

SEPTEMBER | OCTOBER 2024

Island Business

features | interviews | articles | news

includes Isle of Wight Chamber member news and events

IW Chamber Business Expo 2024

Red Squirrel Property Shop

Wildheart Animal Sanctuary

BCM Wilson Hill

Mountbatten

Mission Zero

Wightlink

Nosy



It's a bumper networking special, with upcoming IW Chamber events, training and new members





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Editor's FOREWORD

WELCOME TO ANOTHER BUMPER EDITION OF ISLAND BUSINESS, WHERE WE REFLECT ON A SUMMER OF NETWORKING.

It's been an uneven summer season for many, although with some good luck, the Chamber's flagship networking events managed to enjoy decent spells of sunshine and even the occasional mini-heatwave.

Our biggest day for business networking took place in July with our annual Business Expo, held at Ryde School and sponsored by WightFibre. See page 26 for extended coverage of a spectacular day for B2B engagement and promotion.

The Chamber's annual Cowes Week Barbeque returned to the Island Sailing Club and was once again sponsored by Red Squirrel Property Shop. We talked to CEO Charlie Panayi at the event.

Elsewhere in this issue you'll see snapshots of other great networking opportunities this summer, including the launch of Project Bear at the Wildheart Animal Sanctuary, a rare chance to tour the factory of the multi-award winning AJ Wells and Sons, a breakfast at Liz Earle and a splendid afternoon tea at Quarr Abbey.

We also check in with BCM Wilson Hill, Wightlink, Nosy, Mountbatten and many more Island businesses to hear their news stories.

Enjoy your magazine! ■

TOM STROUD
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IW CHAMBER'S VISION

To bring the Island business community together. Helping organisations of all sizes achieve more than they could alone.

NEWS

Isle of Wight Steam Railway names first Chief Executive

Marc Morgan-Huws is the new Chief Executive at the Isle of Wight Steam Railway. Marc has previously held a number of senior positions within the transport industry and until last year was Commercial Director with First South West Ltd, responsible for commercial, contract, school and leisure bus and coach services across the South West.

The newly created role follows the trustees' recognition that the successful, award-winning railway has reached another chapter in its 53-year development with significant opportunities ahead to further develop and strengthen the railway as an educational charity, visitor attraction and substantial volunteering provider.

"With an anticipated turnover in excess of £3m this year and visitor numbers of 130,000 we are a major tourist attraction and one of the leading heritage railways in the country," says chairman Peter Taylor. "We need a management structure and business plan to secure the future of the railway for at least the next 25-30 years. Marc has the skills and leadership qualities to build on the successes of former managers who have put the railway in the strong position it enjoys today and makes us the envy of many of our peers." ■



Marc Morgan-Huws



Laura (left) and Caroline Hurley

Healthwell Solutions moves to Parklands

The newly opened Parklands centre in Cowes is now the home of Healthwell Solutions. Caroline Hurley founded the health and wellbeing business in 2021 with her husband Bryan and daughter Laura. Their brand new rooms at Parklands will host the Healthwell Clinic, where various practitioners will be offering therapies including sports massage, Thai massage, osteopathy, chiropody, audiology and aesthetics.

Caroline is an award-winning training provider and the Healthwell Academy offers a selection of courses including massage and reflexology. Bryan specialises in Wellbeing and they offer group sessions specialising in improving health and well-being for individuals and businesses.

"I'm really excited to have opened the doors to a new era for Healthwell," Caroline says. "it's great to be back in Cowes and it's brilliant to see Parklands open to the community. Our new, purpose built treatment rooms on the first floor are fabulous and it's a new era for Laura, Bryan and myself. We're closer to the community and we have ambitious plans for the future, expanding our offer. We're also really pleased to have the Alzheimer Café as our landlord and to be able to support their work by being based here." ■

Rouse Limited goes from strength to strength

Having celebrated a 30-year milestone in financial services last year, and currently chalking up two years in their Lugley House offices, Newport-based financial services team, Rouse Limited, is now taking on clients from Vectis Financial Services. Director, Geoff Battram, will initially join Rouse Limited to enable a smooth transition for his clients prior to his retirement in 2025.

Geoff said: "As I confirmed, both verbally and in writing, to my clients, it was very important to me to try and maintain a local connection. Rouse Limited is the only firm on the Island in whom I have complete confidence that they can, and will, look after my clients going forward. I also know that they have the capability and systems in place to look after all their existing clients as well as my own."

Lisa Butler, director at Rouse Limited said: "We're delighted that Geoff has chosen to entrust us with his clients' wealth management and we welcome them all. We have recently increased our numbers across most sections of the team and continue to streamline and improve the way we work in order to provide the best possible service for all our clients." ■

Isle of Wight wins UK Destination of the Year again

The Isle of Wight has been named Best UK Destination of the Year for the second year running at the Group Leisure and Travel Awards. It's the second consecutive win for the Island, facing down tough competition from destinations such as London, Leicester and Leicestershire, Norwich, Wiltshire and York. The Island celebrated other successes as Warner Leisure Hotels, with locations at Bembridge Coast and Norton Grange, was awarded Best Accommodation for Groups.

Will Myles, MD of Visit Isle of Wight, said "This is great news not only for Visit Isle of Wight, but for all of the Island businesses that deliver such a great service for groups, including the transport providers to, from, and on the Island." ■



New zero-emissions high-speed vessel for Red Funnel



Red Funnel will introduce a high-performance, emission free vessel to its Southampton to West Cowes route. In partnership with leading maritime technology company Artemis Technologies, the new electric e-foiling passenger ferry will provide the first zero-emissions commercial service between the South Coast and the Isle of Wight. Artemis EF-24 Passenger will join Red Jets 6 and 7 in late 2025.

Red Funnel CEO, Fran Collins, said: "We are delighted to reach this exciting milestone as part of our journey to decarbonise our fleet. Delivering first-class service to our customers is our priority and the Artemis EF-24 passenger ferry will provide speed, comfort and reliability as well as significantly reducing greenhouse gas emissions and air pollution. This is an important step towards transitioning to a sustainable and environmentally friendly fleet that will continue to provide a lifeline service for the Isle of Wight community both now and for future generations."

Operation of the Artemis EF-24 Passenger will save up to 3,700 tonnes of CO₂e per year. Using electricity from renewable sources will increase annual emissions savings to approximately 4,150 tonnes of CO₂e. ■

Double success for Isle of Wight architect

Cowes-based architect Leah Mew is celebrating a double success at the prestigious Isle of Wight Society Conservation Awards and RIBA Design Awards. It was the first time Leah had entered the awards yet she won both the RIBA Martin Pearce Innovation Award and the Isle of Wight Society Certificate of Merit for Conservation.

Both awards were for work at Rowlands Farmhouse, Havenstreet – a project that preserved the Grade II listed building's heritage whilst bringing it into the 21st century. A major feature of the project was sympathetically transforming the farm's historic pond into a natural swim pond using modern technology to provide clean, safe water to swim in whilst retaining it as a home for local wildlife.

Leah said: "We were thrilled to see our work at Rowlands Farm recognised because we were up against some really fabulous other projects. We are passionate about preserving the Island's heritage and with some creative thought we are able to do that while at the same time embracing the latest technology and environmental thinking." ■



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We are absolutely stoked to celebrate our third anniversary this October (11th). Our success story is deeply intertwined with the unwavering support from the Isle of Wight community and the opportunities provided by the Isle of Wight Chamber of Commerce. As proud patrons of the Isle of Wight Lottery, we truly believe in the vital role it plays in advancing local businesses and supporting the island's economic growth.

Our team at Hera Creative Design would like to extend heartfelt gratitude to the Isle of Wight community for your continuous support and we look forward to many more years of collaborative success within this wonderful community. This milestone is not just a celebration of our achievements but a testament to the power of community support and the shared vision of growth and creativity on the Isle of Wight.



Keert partners with Voi to service bikes and scooters



Local, independent, CIC business Keert, the Island's ultra low emissions logistics company, has won the contract for battery changes, safety checks, and ongoing maintenance for Voi's e-vehicles on the Isle of Wight. Voi now supplies the Solent area with e-scooters and e-bikes, replacing Beryl in areas including the Isle of Wight.

This collaboration marks a significant step towards enhancing sustainable transportation options for residents and visitors on the Isle of Wight.

