ACHIEVING BUSINESS SUCCESS IN SUTTON

A guide to business support and advice for businesses in Sutton
Welcome to our guide to achieving business success in the London Borough of Sutton.

Whether you are a new start-up, or an existing business relocating to the area, you are very welcome in Sutton. We value our local businesses and the contribution you make to a vibrant local economy, and we are keen to ensure you have access to all the support and information you need.

Sutton Council has been working very hard through its economic development programme, Opportunity Sutton, to ensure that the borough offers a business-friendly environment and presents a number of opportunities for businesses to succeed and grow.

We have a wide and varied range of businesses in the borough ranging from artisan bakers to the headquarters of a global undersea engineering company, and we have been pleased to see the number of new business start-ups almost double since 2009.

This pack aims to provide you with easy access to the information you need to establish and grow your business in Sutton.

We wish you every success with your venture.
A GREAT PLACE FOR YOUR BUSINESS

SMEs are the backbone of the economy and comprise 99.7% of all businesses in Sutton. Over 7,400 businesses currently operate in Sutton and employ approximately 69,000 people across a variety of economic sectors - public, finance and business services being the most popular.

Graph 1: Number of businesses in Sutton by size

Source: London Datastore

Sutton’s business base has expanded by almost 1,600 businesses since 2010, and Sutton’s accessible location, as a result of its excellent national and international transport links, has also made it a desirable location for many national and international firms, including offshore engineering firm Subsea 7 which has chosen Sutton for its international headquarters.

A GREAT PLACE FOR YOUR BUSINESS

TOTAL NUMBER OF EMPLOYEES

68,900

Graph 2: Number of employees in Sutton by sector

Source: NOMIS
Opportunity Sutton

Business Demographic

Richmond
1,500
1 Year Survival 2 Year Survival
78%
1,175
95%
1,420

Sutton
860
1 Year Survival 2 Year Survival
79%
680
95%

Merton
1,505
1 Year Survival 2 Year Survival
77%
1,315
93%

Bromley
1,580
1 Year Survival 2 Year Survival
93%
1,470
77%

Sutton’s Business Demographic

1,500
1 Year Survival 2 Year Survival
79%
815
93%

Croydon
1,755
1 Year Survival 2 Year Survival
94%
1,645
75%

Kingston
985
1 Year Survival 2 Year Survival
93%
920
79%

Sutton Town Centre Footfall

Sutton Town Centre is one of only four prominent retail destinations in South London, and sustains footfall of approximately 475,000 per week. In Sutton Town Centre’s Business Improvement District’s first year, Successful Sutton increased footfall by three per cent and has attracted thousands of visitors at events in Sutton Town Centre. For example, 4,000 people attended the Christmas Lights Switch On event in 2015 and there were almost 81,000 visitors in Sutton Town Centre on the day of the event.

Source: Successful Sutton

Rateable Values

In addition to being a desirable place to work and trade, Sutton offers comparable rateable values to neighbouring boroughs.

Graph 4:
Average south London rateable values (£/m²)

Source: London Datastore

Graph 3:
Outer south London business survival rates

START UPS SURVIVE IN SUTTON

Home to thousands of growing and prosperous small businesses, Sutton has one of the highest survival rates in outer London. The London Borough of Sutton is proud of its growing economy and is keen to encourage entrepreneurialism by supporting the establishment of new businesses and helping existing businesses develop and grow.

Graph 3: Outer south London business survival rates

Source: London Datastore
WHAT BUSINESS SUPPORT AND ADVICE IS AVAILABLE TO HELP ME?

If you’re looking for support and advice to start up or grow your business, there are lots of organisations that can help you both locally and nationally. Many offer free advice services online or over the phone and run workshops, seminars and networking opportunities.

