



YORKSHIRE BUSINESS MARKET

Monday 30th April 2018

10.00 - 16.00 at Pavilions of Harrogate HG2 8QZ

Time/Venue	Organisation	Subject/Speaker
07.30 President's Suite	 Experts in Business Federation of Small Businesses Breakfast meeting	With guest speaker Paralympian Elizabeth Wright TAPPING INTO CHARACTER: WHAT THE PARALYMPICS TAUGHT ME ABOUT USING OUR STRENGTHS Hear about the plans for: HARROGATE BUSINESS IMPROVEMENT DISTRICT by Mo Aswat, MD, Mosaic Partnership + John Fox, Chairman
10.00 Main Entrance		OPENING CEREMONY Visitors and Exhibitors will be welcomed by the Mayor of Harrogate, Councillor Anne Jones The Market will be opened by David A Kerfoot, MBE, DL Chairman - York, North Yorkshire & East Riding LEP
Seminars - in the Cover Room		
10.30-11.00 Cover Room	 European Union European Regional Development Fund 	Daneile Moore - AD Venture AN INFORMAL "HOW" TO ON AD:VENTURE FUNDING AND SUPPORT
11.15-11.45 Cover Room	 Experts in Business	Florian Reinhardt - FSB ACCESS TO FINANCE MADE SIMPLE - 5 STEPS TO FUNDING SUCCESS!
12.00-13.00 VIP Lunch (by invitation)		
13.00-13.30 Cover Room		Gary Hibberd MD - the agenci Ltd GDPR requires action; Stop Thinking About It. Make a Plan. Take Action
13.45-14.15 Cover Room		Chris Wilde - Yorkshire Energy Systems Ltd. Harrogate RENEWABLES FOR BUSINESS
14.30-15.00 Cover Room		John Ranby - Bee Social Marketing KILLING IT WITH LINKED IN



Partners



Alphabetic list of Exhibitors and stand numbers. W = Wharfe Room, A = Aire Room

Stand	Organisation	Business Activity	Website
W74	4Life Wealth Management LLP	Wealth Management	www.4lifewealth.co.uk
W34	8th Habit Ltd	Book-keeping	www.harrogatebookkeepers.co.uk
W12	Accommodation Harrogate	B&B Trade Association	www.accommodationharrogate.co.uk
A41	Ad:Venture	Regional Business Support	www.ad-venture.org.uk
A31	AdaptiVLE Ltd	eLearning / Online Training	www.adaptivle.co.uk
A55	Adult Learning & Skills Service	Education & Training Provider	www.northyorks.gov.uk/adultlearning
W41	Agency51	Digital Marketing & Development	www.agency51.com
W55	Ake & Humphris Wine and Beer Specialists	Wine and Beer Merchant	www.akeandhumphris.co.uk
W78	ASE Computer Services Ltd	IT support and suppliers	www.asecomputers.co.uk
A21	AurumGold Limited	Emotional & Mental Wellbeing	www.aurumgoldltd.co.uk
W57	The Bailiff Company	Bailiffs	www.bailiffcompany.co.uk
W36	Berwins Solicitors Limited	Legal	www.berwin.co.uk
W54	Cairn Hotel	Hotel	www.strathmorehotels.com
W21	Cedar Court Hotel Harrogate	Hotel	www.cedarcourthotels.co.uk
W73	Change Mobility Ltd	Mobility Retail Store	www.beaucaremedical.co.uk
A17	Clarity Office Solutions Ltd	Office Technology	www.clarity-pennine.co.uk
W58	CNG Ltd	Energy Supplier	www.cngltd.co.uk
W42	Costco	Retail Membership Warehouse	www.costco.co.uk
A40	Coventry University Enterprises	Business Support / University	www.cuebusinesssolutions.com ^{digital-advantage}
W72	CPY Business Solutions Ltd	Accounting & Payroll	www.cpybusinesssolutions.co.uk
W17	Crown Hotel	Hotel	www.bespokehotels.com
W64	CSS Mediation	Mediation services and training	www.cssmediation.co.uk
W13	Destination Harrogate	Hoteliers Association	www.destinationharrogate.co.uk
A56	Digital Knowledge Exchange	Events	www.digitalenterprise.co.uk
W83	Digital Plus Ltd	Large Format Printers	www.digitalplus.co.uk
W32	DSC Chartered Accountants	Accountants & Auditors	www.dscca.com
W22	Eagle Safety Associates Ltd	Health & Safety Consultancy	www.eaglesafety.co.uk
W35	Enterprise Made Simple Ltd	Training Company	www.enterprisemadesimple.co.uk
W15	Excel Telecom Limited	Telecoms	www.exceltelecom.co.uk
A16	Federation of Small Businesses	Membership Organisation	www.fsb.org.uk
W61	Flexspace	Commercial property provider	www.flexspace.co.uk
W10	Friends of Valley Gardens	Registered Charity	www.friendsofvalleygardens.co.uk
W37	Harrogate & Ripon Centres for Voluntary Service	Local Charity	www.harcvcs.org.uk
W79	Harrogate at Christmas	Christmas Lights and Market	www.harrogateatchristmas.org
A51	Harrogate Borough Council	Local Authority	www.harrogate.gov.uk/business
A66	Harrogate Borough Council	Shared Ownership Housing	www.harrogate.gov.uk/business
A46	Harrogate College	Education and Training	www.harrogate.ac.uk
W77	Harrogate District Chamber of Commerce	Membership Organisation	www.harrogatechamber.org
W40	Harrogate International Festivals	Arts Charity	www.harrogateinternationalfestivals.com
W71	Harrogate Lions Club	Community Service	https://lions105c.org.uk/harrogate