Keert will access the fleet of Voi scooter and bikes using their ultra low emissions e-cargo bikes and e-van, making sure the whole Voi operation on the Island is sustainable and working towards the Isle of Wight's Net Zero by 2040 aim. The new contract with Voi has also enabled Keert to hire additional paid staff, providing more job opportunities for local residents. Keert is committed to offering a living wage and comprehensive training and development for all new employees, ensuring they are well-prepared for their roles.

"We are thrilled to partner with Voi and support the growth of electric bike and scooter services on the Isle of Wight," said Matthew Whittaker, Director at Keert. "By ensuring that these vehicles are safe and well-maintained, we are contributing to a greener, more sustainable future for our community."

The partnership will initially focus on Cowes, Newport and Ryde, with plans to expand the service across the entire island in the future. This expansion will provide more residents and tourists with access to affordable, clean and efficient, transportation options, reducing the island's carbon footprint and promoting sustainable travel. ■

Triple awards recognition for Bayliss & Booth

Lifestyle store Bayliss & Booth is celebrating a trio of awards successes so far this year. In May, Bayliss & Booth won the Best Lifestyle Store in the prestigious 2024 Muddy Stiletto Awards for the Hampshire and Isle of Wight region. As regional winners, Bayliss & Booth were one of just five successful finalists per category to progress to the national finals. Renowned for celebrating the finest local businesses, with a focus on those that bring vibrancy and excellence to their communities.

In March the store also took 'Highly Commended' in the Independent Retailer of the Year category at the Isle of Wight Radio Best in Business Awards.

Peter Lambert who owns the store with his wife Carole says "All these recognitions further celebrate our commitment to offering a unique and exceptional shopping experience for our customers. The ethos of Muddy Stiletto is all about celebrating brilliant local businesses and we hope that our award will help to give our business a real boost." ■



Peter and Carole Lambert

Eldridges welcomes Joshua Gallop to the team



Rachel Day and Joshua Gallop

Joshua Gallop joins the conveyancing team at Eldridges Solicitors, advising clients on all aspects of property sales, purchases and right to buy. He'll oversee land transfers, remortgages, equity release, deeds and more, including first time registration of unregistered property and land, something which is prevalent on the island.

Joshua qualified as a solicitor in 2020 after achieving a first-class honors law degree. He will be based in the company's Freshwater offices but will also be meeting clients at Eldridges Newport offices. Joshua adds to an already established team, which includes Ian Bradshaw and Rachel Day, both well known to many across the island as specialists in residential property. ■



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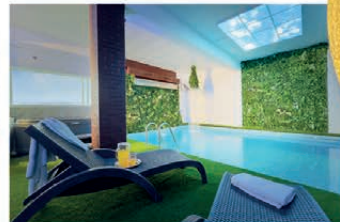
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ISO 9001:2015 success for Sandrock Supplies



Sandrock Supplies has achieved the prestigious ISO 9001:2015 certification, an internationally recognised standard for quality management systems. The Newport based business is a supplier of Personal Protective Equipment (PPE) and consumable items. The ISO standard focuses on customer satisfaction, high-level management involvement, process efficiency, and continuous improvement.

Quality Manager, Sam Simmonds says, "Achieving ISO 9001:2015 certification was a strategic goal for us. Our certification journey involved a rigorous evaluation of our operational and management processes, demonstrating our dedication to top-notch service, product sourcing and provision. It reflects our commitment to quality and dedication to our customers. This certification is a validation of our team's hard work and the robust systems we have in place.

"As a key supplier of PPE, Sandrock Supplies ensures the safety and well-being of workers across various industries on the Island and globally. The certification guarantees that our extensive product range, meets the highest quality standards, which is crucial in today's heightened demand for reliable PPE." ■



New location for Wed & Prosper boutique

Bridal boutique 1840 by Wed & Prosper has relocated to new premises at The Stables at Northwood House. 1840 is the brainchild of Carrie Almond and is run by the team behind Wed & Prosper, the award winning wedding planning business, founded in 2017.

"It was an opportunity that couldn't be missed, a ground floor boutique at a wedding venue in the heart of Cowes," says 1840 by Wed & Prosper's Carrie Almond. "We are so excited to have become part of the Northwood House family. Our sister business Wed & Prosper is onsite regularly and with Wed & Prosper being down the road, having the businesses minutes apart from each other makes perfect sense for staffing. A ground floor property also ensures we are fully accessible, which is really important to us. We look forward to welcoming brides to our new boutique. During September we celebrate our first year open and will have lots of fun things happening so keep an eye on our socials." ■

Yokogawa Marex welcomes student interns



Cowes-based specialist software solutions company Yokogawa Marex has welcomed two student interns for the summer, offering invaluable industry experience to university students while gaining fresh insights and perspectives.

Alvaro Vicente Tarrago is studying for an MEng in Electronic and General Engineering at King's College, London and joins the team until mid-September. He will be carrying out research into the application of AI and Machine Learning to assist operators in process plants.

Hallam Saunders is studying for a BSc in Computer Science at The University of Surrey, joining the team for the month of August. He has worked on research for the future direction of Yokogawa Marex's lead product, Exaquantum. Hallam and Alvaro are both Island residents when not away at university.

"Yokogawa Marex has a strong commitment to engage with and provide opportunities for students as they embark upon their career in software development through our work experience, internships, apprenticeships and graduate programs," explained Wayne Matthews, Yokogawa Marex's Divisional Director. "Internships provide a great opportunity for students to gain experience in the workplace and for us as a company to learn, as they bring new ways of working and fresh ideas, and maybe become the future of our team. Whatever they choose to do we are proud to have helped them in some way on their journey." ■

Wightlink's £10K sustainability grants to community



Waterside Community Trust: Todd Miller, from the Waterside Community Trust, accepts the Wightlink cheque from Dean Murphy, Wightlink Head of Port Operations, watched by volunteer lifeguards, from left, Charlie McCarthy, Summer Tucker, Harry Beacham-Clapp and Ben Milward.



Keert: Community Pantry worker Abbi Leverton and Martin Gulliver, Wightlink's Head of Island Ports, with Matt Whittaker from Keert and Volunteer Rider Nic Ward.

Degree success for IW Chamber's Kathryn Morey

Congratulations to Kathryn Morey, who has graduated from the University of Portsmouth with a First Class BA (Hons) Degree in Business Leadership and Management. Kathryn studied for her Level 6 Degree Apprenticeship for the last three years, alongside her responsibilities at the Isle of Wight Chamber. Kathryn originally joined the Chamber as an Apprentice in 2013, and has worked hard across many aspects of the business to become one of the most senior and experienced members of the team.

Kathryn is the PA to the Chamber's Chief Executive and works on the Chamber's flagship events, including the IW Chamber Business Awards, which have grown significantly in size and stature in recent years.

"I'm thrilled to have achieved a first for my degree," Kathryn says. "I've worked very hard and learned a lot in the last three years. Studying whilst working a full time role was very demanding but I'm very proud of the result. I've enjoyed being back in education and I'm excited by the future and the possibilities on offer to me." ■



Wightlink has been challenging community groups to innovate, improve and take action through its Green Innovation Fund. As part of the ferry company's commitment to run an environmentally conscious business, £10,000 is being shared to help the Island to make progress towards meeting the United Nations Sustainable Development Goals.

Ryde's **Waterside Community Trust** has been awarded £7,500 towards the cost of an electric all-terrain vehicle (e-ATV). It will be used every day in the summer to respond to emergencies and transport equipment between the beaches in Ryde and Sandown. Replacing a petrol vehicle, the e-ATV will reduce carbon emissions and noise pollution on the beach.

Trust Beach Manager Todd Miller says: "We are elated to have obtained the grant from Wightlink to purchase the new all electric vehicle for the Beach Lifeguard Service. The new e-ATV will be used to tow our beach wheelchairs, an inshore rescue boat and other equipment, perform patrols and much more in both Ryde and Sandown, while helping us to reduce our carbon emissions and looking after the amazing Island we live on."

Alternative transport trailblazer **Keert** has received £2,500 towards buying a new e-cargo bike for the West Wight. Enthusiastic riders are already delivering all kinds of things for the Island community, with zero emissions. Using an e-cargo bike improves air quality, makes roads quieter and reduces traffic noise. It shows Islanders that bikes are an alternative to cars and inspires others towards a healthier lifestyle.

