

BID HOTLINE 611888

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Q3Report

City centre businesses celebrate at HullBID Awards

The best of Hull city centre's business community came together in celebration as HullBID held its second annual awards at Hull Truck Theatre

Discussions are already underway about new ideas for the event next year, with HullBID city centre manager Kathryn Shillito indicating that new categories may be introduced in response to this year's event being over-subscribed.

Kathryn said: "The awards got off to a great start when we launched them last year, and this year the event was even more popular which sets us a challenge to make 2016 as fresh and exciting as previous years.

"The feedback was very positive and, most importantly, the awards generated excellent coverage for city centre businesses, particularly for the participants. The financial support we had from sponsors this year enabled us to host an after-party at Vanilla Bistro on Jameson Street and give guests a complimentary drink or two."

Businesses of all sizes and from all sectors challenged in the eight categories and were hailed as proof of a vibrant business community by Kathryn and her co-host Neil Hodgkinson, editor of event partners the Hull Daily Mail.

Neil told the audience at Hull

Truck Theatre: "Just being here shows what a strong business you must have. Everybody here keeps people in jobs and keeps the local economy moving. You are the lifeblood of this city and we love promoting the excellent work that you do.

"We received hundreds of nominations for the awards and the quality was very, very high, perfectly demonstrating the best that Hull city centre has to offer."

Kathryn added that the categories reflected the priorities of HullBID and its member businesses, with awards covering key attributes including safety, cleanliness and customer service.

She told guests: "HullBID is a key driver in changing perceptions of the city. We are able to do this because of the support we receive from you. We do our utmost to host high profile events and we make the city a clean place where crime is measurably reduced with the help of our radio system, our support officers and the CCTV system.

"We bring businesses together with groups for different sectors and with networking events and we are viewed by our peers as an extremely successful BID. We know this because other BIDs have come to us for information and ideas to help them set up their own BIDs."



HullBID Awards 2015 -

Safe City Award sponsored by Princes Quay Shopping Centre

Winner – Gary Dixon (Hull Citysafe). Shortlisted – Karl Jackson (Boots the Chemist), St Stephen's Shopping Centre security team.

Pavement Pride Award sponsored by St Stephen's Shopping Centre

Winner – Burstalls Solicitors. **Shortlisted** – Chinese Laundry, Yorkshire Linen Company.

Outstanding Employee or Team sponsored by Hull Truck Theatre

Winner – Holiday Inn Express, Hull City Centre. Shortlisted – Deichmann Shoes.

Shortlisted – Deichmann Shoes, HMV.

Best Business Start-up Award sponsored by the Prospect Centre

Winner – Gym 24 Seven. Shortlisted – Heaven Independent Café. The Brief. Community Spirit Award sponsored by First Transpennine Express

Winner – Neil Hudgell Solicitors. **Shortlisted** – New Look, Princes Quay Shopping Centre.

Outstanding Business Development Award sponsored by Bridge McFarland Solicitors.

Winner – The Hull Pie. Shortlisted – Go Dutch Pancake House, Oscars Bar.

City Ambassador Award sponsored by Mercure Hull Royal Hotel.

Winner – Claire Suggitt, Centre Manager, Princes Quay Shopping Centre.

Shortlisted – Sue Dickinson, Chak and Sue's Fruit Stall, Niccolas Irvin, Hull Trinity Hostel.

Service with a Smile Award sponsored by the Hull Daily Mail

Winner – Nisa Local, Hull Central. Shortlisted – Heaven Independent Café, Minerva pub.

FOOTFALL (July / Aug / Sept 2015 combined) City centre: 9,139,189 King Edward Street: Prospect Street: Brook Street: Jameson Street: Whitefriargate: St Stephens: 1.367782 HULLBID radios distributed: 1.367782 August 2.913,924 HULLBID radios distributed: 1.367882

Finance

As we entered our third quarter (April to June) of the October 2015 - September 2016 financial year we budgeted a spend of £101,775*

Apart from the static costs which take up a fair proportion of the budget, April saw a spend of £10,000 to host the HullBID Annual Awards. The Awards are coordinated on HullBID's behalf by the Hull Daily Mail and as part of this package substantial promotional coverage is given to both previous winners and to members that are shortlisted. This event is a highlight in our calendar and represents excellent value, but we were also able to attract sponsorship for the event totalling £2,800 thus reducing our costs.

