

MIDDLESBROUGH BUSINESS FORUM

NOVEMBER 2010



EXPANDING COMPANY WINS HIGH PRAISE

A Middlesbrough engineering company currently enjoying a period of growth, expansion and recruitment has won high praise from the town's Mayor, Ray Mallon.



TEMENOS HAS GIANT IMPACT ON TEES VALLEY PROFILE

The latest addition to the Tees Valley's skyline is raising the profile of the area to an international audience.

HELPING BUSINESSES THROUGH DIFFICULT PROBLEMS

A new project has been launched to help small and medium-sized firms in the Tees Valley.

ONE PLANET - ONE MIDDLESBROUGH

Ensuring the town is vibrant, thriving and greener for decades to come.

...AND MORE INSIDE

CONTENTS

03 Procurement Workshops Lead The Way

Middlesbrough Council continues to provide invaluable support to businesses.

04 Python To Start Work On Regeneration Of Cargo Fleet

Python Properties starts to redevelop the prestigious Cargo Fleet building to its former glory.

05 How To Make More Profit?

Greg Bolton of Evolution LLP gives his views and advice.

06 Temenos Has Giant Impact On Tees Valley Profile

The latest addition to the Tees Valley's skyline is raising the profile of the area to an international audience.

07 Calm Digital Predicts £350k Turnover

Calm Digital predicted a turnover of £350k for its second year of trading.

08 Music Promoters Win Top National Award

Ten Feet Tall grabs a sensational scoop for Teesside after winning a major national music industry award.

09 Time Out For Growth

Time Out of the Box, established in 2004, by Tim Gristwood is experiencing new areas for growth.

10 TAG Gets Green Light

TAG Energy Solutions has secured the financing required to create the UK's first offshore windmill tubular foundation manufacturing facility for North Sea wind farms.

11 One Planet - One Middlesbrough

The One Planet Living approach to help ensure the town is vibrant, thriving, and greener for decades to come.

12 Taste Of Success For Louise

Local businesswoman Louise Moore is tasting success since she launched Moreish in April.

EXPANDING COMPANY WINS HIGH PRAISE FROM THE MAYOR (cont'd)

Speaking after he had officially opened a new office and workshop complex at the company's headquarters at Riverside Park, the Mayor described Intellect UK as just the sort of company Middlesbrough needed for the town to move forward.

He added: "Middlesbrough needs its business community. We have to embrace the private sector much more and we need our business people to take risks, borrow money and employ more people.

"When businesses flourish, they employ more people and if Middlesbrough is to move forward then we must have companies such as Intellect UK."

The electrical and mechanical engineering specialist has just opened a new workshop for its machining services division as part of an on-going £4m expansion programme at Riverside Park.

Managing director Fran Cormican said it was the Directors' aim to establish a one-stop-shop for engineering. He added: "Eventually, we plan to have five units on this site providing every service and function our clients might require. In spite of the economic downturn that has affected so many engineering companies across the UK, we continue to find things very buoyant."

Founded in 1997, Intellect UK employs 120 people and is mid-way through its expansion programme.

After opening the new premises – Whitworth House - the Mayor was taken on a tour of the offices and workshops and spoke to one of the company's apprentices. Mr Mallon said: "Of all the businesses I have visited, this is one of the most environmentally friendly. Through

their apprenticeship scheme, they are also embracing the people of the future.

"This company knows where it is going. We need more like it to help Middlesbrough move forward."

Karen Horne, regional director for commercial banking for NatWest, said the bank had been a business partner with Intellect UK from the beginning, providing funding and advice to help achieve its growth and expansion plans. She added: "We are very proud to be associated with such a successful company."



Fran Cormican, Managing Director, Intellect UK.

“This company knows where it is going. We need more like it to help Middlesbrough move forward.”

- Ray Mallon

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PROCUREMENT WORKSHOPS LEAD THE WAY

Middlesbrough Council continues to provide invaluable support to business with its successful series of free procurement workshops.



Funded through the European Regional Development Fund - which aims to stimulate economic development and regeneration in areas of most need - a further 20 local businesses have been taking part in the second series of sessions with many more waiting in the wings.

Demand for the sessions has reached new heights as businesses take advantage of the free sessions and learn more about what it takes to tender for public sector work and become part of the supply chain.

As it spends more than £120 million each year on goods, works and services, the Council is keen for small- and medium-sized businesses to understand the procurement process, know where to find opportunities and how to prepare for successful tendering.