Rider/Director Matt Whittaker says: "The grant from Wightlink has meant we've been able to extend our operating area to cover the West Wight much sooner than we otherwise would have done. This enables us to support the pop-up community pantry in Freshwater and offer West Wight businesses the opportunity to choose a low carbon option for their deliveries." ■

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BCC research shows most SMEs are still struggling to embrace AI

The majority of SMEs are still not using artificial intelligence, despite a growing acceptance by businesses that it will help boost productivity. Research carried out by the British Chambers of Commerce Insights Unit in partnership with specialist recruiter Pertemps Network Group, shows:

- **43% of firms have no plans to use AI technology**
- **25% of businesses are currently using AI**
- **Customer facing businesses (B2C) are even less likely to adopt AI, with 50% stating they have no plans to use this technology**
- **42% of companies say they believe AI will increase their productivity overall, while almost none (2%) expect it to cause a decrease**

The BCC research found overall, 43% of respondents had no plans to use AI at all, 25% said they were currently using a specific AI technology, while 8% were not sure if they were, and 24% planned to in future.

There are significant sectoral differences. The new data shows that B2B companies are most likely to be currently using AI (33%). Meanwhile, manufacturing firms are the sector least likely to be using AI technology (19%) – with nearly half of manufacturers (49%) also saying they have no plans to adopt the technology, while just 24% intend to use it in the future.

The findings are part of the landmark BCC/Pertemps Employment Trends Report 2024, which examines major trends impacting the labour market, including changing skills needs and increasing occupational health requirements. The report also found:

- **Only 11% of responding businesses feel their current training arrangements are allowing them to meet their future skills needs.**
- **Four in ten (39%) say they have seen an increase in the use of occupational health by employees.**

Carmen Watson, Pertemps Network Group Chair, said:

“AI has the potential to significantly benefit many industries but, as our research with the BCC shows, there is still a nervousness about its applications. One of the areas it can help is addressing skills shortages. Our research shows that many businesses do not feel there are measures in place to address

the current shortages and ensure they have a talent pipeline for the future. Only by working together, collaborating across all sectors and disciplines, and embracing new technology, can we tackle this.

“AI will play a crucial role. It can help free-up time for experienced professionals who, freed from some of the more mundane and process-driven tasks on their to-do lists, can spend time upskilling themselves and, also, mentoring those younger professionals coming through.”

Shevaun Haviland, Director General of the British Chambers of Commerce said:

“AI technology is fast becoming a key part of the business landscape. It will have a huge impact on employment trends going forward. Our data is a stark reminder of the challenge ahead to get all firms equipped for the digital future.

“It’s encouraging to see 25% of businesses are now using AI – that’s progress from our survey this time last year. But nearly half of firms still don’t have plans to use the technology. Without direct action by the Government to help SMEs – many firms risk being left behind. Businesses need advice and support to make the digital steps forward.

“That support on AI will also help firms feel more confident in their future skills planning. The pace of technological change is speeding up, not slowing down. It’s vital that all businesses are given the opportunities to embrace AI”. ■



Shevaun Haviland,
Director General of the BCC
speaking on the Isle of Wight



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In addition to our established Isle of Wight office, BCM Wilson Hill now boasts three strategically located offices across the South of England and a team of fifty property experts. This expanded network enables us to tap into a wider pool of potential buyers from the key regions of Wiltshire, Dorset, Hampshire, Berkshire, Oxfordshire, West Sussex, Surrey and beyond, helping us reach a larger audience.



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With a deep-rooted history on the Island, the BCM Wilson Hill team possesses an unparalleled understanding of the local property market. We regularly advise 600 retained clients on their Island property – year in, year out with everything from quaint cottages to expansive estates. When it comes to sales, our intimate knowledge of the Island's unique character allows us to match clients with their perfect property, whether it's a permanent home, a holiday retreat, or a lucrative investment.

Carefully prepared sales packs with top-quality ground based and drone photos are a crucial part of the BCM Wilson Hill service, and efficient marketing to our database, covering the Island and all three mainland offices, helps generate strong interest.

A recent success story is Little Burneston, a stunning creek-side home with its own jetty and mooring guided at £1.95 million, and sold in just 24 days from launch to completion.

Tom Dawson, sales agency partner at BCM Wilson Hill said; "We specialise in this sort of spectacular home in unbeatable locations. Being in touch with Island based buyers and also having comprehensive reach from our mainland database is a massive strength. We have been working closely with the Wilson Hill Hampshire Office and our merger is a great opportunity to bring Island property into the wider market across the southern counties. Our expanded agency team across four offices is meshing together – that is showing in the successes we're bringing to our Island clients".

New homes division

In September BCM Wilson Hill will be launching a new homes department headed up by Jamie Busby, previously a partner and Head of New Homes at Hose Rhodes Dickson. The perfect complement to our existing Planning & Development and Sales & Lettings department, the New Homes service will be an excellent opportunity for developers and self-builders to have on-tap expertise from concept to completion.

The service will bring high quality and thoughtfully designed homes to BCM Wilson Hill's growing sales agency portfolio. Jamie Busby said "The Island has always had its own market and designing schemes with commercial analysis from the start will help our clients achieve their goals. I am excited to be working with the whole team and can see how our in-house planning expertise will work in tandem with our knowledgeable sales consultants to provide a formidable service. I have no doubt the merger of BCM with Wilson Hill will strengthen the New Homes offer even further".



Utilising our full range of services to boost tourism and help the local economy

With experience in working on a number of tourism-based ventures, David Long and the BCM Wilson Hill planning team was approached to advise on the Tiny Homes development with the goal of creating a unique holiday letting business. David worked up a comprehensive and well-considered scheme and the Planning & Development team acted to secure full planning permission for the site. This resulted in six architecturally designed ecolodges with ancillary property including a large studio/yoga barn, all set within 2.08 acres.

After building the business and several successful seasons of profitable operation, Tiny Homes is now for sale through BCM Wilson Hill for £1.25M. David Long, Planning & Development partner at BCMWH, said :

“This is great example of how clients work with BCMWH as ‘trusted advisors’ from concept through to conclusion. The property world is complex, full of regulation and markets constantly evolve; adding value to our clients property and helping them realise it is at the heart of what we do.”

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At BCM Wilson Hill, we believe in building long-lasting relationships with our clients. Our dedicated team is committed to providing exceptional service and personalised support throughout your property journey. Whether you’re buying, selling, renting, or developing, we are here to help you achieve your goals.

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Our rebrand to BCM Wilson Hill marks a significant milestone, strengthening our commitment to providing an even more comprehensive range of services, and we are proud to offer specialised consultancy in:

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- **Planning & Development:** Navigating the complexities of planning permission can be daunting. Our experienced team will guide you through the process, from initial concept to obtaining planning consent. We understand the Island’s planning policies and can help you maximise the potential of your land.
- **Rural Consultancy:** Our expert team can provide comprehensive advice on a wide range of rural matters, including agricultural land management, estate management, and environmental stewardship. We are passionate about preserving the island’s unique rural heritage and helping our clients make informed decisions.
- **Architecture & Design:** Our in-house architectural services allow us to bring your vision to life. Whether you’re looking to extend your existing property or build a new home, our architects will create designs that complement the Island’s character while meeting your specific needs.



IW CHAMBER NETWORKING

IW Chamber members are well connected!

Informal networking and making connections are a huge part of your Chamber membership. In recent weeks members have benefited from a wide range of networking opportunities, including a factory tour of AJ Wells & Sons in Newport, an introduction to Project Bear at the Wildheart Animal Sanctuary in Sandown, a Biosphere special breakfast at Liz Earle in Ryde, and an afternoon tea at Quarr Abbey.

To find out more about our upcoming events and training opportunities, see the full list in our IW Chamber Members pages, starting on page 42. ■



**FACTORY TOUR OF
AJ WELLS & SONS**



**A BIOSPHERE
BREAKFAST AT
LIZ EARLE**





**PROJECT BEAR AT
THE WILDCHEART
ANIMAL SANCTUARY**



AFTERNOON TEA AT QUARR ABBEY



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THE SALES TEAM

Our sales team is dedicated to looking after Wightlink's customers, whether you're a hotelier, manufacturer, trades person, delivery company or any of the Chamber's hundreds of members. We can give advice on how to open a business account, the best ways to book and the most cost-effective ways to travel. Please contact sales@wightlink.co.uk.

