

Q4 News

Burlington Hotel is a beacon of growing confidence

The multi-million pound programme which is transforming Hull city centre is already reaping rewards by attracting major investment from outside the region and by inspiring confidence within the existing business community.

New hotels, apartment developments and food and drink outlets are on the way from operators who are new to Hull, whilst businesses which have helped the city enhance its leisure offer in recent years are now unveiling further imaginative improvements.

Maytree Catering, the company which three years ago revived the famous city centre pub Star of the West, has now completed the conversion of rooms above one of its other Old Town pubs to create The Burlington Hotel.

Robert Jackson, a director of Maytree, said the result is high-quality, boutique hotel accommodation which is separate from the ground floor pub and is aimed directly at City of Culture visitors, including the media.

He said: "It's high-end with only four rooms, all en-suite and stylishly decorated and furnished with a private reception and a breakfast area. It's also high-tech with Lightstream and smart TVs."

At Hull Marina, award-winning restaurant 1884 Dock Street Kitchen is investing in private dining and pavement pride as access improves following progress with public realm works.

With work now complete in Humber Dock Street, the restaurant has taken the opportunity to move its main entrance back to the original front door, convert the temporary reception area into an exclusive private dining room and create an al fresco dining area next to the new paving.

Recent weeks have brought confirmation of national brands Domino's Pizza and Kaspas's dessert house opening in Paragon Square and construction of a Double Tree by Hilton Hotel on the site of the former Lexington Avenue nightclub.

In addition, Colpin Ltd have purchased the former Queens Gardens police station with a view to convert the building into apartments. The company has already embarked on a similar project at Essex House, next to the Burlington.

Kathryn Shillito, Hull BID city centre manager, said: "We're seeing a real desire to invest in Hull city centre, bringing significant additions to the retail and leisure offer which will undoubtedly attract more people into the city centre."

"The new ventures are not confined to the marina and Fruit Market area but are spread throughout the city centre, and that investment is building the confidence of local operators including Maytree Catering and 1884 to push ahead with their own plans."



Burlington Hotel manager Louis Horton with directors Chico Jackson (left) and Robert Jackson.



Louis Horton, manager of the Burlington Hotel.



Artist's impression of the proposed Double Tree by Hilton Hotel, Ferensway.

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 01482 611802.

www.hullbid.co.uk

CITY OF CULTURE 2017

The call from the City of Culture team is for businesses to be ready for 2017, and many are already raring to go as we found out when over 50 businesses attended our "Readiness" event at the Mercure Hull Royal Hotel in September.

Poorboy Boutique in Princes Quay Shopping Centre is always coming up with something new and striking for its window displays. Their Hull Fair theme was a hit and will be followed straight away by Halloween. Christmas takes care of itself, so manager Caroline Pendleton is fully-focused on the year ahead. Watch out for some amazing displays of fashion through the decades, from the 1950s to the 1990s and with a few surprise themes to highlight local trends.

Monsoon in Princes Quay have already put two staff through the VHEY "Big Welcome" training course and are cascading the knowledge through to the rest of the team – and even the rest of the company. The branch manager has built it into the induction process for visitors from other stores, and she's using her contacts within the network to make sure that Hull is at the front of the queue for the hottest new looks as they are released during 2017.

Judy Newlove at Sugar 'n' Spice in Paragon Arcade is keeping her big idea on the drawing board for now but will unveil a spectacular Hull-themed cake early in 2017 ready for display at an international competition. Judy is also planning to revamp her shop to offer a wider service – from gorgeous handmade cakes for special occasions to individual slices of something special to brighten up the coffee break.

Blue Water Café in Princes Dock Street has had a great summer with crowds flocking to the festivals in Zebedee's Yard and other parts of the city. The secret to their success is flexibility, staying open when other places have closed. Co-owner Julie Greatrex says they'll be open on New Year's Day and night, and for the rest of the week of the Made in Hull trail. Expect additional evening opening to cater for the culture crowds.

HAVE YOUR SAY!

