

SEPTEMBER & OCTOBER 2019

CHAMBER CHATTER

THE VOICE OF LOCAL BUSINESS IN TAUNTON

TAUNTON
CHAMBER
of
COMMERCE

TAKE YOUR BUSINESS FURTHER WITH US THIS AUTUMN

WEDNESDAY
18TH SEPTEMBER

**VISIT TO THE NEW UK HYDROGRAPHIC OFFICE
MEMBERS ONLY**

Please email [office@taunton-chamber](mailto:office@taunton-chamber.com) to register your interest

NETWORKING BREAKFAST: BUSINESS RESOURCES & WEBSITE TIPS

Sponsored by Somerset Web Services at the
Glass Box Tech Centre, Taunton Library

<https://www.eventbrite.co.uk/o/taunton-chamber-of-commerce-15354648391>

TUESDAY
1ST OCTOBER

THURSDAY
17TH OCTOBER

NETWORKING BREAKFAST: LEGAL RESOURCES

Sponsored by Porter Dodson, at Porter Dodson Offices,
Blackbrook Business Park

<https://www.eventbrite.co.uk/o/taunton-chamber-of-commerce-15354648391>

TAUNTON CHAMBER AT TAUNTON RFC

SPECIAL CHAMBER MEMBER OFFER

See page 5 for more details

SATURDAY
9TH OCTOBER

THURSDAY
14TH NOVEMBER

'TECH TOUR' WITH VR & 3D PRINTING TRIALS

At The Glass Box Tech Centre, Taunton Library

<https://www.eventbrite.co.uk/o/taunton-chamber-of-commerce-15354648391>

CYBER SECURITY WORKSHOP

With Somerset Cyber Group - See page 6 for more details

Email [office@taunton-chamber](mailto:office@taunton-chamber.com) to register your interest

COMING
SOON

WEDNESDAY
27TH NOVEMBER

NETWORKING BREAKFAST: BUSINESS & EDUCATION

At The Great Western Hotel

<https://www.eventbrite.co.uk/o/taunton-chamber-of-commerce-15354648391>

To book onto an event please visit www.taunton-chamber.co.uk/events/

WOULD YOU LIKE TO SPONSOR OR HOST AN EVENT?
Contact Bethan Turner at office@taunton-chamber.co.uk

WELCOME TO OUR NEW MEMBERS



Theta Digital

Get NEW Booking/Appointment Enquiries and Quote Enquiries for your Business Today.

Theta Digital is not your typical marketing company - we offer a system that gets measurable results to generate more revenue for your business. Our new client system includes:

OUR NEW CLIENT SYSTEM INCLUDES:

Guaranteed Results - Get a set number of exclusive new enquiries and customer opportunities every month guaranteed. We don't deliver, you don't pay!

Customer Research - Every marketing campaign begins with Customer Research to find out what your customer wants, needs and fears are.

Nurturing - We promote the offers and services you care about the most. In order for somebody to receive this offer, they must submit their name, number, and email as we help guide them to schedule their appointments.

Strategy Sessions - Every 2 weeks we will meet to discuss the results from the campaign, and plan for the future ensuring that we are continuing keeping your business on the path of success

Conversion Academy - Worried if this system is right for your team? Don't stress. We provide extensive training, sales scripts, and strategy sessions to train your team and maximise your Return on Investment

Visit www.thetadigital.co.uk to book your call



Quantock Ecology offers a wide range of ecological surveys and services across England and Wales. We aim to provide a straight talking, professional and fully qualified ecological service. Working with householders, landowners, developers and architects to name but a few, our clients can rest assured that we will provide an appropriate and affordable solution to their planning or development needs. If you have any questions about ecology within development plans don't hesitate to give us a call. We offer FREE advice and same-day quotations. We understand how difficult the planning world can be and are here to help where we can!

"We strive to operate an ecology company that is 100% dedicated to providing a first-class service to our valued clients. I want to reassure our customers that using us will be the best investment for your project. The need for having a protected species/habitat survey, or indeed the presence of protected species on your site does not mean it's the end for your project! It simply means we need to and WILL find a mitigation solution that most importantly, works for you and helps to improve the natural world ensuring you get your planning approved. Get in touch for a complete, no obligation chat to discuss your plans!"