In April we were pleased to receive a reconciliation payment from Hull City Council from the 2014 - 2015 financial year of £37,000. This amount will be invested into initiatives and activities that will further support our business plan

In the month of June our members received their annual BID levy invoice (along with a financial statement for the previous year). We are pleased that two weeks into the collection period, 18 per cent of the total billed has been received and our thanks go to those who have settled their account promptly.

*At the time of going to print the accounts for April to June 2015 were being finalised.

Featured new businesses







Butterflies

Butterflies Memory Loss Support Group was launched by June Cooke in 2010 and is now benefiting from a city centre location above Café Kardomah in Alfred Gelder Street. The new base is convenient for clients living across the Hull area and enables them to take part in walking tours of the city. The company is in the process of becoming a registered charity and works with couples living with dementia, helping them to continue their relationships. They also plan to attend the city centre's many events and festivals, starting with the Yum! Festival of Food and Drink

Butterflies: 94 Alfred Gelder Street, Hull, HU1, 2AN, Tel: 07821, 519212 Email: butterfliesmlsg@yahoo.co.uk and also on Facebook.

Paddy's Music

Ben Paddy combined his experience in sales and his passion for music to open his own shop in support of Hull's buzzing music scene.

Paddy's Music sells guitars, ukuleles, keyboards and amplification and also offers a repairs and parts service for "anything with strings". Having secured a degree in music production from Hull College, Ben also works as a studio and live sound engineer as well as promoting gigs and playing in bands.

He said: "I was looking all over the city centre for premises and the size of this place is ideal. It's close to the interchange and right next to Kathmandu, which is an institution in Hull.

Paddy's Music: 175 Ferensway, Hull, HU1 3UA. Tel: 01482 225697. Email: info@paddysmusic.co.uk. Web: www.paddysmusic.co.uk

360 Chartered Accountants

A Grade II listed building in the centre of Hull has been transformed to provide the new headquarters for 360 Chartered Accountants. The firm is retaining its offices in Melton for the convenience of clients in the west of Hull, but the hope is that their new city centre presence will also attract more large corporate clients as well as being nearer clients to the east of the city.

Andy Steele, Director of 360, said: "We had been looking for the ideal location for our new HQ for two years. Hull is such an exciting place to be at the moment and we wanted to move into the heart of the city centre to reaffirm our commitment to the city. To have found such a beautiful Georgian property on Albion Street with its own parking for clients was absolutely perfect."

360 Chartered Accountants: 19 Albion Street, Hull, HU1 3TG. Tel: 01482 427360. Email: help@360accountants.co.uk Web: www.360accountants.co.uk

Other new members

Sainsbury's

A prime site in Hull city centre has been snapped up for a new Sainsbury's Local, with the creation of 22 jobs. Mark Barnacle, store manager at the new outlet on the corner of Jameson Street and Chapel Street, said the location was the attraction, and that Sainsbury's own-brand "food on the move" concept is proving popular with city centre shoppers. The store is open from 7am until 9pm seven days a week.

Sainsbury's Local: 57-59 Jameson Street, Hull, HU1 3JF. Tel: 01482 223278. Also on Facebook.

Sharps

National chain Sharps has returned to Hull city centre with its range of fully-fitted bedrooms. The company previously operated in Jameson Street but closed when the kitchen and bathroom suppliers with which it shared the premises went out of business. Showroom manager Teresa Everett moved to Sharps' Grimsby store but is now back in Hull heading a team of three. The showroom is open from 9.30am until 5.30pm Monday to Friday and 10am until 4pm on

Sharps Bedrooms: 25 King Edward Street, Hull, HU1 3RL. Tel: 01482 223897 Email: hull.showroom@sharps.co.uk Web: www.sharps.co.uk

Three Month diary

July

26: Hull Triathlon

August

7-9: P1 Powerboat Racing 8-9: Toads Revisited

10-14: Annie Summer Workshop (6-12 yrs), Hull New Theatre

16: Sky Ride

17-21: Into The Woods Summer Workshop (11-18 yrs), Hull New Theatre

September

10-13: Heritage Open Days

25-27: Hull Trinity Music Festival

See www.hullbid.co.uk for details or visit www.hulltruck.co.uk or www.hullcc.gov.uk

We communicate

Professionals gain insight into HullBID

Professional firms in the city centre gained a better understanding of the work of HullBID after City Centre Manager Kathryn Shillito attended two major networking events.