Refreshments are available in the in the Wharfe & Aire Rooms from 08.30 - 16.30
A wide range of hot and cold drinks and snacks can be purchased from the cafeteria

Alphabetic list of Exhibitors and stand numbers. W = Wharfe Room, A = Aire Room

Stand	Organisation	Business Activity	Website
W65	Harrogate Skills 4 Living Centre	Charity for learning disabled	www.hs4lc.org.uk
A30	Hornbeam Park Developments Ltd	Property Managers & Developers	www.hornbeampark.co.uk
W63	Hotel du Vin	Hospitality	www.hotelduvin.com
W46	IMUK Ltd	Web Development & Web Marketing	www.im-uk.co.uk
W19	International Gilbert & Sullivan Festival	Theatre Festival	www.gsfestivals.org
A22	Isagenix.com	Health & Fitness	www.isagenix.com
W52	Jelf	Insurance Brokers	www.jelfgroup.com
W23	Knaresborough Now & Wetherby Now	Advertising - local community mag	www.knaresboroughnow.co.uk
W33	LD360 Ltd	Google Street View Photographer	www.ld360.co.uk
A27	Leeds Bradford Airport	Yorkshire's Airport	www.leedsbradfordairport.co.uk
A60	Leeds City Region Enterprise Partnership	Business Support	www.the-lep.com
A15	Livius Training Ltd	Training Provider	www.livius-training.co.uk
W60	McCarthy's Storage World	Removals and Storage	www.mjmccarthy.co.uk
W43	McCormicks Solicitors	Law Practice	www.mccormicks-solicitors.com
W59	No-Fli Ltd	Manufacturer	www.fliblade.com
A65	North Yorkshire Trading Standards	Business Advice	www.northyorks.gov.uk
A11	OSR Medical	First Aid Training	www.osrmedical.co.uk
A50	PAPI Project (University of York)	Business Support and Funding	www.papi.org.uk
A10	PEMCO Creative Ltd	Creative Digital Media	www.pemco-creative.co.uk
W75	Potting Shed Trading Ltd	Bar & Restaurant	www.pottingshedbar.com
W38	Powell Eddison Freeman & Wilks	Solicitors	www.powell-eddison.co.uk
W76	Promobox Ltd	Promotional Gifts & Clothing	www.promobox.co.uk
W39	Queen Ethelburga's Collegiate	Independent Education	www.qe.org
A20	REGUS	Serviced Offices	www.regus.co.uk
W56	Rudding Park Hotel	Hospitality	www.ruddingpark.co.uk
W81	Signarama Harrogate	Signage	www.signarama.co.uk/harrogate
W66	St George Hotel	Hotel	www.coastandcountryhotels.com
W53	StayPrivate	Secure Email Solutions	www.stayprivate.com
W45	Storyteller Marketing Ltd	Marketing Agency	www.storytellermarketing.co.uk
A12	Stray FM plc	Media	www.strayfm.com
A26	Tesla	Automotive	www.tesla.com/en_gb
A36	Training-Progress Ltd	Staff Training management	www.training-progress.com
A18	Vantage Motor Group	Lexus Leeds & Toyota Yorkshire	www.vantagemotorgroup.co.uk
A35	Virgin Trains East Coast	Train Operator	www.virgintrainseastcoast.com
W14	Visit Harrogate	Destination Marketing	www.visitharrogate.co.uk
A25	Wellspring Therapy and Training	Mental Health Training	www.wellspringtherapy.co.uk
W16	Whitakers Chocolates Ltd	Chocolate Manufacturer	www.whitakerschocolates.com
W44	Wild & Co Chartered Accountants	Chartered Accountants	www.wildandco.eu
A45	YH Training Services Ltd	Educational Recruitment Training	www.yh-group.co.uk
A61	York Science Park Ltd	Business Development Services	www.yorksciencepark.co.uk