There's still time to have your say on how you think Hull UK City of Culture 2017 will impact on your business and the local economy. Hull 2017 represents a huge opportunity for the region's business community to make the most of the year ahead.

Please support the City of Culture Company by completing their questionnaire at the site below and giving them your input. The more information you can provide, the more they can ensure that Hull 2017 helps boost your bottom line.

The deadline is Friday 21 October 2016. All respondents completing the survey by the deadline will be eligible to enter a prize draw to win a grant of £400 towards professional development or training support for you or any of your colleagues. Just follow the link and tell them what you think!

https://www.surveymonkey.co.uk/Hull2017BizBaselineBID?id=%5bid_value

TIMETABLE

City of Culture promises something for everybody – and something for every day. The first season of three months warrants its own, chunky paperback guide. Far too much to reproduce here, but we've picked out three early highlights. For full details visit www.hull2017.co.uk



"Made in Hull", curated by the award winning, Hull-born documentary film maker Sean McAllister, is the opening event of Hull UK City of Culture 2017 from **1-7 January**. As creative director, Sean has brought together a world-class team to develop a spectacular trail where the streets speak and buildings tell stories. It will use large-scale projection, illuminated skylines, soundscapes, shop windows and live performance. It will celebrate the last seven decades of life in Hull, from the devastation of the Second World War, through good times and hard times, to explore the city's heritage and its characters at work and play. And don't forget the fireworks display on day one!



The Ferens Art Gallery will reopen in **January** with the complete redisplay of the gallery's superb permanent collection. A special highlight will be the unveiling of an outstanding new acquisition, Pietro Lorenzetti's Christ Between Saints Paul and Peter (c.1320), which will be revealed for the first time following four years of extensive conservation and research at the National Gallery, London. Important to mention about the Turner Prize too taking place later in the year.



The Hypocrite by award-winning Hull playwright Richard Bean (of One Man, Two Guvnors fame) has its world premiere at Hull Truck on **24 February and runs until 18 March**. It's billed as a riotous comedy inspired by the life of Sir John Hotham, the historic Hull figure who in 1642 turned away King Charles I from the gates of the city.

MAKE 2017 MAGNIFICENT – SEVEN TIPS TO BOOST BUSINESS

1.

Be open. Thousands of people will descend on Hull city centre from day one, on 1 January, 2017. Around 30,000 will have tickets for the 'big bang' which kicks things off at 20:17 hours. Others will arrive earlier to explore the "Made in Hull" trail, where City of Culture organisers promise that the streets will speak and the buildings will tell stories. They'll all be looking for places to eat and drink, and start the year in style.



2.

Be informed. If someone asks you what's on today, tonight, this week, you need to know. Ask for posters and flyers and when you've given them away ask for more. Find out what sort of things your customers want to see, and make sure they don't miss a thing, because if they come back that's great for your business.



3.

Be bright. Be eye-catching with your window displays... make sure your shop, pub, restaurant and staff look scrubbed up and at their best. First impressions count, and with an estimated million additional visitors coming to the city during 2017, you'll want to look a million dollars!



Susan Beal with print and online guides to the packed City of Culture programme.



From left: Emma-Jayne Booth, Karen Cook, Suzanne Finn and Susan Beal.

4.

Be in top shape. Be fully trained and raring to go. Don't pass up the "Big Welcome" training available from VHEY. It's free and it can make a huge difference to your bottom line during 2017. Don't leave anything to chance.... the course includes customer care and a Knowing Hull session. And if you think you know it all anyway, still go along and share your insight with the rest of the city! Sign up at www.visithullandeastyorkshire.com



5.

Be a flexible friend. Cash is kaput, cashless is king! There's a shortage of cash machines in some parts of the city centre and with an influx of visitors expected from the UK and overseas you need to be ready to accept card and contactless payments.



6.

Be forthcoming. Respond to the City of Culture surveys which are being distributed directly and through business organisations including HullBID and the Hull and Humber Chamber of Commerce. Help them to help you, and if you want to contact City of Culture with business feedback and ideas just email theteam@hull2017.co.uk



7.