LOCAL BUSINESS SUPPORT PROGRAMMES

Successful Sutton Business Training Programme
Sutton Town Centre’s Business Improvement District. Successful Sutton offers year-round training programmes and workshops for local businesses, including non-levy payers. Topics covered include starting a business, marketing, legal compliance and finance.
- www.successfulsutton.co.uk
- info@successfulsutton.co.uk
- 020 3282 7198

Sutton Chamber of Commerce
Sutton Chamber of Commerce provides support and guidance to all local businesses, whether new or established. The Chamber offers hour-long specialist business advice clinics as well as access to finance support.
- www.suttonchamber.co.uk
- admin@suttonchamber.co.uk
- 020 8770 3173

Sutton College
Sutton College’s ‘Learn to Earn’ scheme offers the chance for start-ups to showcase and sell their work and skills.
- www.scola.ac.uk/news-post/learn-earn
- 020 8770 5566

Successful Mums
Support for women with part-time and flexible work or to start a business through workshops and one-to-one mentoring.
- www.successfulmums.co.uk
- jane@successfulmums.co.uk

Federation of Small Businesses
The Federation of Small Businesses North Surrey Branch runs occasional seminars and offers financial benefits to its members.
- www.fsb.org.uk
- 01403 734257

Sutton Community Farm
Farm Start is Sutton Community Farm’s Food Growing Business Incubator that seeks to support entrants into farming.
- www.suttoncommunityfarm.org.uk
- info@suttoncommunityfarm.org.uk
- 07722 156 097
- 40a Telegraph Track, Wallington, SM6 0SH

Pop Up Sutton - The Entrepreneurs Space
A new programme that offers business support to start-ups and new entrepreneurs including tailored workshops, one-to-one advice sessions and networking. Entrepreneurs will also be given market space at the northern end of Sutton High Street to test out their business ideas.
- www.successfulsutton.co.uk/popupsutton
- opportunitysutton@sutton.gov.uk
NATIONAL BUSINESS SUPPORT INITIATIVES

The Department for Business, Innovation and Skills
This government department invests in skills and education to promote trade, boost innovation and help people to start and grow a business. They seek to support British businesses to increase productivity and compete anywhere in the world.
• www.gov.uk/browse/business

London Enterprise Panel
The LEP provides a Business Growth Hub along with online and phone support to provide help with starting and running a business.
• http://lep.london/growthhub/business-support
• enquiries@businesssupporthelpline.org
• 0300 456 3565

Business Mentors
This site offers businesses access to a list of quality-assured business mentoring organisations across Britain. A search engine allows businesses to refine their searches according to the life stage of their business and location.
• www.mentorsme.co.uk

New Enterprise Allowance Scheme (NEA)
The NEA helps unemployed people to start their own business with both financial and business mentoring support.
• www.gov.uk/new-enterprise-allowance

UK Trade and Investment
Expert international trade advice and practical support for UK-based companies who want to grow their business overseas.
• www.gov.uk/government/organisations/uk-trade-investment

Innovate UK
Helps businesses develop new products and services and access technology.
• www.innovateuk.org

LEGAL ADVICE

Business Companion
Free and impartial legal guidance for businesses, including ‘Quick Guides’ on the legal requirements for what, where and how you sell.
• www.businesscompanion.info

Carpenter & Co Solicitors
Local solicitors who provide 15-minute legal advice sessions at Wallington Library on Thursdays from 12.30pm to 1.15pm.
Book a session:
• wallington.library@sutton.gov.uk
• 020 8770 4900
WHERE CAN I APPLY FOR FUNDING TO START OR GROW MY BUSINESS?

There are many ways to apply for funding, such as low cost loans or grants, and new ways such as crowdfunding. Your accountant can help advise you on tax relief and running your business efficiently.

FUNDING

Start-Up Loans
A government funded scheme to provide advice, loans and mentoring to start-up businesses. A personal loan given for business purposes, applications are considered according to your business needs.
- www.startuploans.co.uk

Enterprise Finance Guarantee
This is a government loan guarantee scheme that encourages lending institutions, including banks, to lend to viable smaller businesses that would otherwise be declined for lacking adequate security or a proven track record.
- www.londonloans.co.uk

HMRC Enterprise Investment Scheme
This scheme supports smaller high-risk businesses by offering tax relief to investors purchasing shares.