The HullBID team helped management and staff at the Leeds Building Society celebrate completion of the refurbishment of their offices in Paragon Street, Hull – an event which also commemorated

the 140th anniversary of the Society's foundation, the 55th anniversary of its arrival in Hull and work anniversaries of some of the staff.

Denise Woodall, manager of the branch, said: "We had a lot to celebrate and we asked HullBID to help us with that by extending invitations to other members of the city centre business community.

"It was a brilliant evening and we made the most of the occasion to make a presentation to North Ferriby Riding for the Disabled Association."

Kathryn also spoke at a lunch of the Humberside Branch of the Institute of Chartered Accountants in England and Wales (ICAEW) held at the Kingston Theatre Hotel in Hull.

Kathryn said: "Opportunities like this are very important because we want people to understand that HullBID is here for all our members. We work

very closely with the various professional sectors – solicitors, accountants, banks and building societies and other professionals."



№ We innovate

Chilli man turns up the heat for Yum!



A Hull-based food producer has turned up the heat on this year's Yum! Festival of Food and Drink by creating a specially-branded chilli sauce, which will also feature in dishes at Stanley's Brasserie, The Old House. Leonardo's and Hull Pie.

lan Ibbetson, owner of Chilli Devil Sauces of Arthur Sreet, Hull, hopes the fiery festival sauce will prove a real favourite – and help him build on the considerable business success of his previous two appearances at Yum!

This year, the Yum! Festival will take place in King Edward Street and Queen Victoria Square on Friday 7 August and Saturday 8 August, and will once again feature food and drink producers and retailers from the city centre and the surrounding area.

lan will present his full range of chilli sauces and invite customers to experience the taste – and temperature – test to find the right blend for their palate. He will also offer the opportunity to visit

his premises and make your own chilli sauce something which worked very successfully with Sky Sports TV presenter Chris Kamara.

lan said: "Chris came over for a day and worked with me to create a special chilli sauce as part of a charity initiative. I've also produced special sauces for Hull's Angels Roller Dames, CJ Wildheart, the guitarist from the Wildhearts, and special occasions such as weddings and birthdays.

"The Yum! Chilli Sauce is a logical progression for Chilli Devil Sauces. It was at Yum! that I first agreed to supply Old House in Scale Lane and Stanley's Brasserie in Paragon Square, and last year it generated quite a few enquiries from private individuals."

Kathryn Shillito, HullBID city centre manager, said: "Chilli Devil Sauce has become a regular at the Yum! Festival and Ian's success sends a message to other food and drink producers by underlining how the event can be used to boost business."

№ We promote

City of Culture in the shop window

HullBID is working with the City of Culture Company to literally ensure that city centre businesses are in the shop window for 2017.

Kathryn Shillito, HullBID city centre manager, revealed that plans are coming together to give guidance to business owners on creating spectacular window displays for Hull's year as City of Culture.

She said: "The window dressing idea will provide practical help to businesses and there will be much more to come as we continue our regular meetings with the City of Culture team."

Other ideas are in the pipeline as HullBID continues to work closely with city of Culture chief executive Martin Green and his team.

HullBID has supported the City of Culture campaign from the outset, with Kathryn sitting on the Hull City Council steering group which was at the heart of the bidding process.

As the City of Culture team has come together, Kathryn has maintained strong links, notably in providing support from HullBID when the time came for Martin to unveil the business plan and reveal his partnership programme.

Kathryn said: "HullBID has a key role as a conduit between our business members and other organisations whose activities have an impact on the city centre."

