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Q4Report

Traders join forces to block Kingswood expansion

HullBID has praised the part played by city centre businesses in leading the campaign to block plans for further development of the rapidlygrowing Kingswood retail park.

Jim Harris, Manager of St Stephen's Shopping Centre and Chair of HullBID, refers to the issue in his column for this edition of the newsletter, highlighting the "collective passion" of the business community.

Kathryn Shillito, HullBID City Centre Manager, said the first-hand experiences of independent business owners helped to demonstrate to members of Hull City Council's Planning Committee that the city centre economy needs continued support rather than increased out-of-town competition.

Kathryn said: "All of the businesses that represented themselves at the planning committee had their own unique stories to tell.

"They spoke of laying off staff, the losses they experienced in terms of hard cash, three generations of the same family working in the same business and all of those businesses at risk of being pushed out."

Kier Property and Kingswood Parks Development Company had resubmitted plans for a £32 million retail hub of 10 units, despite the scheme being rejected last year because of the impact it would have on trade and investment in the city centre.

The application contradicted planning policy as the site is zoned for community and employment use under the Kingswood Area Action Plan, which was only adopted last year and is policy in the emerging Hull City Council Local Plan, due to be adopted by the end of 2017.

Councillors were divided on the issue, but a majority voted to reject the plans. HullBID submitted a petition of more than 250 names supported by independent retailers, cafes and restaurants, professional services companies and creative businesses across the city centre. The signatories came from more than 200 businesses and organisations, together employing thousands of people.

Objections to the application were submitted by the owners of St Stephens, Princes Quay and Prospect Centre shopping centres and by developers leading the regeneration of the Fruit Market. The City Council's Major Projects Team were also opposed to the application, having driven forward the public realm works and flagship investments such as the Hull Venue



City centre business people campaigning against the expansion of Kingswood.

and redevelopment of Hull New Theatre.

Kathryn said: "The city centre is starting to turn a corner, but many businesses are still struggling and the recovery is very fragile. Our members have endured huge disruption during the public realm works, with many only just beginning to recoup lost earnings."

Kathryn highlighted the importance of businesses continuing to work together to attract more footfall by promoting the quality and convenience of shopping, drinking and dining in the city centre.

She said: "There are exciting plans for the ongoing regeneration

of the city centre including the potential Albion Square and the Myton Street site, but the fact that these areas have been available for development for so long is an indication of the scale of the challenges that we face.

"Hull city centre has a great variety of retailers, from major stores to independents. It has good quality food and drink outlets from stylish restaurants to pubs and café bars full of character. There are excellent entertainment options and a wide range of convenient parking options that are far more affordable than our neighbouring cities. To even consider further out-of-town retail would be detrimental so the right decision was reached".

Finance

In our fourth and final quarter of the 2016/2017 financial year (runs October to September), income generated from the BID levy totalled £110,000. Sponsorship from the Yum! Food Festival, Hull Street Food Nights and Hull Trinity Festival brought in an additional £24,650 which was reinvested allowing us to provide enhanced activities and entertainment at each event, whilst covering additional infrastructure and security costs.

As we approach the first quarter of our new financial year, we anticipate a levy income of approximately £110,000 and will again hope to attract sponsorship to boost this. Specific funds of approximately £20,000 will be apportioned to cover our Christmas media campaign which will focus on enticing shoppers back into the city centre, and a special Christmas Street Food Night event will take place over two days in December.

As in previous years, we will also contribute financially to a number of independent Christmas events including the ever-popular Princes Quay Santa's Parade and Hull Minster's Live Nativity.... events which we know attract footfall in great numbers.

Whilst our budget for 2017/2018 is currently being finalised, we can confirm funds will again be ringfenced for Hull Street Food Nights to ensure its continuity into 2018. These events have been an overwhelming success in terms of drawing the crowds and allowing member businesses to participate.

The collection of the levy by Civica (Hull City Council) continues at a pleasing pace and we are grateful to all our businesses for settling the levy invoice promptly.