THE BUSINESS HUB TEAM

Our Business Hub team is on hand for any queries with your bookings. Whether you are creating, amending or cancelling a booking, they are just a phone call away. If things go wrong and you have to change your sailing, don't panic, just give us a ring **023 9285 5260**. Alternatively, why not use our recently launched Live Chat which can be found on our Business Hub pages wightlink.co.uk/business.



Meet Wightlink's Sales team –
Toni Ballamy, Sales Team Leader,
Kirstie Higgins-Day, Head of Commercial Sales
and Mark James, Sales Executive.





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KEEPING IT GREEN

Wightlink's environmental credentials are second-to-none. Our hybrid energy flagship Victoria of Wight is England's first large ferry to combine power from batteries and conventional engines, using 20% less fuel than similar ships. But we want to go further and are ready to invest in an all-electric ferry, when shore power becomes available on both sides of the Solent.

We are now generating electricity from solar panels at Fishbourne, Lymington and Portsmouth Gunwharf, they will be installed soon at our Portsmouth Harbour FastCat port and we are even planning to put them on some of our ships.



Our EV chargers at Ryde, Fishbourne, Lymington and Portsmouth Gunwharf will keep your electric vehicles on the road and you can enjoy our food on board safe in the knowledge that as many as possible of our tasty treats are sourced from Island suppliers. ■



RED SQUIRREL PROPERTY SHOP'S CHARLIE PANAYI

Red Squirrel Property Shop once again sponsored IW Chamber's Cowes Week Barbeque, held at the Island Sailing Club. CEO Charlie Panayi spoke to Tom Stroud about business, expansion and his campaign for Zoe's Law.

Let's start with the property market. How's it looking in summer 2024?

It's still very positive. The market is different to a year ago but it's still super buoyant in terms of activity. As an agent you've got to do your job better now though. There was a stage in 2020 to 2022 where you could name a price for a property and someone would buy it. Now you have to market it properly and price it correctly. At Red Squirrel we've just hit another record for our half-year, so we're really happy.

Red Squirrel Property Shop has expanded, by acquiring lettings agency ABiggerFish and opening an office in Dubai. You're looking very confident about the future.

We've been trying to buy Island letting agents for about 5 years. I've bought businesses internationally, for myself and for companies, so it was natural that once Red Squirrel was fully established and had our own assets, we would then start buying other companies.

We've got a couple of off-Island acquisitions going through now as we speak. I've been working in Dubai personally since about 2010 and the market is like no other in the world. It's a traders market. I love Dubai for its mindset, positivity and innovation, and Red Squirrel is very innovative. So Dubai matches my ethos and it's a crazy market, it's fun as well and the business opportunity is phenomenal. It's a lot harder than England but I've got great connections over there.

Expansion doesn't faze me because I'm involved in lots of different companies, including media, property, events, beauty and wellness. I actually enjoy change and innovation. I love growth. I'm not money driven. People might think I am, but actually that's the furthest thing from who I am. I just like success.



You say you're not money driven but is that because you have made a lot of money already, so you don't need to be?

I think everyone defines success in different ways. Money helps you to be happy - and anyone who says it doesn't is talking nonsense - but it doesn't make you happy. I'm not driven by money in the sense that having made a million, I now need to make two million, and then five million, or whatever. I'm driven by being better and doing things really well. The money follows if you focus on that.

Your sister Zoe died in 2020 from melanoma skin cancer and you've been campaigning since then for a change in the law, to ensure that all removed moles and skin tags are tested for cancer. How is that progressing?

It's a slog really. I try to be politically correct when I talk about the support for Zoe's Law but I just think people are lazy. They cry over Zoe's story, real tears, and they share it. But they won't sign the petition. It takes 60 seconds but we can see that when people log on, they either don't finish the process or they don't want to put their personal details in.

It's frustrating because if the amount of people who have shared and talked about Zoe's story had actually signed, we would have reached more than 100,000 signatures three years ago. Currently we have around 38,000 but Parliament won't look at it without the 100,000 signatures.

We have raised a lot of awareness and we have changed people's lives already, by encouraging them to get tested. Awareness is important too, but we still want the law changed. We'll keep fighting, until we get there. We've got to make sure Zoe didn't die for no reason.



Find out more and sign the Zoe's Law petition at:

<https://www.change.org/p/uk-parliament-make-it-zoe-s-law-ensure-all-moles-tags-removed-are-tested-by-law-for-melanoma-cancer> ■

"I want a share of a very big pie, rather having all of nothing. We are growing through acquisitions but we're going to grow anyway, because I believe we give the best service. That's why we grow consistently."



ISLAND SAILING CLUB

COWES WEEK BBQ

SPONSORED BY



Informal networking at its very best, with sunshine and sea air, overlooking the racing at Cowes Week, at the Island Sailing Club. With an open bar, stocked with Mermaid Gin, along with a buffet menu of locally sourced meat and produce, members enjoyed a splendid afternoon on Wednesday 31 July.



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WILDHEART
ANIMAL
SANCTUARY

WILDHEART TO RESCUE TWO BEARS FROM UN-BEAR-ABLE CONDITIONS!

The Wildheart Animal Sanctuary has inspired many with its captivating rescue stories. In the past, it has provided a home to two tigers found dying in the back of a horse trailer, rehomed lions from a beast wagon in Spain and rescued exotic pets discovered in cramped and inadequate housing in people's homes around Europe. This year, the Sanctuary launched its most ambitious project yet: to rescue two European Brown Bears, Benji and Balu, from Azerbaijan. These bears were likely taken from the wild as cubs and imprisoned in a tiny cage at the side of a restaurant. After a decade of entertaining tourists, they were moved into another concrete cage in a forest, where they continue to suffer the wrath of captivity. This is where they remain today awaiting rescue. The Wildheart team is desperate to bring Benji

and Balu to the Isle of Wight where they can begin their recovery and rehabilitation, but first they must raise £150,000 to cover the cost of building a new rescue facility for Benji and Balu. This huge undertaking would seem intimidating to most, but the Wildheart team have taken it in their stride. After just three months of fundraising, they are only £25,000 away from reaching their target. This achievement is thanks to the incredible donations and support from the public, the hard work of Sanctuary staff and volunteers, and funding and discounts from corporate sponsors.

The local community has found wonderfully creative ways to raise funds for this urgent campaign. Examples include a sponsored skinny dip by Swim the Wight, sponsored walks, a fashion show by Bellissima, birthday fundraisers, and multiple bear



wildheart
animal isle of wight
sanctuary





Lawrence Bates, Chief Operating Officer at the Sanctuary, had this to say:

"We are truly overwhelmed by the support we have received from Island businesses and individuals, whose passion for this campaign is testament to the Island's spirit of togetherness and love for the natural world. Their energy spurs us on, making the impossible achievable and ensuring Benji and Balu's torture will soon be over. We cannot thank everyone who has been involved enough and look forward to inviting everyone over to see the bears very soon."

quizzes. The Sanctuary hosted the 'Big Bear Ride' in July, featuring two cyclists dressed as bears on penny farthing bicycles, and three members of the Wildheart team completed the Three Peaks Challenge, raising over £3,800. This build wouldn't be possible without the generous support of Island businesses. They have assisted with fundraising events, provided donations, delivered services, offered skilled labour, loaned heavy machinery, and helped transport materials. Just some of these amazing businesses include: Bate Brand, Cherry Godfrey, Churchers Solicitors, Modh Design, Red Funnel, S.M. Bunting, Tornado Wire, Wight Building Materials, and Wightlink, amongst many other generous supporters.

A 3,500m² area within the Sanctuary's site is being transformed into the perfect home for Benji and Balu. Tailored to suit their needs and help them recover both physically and psychologically from the trauma of their early years, it will be equipped with all the features they need to become 'bears' again. This includes forest areas, meadows, streams, ponds and caves supported by a state-of-the-art bear house and veterinary area that will allow the staff to implement bespoke care plans to maximise the bears' recovery. With the overwhelming support, donations and the plethora of Island tradespeople that have volunteered their time and expertise this outside area is already halfway complete!