Middlesbrough-based company Community Ventures Ltd, who have a wide range of experience in this field, were appointed to deliver the workshops in partnership with Middlesbrough Council.

Tim Gristwood, from Middlesbrough-based digital Media Company Time Out of the Box, is attending the latest series. He said: "This has been a very rewarding process and particularly important for small- to medium-

sized businesses that are working hard to survive, develop or expand.

"In a period when the economy is tight and spending reviews are looming Middlesbrough Council has reacted positively and proactively to local enterprise. It was also particularly helpful that the facilitators delivered the workshop in a language that made the whole process very easy to understand."

As well as the workshops many changes have already been made to the Council's procurement rules - with the specific aim of supporting local business. Now, when quotations are sought by the Council for goods, works or services they must be obtained from local suppliers where possible.



“The message is clear - Middlesbrough Council is doing all it can to back local business and enterprise.”

Other measures include:

- The creation of a SME (Small and Medium sized Enterprises) database on the council's website to allow SMEs to submit details of the services they can offer.
- Removing bureaucratic barriers to allow SMEs to bid for the work.
- Informing and advising local businesses of bidding opportunities. All council tender opportunities are placed on the council's website.

Councillor Charlie Rooney, Executive Member for Regeneration and Economic Development, said: "Middlesbrough Council is determined to take a positive approach in these times of great economic uncertainty. I'm delighted that our procurement workshops have been a great success with local business. Our policy is to source our goods and services from local suppliers wherever possible.

"The message is clear - Middlesbrough Council is doing all it can to back local business and enterprise."

For further details on any aspects of the procurement workshops please contact Debbie Ingoldsby, Business Development Team, Middlesbrough Council, telephone 01642 729007 or email debbie_ingoldsby@middlesbrough.gov.uk





Artist's impression of Cargo Fleet.

PYTHON TO START WORK ON REGENERATION OF CARGO FLEET

Middlesbrough-based commercial developer Python Properties has started work to redevelop the prestigious Cargo Fleet building to its former glory.

Python Properties will redevelop the Cargo Fleet property - which was formerly the headquarters of British Steel Teesside and later Redcar & Cleveland Council - to a business centre and to its original, prestige status.

The extensive restoration project of the three-storey Victorian building, estimated to cost more than £1.5m, will involve creating 40,000 sq ft of business/office space primarily targeting local businesses and SMEs.

Working with Teesside University, Python Properties will also establish a heritage centre within the building, looking at the history of the local area and the buildings' origins.

Python Properties partner, Peter Broome said: "The building is an industrial landmark in the region well known to many local people. It was originally built by Cargo Fleet Iron Company in 1916 and has so much history and stories. Steel making has always been at the heart of the region so we hope we are in some way paying respect to our heritage.

"The redevelopment has been described as a beacon project, which will not only restore the building to its former glory but will also inspire and help to regenerate the surrounding communities."

SPREADING THE WORD ON WHERE TO GET FINANCIAL HELP

Middlesbrough Partnership's Financial Inclusion Group is spreading the word about where residents can get financial help and support in the town.

Launched with a series of financial awareness training courses, the free, one-day courses focused on the warning signs of potential debt problems, dealing with debt, choosing credit, savings, benefits advice, Energy Best Deal and Warmth Support Schemes.

In order to further support the training and raise awareness about financial issues, the Partnership has also put together a new

publication about where to get financial advice in Middlesbrough.

It's a simple, concise booklet giving details of how to get advice in the town on benefits, tax credits, debt and money issues and is available to download from the Middlesbrough Partnership website www.middlesbroughpartnership.org.uk or contact Sue Borrow on 01642 729167.

HELPING BUSINESSES THROUGH DIFFICULT PROBLEMS

A new project has been launched to help small and medium-sized firms in the Tees Valley whose staff are struggling to remain in work due to health or personal problems.



TVIWS Project Officer, Michael Brown is looking forward to helping businesses.

The Tees Valley InWork Support Project (TVIWS) has been set up to help employers and employees who are affected by health or social issues such as housing/debt difficulties, stress related issues or the responsibility of caring for a family member.

Michael Brown, InWork Support Project Officer, said: "The majority of small firms don't always have dedicated human resource support and don't always know where to get help for employees who may have health or other problems.

"Evidence has shown that a timely diagnosis and intervention that could keep people in work, or help them return to work, is often unavailable.

"This results in high numbers of people being absent from work due to social problems or mild health conditions which could often be resolved with the proper specialist support.

