



Minutes of Meeting

28th March 2008

Welcome to the meeting by the Chairman and aim of the Business Club

The Chairman extended a warm welcome to the members and briefly reported to the meeting the key aims of the Business Club. Namely, that the club is able to provide a voice for businesses in Lincoln, whilst also being a relaxed environment in which to meet and network with members of the local business community.

Member Introductions

Starting with the committee members, each of the members stood up and introduced themselves and stated which businesses they are from.

Sponsorship for Future Meetings

The Chairman reminded the club members that to sponsor a meeting it is £50 per meeting and that entitles the sponsor to talk for five minutes in relation to their business. The Chairman also reminded the club members that the club is a non-profit making organisation and that for every £2 that they pay each meeting, £1 goes to the football club to put on the refreshments and the other £1 goes into the club savings. The savings are then split between two charities at the end of the year. The charities are decided by the members although the committee encourages the members to go for local charities

In addition to charitable donations, the Chairman commented that the Business Club also uses the money to raise its profile for example, by purchasing the banner which the members were able to see as they entered the meeting. This is for use at events where Lincoln Business Club is raising its profile and that of the businesses who are its members. For example, at a recent recruitment event held at the university.

A Word From Our Sponsor: Karl Heard-White

Karl told the members all about how Trisight Ltd can offer Business and Marketing support focus and how their services provide a catalyst for a successful business. Karl discussed that the ethos of Trisight Ltd is to draw out of individuals to make their business successful. Karl went through the services that Trisight Ltd can offer businesses of all sizes and promoted the FREE business marketing consultation and FREE report available on their website.

Karl discussed how Trisight can broker and work with other organisations, through their associations with a network of other businesses. Trisight is always looking for trusted partners to help your business. Finally, Karl talked about the many success stories Trisight have, where they have driven profitability by up to 25% in 3 months. In summary, Karl suggested that all businesses could benefit from using the FREE online business healthcheck service on the Trisight website, where they can complete the survey and receive a FREE business advice report.

First Speaker: Chief Superintendant Alec Wood

Chief Supt. Wood introduced himself as the new divisional commander for West Lincolnshire, and said that his focus for this meeting would be the finance and resourcing issues of the Lincolnshire Police Force that are currently making the headlines in respect of increases in Council Tax, to support the proposed rise in police funding.

In order to put into perspective the current issues with regard to police funding, Chief Supt. Wood offered some background information on the financial situation.

Internal inspections within the Lincolnshire Police Force found that they had been in a difficult financial position for the last few years. In the financial year of 2007/2008, the government gave them a one-off grant to bail them out on condition they found efficiency savings. However, it was recognised that the situation was not remedied long-term and that the deficit would grow hugely, due to them being the most underfunded police force in the UK.

Chief Supt Wood then discussed why this government funding is the way it is. Rural forces are the worst off under the system, as the way of allocating funding doesn't recognise large rural areas and that policing these areas is very different to other areas of the country. This is the reason why Lincolnshire gets the lowest central government grant in the UK.

He then went onto talk about Council Tax, where the other part of the police budget is sourced from. In 2007/2008, this area had the lowest precept rises of Council Tax in England and Wales. Chief Supt. Wood then discussed that they had just been notified that the rise may be capped by Central Government and not actually end up being what has been publicised. He went onto discuss the implications of capping. There is a preset

national limit that authorities should not exceed and this limit is 5%. They had been told at the time of the talk that they must not exceed the 5% but Chief Supt. Wood said there may be room for further negotiation.

Chief Supt. Wood stated that if they were forced to stick to the 5% increase then there would definitely be redundancies within the service. This was unreasonable as it has been agreed by PriceWaterhouseCooper who have been sent to identify efficiencies, that the Lincolnshire force are in the tightest financial position they have ever seen!

Chief Supt. Wood concluded by discussing the way forward for the future policing in Lincoln and the many national and local initiatives that are aimed at providing safer neighbourhoods and a better police service. He also talked about the large drains in resources that the public do not see on the protective services. They must abide by these national agendas but in order to do so resources will undoubtedly be pulled from the frontline.

Finally, Chief Supt. Wood took questions from the floor.

Speed Networking

The Chairman encouraged members to change places and sit with people they did not know and where possible to have full tables in order to get the most out of the speed networking part of the meeting. This enables members to sell their business for 1 minute to the rest of the people on their table. This is a valuable opportunity to get to know the members of the club and to swap business cards. We were all reminded to bring enough business cards to circulate round the table as we talk.

Second Speaker: Liz Lucas (Lincoln Mystery Plays)

After introducing herself, Liz told the members how the mystery plays started in the 10th Century by educating people who came to church. They were written by priests and were based on bible stories and they soon began to grow in popularity. The Mystery Plays in Lincoln started in 1978 and take place every four years.

Liz went onto discuss upcoming events including one at Southwell Minister 10-12 July 08 and at the Lincoln Cathedral 17-26 July 2008. Liz is the producer of these Mystery Plays and Nicola Stocks of Elexus Consulting is in charge of marketing.

Liz and Nicola told members how the Mystery Plays attract a lot of people into the Cathedral, as an opportunity to bring the community and culture together. The ladies discussed the various sponsorship opportunities available for businesses and how previous sponsor involvement had been very successful.

Anyone, interested in sponsorship opportunities can speak to Nicola Stocks of Elexus Consulting.

Card Draw Speaker: Richard Hare of McKinnells Solicitors

Richard introduced himself and the McKinnells practice, telling us that they are based in West Parade, Lincoln and are a team of 48 people who offer a whole range of services to the community.

Richard primarily discussed the upcoming launch of their new business services department which will take place in June 08. He introduced Jo Costal to talk about the team of commercial lawyers who cover most commercial areas, and James Hazel who specialises in Employment Law and Industrial Relations, all of which will join together in June to form the new Business Services Dept.

They told us how they are friendly and accessible high street practice, and that they are passionate about their costs and fees being transparent, flexible and affordable.

We then learnt how employment law legislation is a rapid growth area and how difficult it can be for businesses to keep on top of legislative changes. The team at McKinnells promoted that they offer a FREE Healthcheck on policies for businesses to ensure they are up to date with relevant legislation.

Finally, we heard about an event McKinnells are running on 13th May 08 at Lincoln Drill Hall regarding the latest developments in employment law.

The card draw speaker for the April meeting will be Nicola Stocks of Elexus Consulting.

Police Update

We had already heard relevant up to date information from Chief Supt. Alec Wood earlier in the meeting.

Member Announcements

There were several member announcements which were as follows:

Chris Trigg promoted a Chartered Management Institute event at the University of Lincoln on 30th April 2008

Coral Wilcox (Business Link) announced upcoming procurement events on 1st April and 27th April, as well as a mock industrial tribunal event in Grantham on 2nd April.

Rob Edmunds (Acting About Theatre Company), talked about their upcoming show at the Edinburgh Fringe Festival and offered members sponsorship opportunities. This show will also be seen at Lincoln Drill Hall on 29th/30th April 08.

Nicki Gray (thebestoflincoln) reminded members about the upcoming networking launch on 28th March 08.

Jez Ashberry (Shooting Star PR) informed members of lazy networking at the Orgasmic Cafe on the first Friday of the month, starting 5pm.

Rick Sayer (Clinical Hypnotherapist) promoted a Health, Mind and Body Seminar and Networking Opportunity on the 22nd April at the Bentley Hotel.

Lorraine Setterfield promoted a Young Enterprise event at the University of Lincoln on 12th May 08.

Date and Time for Next Meeting

The next meeting will be Friday 25th April 2008 at 7am – 9am.