Simon Pidgeon Director/Senior Ecologist
BSc (Hons) MRSB

You can call us on 0800 689 1465,
01823 414457 or email direct at
enquiries@quantockecology.co.uk



Digital Peninsula Network

Contact the Digital Peninsula Network team at
training@digitalpeninsula.com www.digitalpeninsula.com

We are delighted to be working with the Taunton Chamber of Commerce and its members to offer businesses throughout Somerset with a FUNDED* opportunity to receive detailed digital training. Most businesses will qualify to attend the training FREE* of charge so there is nothing to lose, and a whole host of new digital skills to be won! Courses on offer include: Social Media Marketing for Business to Business/ to Customer, Digital Design including Photoshop and InDesign, Facebook for Business, Email Marketing with MailChimp, WordPress website building and management and SEO. We can also offer bespoke packages of Digital Training based on your business needs.

We are the largest network of ICT and digital businesses in Cornwall, set up in 2001, and since then we have gone on to support the wider South West business community with the use of ICT and Digital Skills Training, working alongside many of the South West Chambers of Commerce and their members.

LLOYDS BANK

Lloyds Bank Taunton were delighted to join the Chamber of Commerce over the Summer - here we catch up with Bev Corber, Local Business Development Manager for Somerset, about her role:



I started my working life at the Ministry of Defence in Taunton, in payroll and finance, and then spent some years in Estate Agency before moving into the banking sector. I spent time at Birmingham Midshires and Halifax, before being promoted to the role of Business Manager for the Bank of Scotland. The role moved to Lloyds when the merger between Halifax Bank of Scotland and Lloyds Bank took place and is one that I undertook for around 12 years. My current role that I have been in for the past 18 months is that of a Local Business Development Manager - covering businesses in Somerset that have a turnover of less than £3 million, looking at all forms of lending solutions. I generate my business in a number of ways, including referrals from internal sources within the bank but a large part of my business now comes from external introducers - working with Mortgage and Financial Brokers, as well as Accountants and Solicitors helping their customers with their financial requirements.

Everyone at Lloyds Banking Group is committed to helping their local communities, non-more so than me - I live and breathe helping my customers in the best possible way. If you or anyone you know needs help to build or grow their business, then I would more than happy to sit down and explore how Lloyds can help your business"

Bev.Corber@lloydsbank.co.uk



CULLENS
CATERING

COMPLETE CATERING SERVICES

www.cullenscatering.co.uk

01823 289274 or 07799 701949

Cullen's is Taunton's home of good food, good entertainment and a complete catering service and is run by Jackie & Eddie Cullen, based at Taunton's Vivary Golf Club - 'Taunton's Hidden Gem'. With Jackie's highly successful background in the catering industry and Eddie's 30 years of military experience, this unflappable team are reliable, organised and delighted to be able to offer an extensive range of facilities and services to meet the catering and entertainment requirements of clients - whether in-house or external, offering a range of options including buffets, BBQ's, hog roasts, formal dining, bars and entertainment.

EVENT & CONTRACT CATERING: Whether you are looking for a one off or contract catering service for your own special event or for your club, office, workplace or other venue, we will be delighted to discuss your requirements and to provide appropriate services.

NEW MOBILE BBQ SERVICE: Brings the authentic taste of charcoaled barbecue to your event! Cullens Catering are proud to introduce the first Trailblazer 600s BBQ in the South West, and this exciting 'Hook n Cook' facility will be available for events at your own choice of location. You don't require a large number of visitors to take advantage, but it will cater for up to 1500 portions of food in just 2 hours and thirty minutes if needed!



Are you just starting your business and want to give it the best chance?

Do you want to grow your business into something you can be proud of?

Do you want to sell your business and move on to the next stage?

In more than 30 years' experience in growing and selling businesses, I think I've seen it all. Twenty-five years growing family businesses from six to eight figures taught me the skills of planning and implementation, patience and the long view as well as the difficult conversations. Five years on Royal Navy submarine service taught me the importance of teamwork and systems and what to do when things go wrong. Time in financial services taught me sales and the importance of cultivating personal relationships - together with how finance works.