"TVIWS can help either the business or the employee to deal with these problems by putting them in touch with the correct support organisations who will help them to tackle the problem. All enquiries or referrals to the project are treated as confidential."

For more information please contact Michael Brown, TVIWS Project Officer, on 01642 729349 or e-mail michael_brown@middlesbrough.gov.uk

HOW TO MAKE MORE PROFIT?

By Greg Bolton, Client Partner, Evolution LLP

Firstly businesses need to clarify if they want more profit or more cash?

Increased profit does not necessarily mean increased cash and if you are not good at collecting your debts increased profit will not be reflected by a better bank balance.

If it is cash that you wish to increase you need to ensure that your debt collection works and that your customers are not extending their credit beyond agreed limits otherwise you are funding their business not your own!

Make sure that payments you make to suppliers are timely but in your favour where possible. Do not get carried away with not paying your suppliers as upsetting them can obviously have a knock-on effect on the quality of service you can deliver. In dire circumstances a short-term increase in cash at the expense of long-term relationships may be the only option you feel you have, but if this is the case speak to your advisors and put in place a sustainable long-term plan.

To increase profit there are only two things to consider: can I increase my margins or can I increase my sales?

All too often a manager's immediate response to difficult times is to cut costs. This is fine in broad terms and should increase the margins. However, cost cutting needs to support the overall aim of the business and not affect it detrimentally by potentially reducing the quality of the product or service. Margins can also be improved by increasing the sale price. Often there is significant reluctance within a business to increasing prices, the widely held belief being that it will drive customers away.



It could be worth taking the time to find out if this actually is the case by talking with customers about what is important to them. They may actually value the service you provide over the cost.

Increased sales can be achieved by finding new customers or selling more to existing customers. Ask yourself if your customers know your full range of products and services. When did you last sit with them and explore what else you can do for them? Similarly you could ask your valued customers to recommend you to other potential customers. They know the good job you do for them so should have no problems introducing you to other businesses they know.

However, don't get seduced by turnover, increasing turnover can put a strain on your infrastructure and may actually result in higher costs, lower efficiencies and a decrease in the profit margin.



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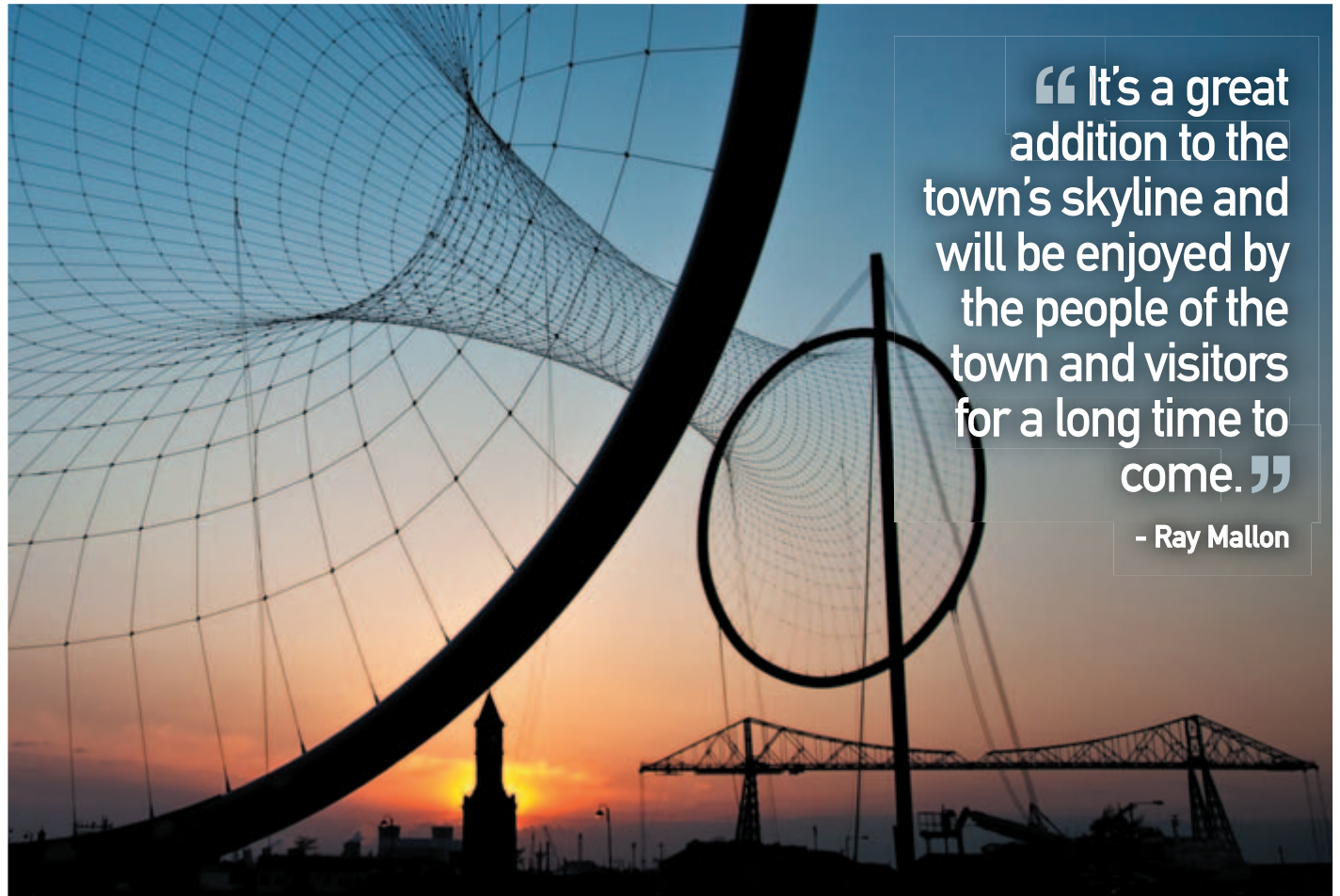
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“ It’s a great addition to the town’s skyline and will be enjoyed by the people of the town and visitors for a long time to come.”