The Business Debtline
This service provides confidential and independent advice on managing financial difficulties.
- www.businessdebtline.org, 0800 197 6026

Enterprise Capital Fund
Through this fund, the Government provides equity (where people or businesses provide money in return for shares in the business) to small and medium-sized businesses and is matched with private sector money.
- www.british-business-bank.co.uk

ICAEW
The ICAEW Business Advice Service provides professional advice for owner-run businesses and new business start-ups. As well as practical financial help online, businesses can receive a free initial consultation from an ICAEW Chartered Accountant.
- www.businessadvice-service.co.uk

Better Business Finance
To support businesses with their finance applications, this website provides impartial information and a directory of sources for finding the right finance and tools including a guide that explains how to write a business plan.
- www.betterbusinessfinance.co.uk

Grants Online
This service provides information on grant funding opportunities from the European Union, UK government agencies, the lottery as well as grant making trusts and foundations.
- www.grantsonline.org.uk

GLE One London Business Loans
GLE One London has teamed up with Lloyds Bank and the EIF to lend £5m to London SMEs through the London Local Fund, providing another way to raise finance. Up to £20,000 will be available to over 270 small and micro London business looking to grow.
- www.gleonelondon.co.uk/finance/london-business-loans, 0845 603 2820, businessloans@gle.co.uk

CROWDFUNDING

Kickstarter
Kickstarter is the world’s largest crowdfunding platform for creative projects, with 10 million people having backed a project since 2009. Kickstarter is aimed at artists, musicians, film makers, designers and other creators to help make ideas a reality.
- www.kickstarter.com

Crowdfunder
Crowdfunder is the UK’s leading crowdfunding platform that sources funds from within the community.
- www.crowdfunder.co.uk
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HOW CAN I FIND A GREAT PLACE FOR MY BUSINESS?

This might depend on whether you want short-term, flexible space or a permanent place to run your business. There are lots of options below.

SEARCHING FOR PREMISES

Opportunity Sutton Property Search Portal
A search tool for available business properties across the borough is available on the Opportunity Sutton website. Business owners can search by property type, size and tenure as well as obtain particulars for properties.

www.opportunitysutton.org
020 8770 5566

Sutton Council Properties to Let
Council-owned properties available to rent are listed on the Sutton Council website.

www.sutton.gov.uk/business
020 8770 5000

WORKSPACE AND MEETING ROOMS

Midtown Hub
Sutton Town Centre’s Business Improvement District, Successful Sutton, offers a fully-serviced and affordable co-working space. Desks from £15 per day and a meeting room that can accommodate up to 18 people are available to hire.

www.midtownhub.co.uk
020 8643 9304
1 Times Square, Sutton, SM1 1LF

Sutton College’s Hub for Innovation, Networking and Entrepreneurship (SHINE)
SHINE offers flexible coworking space at its locations in:

- Sutton - Sutton College, St Nicholas Way, Sutton, SM1 1EA
- Wallington - Orchard Hill College, Old Town Hall, Wallington, SM6 7DF
- North Cheam - 660 London Road, North Cheam, SM3 9BZ

www.scola.ac.uk/shine
020 8770 5566

Sutton Libraries
Meeting rooms are available for hire in Sutton Central Library, Wallington Library, Worcester Park Library, Cheam Library and the Circle Library. Meeting rooms can accommodate from six to 30 people depending on the layout required and charge by the hour depending on the size of the room. Stalls for information provision or the selling of products may be hired in several of the libraries.

www.sutton.gov.uk

Oak Park
Located in Woodmansterne, Oaks Park provides affordable studio space for artists. There are 12 self-contained studios ranging from 7m² to 37m² with rents starting at £101.18 per sqm per year. Short and long term rental periods are considered.

www.acme.org.uk
newstudios@acme.org.uk
020 8981 6811
The Old Stable Block, Oak Park, Croydon Lane, Woodmansterne, SM7 3BA

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Riverside Centre
Based in Carshalton, the Riverside Centre provides four meeting rooms accommodating 10 to 70 people suitable for interviews, small board meetings, training, workshops and hot desks for business start ups.
www.riversidecentre.org
mail@riversidecentre.org
020 8669 9050
113 Culvers Ave, Carshalton, SM5 2FJ

