

# PENZANCE CHAMBER OF COMMERCE



# NEWSLETTER



Issue 5

6<sup>th</sup> August 2010



This painting of Lancasters over Mounts Bay has been donated by renowned local artist Mervyn Sullivan to raised funds towards the appearance of the Band of the Royal Logistics Corps on the promenade on August Bank Holiday Sunday. In order to secure the band's attendance the sum of £1250 must be raised by 23<sup>rd</sup> August, thus far Penzance Town Council have made a donation of £50 towards the target total. The Chamber have been approached to help out financially but as we do not currently have sufficient funds the Chairman has agreed to assist where possible, such as raising awareness of the subject painting.

The purpose of getting the band to play in Penzance is to provide a spectacle for visitors and locals alike, to raise awareness of the work being done by our Armed Forces and also to raise funds for St Dunstons and the Royal British Legion.

If you are interested in purchasing the painting (guide price £500) or would like to help reach the funding target needed by making a donation please contact the organiser, Mrs Coram, direct on Penzance 367287.

If you are able to produce the painting as a print for sale to help raise funds please also contact Mrs Coram direct.

## **Cornwall's views sought on holiday lettings proposals**

Local views are being sought on proposals to change the special tax rules for furnished holiday homes which are let out commercially during the year.

Furnished holiday lettings currently benefit from various tax reliefs, normally only available to people carrying on a trade, such as the ability to claim allowances on items such as furniture, kitchen fittings and household appliances used in the property.

A joint HM Treasury and HM Revenue & Customs (HMRC) consultation document, published this week (27 July), contains the following proposals for change:

- increasing the minimum period that a qualifying property must be let out for in a year, from 10 weeks to 15 weeks;
- increasing the minimum period that a qualifying property must be available for letting in a year, from 20 weeks to 30 weeks;
- restricting the use of loss relief, so losses can only be set against future income of the same business and not, as now, against other income; and
- ensuring businesses with properties in the European Economic Area (EEA) are eligible to be treated as qualifying furnished holiday lettings in the same way as businesses with properties in the UK.

HMRC wants to hear from furnished holiday lettings businesses across the UK – including those in areas such as Bodmin, Bude, Falmouth, Fowey, Helston, Looe, Newquay, Padstow, Penzance, St Austell, St Ives, Tintagel, Torpoint and Truro. People are asked to submit their views by email to [holiday-lettings-consultation@hmtreasury.gsi.gov.uk](mailto:holiday-lettings-consultation@hmtreasury.gsi.gov.uk). The deadline for responses is 22 October.

### **PENZANCE FUTURES ASSOCIATION AGM**

The AGM of Penzance Futures (formerly the Penzance and Area MCTi) is on Tuesday 31<sup>st</sup> August commencing at 7pm in Committee Room 3 of St John's Hall. Everyone with an interest in how Penzance and the immediate area develops over the next 20 years is welcome to attend. Please try to make it.

### **What have we been up to this week?**

In this column the Chairman will be summarising what he (and others) has been up to during the past week on behalf of the Chamber:

The Chairman's meeting with Cllr Graeme Hicks to discuss his recent paper on parking charges was, regrettably, postponed on Friday afternoon; Mike is pressing for the meeting to be rescheduled.

Letters have been sent to Government Ministers, County Councillors and others regarding the necessity to proceed with the proposed harbour works. The letters have been signed by the Chamber; the PDTA, True Friends of Penzance Harbour and Future Penzance. The letters contained evidenced rebuttals of the comments made by Mr Maggs in his recent letters and the false allegations he levelled to the European Parliament.

### **Our MP**

Andrew George has stated that he will fight Sainsbury's plans to build a supermarket on the heliport site. The proposals will allow BIH to continue to operate; will provide over 300 jobs for locals; will attract more people to the town; and will help to offset parking charges which are crippling the town's retailers. (Agreement with the Chairman concerning either reimbursement of parking fees and/or a park and ride scheme) The Chamber are non-political, make your own minds up!