Featured new businesses



Leonard Silver

A new owner is set to change the face of a menswear business which first opened in Hull more than 70 years ago. Chris Sykes, who also owns the John Victor tailoring brand, has introduced a more modern approach at Leonard Silver but Peter Fletcher will still provide the made-to-measure and alterations services which have been his domain for 35 years.

Leonard Silver 51 Savile Street, Hull, HU1 3EA
Tel: 01482 223025 Website: www.leonardsilver.com
Email: info@leonardsilver.com

Social media: @leonardsilvermenswear



Mousey Brown's

Billed as Hull's first subculture hair salon, Mousey Brown's is catering for punk, goth, hipster, mod and more – including conventional – after adding to the array of new businesses in Humber Street. The salon employs four hair stylists, a freelance hair colour artist and a nail technician and is open seven days a week.

Mousey Brown's, 14 Humber Street, Hull, HU1 1TH Tel: 01482 324484 Website: www.mouseybrowns.co.uk

Email: mouseybrowns@outlook.com Social media: @whoismouseybrown



The Brain Jar

Beers from Hull and abroad plus a list of 80 cocktails are behind the bar at The Brain Jar, which is open for business all week in the heart of the Old Town. Non-alcoholic options include mocktails and a range of 25 loose leaf teas. There's also food, with home-made pizzas, sandwiches and small plates at accessible prices.

The Brain Jar, 4–6 Trinity House Lane, Hull, HU1 2JA Tel: 01482 324244 Social media: @thebrainjar

420 Skatestore

420 Skatestore has joined the sports retail scene in Savile Street. Skateboards and accessories are only part of the story for a shop that also sells cool street clothing and magazines seven days a week.

420 Skatestore 12 Savile Street, Hull, HU1 3EF

Tel: 01492 296000

Website: www.420skatestore.co.uk Email: 420skatestorehull@gmail.com Social media: @420skatestore

Smiggle

Smiggle – "where a smile meets a giggle" – has added a splash of colour to St Stephen's after opening with a range of stationery, bags, gadgets, lunchboxes and more which add up to all you need for school, homework or fun.

Smiggle St Stephen's Shopping Centre,

Ferensway, Hull, HU2 8LN

Tel: 01482 219675 Website www.smiggle.co.uk

Facebook: @SmiggleUK

Three Month diary

October

1-11 Nov: A Hall for Hull, Trinity Square

2-8: Humber Mouth Literary Festival, Various

2-29: British Road Signs, Humber Street Gallery

5: Royal Philharmonic Orchestra – Last Night of the Proms, Hull City Hall

7: Turner and the Whale, Hull Maritime Museum

11-22: Heads Up Festival, Various

18-21: The Boy in the Striped Pyjamas, Hull New Theatre

20: A Song For Hull, City Hall

27-31: Dead of Night Film Festival, Fruit & Vue Cinema

November

2: Limehouse Lizzy, Fruit

2-22: Hull Comedy Festival, Various

3-18: The Last Testament of Lillian Bilocca The Guildhall

9: Royal Philharmonic Orchestra – Myths and Fairytales, Hull City Hall

13-18: Hedda Gabler, Hull New Theatre

16: Ellie Taylor – This Guy, Fruit

16-18: Hull Real Ale Festival, Hull Minster

19: Santa's Parade, Princes Quay

21: Phill Jupitus, Hull Truck Theatre

23: Christmas Lights Switch-On, Hull City Centre

24: The Beautiful Couch, Fruit

25: A Dickens Christmas, Hull Museum

December

1-6 Jan: A Christmas Carol, Hull Truck Theatre

7-31: Peter Pan, Hull New Theatre

14-15: Hull Christmas Street Food Nights, Zebedee's Yard

16-30: Cinderella, Fruit

>> We collaborate

Businesses step up to support festival

Hull Trinity Festival brought down the curtain on a summer of major outdoor events in the city centre and underlined the value of partnerships, with three businesses stepping up as sponsors.

The investment from McCoy's, Oscars Bar and Shoot the Bull enabled HullBID to deliver another festival which attracted thousands of people into the city centre, with other businesses enjoying increased trade.



Mark Bayston, owner of McCoy's, said: "This was our first time as a sponsor of Hull Trinity Festival. It's a great event and right next to our premises so we can't miss it.