Sutton Business Centre
The Sutton Business Centre offers affordable and flexible office, workshop and storage space near Carshalton and Hackbridge. A meeting room, training room and cafe are available on site.
www.sbc-house.co.uk
enquiries@s-b-c.co.uk
020 8255 2040
SBC House, Restmor Way, SM6 7AH

St Nicholas Business Centre
Situated on the second floor of Chancery House, St Nicholas Business Centre provides high quality, air conditioned contemporary office suites for small businesses. Suites are available from three months to two years and are renewable. Meeting rooms are also available to hire by the hour.
www.cityskyline.co.uk/sutton
info@cityskyline.co.uk
0800 505 4444
Chancery House, St Nicholas Way, Sutton, SM1 1JB
Sutton Centre for Independent Living and Learning (SCILL)
SCILL has rooms available with technical equipment and catering facilities.
www.scill.org.uk
Access Storage Sutton and Cheam
Access provides hot desking and flexible workspace for SMEs as well as storage options. Business services include records management, vehicle parking, mailboxes, flexible office space and telephone answering service.
Sutton: 020 3121 4121
Cheam: 020 3733 0883
92 Oldfields Road, Oldfields Trading Estate

MARKETS
Sutton Town Centre
Sutton High Street offers a great street trading location with a weekly footfall of approximately 475,000 people. Annual street trading licenses and temporary licenses can be applied for from Sutton Council’s Licensing Team.
opportunitysutton@sutton.gov.uk

Rosehill
Launched in February 2016, The Blossoming Rose Market provides low-cost start-up business space through 10 market pitches. The market is weekly, with ambitions to be twice-weekly once established.
info@rose-hilltraders.co.uk

EVENTS SPACE
Europa Gallery
Sutton Central Library has a large gallery space (170m²) for hire for events and exhibitions.
020 8770 4602

Holiday Inn
Holiday Inn Sutton offers eight flexible meeting rooms and capacity for up to 180 delegates. There are also three suites available for hosting conferences.
www.hilondonsuttonhotel.co.uk
0871 942 9113
Gibson Road, Sutton, Surrey, SM1 2RF

Salvation Army
The Salvation Army in Sutton Town Centre offers large hall space for meetings and exhibitions.
office@suttonsa.org
020 8642 9062

Patisserie Valerie
Located in the heart of Sutton Town Centre, Patisserie Valerie offers the top floor of its Sutton branch for hire. This venue can hold up to 35 people and is suitable for presentations.
sutton-surrey@valeriecafe.co.uk
020 8661 8643
WHERE CAN I FIND THE BEST STAFF FOR MY BUSINESS?

There are excellent local recruitment companies who can find staff for you that match your business requirements. There are also excellent local training facilities to help you keep up to date. If you can’t find what you need, there are also online solutions.

APPRENTICESHIPS

Sutton Apprenticeship Hub
- www.getaheadsutton.org
- info@apprenticeshiphub.co.uk
- 07761 841464

RECRUITMENT AGENCIES

Headstart Employment
- www.headstartemployment.com
- info@headstartemployment.com
- 020 8642 9333

Berry Recruitment
- www.berryrecruitment.co.uk
- sutton@berryrecruitment.co.uk
- 020 8661 6050

Employment Plus
- www.employmentplus.co.uk
- info@employmentplus.co.uk
- 020 8770 9755

Tudor Personnel
- 020 8770 3848
- 42 High Street, Sutton, SM1 1HF

C D Sales Recruitment
- www.cdsrc.com
- cd@cdsrc.com

Millennium Au Pairs and Nannies
- www.millenniumaupairs.co.uk

Redolphin
- www.redolphin.com

British Nursing Association
- www.bna.co.uk

REED
- www.reed.co.uk
- 020 8643 6331

Manpower
- www.manpower.co.uk
- sutton.driving.hub@manpower.co.uk
- 020 8643 8998