- Ray Mallon

TEMENOS HAS GIANT IMPACT ON TEES VALLEY PROFILE

The latest addition to Tees Valley’s skyline is raising the profile of the area to an international audience, latest figures have revealed.

Temenos, the £2.7m sculpture designed by award-winning artist Anish Kapoor and internationally renowned structural engineer Cecil Balmond of Arup, was launched to the world’s media in June.

And in the four months since its unveiling, Temenos has attracted almost £10m of coverage globally.

This includes extensive coverage on CNN international, who filmed a documentary with Anish Kapoor and heavily profiled Temenos; the Indonesian edition of Elle magazine; coverage on BBC Breakfast News;

and several national newspapers including The Daily Telegraph, The Observer and The Independent.

Richard Buckley, Director of Delivery at Tees Valley Unlimited, said: “Temenos is not only a fantastic structure in its own right but an incredibly important addition to the Middlesbrough and Tees Valley offering. “When we initially launched Temenos, we knew it had tremendous potential to raise the profile of the area to a worldwide audience, and the coverage it has achieved across the world is proof that potential has been, and will continue to be, realised.”

The £10m of coverage is calculated by the cost of buying the equivalent space and air time in each media outlet. The coverage secured from the launch of Temenos comes as mima, the Middlesbrough Institute of Modern Art, released visitor figures for the four months that Anish Kapoor’s artwork exhibition was running at the gallery. These show that while it was on, some 45,722 people passed through its doors, a rise on the same four months of 2009.

Comments received by mima from people who visited the exhibition included one person who said it was “amazing that Anish’s

work is here in Middlesbrough" and another who said it was "fantastic".

Kate Brindley, Director of mima, said: "We're committed to attracting exhibitions from internationally respected and award-winning artists and that's exactly what Anish Kapoor is. "The fact we were able to secure a number of his pieces to run while Temenos was being constructed and following its launch certainly seems to have drawn in the crowds. People were obviously keen to see the works of the man behind the latest addition to Middlesbrough's skyline."

Temenos, the first of five proposed Tees Valley Giants, was supported by Tees Valley Unlimited, One North East, the Homes and Communities Agency, Arts Council, Northern Way, Middlesbrough Council, Middlesbrough Football Club and by private sector developer BioRegional Quintain, the company behind the £200m RiversideOne development.

Middlesbrough Mayor Ray Mallon said: "Anish Kapoor and Cecil Balmond have built an international reputation with works all around the world, and Temenos is a fantastic combination of art and engineering.

"It is a coup for Middlesbrough to have a work of this nature at the heart of the town, and it symbolises the regeneration that is transforming the area.

"It's a great addition to the town's skyline and will be enjoyed by the people of the town and visitors for a long time to come."



left to right, Bianca Robinson, Daniel Askwith, Danielle Bloom and Andy Murphy.