"We were really busy inside the restaurant as well, and it's like that most of the time now with so much going on. We have gone up two or three notches because of City of Culture and because of Zebedee's Yard. Audiences and performers

all see it as the ideal venue – a city centre space which is totally enclosed."

Lee Chapman, Manager of Oscars, said: "We were the first sponsors of Hull Trinity Festival in 2015. We've sponsored it every year since and we're also involved in the Yum! Festival and Hull Street Food Nights.

"We know McCoy's and Shoot the Bull from these events and it's great to see them getting involved. We do it because it's a good way to promote the business and to let people know about the live music nights at Oscars."

Kathryn Shillito, HullBID City Centre Manager, added: "Between them, the sponsors covered a whole range of costs, including infrastructure and the main headliner fees. Once again their support enabled us to deliver a free festival which gave people the chance to see top bands without having to pay a penny."

≥ We communicate

Networking events inform and entertain

City centre business representatives came together to keep up the pressure for improvements to the A63 as HullBID invited experts from Highways England to present at a networking event.

The audience also heard from Hull-based law firm Rollits about how businesses will be affected by the General Data Protection Regulation, which will take effect from 25 May 2018.

James Leeming, Senior Project Manager (A63)

at Highways England outlined the proposals for improving Castle Street to benefit motorists and pedestrians, with the main carriageway being lowered and new bridges being installed.

James Peel of Rollits told how the GDPR will provide greater protection for individuals and will place the onus on businesses and other organisations to safeguard any personal data which they hold.

Last month a HullBID event at The Deep looked at the life of Madame Emily Clapham. Susan Capes, Assistant Curator at Hull Culture and Leisure Ltd, told how Madame Clapham employed hundreds of local women and girls in the production of high quality, bespoke outfits which turned Hull into the home of fashion for royalty and the aristocracy.

Kathryn Shillito, HullBID City Centre Manager, said: "The networking events continue to be extremely popular, catering for all business sectors. We source speakers and topics that our members will



find useful and of interest, including changes to the city centre infrastructure, information about new legislation, and insight into the city's heritage and the stories it has to tell.

"There is also a social aspect which encourages business-people to interact in an informal environment, and all events are free of charge to city centre businesses. The Deep hosted the Madame Clapham event at no cost, demonstrating the strength of their partnership with their city centre colleagues."

№ promote

HullBID to build on Revo interest

HullBID joined other major stakeholders to showcase the success of the city centre at the UK's largest event for the retail property sector.

Kathryn Shillito, HullBID City Centre Manager, visited the Revo conference and exhibition with representatives from Hull City Council and VHEY to highlight opportunities for investment.

Revo – a short form for Retail Evolution – has now been re-branded from the British Council of Shopping Centres and attracted thousands



of delegates including major influencers and decision-makers to the Exhibition Centre in Liverpool.

Kathryn said: "Last year three HullBID board members attended and made some excellent contacts. I wanted to be there in 2017 to showcase Hull city centre and demonstrate how partners work collaboratively to attract investment. It was important to show we have a strong Business

Improvement District and our efforts contribute hugely to the city's success.

"Hull City Council spoke about the major projects that have come to fruition and longer term infrastructure projects that will see the city landscape change, as well as outlining potential areas for retail investment"

VHEY shared news about increased tourism coming into Hull, the City of Culture effect and the partners they are working with both in the UK and overseas to attract more people into the city.

"We spoke to major brands, some of which are already in the city centre and others who are looking at opportunities here whilst holding talks with property companies about development opportunities. These are the people who make big decisions about transformational investments and we wanted to ensure Hull city centre is firmly on their radar".

≥ We innovate

Shop takes a chance on comedy festival

A business which brought smiles to the faces of shoppers with its range of quirky gifts is now aiming to turn grins into guffaws as a venue for the Hull Comedy Festival 2017.

Chance Gifts will present a series of shows within its premises during the festival, which runs for nearly three weeks, after being confirmed as the official "Hullarious Free Fringe." The comedy nights will be the first events to be staged since Anne and Aaron Fitzpatrick moved their business

into Savile Street with the intention of making the most of the space.