Be ready for the time of your life.
As Martin Green says:



It all sounds very serious, but it's also going to be a great year. Use it for everything that it's worth – it's a great shop window



Q4 Report

Counting down to Christmas – and City of Culture

City centre businesses are counting down to Christmas after a fantastic festival season with Yum! and Hull Trinity Festival widely acknowledged as the best yet in terms of quality and quantity.

HullBID will again be playing a key part in attracting Christmas shoppers and revellers by supporting the exciting package of events and activities which have been planned by our city centre partners. We're also looking beyond Christmas to the eagerly-anticipated City of Culture year, and this special edition of the newsletter contains tips and a timetable to help BID members make the most of the expected influx of visitors.

HullBID's focus this Christmas will be on funding a TV advertising campaign commencing mid November to reach a wide audience promoting our fantastic shopping, eating, drinking and entertainment offering. We will again be supporting the Princes Quay Santa's Party event taking place on Princes Dock Street on Sunday 20 November and Hull City Council's Christmas Lights switch-on, which supports late-night shopping on Thursday 24 November. In addition, we'll be investing in the hugely successful The Magic of



Big crowds at Hull Trinity Festival. Photo courtesy of Alasdair Jackson.



Yum! Festival of Food and Drink.

Christmas (formerly Victorian Christmas) event which takes place within the Streetlife Museum and grounds on Saturday 26 November.

The aim is to boost trade for businesses in the city centre by helping to provide exciting family-friendly events, building on the success of the Yum! Festival and Trinity Festival, both of which attracted big crowds and positive feedback from delighted business owners.

Jan Strickland, co-owner of Oscars in Silver Street, said: "It's the second year we have sponsored Hull Trinity Festival and we were also involved in the Yum! Festival this year as well.

"We're really excited about everything that's happening in the city centre. Some people are very

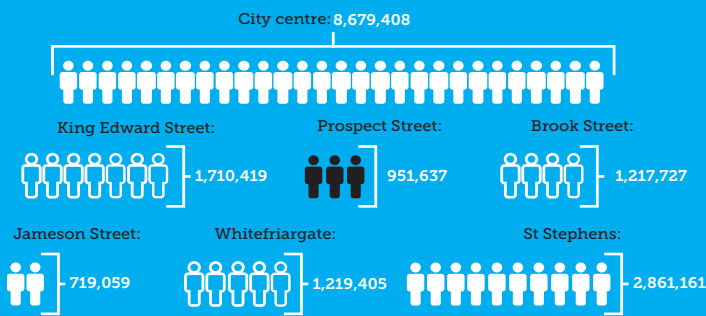
negative but the public realm work is progressing, the Fruit Market development is bringing more people into the city centre and City of Culture will be amazing. Now we need people to work together with events like Hull Trinity Festival to take the city forward."

Ann Donkin, licensee of the Empress pub in Alfred Gelder Street, said her trade increased as a result of the decision to hold this year's Yum! Festival in the Rose Bowl at Queens Gardens fountain – directly opposite the pub.

She said: "It was certainly very good for me and it was also the ideal venue for the festival with the gardens looking so lovely and people able to sit there and enjoy the food. We are seeing more people coming into the city centre and it's because of all the events. People are beginning to embrace what's happening."

Stats dashboard

FOOTFALL (July / Aug / Sept combined)



HULLBID radios distributed: 8

CLEANING PROJECTS: (JULY - SEPT)

85

GRAFFITI TAGS REMOVED: (JULY - SEPT)

42

BUSINESS LIAISON VISITS (JULY - SEPT)

28

Finance

In our fourth and final financial quarter (July-September 2016) the income drawn from the BID levy totalled approximately £110,000 with additional income received from sponsorship and other contributions (as well as in kind support which had a financial value)*.

Apart from our static costs, the annual Yum! Festival in August and the Hull Trinity Festival in September collectively cost approximately £56,000 but a proportion of these costs were covered by sponsorship. From post-event data collected, we were delighted with the footfall and spend these events generated across the city centre. We also

contributed funds towards Hull Pride in July and Heritage Open Days in September amounting to £2,000 and similarly these events generated thousands of visitors.