### **EXHIBITIONS, KEY TO RECOVERY SAYS UK CHAMBERS OF COMMERCE**

The British Chambers of Commerce's latest Economic Survey suggests the UK economy saw further growth in the second quarter of 2010, building on three months of improvement at the beginning of the year.

The BCC which called the result 'encouraging' said sectors such as exhibitions are crucial to ensuring the economy's continued growth.

expowest exhibitions concur with this statement and are delighted to confirm that over one hundred and twenty companies also agree and have already booked their exhibition space for the expowest exhibitions in February and March 2011.

To see the current list of companies who are exhibiting and for exhibitor and visitor details, please visit our brand new website [www.expowestexhibitions.com](http://www.expowestexhibitions.com)  
Our new website more accurately defines our mission and product sector, and we will regularly feature our exhibitors and visitors successes.

expowest Westcountry 1-2-3 February 2011 Westpoint Exeter

expowest Cornwall 1-2-3 March, Royal Cornwall Showground Wadebridge

Tel: 01872 245220

E: [expowest@globalnet.co.uk](mailto:expowest@globalnet.co.uk)

### **PENZANCE ARTS CLUB**

New Chamber members, Penzance Arts Club have a full programme of events during each week as well as a superb restaurant. This week's activities include.....

LIFE DRAWING as usual on Tuesday from 7pm.

CAFE FRUG with Bob Devereux on Thursday from 8.30-ish. Poetry, song and humour to cheer you into the weekend.

ROD WALKER shows in the Foyer Gallery and Bar from Thursday. Please join us on Friday evening from 6pm for a private view of Rod's work.

SHACK UP with the rather amazing superstar DJ JAZZMAN GERALD guesting from 8pm this Saturday 7th August. Arrive early to avoid disappointment. Free to members and £3 for guests.

THE SUNDAY SOCIAL. Delicious roast lunch cooked by head Chef Richard Wing (all of our meat and poultry is from Vivian Olds) from 1.30 to 3.30pm. By reservation only. Book a table for lunch in the Bar and for parties of 4 or more order a whole roast chicken (in advance). Bar open all afternoon. Newspapers, jazz and Bloody Marys all supplied.

Aside from Sunday lunch in the Bar, please note that the Arts Club Dining Room downstairs is open as follows;

Lunch Wednesday through Saturday 12 Noon til 2.30pm

Dinner Monday through Saturday 6pm til 9.30pm

The garden is looking rosy right now so please do use it for drinking, dining, sunbathing or doing nothing. Don't forget that as a Member it is your garden to use from 8am til Midnight.

We have attached some items that may be of interest to many of you. The first is information about exposed ART in Falmouth which features as part of Henri Lloyd Falmouth Week along with a booking form and the second is the programme for the Penzance Literary Festival.

## CHARITY DAY AT THE BLACK PIG

Its pirate day on Sat in Penzance (SAT 7th AUG) ... and to celebrate the Black Pig Tattoo Shop are hosting a charity day.

All charity pirate tattoo's on the day will cost £15 ... £10 of which will go to the 'Childrens Hospice' South West (£5 to cover the costs of ink, needles, tubes etc). Tattoos are giving their time for free. There is a selection of pirate charity ink at the studio and include skull and crossbones, anchors, etc.

Doors open at 11am and close at 7.00pm ... raise money for the local kids .. you get a keepsake for life

Please note to be tattooed you must be 18 or over

## BANKS FAILING TO HELP SMALL BUSINESSES

The banking trade association's figures indicate that new loans to small firms increased by £75 million between May and June 2010, but year-on-year term lending has decreased by £269 million, compared to June 2009 – when the economy was still in recession.

Average monthly loans have declined by almost half since 2008, when banks lent an average of £991 million to small firms. In 2010, the average monthly loan rate is £564 million.

In addition, overall lending has decreased significantly in 2010 despite small businesses increasing deposits into banks by £2.5 billion over the past four months, according to the BBA.

This deterioration comes despite an anticipated requirement for external finance of £1,057,000 per month, recorded in January 2010.

