

#### **BID HOTLINE 611888**

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# **Q2Report**

# Hotel team seek second success in expanded BID Awards

The HullBID Awards will welcome more entrants and more guests this year as we look to meet the rising demand generated by the success of the first two events.

The presentation night will also be enhanced, with dinner and dancing added to the programme in the sumptuous surroundings of the Mercure Hull Royal Hotel on Friday June 17.

The hotel is one of six sponsors whose support has helped HullBID revamp the awards. Other businesses offering financial support are Kingston Recruitment Limited, Princes Quay Shopping Centre, Prospect Centre and St Stephen's Shopping Centre – with First TransPennine Express the major sponsor for the celebration.

Kathryn Shillito, HullBID City Centre Manager, said: "We were overwhelmed by the volume of nominations from city centre businesses and their customers in our first year and then last year's competition and celebration night again exceeded all expectations.

"They are the only awards that are exclusively for businesses in Hull city centre and they have demonstrated their value in terms of bringing businesses together, recognising

the quality of businesses that we have and rewarding business owners and operators and their teams for improving what they do".

"Feedback from the first two years told us that more businesses wanted to enter and more people wanted to attend. A lot of people also wanted to make it more of a celebration so we've moved it to a Friday and given the event a bit more sparkle! It's all about our members relaxing and enjoying themselves"

"The number of categories will be increased to 10 to ensure every business sector can enter and in return those shortlisted can expect good coverage in the Hull Daily Mail who is supporting the event as media partner. Lucky winners will receive a bespoke trophy and certificate and of course the kudos associated with winning at such a prestigious event!"

Details of the categories and the procedure for entering will be published in the Mail and on the HullBID website. Nomination forms will also be hand delivered to member businesses and can be requested by sending an email to francesca@hullbid.co.uk.

Businesses can nominate themselves and nominations are also welcome from customers. The winners will



be selected by an independent judging panel including charity-fundraiser Pauline Speed, John Netherwood of Hull Civic Society and a representative of the Hull Daily Mail.

Last year's awards attracted hundreds of entries

Debra Hutchins, General Manager of the Holiday Inn Express in Ferensway, Hull, said they hope to enter again in an attempt to build on their success in winning the award last year for 'outstanding employee or team'.

Debra said: "We were delighted to win the HullBID award for outstanding team. We have worked very hard to improve all aspects of the guest experience, right down to finding out about local attractions and visiting the local museums and restaurants ourselves so we could recommend things for our guests to do while staying in Hull.

"Many of our regular guests nominated us for the award and leading up to the presentation evening we were very nervous and we weren't really expecting to win. I took six of my team members to the ceremony and you can imagine the surprise when the hotel's name was announced!

"The award sits proudly on our reception desk. It was something we really enjoyed doing and we will hopefully be entering again this year."

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#### **Finance**

As HullBID enters its next term following a successful ballot, we have committed to keeping the annual levy charge at 1% of the rateable value of a business premise for the next five years. Although a number of other BIDs across the UK have set the levy charge higher – in some cases at 3% - we acknowledge it is still challenging for our city centre members in the current climate thus we have kept the cost static.

As we entered our second quarter, Jan-Mar 2016, our income totalled approximately £115,000 and we budgeted a spend of £100,980. This was predominantly spent on static costs including the provision of our dedicated Cleaning and Maintenance Operative and two Support Officers. We also focused funds on the expansion of the HullBID radio system with a further 24 complimentary handsets distributed to a mixture of retail and evening economy businesses and we administrate the scheme at no cost. We continue to work collaboratively with Humberside Police and although we do not fund police operations per se, our contribution of £1250 per month provides HullBID with additional hours worked by PCSOs who are tasked to liaise directly with, and offer support to our members.

Collection of the BID levy continues at a pleasing pace and we are grateful to the many members who settle their levy promptly.

\*Note at the time of going to print the accounts for January to March 2016 were being finalised.

