



Local Enterprise Connected Nationally
Expert Business Startup and Growth Support

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| About Us

Cavendish Enterprise (the trading name of Cavendish Consortium Ltd) is a group of six of the largest, highly respected enterprise agencies from across the country, who have come together with the National Enterprise Network, working in partnership to deliver nationwide contracts supporting start up and growing businesses.

The partners are amongst the most prominent not-for-profit enterprise agencies in the country, each with over 30 years' experience.

All of our members are longstanding agencies within the business support community, and each is respected for their independent impartial advice and impeccable probity. Cavendish Enterprise has a reputation for working in close partnership with a various organisations from the private, public and third sectors to achieve excellent results in business enterprise.

Recently, three of our members, Nwes, Enterprise First, and NBV, have come together to form Enterprise for London, an initiative to deliver the same support and access to finance within the boroughs of Greater London as the consortium members are delivering across the rest of the country.

Through working together we have successfully delivered government initiatives such as the Growth Vouchers scheme and Ready for Business programme, to thousands of businesses in England. The benefits to these businesses have been both financial and supportive, with qualified advice and training from expert business advisors within each region.

By providing support and finance, we are proactively helping the economy by creating jobs, and partnerships for the benefit of both the local and wider communities.

Local Enterprise Connected Nationally



BBV
North West



Business West
South West



Enterprise First
South East



NBV
East Midlands



Nwes
East of England



TEDCO
North East



National Enterprise Network
West Midlands,
Yorkshire &
Humber



Enterprise for London
London

| Starting and growing your business

Each year in the UK, more than 500,000 people start a business of their own. Some survive, many don't. The good news though, is that research shows that through a robust business support offer businesses are more likely to survive.

Our advice and support is based on our wide range of business experiences. Our fundamental aim is to help entrepreneurs to make the most of their idea and think about any areas they might have missed. Our approach is one of support and to give confidence to succeed. We will also challenge thinking when necessary to help strengthen ideas, plans and skills.

There are many motives for people wanting to start a business some are natural-born entrepreneurs with a fantastic idea that they turn into a successful new venture. Many want to earn more money or be their own boss. Some seek greater flexibility or a more favourable work-life balance. Many simply have no alternative, perhaps after losing their job.

The Cavendish Enterprise partners are strategically placed in every region across England to ensure that no start up or growing business is out of their reach for support, help, and access to finance opportunities. As a business in the early stages of development or growth, Cavendish is able to offer start up and growing businesses advice, training, access to suitable finance sources, and commercial office and storage space at competitive rates.

Our support is tailored to meet the individual needs of the business and can include:

- Advice on a wide range of business issues
- Support in creating a business plan
- Support with setting up operations of the business
- Help with strategy and action plans
- Support in preparing finance proposals
- Signposting for loans
- Identifying potential savings to increase profitability
- Training in areas of business management
- Masterclasses for key skills for starting-up a business



| Support from professionals

We can help entrepreneurs to start up and run a successful business

The Global Entrepreneurship and Development Institute rank the UK the most entrepreneurial country in Europe and fourth in the world.

Starting a business can provide you with a more rewarding life, but requires careful planning in order to succeed. To get started a business will need a good business plan. It will also need a brand, a name and competitor knowledge. The person behind the business will need to understand costs before start-up, and be able to manage finances once the business has started.

Qualified Coaches and Mentors

We have a number of qualified coaches and mentors across England. Their back-grounds are diverse and range from careers in banking to retail. Each has made the move into enterprise services through their desire to help new entrepreneurs and start-up businesses.

Professional Advisors

Our professional teams of advisors within each of the partner organisations have a wealth of sectoral experience and are specialists in utilising their skills and previous experience. They are capable of delivering quality, targeted, valuable support and advice to clients across England.

Business Trainers

Additionally we have Business Trainers whom deliver training workshops on specific business topics such as financial strategies, marketing, developing a business plan and digital skills.

Coaching and 1:1 Sessions

Coaching and 1:1 sessions are also available to provide intensive hands on bespoke support which benefits clients greatly.

Mentors

For extra support for our clients, we have a pool of qualified and experienced mentors from the business community who give their time to advising new business owners and sharing their experiences.

"We love to work with people who also love what they do. This is when creating exciting authentic content comes easily." **Andy Eagles, Huxley**



| Sourcing Finance

Making sure there is enough cash to pay bills and invest is a problem for many new and growing businesses. An obvious choice is to approach a bank for a loan but there are other options available, such as government funded business support loans. Grants are also available but the terms of these are dependent on what the business does, and where it is based. The whole process of who to go to, when and how to present a case can feel daunting. This is where the Cavendish Enterprise partners can help and some even manage their own loan and grant schemes to assist in some cases.

