

OPEN FOR BUSINESS

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Join our business register for even more support and information:
www.scambs.gov.uk/businessregister

To unsubscribe from this mailing, email 'unsubscribe' to openforbusiness@scambs.gov.uk

Parklife 2016

A blazing Sunday in July saw 5,000 visitors visit Parklife 2016 - South Cambridgeshire's biggest free family fun day - and we'd like to thank our fantastic sponsors.

Organised in partnership with Cambridge Sport Lakes Trust, our hottest Parklife yet was supported by Haart Bar Hill, Great Shelford and Cambridge estate agent branches, Bar Hill-based designers and manufacturers Domino Printing, Milton Tesco store and Waterbeach-based C6 Bikes, who provided an on the day bike doctor service.

Activities ranged from paddleboarding, kayaking, canoeing and angling on the lake, to archery, mountain biking, climbing and Capoeira - a sizzling blend of Brazilian dance and martial arts.

With live entertainment from a variety of musicians and even trips by Hovercraft, Parklife 2016 was a huge hit. Plans for 2017 are already underway.

Watch our Parklife video to see highlights from the day: bit.ly/Parklife2016highlights



Paddleboarding



Family fun



Mountain bike course

Supported by



To find out more about Parklife 2017 sponsorship opportunities, contact Kirstin Donaldson at kirstin.donaldson@scambs.gov.uk or 01954 712908



South Cambridgeshire District Council

The Government Standard

Welcome



Welcome to the September edition of Open for Business.

We have another bumper edition of our newsletter this month, which is brimming with ideas for maximising business growth and getting involved in shaping the future infrastructure around Cambridge.

Connected communities are a top priority for this council and ensuring your views on major infrastructure proposals are heard and accounted for are vital in keeping the wheels of local business moving. So I would encourage you to find out how to have your say on Page 4.

Participate in one of our free workshops and reap the benefit. Satisfied customers feedback their experience on Page 3, will this persuade you to sign up now.

Or if you have a creative mind with a vision for a community business, register for the Bright Ideas Fund and find out how to make your dreams become reality.

I would of course welcome your feedback on how we can continue to best support you and your business in the future. You can get in touch at Openforbusiness@scamb.org.uk

Cllr Robert Turner
Cabinet member for planning and economic development

Tips on securing Council contracts

Transparent and fair - the key values underpinning our procurement of goods, services and work to support council services.

Although the United Kingdom has voted to leave the European Union, Public Procurement Regulations 2015 still apply. We advertise any contracts over £25k on Contracts Finder at www.contractsfinder.service.gov.uk/ Search This new Government web portal is free to register on and use, and will notify you about contracts for your chosen field when they are advertised.

Contracts over £164k for goods and services, and over £4.1m for works, are advertised in the European Journal known as Tenders Electronic Daily (TED) <http://bit.ly/TEDjournal>

The TED site can also help you to see which large contracts have been awarded, giving you potential leads for subcontracting opportunities.

Finally, you can identify and plan for contracts by looking at council contract registers or spend data to identify the types of services a council buys. Visit <http://data.scamb.org.uk/View/finance> for our contracts list and www.sourcecambridgeshire.co.uk for contract information for a variety of public sector organisations across Cambridgeshire



Bid for our cleaning contract

We're looking for a suitably qualified and experienced cleaning contractor for our Cambourne office and Waterbeach depot, with possible extension to other council sites during the term of the contract.

The contract term is three years with the option to extend each and every year for a further two years. Please note that TUPE will apply to this contract, with a number of staff transferring from our existing provider.

FREE business workshops

“The major selling points were that the business support workshops were free, and that they were local. I very quickly realised that they also represented a unique opportunity to rapidly fill some of the gaps in my business knowledge.”

“The workshops ensured that I was on the right track from day one and provided the springboard from which I could fly.”

Emma Read, Emma Read Virtual Assistant

The highlight was the realisation, that I needed to spend more time ‘working on-the-business’ than actually ‘working in-the-business’ in order to maximise my chances of success.”

Roger Mason, NDimension (Science and Engineering) Ltd

Once again, we’ve teamed up with Huntingdonshire District Council and Nwes to deliver free business support workshops for local business owners and people thinking of starting a business.