### **Featured new businesses**



#### **Tucker Moos**

A business which became a firm favourite among hot dog fans during nearly 10 years in Princes Quay is now rolling them out again just round the corner in Carr Lane. Craig Angove moved out after a reorganisation in the Quay and concentrated on other interests including a newsagents in George Street and sandwich shops in Spring Bank and Holderness Road. But he is back in the city centre with Tucker Moos, a tuck shop which offers paninis, wraps, baguettes and more plus his signature hot dogs. Opening hours are 9am until around 4pm, Monday to Saturday.

Tucker Moos: 23 Carr Lane, Hull, HU1 3RB. Tel: 07727 867901. Also on Facebook.



#### Bello Perfumery

A childhood passion for perfume was behind the decision of Emma Senior to open her own business and also ensures she has a great deal of product knowledge, with fragrances from everyday to exclusive to suit women and men. Emma gave up a university degree course to pursue her dream but she's not new to the world of business – she already has two tanning studios with a third on the way. Emma leads a team of four who are open from 9am until 4.30pm Monday to Saturday with Sunday opening expected to be available soon.

Bello Perfumery: 181 Ferensway, Hull. **Tel:** 01482 229757. Also on **Facebook.** 



### Regus

Hull's growing reputation as a prime spot for start-up and expanding businesses is behind the decision of global office and workspace provider Regus to open a centre in the city. Under general manager Brian Freestone, the premises at Norwich House on Savile Street offer 64 bespoke offices and 216 work stations, with facilities available to hire by the hour, half day or full day – right up to 24 months if required.

Regus: Norwich House, Savile Street, Hull, HU1 3ES. **Tel:** 0800 756 2911.

Web: www.regus.co.uk

## Other new members

#### Health Baa

Healthy eating is at the heart of the new restaurant opened by business partners Julie Barker and Tina Parry. A clue is in the calorie-counter menus – most of the dishes come with a guide indicating the calories, carbohydrates, protein and fat on your plate. Seven people work in the business, which has a full bar and they hope to to cater for functions. Current opening hours are 9am until 6pm from Monday to Saturday.

Health Baa: 95 Jameson Street, Hull. Tel: 01482 229167. Also on Facebook.

#### That's Entertainment

That's Entertainment has found new premises after closing at the Prospect Centre last year and has also moved with the times – adding new ranges to its well-known stock of discount CDs, DVDs and games. The store now offers vinyl and mobile phones, with customers welcome to trade in their old purchases – including gaming consoles. Eight people work in the shop which is open from 9am until 5.30pm Monday to Friday and 10.30am until 4.30pm Sundays.

That's Entertainment: 7 Grand Buildings, Jameson Street, Hull, HU1 3JX **Tel:** 03300 885755 Also on **Facebook.** 

## **Three Month diary**

#### April 16

14-16: Trinity Real Ale Festival, Holy Trinity Church

16-23: Hull Fashion Week, Hull City Centre

20: Chris Ramsey & Carl Hutchinson, Hull City Hall

23: Hock for Honson, Hull City Hall

26-30: The Hired Man, Hull Truck Theatre

30: Koningsdam, Paragon Square

#### **May 16**

3-14: Folk, Hull Truck Theatre

4: Russell Watson: Sings from the Heart, Hull City Hall

12: Pasha Kovalev: It's All About You, Hull City Hall

14: Hanse Festival, High Street

16: James, Hull City Hall

18: Jason Donovan, Hull City Hall

18-21: Gypsy, Hull Truck Theatre

23: Lucy Beaumont, Hull Truck Theatre

#### June 15

Sing-a-long-a Frozen Hull Truck Theatre

4: Mark Watson, Hull Truck Theatr

16-9 July: Educating Rita, Hull Truck Theatre

17: BID Awards, Hull Mercure Royal Hote

19: Jane Tomlinson 10K, Hull City Centre28-30: Summer Promenade Concerts, Hull City Hall

See www.hullbid.co.uk for full details

#### **We communicate**

# Grants offered by City of Culture

HullBID is working with the City of Culture team to raise awareness of a grants programme which is giving individuals and groups a great opportunity to make their mark on the 2017 celebrations.