"My experience runs across all aspects of running a business with particular emphasis on growth, mergers, acquisitions and disposals. I believe I get the most out of people by helping them achieve their business goals while ensuring balance on a personal level. I am a skilled and insightful mentor and coach. More than anything I believe mutual respect and trust are essential in a mentor-mentee relationship. I conduct free discovery sessions to allow you to get to know me and to know that I will be the right fit for you." **Tim Gardner**

www.elevatebusinessperformance.com

Tel: 07724 134499 or 01823 216555

taunton BID

STRONG TURNOUT IN SUPPORT FOR TAUNTON BID PROPOSAL

On 16th July over 65 of Taunton's business community attended the launch event for Taunton Business Improvement District (BID) to learn more about how the BID scheme works and the benefits it will bring in its bid to promote Taunton to become a leader in the South West for the arts, business and inward investment.

Led by Colin Barrell, owner of Taunton's Mr Miles Tea Rooms and Chair of the Taunton BID Steering Group, the event played host to a number of speakers including Exeter's BID Manager and place marketing specialist, Ann Hunter, on the successes and results from Exeter's BID and Lucy Ball from Destination Management & Marketing, on what a BID is and what opportunities there may be for Taunton, using a business-led and business-funded initiative.

Though the BID levy may be a concern to some businesses, Ann Hunter, showcased some of the significant returns and benefits this has brought to Exeter businesses, greatly alleviating most businesses concerns and gathering significant support overall. Local businesses, large and small, were also amongst the speakers including Clare Filer, Store Manager at Debenhams, Lee Tomkins, Managing Director at

Blackdown Financial, John Air, Owner of Company Spaces and Tony Derdek, the Owner of Merchant Menswear.

This event was just the start of the consultation process, to continue to drive the process, the BID steering group would like to encourage as many businesses and individuals in and around Taunton to complete the online survey and have their say - <https://www.tauntonbid.co.uk/contact>. The BID team would also encourage as many people as possible to attend future events and meetings to help shape the future of the town. These will be promoted via Twitter, the website, newsletters and volunteer representatives visiting the businesses.

Speaking of the success of the launch event, Colin Barrell commented: "We were extremely pleased with the turnout for our initial launch event and overwhelmed by the resounding support for the BID. The town is really coming together as a community to back the initiative. However, we'd love to see more businesses and individuals get involved to ensure everyone has the opportunity to put their thoughts forward and help shape the future of Taunton".



More information on Taunton BID, its aims, objectives and forthcoming events can be found at: www.tauntonbid.co.uk or follow @BIDTaunton on Twitter.

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SPECIAL OFFER FOR MEMBERS



Taunton RFC are delighted to welcome members of Taunton Chamber of Commerce to Hyde Park Stadium for an afternoon of great rugby and delicious food.

SATURDAY 9TH NOVEMBER

TAUNTON TITANS vs BARNES

ENJOY ALL THE MATCH ACTION PLUS
A TASTY 2 COURSE CARVERY LUNCH ALL FOR THE
SPECIAL OFFER PRICE OF JUST £20 PER PERSON

To book your spaces, email bethan.office@taunton-chamber.co.uk

Pardoes
Solicitors LLP



Pardoes Solicitors are pleased to announce that Charlotte Dullaway has recently joined the Taunton office as the latest addition to their growing Dispute Resolution team.

Specialising in contentious probate, Charlotte handles all types of matters including Will challenges, beneficial interest claims, executor and trustee disputes as well as claims under the Inheritance (Provision for Family and Dependents) Act 1975. There has been a large increase in the number of probate disputes brought before the Courts over the last few years and Pardoes are pleased to be able to offer this service to our clients and the local community. Acting for claimants, beneficiaries, executors and trustees, Charlotte's focus is on achieving the best outcome for her clients whilst supporting them through what is often a distressing time.

If you would like further information or require assistance with a contentious probate matter contact Charlotte on 01823 446230 or via email to charlotte.dullaway@pardoes.co.uk

**PORTER
DODSON**
SOLICITORS & ADVISORS



**PORTER DODSON
RECOGNISED AS AN
INVESTOR IN PEOPLE**

Porter Dodson is delighted to have retained the Investors in People Gold standard accreditation after being assessed against the new framework, joining the top 10% of accredited organisations across the UK who believe in realising the opportunity of their people. Investors in People is the UK's leading accreditation for business improvement through people management and provides a wealth of resources for businesses to innovate, improve and grow, with a focus on good people making great business.

Commenting on the award, Managing Partner, Robert Fox, said: "We are proud to have retained the Gold accreditation, especially against the new, higher standard, which assesses a wide range of parameters, and involves an audit of 50 of our staff by the IIP assessor. We have amazing people in this business, it is a great place to work and that's why we are an employer of choice. I would like to thank everyone here and with whom we work, for their continued support and embracing the initiatives that are integral to our success, enabling us to give our clients the best possible service."



