



Business Information Point

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BIP NEWSLETTER

Funding Available for Local Projects from Greater Dartmoor LEAF

Many of us think we know how our local town or community can be improved but only some of us try to develop practical ideas to get things done – and too often, such initiatives falter because of lack of funding. Now, if you are a local community group, local business, not for profit organisation or charity which has ideas on how to improve your local area, a new organisation may be able to help you.

The Greater Dartmoor Local Environment Action Fund (GDLEAF) has £1.8m of European money to invest in local projects which support economic and social wellbeing. It is looking for organisations operating in the Greater Dartmoor area – which extends as far south as the towns on the southern edge of Dartmoor, including Totnes, South Brent and Ivybridge – with project ideas which fall into one of three key areas. Projects will be eligible for funding if they can demonstrate that they encourage new ways to help local businesses access markets or distribute products; or find innovative ways to help local communities improve community facilities and encourage business services; or develop projects which exploit the natural, cultural and creative heritage of the area. There is a strong theme throughout in achieving sustainable communities and addressing environmental concerns, including a small energy fund to help put environmental systems in place.

Chairman of Greater Dartmoor LEAF, Trevor Smale concludes:

'We are all excited at the chance to help build sustainable businesses and improve community facilities in the Greater Dartmoor area, but we must also ensure that this money is invested wisely. Through securing other matched funding, the projects we support should deliver up to £4m of new development funding. The GDLEAF team is determined to ensure that the projects we support will bring tangible economic and community benefits to local people.'

Greater Dartmoor LEAF is supported by Devon Renaissance. More information on the scheme is available at www.greaterdartmoorLEAF.org or from Devon Renaissance on 01837 658643.

The Greater Dartmoor LEAF are holding an open forum for all interested in the Local action group programme at Okehampton Business Centre on Wednesday the 9th September 2.00pm – 4.00pm. Please come along and find out about the programme

Business Improvement Through Skills Training

This is a new project offered by Business Information Point (BIP) in the Greater Dartmoor area, West Devon, the northern half of South Hams and North East Teignbridge.

The project offers a series of workshops and individual training in a wide range of business related subjects, all aimed at helping business progress in these difficult times. See a list below of the workshops running this autumn. The project offers the opportunity to gain units of certificated qualifications as a verification of the training. If you have specific training or support needs please call and if we can't help we will find someone who can. Open to all business sectors.

The project is funded through the Dartmoor LEAF fund, West Devon Borough Council, South Hams District Council, Teignbridge District Council, the Economic Challenge Fund, Train to Gain and BIP.

Workshops and Events

Effective selling for tourism businesses

Part one: Reaching your market and exceeding customer expectations.

Guest speakers: Simon Treggoning and Jacqui Guilliford from Classic Cottages
Okehampton Business Centre – BIP Offices
03.09.2009 - Times: 12.30 – 4.30pm

Effective selling for tourism businesses

Part two: Up-selling the big picture.

Guest speakers: Charles Trevor-Roper. Tina Bricknell- Webb from Percy's Country Hotel & Restaurant.
Okehampton Business Centre – BIP Offices
10.09.2009 - Times: 12.30 – 4.30pm

Effective selling for tourism businesses

Part one: Reaching your market and exceeding customer expectations.

Guest speakers: Simon Treggoning and Jacqui Guilliford from Classic Cottages
The Council Chamber – WDBC Tavistock
08. 09. 2009 - Times: 12.30 – 4.30pm

Effective selling for tourism businesses

Part two: Up-selling the big picture.

Guest speakers: Charles Trevor-Roper. Tina Bricknell- Webb from Percy's Country Hotel & Restaurant.
The Council Chamber – WDBC Tavistock
16. 09. 2009 - Times: 12.30 – 4.30pm

Being the best and beating the rest for retailers. Part One:

On Line Selling for Retailers

Guest speaker: Kate Doodson of Magellan Projects
Okehampton Business Centre – BIP Offices
13.10.2009 – Times: 6.00pm – 10.00pm

Being the best and beating the rest for retailers. Part Two:

Reaching out to your market, the art of up-selling

Guest speakers: Ann Holman. Nicky Edmunds from Insideout Home Ltd
Okehampton Business Centre – BIP Offices
20.10.2009 - Times: 6.00pm – 10.00pm

Being the best and beating the rest for retailers. Part One:

On line selling for retailers

Guest speaker: Sam Money from O'Connor's Campers.
Darren Hunt from Pulse8
The Council Chamber – WDBC Tavistock
15.10.2009 – Times: 6.00 – 10.00pm

Being the best and beating the rest for retailers. Part Two:

Reaching out to your market, the art of up-selling

Guest speakers: Ann Holman. Nicky Edmunds from Insideout Home Ltd.
The Council Chamber – WDBC Tavistock
22.10.2009 – Times: 6.00 – 10.00pm

Effective selling for tourism businesses

Part One: Reaching your market and exceeding customer expectations.