As we ended our financial year on 30 September (moving into our new financial year on the 1 October) it is pleasing to note that expenditure was well controlled and in line with budget**.

Important Notice

Due to the renewal ballot held in March of this year, the levy invoices were dispatched by the Council in May for the period April to October 2016 only.

This was because the current five year BID term effectively closes down on the 31 October. The next five year BID term commences on 1 November 2016 therefore businesses will receive a further levy invoice for the period November 2016 to March 2017. The dispatch of an annual levy invoice will resume as we move into the 2017/2018 fiscal year.

*The HullBID financial year runs from 1 October until 30 September annually. This differs from the Council's financial year which runs April to March. As the council administrate the collection of the levy on our behalf, the invoices are sent out in accordance with their financial year, therefore invoices are sent April/May time generally in each year.

** As we go to print, we are awaiting final figures.

Featured new businesses



Fed 'n' Watered in Prospect Street. Picture courtesy Hull Daily Mail.

Fed 'n' Watered

Selling authentic, imported Italian gelato and Rainforest Alliance coffee and equipped with gadget sockets at every table, new foodie favourite Fed 'n' Watered lives up to its strapline of "Eat, Drink, Recharge." The city centre's first specialist gelato parlour was opened by David Meyers, who bought a four-storey office block to accommodate his telecommunications and utilities business and pondered what to do with the ground floor. David secured supplies from a second generation gelato producer in Italy and then set about devising the rest of the offer – coffee, a patisserie, crepes, waffles, sandwiches and wraps. Plus sundaes featuring a monster comprising five different gelato scoops, flapjack, brownie and cheesecake. It's called Elvis!

Fed 'n' Watered: 32-36 Prospect Street, Hull, HU2 8PX. **Tel:** 01482 388455. **Email:** service@fednwatered.co.uk **Web:** www.fednwatered.co.uk Also on **Facebook**.



Phil Bainton, owner of Greasy Fingers.

Greasy Fingers

Styling itself as a rock 'n' roll barber shop, Greasy Fingers is bringing a new look and a new approach to the Old Town. Phil Bainton is determined to be a cut above the competition with an idea which is influenced by Californian culture. He promises the conversation will be inspired by the impressive memorabilia which adorns the walls in honour of music, cars, motorbikes and more. He's also got two tattooists working upstairs and is already planning a revamp to bring in a clothing department which will match the mood.

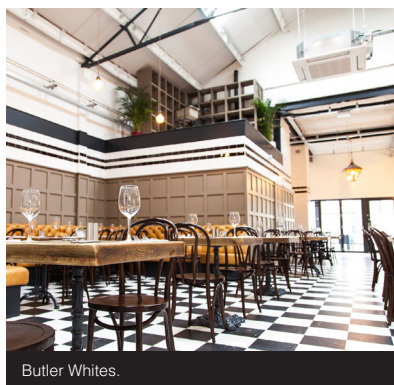
Greasy Fingers: 19 Trinity House Lane, Hull, HU1 2JA. **Tel:** 07531 028756 Also on **Facebook**.

Other new members

Butler Whites

After making a big impact as a cool new music venue during the summer festival season down Humber Street, Butler Whites has settled down to what it does best – delivering what the owners describe as a casual dining experience with good, fun, food. Local produce is at the heart of the menu and the desire to be different also extends to the bar selection. Opening hours are 5pm until 11pm Wednesday to Friday and midday until midnight Saturday and Sunday.

Butler Whites: 3 Humber Street, Hull, HU1 1TG. **Tel:** 01482 493557. **Web:** www.butlerwhites.com



Butler Whites.

DemonTrading

When his market stall in Princes Quay just kept on growing Andrew Cope took the decision to expand DemonTrading. A former mechanic, he began making jewellery as therapy for a hand injury and was led into a world of Gothic and Steam Punk clothing and accessories. With plenty of room for expansion and new suppliers providing ever more innovative products, Andrew is dreaming of a black Christmas!