"Everyday examples of this include our discussions with Hull City Council around issues including planning and licensing. We've been doing that for the last nine years and, more recently, we have played a key part

in helping businesses with the increasing number of major festivals in the city centre – anticipating disruption and maximising the potential for businesses to tap into events.

"City of Culture takes that to a whole new level and makes our role even more important. As Martin was preparing his major announcement at Hull Truck Theatre HullBID was working in the background to make sure as many city centre businesses as possible were there to hear him.



>> We collaborate

Lord Mayor guest of HullBID board

Hull's outgoing centenary Lord Mayor concluded her year as first citizen by becoming the first holder of the office to address a meeting of the HullBID Board.

Councillor Mary Glew spoke enthusiastically about the progress the city has made, its bright prospects for the future and her own pride at having represented the city.

She also emphasised the importance of links between Hull City Council and the business



Councillor Mary Glew.

community, and she urged all parties to work together to share our "best kept secret".

Jim Harris, general manager of St Stephen's

Jim Harris, general manager of st stephen's Shopping Centre and chair of HullBID, said: "We were delighted and very honoured to be able to welcome the Lord Mayor to our board meeting. It was an historic first for us because, while we have

very strong links with the City Council and we have regular meetings with senior councillors and their officers, we hadn't welcomed the Lord Mayor to our board before."

The Lord Mayor said: "I have tried to embrace business as much as I can because those partnerships are absolutely key going forward. I feel that the city has a buzz about it.

"We are a bit of a best kept secret and it's time we started to shout. Opening up to film crews is important because they have looked at the city and asked why they haven't been here before."

Jim added: "With just nine days to go before the end of her year in office, the Lord Mayor reviewed the progress and partnerships. We would agree with her that the outlook appears very bright, and as a business-led organisation HullBID will continue to work with the City Council and others to ensure we turn potential into reality."



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Q3News

Women out in force for Business Week event



HullBID embarked on a new-style programme of networking events for member businesses by attracting a full house to hear three prominent women from the region's business community.

The dinner, which was timed to support Humber Business Week, was held at the Mercure Hull Royal Hotel and was attended by almost 100 guests, predominantly female city centre business owners or key decision-makers.

Kathryn Shillito, HullBID city centre manager, said: "This was one of our most anticipated events because of the subject matter – Inspiring Women – with high calibre speakers who have carved out success in their own right. The topic attracted like-minded businesswomen keen to hear of their achievements.

"It turned out to be a complete success and the fact that we were able to bring together so many influential women during such a busy week for business demonstrates the quality of this particular event."

Former Hull City Councillor Kath Lavery, chair of Humber Business Week and one of the founders

of the event in 2004, was the opening speaker and was followed by Victoria Jackson MBE, founder and chairman of Kingston Recruitment Partnership Limited and a former chair of HullBID.

The final speaker was Rosie Millard, a University of Hull graduate who has built a successful career in the media and whose current roles include chair of Hull's City of Culture Company.

Kathryn added: "This was our third foray into Humber Business Week and we had two main aims – to offer something with a social twist but importantly to show the quality of speakers that we have locally rather than bringing in a celebrity.

"The three people who spoke were completely different, with Kath coming from a background of community organisations working in partnership with business, Vickie with her commercial experience and Rosie approaching the event from an arts and culture perspective.

"We are grateful to all three, and to everyone who attended, but we are particularly indebted

to our sponsors, above all the Mercure Hull Royal Hotel, because their support coupled with our own investment enabled us to offer this as a complimentary event to bring mostly city centre business people together."

Dates have already been set for the next two HullBID networking gatherings with demand expected to be heavy for both of them. On Friday 7 August, M&S will host a breakfast event at their store in Whitefriargate to mark the opening of the Yum! Festival of Food and Drink

On Thursday 8 October, HullBID will present a networking lunch in partnership with the Brethren of Hull Trinity House Charity.

Kathryn said: "We expect both events to be oversubscribed. Details of the format and speakers will be revealed nearer the time but members can register their interest now by contacting Francesca Sharp."

For further information about both events email

Do you have a story you'd like to share?