CALM DIGITAL PREDICTS £350K TURNOVER AFTER MONTH-ON-MONTH GROWTH

Boutique web design and development agency Calm Digital has predicted a turnover of £350k for its second year of trading after a stunning period of month-on-month growth.

Calm Digital, based in the award-winning Boho One, in Middlesbrough, was established by a group of six shareholders in 2009 and has rapidly grown into one of the region's leading web and creative agencies.

The company has recently won a number of contracts, including a project worth £60,000 to help Peak Partnerships, a Yorkshire-based healthcare improvement company, to create innovative and interactive e-learning online and mobile applications.

The talented delivery team - which has more than 68 years' combined experience in the industry - is made up of finance director Phil Allick, project director Bianca Robinson, technical director Andy Murphy, web developer Daniel Askwith and graphic designer Danielle Bloom.

"Our rapid growth is a real testament to the hard work and determination of the whole team," said Miss Robinson. "Together we collectively make decisions on all aspects of the business and everyone has creative input into every project.

"As shareholders we all have incredible motivation to make Calm Digital the North East's leading creative agency within five years. At present we are delighted to be competing with the region's largest companies for contracts and on some occasions beating them but we want to be regarded as the number one."

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TEN FEET TALL



MUSIC PROMOTERS WIN TOP NATIONAL AWARD

Ten Feet Tall have grabbed a sensational scoop for Teesside after winning a major national music industry award - and have described their win as a massive tribute to the area's vibrant music scene.

They picked up the prize as Best Regional Promoter at the inaugural Live Music Awards at a star-studded London ceremony last week, lining up alongside some of the biggest players in the industry including Wembley Stadium, Royal Albert Hall, Glastonbury Festival, Muse, and the producers of Later with Jools Holland.

Ten Feet Tall were shortlisted by a panel of top music biz insiders and beat off stiff competition on the night - including the promoters of the respected T in the Park festival and the team who organised the production for the Pope's recent visit to Glasgow - to win the coveted award.

Graham Ramsay, who founded the company in 2001, has worked with major names including Oasis, Coldplay, The Scissor Sisters, Blur and Fatboy Slim during his 20 years as a promoter.

Graham said: "We run a really busy programme, and everyone in the office gives their all week in, week out to make these events happen, so I'm just delighted for the whole team.

"But even more than this it feels like a victory for Teesside. We know that this isn't the most fashionable place to live and work, and that the area often gets a bad press. But this just goes to show that we can look anyone in the eye in terms of the quality of entertainment that's on offer.

"We've got great audiences, progressive and supportive council partners, and a range of superb venues. We're proud to play our part in pulling all this together and helping to bring our town centres to life.

"People don't always give the night time economy the respect and recognition that it deserves, so it's great that this award can help put the spotlight on all the hard-working promoters in our area, not just at Ten Feet Tall."

The news comes after another busy and successful year for the company, who have worked with Middlesbrough Council to help establish Middlesbrough Music Live as one of the UK's favourite summer music festivals. A record-breaking 60,000 people flocked to the event from all over the UK this summer.

Graham added: "This award is a massive honour for us, particularly because the shortlists were decided by some very respected industry figures. Looking at the list of winners on the night, we know that this has put us up there with some of the biggest names on the international music scene, and it feels great!"

“ People don't always give the night time economy the respect and recognition that it deserves, so it's great that this award can help put the spotlight on all the hard-working promoters in our area, not just at Ten Feet Tall. ”

BRIGHTER OUTLOOK THANKS TO TOWN CENTRE MOVE

A Teesside travel agency is basking in the warm glow of success since moving to a prime town centre location.



Town Centre Success – Staff from Dawson & Sanderson's Middlesbrough branch in Newport Road. (Left to right) Nicola Trigg, travel consultant; Steven Harper, Teesside regional manager; Kieran Savill, Middlesbrough branch manager; Helen Thomas, foreign exchange.

The Middlesbrough branch of Dawson & Sanderson and its eight staff relocated to the town's Newport Road in the summer after 15 years in Linthorpe Road.

The move has proved an instant success with bookings up at the new town centre store and a significant increase in passing trade.

Steven Harper, Dawson & Sanderson's regional manager for Teesside, said: "Linthorpe Road had always been a busy branch but the dynamics of Middlesbrough have changed and it was very important for Dawson & Sanderson to have a presence in the town centre.

"It's all about passing trade. We've always had customers who come to specifically book a holiday but we've certainly picked up a lot of new business from people booking on a whim or who see one of our deals in the window.