ARE YOU THE WEAKEST LINK?

Make sure your business looks professional and is cyber approved.

The Somerset Cyber Group was formed last year by three local companies - CETSAT, Blue Loop and PC Comms, and between them they have decades of experience working with the Government, defence and leading crime fighting agencies. The group was originally set up to ensure all companies involved at Hinkley Point C meet a simple but effective set of standards in good IT practice and cyber security, ensuring they don't present a risk to fellow suppliers or their own clients.

Durgan Cooper, Chairman of the Somerset Cyber Group, said: "We don't want to be scaremongering, but every organisation is at risk and everyone needs good cyber security. It's like having insurance

- we all have it but very few of us actually make a claim on it if things go wrong. 90 percent of all cyber compromises of businesses are usually due to user interactions; we are here to train people well and help prevent them falling foul of criminals. Good cyber security is just a starting point, not the destination"

The Somerset Cyber Group is rolling out its services as more local businesses recognise the need to ensure good IT practice and procedures, backed up with recognised certification. The group is qualified to provide the Government-backed Cyber Essentials range of certifications, ensuring they can act quickly to new cyber threats.

The Chamber of Commerce is delighted to be hosting an interactive Cyber Crime Workshop with the Somerset Cyber Group later this Autumn - announcement coming soon!

BLACKDOWN FINANCIAL

INDEPENDENT FINANCIAL ADVISERS

Income tax was first introduced in 1799 to pay for weapons and equipment in preparation for the Napoleonic Wars – although only a temporary tax, here we are 220 years on and still paying it! Income tax now raises £182billion a year, which is around 25 per cent of UK government revenue.

“The hardest thing to understand in the world, is the income tax” - Albert Einstein

Income Tax is, however, the tip of the iceberg. There are now literally 100s of different tax rates in the UK Tax system which has become more complicated and diverse. It makes good financial sense to make use of the various reliefs, exemptions and allowances that the tax system has to offer, of which there are currently 1000, in order to minimise the impact of tax on us all.

As Financial Planners, one area we frequently look to gain advantage for our clients is in maximising their annual allowances. Currently there are 9 different allowances/exemptions available on a yearly basis, the combination of these allowances could mean that someone could get an annual income of £55,750 tax free in the tax year 2019/20. That's a lot!!

Given that the various tax rates paid are between 10% and 65%, there are many benefits in seeking professional advice in order to keep the tax bill down and avoid altogether some of these taxes.

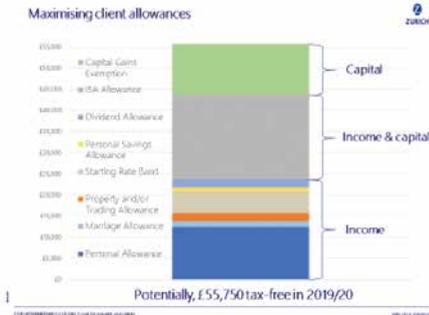
There are some straight-forward tax planning things that can be done, such as ensuring that interest or dividend income is received by the most appropriate spouse and checking that any PAYE codes are correct based on the income being received. However, many of these tax planning opportunities are a bit more in-depth and may involve the use of tax advantaged products and strategies, tax wrappers, and correctly completing tax returns.

In order to make sure you are getting the most out of the tax allowances available, a check of the HMRC website might be helpful, as would seeking professional advice.

Lee Tomkins BSC

(Hons) Certs CII (MP & ER) Cert CII (Life & Pensions)
Independent Financial Adviser - Blackdown Financial

This article should not be considered investment advice or an offer of any product for sale, it contains opinions of the author but not necessarily the Firm and does not represent a recommendation of any particular strategy or investment product. Information contained has been obtained from sources believed to be reliable, but is not guaranteed. Past performance is not an indicator of future benefits.



Financial Planning



Financial Advice



Mortgage Services

Providing Financial Independence, Financial Security and Peace of Mind

For over 30 years our advisers have been working in the local community helping our clients achieve financial security and peace of mind. Conveniently located in the centre of Taunton, we offer an initial consultation at no cost and no obligation.

T. 01823 32 16 16 W. www.blackdownfinancial.co.uk
Winchester House, Corporation Street, Taunton, Somerset, TA1 4AJ

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Worshipful Mayor of Taunton



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