For more information about how to share your news or ideas, email catherine@hullbid.co.uk or call on 01482 611802.

www.hullbid.co.uk

News

Literature raises awareness of TravelExtra services

The investment of just a few hundred pounds by HullBID will help city centre businesses meet the needs of a growing market estimated to be worth billions of pounds in the UK.

HullBID has stepped in to design and print promotional leaflets for TravelExtra Mobility, the organisation which provides affordable hire of wheelchairs and other mobility aids from its base at Paragon Interchange.

The move is a big help for the TravelExtra team, which relies on the help of volunteers and does not have the resources for a major marketing campaign.

TravelExtra also helps businesses by encouraging more disabled people to use the shops and other services.

lan Streets, managing director of Hull-based disabled access specialists About Access, said:

"The money that disabled people spend is referred to as the 'Purple Pound' and it is estimated to be worth £200 billion every year in the UK.

"It is a huge figure, but one which is perhaps not surprising when you consider that disabled people, like anyone else, usually go out with friends and family. If one person cannot access a shop or restaurant then none of them will go.

"Getting access right for all helps a business attract more customers. Making a business accessible does not have to be expensive and that is why this investment by HullBID is so welcome. It will make it easier for disabled people to visit the city centre, and that will help BID members."

Kathryn Shillito, HullBID city centre manager, said: "TravelExtra Mobility provides a very important service by hiring out mobility aids at a very affordable rate and they are also going to manage the hire of the new cycle service.

"By providing these leaflets, we are supporting them and our business members. The leaflets will be given to shops and other businesses who will distribute the material to their customers to raise awareness of the services which TravelExtra provides."

TravelExtra Mobility can be contacted on 01482 212832 or via the website at www.travelextramobility.



Kathryn Shillito with Bill Murray, manager of TravelExtra Mobility.

Cock of the Walk brings Savile Row style to the city

A tailor who began her fashion industry training at Hull College is bringing Savile Row style to Hull by building her own business and passing on her skills.

Demand is rising for the bespoke suits made by Gillian Long and her team at Cock of the Walk in Grimston Street. Now, by customer demand, the business is expanding to offer tailor-made shirts.

Gillian said: "We used to say we had 40 pieces of work on the go at one time but it's between 50 and 60 at the moment.

"The next step is a soft launch of our shirt making service. It's come from customers coming in for suits, seeing a few shirts and wanting to buy some."



Gillian Long and Kerry Kirkwood

Shirts are the responsibility of 19-year-old Lydia Wilson, who joined Cock of the Walk from Wilberforce College after she decided she didn't want to continue studying at university. The third member of the team is Kerry Kirkwood, a trained physiotherapist who wanted to go into tailoring and has mastered the notorious "buttonhole test".

Gillian said: "I have had many trainees because I am adamant that the skills are not going to die out, but Kerry is the first to pass buttonholes. It takes about six months to get through that."

After college, Gillian trained at the renowned Gieves & Hawkes at 1 Savile Row. She returned to Hull via Manchester, working from home and then from a back room at Poorboy Boutique in Princes Quay before moving to Grimston Street. But she still goes to Savile Row once a month.

She said: "Holland & Sherry let us use their offices in Savile Row for meetings. We just book the board room once a month and we meet our customers there."

Leisure facilities adds to attractions at Princes Quay

Spectacular new leisure facilities have added to the pulling power of Princes Quay Shopping Centre with the opening of a bowling alley and a Quasar laser tag facility.

The complex, which also includes a bar, soft play area and amusements, is the result of a $\mathfrak L1.6$ million investment by QLP, which has created 29 jobs in the process.

QLP operations manager Marina Pearce said: "We have never opened one of our centres in a shopping mall before, but this is an ideal location.

"With Vue above and the likes of Nando's here, we are creating a venue for entertainment at Princes Quay.

"The shopping centre has needed to regenerate and entertainment groups like us coming in will help to provide a different approach.

"Other bowling alleys tend to be on the outskirts and cost money to travel to, but it is much more accessible here. With Quasar and the soft play area we cater for all age ranges so it's great for families to spend some time here."

Kathryn Shillito, HullBID city centre manager, said the new facilities can have a positive impact on the city centre as a whole.