Research shows that businesses taking up support grow faster, create more jobs and make increased profit. Responding to small business needs, the workshops cover topics most beneficial to local businesses.

Whether you work in microbrewing or microchips, our workshops provide tools, templates and learning that you can use straightaway, so book your place today!

Winning and retaining customers -

9.30am to 12.30pm, 6 October, Cambourne

Control your marketing by reviewing how to:

- position and differentiate your products/services
- develop your marketing strategy and tactics
- improve selling skills

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Digital marketing masterclass -

1.30pm to 4.30pm, 6 October, Cambourne

For those already using digital marketing channels, covering:

- current industry trends
- top tips on managing digital marketing
- how to improve customer engagement and examples of good practice



Contact Nwes to book your FREE place or find out more:
08456 099 991 | info@nwes.org.uk | www.Nwes.org.uk

*Cancellation Policy: workshops are free-of-charge, cancellations must be made by telephone or email info@nwes.org.uk at least two working days before a workshop or you may be charged a non-attendance fee of £20 + VAT.

Local produce survey

Could you help a Birmingham University project exploring the challenges and opportunities for relocalising food production and manufacturing?

The project is looking for businesses involved with sourcing or selling local produce to take part in this short survey:

<http://localnexus.org/>

To comply with research ethics and data protection, it's important to sign the survey consent form. You can either insert an electronic signature image or print the form off sign it, take a photo and email it back.

Completed surveys should be sent to research fellow, Jane Glover at: J.Glover@bham.ac.uk



Congestion - tackling proposals - have your say

Plans to tackle peak-time congestion in and around Cambridge are being consulted on, and The Greater Cambridge City Deal wants your views on the proposals.

The consultation began in August and closes on Monday 10 October. Feedback will be used to shape and improve the proposals, with final recommendations due to be considered in January 2017.

The proposals are part of a wider plan to protect quality of life in South Cambridgeshire by developing better transport options alongside planned growth in the number of jobs and homes in the area over the next 15 years.

Public exhibitions give businesses owners and employees a chance to talk to the Greater Cambridge City Deal team, detailed information can also be found at www.gccitydeal.co.uk

- **Cherry Hinton: 5pm to 8pm, Monday 3 October**
Cherry Hinton C of E Primary School, High Street,
Cambridge CB1 9HH

- **Addenbrooke's: 11am to 2.30pm, Tuesday 4 October**
The Concourse, Addenbrooke's, Hills Road, Cambridge CB2 0QQ

- **Linton: 4.30pm to 7.30pm, Tuesday 4 October**
Linton Village College, Linton CB21 4JB

- **Comberton: 5.30pm to 8pm, Wednesday 5 October**
Comberton Sports & Arts, West Street,
Comberton CB23 7DU



**GREATER
CAMBRIDGE
CITY DEAL**

A14 improvement scheme

Transport infrastructure is a key driver to economic growth and the A14 is a crucial part of the local economy.

Work on the A14 improvement scheme was approved earlier this year, and is scheduled to begin in the next few months, with the road opened to traffic by the end of 2020. The scheme includes:

- a major new bypass to the south of Huntingdon
- widening the A1 between Brampton and Alconbury
- widening the existing A14 between Swavesey and Milton
- improving junctions at Swavesey, Bar Hill and Girton
- demolition of the A14 viaduct in Huntingdon

Highways England is holding public exhibitions in South Cambridgeshire and the surrounding area to explain more about the scheme.



Public information exhibitions

Find out more from the Highways England team at one of their public information exhibitions this autumn:

Offord Village Hall

Tuesday 27 September, 2pm - 8pm

Hilton Village Hall

Thursday 29 September, 2pm - 8pm

Bar Hill Village Hall

Saturday 1 October, 10am - 4pm

Madingley Village Hall

Tuesday 4 October, 2pm - 8pm

Alconbury Memorial Hall

Wednesday 5 October, 2pm - 8pm

Brampton Memorial Centre

Saturday 8 October, 10am - 4pm

Milton All Saints Church Hall

Tuesday 11 October, 2pm - 8pm

Oakington Pavillion

Saturday 15 October, 10am - 4pm

Swavesey Memorial Hall

Wednesday 19 October, 2pm - 8pm

St Ives United Reform Free Church

Thursday 20 October, 2pm - 8pm

Godmanchester Judith's Field Hall

Monday 24 October, 2pm - 8pm

Keep up to date

Stay informed about progress by signing up for email alerts at www.highways.gov.uk/A14C2H



Supporting our tech sector

Did you know that our district has at least 18 times the national average of people employed in the high tech sector?