An important part of obtaining business finance is knowing how much is needed and what are the essential costs

Our experienced advisors offer advice and will help assess the current position and will support businesses to develop a clear plan and help decide the best type of finance for your business. Our advisors are able to signpost businesses to any local grant scheme available, and will assess the businesses' suitability on its behalf.

Cavendish partners are leading delivery partners for some funding initiatives, but as with all loans the key is making an irresistible case for support. They also have great knowledge about what local grants are available.

| Business Premises

Across England the Cavendish partners offer a wide range of flexible, affordable, and cost-effective commercial property services for start-up and growing SMEs.

- Many of our tenancy agreements have built in business advisor support, and access to training and sources of finance. Many include free use of meeting rooms offering space that means business. Our meeting and conference facilities are designed for businesses that want style and function. Our friendly helpful staff will make any tenancy simple and easy so the business can concentrate on being a success.

Services vary from property to property but include:

- Office space
- Hot desks and Co-Working space
- Easy in, easy out tenancy agreements
- Light industrial and warehouse facilities
- Virtual Offices



| Spokesperson for East of England

CEO of Nwes, and Chairman of Cavendish Board

KEVIN HORNE, Chairman (Cavendish), Chief Executive of Nwes

Kevin is the architect and Chairman of Cavendish Consortium Ltd. Kevin joined Nwes as CEO in 1997 after over 15 years with NatWest Bank. From a turnover of £185k and a team of four Nwes is now one of the UK's most successful business support organisations with a staff of more than 70, a multi- million pound turnover, and a strong asset base. Kevin is a past Chairman of the National Enterprise Network, and has served as an inaugural director of the Community Development Finance Association. His strong financial background and ability to produce, read and analyse financial statements makes him an excellent start up specialist.

Kevin was a director of 1st East, the urban regeneration body for Great Yarmouth and Lowestoft, and is Chairman of The Bridge Trust, a leading education business charity introducing young people to the world of work. He is also a trustee of Thera (East Anglia) – a national charity supporting people with learning disabilities. Kevin takes a special interest in Corporate Social Responsibility and its effect on 'bottom line' performance. He shares a keen knowledge of regeneration activity at all levels.

Kevin's current responsibilities include driving Nwes forward as a major national player in the enterprise field, and managing the effective deliverance of the business support programmes for Cavendish Enterprise. Kevin has experience in all of the key business disciplines. He is an accomplished CEO, Chairman and Board member with experience in the private, social enterprise, and voluntary sectors.

An innovative approach with a strong staff rapport give Kevin his great leadership skills. Together with extensive industry contacts at all levels, Kevin is well placed to lead Cavendish Enterprise at the forefront of delivering national business support programmes.



@kevinmhorne



Kevin Horne

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| Nwes

The Organisation

For over 30 years Nwes has been helping new businesses to start up, thrive and survive across East Anglia.

Their aim is to offer a range of business support services covering finance, advice, training and premises in the region, supporting anyone looking for help in both starting and growing a business. Additionally, their key objectives are to:

- Play a significant role in encouraging enterprise and assisting with long term economic sustainability and growth, through the design, development and delivery of our products and services.
- Expand business development services to assist the growth of new and existing businesses.
- Stimulate business education engagement, to shape the future work force.
- Maintain and develop a professional service, meeting the appropriate quality standards.
- Develop and manage an extensive network of partners for the benefit of Nwes and our clients.

The organisation has over 25 fully-serviced enterprise and innovation centres across the East of England.

Nwes also supports its own charity, WoW, which works to create engagement between schools and employers through ready-for-work initiatives.

www.nwes.org.uk



@Nwes_Group



nwesgroup



Nwes: Encouraging Enterprise



| Spokesperson for North West

CEO of BBV, and Cavendish Board member

SYLVIA PHILIPS Chief Executive of BBV Ltd

Sylvia was appointed as BBV's Chief Executive in 2010, having joined the organisation in 1991.

In her initial role with BBV as Operations Executive Sylvia was responsible for the management of a wide range of publicly funded contracts, including business support programmes, loan funds, and managed work-space centres.

Previous to BBV, Sylvia was North West Regional Manager of Small Firms Service responsible for managing a large team of staff and business advisers.

Sylvia is currently responsible for the management and delivery of all the BBV Business and Enterprise support programmes.

During her time with BBV, Sylvia has been appointed as Chair of Prowess, and Chair of the NW Women's Enterprise Forum.