DemonTrading: 62 Whitefriargate, Hull, HU1 2HU. **Tel:** 01482 326661. **Web:** www.demontrading.co.uk **Twitter:** @majordemon Also on **Facebook**

Head of Steam

A new concept in bars from the Camerons brand has combined with fantastic food from Hull's own Kerb Edge culinary masters to provide a popular venue in the heart of the Old Town. Craft beers from around the world take the starring role in an extensive drinks selection. Kerb Edge catering's popular street food style menu, as you would expect, mainly revolves around their brilliant burgers. There's also live music and long opening, from 11am until midnight seven days a week.

Head of Steam: 10 King Street, Hull, HU1 2JJ. **Tel:** 01482 217236. **Email:** Hull@theheadofsteam.co.uk **Web:** www.theheadofsteam.co.uk Also on **Facebook**

Three Month diary

October

6-29 – The Gaul, Hull Truck Theatre
24-26 – Ten Foot Tales, Hull Truck Theatre
30 – Jake Bugg, Hull City Hall
31 – Jeremy Hardy, Hull Truck Theatre
31 – Halloween Murder Mystery Night, Kardomah94

November

1 – Professor Brian Cox, Hull City Hall
8-12 – This Might Hurt, Hull Truck Theatre
12 – David Essex, Hull City Hall
13 – Pete Firman, Hull Truck Theatre
13 – Gary Delaney, Fruit
20 – Santa's Party, Princes Quay
20 – Humber Street Market, Fruit
24 – Christmas Lights Switch-On, Rose Bowl
25 – Kazabian, Fruit
26 – The Magic of Christmas, Museums Quarter

December

2 Dec - 7 Jan – A Christmas Treasure Island, Hull Truck Theatre
10 – The Muppet Christmas Carol, Hull Truck Theatre
10 – The Beautiful Couch, Fruit
13 – Ross Noble, Hull City Hall
17-29 – Dick Whittington, Fruit
19-24 – Hull's Angel, Kardomah94

➤ We communicate

Strong interest in Old Town grants

Hull City Council has reported strong interest from businesses in its Old Town grant scheme following a drop-in event held in Trinity Indoor Market in September.

As work starts on the transformation of the market, the grants will give businesses the opportunity to develop their own premises and services.

Applications are being received now for the scheme which could provide up to 50 per cent of the cost

of property improvements, business start-ups and expansions into the area. The closing date is 1 September 2017 but the City Council warns that it could be earlier given the limited funds and the high level of demand so far.

The City Council is urging businesses to act quickly if they are interested. Details are available from www.hullmeansbusiness.com/loansandgrants

The new-look market will feature a new food hall and a restaurant after completion next year and one trader, Janet Steels, is looking forward to displaying her collection of teapots in a bright new environment.

Janet, the owner of Key's Snacks, started the collection soon after she took over the business 14 years ago. One customer after another gave her a novelty teapot with designs including cottages, pubs, a clown and countless different animals.

As she closed to get ready for the move, Janet



Janet Steels with her teapot collection.

still had about 100 teapots on display – and about another 100 at home. She plans to keep some of the teapots on display when she moves to a temporary site at the Lowgate end of the market and then bring the full collection out of storage when completion of the project enables her to take a permanent stall.

➤ We innovate

Pubs urged to help Angels' campaign

City centre pubs are being recruited to support a new initiative aimed at helping revellers celebrate in safety.

Hull Street Angels Trinity, a voluntary organisation, is asking licensees to display beer mats and posters promoting their GoodKnight campaign which raises awareness of the importance of sticking together with friends on a night out.

The Angels are also looking for pubs which would be prepared to host their pop-up dry bar, enabling them



Nick Middleton of Hull Street Angels Trinity with Becky Longbottom (left) and Gina Tillison of Furley & Co.

to welcome drinkers for a chat over a mocktail about the potential risks facing vulnerable people who lose contact with their friends.