PROJECT-BEARS



Mark Bate, owner at Bate Brand, who has provided the designs for the bear marketing collateral, had this to say about his partnership with Wildheart:



"As specialists in brand development, Bate Brand is privileged to have collaborated with the Wildheart Animal Sanctuary on a profoundly meaningful project - raising awareness for the rescue of Benji and Balu. Working with the Wildheart team has been an exceptionally fulfilling experience. Their passion for wildlife protection and dedication to their mission is evident in every interaction, facilitating our work and making it truly inspiring".

The Wildheart team feel truly humbled by the number of Island companies who have offered their services to bring Benji and Balu to the Isle of Wight. But there's still a long way to go before these bears can make the journey to their forever home. When asked how local businesses can still get involved, Christine Harty, Head of Fundraising, said:

"There are so many ways that you can help us cross the finish line. We're looking for discounts or donations of materials as well as experienced builders, to help us work on our bear house, visitor area, pathways, fences and ponds. We'd also be interested in hearing from anyone with connections to airlines who could assist us with transporting Benji and Balu from Azerbaijan to the Isle of Wight.

We truly value the partnerships we create with companies who wish to support the rescue of endangered animals, contribute towards the protection of our world's natural environment, and who want to be part of an Island-wide project that has garnered incredible support from the community. As a thank you for their support each partner will receive a bespoke package, which can include opportunities for staff to visit the Sanctuary and volunteer, experiences with our animals, and public recognition of their partnership."

From building a bear house to sponsoring new accessible pathways, this is a wonderful opportunity to get involved with The Wildheart Animal Sanctuary. If you want to get involved, please contact:
fundraising@wildheartanimalsanctuary.org

For more information on the Bear Project visit www.wildheartanimalsanctuary.org/project-bears or use the QR Code ■

WHAT WOULD HAPPEN WITHOUT MOUNTBATTEN?

“Volunteering at Mountbatten has given my life a purpose”

Less funding from the NHS could result in Mountbatten services being cut over the next 18 months, its chief executive has warned. Speaking at the charity's recent AGM, Mountbatten CEO Nigel Hartley said the impact could be 'catastrophic' for the Island.

Around one third of Mountbatten's overall income is funded by the NHS but the money falls short of rising costs and demand for services.

“It is well documented that hospice funding is in crisis and Mountbatten is impacted just as much as everywhere else,” said Nigel. “Our costs have gone up by eight to ten per cent in the last year but the NHS contribution has only been uplifted by 0.6 per cent. Essentially, that means we will receive around £350,000 less this year, meaning we will have to make savings or find that money from somewhere else to sustain our services at the current level.

“Fundraised income already provides the other two thirds of our overall costs and while we are incredibly lucky to be so well supported by our Island community, we cannot keep expecting even more. As we reach more people earlier in their diagnosis, we can keep them living well for longer and help them to stay at home, rather than going to hospital.

“This is reducing pressure on the wider health system but sadly, the NHS does not appear to recognise that in terms of its financial commitment. It is absolutely imperative the new government puts the health and social care system back together and gives more help to hospices.”



NOSY



*Nigel Hartley,
Mountbatten's CEO*

The funding gap has been captured in Mountbatten's new film, the charity's latest collaboration with NOSY. 'Without Mountbatten' is set in an empty warehouse, featuring staff, volunteers and patients sharing a personal story as they drop a ball into a glass container.

The aim of the film is to provide a visually striking message, illustrating Mountbatten's need for more support.

Janet Boulton, who became a Mountbatten volunteer after the hospice cared for her husband, John, took part in the film.

"I owe so much to Mountbatten for how they cared for John, I would not have coped without them," said Janet. "I always say, they gave me John back after a very difficult time through lockdown, managing his complex symptoms caused by the spread of cancer.

"He spent his last few weeks at Mountbatten and I was able to share precious moments with him before he died. I know exactly how vital Mountbatten is to so many people like me and John, which is why I volunteer.

"I had no hesitation being part of the film because if I can do anything to help, I absolutely will. Volunteering has given my life a purpose. I've changed and grown in confidence; found new friendships and have had the privilege of spending time and affection with people in adversity."

Mountbatten and NOSY have been collaborating on various projects for the last five years. This year, the two organisations wanted to create something new and imaginative around Mountbatten's funding predicament.

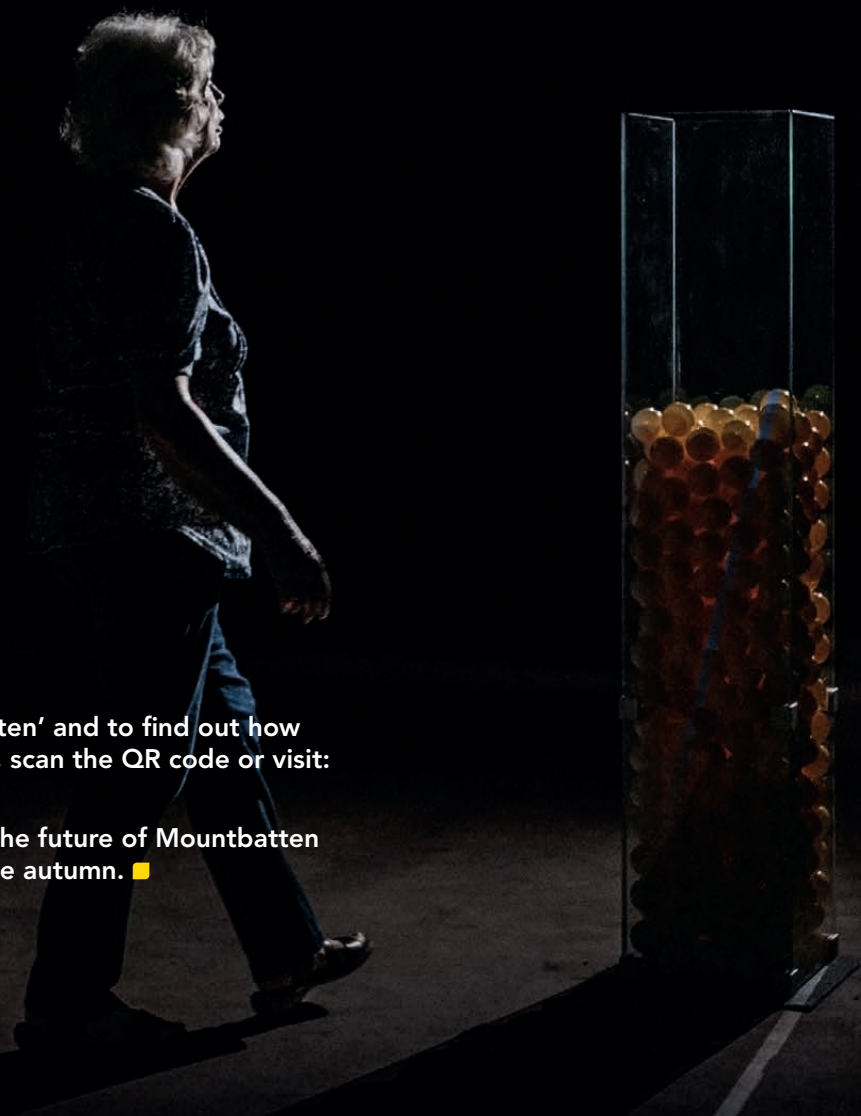
"It has been our privilege to create a variety of impactful campaigns for Mountbatten," said NOSY founder Matt Greg. "Through our work, we have encountered stories from numerous staff, volunteers, patients and families, all of whom have consistently highlighted Mountbatten as a brilliant and essential organisation for our community.

"This latest campaign showcases the charity's crucial role in a distinctive and compelling manner. Without Mountbatten, many Islanders facing life's final stages would be without critical support, so it is crucial we continue to help this vital organisation."



To view 'Without Mountbatten' and to find out how you can support the charity, scan the QR code or visit: mountbatten.org.uk

A public consultation over the future of Mountbatten services is earmarked for the autumn. ■



EXPO 2024

IW Chamber's Expo 2024 event drew hundreds to Ryde School for a top-class day of networking, sponsored once again by WightFibre. Held in the grounds of the school for the second year, Expo built on the success of the previous event by increasing footfall and showcasing more than 70 exhibiting businesses. Over the next few pages you'll see faces new and well-known, enjoying the high value networking that only IW Chamber can provide.