The plan is to follow the comedy festival with more entertainment and with such activities as craft workshops which reflect the ethos and products of the business

Hull Comedy Festival, which is celebrating its tenth anniversary, will open on Thursday 2 November and run until Monday 20 November at venues throughout the city.

With a capacity of just over 50, Chance Gifts will be the smallest venue – particularly after a pop-up bar has been installed. The availability of tickets on a "pay what you can afford" basis will add to the appeal.

"Hurricane" Katie Pritchard and "Handsome and Funny" duo Tom Lawrinson and Lukas Kirby will feature in the opening night on Saturday 11 November. On Monday 13 November, Ross Bierley will be joined by a special surprise guest.



Chance Gifts will present a mystery lineup selected from the Festival programme on Wednesday 15 November and Friday 17 November which will feature Steff Todd – First Impressions and Friz Frizzle. The final evening on Saturday 18 November will feature The Delightful Sausage and James Meehan.

For details call Chance Gifts on 01482 323804 or visit www.hullcomedy.co.uk



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Q4News

Culture and street food spice up city's Christmas offer



Christmas past, with a festive look for Hull City Hall in 2015. More of the city's historic buildings could get the tinsel treatment this year. Picture by Lee Beel (Alamy)

A city centre transformed by investment worth millions of pounds and an events programme bolstered by City of Culture will be seized upon by HullBID to give businesses a festive boost.

In addition to the traditional Christmas schedule of the lights switch-on, late-night shopping and Santa spectaculars, visitors are promised a stunning end to Hull's 2017 City of Culture Year and a special edition of the hugely successful Hull Street Food Nights.

With such a packed and high-quality programme in store, HullBID will focus its efforts on telling as many people as possible about the attractions, and luring visitors from outside the area.

Kathryn Shillito, HullBID City Centre Manager, said: "The objective of our Christmas campaign this year is to target people who perhaps temporarily went elsewhere last year after the disruption from the public realm works.

"HullBID will fund a campaign using TV and other media to reinvigorate people's interest in Hull city centre as a shopping destination; it has never looked better and the events programme is wide-ranging and appeals to all ages.

"We know from the success of the Made in Hull spectacular which kicked off our City of Culture

year that many people came to Hull for the first time in a long time – and in some cases the first time ever – to share in the excitement of the celebrations.

"We made new friends and we corrected a few misconceptions and we now need to target those people again. We will remind people about the variety and the overall experience of coming to Hull to explore our wide range of shops and to visit some of the fantastic City of Culture activities that are going on.

"In particular, we will ensure the campaign stretches to the untapped audience on the south bank as well as residents of the towns and villages beyond the city boundary. Our city is more fun and more accessible than ever, and we will raise awareness of that."

The Princes Quay Santa's Parade will take to the streets of the city centre on Sunday 19 November and the Christmas lights switch-on will take place on Thursday 23 November. The pantomime will return as the newly-refurbished Hull New Theatre presents Peter Pan, and Hull Truck will present A Christmas Carol. A Dickens Christmas event will also take place in the Museums Quarter on Saturday 25 November.

Headline events from the City of Culture programme include The Turner Prize at the Ferens Art Gallery throughout December and a sound and light display entitled Where Do We Go From Here? which will be the last major commission of the year. Hull Street Food Nights, which attracted thousands of people into the city centre during the summer, will offer a double helping in Zebedee's Yard and Princes Dock Street on Thursday 14 December and Friday 15 December.

Kathryn said: "Given the huge popularity of the Hull Street Food Nights during the summer and the prospect of big crowds flocking to the city centre during the build-up to Christmas we decided to present two nights of fantastic street food. It won't stray too much from the format which has worked so well so far, but in partnership with the traders we'll give it a Christmas twist.

"Christmas is the busiest time of the year for city centre businesses, and if you add everything else that's happening this year it's staggering to think of the scale of opportunity. We need to make sure that businesses are ready to serve the thousands of people eager to share the experience of Christmas in Hull."

For updates on festive events planned for Hull city centre please visit www.christmasinhull.co.uk

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

City of Culture helps students hit hight notes

An organisation which has been training the future stars of dance, drama and musical theatre for more than 10 years launched its new academic year with an intake of 600 students and a prestigious role with The Royal Ballet.