Luke Cardwell, co-ordinator of the Street Angel volunteers, said: "The objective is to help people have a safe and enjoyable night in the city centre whilst encouraging people to be safe and think of

their friends – having a 'good night' by having a GoodKnight.

"The dry bar is a pilot that we would like to develop. We've got the pop-up bar and we've got the recipes for the mocktails so we just need somewhere to host it.

"The promotional work in pubs is one strand of the campaign. We're also organising practical workshops at the University and with sixth form students and we've got some short films made by students at Hull College about the issues facing people who become separated from their friends and are in a vulnerable state with no way of getting home."

The project, which is fully funded by Hull Clinical Commissioning Group, was launched at the end of September with the aim of recruiting bars ready for the build up to Christmas. For further details about the Street Angels visit www.hullstreetangelstrinity.org.uk

➤ We promote

Partnership approach to attract investors

HullBID and other organisations in the city are optimistic about attracting more interest from potential inward investors after joining forces to showcase its attractions at a major business event.

BID board members teamed up with representatives from Hull City Council, Hull 2017, VHEY, Hull and Humber Chamber of Commerce and the Bondholders to launch a prospectus which is aimed at the big brands in the retail, leisure, food and drink industries.

The group presented it in September at an event in Manchester organised by the British Council of Shopping Centres (BCSC) – the largest business to business networking event for the retail property industry with a delegate list of 2,500 top retailers, property investors and developers from the UK.

Lee Appleton, manager of the Prospect Centre and a member of the HullBID board, said Hull's joint approach generated significant interest.

He said: "The whole team that attended from Hull felt there was great value in being there. We made a lot of contacts; they were all interested in the prospectus and they could see the potential for inward investment into Hull.

"Other big cities were there so it was important for Hull to be represented and hopefully our presence and profile there will generate some leads. It is clear that our contacts at BCSC were going to take what they learned from us and speak to their own contacts about Hull and the opportunities here."

Jim Harris, chair of the HullBID board and manager of St Stephen's Shopping Centre, said: "We already have an eclectic mix of successful high street anchors and innovative independents and we know the retail and leisure sector plays a vital role as a provider of employment in Hull. In order to maximise the current opportunities, the city has to attract further investment."



HullBID Chair Jim Harris (left) and fellow board members Claire Suggitt and Lee Appleton with the new prospectus. Picture courtesy of Hull Daily Mail.

➤ We collaborate

Businesses join in city centre clean-up

Businesses from throughout the city centre responded to Hull City Council's "Love Hull Hate Litter" campaign by joining forces for a clean-up in Queens Gardens.

Staff took a break from jobs in solicitors' offices, shopping centres, hotels, training providers and other companies and spent an hour clearing litter and sending out the message that civic pride is an important part of City of Culture.



City Councillor Martin Mancey (right) with business representatives. Picture courtesy of Hull Daily Mail.

The event was organised by Hull City Council, which also provided the litter-picking equipment for the volunteers. The Council also supplied businesses with posters and window vinyls for use in highlighting their involvement in the campaign and raising awareness amongst customers.

Terry Moore, a partner at Burstalls Solicitors in

Lowgate, joined the businesses, continuing the commitment which saw his firm win the Pavement Pride category in the 2015 HullBID Awards.

He said: "We came up with our own slogan – change your style, litter is vile! It looks so awful, it's filthy and it detracts from the good work that is being done in the city centre.

"We took part because we recognise that you never get a second chance to make a first impression, and the business-people I spoke to on the day feel the same way. Hopefully this was just a start and we can make sure it's a frequent message."

Catherine Goble, HullBID's marketing and events co-ordinator also took part in the event. She said: "It was good to see so many businesses getting involved in the campaign. It really seemed to spark their interest. They were all keen to get the Love Hull Hate Litter message out there and let people know that keeping the city tidy is good for everyone."

News

Advantage and Intersport make a winning team

A nationwide sports retail brand has returned to Hull city centre after a gap of more than 20 years as part of the expansion of Advantage Sport.