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| BBV

The Organisation

For over 30 years BBV has delivered business support and enterprise contracts across North West England through a dedicated team of professional and highly skilled business advisers and mentors.

With the benefits of local knowledge and experience, BBV can assist new entrepreneurs with a comprehensive range of services, including information, business planning, training and access to local business support networks.

BBV also provides access to finance, directly managing a portfolio of loan funds specifically designed to meet the needs of new and small businesses. Business Finance North West is the trading name for the finance arm of BBV Ltd. an enterprise and economic development agency. Business Finance North West supports new and established businesses that are unable to borrow from traditional lenders all or some of the finance needed.

Accredited to ISO 9001 and member of Responsible Finance.



www.bbvonline.net



@BBVEnterprise



| Spokesperson for South West

Finance Director of Business West and Cavendish Board member

JO GREENWOOD, Finance Director, Business West

Jo joined Bristol Chamber of Commerce and Business Link West, both part of Business West, in 1996 as a management accountant and progressed to be the Finance Director in 2000. She has been responsible for the strategic financial direction of the company, which has grown from £3m turnover to over £15m. Business West is now recognised as one of the most influential independent business leadership organisations in the UK.

Jo spent three years as Director of Business Support looking after various public funded contracts including setting up three ERDF funded High Growth contracts, along with ESF funded Skills contracts, and various smaller Local Authority funded business support contracts.

Jo is currently responsible for the management and delivery of all the Cavendish Enterprise support programmes.

Jo is also a director of South West Angel Investor Network; Destination Bristol, Bristol's Destination Marketing company, Recognising Excellence and Bristol Chamber of Commerce.



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| Business West

The Organisation

The largest membership organisation in the South West.

Business West represents and works with 18,000 businesses, providing a range of advice and support services from how to start, develop and grow your business to expanding overseas as well as flexible workspaces and prestigious conference facilities. As the voice of business in their area, affiliated to the British Chambers of Commerce, Business West ensures that business issues are taken into account when key decisions are made at local, regional and national level, so that together they can make a difference to the local economy.

As the local access point for a whole host of business and export solutions, no other organisation is better placed to help support and grow your business in the UK and overseas. Business West can help by:

- Connecting businesses through our Chambers of Commerce
- Challenging Government about national and local business policy
- Providing business learning opportunities
- Supporting businesses to start-up and grow
- Connecting your business overseas
- Accredited to ISO 9001 and member of Community Development Finance Association.

Business West operates from offices in Bristol and Swindon. Profits are reinvested back into the business in order to achieve their mission.

www.businesswest.co.uk



@bw_businesswest



Start & Grow



Business West



| Spokesperson for South East

CEO of Enterprise First, and Cavendish Board member

JOHN MITCHELL, Chief Executive, Enterprise First

After graduating in economics, John joined a Hampshire firm of chartered accountants. He left to join the board of a client operating in the digital pre-press sector. He subsequently became Managing Director of the company, which grew rapidly to a turnover of £10m.

In 1997, John became Chief Executive of Enterprise First, which has grown to become the leading provider of such services in the South East.

John has 20 years experience of leading business growth in the private sector and almost 18 years providing support for new and existing small enterprises working in partnership with the public sector.

John is currently responsible for the overall strategic development of the company and is a director of four subsidiaries providing managed workspace.

John has a BA (Hons) Economics.



 @JohnMitch4

 John Mitchell

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| Enterprise First

The Organisation

Enterprise First is a not-for-profit organisation, with public and private-sector funding to help people start their own business and develop their existing available enterprises across the South-East of England.

An award winning organisation with a 97% client recommendation rate, Enterprise First has been supporting startups and existing businesses since 1981. They offer a range of support including independent advice, mentoring, practical workshops on marketing and finance as well as providing clients with an introduction to numerous networking opportunities.

Enterprise First also manages four enterprise centres providing access to light industrial and office space, all on flexible terms to meet business needs.

A member of the Cavendish Enterprise and the National Enterprise Network.



www.enterprisefirst.co.uk

 @Enterprise1st

 Enterprise First

 Enterprise First

 Enterprise First



| Spokesperson for West Midlands, and Yorkshire & Humber

CEO of National Enterprise Network, and Cavendish Board member

DAWN WHITELEY, Chief Executive, National Enterprise Network

Dawn Whiteley joined National Enterprise Network in 2011. She had previously worked at Business Link in Yorkshire where she had undertaken a variety of roles since 2008, latterly as Head of Enterprise.

