

Business MATTERS

Autumn 2019

Dorchester & District Chamber for Business



dorchesterchamber.co.uk



VISION

To make Dorchester a hub for business

MISSION

To promote, support and influence the interests of our members

AIMS

- To provide businesses with the opportunity to network and encourage inter-business trading
- To promote local enterprise, innovation and growth in Dorchester
- To join the dots between local areas and be their commercial representation
- To be the voice of Dorchester businesses
- Offer business advice to members
- To work with local government and other bodies to bring about change
- To become a 'critical friend' to the local media

PROMOTING LOCAL BUSINESS

Dorchester Chamber for Business plays an active role in the town and supporting areas, helping to promote local business and enterprise. We represent all types of business from sole traders to large corporations and our ultimate aim is to help local businesses work together to boost trade.

BECOME PART OF THE COMMUNITY

Membership of Dorchester & District Chamber for Business is a platform for you to become a more active, engaged and supported member of the local business community and add your voice to the issues that matter. Members also have regular opportunities to grow their network and build relationships with other influential decision makers.

Welcome

Welcome to Dorchester Chamber's first 'Business Matters' newsletter. The aim of the newsletter is to:

- Give you information about how we operate as a Chamber
- Keep you up to date with our events
- Let you know the benefits of becoming a member of the Dorchester Chamber, with feedback from some of our members
- Give you the opportunity to get to know our Executive Committee



Steve Farnham, President

If you are a member, I would welcome the opportunity to hear your feedback. If you are not a member, please do get in touch for more details.

Steve Farnham

CONTACT

Dorchester & District Chamber for Business

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Not a Dorchester Chamber Member?

dorchesterchamber.co.uk/join-us



'Helps me link up with other professionals and ensures that I am known in the local business community'

Photo credit: Cover photographs taken by Sian Court of SKC Photography. Source of Quotations: DCFB Survey, 2018.

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About Us

Dorchester Chamber for Business has been representing local business in the town since 1916. We have grown considerably in that time and now have 178 members. We are affiliated with Dorset Chamber of Trade & Industry and have close connections with Dorchester Town Council, Dorchester BID and Dorset Council.

We represent all businesses from sole traders to large corporations and are dedicated to shaping and improving the local economy, to ensure a prosperous future for enterprise in the Dorchester area.

Our priority is to represent the majority and take actions that will benefit our members. Funded and governed by our members, we have evolved over the last century into a strong, active and thoroughly modern Chamber of Commerce. By consulting with our members, we believe we can form an effective group that can engage and influence policies and decisions through being a strong, responsible and independent voice of the business community.

Benefits for our members include:

- A membership certificate and window sticker
- A free listing for your business in our annual Membership Directory
- A listing for your business on the Chamber's website, which is linked to social networks, Twitter, Facebook and LinkedIn
- Networking opportunities through our regular events
- Member 2 Member offers and events
- A united voice on local issues through our links with the local authorities and local media
- Close links with the Dorchester BID, which was initiated by Dorchester Chamber
- Close links and access to other chambers across Dorset and the South West

'It connects me to like-minded business owners and as someone who generally works alone, it keeps my mind on the big picture'

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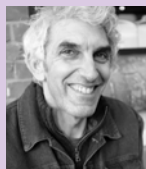
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Member Profiles

JORDANS JEWELLERS is an independent Jewellers specialising in antique jewellery, but also offering new and pre-owned items too.



'I opened my retail business in May of 2013 after spending many years selling at Antique Fairs and decided to join the Chamber of Commerce in Dorchester. My main reason for joining was to promote my business by networking at the breakfast meetings, and generally getting my business name 'out there'. On reflection it is probably one of the best business decisions I made. I have benefited immensely from the wealth of knowledge and experience shared by members within the group. So now, not only have I managed to promote myself and my business, but I also have 178 other people to turn to should I need advice, help or a second opinion!'



DIDIER.CO.UK aims to help entrepreneurs consolidate the look and feel of their business across all their marketing material. Didier achieves this by designing a simple guide – or a 'recipe' – that can be used to implement a unified brand.

Owner, Didier Sajno, says: 'The chamber is a great place to spread the word to business owners that great design is important. It is a very welcoming and inclusive group, with such a great attendance one is never short of business opportunities.'

LEGG & SON have been providing cleaning services since 1930. The Dorchester based cleaning firm are highly experienced, professional and reliable, offering an extensive range of cleaning services.



'As a well-established local firm, we felt it was Important to put a face to the name of the company amongst other local business people. We felt the Dorchester Chamber for Business was the best place to do this as it contains such a broad spectrum of local businesses and helps some amazing local charities and events. A major benefit is the ability to meet like-minded local business people and to talk to key decision makers.'

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An Eventful Year

Our monthly breakfast meetings are held at different venues in and around the Dorchester area. They are always well attended (60+ each month) and include a networking session at the beginning and a topical main speaker. New faces are always made welcome, and visitors can attend twice to trial before committing to join. Our extended networking breakfasts attract up to 100 businesses from the local area and are often in collaboration with other Chambers of Commerce.

