future work - stating "it was really good getting the name out there." She told me how she is going to provide free training for a domestic abuse charity, but she is happy to get the Fusion Advanced Training name out there more so more businesses can become aware of it.

Listening to all the speakers she did find the LEP's talk very helpful about the different grants and funding that is available for SME businesses. After hearing about the grants, she told me how the digital grant would benefit her business more because they want to start providing a CCTV training course and the equipment for it is very expensive.

Talking about her plan for the business she would like to hire more staff. If they pass their teaching qualification, then she would like to give them work by getting them to train staff.





HOW TO CONTACT FUSION TRAINING

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01482 738 430

SPECIALISING IN SIA SECURITY TRAINING & FIRST AID TRAINING

HOW INTERACTIVE TECHNOLOGY IS CHANGING THE WAY WE NETWORK

Nevenka Fenwick director of Evoke Technologies tells us how her technology was used to interact with the attendees at our current event.

Evoke Technologies is an interactive technology company which specialises in Interactive Touchscreens, Floors and Tables, as well as Sensory and Immersive Solutions.

On the day of our event Evoke Technology allowed us to use one of their interactive screens to display our guest speaker's presentation and a signing in machine, to showcase the products they can provide for any business and how easily this works and benefits business.

Nevenka Fenwick, director for Evoke Technology, told me how the networking event was a good turn out with helpful information about business support available from companies. She expressed how networking events are good to get your brand out there quoting "at the end of the day, It is who you know and who they talk to down the line."

Nevenka said she found the information provided through the guest speakers to be very informative. She told me how she spoke to the team at the employment hub who are involved in employability scheme to help business expand their teams. Having recently gone through the employability scheme to hire one of her staff members, Ben Anderson. He originally started working for Evoke Technologies through the Kickstart scheme and is now completing an 18-month Digital Marketing Apprenticeship with them.

Speaking about the future of Evoke Technologies, Nevenka said how now with them only being 4 years old they are happy with the team they have because their business is still very up and down. But eventually when they do want to grow their team, they would have to find the right person with a set of skills that can help her team to grow.

Asking her if she would consider doing the apprenticeship scheme again, she said "we would always look into it, we have fallen lucky with Ben". During his time on the kickstart she said Ben found his passion for the design and social media which gave him the opportunity to apply him for the digital marketing course.

Overall, she felt it was nice to see business from across the region coming together to network and learn about other businesses. "Sometimes, if you are a small business then coming to these networking event can help you to make your brand known to others as well as learning hints and tips on how to improve your company". Nevenka is looking forward to the next event being organised by the MWC team.

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- Exploring your options
- Offering the solutions
- With tailored support from our team

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HOW TO CONTACT EVOKE TECHNOLOGIES

WEBSITE

<https://evoketech.co.uk/>

EMAIL

sayhello@evoketech.co.uk

TELEPHONE

01482 460 920

evoke
TECHNOLOGIES

HULL LIBRARIES BUSINESS & IP CENTRE

WHAT DOES THE HULL LIBRARIES BUSINESS CENTRE DO?

We are there to help small businesses and starting up businesses or existing businesses get to the next step in their journey. We can offer range of data basis that can help them with their market research and we can offer intellectual property (IP) help

for trademarks, copyrights, design and patents.

WHAT TYPE OF SUPPORT DO YOU OFFER?

We do offer a variety of support we can do one to one sessions either live or on teams. We offer workshops, two day events and currently we are starting up some networking mornings across the region.

ON YOUR WEBSITE YOU ARE INVOLVED IN NETWORKING WORKSHOP EVENTS, IS THERE GOING TO BE MORE OF THAT TO COME?

Yes, we have monthly events in Bridlington, Goole, Beverly and Grimsby sites and we have dropping centres in Hull.

We have a big day coming up in the autumn called 'Start Up Day' which everyone is welcome to come but it will be a similar experience to this where we will have lots of businesses come and with variety of information being shared and hopefully the IP centres can come and do some stuff as well.

IS THIS A FREE EVENT?

Everything we do is free. We are Hull libraries so what we offer is a free service.



ARE THERE ANY RESOURCES THAT BUSINESSES DIDN'T REALISE THAT YOU OFFER?

