

Otle Chamber of Trade is a nonpolitical, independent, not for profit body of volunteers that seeks to represent and assist the local business community and promote the town. This Bulletin is a monthly summary of local economic news relating to Otley and its business activity:-



ex-Age UK – the former charity shop on Boroughgate has now been let by Leeds based agent, Walker Singleton. A seemingly related job advert appeared shortly afterwards

ASDA/Sainsbury – the proposed merger, as reported in Bulletin 112 (October 2018), between the two supermarket giants, of which Otley has one of each, looks in serious doubt. The deal would create the UK's biggest supermarket chain, a business accounting for £1 in every £3 spent on groceries, with a 31.4% market

share and 2,800 stores. The Competition and Markets Authority's provisional findings, published in February, has been strongly critical about the concentration of choice although it did identify two potential remedies to the loss of competition, either blocking the merger entirely or forcing the sale of 'assets and operations', including stores or even the Sainsbury's or Asda brands. The CMA publishes its final decision on 30th April

Aura Jewellers & Shoecraft

the Chamber's ceremonial chain of office has for several years been generously maintained by two community minded local businesses who between them update with the Presidents name and year. Pictured are Abbi Stringwell, Jess White (who made the silver bars this year) both of Aura, Alec Hird of Shoecraft who engraved them and Chris Thornton of Aura. Many thanks to all



Photo courtesy Winpenny Photography

Black Horse – Ei (formerly known as Enterprise Inns) advises that as the Asset of Community Value protection expires they have now found a purchaser for the Kirkgate pub. This signals the end of the community minded LS21 consortium, a 5 strong board of Otley residents led by international haulage business owner, David Bone of V4B, who had been working up a scheme to reinvigorate the pub with a refurbished event and community space, food offering, pub and letting rooms. Let's hope LS21s groundwork can be applied elsewhere, or perhaps be kept warm for future use at the Black Horse if the grand old lady of Kirkgate's track record unfortunate continues

Bulletin sponsorship – thanks to Sara Elliott of local independent book retailer Just Books, Market Place for sponsoring this April edition. If your business would like to sponsor an edition of the Otley Economic Bulletin this is available at £60. If you'd like to share an edition with another business for £30 each, please contact admin@otleychamber.co.uk with your logo(s)

Chamber next meeting - will be on Tuesday 21st May 2019, 5.30pm for 6pm start, venue TBC (possibly Otley Courthouse)

Channel 4 – having announced their relocation of HQ to Leeds, bringing welcome profile to the region, the independent broadcaster is set to occupy the Grade II Majestyk ballroom in City Square, which is currently undergoing a wholesale refurbishment after being damaged by fire in 2014

Chevin Barber – an application (19/01286/FU) has been lodged with Leeds City Council for planning consent for the Change of Use from sunbed shop and hair salon to a 1 bed roomed dwelling house, at 1 Mercury Row

Chevin Fish Shop – the chippy at 58-60 Boroughgate was granted consent in November 2017 for "change of use and alterations of ground floor fish and chip shop and restaurant to form two retail units with two apartments over". A few conditions as to materials and methods of repair to doors and windows of the Listed Building were imposed which have still to be ironed out before the work can be approved and a start made. Until then it remains sadly in disrepair

Christmas Lights Switch On – Otley Town Council's switch on night is traditionally staged a month before Santa's visit, on a weeknight where there are no market stalls needed. With the whole Christmas lights issue under consideration, the previous contract having now expired, now is a good time to make your views known. When would you like them? Maybe a week earlier or as they are? Let us know your thoughts at admin@otleychamber.co.uk and we will feed back to Otley Town Council

Christopher Little & Co – the Bondgate based financial advisor advises, "Great to be featured in The Times this weekend as a top rated Financial Adviser #Otley"