The team at Advantage have followed the launch of a second shop in Harrogate with the refurbishment of their premises in Savile Street, Hull, and the renewal of a partnership with Intersport.

Rhonda Nozedar, manager of the store, said: "When we opened in 2014 we were a specialist in rugby league and the Australian National Rugby League. British success at the Olympics has increased interest in other sports and through Intersport we can now offer the top brands in those as well."

Advantage, which began with just two staff, has

increased its team to 22 as a result of the growth in Hull and the takeover in Harrogate. Further growth is expected as a result of the refurbishment and a commitment to support major sporting events.

Rhonda said: "We supply a lot of rugby teams. That will grow as we increase our involvement in other sports, and we would like to hear from other clubs and organisers interested in forming partnerships."

Intersport, a community-based sports retailer which supports more than 220 stores, is a nationwide sponsor of parkrun UK, including the weekly events in Hull at East Park and Peter Pan Park.

Rhonda said: "We're in the heart of the city centre, which attracts a lot of participants and spectators for the Hull 10K and the Hull Marathon, and we would expect those events to grow as more people come to the city."

"We also expect the return of the Intersport brand to generate more interest. The name disappeared from the city centre in the early 1990s so it's missed a generation but you still see the old shops mentioned on social media."



Rhonda Nozedar, store manager at Advantage Sports.

Sports club organisers who are interested in discussing partnerships can contact Rhonda on [01482 216151](tel:01482216151), email Rhonda@advantagesport.net

Quirky Christmas gifts at Across the Continents

A group of independent traders who stuck together after the closure of their city centre outlet are hoping for a bumper festive season as their products catch on with Christmas shoppers looking for something different.

The people behind Across the Continents in Prospect Street welcomed shoppers buying stocking-fillers and more as early as September because they were determined not to miss out.

Sarah Parker, co-owner of the business, said: "People have been coming in for a look round and ended up doing their Christmas shopping early because a lot of the products are one-offs. We will reserve items for people and it means customers keep coming back because there's always something new."

The shop was set up by around 12 independent traders who had previously sold art, craft and



Across the Continents in Prospect Street. Picture courtesy Hull Daily Mail.

Fair Trade products through the Eden shop in the Prospect Centre. When Eden closed, the traders

were left with their stalls at markets and other events around the region.

But some wanted to continue, not least Sarah, who makes sock monkeys, and her colleague Denise Harrison, who had just returned from Bali with a new range of water hyacinth animals and other Fair Trade creations in wood and metal.

Fellow traders include BeauPops jewellery makers, a Hullness shop, collectable pop figurines from Raven Hobbies, Erica Jayne pickles and preserves from North Ferriby, Uncouth Arts from BRICWorks for upcycled bike parts and guitar strings.

A partnership with Falling Moon from Sheffield helps give Across the Continents buying and selling power across the county.

Sarah said: "It's eclectic, it's unique and there is something for everybody. We have had more people come and join us since we opened. Independents are important and here we have a lot of them under one roof, all local businesses who will hopefully expand."

Call in at the shop, phone on [07742 739000](tel:07742739000) or look up Across the Continents on Facebook for some fantastic quirky Christmas ideas.

Valbon brings a VIP approach to city nightlife

A new-local nightclub is setting out its stall to make a big impact with the City of Culture celebrations after experiencing a record-breaking Freshers' Week.

Valbon, which opened earlier this year at the former Position nightclub in George Street, will be working closely with newly-opened The Penthouse to offer VIP- style entertainment through the night.

Jason Herringshaw, general manager of Valbon, said the ventures are separate but are liaising with each other and with other bars to enhance the city centre's post-pub scene. Valbon opens at 10.30pm from Thursday to Saturday and closes at 3am, with no admission after 2am. Penthouse is open from 2am until 6am every Friday and Saturday. Between them the clubs employ 50 people.

Jason said: "Our focus is on great entertainment and premium drinks. We have big theme nights including beach parties, paint parties and special events with celebrity appearances."