She said: "This is a significant investment in facilities which are unique in the city centre. It will help businesses in Princes Quay and elsewhere by adding to the variety of attractions which we have in the city centre and by increasing footfall in the area.

"The new centre also has great potential for



Opening day at the new bowling alley in Princes Quay.

corporate use, and that is something we will be looking at as we develop our range of business networking events."

News

Myton Law moves to new offices

A £900,000 investment by a Hull-based law firm has brought new life to a waterfront property which dates back nearly 200 years and has been empty for the last 10 years.

Myton Law, Yorkshire's only specialist shipping, transport and insurance practice, completed the move to Riverside House overlooking Hull's historic Victoria Pier during April.

The official opening ceremony was conducted by Lord Mayor and Admiral of the Humber, Councillor Mary Glew, who said: "I am delighted to be invited to declare the beautiful Riverside House open and to

see it fully restored and back in use by Myton Law which has a close connection with our rich maritime history and heritage in Kingston upon Hull."

Riverside House dates back to 1824 and was occupied over the years by merchants and by a number of shipping companies. Its Nelson Street location was named in honour of Admiral Lord Nelson following the Battle of Trafalgar.

Myton Law's investment includes the purchase of the property and a major restoration project to create modern offices for a practice which is planning to add to its team and expand its shipping, transport, insurance and engineering strengths as well as its corporate law services.

Myton director Scott Yates said: "We could have taken an out-of-town office unit but we wanted to be in the city and in a building we could relate to, one which would say something about us as a firm."

Myton director John Habergham added: "Riverside House now provides an excellent working environment fit for a progressive law firm. The construction team has done a sterling job. We now have the latest technology, plenty of space for expansion and the bonus of super river views."



Celebrations outside the new premises of Myton Law

1884 opens wine and tapas venue

The award-winning 1884 Dock Street Kitchen, one of the most decorated restaurants in Yorkshire since opening less than three years ago, has been joined by a sister venue, 1884 Wine & Tapas.

The launch of 1884 Wine & Tapas follows the refurbishment of The Wilson restaurant and café bar by owners Headstart Group and is one of a number of developments in the food and drink sector around the marina.

Headstart Group opened The Wilson in 2010 and followed up with 1884 Dock Street Kitchen in 2012, which has recently confirmed the appointment of James Birch as general manager and Laura Waller as head chef. The group has now brought

both venues under the 1884 brand with the same commitment to style and quality, but a different cuisine

Deborah Spicer, an original member of the team at The Wilson and now manager at 1884 Wine & Tapas, is joined by chef Dan Poole in a 15-strong team.

She said: "We can assure diners that our food and service will equal that offered by 1884 Dock Street Kitchen, and we are sure they will respond with the same level of enthusiasm."

Next door, the Green Bricks pub has added a black rock service for steaks and for more exotic dishes including kangaroo and buffalo, with a promise of ostrich and zebra to come.

Tasty café and sandwich bar has added a catering service to its repertoire, with corporate business executive Francesca Akdemir launching the venture at HullBID's Fashion Week networking event at Hugh Rice iewellers.

Kathryn Shillito, HullBID city centre manager, said: "The marina area is set to benefit greatly from the transformation of Humber Street which is underway now, and the investment by businesses in that part of the city shows the confidence they have."





Chair's statement

Jim Harris, HullBID Chairman

I sit down to write this piece having just enjoyed the most exhilarating and positive Business Week I can recall for both the city and region – the air of optimism is all around us!

At the heart of this good news is Hull city centre, both what is happening now in terms of new business, footfall and innovation, and also the exciting legacy plans which will happen over the next 24-30 months. As those in the real world know, there will be some initial 'pain' as the various building and modernisation projects have to be physically undertaken, but the phoenix which will arise from these once-in-a-lifetime investments will be a game-changer for ours and future generations who live and work in our great city.

Got a question?

For more information about how to share your news or ideas, email

catherine@hullbid.co.uk.

call on 01482 611802.

www.hullbid.co.uk

The HullBID team

To find out about our board directors, visit www.hullbid.co.uk



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