This months sponsors



28 Market Place
Otley, LS21 3AQ
01943 466734





Crown Green Bowling – for a bit of fun, Otley Chamber is proposing a beginner level bowls competition, in co-operation with Wharfemeadows and Grove Hill Bowling Clubs. Make up a team of 4 from your business, neighbouring businesses, customers, rivals, it doesn't matter; any gender, any age and put your name in to Alan Sowden alansowden@icloud.com or 07950 268028. Equipment and practice comes free of charge courtesy of the hosting clubs and a couple of summer evenings games will lead to a final on Sunday 1st September

Flag displays – the towns Yorkshire rose flags will get three separate airings this year. After 8 years and given insurance and other modern day problems, stewardship of this project has been passed from the Chamber to Otley Town Council who has a retained contractor better equipped and insured than the Chamber's weary volunteers

Tour de Yorkshire (route only)
up w/c 22nd April, down w/c 6th May

Yorkshire Day (whole town)
up w/c 22nd July, down w/c 5th August

UCI World Cycling Championships (routes only)
up w/c 16th Sept, down w/c 30th Sept

Footfall - the recent unseasonal sunshine hasn't been enough to reverse the ailing fortunes of high street traders with footfall in February falling by 2%, the fifteenth month of consecutive decline. According to figures from the British Retail Consortium (BRC), this is a significant decline compared to the previous year where it fell by 0.2%. It also represented the weakest February in five years. High Street footfall specifically declined by 1.9%, marking seven consecutive months of weakening for this shopping location. This was a deeper decline relative to the previous year when footfall fell by 1.2% (source: Business Link)

House of Furniture – the long empty ex-HSBC at 25 Crossgate has now been bought and occupied by House of Furniture, retailing beds and domestic furniture. Bramhope based Managing Director, Mr Singh can be contacted 01943 463454 or at Bankrupt Beds, Meanwood Road, Leeds O113 2625166

Income Tax – from the new tax year, 6th April 2019, the amount of money you can earn before you start paying income tax, the 'personal allowance', will increase. Currently, people can earn up to £11,850 at a job before income tax is applied but the new amount will be £12,500. The threshold for people paying a higher tax bracket will also change from £46,350 to £50,000

James Barber/Artemis – "After 152 years it is going to be a very emotional day as we close the doors to our Otley shop for the last time. Thank you once again to all our loyal customers over the years. A special thank you to all who have worked for us. We look forward to our new chapter and hope to see you all very soon at Cold Bath Road, Harrogate."

Otley Chamber thanks James and his team for the decades of service his family and generations before him, have given to the town. Otley's loss will be Harrogate's gain



The Little Shop – welcome to Cathi Hall, who announces that she has taken over what was Peonies, 2 Market Street as of 23rd March 2019. She will be selling gifts (including bath bombs/soaps) and sweets. Yeadon agents Ackroyd Dent acted

National Minimum Wage and National Living Wage - from 1st April 2019, an array of changes will be administered to the national living and minimum wages. People aged 25 and over should now be paid £8.21 per hour, the 21 to 24 bracket will receive £7.70. Those aged 18 to 20 should receive £6.15 and under 18s should receive £4.35 per hour

New Chamber Members – welcome to three new members signed up during March

- **Otley Courthouse** – community arts centre on Courthouse Street 01943 467466 www.otleycourthouse.org.uk
- **Otley Mobiles** – mobile phones and accessories, Orchard Gate 07561 480044
- **Otley Tool Hire** – plant and machinery hire at Ilkley Road 01943 462022 www.otleyhirecentre.co.uk

The usual £52pa membership fee to join Otley Chamber of Trade is paid for by Otley BID for businesses that fall within the BID area. See www.otleychamber.co.uk for the application form

Otley Boats - will recommence their service at Easter weekend after boat servicing and staff training is completed

Otley Coffee Festival – has fixed a date of 25th April 2020. A series of coffee themed events and promotions are planned around the town, notably in participating coffee shops and cafes with the Parish Church being a central point. The festival promoters are intending to have website and social media live by April 25th this year, to mark the symbolism of 12 months to go and are planning for a publicity launch at that time