**The latest luxury motor vehicles will be displayed in the area outside the main entrance by:
Vantage Motor Group and Tesla Automotive**



www.ad-venture.org.uk

10.30-11.00 Cover Room

Daneile Moore - AD:Venture

AN INFORMAL “HOW” TO ON AD:VENTURE FUNDING AND SUPPORT

A presentation from AD:VENTURE giving you practical insights into how the grants element work and debunking a few misconceptions linked to public funding. We'll explain how we can help you access the grants and, where that's not suitable, help you access alternative finance options. The seminar will also give a brief overview of the wider programme offer, and will allow the audience to interact and ask questions. #ThinkBig #ThinkAdventure



Experts in Business

www.fsb.org.uk

11.15-11.45 Cover Room

Florian Reinhardt - FSB

ACCESS TO FINANCE MADE SIMPLE - 5 STEPS TO FUNDING SUCCESS!

Speaking to financial professionals can be intimidating if you lack a finance degree. Consequently, hundreds of people are losing out on better deals every year as they take the first offer coming their way to get it over with - it shouldn't be like this. Drawing from years of experience in finance, Florian Reinhardt, Head of Partnerships at the FSB Funding Platform will demystify the funding world and provide some useful advice on how you can step up your game to get the funding you require.



www.theagenci.com

13.00-13.30 Cover Room

Gary Hibberd MD - the agenci Ltd

GDPR requires action; Stop Thinking about it. Make a Plan. Take Action

Covering Cyber Security and the GDPR in one presentation, Gary will explain why we need this regulation, how it improves our businesses, and provide practical advice on steps you need to take NOW to prepare for the changes ahead. An understanding of the GDPR, why it is important (cyber risks etc), and practical steps to implement to prepare for the GDPR.



www.yorkshireenergysystems.co.uk

13.45-14.15 Cover Room

Chris Wilde - Yorkshire Energy Systems Ltd. Harrogate

RENEWABLES FOR BUSINESS

Renewables are now mainstream – they are the future, offering cheaper and more secure alternatives to traditional fossil fuel sources of energy. Yet many businesses are not taking advantage of the opportunities they offer to cut overheads, improve the bottom line, help the environment and enhance their public image. Part of the problem is poor media coverage leading to myths such as “there is no subsidy for solar so there's no point now” and “heat pumps only work with underfloor heating”. This talk will dispel some of these myths and explain why every business should be looking at renewables and tapping into the great potential they hold.



www.beesocialmarketing.co.uk

14.30-15.00 Cover Room

John Ranby - Bee Social Marketing

KILLING IT WITH LINKED IN

John Ranby, Director of Bee Social Marketing based in Harrogate will be sharing some of their LinkedIn secrets that help generate leads on LinkedIn for their clients.