The Hull 2017 Creative Communities Programme offers grants of between £300 and £10,000 with the possibility of larger amounts in exceptional circumstances.

Kathryn Shillito, HullBID City Centre Manager, said: "We've been working very closely with the

City of Culture team to identify opportunities for member businesses and we're particularly excited about the Creative Communities Programme.

"It is open to individuals and any type of organisation including commercial organisations and should therefore be of interest to many art and culture practitioners and sponsors in the city centre"

"The organisers are challenging applicants to be original, ambitious, radical and iconic to build a project that transforms Hull and gives people the opportunity to see something new, unusual or exciting.

"It is also aimed at engaging communities and at using space which is accessible to all. We see that as an open invitation for people living and working in the city centre to get together, make the most of our open space including the fantastic areas which will be delivered by the public realm works and create something amazing which will add to the vibrancy of the city centre."



City of Culture is inviting applications for the scheme now, with a deadline of May 16. Decisions will be made during June, with applicants notified during July and the first wave of projects will be announced in September.

Details of the grants scheme can be found on the City of Culture website at www.hull2017.co.uk

### **№** innovate

# Market is a great fit for all occcasions

A market which won an award for its part in helping to revitalise Hull's Old Town is in demand for events throughout the city centre for its ability to come up with new ideas and pull the crowds.

The Trinity Outdoor Market was launched in 2012 by Julie Buffey and has since become a centrepiece for major events in the Old Town and elsewhere. It has taken on a festive flavour, an international angle and various historic themes and it will reinvent itself again for some celebrations in the coming months.



The outdoor market at Edwardian Easter

On Saturday May 14 Julie will use her contacts to bring some international influences to the International Hanse Day in High Street, Hull. On Saturday June 11 she will join a Second World War commemoration at Hull History Centre. Saturday September 10 will see Holy Trinity Church act as host venue for a medieval themed event in conjunction with Hull Civic Society.

Julie, who is also the owner of the Roisin Dubh vintage style shop in Hepworths Arcade, said: "It all started about four years ago when I came up with the idea of an open market to attract more people into the Old Town.

"We held the market every month and we found ourselves getting involved in all sorts of events, new and old, from Edwardian Easter and Victorian Christmas which HullBID sponsors, to the live nativity in Holy Trinity Church, Hull Civic Society's Heritage Open Days and the Lord Mayor's Carnival. We introduced a Dutch theme for some visiting students from the Netherlands and we won an award from the Civic Society.

"Along the way I've built up a database of market traders and of other people who can help us put on an event with a difference. I've got German and Polish contacts who can help us with International Hanse Day and the Second World War event at Hull History Centre, and I'm trying to find others who can add to the authenticity and creativity."

## **≥** We **promote**

# Sponsors raise profile by supporting events

City centre businesses are paying more than just the levy to support HullBID and help it build on the services it provides.

HullBID City Centre Manager Kathryn Shillito revealed that businesses contributed sponsorship in cash and in kind worth more than £40,000 to help fund the events programme for 2014–15.

Kathryn said she is now working on sponsorship plans for the major events of 2016 and is hoping that backers will be encouraged by the efforts of other businesses.

Jan Lee, one of the directors of Oscars Bar in Silver Street, Hull, said their sponsorship of Hull Trinity Festival was a complete success.

She said: "We decided to sponsor Hull Trinity Festival because it's a great event and because we want to support HullBID, who organise the event."

Sponsorship from businesses helped HullBID meet some of the costs of the Fashion Week programme, the regular networking events and the annual BID awards.

Kathryn said: "All our events have grown in recognition and popularity from small beginnings. Sponsors are associated with an event that is high profile and most have been shown to increase footfall

"Sponsorship packages can be very flexible. Hugh Rice Jewellers are sponsoring Hull Fashion Week and their involvement will be promoted with catwalk banners, a networking event in their



store at St Stephen's Shopping Centre and an after-party following the grand Fashion Finale. Oscars raised their profile with a party in the bar specifically for BID members prior to a fundraising gig at Holy Trinity Church, and they set up a dedicated bar in Trinity Square as part of their package.