Posh Frocks - Orchard Gate appears to have gone, replaced by an extension to R Sykes beauty

Postage – as of 25 March the cost of a first class stamp will go up by 3p to 70p and a second class stamp will go up by 3p to 61p. The Royal Mail says that this is necessary to ensure the sustainability of the Universal Postal Service, which ensures isolated parts of the country receive the same service as big cities. Despite the increase, its stamp prices rate among the best value in Europe and the UK also has one of the highest quality of service specifications of any major European country

Skipton Building Society – Boroughgate, has a new Branch Manager, Robert Green. Congratulations and nice to see Robert at the Chambers AGM, Otley needs some commitment from its remaining banks

Tenants – listening to businesses around Otley recently it seemed clear that issues surrounding rent reviews, lease renewals and repairs are a problem for businesses operating from leasehold premises

If you don't know what to do when your landlord says he wants to

increase the rent or won't do the repair you need Otley BID and Otley Chamber of Trade are offering to help. We have been jointly considering setting up a free assessment service to help BID levy payers/Chamber members know their rights and resolve basic issues and, if necessary, how to then access the services of local experts to mediate, resolve disputes and negotiate to achieve fair settlements on rent

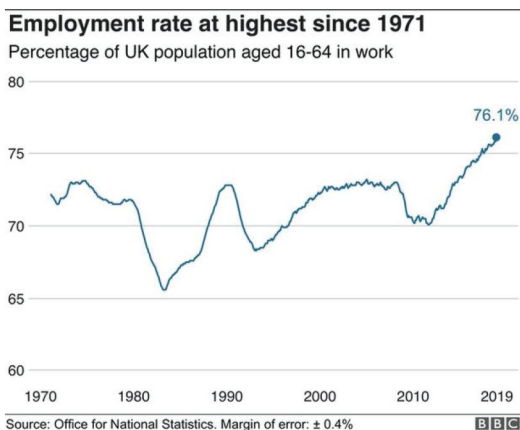
This advice could also extend to business rates, if you feel your Rateable Value assessment might not be right or don't know how to appeal

This offer of free help, published twice in last month's Bulletin, received not a single response so maybe it's not as big a problem as we thought? Let us know at admin@otleychamber.co.uk or info@otleybid.co.uk

UCI World Cycling Championships - the 'World Cup' of cycling is being held from 21st - 29th September (overlapping Otley Folk Festival), with Harrogate the finish of all races. The two main races of the championships visit Otley on the final two days of the series and Otley Pub Club is working up a themed pub idea with individual hostelrys adopting a theme of one of the competing nations with themed decorations, drinks, menus, promotions etc. Maybe cafes and other businesses would like to do the same?

Unemployment - fell nationally again by 35,000 to 1.34million between November and January and 112,000 lower than a year ago. Now below 4% for the first time since 1975 the figure of 3.9% unemployed in the UK is well below the EU average of 6.5%

Employment set another new record with 32.7m people now in some sort of employment, with the number of unfilled vacancies now at 854,000 (source: ONS)



The level of economically inactive (children, students, retired etc.) was set at a new low of 8.55m (20.7%)

The Claimant Count shows the number of people claiming unemployment related benefits. The roll-out of Universal Credit has the effect of increasing the claimant count as, under Universal Credit, a broader span of claimants are required to look for work than was the case under Jobseekers Allowance alone.

To address this, DWP have developed an Alternative Claimant Count, which models the number of people that would have been claiming unemployment related benefits if Universal Credit had been fully implemented since 2013. It lifts the Claimant Count to what it would have been under Universal Credit, by modelling additional claimants based on their benefits status. The new statistics therefore attempt to provide a consistent measure of claimant unemployment over time.

Under this new measure the claimant count for Otley, as at February 2019, has been recalibrated to 190 (1.5%). Leeds as a whole is 13,340 (2.6%)

Annual General Meeting

Our Annual General Meeting will take place on Thursday 30th May from 5.30pm with welcome drinks, starting at 6pm prompt at the Otley Parish Church.