Dawn is highly respected within the sector and has in-depth knowledge of the Network, having served for five years on the board prior to taking up an executive role.

Before joining Business Link Yorkshire, Dawn was General Manager of a Network member, West Yorkshire Enterprise Agency, which was then one of the largest independent enterprise agencies in the UK, employing over 120 people and with a turnover in excess of £5m pa.

Dawn currently represents the NEN with key stakeholders in government, the wider enterprise arena and the private sector, demonstrating that the network is the leading source of advice and support for new businesses throughout the country. She is also responsible for driving membership growth and widening the membership offering for organisations engaged in business support. Included under this responsibility is overseeing the delivery of Cavendish Enterprise programmes.



 @WhiteleyDawn

 Dawn Whiteley

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 enquiries@nationalenterprisenetwork.org



| National Enterprise Network

The Organisation

The National Enterprise Network is a unique membership body representing those working in the enterprise support sector across England which believes its members are crucial to England's economic growth.

NEN's role is to support its member's work by representing their interests, promoting the results they achieve and connecting them with opportunities for even greater success. The membership provides support across 100% of England; with in excess of 80,000 clients per year seeking help with starting a business, more than 25,000 going on to do so and those businesses achieving a one-year survival rate in excess of 80%.

Members include not-for-profit organisations which provide independent and impartial advice, training and mentoring to new and emerging businesses. They are enterprise agencies, chambers of commerce, local authorities, further and higher education providers and other specialist enterprise support providers.

In the West Midlands, and Yorkshire & Humber, NEN members deliver Cavendish Enterprise contracts to startup and growing businesses on behalf of NEN.

www.nationalenterprisenetwork.org

 @NatEntNet

 nationalenterprisenetwork

 national-enterprise-network



| Spokesperson for East Midlands

CEO of NBV, and Cavendish Board member

RICHARD DEARDEN, Director and Chief Executive, NBV Enterprise Solutions Ltd

Following a highly successful career in the banking industry spanning fifteen years, Richard joined NBV as Deputy Chief Executive in 1999, becoming Chief Executive in 2004.

A sound strategist, Richard has led NBV through a successful period of expansion and diversification to develop it into the high profile and successful Enterprise Agency it is today. Recognised as an exemplar of best practise in areas such as partnership working, innovative programme modelling, incubation and mentoring, Richard's skills have seen NBV successfully deliver numerous public sector funded start-up and small business projects to the value of about £3m per annum with an unblemished audit track record.

A Common Purpose Graduate, Richard was the East Midlands Regional Chair for the National Enterprise Network (NEN, previously known as the National Federation of Enterprise Agencies from 2000 – 2008) and the NEN Regional Director from 2000 – 2006.



 @RDeardenNBV

 Richard Dearden

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T 0844 887 2568*

*calls cost 5p per minute plus your phone company's access charge



| NBV Enterprise Solutions

The Organisation

The award winning NBV Enterprise Solutions Ltd (NBV) has been supporting enterprise for over 30 years.

NBV's success as a business support organisation has been built on a culture of openness, enterprise and innovation. In recent years NBV has worked with approximately 12,000 individuals annually and has helped to create in excess of 5,000 new businesses per annum across the East Midlands region.

Quality assured to ISO and IIP standards, NBV delivers a range of pro-active and highly effective support and skills development programmes and offers innovative and accessible business start-up, mentoring and ongoing support to new start, young and established businesses.

NBV has two commercial sites suited to small to medium sized businesses. They also offer Virtual office packages as a cheaper alternative.



www.nbv.co.uk

 @NBVtweets

 NBV Enterprise Solutions Ltd

 NBV Solutions Ltd



| Spokesperson for North East

CEO of TEDCO, and Cavendish Board member

CAROLE WHITE, Chief Executive, TEDCO Business Support Ltd

Carole White is Chief Executive of TEDCO Business Support Ltd. She joined TEDCO Ltd in 1996 following a retail career encompassing both operational management roles and a national role in people development.

Initially recruited as Training Manager, Carole was responsible for delivery of both external training for TEDCO's businesses and internal staff development. As the Business Support Manager from 2001 to 2011 she has acquired extensive experience of managing business support contracts for a wide range of funders.

Carole has worked with a range of businesses across all sectors and has a strong track record of developing and delivering creative and effective business support initiatives. She is also very active in local partnerships across the North East, including being a board member of North East Enterprise Agencies (NEEAL) Ltd.

Carole is a Graduate in English from the University of Lancaster.