The Northern Academy of Performing Arts (NAPA) has achieved its success with limited resources, as a charity which earns revenue from student fees and ticket sales. But Barbara Dawson, the CEO, is hopeful the interest generated with the support of the City of Culture company will raise NAPA's profile and attract more investment.

The organisation will soon unveil a new chairman as it embarks on a comprehensive programme

of shows which are expected to attract sizeable audiences to its centre in Anlaby Road, Hull, which dates back to 1904.

Barbara said: "We are not a theatre, we are a school. Our aim is not to put on productions to earn a living, it's to put on productions so people can learn skills. Our shows are usually sold out but our main income comes from the fees which the students pay for the classes."

Sponsorship opportunities start from as low as £25 and all surplus funds are invested into further developing the work. The 600 students range from three years old to the mid-20s, and about 20 per cent every year are new to NAPA.

The current programme ranges from Bugsy Malone and Sister Act to Thoroughly Modern Millie and Twelfth Night, with cabarets and showcases also planned. NAPA also works with schools and with the Albemarle Music Centre, partnering to present We Are The Future at Hull City Hall in June.



Barbara said: "The Royal Ballet was the icing on the cake. We are the first school they have worked with and the kids were buzzing. It's a dream come true for anybody in the dance world. We Are The Future was phenomenal and City of Culture gave help with funding. They have been absolutely fantastic and very supportive."

To find out more about NAPA visit www.northernacademy.org.uk

Units available in refurbished Trinity Market

Hull's new-look Trinity Market is proving a hit with shoppers and traders – and the new stalls are already being snapped up.

The market is in an enviable location right in the heart of the Old Town close to the newly refurbished Trinity Square and Hull Minster and demand indicates that after a $\mathfrak L3$ million investment it provides a very attractive business opportunity.

The indoor market reopened during the summer with most of the stalls focused on food offers from existing tenants. Five more food stalls will open in the coming weeks – including one from award-winning street food business 'Shoot the Bull' – and meanwhile work will continue completing the arcade to Market Place and the link to Hepworth Arcade



Jane Nelson, Old Town Programme Lead at Hull City Council, said: "We are still in the construction phase of the project but we have already had some very positive feedback.

"We are working with stakeholders including HullBID, Trinity House, VHEY and Hull 2017 to draw footfall into the Old Town and to make businesses aware of the exciting opportunities in the market

"We have already secured tenants for the five new units and once the arcade is completed, with a new entrance from Market Place and the link to Hepworth Arcade, we will have another 29 units

"Some of these will be taken by existing traders but there will be opportunities for others and we would be interested to hear from potential food or non-food businesses who may be interested in expanding into the market."

Grants are available for traders that are offered a stall in the new market. Anyone interested in taking one of the units can view the market and register expressions of interest by visiting:

http://www.rightmove.co.uk/commercial-property-to-let/property-49210419.html

and

http://property.nps.co.uk/propertyInfo/4415/ Trinity-Market-Stalls-Trinity-House-Lane-Hull-Market-38-to-420-sq-ft-353-to-302-sq-m

Atik adds buzz to club scene after major investment

A club which changed the face of Hull's nightlife when it was converted from a dockside warehouse nearly 40 years ago has now raised the bar again after a £1.1 million refurbishment.

The Waterfront Club became Sugar Mill and has now been transformed again with a new name and an exciting new look as Atik.

Tom Bowden, General Manager of Atik, said one of the most significant changes has been to move the main entrance from Princes Dock Street to Dagger Lane. Clubbers can also enter Atik direct from Steinbeck and Shaw.

Inside the building, the creation of four separate rooms – Atik, Tiki, Vinyl and Curve – adds to the choice of entertainment available. Atik is the main dancefloor with space for crowds to enjoy classic dance anthems, and Tiki is the top bar where guests can listen to pop standards while drinking from tiki cups and wearing a flower lei.

Curve Bar, decorated in black and gold, is the place to hear some R 'n' B and the Vinyl Bar will play hits from the 80s, 90s and noughties. VIP booths which can accommodate up to 20 people are placed in every bar. There is also a games room with foosball and bandits.