Recently, the Government's Business Secretary Vince Cable has hit out as 'misleading' banks' claims that, despite demand for lending being low, approval rates are high. In a green paper entitled 'Financing a Private Sector Recovery' banks could face penalties for failing to boost lending to small businesses.

According to research carried out by the Open University Business School earlier this year, supported by the Finance and Leasing Association, 16% of small and medium-sized businesses needed to replace old equipment or invest in new equipment to expand but were unable to do so, with lack of finance a significant factor. The organisation said that too few businesses are exploring alternatives to traditional bank lending.

## News from the Cornwall Chamber of Commerce and Industry

### Local Enterprise Partnership

The Cornwall Chamber of Commerce is working with Cornwall Council and others on plans for a Local Enterprise Partnership (LEP).

The Government is offering local areas the opportunity to take control of their future economic development. An LEP will be a partnership between businesses and local authorities to drive economic growth across an "economic area". They will be a key vehicle in delivering shared objectives for economic growth and decentralisation; providing a means for local authorities to work together with business in order to quicken the economic recovery. Government is absolutely clear that businesses must be the driving force. The Board of the Chamber is very keen that we influence both the development and strategy of any LEP – **provided that it genuinely benefits members**. We have been working behind-the-scenes with this in mind.

We will be undertaking formal and informal consultations on this issue. However, rather than confuse

things we have agreed to promote Cornwall Council's own consultation in the first instance. The description of initial proposals is here: <http://www.cornwall.gov.uk/default.aspx?page=24697>. We already have a number of questions and will be raising them in meetings coming up. If you have an opinion then please do engage in the Council consultation.

### **Can you help?**

The team at New Work Cornwall ([www.newworkcornwall.co.uk](http://www.newworkcornwall.co.uk)) are running a series of "discovery days" over the next few months to look at how they can design practical solutions for businesses, and their employees, who are facing uncertain times. In response to an article: <http://www.thisiscornwall.co.uk/news/Supply-firms-fear-knock-effect-163-110m-council-cuts/article-2468335-detail/article.html> - "contract supply firms fear knock-on effect of £110m council cuts" - they would welcome hearing from businesses in Cornwall who have these concerns to explore what can be done to improve the quality of support to employers and employees affected by cut backs and redundancies.

In short: they would like to run a pre-emptive workshop with business owners and HR managers to look at how a project like New Work Cornwall can help businesses to reduce risk and explore opportunities – for example, through better information, service improvements, support, mentoring, staff training etc. New Work Cornwall is a project sponsored by the Skills Funding Agency, contract managed by Cornwall Council and delivered as part of Dott Cornwall. They have a number of community and business champions who endorse the vision behind this project – such as Coodes Solicitors, West Briton, Carn Brea, St Austell Brewery. The vision of New Work is to "encourage the best use of design to drive new thinking and ideas that produce innovative and practical solutions to complex problems". Problems such as redundancy, major cuts in the public sector, accessing opportunities from investments.

To take part or share your ideas, please contact Robert Woolf – [rob@sea-communications.co.uk](mailto:rob@sea-communications.co.uk).

If it is of interest, they are also: running a number of "discovery days" for employed and self-employed people who are facing uncertain times at work, people who are directly at risk or serving notice of redundancy, or people who have been made redundant inside the last 6 months. The next two events are on the 5th August (Carn Brea Leisure Centre) and 16th August (St Austell) and running an event in partnership with Coodes Solicitors to help people make the most of information, services and funding available to them - <http://www.souththeystbusiness.co.uk/businessandindustrialsupportservices/Law-firm-offers-help-people-affected-redundancy/article-2461732-detail/article.html>

### **Apprenticeship opportunity**

Do you know of anyone that would be interested in an 12 month apprenticeship with a successful and well respected property firm?

The apprenticeship would suit a keen & energetic individual wanting to gain business administrative qualifications while developing on the job experience and still earning money.