"Everybody has been very positive about the move and agree it's a better location – it's bigger, it's cleaner and it's busier. Bookings have significantly increased since the move and we're seeing a lot of new faces as well as our regulars.

"We are finding people are booking well ahead for next year and our forward business for 2011 is looking great."

Chris Pattison, managing director of Dawson & Sanderson, added: "The Middlesbrough branch has done really well since its move to Newport Road. It can't have been easy to up sticks right in the middle of the Goldtrail collapse.

"Middlesbrough is one of our first branches to have the new contemporary Dawson & Sanderson rebrand and continues to do very well - so the future looks very sunny for us."

TIME OUT FOR GROWTH

Time Out of the Box, established in 2004 by Tim Gristwood is experiencing new areas for growth.

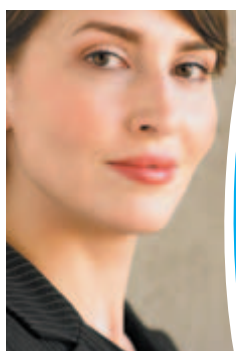
The company creates professional, high quality and creative solutions for business. And with Tim's 20 years experience of working positively with people and the media the film production arm of the business also goes a long way to enhance social, economic and commercial impacts.

Recent projects in Middlesbrough have led to the company being appointed to work in partnership with Middlesbrough Business Forum to provide film coverage of the Breakfast Exchange, Inspirational and Aspirational events programme and the one-day conference.

Managing Director, Tim Gristwood said: "Middlesbrough Business Forum has clearly appreciated our approach as has local business Python Properties who commissioned us to promote properties in Middlesbrough and Warrington."

Python Properties partner, Martin Johnson said: "We have become the most successful developer in the Tees Valley in terms of space let – 50,000sqft in the last year in the teeth of a recession. The film produced by Time Out of the Box has undoubtedly contributed to that success."

The company also recently produced a film, 'Youth is an Asset' for a County Durham Economic Partnership Conference.



BUSINESS SUPPORT FOR SMALL COMPANIES

If you are a small business looking to grow and you can answer yes to all of the following questions, you could then be eligible for business support and funding through a project called Over The Threshold.

- Is your business based in one of the Working Neighbourhood Funded areas in Middlesbrough?
- Do you employ less than 5 full time staff?
- At your last accounts was your turnover less than £150,000?

For further details or to confirm eligibility please call Karen Jones - Business Adviser for Business Link working in partnership with Middlesbrough Council on 07841004964 or email Karen.jones@businesslinknortheast.co.uk



MULTI-MILLION POUND OFFSHORE WIND MANUFACTURING FACILITY IN THE NORTH EAST GETS GREEN LIGHT

TAG Energy Solutions, the North East of England-based engineering specialist, has secured the financing required to create the UK's first offshore windmill tubular foundation manufacturing facility for North Sea wind farms.

The £20 million facility, supported by a funding package from investors Platina Partners and Environmental Technologies Fund (ETF), will ensure Teesside will beat other UK regions to become the first area to host a major renewable energy component manufacturing plant.

The production facility will be located at Haverton Hill, Billingham and be a major boost for an area that was named as the most vulnerable to be affected by a cut in public spending in recent research. The investment has the potential to create up to 400 jobs.

The creation of the facility will enable TAG to deliver the foundation and transition pieces which will support the thousands of windmills that will generate carbon, free power in the North Sea.

Based at its current location on the North Bank of the River Tees on Teesside, TAG will develop an automated tubular production facility for the rolling and welding of large diameter tubulars and the construction of subsea foundations for offshore windmills.

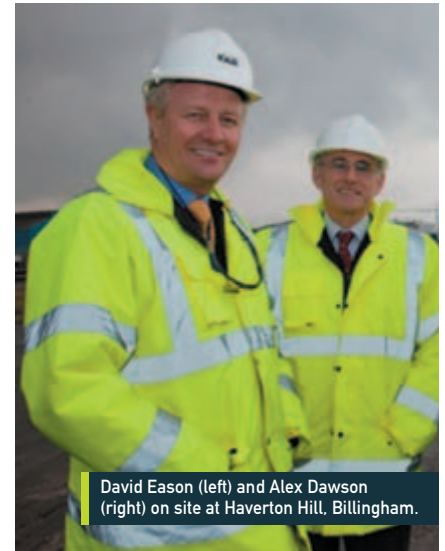
The initial phase of development will create 100 new jobs for a core workforce and a further 300 jobs to service orders.