With our leading science parks projected to double their growth, elected councillors, planners and economic development professionals from the Local Enterprise Partnership and Department for International Trade visited some of our most prominent science parks in August.

The tour included the Wellcome Genome Campus, Chesterford Research Park, Babraham Research Campus and Granta Park.

Meeting CEOs and leading biotechnology and engineering experts, discussions centered focused on how the public sector can aid in creating the right environment for tech clusters to grow and thrive; with funding, finance, skills, transport, utilities and planning all cited.

Local representatives were joined by peers from Mid Sussex, looking to learn from our area's success and apply it to their principle industries.

Cllr Peter Topping, leader of South Cambridgeshire District Council, said: "We have an empowering role in supporting the tech sector and are proud of our science parks and the companies they are home to. The world-class work they carry out influences science and high-tech business across the globe; and we will continue to work with business, the LEP, Government to deliver the best environment to nurture these key sectors which play such a key role in our local and national economy."



THE DIGITAL AWARDS

Cambridgeshire Digital Awards

We're proud to be supporting the Cambridgeshire Digital Awards, the first and only scheme of its kind solely celebrating the online achievements of local businesses, charities and schools.

Cllr Nick Wright, South Cambridgeshire District Council's deputy leader and cabinet member for corporate and customer services, said: "The digital agenda is vitally important to us, our communities and businesses and we look forward to celebrating their successes with them.

"As a Council we have made great progress in using technology to help us provide the best services possible to local people but we know there is still much more to be done on our digital agenda."

Key priorities include making sure - through the Greater Cambridge City Deal - that the Cambridge sub-region is a super-connected 'Smart City Region' of the future, ur area continues to thrive economically and all residents and businesses have access to superfast broadband.

Entries to the Cambridgeshire Digital Awards close on 23 September, with a presentation evening in November at the Belfry Hotel, Cambourne. Find out more at www.cambsdigitalawards.co.uk



Register for the Bright Ideas Fund

We are very excited to tell you about the Community Business Bright Ideas Fund, a new grant programme to help communities develop their budding community business ideas, launching this September.

The £1.85 million Community Business Bright Ideas Fund will offer community groups tailored support and grants of up to £20,000 to develop their ideas for a community business.

Register and be the first to receive the eligibility criteria and guidance when it's released, direct to your inbox.

[Register Here](#)



Department for
Communities and
Local Government



Useful contacts

General Business Support

- Huntingdonshire and South Cambridgeshire Business Support - nwes.org.uk
- Signpost 2 Grow Growth Hub - signpost2grow.co.uk
- National Online Business Support - gov.uk/browse/business

Exporting

- UK Trade & Investments - ukti.gov.uk

Innovation

- Allia - allia.org.uk
- St Johns Innovation Centre - stjohns.co.uk
- Innovate UK - innovateuk.org

Funding

- Start-Up Loans - nwes.org.uk
- Foundation East - foundationeast.org
- Finance East - thefsegroup.com

Tax and VAT

- HM Revenue and Customs - hmrc.gov.uk

Membership organisations

- Cambridgeshire Chamber of Commerce - cambridgeshirechamber.co.uk
- Federation of Small Business - fsb.org.uk

Social enterprise

- Social Enterprise East of England - see.co.uk

Editorial information

This newsletter is produced for local businesses by South Cambridgeshire District Council.

Editorial enquiries should be emailed to openforbusiness@scambs.gov.uk

The opinions and views expressed in this publication are not necessarily those of South Cambridgeshire District Council.

All data is accepted in good faith at the time of going to press.



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