If you go online to try and find out how to protect your intellectual property you might end up paying an awful amount of money. But we are the only people in the region that are trained are allowed to offer that support for free. Also, people are welcomed to come and use our data basis because we do pay for thousands and thousands of pounds for that experience it is not information you can find on Google, which means that you will have up to date information that can be use from your business plan to your funding finance.

WHAT IS THE MOST IMPORTANT ADVICE YOU CAN OFFER TO A BUSINESS?

Most important advice is don't get overwhelmed and get the help that is there. The library is good because we are not



WEBSITE

www.hcandl.co.uk

EMAIL

Reference.library@hcandl.co.uk

TELEPHONE

01482 223 344



business advisors, but our job is to signpost you to the correct support that you need. If you are feeling overwhelmed by lots of information when you are starting up then come and get some help about how things work and we will help get you where you need to go.

WHAT DOES INNOVATE HUMBER DO?

Any Business that has a new idea or a concept that they want to develop to reality into something concrete we can help them with that and It can be a new process product or service. That can be part of their business or something they want to realise to market so it covers a lot.

DO YOU PROVIDE A FREE SERVICE?

Our services are fully funded and we offer 12 hours of free support which is really valuable for your business. You have access to our data bases and funding

opportunities to help develop your idea.

WHAT DO CLLD DO?

CLLD stands for Community Led Local Development. They offer grants with an aim to help business in Hull to create local economic opportunities for its community.





SOLARFROST SUCCESS DURING HEATWAVE

HOW THE RECENT HEATWAVE HAS HELPED TO DRIVE MORE BUSINESS

After spending most of their adult life working in the glazing industry, Neil Shearsmith and Steve Oxley decided to work together to launch their own company called Solarfrost Ltd during 2021.

Solarfrost Ltd is a company that supplies and installs a range of polyester windows films, which can help to reduce the heat and glare as well as providing safety and protection if your window gets smashed. With this product being unique, they saw a genuine gap in the market for this product. Steve told me how they initially was going to start small by working on cars, but since they have a vast knowledge on the market, they decided to expand and tailor their product to commercial and residential windows as well.

After purchasing acquiring a business, they realised they had everything in

place to go straight into renting their first premise, and they decided for this to be at the Louis Pearlman Centre.

As a new start-up company, coming to our networking event was a huge opportunity to get their brand out there for other businesses to be aware of.

Speaking to Steve, he said that he attended our event really helped their business because they got two interesting leads from it. An interest from Hull KR and Excel Modular Buildings, both based at Craven Park Enterprise Centre.

I spoke to Ian Watson, a volunteer for Hull KR Foundation who said that when he was working in one of the rooms in the stadium during the recent heatwave, the thermometer in the room was reading over 100 degrees with no regular air flow. After speaking

to Steve from Solarfrost he found that they can offer a solution to help bring down the temperature in that room by using their product which can provide a safer environment to work in.

Talking about the future of the company, Steve told me how they would like to employ another member of staff within the next year. Given the current heatwave they have had lots of interest in their product. But he told me how they have some interesting products they're working on, moving into autumn and winter which can really benefit companies during the colder months.

WEBSITE

<https://www.solarfrost.co.uk/>

TELEPHONE 01482 223 344

EMPLOYMENT INCLUSION



What Is the employment hub

With the employment hub there is various aspects to it ultimately it is there to help people into employment but to do that we need to work with local businesses. So it is very much the case of that we are in regular contact with businesses just to know what vacancies are available and what they actually want to achieve and then try and ensure that we put the right people forward that we have being working with help to upscale that so and that is one aspect of it. We have some other specific projects around mental health and women in the workforce over 50s there is that and we give grants to businesses if they are taken on extra staff there is the employment growth grant or if they are wanting to train staff or upskilling their staff then there is the upskilling grant as well. The upskilling grant is 50% of course up to a maximum of £1,500 per person.

What resources do you offer to people that are unemployed?

What we do is we do a diagnostic with the person coming in so that we can understand what their capabilities are shortfall they may have and help to address them because we can put them in touch with Hull training, Adult education to actually address some of those issues or what we can do is help develop their CV if people haven't applied for a job in many years even if they do have a CV it might be out of date so we can help them with CV writing course. We can enable them to have interview practice and interview techniques and other support to get them work ready and then we will help them with job searches as well. Then they can apply for jobs and get the employment.