For more information please contact Uzma Bozai on 01209 204629 or email [uzma@psqcornwall.co.uk](mailto:uzma@psqcornwall.co.uk)

### **ON-LINE MARKETING**

This year has been an exciting time for online marketing. As more and more people are searching online for holidays, products and services it is now an excellent time for you to consider how your business will attract additional sales and enquiries through your website.

If you advertise on the Internet using Google AdWords (Sponsored Links) and tracking services provided by Google you can measure, monitor and tweak your online marketing campaigns instantly.

Using Google AdWords is a very rewarding way of advertising and now is the right time to take responsibility for your online marketing strategies.

Join us on our Google AdWords for beginners course on Wednesday 22nd September 2010 at Kingsley Village, Fraddon and we will show you how to set up your Google AdWords account and how to manage campaigns successfully.

This course is restricted to a maximum of 8 delegates so those attending will gain the most from the day of training, the cost to attend this course is £250 + VAT per delegate and we have a couple of places available. <http://www.niddocks.com/pay-per-click-google-adwords-training-internet-marketing-course-uk.php>

Our course will be presented by Rob Edlin. Rob has many years of experience training people and managing campaigns and has helped a number of companies reduce their spend on Pay Per Click/AdWords campaigns drastically, they have seen visible results both in enquiries and also their bank balances.

Niddocks Internet Marketing is a Google AdWords Certified Partner.

For further information or if you would like to book a place on this course please call me on 0845 258 1070.

### **Wednesday 25th August 3p.m. to 5 p.m.**

If you are in Truro on the 25th, why not pop along to Manning's and treat yourself to a Cream Tea.

You may just need to take a break from work or have a rest from retail therapy!

Come and meet Nicky Manning and hear about her planned Trek to Kilimanjaro in October for the Precious Lives Appeal.

### **A Summary of the latest Health & Safety Prosecutions**

A 30-tonne wheel loader vehicle overturned, leading to a quarry operators being fined £30,000.

A South Wales construction company has been fined £10,000 for failing to protect its workers from falls at height.

17 prohibition notices issued during month long construction site safety campaign - The Health & Safety Executive recently conducted an intensive safety initiative across constructions sites in the West Midlands.

An international frozen vegetable supplier has been fined £10,000 after a worker's finger was amputated.

Complying with Health & Safety and Food Hygiene legislation can be a pain in the proverbial but Mike (professionally qualified and experienced in both specialisations) has a no nonsense approach to ensuring that all of his clients comply without mountains of paperwork and unnecessary hassle. He is offering Chamber members a free consultation which will result in a costed report detailing what needs to be done and why, which will place them under no obligation to use his services as a result. Contact details below!

### **HELP MARIE CURIE AND HAVE FUN INTO THE BARGAIN!**

Marie Curie Cancer Care has launched the new range of overseas challenge events ranging from

cycling in South Africa to trekking the Great Wall of China.

They have everything on offer and would love you to join them for a challenge of a lifetime. Your support on their events helps Marie Curie Cancer Care to continue to provide high quality nursing, totally free, to give people with terminally cancer and other illnesses the choice of dying at home, supported by their families.

They have a target of over £1 million to raise and are on a mission to reach this but they need your help!

If you do fancy joining them whether it is for the first or second time, then please contact them by: website: all information is available including an event brochure and registration form; please visit [www.mariecurie.org.uk/overseas](http://www.mariecurie.org.uk/overseas) for further details. or email: [events@mariecurie.org.uk](mailto:events@mariecurie.org.uk) or call 08700 340 040 to speak to a member of the team.

Remember, joining a Marie Curie overseas event means that you will benefit from:  
A dedicated community fundraiser to support you in your fundraising  
ATOL registered tour operator  
Welcome pack full of information and an opportunity to attend a briefing day  
Full support on your trip including tour guides and medics  
Certificate, t-shirt or cycling jersey plus a medal for your achievements

**STOP PRESS (RECEIVED JUST AT THE LAST MINUTE!)**

**CHAIRMAN'S CONTACT DETAILS**

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