"All funds are reinvested to support the events."

## **№ Collaborate**



Will Hall of EY Events presents award to HullBID.

# Trinity Festival takes top spot in awards

HullBID and its partners at the Warren and Holy Trinity Church are celebrating after winning a top award for their efforts in delivering another fantastic Hull Trinity Festival.

Judges for the Remarkable East Yorkshire Tourism Awards (REYTAs) picked the Festival as the best Small Tourism Event for 2015.

The awards submission demonstrated the value of the partnership between BID and The Warren Young People's Project, Warren Records and Holy Trinity Church.

It also underlined the benefits for businesses, with 74 per cent of traders reporting an increase in

sales during the Festival and 11 per cent seeing a rise of 75 per cent or more.

The 2015 Festival featured headline bands The Beat and Eliza and the Bear plus some of the best bands from the local area on the main stage at Holy Trinity Church and in venues around the Old Town.

Kathryn Shillito, HullBID City Centre Manager, said: "We and our partners, in delivering the Festival, were delighted to be recognised at the REYTAs particularly as Hull Trinity Festival is so much more than three days of live music.

"It has become a footfall and profit booster for businesses in the Whitefriargate and Old Town area and it has enabled many young people to launch careers and gain valuable business experience."



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# **Q2News**

## BID sets out to build for future after ballot success



HullBID hit the ground running with an exciting programme of city centre events following its success in the recent renewal ballot.

During the week after the result was declared, BID played its part in supporting business networking events at C4Di and in helping to organise and part-fund the Edwardian Easter event which again attracted thousands of people to the Old Town.

Kathryn Shillito, HullBID City Centre Manager, thanked business people who voted for BID to continue its work for a further five years.

Kathryn said: "I am very grateful to the members who turned out to vote for us and the strong majority shows their determination for HullBID to continue.

"They are still experiencing challenging times but clearly acknowledge the worth of an independent organisation to represent them. HullBID has brought real, measurable change and has added value from the additional funding it has attracted over and above the levy.

"During the last five years we have built up the operational side of what we do with improved security and cleaning services and our events are now well-established. As we head towards City of Culture it is important the city is prepared and we convey to our members how they can benefit from this once in a lifetime opportunity.

"We will be introducing new initiatives to increase footfall and we will continue to keep in close contact with our members to make sure their priorities are being addressed."

HullBID is now planning a full programme of events in addition to its security and cleaning activities in the city centre after winning the ballot with a majority of 80 per cent.

Around 1,130 voting papers were distributed to businesses within the HullBID area during February. Details of the count published by Hull City Council - the official ballot holder - showed that 656 votes were cast by the closing date of March 17. There were 517 votes in favour and 129 against.

The total rateable value in favour was approximately £30.5 million compared with £7.2 million against.

Jim Harris, Chair of the HullBID board of directors and manager of St Stephen's Shopping Centre in Hull, said: "The ballot result is a great endorsement for what has been achieved by HullBID over the last five years and, more importantly, a show of confidence in what BID can achieve going forward

"Hull will be the 2017 UK City of Culture and there is no organisation better placed than HullBID to maximise the legacy of that celebration and to ensure that businesses in the city centre get the very best out of it.

"As a result of public spending cuts the resources available to our city and others will be greatly diminished. The city centre is in transition and HullBID's role as the guardian of brand Hull is more important than ever."

More recently BIDs have been recognised as having a key part to play in regeneration. Businesses in Leeds, Sheffield and York have all voted during the last year to introduce BIDs

## 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**

## C4Di shows how to use technology to grow your business

Hull's Centre for Digital Innovation (C4Di) has embarked on a series of events to help more businesses get connected and make the most of the benefits of technology.

HullBID is partnering with some of the events to help ensure that small businesses throughout the city centre can access the expertise of an organisation which has already proved its worth to its backers in big business.