David Eason, Chairman of TAG Energy Solutions, said: "This is a major step forward in positioning UK manufacturing as a serious player in the creation of offshore wind farms. With the support of a robust and experienced supply chain, together with a locally-sourced and highly-regarded skills base, we are perfectly placed to create a world-class manufacturing facility serving the renewable energy sector.

"With direct access to the North Sea through our riverside location, we have a geographical advantage over international competitors, which will ensure the UK, and the North East, is at the heart of this new energy market."

Alex Dawson, Chief Executive of TAG Energy Solutions, added: "Offshore wind presents a tremendous opportunity with investment planned on known projects amounting to over £100 billion in UK waters alone.

"We're currently the market leader in installed wind farms yet only a tiny proportion of the investment stays within UK plc. Other countries have already taken the lead by investing in the offshore wind supply chain meaning that a huge proportion of the developers' money and the subsidies from the UK tax payer end up in hands of those other



David Eason (left) and Alex Dawson (right) on site at Haverton Hill, Billingham.

countries. Hopefully the UK can now start redressing this imbalance."

The team at TAG has shown great foresight and commitment of personal money in bringing the development to its current stage. The forward-thinking investment by Platina and ETF and £3 million of grants already committed by Department for Energy and Climate Change (DECC) and Regional Development Agency One North East will now ensure that this facility is completed.

Ian Williams, ONE North East's Director of Business and Industry, said: "This announcement demonstrates the confidence that this region has in its ability to become a world leader in manufacturing for the renewable energy market. When you consider the other energy-sector focused countries bordering the North Sea, such as Norway and the Netherlands, which could have been the first to establish this kind of facility, it is a fantastic achievement that the North East is on course to become the hub for renewable energy development."

“We are perfectly placed to create a world-class manufacturing facility serving the renewable energy sector.”

Sam Goss, Senior Investment Manager at Platina Partners, said: "The creation of this facility will be a huge boost for the North East and job opportunities in the region. TAG is able to deliver a significant opportunity to support the renaissance of manufacturing in the region and provide a long-term stimulus to the regional and national economies."

Patrick Sheehan, Partner with ETF, said: "With growth of UK industry wind farm developers now need to show similar commitment in placing work with TAG and other new UK players so that they can have the efficient local and integrated supply chain they need."

EVOLUTION SECURE DEAL

Evolution Business and Tax Advisors LLP successfully played their part to secure the TAG Energy Solutions deal to bring up to 400 jobs to Teesside.

Behind the scenes Evolution's Accounting and Advisory team provided management accountancy support to secure funding for the deal allowing the company to meet its deadline.

Evolution has a long-standing business relationship with the company, which has seen it evolve from oil and gas to the renewable energy sector.

Andrew Rowe, Senior Manager at Evolution, said: "The team have been delighted to play their part in securing the contract. The development of the new £20 million facility presents the area with a tremendous opportunity and as a local business we are delighted to have played our part in securing the contract."

Alex Dawson, Chief Executive of TAG Energy Solutions, said: "The support and advice from Evolution has been excellent. We are particularly appreciative of their clear understanding of the business demands during this process and the commitment made in helping us achieve the desired result."

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ENVIRONMENTAL GAMING FOR BIG BRAND

Middlesbrough-based games developer Iguana Entertainment has been working with National Geographic's NatGeo Games brand on a new title which hopes to teach people how towns and cities can develop better to avoid risking long-term damage to the environment.

Iguana Entertainment producer Matt Falcus said: "We've really enjoyed working on this game for such a big client as National Geographic and we see a big future in free-to-play digital games for our company, so expect a lot more games like this to come out of Middlesbrough in the near future."

Build It Green: Back To The Beach is a time management strategy game which puts the player in the Mayor's seat on a tropical island, which is being overrun by tourists, traffic and industry. Over 60 missions, players are tasked with completing goals to improve and rebuild the island's districts.

The player has a full complement of eco-houses, businesses, parks and renewable sources of energy production available to build on the island to help improve environmental health and keep the population happy.

The game is free to play and has now launched on some of the biggest game portals on the Internet, including www.bigfishgames.com, who are an industry leader in casual gaming.



ONE PLANET - ONE MIDDLESBROUGH

Middlesbrough Council and Middlesbrough Partnership are adopting the One Planet Living approach to help ensure the town is vibrant, thriving, and greener for decades to come.