Brook Street
- www.brookstreet.co.uk
- sutton@brookstreet.co.uk
- 020 8642 4493

Gibbs 53
- www.gibbs-53.com
- 020 8773 7650

Pin Point Recruitment
- www.pin-point.co.uk
- 020 8773 3250

British Chauffeurs Guild
- www.britishchauffeursguild.co.uk
- 020 8661 3740

James Associates
- www.jamesassociates.co.uk

MSPS HR
- www.mspshr.co.uk
- mary.staddon@mspshr.co.uk
- 01737 350341

Tinies
- www.tinies.com

COLLEGES

Sutton College
- www.scola.ac.uk
- enrol@scola.ac.uk
- 020 8770 5566

Carshalton College
- www.carshalton.ac.uk
- cs@carshalton.ac.uk
- 020 8544 4444

Orchard Hill and Academy Trust
- www.orchardhill.ac.uk
- enquiries@orchardhill.ac.uk
- 0345 402 0453

EMPLOYMENT SUPPORT

London Borough of Sutton
The London Borough of Sutton coordinates the implementation of the Sutton Skills Match Strategy through the Sutton Economic Support Taskforce.
- opportunitysutton@sutton.gov.uk
- 020 8770 5000

Jobcentre Plus
Jobcentre Plus assists those seeking work as well as offering a range of recruitment services to help employers.
- www.gov.uk/jobsearch
- 0845 604 3719
- Helena House, 348 High Street, Sutton, SM1 1PX

TRAINING PROVIDERS

JACE
JACE delivers training via both traditional methods and online e-learning all year round, and offers apprenticeships.
- www.jace-training.co.uk
- info@jace-training.co.uk
- 0345 241 7738

Training and Recruitment Partnership
The Training and Recruitment Partnership provides high quality, individually tailored apprenticeship training programmes across a wide range of sectors nationally.
- www.trpltd.co.uk
- info@trpltd.co.uk
- 020 8640 6662

Sutton and District Training
Offers apprenticeships in Accountancy, Hairdressing and Barbering, Warehousing, Business and Administration.
- www.suttonanddistrict.co.uk
- enquiries@suttonanddistrict.co.uk
- 020 8687 5225
WHERE CAN I MEET LIKEMINDED BUSINESS PEOPLE?

You might find it helpful to join a networking group to meet likeminded local entrepreneurs, build contacts and share ideas and support.

BUSINESS IMPROVEMENT DISTRICTS (BIDS)

A BID is a business-led partnership established through a ballot process to deliver additional services to local businesses. BIDs operate in a defined geographical area in which a levy is charged on all business rate payers in addition to the business rates bill. This levy is used to develop projects to improve the local trading environment, and in so doing bring benefits to businesses and visitors.

Successful Sutton - Sutton Town Centre
020 3282 7198
info@successfulsutton.co.uk
www.successfulsutton.co.uk

Kimpton Industrial Park Proprietors Association (KIPPA) - Kimpton Industrial Estate
chris@elewys.com
Lead Councillor: Hamish Pollock

Worcester Park
enquiries@wpta.co.uk
Lead Councillor: Richard Marston

North Cheam
07905 239934
Lead Councillor: Richard Marston

Cheam Chamber of Trade
www.cheam-traders.co.uk
Lead Councillor: Tony Shields and Mary Burstow

Wallington
ric@suttonchristiancentre.org
Lead Councillor: Joyce Melican and Jayne McCoy

TRADERS’ ASSOCIATIONS

Rosehill
info@rose-hilltraders.co.uk
Lead Councillor: Jean Crossby

Carshalton
chris@elewys.com
Lead Councillor: Hamish Pollock

Worcester Park
enquiries@wpta.co.uk
Lead Councillor: Richard Marston

North Cheam
07905 239934
Lead Councillor: Richard Marston

Cheam Chamber of Trade
chairman@cheam-traders.co.uk
www.cheam-traders.co.uk
Lead Councillor: Tony Shields and Mary Burstow

Wallington
ric@suttonchristiancentre.org
Lead Councillor: Joyce Melican and Jayne McCoy

Sutton Chamber of Commerce
020 8770 3173
enquiries@suttonchamber.co.uk
www.suttonchamber.co.uk

Federation of Small Businesses
01403 734257
www.fsb.org.uk

TazZa
nick@tazza.co.uk

Sutton United Community Business Network Club
07930 575 332
jeremy@abbottsfc.co.uk
www.suttonunited.net/commercial_community.html

The Best of Sutton
www.thebestof.co.uk/local/sutton

The Today Club
07753 791022
www.todaynetworking.co.uk

BUSINESS NETWORKING GROUPS

You might find it helpful to join a networking group to meet likeminded local entrepreneurs, build contacts and share ideas and support.
HOW CAN I FIND OUT ABOUT SUTTON COUNCIL SERVICES?