C4Di officially opened the doors of its spectacular new building on the banks of the River Hull in December last year. The company is supported by major companies including KCOM, Spencer Group and PwC and is committed to helping start-ups and other small firms develop their own digital projects and work with C4Di and its other members.

In recent weeks the centre has been the venue for business information and networking events for the hospitality sector, the retail sector and for general business, with a presentation about the benefits of building business networks.

Jon Moss, a co-founder of C4Di, said: "We are trying to get people to understand just how technology is influencing their business now and in the future. HullBID has been very helpful in promoting our events and they have a readymade audience who we know have found the presentations very useful.

"The key message is that we are helping traditional businesses innovate and grow by using technology more effectively. Our company members include RB, Siemens, BP and Cranswick and they recognise the benefits of being part of the technology scene because they can learn from others and use the great facilities



Kathryn Shillito, HullBID City Centre Manager, said: "Hull's digital sector has emerged as a real force for business development. The beauty of C4Di is that it makes its cutting edge expertise available to all and its networking events are a great opportunity for small firms to find out more and get involved."

# Grants scheme to revive Old Town

Hull City Council is to launch a series of start-up and improvement grants as part of a programme to revitalise the Old Town.

Small and medium-sized businesses can apply for up to half the cost of a project, up to a maximum of £35,000. The money can be used for construction, fit-out or improvements to existing premises. It is also available for purchase of capital equipment.

The grants scheme is part of the City Council's Repurposing the Old Town programme. Other elements include the full refurbishment of Trinity Market Hall and public realm works to create space for street markets. The project also includes new branding, signage and events aimed at raising the profile of the Old Town as an attractive place to live, work and visit and central to Hull's City of Culture celebrations.



Jane Nelson, the City Council's Old Town Programme Lead, said:

"The main aim is to help to reconnect the Old Town economically and visually to the rest of the city centre."

Work on the outdoor market on Whitefriargate and in Trinity Square is due to finish in November this year. Refurbishment of Trinity Market is

programmed to start in late spring 2016 with completion due in July 2017. The work includes new roofing, floors, market stalls, a restaurant, food court with seating and full interior redecoration

Jane added: "We expect to be able to award the grants from May this year. The works are linked to the Old Town's inherent historical character; the Old Town is the only part of Hull that retains significant parts of the medieval street layout as well as containing some of Hull's oldest and most attractive buildings. This is very appealing for visitors and is the natural home for Hull's Museums Quarter.

"There is also an intention to strengthen the Old Town as the crucial link through to Hull's Fruit Market, which is undergoing significant redevelopment in order to reconnect it with the city centre and to reinforce it as Hull's creative and cultural quarter in time for our year in the spotlight in 2017."

For more details contact jane.nelson@hullcc.gov.uk

# Fashion Week raises the baa with sheep to suit

Hull Fashion Week returns to the city this month with the promise of the latest in style, beauty – and sheep!

Bespoke tailors Cock of the Walk have taken inspiration from their contacts in Savile Row and Milan and will present a sheep to suit event, based on the Campaign for Wool activities in the world's fashion hot spots.

Gillian Long, founder of Cock of the Walk, has secured permission to show two sheep outside her premises in Grimston Street, Hull, on Wednesday April 20.

Gillian said: "We wanted to do something different and we thought if London can have Sheep on the Row and Milan can display them in the Via Montenapoleone then we can have them in Hull.

"The sheep will be here for the day and we will show what is involved in getting the wool and turning it into a finely-tailored garment – spinning the wool into yarn and then weaving it. That's the interesting part. The rest is what we do every day!"

The launch event for Hull Fashion Week will take place in St Stephen's Shopping Centre on Saturday April 16 and will be followed by a programme of shows, workshops and demonstrations presented by businesses from the city centre and further afield.

Independent operators including Bolo, Beasley's and Poorboy Boutique will be joined by big stores including Debenhams, M&S, BHS and House of Fraser and by the major shopping centres whilst event sponsor Hugh Rice jewellers will host a business breakfast networking event on Thursday 21 April.