As well as the usual formalities, we have also arranged for a speaker from Newstead & Walker Solicitors to give a short talk on the subject of Rent/Lease Agreements and Reviews, which will open up to a Q&A session to enable tenants to discuss any issues they may have/be encountering.

New BID Champions

We no longer employ a BID Manager and with the funds saved we are introducing two new part time 'BID Champion' roles.

Rachelle Atkin of The Yorkshire Marketing Company will be our BID Champion on the streets. She has been involved with the BID since the very early days and has always dealt with our marketing & communications. She is already well known to many of you as she also runs the very successful Social Media Training Cafes.

Her brief is to contact, by any means possible, all our local businesses and be the link between you and our Board of Directors.

Tim Wilkinson of Dowgill House Bed & Breakfast, has been helping us for some time now. His speciality is dealing with subjects such as planning regulations, landlords and contracts (he has been instrumental in sorting out the derelict shop on Kirkgate). Tim is also our link to various departments within Leeds City Council. As with Rachelle, he is well known around town as the owner of a town centre business with his wife Helen, as well as his involvement with the Chamber of Trade and the monthly Economic Bulletin.

If you would like to arrange meeting with either Rachelle or Tim please contact them as follows:

Rachelle Atkin - info@otleybid.co.uk

Tim Wilkinson - tim.wilkinson@otleybid.co.uk



Window Art

We received a fantastic response to the Christmas scenes we arranged to be painted on 2 of our empty shops; Tui on Kirkgate and Taylors on Westgate.

As we move into warmer weather we have arranging for these Winter scenes to be replaced in April with a Spring/Summer theme with a nod to the upcoming cycle races that will be coming through our town in the upcoming months.

If you'd like to get involved and paint your windows, please contact talented artist Jenny Tribillon direct at www.jennytribillon.com.

Otley Market Sub Groups – Get Involved!

We are in the process of setting up 2 'Markets' sub-groups to create a simple BID vision for the future of our Otley Market:

1. Market Sub-Group 1 – Vision for the Future
2. Market Sub-Group 2 – Wednesday Activities

There are places available on these sub-groups and we urge businesses who would like to get involved in revitalising and shaping the future of the weekly Markets to contact us at info@otleybid.co.uk

New Cash Machine

We are aware and concerned that following the closures of a number of banks on our high street, and the recent announcement that Santander will also closed their doors on Otley in May, that this is having a huge knock on effect to the number of cash machines available within the town.

We have therefore, been in discussions with the Post Office who are supporting an application for an additional cash point to be installed in collaboration with Skipton Building Society. The final decision will be made in due course. Watch this space for further updates.



New Conservation Area Bollards

We are delighted that, following our commitment to Clean Up Otley and our subsequent discussions with Leeds City Council, we now have some lovely new black 'conservation area' style bollards which have replaced the unsightly concrete bollards that were situated outside Nam Jai Thai on Manor Square.

Broken Windows



We have secured an arrangement with local joinery manufacturers and glaziers, the Askwith Window Company.

If any shops have fallen victim to a broken window, they will attend quickly and repair at a favourable rate to Otley BID levy payers.

They can be contacted via T: 01943 461083 or E: info@askwithwindowcompany.co.uk.



BROKEN SHOP WINDOW?

OTLEY BID HAVE SECURED AN ARRANGEMENT WITH LOCAL JOINERY MANUFACTURERS & GLAZIERS, ASKWITH WINDOW COMPANY.

SHOULD YOU FALL VICTIM TO A BROKEN WINDOW, THEY WILL ATTEND QUICKLY AND REPAIR AT A FAVOURABLE RATE TO OTLEY BID LEVY PAYERS.

CALL FOR A SPECIAL QUOTE & MENTION "OTLEY BID"

ASKWITH WINDOW COMPANY
TEL: 01943 461083 or MOB: 07860 383357
EMAIL: info@askwithwindowcompany.co.uk
www.askwithwindowcompany.co.uk

ASKWITH WINDOW Co.