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 Carole White

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TEDCO
Business
Support



| TEDCO

The Organisation

TEDCO Business Support Ltd is a 'spin out' company from TEDCO LTD, which was founded in 1984.

We have extensive experience and expertise in helping businesses to start up and grow. From an initial base in South Tyneside we have grown our business and now deliver across the North East of England.

We are a passionate, enthusiastic team with a wide range of skills and experience.

TEDCO Business Support helps businesses to start up and grow across the North East of England. With an experienced and diverse team of business advisers offering business advice, access to finance and access to key networks and contacts, TEDCO's services include one-to-one support and training.

Working from a base in Sunderland, TEDCO offers flexible services at a time and venue to suit the individual client across Tyneside, Wearside, Northumberland, Durham and Teesside.

www.tedco.org

 @TEDCOLTD

 TEDCO Ltd

 TEDCO Business Support Ltd

TEDCO
Business
Support



 **CAVENDISH**
ENTERPRISE

| Spokesperson for London

CEO of Enterprise for London

RICHARD SALMON, Chief Executive of Enterprise for London

Richard has spent the last 15 years assisting, advising and mentoring start ups and growing SMEs. Having worked with Nwes through a period of substantial growth, Richard has managed and delivered a number of successful programmes providing support for SMEs.

Having been a business owner himself, Richard understands the support and guidance required for entrepreneurs at all stages of their business journey.

In the past Richard has worked with Young Enterprise as a mentor and has volunteered his time to creative sector organisations in Norwich.

Richard's current challenge is to ensure that Enterprise for London remains a dynamic and innovative business support organisation for the Capital.

His vision is to ensure and sustain a legacy of world class entrepreneurs and small businesses across England's capital city.



www.enterpriseforlondon.com



@MrRichSalmon



Richard Salmon

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| Enterprise for London

The Organisation

Founded by Enterprise First, NBV and Nwes, Enterprise for London is the capital's business support organisation for aspiring start-ups and established business owners.

We provide: advice, training, access to finance and ongoing support, to help you create a successful enterprise. As a team made up of entrepreneurs, former bank managers and financial experts, we understand the challenges of starting and growing a business.

Our Objectives

- To deliver bespoke, high quality and consistent advice to individuals looking to start or grow a business in London
- Develop and manage an extensive network of partners for the benefit of both clients and the communities in which we work
- Educate and inform the benefits of an entrepreneurial mind-set
- Provide high quality workspace with added value to encourage enterprise
- Deliver the creation of jobs and opportunities for increased employment in London

www.enterpriseforlondon.com



Enterprise4LDN



Enterprise for London



Enterprise for London



Enterprise for London



| Cavendish Enterprise Non Executive Directors

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| Cavendish Enterprise Team

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| Business Start Up

Business Support

Our support will be tailored to meet individual needs but often includes:

- Business planning
- Deciding on the correct legal entity for the business
- Setting up effective and efficient operations of the business
- Developing a strategy and action plan to secure and retain customers
- Support in preparing finance proposals and submissions including signposting for loans
- Identifying potential cost savings to increase chances of profitability
- Environmental planning to save money and add credibility to your business
- The key steps required for starting-up to avoid any costly errors and maintain control

Our advice is based on our wide range of business experiences. Our fundamental aim is to help make the most of a business idea and think about any areas that might have been missed. Our approach is to provide support giving the confidence to succeed and also challenge thinking when necessary to help strengthen ideas, plans and skills.

Every journey starts with a first step

Free business advice, in the form of a pre-arranged one-to-one business advice session in person or by phone, is often available.



| Business Growth

Growing Your Business

Once a healthy and profitable business has been developed, the next step to consider is business growth

Growing a business can be complex and time-consuming, but approaching it with a solid strategy and the right knowledge will help to achieve sustainable growth.

We offer a suite of focused support programmes which will help businesses expand into new markets, develop innovative new products and processes, create partnerships with other businesses and access funding.

When a business is facing change, new opportunities, or the challenge of dealing with growth, our expert advice and support will ensure any business is able to reach its full potential.

Export

It doesn't matter which country, or what industry sector, we can help a business grow internationally.

Innovation

Keep a company moving forward by establishing innovation and creative thinking as a core component of its business growth strategy.

Supply chain support

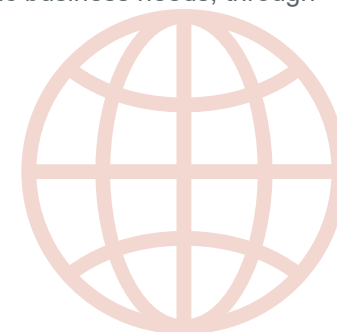
Our aim is to help businesses to find the perfect match in new distributors, suppliers, manufacturers or partners for Research & Development projects.