The council provides a number of services for local businesses from granting licenses for you to run your business, to taking away your waste and recycling.

GENERAL ENQUIRIES
Visit Sutton Council’s website for general enquiries and to find out more about council services.
- www.sutton.gov.uk
- 020 8770 5000
- London Borough of Sutton, Civic Offices, St Nicholas Way, Sutton, SM1 1EA

PLANNING

Development Management
Development Management is responsible for the processing of planning applications for permission regarding (re)development and alteration of buildings, change of building usage, advertisements and signs, and work to protected trees.
- developmentcontrol@sutton.gov.uk
  - 020 8770 5000

Building Control
Building Control offers guidance on dangerous structures, demolitions and building regulations including promoting energy efficiency and meeting the needs of people with disabilities.
- buildingcontrol@sutton.gov.uk
  - 020 8770 5000

WASTE AND RECYCLING

Waste Management
Waste Management responds to enquiries of abandoned vehicles, dog fouling, graffiti, fly posting, fly tipping, and recycling.
- waste.management@sutton.gov.uk
  - 020 8770 5000

Environmental Health
Environmental Health deals with issues relating to noise nuisance, pest control, neighbourhood nuisance, clinical waste and asbestos, stray and lost dogs, and pollution.
- environmentalhealth@sutton.gov.uk
  - 020 8770 5000

REGULATION

Licensing
Licensing is responsible for issuing licenses relating to the sale of alcohol, entertainment, gambling, specialist treatment (such as tattoos), fireworks, street trading, animals, and temporary event notices.
- licensing@sutton.gov.uk
  - 020 8770 5000

Trading Standards
Trading Standards regulates the sale of goods and is responsible for investigating reports of counterfeit goods, fair trading, product safety, rogue traders, and trades descriptions.
- trading.standards@sutton.gov.uk
  - 020 8770 5000

Parking, Traffic and Highways
Highways licences and maintenance, parking amendments, street light maintenance, and traffic management enquiries should be directed to the Traffic and Highways teams.
- traffic.postbook@sutton.gov.uk
  - 020 8770 5000

Business Rates
Business Rates is responsible for collecting a statutory rate levied by central government on those responsible for commercial property.
- businessrates@sutton.gov.uk
  - 020 8409 7100

My Account
My account makes paying your business rates easy, you can see your account online, receive bills via email, see a statement of your account and more. Click on the My Account button on the website.
- www.sutton.gov.uk

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HOW CAN I APPLY FOR COUNCIL CONTRACTS?

Helping small businesses in Sutton access council contracts is just one of the ways Sutton Council is supporting SMEs.

SUTTON COUNCIL’S PROCUREMENT

The London Borough of Sutton has an annual procurement spend on goods, works and services of approximately £200 million. We aim to ensure that opportunities to work with us are offered fairly and ensure that our procedures are both compliant and transparent. We especially welcome tenders from small businesses and the third sector.

The London Tenders Portal
All contract opportunities are advertised through the London Tenders Portal which gives suppliers access to tender opportunities at Sutton Council and 17 other London Boroughs. This free, quick and easy service saves time, money and resources. Register to receive email alerts for opportunities of interest to you. The portal deals with all aspects of the tender. To register visit the London Tenders Portal.

www.londontenders.org

Tendering for public sector contracts – online training
Free resource to help businesses learn about public sector procurement including how to use contractor finder.

www.gov.uk/tendering-for-public-sector-contracts
www.sutton.gov.uk/info/200547/business/1349/tenders_and_contracts
corporateprocurement@sutton.gov.uk
Frank Cappalonga
Owner, Frank Di Lusso

Since opening its doors in May 2014, Carshalton-based hairdressing salon, Frank Di Lusso has quickly become one of Sutton’s leading local businesses. Salon owner, Frank Cappalonga, was drawn to Carshalton due to the influx of Londoners moving into the suburbs for Sutton’s excellent schools and high quality of life.