The grand Fashion Week finale will take place in a marquee outside the Albemarle Music Centre in Ferensway on Saturday April 23 and will also feature fashion and beauty stalls inside Hull Truck Theatre



Catherine Goble, BID's Marketing & Events Coordinator said: "Hull Fashion Week is a unique event – there is nothing else like it to support the city centre fashion sector and it comes at a great time as businesses are showcasing their spring and summer ranges."

www.hullbid.co.uk | Q2 April - June 2016

## Business backs Amy Festival after Networking event

A city centre travel business is promoting its services through a major cultural event after identifying the opportunity at a HullBID business networking breakfast.

Marion Owen Travel is backing the Amy Johnson Festival by sponsoring a decorated moth. The business also plans to buy the moth at the end of the Festival, and is now looking for ways to incorporate the design into its new brand.

Marion Owen, who founded the company in Portland Street, Hull, more than 20 years ago, said the parallels between the business and Amy Johnson's exploits emerged when her deputy,

Lynne Hammond, attended the BID event at Hull Truck Theatre.

Marion said: "When we heard about the Festival we didn't know how we could get involved but when Lynne went to the event everything started to fall into place.

"Amy's flight and bravery took travel to greater limits and that's a great fit with our business. We contacted some of our partners about the sponsorship and within half an hour one of them came back to us with a cruise which follows part of Amy's flight path."

The cruise sails from the Mediterranean to the Gulf of Oman, India, Rangoon, Thailand, Singapore and Indonesia to Darwin, Amy's point of arrival in Australia.

Marion added: "We're sponsoring the Earth Mother moth and we will buy it afterwards. The colours match our logo and the theme of the design is all about global travel."

From left, Rick Welton, Elaine Burke, Marion Owen and Lynne Hammond.

Elaine Burke, sponsorship lead for the Amy Johnson Festival, said: "We are delighted that Marion and her team are keen to support the 'Moth for Amy' sculpture trail, and have found an opportunity which is a great fit for their business. It's a brilliant example of how business and the

Owen Trave

For further details of the Festival visit www.amyjohnsonfestival.co.uk

# Tour operators impressed with visit to Hull



A leading city centre hotel helped to put down a marker for tour operators investigating Hull's attractions with a view to bringing parties here for the City of Culture year and beyond.

The Mercure Hull Royal Hotel also showcased its own facilities, with the emphasis on the improvements in the two years since the current General Manager, David Cooke, took on his role.

The party, which included tour operators and individuals who book trips for national and regional organisations, spent a night in the hotel and were then taken on a tour of the city by VHEY.

Kathryn Shillito, HullBID City Centre Manager, spoke at a welcome dinner about the improvements to the city and showed the latest City of Culture film and the video outlining the work of HullBID.

David said: "The feedback was very positive. Some members of the party had been to Hull before and enjoyed coming back. Those who hadn't been before were amazed, particularly by the architecture and the quality of the museums.

arts can come together for great mutual benefit."

"It was a very important delegation which gives us access to a market which is potentially very lucrative. Obviously 2017 is very important to us but it doesn't end there. These people will be our advocates for 2018, 2019 and beyond.

"For our part, we've made a lot of changes at the Mercure Hull Royal Hotel in the last two years with some significant appointments to our management team. The business is more customer-focused and more sensitive to the needs of our guests and we've been rewarded with a £1 million increase in turnover. That's down to City of Culture and Green Port, and also to people becoming more proud of Hull."



# Chair's statement

Jim Harris, HullBID Chairman

It is with delight that I salute the hard work of the BID team and the positivity of our businesses in delivering the fantastic ballot result! But this is where the hard work really begins. Members of the BID Board, and especially the BID staff, are fully aware of the economic and more 'physical' issues that confront business and of the long-term benefits (and real legacy) 2017 UK City of Culture will bring. It is managing the pain that is the tough part to make sure we are in the best shape to benefit from the gain. Please be assured that as we begin a new, and exciting five-year term we will be working harder than ever to ensure the viability and prosperity of our great city centre.

#### 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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