Human capital

We can develop a skilled workforce to suit the specific business needs, through training, partnerships and collaborative working.

Intellectual property

Discover how to use intellectual assets effectively to ensure protection for the business's products and services.



| Business Advisers

Starting your own business

We can help you to start up and run a successful business

Each year in the UK, more than 500,000 people start a business of their own. Some survive, many don't. The good news though, is that research shows that through a robust business support offer, businesses are more likely to survive.

There are many motives for people wanting to start a business, some are natural-born entrepreneurs with a fantastic idea that they turn into a successful new venture. Many want to earn more money or be their own boss. Some seek greater flexibility or a more favourable work-life balance.

The Global Entrepreneurship and Development Institute rank the UK the most entrepreneurial country in Europe and fourth in the world.

Starting a business can provide you with a more rewarding career change, but requires careful planning in order to succeed.

To get started you'll need a robust and thorough business plan. You will also need a brand, a name and sound competitor knowledge. You'll need to understand your costs before you get going, and manage your finances once you've started your business.

When you're starting a business, taking care of these key start-up tasks properly, and in the right sequence, can help boost your chances of success and get your new venture off to a great start.



Our Business Advisers have many years experience of supporting start ups and helping businesses to grow and develop to realise their full potential.



| Skills Development

Starting or growing your business

England is thriving with new start ups and small businesses. This is thanks to the amount of help and support that organisations like Cavendish can provide.

The Cavendish partners know how challenging starting and growing a business can be, so we have designed a toolbox of essential start up and growth advice and support covering issues as varied as funding and finance, through to marketing, networking and mentoring.

Included in our development portfolio workshops and 1:1 sessions include:

- Start up
- Business Development
- Finance
- Exporting
- Sales and marketing
- Specialist advice covering social media, sales, marketing,

Support can be delivered in a multitude of ways to suit your learning style and work commitments

- 1:1 Sessions
- Workshops
- Webinars
- Remote sessions via Skype
- Webchats
- Pre-booked conference calls



| Coaching and Mentoring

Qualified Coaches and Mentors

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Andy Eagles, Huxley.



For extra support for our clients, we have a pool of qualified and experienced mentors from the business community who give their time to advising new business owners and sharing their experiences.

www.cavendishenterprise.co.uk

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@CavendishFuture



| Sourcing Finance

Funding Sources

Managing cash flow and investments are difficult decisions and potential issues for many new and growing small businesses

A lot of small businesses will need to consider a number of options including:

- Start-up loans and business loans
- Grants or funding
- Private investment
- Crowd funding
- Equity finance

Cavendish Enterprise's Business Advisors will advise on the best route to take and provide support with the completion of the appropriate business plans. They will also be able to signpost to any available grants and funding sources.

The Business Advisors have really good relationships with a wide range of the banks which means that they can guide applicants through the requirements and make introductions to the local bank managers. The Business Advisors can also talk you through the Start up Loans funding initiatives and any which is a low cost loans available for business start ups to give them the opportunity to start trading and grow.



The Business Advisers can support businesses by ensuring that the required robust business plan is developed including the financial projections which clearly state how the business will generate sufficient income to be sustainable and repay the loan.

www.cavendishenterprise.co.uk

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@CavendishFuture



| Cavendish Property

Business Premises

Across southern and mid England the Cavendish partners offer a wide range of flexible, affordable, and cost-effective commercial property services for startup and growing SMEs.

Office space

Sizes vary from a single office to a suite to ensure that businesses have the space most appropriate to the business needs. Many of the properties have resident property co-ordinators on site who are at hand to help with reception duties and other needs a business may have.

Hot desks and Co-working space

This service offers the use of desks on demand with a wide range of complementary support services available giving a small business owner everything necessary to start work immediately.

Easy in easy out tenancy agreements

We offer short and long term leases with minimum notice periods. When a business is ready to expand and move on you are in the best position to do so. Easy-in, easy-out tenancies that are tailored to new and young businesses.

Light industrial; workshop and warehouse facilities

We have a selection of units with suitability for light industrial and warehousing use offering the same easy-in, easy out tenancy terms as our office spaces.



www.cavendishenterprise.co.uk
E enquiries@cavendishenterprise.co.uk

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| Cavendish Property

Virtual Offices

Whether a home-based business or an established company looking to expand into a new geographic area, Cavendish Property can provide a registered business address in various regions, without the need to rent office space.