In the first year of opening, Frank Di Lusso won the local MP’s Independent Shop 2014 award, and was also shortlisted for the Best New Business Award category at the Sutton Business Excellence Awards 2014. A year on Frank Di Lusso went onto win both Best New Business and Best Independent Retailer at the Sutton Business Excellence Awards 2015, as well as being Highly Commended for Best Customer Service. Frank Di Lusso is also winner of the One to Watch category at the Family Business Place Red Ribbon Awards - a prestigious award celebrating the best family businesses nationally.

Frank Di Lusso’s house stylists were trained by Frank, and since Frank has gone on to devise a bespoke training programme focused on recruiting and promoting young talent. Frank’s scheme enables candidates to gain qualifications as well as the opportunity to attend additional courses with leading brands in the hairdressing industry.

Vanessa Udall
Managing Director, Tinies Surrey Ltd,
The Today Club, Events by Inspire and The House of Flowers

Multi-business owner and mother of two, Vanessa Udall, decided to set up her own business after working for a large high street recruitment agency and managing 12 branches in the Surrey and south west London areas. Vanessa bought a franchise of Tinies Childcare, an organisation which supplies staff to nurseries and schools, private nannies as well as event pop up créche services and emergency childcare to the Surrey and south west London area. This franchise also happens to be the branch Vanessa signed up with after gaining her national nursery qualification. Vanessa has subsequently bought three other divisions and is based in the Mulgrave Chambers on Mulgrave Road.

Vanessa also owns two local florist shops – House of Flowers in Carshalton Beeches and Willows Florist on Mulgrave Road – which offer local businesses, schools and colleges an account status in addition to supplying for corporate events and weddings. Vanessa’s experience in supplying the events industry has also led Vanessa to establish ‘Events by Inspire’ - a website for local suppliers and venues to showcase their services. Vanessa has also been recognised for her business achievements. Three of Vanessa’s businesses have been highly commended at the Sutton Business Excellence Awards, and in February 2016 Vanessa was runner up in the Sutton Community Awards in the ‘Business in the Community’ category.

TINIES SURREY LTD

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COOKING YOUR SPANISH

In January 2013, David Sánchez was inspired by ‘You Are Here’ - a shop Sutton Council had rented out to allow local residents to test out their business ideas in Worcester Park. David and his wife, Ana, wanted to become more involved within their local community, and decided to combine their passion for food and travelling.

David knew that it was becoming increasingly difficult to get students into the classroom and that online courses for almost everything existed. As a result, David wanted to offer something unique - teaching Spanish language and culture, providing delicious tapas that students learn to make in a friendly kitchen environment. Cooking Your Spanish was subsequently born.

Sutton Council’s Business Support programme helped to develop David’s business idea by giving him the necessary tools, information and advice in terms of marketing; law requirements; finance; taxes; and market research. David had the opportunity to meet experienced professionals and to attend valuable meetings with mentors.

During the winter of 2013 Cooking Your Spanish conducted a pilot of ten sessions, each lasting two hours, with five students of different ages. Due to the success of the scheme David decided to rent a premises for his newly found business.

Cooking Your Spanish began operating as a limited company in July 2013 and since then over 200 students have been part of their ‘kitchen’. They have brought their classroom-kitchen to Sutton College, Wallington School and Beddington Park School, as well as local promotional events with Waitrose and Sainsbury’s. Cooking Your Spanish has also participated in local promotional events with the Worcester Park Traders Association and fundraised for St Raphael’s Hospice in Worcester Park.

Cooking Your Spanish is currently expanding and they have started new courses and activities such as Cooking Your French, Cooking Your Italian, team building for companies and gastro-trips to Spain.