IWChamber BUSINESS EXPO 2024

Supported by





“Welcome to Expo everyone!”

The day began with a networking breakfast in the Dining Room at Ryde School, sponsored by Biscoes Solicitors. IW Chamber President Jonathan Thornton addressed the gathered exhibitors at the event photocall and WightFibre CEO John Irvine wished everyone well just before doors opened at 10am. Expo enjoyed a steady footfall of visitors across the day, with delegates spending longer at the event on average than in previous years, another win for the new venue and location.





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Sunshine and smiles

Expo excels at providing opportunities for business people to network informally. The main exhibitor marquee was constantly busy, and the deckchairs provided by Ryde Town Council provided a welcome space to enjoy an Island Roasted coffee on the lawn, or an ice cream, courtesy of WightFibre. There was also the opportunity to hop on a new Southern Vectis bus, check out the Tech Truck, courtesy of IW College, or find out more about Hampshire & Isle of Wight Air Ambulance.





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Marquee names

With more than 70 exhibiting businesses and hundreds of visiting delegates during the day, the Expo marquee was the networking hub of the event. With conversations taking place naturally and informally, the value of the day was huge, as Powered Now's Benjamin Dyer (pictured left) explains.

"It's been an incredible day and getting to meet so many other interesting businesses is really refreshing. What I love about the Chamber and also the Isle of Wight is there are so many local experts here and Expo brings us all together, in an event that otherwise wouldn't happen. At Expo, we can bump into each other and actually turn that LinkedIn profile into a conversation. It's a really good day."

The conversations continued across the day, including during the excellent exhibitor lunch, sponsored by Heartbeat.





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Every Time



Connections, cards and caps

The business community rocked up to Expo in full promotional mode, with pull-up banners, promotional items, merchandise, business cards and even costumes. Wight Computers grabbed attention with superhero outfits and many businesses offered prize draws to spark interest and open up conversations. At Expo the key is to stand out and engage.



New opportunities and new faces

Island businesses of all shapes and sizes exhibited at Expo. From established names like PC Consultants and Lifeline teaming up to seize the spotlight with their Formula One simulator, to brand new businesses like Wild Wax Melts (pictured left). Sophie, Archie and Freya took part in the Young Enterprise programme and founded their business last September. Supported by Quarr Abbey's Tracy Osborn and funded by Diametric, the trio promoted their handcrafted soy wax melts throughout the day.

"It's inspiring to be here," Archie said. "It's great to be around so many established businesses and to see where we might be able to reach in the future."

Expo will return in 2025, and if you're in business on the Isle of Wight, you'll want to be there too. Look out for confirmation of the date for next summer. Huge thanks to all of our exhibitors, sponsors and attendees for making Expo our biggest ever so far!



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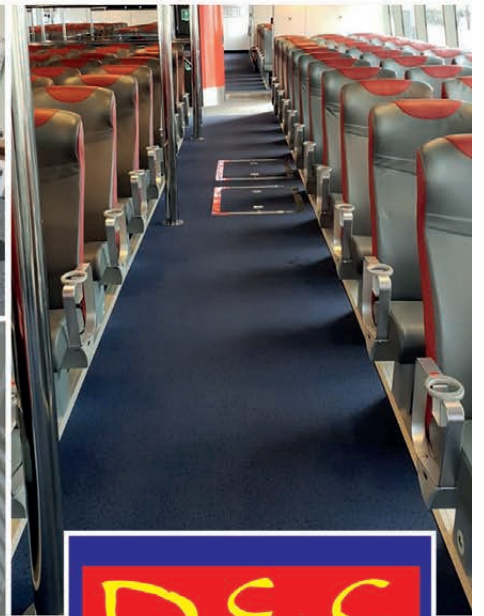


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BUSINESS COMMUNITY BACKS MISSION ZERO AT EXPO 2024

Forty Island
businesses have
committed to
net zero by 2040

This year's Expo event gave the Mission Zero Business Hub team an opportunity to highlight its targets, leading to a series of pledges from the Island's business community. Set up 18 months ago, the Hub provides planning and educational advice to help local organisations achieve their net zero goals.

"Our ambition is to inspire and support Isle of Wight businesses in reaching net zero by 2040," said Matt Greg, Hub chair. "We aim to achieve this through raising awareness, fostering collaboration, providing resources, and offering support.

"We know net zero is hard and we know businesses need support but Expo gave us the chance to have some really positive conversations with people. The pledges show there is momentum on the Island around net zero and awareness around this topic is definitely growing.

"We've established an experienced and knowledgeable committee and we're pleased with how it is progressing. We would like to have 100 Island businesses pledged in 2024, and we are very keen to hear from anyone with an interest in getting involved. Thank you to everyone who has committed so far."

Currently, the venture is funded by NOSY but the Hub committee is exploring plans to seek future funding to expand the grassroots movement into an official Community Interest Company (CIC).



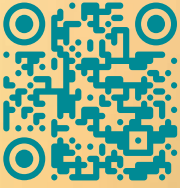
WHY TAKE ACTION?

The UK government has committed to net zero by 2050, while the Isle of Wight Council has set its own target by 2040.

Achieving net zero offers numerous benefits, including reducing energy costs, enhancing business resilience and improving public health. By taking action now, businesses can enhance their reputation and attract more environmentally-conscious customers.

HOW CAN YOUR BUSINESS GET INVOLVED?

Island businesses can make their net zero commitment by visiting missionzerohub.co.uk or scanning the QR code below. There is no cost for businesses to make this commitment. ■



Matt Greg,
Mission Zero hub chair
at Expo 2024



MARNIE
JANAWAY

Inspiration and Innovation showcased at Expo 2024

By Marnie Janaway

Over the past few years I've helped an amazing mix of companies from creatives such as Vicky Wells at Wonderfell Theatre Company, to more established, including the Garlic Farm, to charities like the Wildheart Trust. Expo has been a brilliant opportunity to showcase the innovative and inspirational talent mix we have.

Last year I sponsored an Expo stand for Vicky Wells. I had mentored and introduced her to new ideas. The EXPO gave her a new audience and network.

"The opportunity to showcase creative skills at a business show was initially somewhat daunting," Vicky says. "The reaction and connections have really helped with new avenues and opportunities, which I doubt I would have thought possible without Expo."

This year I wanted to give support to social enterprise Swim The Wight who have an amazing development which we hope will truly develop the Yaverland and Sandown area.

"We were delighted to have the opportunity to exhibit at the IW Chamber Expo," says Sue Barker. "It was great to appear alongside such a diverse range of companies to share with



Marnie with Samantha Woodhouse

the island's business community both our objective to make sea swimming safe and accessible for all and our vision to create an eco tidal sea pool on the island. The constant stream of visitors to our stand along with their enthusiastic interest in what we are doing and especially the willingness of many to join us in making our pool vision a reality was a superb boost to our project and invaluable in developing connections with likeminded island businesses. Marnie's sponsorship, business insight is something we hope others get the chance to benefit from."

Samantha Woodhouse developed the balloon arch at the EXPO. It was exciting to see another super new company growing and gaining contacts at the Expo.

"Marnie is so grounded, practical – all things you need when developing a new business. It is brilliant to have the Expo as a showcase more of my work at various events! Thanks!" Sam Woodhouse

This is just a tiny highlight of some incredible talent we have. I'd love to hear from others to see if we can build an area for new or emerging talent.

I am currently involved with Go for Growth and another project as an independent project lead for Inclusive Island. This is again to help as many as possible to enjoy the wealth of opportunities we have. Let's showcase all the diversity of our Island!

Get in touch via
marnie@marnie.org.uk

Since 2019, I have lived on the Isle of Wight – it's one of those places that really gets into your blood stream quickly. Being invited by Steven Holbrook, the IW Chamber and the Isle of Wight Council to develop a pilot scheme to help mentor SME's here has been an exciting and insightful opportunity.

This work has been carried forward and informs the Go for Growth programme, the new Building 41 and the new Innovation Centre to support new and growing businesses.