Why is this support important?

The problem is that traditionally Hull has a higher unemployment rate than the national and we are trying to address that we are trying to give support to people who haven't done particularly well at school to upscale them into employment and change their aspirations so from that point of view to actually get a bigger percentage of the citizenship employed and the advantages that brings is vital.

Is there any requirement that people need?

There is two ways they need to be a citizen of Hull, live inside

the Hull boundaries or alternately they are a business within the Hull boundary. But we actually find somebody who is a resident of Hull that want to get into a job if the job is out in the East Riding that doesn't matter, we will support them and similarly if it is a whole business looking to recruit and the best person happens to be from the East Riding, we will still support it because it a Hull business. One way or

another it is having an advantage and improving situation in Hull.

On your website you

With businesses we advertise the jobs free of charge and we will do that through the application to put forward suitable applicants.

If they have an advert for their job, you can advertise it?

We can pop it on our notice boards in the hub. The hub is in Hull Central library anybody can come in at any time that the libraries are open. We help them do those job searches.

Have you had any success with helping people?

Yes. As I said in the presentation, we were originally set up to help 200 people in a year with the aim of getting 20 of them into work. Well after a year we helped 960 people and 165 people into work it was a huge success we went in fact running for two year till the end of October and we now have over 300 people into work. It's a huge success huge demand. The amount of clients coming to us on a daily basis some days we are still getting 30 referrals in a single day the support is still very much needed.

Where can people find this support?

They can either drop in the employment hub which is on the first floor in Hull Central Libraries in town centre or they can contact us on employmenthub@hullcc.gov.uk and we will be delighted to help.



WEBSITE
www.hull.gov.uk

EMAIL
employmenthub@hullcc.gov.uk

TELEPHONE
01482 616 623

HEYHull and
East Yorkshire
Local Enterprise
Partnership

What does HEYLEP do?

Hull and East Yorkshire Local Enterprise Partnership 'HEYLEP'. We help the economy grow in East Yorkshire. We work closely with the national government, the local government and councils to make sure the areas get the funding that it needs to support businesses. We also help make sure the region gets the skills it needs to survive by working with training providers and universities to make sure the skills taught meet the training provision employers. They are 38 across England and all provide free impartial information, advice and guidance to help businesses overcome barriers to their growth. We have support available to help with grant funding as well as master classes and workshops. We have general business advisor in place to help business set up a business plan to make sure they are in a good position to get funding.

Do you work with start-up businesses established businesses?

Yeah, we work with businesses of any size. What we say is any size any sector. Whether you are a week old 50 years old business whether you have one or many staff members we can absolutely work with you. They are some restrictions around someone of the specific stuff we do so most of our delivery from our SME programme that is specifically for small to medium enterprises but there is no need to worry because about 98% of businesses in this region are small to medium enterprises. they are some restrictions, but our main service of advice and guidance is to anyone and as I said earlier if someone has a business idea thinks about being self-employed or setting up, we can help them as well. We have a start-up advisor we have some good online resources and tool kits, and we work alongside other providers

and support for start-ups where we can get that person referred into them. We really try and put people from the idea to starting up to growing to thriving really.

Is there any advice that business didn't realise you offered?

The most recent example is employability schemes that businesses can access. These are apprenticeships, traineeships, and degree apprenticeships. The government have launched the T- Level qualification, which means that young adult can have a placement in a business. This process is a bit of a mine field for businesses to understand and explore. We have dedicated advisors who can provide support to businesses who need help. If business is interested in bringing in an apprentice, then they can access the apprenticeship levy and use it to train up staff. We also offer grants so if a business need to do a refresh of their marketing strategy, we need to think how we can use digital marketing so they will need to work with a digital marketing consultant. They are maybe able to apply for a grant with us to fund that activity so we can cover around 40% of the total cost to help that to move forward and to help initial marketing to help growth.

I think businesses will be pleasantly surprised on what we can support with.

What make you stand out from the rest?

First of all because we are government funded, we are a totally free service which means we can be impartial we don't have to sell anything it is a free service, we only give the advice the business needs.

CONTACT US

www.heylep.com

info@heylep.com

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