Annual Business Rates & BID Levy Bills

The annual Business Rate and BID Levy bills were sent out recently by Leeds City Council and should now have landed with our stakeholders.

If you have any questions regarding your Business Rates, please contact LCC direct using the contact numbers on your bill.

If you have any questions regarding your BID Levy, please contact us at info@otleybid.co.uk.

We're here to

Help

As the next 5 year term starts on 1st April 2019 is there anything that you are bursting to tell us that we should be doing? Don't keep ideas to yourself, speak to us, we may be able to make your idea a reality. Please email us at info@otleybid.co.uk

The best of Otley businesses were celebrated on Friday 22nd March at the Otley Business Awards.

Twelve awards in total were up for grabs during a glittering ceremony which celebrated the achievements of local independent companies.

The event, now in its 5th year and formed by Otley Chamber of Trade, was buzzing with excitement with over 150 nominees, flocking to see who had won the prestigious awards.

Rachelle Atkin, a member of the Awards Committee, said "We have been absolutely blown away with how business owners and their customers have got behind this year's awards. Every year it goes from strength to strength and we are delighted that new and old businesses alike get involved each year to celebrate the wide range of fantastic independent businesses we have here in Otley.

This year we received a record breaking 451 nomination forms, with 89 businesses being nominated, which is 20 more businesses than last year."

Nominee Apollo 3D were up for 2 awards; Best Newcomer & Best Service Sector, and when asked "Which award would mean the most to him?", owner Mark Shepherd replied, "Both would be fantastic but Best Newcomer would probably mean the most. We are really busy at the moment converting Otley into 3D! We are aiming for the World's first 3D town and Otley fits the bill perfectly. There's so much here; pubs, heritage, culture, retail & innovation. We hope it will help bring in business, tourists and footfall from around the country."

Sponsor Elspeth Harrow, Partner at Newstead & Walker Solicitors was asked "Why did you decide to sponsor the evening and how did you get involved?" Elspeth replied "We always go along to the Chamber of Trade meetings, I'm a member of the Otley BID Board and we like to get involved in local business initiatives. We feel it's really important to promote local business so we always like to get involved and have done since its inception 5 years ago. People feel really valued for being nominated and it's a great event for the business community."

Rachelle adds, "This year we moved to the magnificent Otley Parish Church who pulled out all the stops to create such a fantastic celebratory evening. We are also delighted to announce that we raised an amazing £440 in the raffle which will go towards local business initiatives within the town.

"The Organising Committee would like to thank the wonderful team at the Otley Parish Church, Elizabeth Keefe for the beautiful music on arrival, Red Pepper for the delicious Indian buffet, our Guest Speaker Peter Dodd, Commercial Director of Welcome to Yorkshire, Pete Edgerton from Stray FM for hosting the evening, the Stew & Oyster for providing the After Show Party where the celebrations carried on well into the evening, Christopher Winpenney for being our official photographer and everyone else who played a part in making the evening a resounding success."

We were again delighted to have the support of the following organisations, without them this event would not be possible:-

Main Sponsors
Otley Chamber of Trade
Otley BID
Otley Town Council

Media Partner: Stray FM

Images: Winpenney Photography



*Best Newcomer – Apollo 3D
Sponsor – Otley Pharmacy*



*Best Small Business – Puffin Pottery
Sponsor – Althams Travel*



*Best Large Business – Bondgate Bakery
Sponsor – O'Deli*



*Best Service Sector – Otley Pharmacy
Sponsor – Bondgate Bakery*



*Best Retail – Geo Middlemiss & Son
Sponsor – Rest Assured Homecare*

*Best Cafe – Salami & Co
Sponsor – Newstead & Walker*

*Good Service Award – Prima Blinds
Sponsor – Courtyard Planters*



*Best Food & Drink – The Roebuck
Sponsor – Dale Eddison*



*Community Award – Richard Houldsworth
Sponsor – Arundel Travel*



*Best Employer – Rest Assured Homecare
Sponsor – Print Crew*



*Lifetime Achievement Award
Mick Gray*



*Best Apprentice/Trainee – Joint Winners:
Jess White from Aura Jewellery & Savanna
Dabill from Dales Veterinary Centre
Sponsor – Angels Hair, Beauty & Massage*