Virtual Tenancy Packages can offer a post collection and/or forwarding service, parcel acceptance and holding, unlimited telephone answering in the company name and call/message forwarding service, free use of meeting rooms, access to 1-1 business advice sessions, signposting to training and sources of finance.

Many of our tenancy agreements have built in business advisor support, and access to training and sources of finance. Many include free use of meeting rooms offering space that portrays a professional business image. Our meeting and conference facilities are designed for businesses that want style and function.



Our friendly, helpful staff will make a tenancy with us simple and easy so the business can concentrate on achieving success.

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| Case Study - Start & Grow



GlobeUs

Making training an enjoyable experience



"The biggest single thing that we benefited from was the business plan template and guidance given to us by Julie. It was incredibly comprehensive and allowed us to break down all aspects of our business."

The GlobeUs Team

www.globeustraining.com

The team at GlobeUs Training in Southampton believes that high quality training should be available to everyone which is why they offer a wide range of courses across many sectors that are cost effective and flexible. Whether you want face to face or on-line delivery, short courses or bespoke packages, multi-lingual tutors or foreign language exam papers, they can offer you these choices. Training should be an enjoyable experience – this is proven to make it more effective and it is their goal to deliver training with passion so you can expect the best results.

Although they had a vast amount of experience across many aspects of the training sector, they had always been protected to a large extent by the bubble created around them working at a huge company. Therefore they had a lack of experience running their own business and found that it is a completely different mind-set when the decisions you make directly impact on you and there isn't a safety net around you should something go wrong.

GlobeUs met Julie very early on and she was fundamental in getting things off the ground. As indicated they previously had no experience in setting up a business and it was Julie's input and support that paved the way to get everything into place. After the first few meetings however, they had some clear direction on the actions they needed to take and how to start planning for the future. Julie advised on appropriate financing and supported them with their Virgin Loan application and she will continue to offer help and support for three years as they put their marketing strategy into place and win contracts with local companies.

Under the Start & Grow scheme GlobeUs received 16 hours of support, one training day, procured an investment into the business of £5,000, and created 3 additional jobs.

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| Case Study - Start & Grow



Craig Prothero's Comic Store

Craig brings his comic hobby to business fruition



"My mentor Jean made sure that every step of the way I was guided"

Craig Prothero, Trinity C Ltd

www.trinity-c.co.uk

Craig Prothero was working as an electrician, but had a lifelong passion for comic books, films, graphic novels and sci-fi that he wanted to embrace. With nearly 20 years of product knowledge behind him, Craig decided it was time to fulfil his dream to own a comic store.

Trinity C is an online store selling comics, clothes and collectibles, but what is it that sets Craig's business apart from his competitors?

Trinity C is one of few comic stores offering handmade clothing inspired by comics, and a range of cosplay items. Craig is also working on building a hero kit, allowing customers to design their own superhero costumes.

Craig received training in business planning, marketing, tax, bookkeeping and accounts. Jean McNeil, Nwse Business Mentor, met with Craig to provide extra one-to-one support, and supported Craig in accessing low-interest loan funding via the Start Up Loans programme.

"My mentor Jean made sure that every step of the way I was guided on what research to conduct and where, what budgeting I needed to plan for, and what problems can arise from lack of planning" said Craig.

With his business skills topped up and Start Up Loans funding, Craig was ready to start his business.

Under the Start & Grow scheme Craig received 30 hours of support and advice, and procured an investment into the business of £9,500.

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| Case Study - Ready for Business



Little Jems Nursery

Family Invest £100K to Open New Children's Nursery in South Shields

"The 'Ready for Business' programme is an intensive programme which helps potential business owners get a new enterprise ready during the start up phase"

Jemma Coulter

www.littlejemsnursery.com E littlejemsnursery@outlook.com



An enterprising family have invested £100,000 to turn a well-known former pub in South Shields into a thriving new children's nursery, with the help of start-up agency TEDCO Business Support Ltd.

Little Jems Nursery has opened its doors to children and parents following an extensive period of refurbishment of the old Alkali pub on Swinburne Street, South Shields. The new Montessori style nursery, has been set up by Sandra Pearce and Vivienne White. The day-to-day management of the centre will be led by Vivienne's daughter, Jemma Coulter who has been involved in the set-up and design of the business since day one.

Ready for Business is supported by the Government's Regional Growth Fund and Barclays, and is delivered nationwide by the Cavendish Consortium, a partnership between some of England's leading enterprise agencies, together with the National Enterprise Network. So far the programme has created more than 3,500 new jobs across the UK, more than 580 across the North East, and provides individuals with concentrated support in the pre-start and early stages of their business.