One Planet Living is about creating a world where everyone lives healthy, happy lives, using a fair share of the earth's resources. Around the world, resources are being used up at a faster and faster rate. We are eating away at the planet's capital, so the amount of interest it can generate is getting less and less.

Supplies are diminishing and demand is continuing to increase, so raw materials, feedstocks, and fuels that Middlesbrough companies rely on are bound to get more expensive.

We all need to do more to be as efficient as possible in our use of resources – insulating buildings, optimising our use of transport, minimising waste, and so on. On a broader scale, people can also help to slow the depletion of resources by helping others improve their living standards efficiently, for example by using renewable energy rather than fossil fuels, and buying from local suppliers whenever possible.

The One Planet Living framework, based on 10 guiding principles of sustainability developed by BioRegional and WWF, is designed to help achieve good standards of living for everyone, within the limits of the planet's productive capacity.

The 10 One Planet principles are about looking after the environment, and building stronger communities that value and support our culture, heritage, economy and well-being.

With support from other partners, including NHS Middlesbrough and the Environment Agency, the Council is coordinating an extensive consultation exercise on the One Planet Living proposals. The One Planet Living Action Plan, consultation summary and feedback form are available at www.middlesbrough.gov.uk/oneplanetliving.

For further information contact the Environmental Sustainability team for further information on 01642 728280 or email oneplanetliving@middlesbrough.gov.uk

GREEN MEANS GO!

Local businessman Kevin Green has launched a training company under his own name and brand.

With previous experience as franchisee of Pitman Training and national roles as Training Manager for Churchill Insurance and Royal Bank of Scotland, Kevin felt well placed to focus on the development and delivery of his own products and services.

Kevin said: "We all know times have been tough. As a franchisee, I was having to hand a significant proportion of my turnover back. Nothing wrong with that but a lot of the training people had started to ask for and the business channels I had started to grow were not part of the franchise range of products and I had developed a lot of the content myself.

"But the franchise contract meant that I still had to handover the agreed amount of turnover."

As a result, Kevin began to explain his thinking to his major customers and contacts and refreshingly, they all said that that they were happy to do business with 'Kevin Green'. Kevin's mission with his company is straightforward – 'To deliver great training, cost effectively, backed by a performance improvement guarantee.'



Kevin delivers training that includes sales and service, time management, line manager skills, presentation, effective business communication and more. Training is run on an open seminar basis as well as in-house where required.

The company has been given sub-contractor status for Train to Gain funding which provides employers with access to funding - 100% in a lot of cases, for training and qualifications.

If you would like further details please telephone 0844 2096833 or visit the website www.kevin-james-green.co.uk.



Louise with her delicious cupcakes.

TASTE OF SUCCESS FOR LOUISE

Local businesswoman Louise Moore is tasting success since she launched Moreish in April.

Louise began her venture with a single vision in mind - to see the Moreish brand become a leader in the production of cupcakes and muffins. A passion for food led Louise to launch her muffin and cupcake business, having previously worked for a chemicals company.

The company understands there is no substitute for quality and it is this reason that has enabled her to win some big contracts including Renault and UK Steel Enterprise.

In addition Moreish has been selected to supply a leading perfume house for its Christmas events across the whole of the United Kingdom.

Louise said: "I love food and really wanted to set up my own business.

"Things have really taken off and the orders just keep coming in which is fantastic."



FAIRTRADE TOWN



Fairtrade is an internationally recognised programme that ensures that farmers in developing countries receive a fair price for their produce.

By giving farmers a fair price, Fairtrade helps them to plan ahead, invest in their business and protect their local environment. It also supports health and education projects in farmers' communities - bringing even greater benefits.

Middlesbrough became a Fairtrade Town in 2007. There are more than 100 places in Middlesbrough where at least two Fairtrade products can be purchased or enjoyed and there is enthusiasm to expand this list.

The success of Fairtrade depends on everybody doing their bit to help the planet. Ways to help:

- If you are a retail or catering outlet, stock at least two different Fairtrade products.

- Use Fairtrade tea, coffee and other products in offices and meetings – for example when you are meeting clients. We are particularly keen to add more non-retail and catering businesses to our database.

If you are supporting Fairtrade in Middlesbrough, you can register your commitment by calling Middlesbrough Environment City on 01642 811300 or returning the very short form on the Middlesbrough Fairtrade website, www.fairtrademiddlesbrough.co.uk.

You will then receive your window sticker and certificate and be part of the campaign.