Jason previously held a managerial role at Position before gaining experience with two national retailers in Hull. He returned to the club in time for its reopening as the 1,350-capacity Valbon after a major refurbishment.

He said: "I worked here when Position was at its peak so I really know what this building can do. Our improvements included a new lighting system and new décor and the response has been fantastic. We've just had our best Freshers' Week in 10 years."

Variety is the key with different styles of music on each of the three floors and with The Penthouse offering a different option again.

Jason said: "Valbon is very big with students and The Penthouse is more of a VIP after-party venue. There is competition from the Avenues but we work with other bars and clubs round here to improve the experience in the city centre. "We're planning special



Valbon Nightclub incorporating The Penthouse.

attractions every week during 2017 starting with Ministry of Sound here on New Year's Eve and then continuing with 52 great events in 52 weeks."

News

New branch for Belvoir adds to property options

The young entrepreneur behind the latest addition to Hull's property services sector is tipping the rise in urban living to change the face of the city centre.

Kuljeet Aujla says development of the Fruit Market and marina area is driving demand for apartments in Wellington Street which are currently being offered by Belvoir's branch in the city.

He added that he expects interest from elsewhere in the UK to increase as a result of the BBC literally putting Hull on the map!

Kuljeet said: "City centre living is massive and



Kuljeet Aujla in the Belvoir office.

there is more and more investment in Hull. That's particularly the case in the Fruit Market area. Even a little thing like the BBC promising to make sure Hull is on the weather maps can make a difference in terms of getting people to come here. It helps us promote Hull nationally – we've just bought a property locally for someone from Surrey."

Kuljeet signed up for a franchise with Belvoir in February and opened the Hull branch in Prospect

Street during the summer. He comes from Grimsby and took his first steps in business as a teenager, managing one of his family's convenience stores. He then trained as an accountant and moved into sales, events and promotions before setting up on his own at the age of 22.

He said: "The end goal was always to run my own business and get into property. I've done my research and got to know the market in Hull and I think it is fantastic, with a wide range of properties and locations and great potential for landlords and investors.

"We work in property management and rentals and we also do selling, buying, investment advice, insurance and mortgages. We will also do the project management if any properties need any work doing.

"As part of a network of 300 branches we operate nationwide, with the promise that we are large enough to matter and small enough to care."

Players and fans pitch in as Sky stand takes off

The launch of Sky's latest premium TV service coupled with Hull City's return to the Premier League signalled a summer shake-up at the company's stand in St Stephen's Shopping Centre.

Sky has marked the unveiling of Sky Q by increasing its space in St Stephen's and by moving to a more prominent location from its original site underneath Starbucks.

Judy Bloom, Sky's store manager in Hull, said the changes are generating increased interest in the

company's services from new customers and from existing subscribers – including some of the performers who appear on screen!

Judy said: "The new location makes it much easier for us to showcase Sky's programme and premium TV packages. We were able to demonstrate Sky Q by showing Hull City's live games in the Premier League and both rugby league clubs.

"Existing customers have been able to see for themselves how the new service compares with their current packages, and that includes well-known players from all three clubs who have called in to watch our sports coverage.

"On top of that of course we attract a lot of sports fans who want to keep up with the latest sports scores or just take a break from the shopping – men and women who really know their sport and get involved in some lively banter with our team!"



Judy Bloom and Liam Hayward at the Sky stand.

Sky was one of the first retailers in St Stephen's when the centre opened in 2007 and has raised its profile through the packages on offer at the stand and through innovative activities including the Sky Ride, which has had a big impact in encouraging families to take up cycling.



Chair's statement

Jim Harris, HullBID Chairman

I have been lucky enough in my day job and wearing my HullBID hat to have been across the country recently flying the flag for our great city. What has been remarkable when talking to national retailers and potential property investors is the interest in "Brand Hull." This positive vibe is driven by a number of trending, national stories: UK City of Culture, economic prosperity or even The Tigers being back in the Premiership. So although we still have a lot of issues to deal with locally it is really heartening to know that the external view of Hull is rapidly changing for the better!

Got a question?

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

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