Bill Hartshorne, business advisor at TEDCO Business Support Ltd said:
"The team at Little Jems Nursery are vastly experienced in the expert delivery of childcare services. Where they needed the additional help was in the commercial setup and running of the day-to-day business and a point of call to bounce questions off at any given opportunity."

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| Case Study - Ready for Business



Happy Hearth Chimney Sweep Services

How one career changer turned chimney sweep

"It's early days, but I'm already learning that the only one who can be relied upon to move things forward is me. Others are kind enough to help but if I don't drive stuff, it simply won't happen."

Tom Rawsterne

www.happyhearth.co.uk E happyhearth@outlook.com



Changing career couldn't have been easier with the 'Ready For Business' Programme. After 28 years in local government Tom decided to have a complete career change.

Tom Rawsterne from Gotham, Nottingham, is no stranger to business development. Having been Nottingham County Councils Regional Development Officer, he supported local businesses and stimulated job creation in the area. Inspired to go-solo after he'd used a chimney sweep to clear his home chimney, he contacted the NBV and took his first steps into self-employment.

"I wanted to have a complete career change which suited me. The seasonal nature of chimney sweeping is the perfect match for me, and the only way to ensure I got employed was to employ myself!"

Tom attended NBV's Start-up Seminar -a one day course which helps people develop their business idea.

"The NBV Start-up Seminar was extremely useful," said Tom. *"I felt free to ask 'idiot' questions without fear of looking a fool."* With the help of his business advisor at the NBV, Tom was given the guidance and support to gain the training needed to be a fully-fledged self-employed chimney sweep and to transfer his previous skills in local government into his new role.

Tom hasn't lost the aims that were established in his previous life as a Regional Development officer. He is currently cultivating his business and advancing growth with a vision for creating jobs and recruiting an apprentice.

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| Case Study - Growth Vouchers



Urban Forestry

More Growth for Tree & Landscaping Company



"The Growth Voucher came at just the right time".

Jill Canham, Urban Forestry

www.urbanforestry.info E office@urbanforestry.info

After more than 20 years in tree surgery and landscaping, Urban Forestry is still keen to grow its business. The Government's £2,000 Growth Voucher initiative provided Urban Forestry with just the impetus it needed to increase its accreditations and pave the way for new and bigger customers.

"We'd been planning and working towards the ISO standards for the last two years and when we found out that we could get a funding contribution we decided that paying for strategic advice in order to achieve ISO accreditation was the key way forward," said Office Manager Jill Canham.

"We're finding that more potential clients, particularly the bigger ones, are asking for all the accreditations to be in place before we can tender for their business, so it is an important step forward in our future growth," said Jill.

The business was founded in 1992 by Ian Choules and Reg Harris and operates in two sectors; landscaping and tree surgery. With a main office at Ingham near Bury St Edmunds, and a northern landscaping team based at Betley, Nr Crewe, Cheshire, the business employs around 40 staff and operates across much of central England.

Urban Forestry provides arboricultural services ranging from hedge maintenance for domestic clients through to site clearance for major developers. Its landscaping service includes everything from turfing, planting, paving, surfacing and fencing for people's homes to the preparation and maintenance of public open spaces, parks and play areas. *"Our emphasis has always been on quality and high standards. Now we will have the accreditations to support those assurances,"* said Jill.

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| Case Study - Growth Vouchers



Artist and designer Charron Pugsley-Hill

Passion for Growing Art Business



"It came at just the right time. It was an expert opinion which gave me the support and confidence to shape the business the way I wanted."

Charron Pugsley-Hill

www.charronpugsleyhill.com

Artist and designer Charron Pugsley-Hill started painting in 2010 and two years later turned her new skill into a career selling not just her original works but a variety of products based on the prints.

"It just went crazy," she said. "It all happened so quickly that I didn't really have the chance to focus on what I was doing."

That was when a friend recommended that she apply for a Growth Voucher, a Government initiative which grants up to £2,000 match-funding for strategic advice and actions on how a business can reach its business growth potential.

"And the Growth Voucher programme was easy to apply for, very quick and brought early advice. Some schemes take weeks and weeks."

Charron enjoyed a professional career in wildlife conservation and the environment, turned freelance after being made redundant and took up art after being inspired by a painting she and her husband bought for their Peterborough home.

She also saw a developing business from products using printed designs based on her originals, among them high quality cushions, bags, cards, prints, bangles, mugs and t-shirts. Prints will become an increasing proportion of her output following the Growth Voucher advice.



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