THE ORGANISING COMMITTEE

Presidents Note

Dear all,

I joined the Chamber in early 2016 and after a few months made the decision to put myself forward for the position of Junior Vice President. Time has passed so very quickly. Unfortunately our Vice President has been unable to step up this year, therefore I will remain in post as President of the Chamber of Trade. Thank you kindly for all of you who voted me in for a second year at the recent AGM. I am very thankful to the OCT members and business owners in the town that continue to support me. As we move forward with many exciting changes I will indeed endeavour to continue to do my very best to support the Chamber members and the Executive Committee, they have all been genuinely encouraging and very supportive

Moving forward with my second year as President my goal remains to encourage Otley businesses to join in as new members, help support new and existing businesses to work together within the town and help to strengthen the foundations of OCT. Alongside the Executive Committee we look forward to building more robust relationships with partner bodies such as Otley BID, Otley Town Council, Otley Town Partnership and Otley In Bloom

I will continue with the 'Presidents Hot Seat Q&A' session which will feature in the Bulletin each month. This will provide an effective platform for encouraging businesses in the town to flourish. Any business interested please do get in touch. It's always a pleasure to hear from you: Keeley Tel 01943-660497 or email contact@dorisdentestates.co.uk

The Chamber has a vacancy for a Junior Vice President. Andy Burnley is welcomed as Vice President. Andy will be introducing himself at the next Chamber meeting

The Otley business in the 'hot seat this month is Russell from R&J Seafoods (Fishmongers), situated on Otley Market (Tuesday, Friday & Saturday)

Q Please tell us about you and your business?

My name is Russell and my wife is Joan, although known locally as 'The Fish Man'.

At the age of 24, I had just finished my engineering apprenticeship. I married into the trawler business as both Joan's father and brother were trawlermen and went out fishing from Grimsby to Iceland. I knew nothing about fish, but I soon picked it up. Joan was an accountant but we both fancied working for ourselves and bought a van and took over the business. We travel to Otley from Grimsby three times a week for Otley market.

Q How long have you been here in Otley?

We have been here in Otley market for over 30 years, we initially started on a Tuesday market which was back then a seasonal

market.

Q Where did you find the inspiration for your business idea?

The inspiration really was that I did not enjoy engineering but I finished my apprenticeship and we both seized the opportunity to take over the family business.

Q Please tell us what you do to promote your business

For us word of mouth naturally offers promotion for our business and much more. Some of our customers have been coming to buy from us for 30 years, we have grown old with them and some along with other market traders have become friends. If not for Otley we would have probably retired by now.

Q How would being a member of Otley Chamber of Trade help you?

I was previously a member of OCT as Leeds City Council paid for our membership and I did find it very useful. We will consider joining again as I am liaison officer for the market trades.

I would like to thank Russell for taking the time to speak with me. It was both interesting and inspiring listening to his business story

Keeley Kear
President Otley Chamber Of Trade & Commerce



If your business has any interesting economic news, large or small (expansions or contractions, achievements, announcements, minor victories or anecdotes) or would like any rumour or concern investigation, please email wilkinson_tim@sky.com and Otley Chamber of Trade will do our best.

Although by no means comprehensive, this newsletter is produced after reasonable direct research from a number of reliable sources and accordingly, this information is offered in good faith and believed to be accurate and authentic. If in doubt readers may like to rely on their own investigations.

Previous editions are available by visiting the Otley Chamber of Trade website www.otleychamber.co.uk



NEXT CHAMBER MEETING
EVERYONE WELCOME - member or not
Tuesday 21st May 2019
5:30pm at the
VENUE TBC
Open networking with
food & drinks from 5:30pm