Guest speakers: Simon Treggoning and Jacqui Guilliford from Classic Cottages
The Henlake Suite, The Watermark - Ivybridge
4. 11. 2009 – Times: 12.30 – 4.30pm

Effective selling for tourism businesses

Part Two: Up-selling the big picture.

Guest speakers: Charles Trevor-Roper. Stephen Earp from The Royal Oak Inn at Meavy
The Henlake Suite, The Watermark - Ivybridge
11. 11. 2009 – Times: 12.30 – 4.30pm

Effective selling for tourism businesses

Part One: Reaching your market and exceeding customer expectations.

Guest speakers: Simon Treggoning and Jacqui Guilliford from Classic Cottages
Teignbridge Business Centre – Teignbridge
18. 11. 2009 – Times: 12.30 – 4.30pm

Effective selling for tourism businesses

Part Two: Up-selling the big picture.

Guest speakers: Charles Trevor-Roper. Stephen Earp from The Royal Oak Inn at Meavy
Teignbridge Business Centre – Teignbridge
25.11.2009 – Times: 12.30 – 4.30pm

Okehampton Business Centre- A day of activities and support for businesses.

To save businesses time chasing around to find organisations that can offer help, support and training BIP have organised a day of events and drop in clinics on September 10th.

Available for 1:1 consultations will be advisers from Business Link and BIP. Also attending will be the West Devon Food and Drink Network, the Dartmoor Partnership, West Devon Borough Council, Devon Renaissance, Greater Dartmoor LEAF, etc.

Information on funding available through the Rural Development Programme for England from the South West Regional Gateway.

Two events will take place, firstly a workshop to promote the Women in Work training fund 10.30am – 12.00pm followed by refreshments, and speakers will include Lyndsay Bird, SW Regional Partnership Manager for Lantra and National project Manager for the Women in Work project. There will be no charge for this workshop.

Secondly, a workshop called “Effective Selling for Tourism Businesses” Part Two “Up-selling the big picture” with guest speakers; Tina Bricknell-Webb from Percy’s Country Hotel and Restaurant, and Charles Trevor Roper. (At the time of writing it has finally stopped raining so hopefully tourism businesses will have picked up extra bookings. However, whatever happens improved marketing will help ensure 2010 is a good year). There will be a £10 charge to attend this workshop.

If you have not seen the award winning building at Okehampton Business Centre please accept this invitation to drop in, tours of the building with its various renewable and energy saving features (wind turbine, photo voltaic’s, wood pellet boiler, water recycling, and natural ventilation) will take place throughout the day.



Thinking of starting a business?

With unemployment rising and trading conditions difficult it would seem a stupid time to start a business, however start up numbers generally increase in a recession. The reasons are complicated but the use of redundancy payments or a fear of being losing ones job often encourages people to start a business they have been dreaming about for many years. Actually it can be the right time to start because many of the start up costs are lower, premises can be found at lower rents, stock can be purchased cheaply and customers are shopping around. If you can trade well in the current climate, things will be much easier as the economy picks up.

If you would like to explore ideas for starting a business we have the workshop for you, supported by Barclay's "Let's Start Talking Business Ideas" led by one of BIP's experienced business advisors Petra Davies.

Covering all aspects of starting a business this workshop is free of charge and could be just the lift you need to make that change.

Book your place at Okehampton on 5th October by calling 0800 592872.

Funding for Women available through a Lantra project " Women in Work"

If you are a woman that works in the

- **Agriculture (inc. food and drink diversification)**
- **environmental conservation**
- **fencing**
- **game and wildlife**
- **horticulture**
- **landscaping and turf**
- **land based engineering**
- **forestry industries**

you are eligible for ANY (including legislative needs) training with a minimum value of £650.

You or your employer will be asked to contribute £200 towards the training cost, meaning a **grant of £450 is available**. If you want to attend a training course locally or out of the region or need 1:1 training in the workplace call us at BIP for further information, we can guide you step by step through the process, places are limited so act quickly if this sounds right for you.

NEWSLETTER DISTRIBUTION

If you would like your BIP newsletter by email or fax send your details through to us at-

E-Mail: team@bipwestdevon.biz
Fax: 01837 659314

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