SUTTON COMMUNITY FARM

Social enterprise, Sutton Community Farm, is a community-led farm in Wallington which was started with the energy and enthusiasm of local residents, and the support of local environmental charity, Bioregional, as well as the Plunkett Foundation.

Sutton Community Farm runs a variety of initiatives aimed at increasing access to fresh, healthy and sustainable food and cultivating skills. These include VegBoxes containing freshly grown local produce; community volunteering; Farm Start - a Food Growing Business Incubator; and educational events with schools.

Sutton Council has been very supportive of Sutton Community Farm. In particular, the Council’s One Planet Sutton vision has motivated Sutton Community Farm to create an enterprise that is ambitious and deeply sustainable across different areas. Officers and councillors are both approachable and helpful, and Sutton Council representatives attend Sutton Community Farm’s new network, Sutton Food Forum - a forum for organisations that have an interest in creating a better local food system in Sutton.
In June 2012, Sutton Council launched ‘Opportunity Sutton’, the council’s economic growth programme, with the vision:

“For Sutton to be an enterprising, enabling borough that is a magnet for business investment; that welcomes new entrepreneurs and social enterprises; nurtures its business base and removes barriers to enterprise. We want Sutton to have a competitive edge over our neighbours.”

Open for Business is one of the priority projects run by Opportunity Sutton. It seeks to stimulate new enterprise in the borough whilst growing and supporting Sutton’s existing business base. Open for Business initiatives include:

01 Business Rate Relief Scheme
Opportunity Sutton offers new business start-ups and growing businesses special business rate discounts. Eligible businesses moving to Sutton Town Centre can save 50% off their business rates for the first two years as a new or expanding business.

02 Local Centres Regeneration Toolkit
This provides community groups and traders with inspiration, tools and guidance to organise projects and initiatives in their local area. The Toolkit is an online resource with accessible, practical and locally relevant information to help develop projects with positive benefits for the local area.

03 Pop Up Sutton: The Entrepreneurs Space
An initiative aimed at start-ups and entrepreneurs. The Entrepreneurs Space is a business support programme which offers a series of tailored business workshops, 1-2-1 advice sessions and mentoring. Entrepreneurs will be provided with free space at a market at the north-end of Sutton High Street to test out their business ideas.

04 Business Events
Opportunity Sutton continues to support local businesses with a series of business events throughout the year. ‘Social Saturday’, ‘Small Business Saturday’, ‘Entrepreneurs Week’ and ‘Meet the Buyer’ are all events we support in order to engage with and promote businesses in the borough.

05 Business focused website
Advice for local businesses is important, particularly given the increasing number of self-employed residents running micro businesses. Focused online advice, helping businesses access the information and services they need as quickly as possible can be found via our Opportunity Sutton website.

06 Sutton Town Centre Masterplan
The Sutton Town Centre Masterplan sets a vision and direction for investment to create a positive future for Sutton Town Centre by 2031. The document outlines Sutton’s future housing, employment, leisure, cultural, environmental and transport offer.

07 Investment Office
Opportunity Sutton also houses the council’s Investment Office. Since 2012, over £400 million has been invested in Sutton and the Investment Office will help to encourage and facilitate further investment.

The other priority projects that comprise the Opportunity Sutton programme are:

03 The London Cancer Hub
The establishment of the world’s leading life science campus specialising in cancer research, diagnosis, treatment and biotech commercialisation.

02 Tramlink
The extension of the south London Tramlink network from Wimbledon to Sutton Town Centre via Morden and onwards to the London Cancer Hub in Belmont.

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01 Area Renewal
Promoting place-based investment to deliver growth and regeneration, currently targeted at Hackbridge, Beddington and Sutton Town Centre.

04 Matching Skills with Demand
Ensuring Sutton residents have the skills required to meet the needs of businesses and potential future growth sectors in Sutton.

05 Sutton Decentralised Energy Network (SDEN)
The establishment of a decentralised energy network which will deliver low carbon supplies of hot water for heating and domestic hot water uses across south London.

To find out more about any of the Opportunity Sutton projects please visit our website or contact us:

www.opportunitysutton.org
opportunitysutton@sutton.gov.uk
020 8770 5000
@OppSutton