Marnie with
Swim the Wight





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IW CHAMBER NETWORKING BREAKFAST

The Fishbourne, Fishbourne Lane, Ryde

Friday 6th September, 7.30am-9am

IW Chamber members - £18 per person

Join us for an excellent networking opportunity at The Fishbourne, with a hot breakfast and a great start to the business day, networking with other Chamber members. We will be sitting outside for this event if the weather is fine.

MEMBER TOUR OF BLACKGANG CHINE LAND OF THE IMAGINATION

Blackgang Chine, Nr. Ventnor, PO38 2HN

Friday 6th September, 11am-1pm

IW Chamber members only

See behind the scenes of the UK's oldest family theme park and one of the Island's most innovative attractions. There will be refreshments, networking and the chance to ask questions. Spaces are limited and will fill quickly.

IW CHAMBER NETWORKING BRUNCH

The Garlic Farm, Newchurch

Wednesday 11th September, 9am-11am

IW Chamber members - £20 per person

An ideal opportunity for informal networking in the great setting of The Garlic Farm. It's a smaller alternative to our breakfast event – join us for brunch, with a capacity for 30 people. If you're new to networking or prefer smaller events, our Brunch is the perfect way to get connected with like-minded business people.



The Fishbourne



COFFEE AND CAKE NETWORKING

Caffe Isola, Newport

Wednesday 18th September, 3.30pm-5pm

IW Chamber members–FREE

Join us for free, informal networking and a superb way to meet other members. A mid-week, late afternoon opportunity to catch up with other members over hot drinks and something sweet.

IW CHAMBER AGM NETWORKING LUNCH

New Holmwood Hotel, Cowes

Friday 4th October, 1pm-3pm

£27 +VAT per person

Join us for a 2 course networking lunch between 1 and 2pm, and then stay for the Chamber's AGM which follows. IW Chamber Members only.

IW CHAMBER NETWORKING BREAKFAST

The Seaview Hotel, Seaview

Friday 8th November, 7.30am-9am

IW Chamber members - £16 per person

Join us for an excellent networking opportunity at The Seaview Hotel, with a hot breakfast and a great start to the business day, networking with other Chamber members.

BUSINESS LUNCH WITH THE BANK OF ENGLAND

Isle of Wight College, Newport

Thursday 14th November, 11.30am-2pm

IW Chamber members - £20 per person

Get the inside track on the UK economy from the Bank of England, as we welcome guest speaker Florence Hubert for our annual IW Chamber briefing. Florence will outline projections for economic growth and inflation as well as taking questions from members. Make the most of this exclusive opportunity to hear expert insight into economic policy at the UK's central bank. Our 2 course lunch will be prepared by the talented professional cookery students at the Isle of Wight College.

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Email chamber@iwchamber.co.uk

TRAINING COURSES FOR IW CHAMBER MEMBERS

BOOST YOUR BUSINESS: TRANSFORM YOUR WEBSITE INTO A SALES POWERHOUSE

Delivered by Chris Court

Tuesday 10th September, 9.30am – 1.00pm

Ryde Cricket Club

IW Chamber members – FREE, Limited Availability

Are you looking to maximise the potential of your website and turn it into a powerful sales tool? Join us for an engaging and practical workshop. This morning course is designed for business owners, marketers, and entrepreneurs who want to leverage their online presence to drive sales and grow their business.

EMERGENCY FIRST AID AT WORK COURSE

Delivered by Good Skills Training at YMCA, Shanklin

Monday 23rd September, 9am–4pm

IW Chamber members - £74+VAT per person

This one-day course is designed to give delegates the knowledge, skills, and confidence to help those that have become unconscious, and those with minor injuries. The Emergency First Aid at Work Course also looks at the responsibilities of the Emergency First Aider. On successfully completing this course, attendees will be confident, safe, prompt, and effective emergency first aiders. The certificate will be emailed after completion.

UNLEASHING POTENTIAL THROUGH STRENGTHS DISCOVERY

Delivered by Alison Thorogood

Tuesday 24th September, 9.30am – 4.00pm

Venue tbc

IW Chamber members - £160 +vat per person

This immersive workshop is designed to introduce managers to the concept of strengths-based approaches. It will shift their mindset and equip them with practical tools to enhance team performance and well-being. Participants will explore the benefits of focusing on strengths, both for themselves and their teams, and learn how to apply strengths-based principles in their day-to-day tasks.

Objectives:

- Embrace the transformative impact of strengths on individual and team performance.
 - Discover and appreciate personal strengths.
 - Cultivate the skills of recognising and nurturing strengths in others.
 - Explore practical strategies to leverage strengths for optimising team performance and fostering well-being.
-

FIRE MARSHAL COURSE

Delivered by Good Skills Training at YMCA, Shanklin

Monday 30th September, 9am–12.30pm

IW Chamber members - £65+VAT per person

This half day course is designed specifically for those who have been designated with the responsibilities of Fire Marshal or Fire Warden. The course will look at the legal responsibilities of both the company and the individual. By the end of this course learners will understand what their duties are as a fire marshal.

MENTAL HEALTH AT WORK COURSE

Delivered by Good Skills Training

Thursday 24th October, 9am-5pm

YMCA, Shanklin

IW Chamber members - £99+VAT

The QNUK Level 2 Award in Mental Health at Work (RDF) is the ideal introduction to understanding mental health in the workplace. The qualification covers the most common mental health conditions, how to identify potential mental health concerns in colleagues and then how to discuss their needs and assist them to access suitable services and support. The certificate will be emailed after completion.

INTRODUCTION TO SOCIAL MEDIA FOR BUSINESS

Delivered by Hera Creative Design

A three part course, on consecutive Fridays, 9.30am – 1.30pm

Friday 6th, 13th and 20th September

Friday 1st, 8th and 15th November

IW Chamber members - Early bird offer £250+vat

Normal price £299+vat

A 12-hour comprehensive training course designed to empower businesses with the skills and knowledge to thrive in today's digital landscape. The course underscores the critical importance of social media in business success. Participants will gain valuable insights into leveraging key social media platforms, developing strategic content, and utilising analytics to drive growth and engagement. This training ensures that businesses can effectively harness the power of social media to help achieve their marketing and branding goals.

By the end of the course, businesses will have a well-rounded understanding of how to strategically leverage these platforms to drive engagement, build brand awareness, and achieve their marketing objectives.

**To find out more or to book on a training course please email:
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Sign up today!

Wednesday 25th September, 9.30am – 4.00pm

Wednesday 23rd October, 9.30am – 4.00pm

Wednesday 20th November, 9.30am – 4.00pm

Visit: www.iwchamber.co.uk/startmeup

The Isle of Wight Chamber of Commerce is providing monthly, one-day business start up courses, sponsored by **Red Funnel**. Our friendly courses will help you to get started on the road to being your own boss.

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Harris Fowler Solicitors

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 07803 088688



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SANDROCK SERVICES

WHY WE JOINED THE CHAMBER

By Sam Simmonds, Quality Manager

“IW Chamber has truly set the benchmark for supporting local businesses”

Sandrock Services was founded in 1995 by Ian Janes, predominantly as a domestic and commercial construction company alongside a small-scale vending solutions operation. Over the years the business has evolved into a multifaceted enterprise with expertise across both construction and PPE / consumable supply operations.

As a small business on the Island, and relatively new to the world of networking, we joined the Isle of Wight Chamber to explore the networking opportunities it offers.

We can honestly say that the Chamber has truly set the benchmark for supporting local businesses. Their events are game-changing, bringing together like-minded

businesses from across the Island to foster support and collaboration.

As a business we are already working and collaborating with many Chamber members, including WRS Systems, Lifeline and Wight Fibre. Recently we had the pleasure of working with the incredible team at NOSY Creative Agency who developed and created our new website.

We have been fortunate to have attended a number of Chamber events this year which have created invaluable connections for our business, as well as providing the opportunity to share insights and “catch up” with fellow Chamber members.

Recently we had the privilege of touring the AJ Wells and Sons Ltd factory which was

arranged by the Chamber. It was inspiring to see the craftsmanship and technology that go into their renowned products. It is absolutely incredible that such work is taking place on the Island and that as Chamber members we get the opportunity to see and hear about it first-hand.

The stand-out event for Sandrock this year has to be the Business Expo 2024. It was our first time exhibiting and showcasing Sandrock Services and it will not be our last! The event was a fantastic showcase of the vibrant business community on the island, and we were truly impressed by the innovation, enthusiasm and collaboration on display.