Tom added that the team at Atik are now building on the success of a memorable opening weekend in September. He said: "We had an amazing opening weekend. The club looks fantastic and feedback has been really positive. Our guests over the weekend including Marvin Humes and Karen Harding were real crowd pleasers and helped us launch in style.



"Our customers raised the roof and the atmosphere was electric. We look forward to continuing to bring great nights, featuring celebrity guests and the latest international DJs, to the people of Hull and beyond."

News

Fairbanking recognition for Credit Union

Hull and East Yorkshire Credit Union (HEYCU) has underlined the quality and reliability of its services by securing a national standard which recognises its commitment to customers.

The Credit Union – the region's leading not-for-profit financial services organisation – has received the prestigious 5-star Fairbanking Mark for its Credit Union Loan products.

HEYCU has 13,000 members and operates from Brook Street, Hull, and branches across East Yorkshire and Northern Lincolnshire. Members can apply to borrow amounts from £100 to



 $\mathfrak{L}20{,}000$ and make repayments over periods up to ten years.

To achieve the standard, banking organisations must be able to show that their products improve the financial wellbeing of their users. They are rigorously assessed by the Fairbanking Foundation, a research-based charity that works to encourage the financial services industry to aim for higher standards. Before granting the Mark, an independent survey is used to find out

the views of users of the product.

The Fairbanking Mark was awarded to HEYCU's popular Credit Union Loan for features including providing a budget planner to work out whether borrowers can afford to repay the loan, allowing borrowers to repay their loan early without a fee or penalty charge, and encouraging them to save alongside their loan repayments, which creates a savings habit and gives an incentive to continue saving when the loan is completed.

HEYCU's Chief Executive John Smith said: "We are honoured to receive this award. As a financial services organisation that is owned by our member-customers, we are passionate about developing products and services that help them to manage their money effectively, treat them fairly and contribute to their financial wellbeing. Our members are the reason why we exist and we know they will be very proud of this recognition."

Business boost as New Theatre opens its doors

Hull New Theatre is back in business with a star-studded programme of West End shows after completion of a $\pounds 16$ million revamp.

The historic venue reopened with a performance by The Royal Ballet, with demand for tickets so strong that the show was also broadcast on a big screen to 5,000 people in Queens Gardens.

Jane Eyre, a collaboration between the National Theatre and Bristol Old Vic, continued a top quality programme which will see the arrival of Northern Ballet and Opera North during October. The schedule for November includes the National Theatre production of Hedda Gabler, Ken Dodd, Son of a Preacher Man featuring the songs of

Dusty Springfield and Beautiful The Carole King Musical.

This year's pantomime, Peter Pan, will run from Thursday 7 December until Sunday 31 December. The Russian State Ballet of Siberia will visit in January 2018, and in February The Royal Shakespeare Company will present Hamlet.

The revamp includes state-of-the-art technical and backstage infrastructure. Front-of-house enhancements include a new, easily accessible entrance and foyer, lift access to the various floors, increased audience capacity plus additional catering and licensed bars and spaces for business, community and social events.

Kathryn Shillito, HullBID City Centre Manager, said: "The investment in Hull New Theatre strengthens its status as a destination entertainment venue which is now capable of presenting the top shows.

"That's great news for our business members, who will share the benefits of more people coming into the city centre from the surrounding area and much further afield. The programme for the rest of this year and well into 2018 is of the highest quality and offers something for everybody."

For full details of the programmes at Hull New Theatre and Hull City Hall visit www.hulltheatres.co.uk





Chair's statement

Jim Harris, HullBID Chairman

As many BID members will have seen in the media, we have been successful in fighting off a proposal to add more 'high-street' retail space at Kingswood.

This was a positive result for all who live and work in Hull city centre and was also a massive demonstration of the collective power of HullBID and our amazing business members! Nearly 300 of you signed our petition against the expansion of Kingswood and a further 30 of us directly lobbied the Planning Committee meeting, with 16 actually speaking against the application. This collective passion just goes to show the way HullBID works for all of us.

Got a question?

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

The HullBID team

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



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