LinkedIn has become one of the best places online to generate leads for your business and actually grow your business. If you're struggling or just want to brush up your skills, this talk is for you.

Have you launched a new business in the last year - are you planning to start up a business shortly?

If so, you are welcome to take advantage of a free mentoring service which we are offering exhibitors and visitors throughout today.

These are one to one sessions with an experienced business mentor. **To book a session, please go to the Check-in Desk.**



www.hornbeampark.co.uk

Hornbeam Park Developments Ltd

Hornbeam Park Developments Limited is delighted to be exhibiting at this year's Yorkshire Business Market where we will be showcasing The Matrix, an impressive new development located at the heart of Hornbeam Park on the former college site, alongside Gardner House a high specification grade 1 office building located on the edge of the Park with the most spectacular views across the Crimple Valley. Both sites are under construction / refurbishment at the moment, with completion due in the second half of 2018. Be inspired at Hornbeam Park, Harrogate's premier business location; the number 1 choice for all your property solutions.



www.cngltd.co.uk

CNG (Contract Natural Gas Ltd)

CNG is the supplier of choice for discerning businesses seeking a real alternative to what is available in the sector today. In the last five years, the company has grown considerably with turnover more than tripling. Clients include SMEs through to large corporate and multi-site businesses and the current renewal rate stands just below 90 per cent with a Net Promoter score well above industry average.

An innovative, competitive business, CNG has developed a portfolio of products which place quality service provision and product choice at its core. Built on strong networks and mutually beneficial relationships with brokers; CNG secures the very best deals for customers, tailoring solutions to meet individual requirements.



www.fsb.org.uk

Federation of Small Businesses

Our mission is to help smaller businesses achieve their ambitions. We are a non-profit making organisation that's run by members, for members who get an exclusive package of great value business services including advice, financial products and support. These cover a wide range of benefits such as tax, legal and HR, local network groups, business banking and mentoring.

We don't only provide fantastic membership benefits - FSB is also the UK's leading business campaigner, focused on delivering change which supports smaller businesses to grow and succeed. Our lobbying arm starts with the work of our Regional teams and members and the team in Westminster which together focus on Local, UK and English policy issues.



www.the-lep.com

Leeds City Region Enterprise Partnership

The Leeds City Region Enterprise Partnership (LEP) supports businesses in Leeds City Region that want to grow. Businesses contacting the LEP Growth Service can access support available from the LEP and their wider network of partners. From start-ups and early stage companies, to support to develop new products and processes through the LEP's newest programme, Access Innovation – businesses are encouraged to visit our stand.

The LEP works in partnership with the West Yorkshire Combined Authority to support growing businesses. Support is also available for companies who want to invest in digital, explore opportunities to trade overseas, develop the skills of their staff, take on an apprentice, adopt sustainable travel and save money through more efficient use of energy, water and waste. To find out more call 0113 348 181818 or email businessgrowth@the-lep.com



www.strayfm.co.uk

Stray FM

We are a local business and we love working with other local businesses which is why we believe this is one of the most important events in our calendar. We value the opportunity to meet existing clients, partners and suppliers as well as new ones all in the same day, nothing replaces doing business face to face with real people.

Our team will be there in full force on the day broadcasting from our pop-up studio so do come and find us as we'd love to meet as many different businesses as possible.



www.ad-venture.org.uk

AD:VENTURE

Providing expert help and advice to high growth businesses, AD:VENTURE is here to help your business reach its full potential. We deliver ERDF funded growth support to businesses in their first 3 years of trading and people planning to start a business. We offer fully funded support including mentoring, events, specialist sector advice and grant funding to eligible businesses (Trading business to business)

AD:VENTURE can support businesses in or locating to: Bradford, Calderdale, Craven, Harrogate, Kirklees, Leeds, Selby, Wakefield and York and is supported by the 2014 to 2020 European Regional Development Fund Programme.

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