The Chamber team could not have been more helpful, responding to our last-minute

requests and ensuring the event ran smoothly for all exhibitors and attendees.

The Chamber's efforts in organising such impactful events demonstrate their unwavering commitment to the growth and success of the Island and as a business, we are enjoying all of the opportunities that being a Chamber Member provides.

For information about Sandrock Services, please visit our website or check our LinkedIn page:

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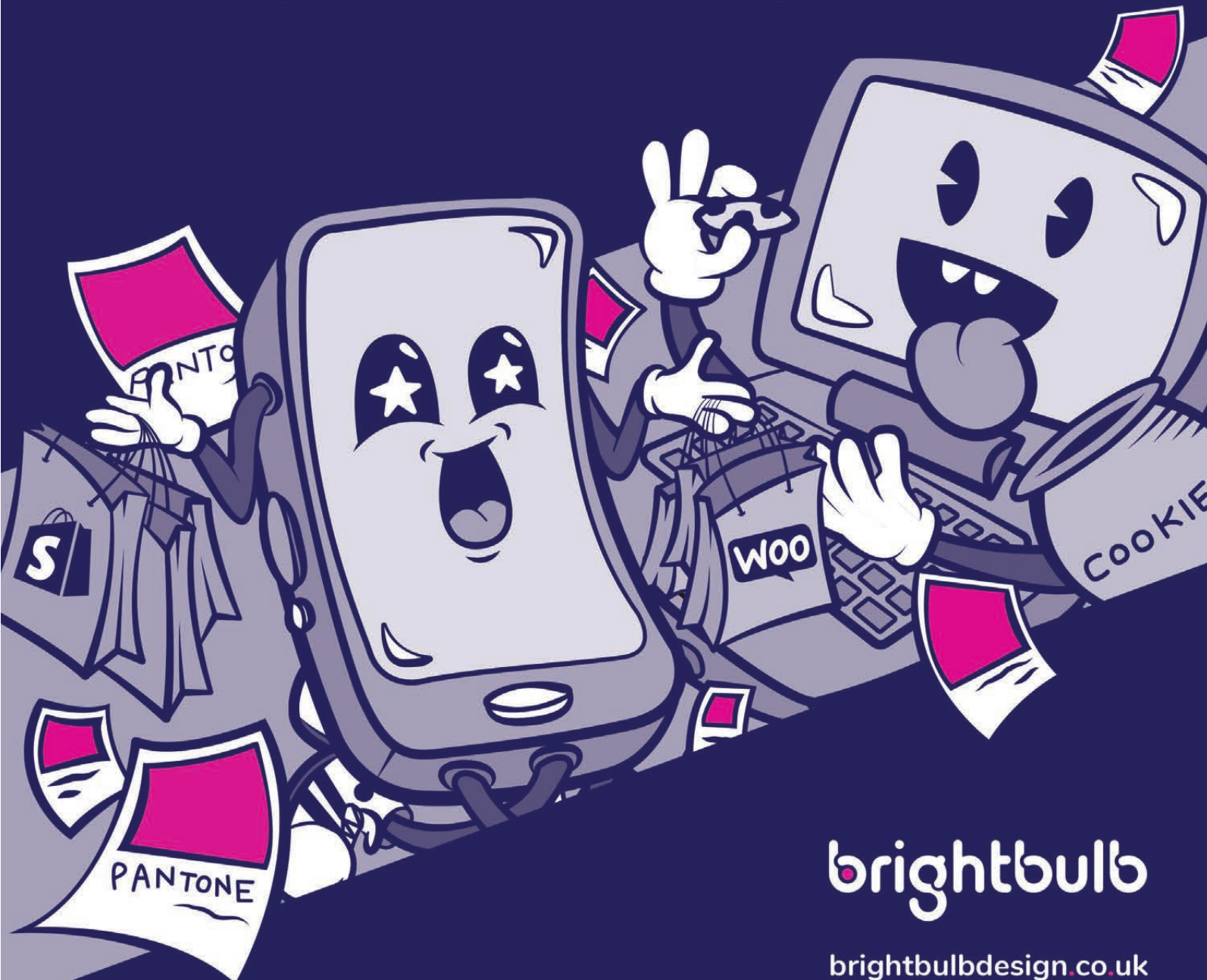
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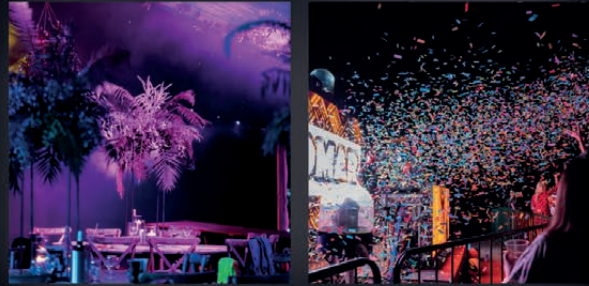
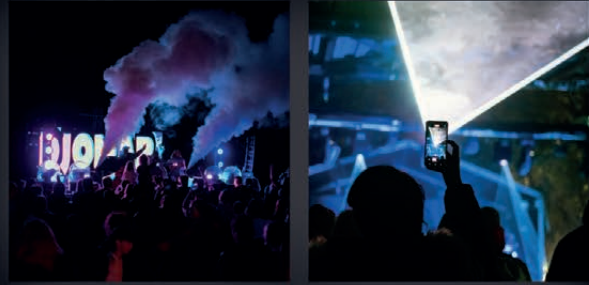
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Networking: Building stronger business connections

IW CHAMBER PRESIDENT

By Jonathan Thornton, IW Chamber President

It was great to see so many exhibitors at this year's Expo, held for the second year in the beautiful grounds of Ryde School, with new exhibitors and old representing a real cross-section of the Island business community. The other tell-tale sign of a great Expo is that we had a steady flow of people throughout the day, with some staying the entire day to meet and network.

Every year the Chamber improves on the day by taking on feedback from previous years and this feedback is always important in shaping the next Expo, ensuring it remains the biggest networking event on the Isle of Wight. The Chamber Awards is the most glittering and glamorous networking night on the Island, and Expo is the biggest free to attend event. It's always a successful day with the opportunity to engage with new contacts and catch up with existing ones, but also to showcase businesses and connect with those that you may not have previously met.

Our thanks go to our main sponsor WightFibre and our other key sponsors without whom we wouldn't be able to put the event on, and to the amazing staff at the school.

Connections are so valuable and the 'six degrees of separation' theory that all people are six or fewer social connections away from each other was brought home to me recently on an overseas trip, when my customer and I discovered his connections back to the Isle of Wight. It struck me that when we're off the Island promoting our businesses or meeting people, it's all about connecting networks, and those networks can be small, in person at events like the Expo or they can be much wider and span networks that are global in scope. Ultimately, it's by making those connections and maintaining those relationships that we at the Chamber strive to help our members maintain their high levels of business standards through those connections.

Chamber networking events are so valuable to all businesses whatever their size, and the feedback that we're getting on the new Garlic Farm brunch alongside our breakfast and free tea and toast events is positive, with the new brunch time suiting those who can't always make the earlier morning events. This also gives us a good mix of members to meet and engage with and a wide-ranging choice of venues and networking options both free and ticketed.

I must also mention the morning spent at the Wildheart Animal Sanctuary learning about Project Bear. Lawrence and the team explained the challenges they face in rescuing Benji and Balu from Azerbaijan. It was heartwarming to hear about all of the Island businesses that have been and are helping them with everything from fundraising to rubbish removal from the site within the Sanctuary where the bears will live. There are still lots of opportunities to help with this project if your company would like to be involved.

On that note, if you would like to give members a tour so that they can see what it is that you do, then please contact the Chamber offices. We've recently seen how businesses like A J Wells, GKN, and Teemill are run and it's a fascinating opportunity to go behind the scenes.

American Professor Brené Brown summarises all I have spoken here about by saying "Connection is why we're here; it is what gives purpose and meaning to our lives." For us it's also purpose and meaning for our businesses. So go on, book your place at a networking event, and get connected. ■

IW CHAMBER'S MISSION

To provide value and benefits for our members through listening, representation, support and collaboration.



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