OCT 2018 MEET THE NEIGHBOURS Our October breakfast was a collaboration between Dorchester, Bridport, Sherborne & Yeovil Chambers of Commerce at the George Albert Hotel, with around 100 businesses taking part.

NOV 2018 AGM 2018 Our AGM marked the armistice centenary and took place at the Keep Military Museum with a presentation from Curator Chris Copson and gin tasting with Fordington Gin.

NOV 2018 GOOD CAUSES BREAKFAST Our November "Good Causes Breakfast" was a collaboration with Dorchester Town Council at Shire Hall Courthouse Museum to showcase local charitable and not-for-profit organisations for members looking for a worthy cause to support.



'I have been inspired by some of the speakers and met new people and previous acquaintances'

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DEC 2018 **PRESIDENT'S BREAKFAST** This is our flagship event and was held at Athelhampton House with a performance from the New Hardy Players. Our raffle raised £500, which was donated to the Dorchester Baptist Church Xmas Hamper scheme and the Dorset Echo Xmas Toy Appeal.

MAR 2019 **WELLBEING & MENTAL HEALTH WORKSHOP** Dorchester Chamber and Dorchester BID joined forces in March to put on a workshop at the Town Hall with local trainer Zenna Wellbeing in the Workplace to raise awareness of mental health issues at work.

APR 2019 **MEET THE NEIGHBOURS** Our April breakfast was a collaboration between Dorchester Chamber and SturBiz at beautiful Milton Abbey School. The extended networking event was attended by 100 businesses and 10 minute one-to-one meetings were set up by prior arrangement. There was an optional tour of the abbey afterwards.

JUN 2019 **MEET THE TOWN COUNCIL** We held a special breakfast to Meet the Town Council in June. The newly elected Mayor, Cllr Richard Biggs, along with other councillors and officers of Dorchester Town Council introduced themselves to over 80 local businesses in the Corn Exchange. Cllr Pauline Batstone, first chair of the new Dorset Council also attended and said a few words.

JUN 2019 **SUMMER LUNCH** Our annual summer lunch took place for the 3rd year running at exclusive Summer Lodge Country House Hotel Restaurant & Spa. Members enjoyed drinks on the terrace before sitting down to a delicious two-course lunch with hand-made petits fours and coffee.

AUG 2019 **MEET THE NEIGHBOURS** Our August breakfast was a collaboration between Dorchester and Sherborne Chambers at lovely Leweston School. Over 70 businesses attended and one-to-one meetings were set up by prior arrangement.



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In the Community

Dorchester Chamber has been involved in organising community events for a number of years. These events increase footfall in the town and give a tremendous boost to the local economy.



DORCHESTER CHRISTMAS CRACKER

We collaborate each year with Dorchester Town Council and Dorchester BID to organise the Dorchester Christmas Cracker, which is seeing more and more people coming into town each year to witness the official switching on of the Xmas lights and to do some late-night shopping.

BEST XMAS WINDOW COMPETITION

Dorchester Chamber and Dorchester BID collaborated to give a prize of £100 to the best Xmas window. Head 2 Head Hair Designs in Trinity Street won with an innovative and environmentally-friendly



design, built completely from recycled products. They kindly donated the prize money to The Dorset Nightstop Action for Children.

PLASTIC FREE DORCHESTER

Our February breakfast promoted the campaign to make Dorchester Plastic-Free. An initiative started by pupils at Damers First School for Dorchester to gain Plastic-free status, an award by Sufrers Against Sewage. The Damers Eco Crew set themselves a target to get 100 businesses to replace three single-use plastic items for alternatives in their shops and offices. Dorchester Town Council, Dorchester BID, Duchy of Cornwall, Waitrose and Wessex ECOEnergy sponsored

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the event and 90 businesses attended. Dorchester has now achieved Plastic-Free Status but another 20 businesses are needed to sign up to the scheme. See below if you'd like to get involved.

THOMAS HARDY VICTORIAN FAIR

This year, Dorchester Chamber was proud to be on the Steering Committee that organised the first Thomas Hardy Victorian Fair in honour of the author's 179th birthday on 2nd June. Stallholders and visitors were encouraged to dress in Victorian costume.

The event was hugely successful and attracted thousands of visitors to the town. There was a special award for Best Business Costume, won by Debbi and Derek Dalley from The Old Tea House. The Chamber presented them with a certificate and framed photograph at the June breakfast, where a slide show of some of the photographs was shown.



Best business category winner: The Old Tea Shop

PLASTIC-FREE DORCHESTER – 100 BUSINESSES CAMPAIGN

Help children from Damers First School in Poundbury reach their target of 100 businesses. Sign up to the scheme.

Your business will receive a Plastic-Free Dorchester Certificate in recognition of your efforts.

To sign up and for more information, contact Edd Moore: emoore@damers.dorset.sch.uk

REPLACE 3 SINGLE USE PLASTIC ITEMS, SUCH AS:

- plastic cups and disposable plates with crockery
- plastic milk and water bottles with glass or flasks
- plastic straws with paper
- tea bags with loose tea
- plastic bags with paper, canvas or cloth
- plastic cutlery with metal

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Funding the complete redesign and refurbishment of the Chemotherapy Unit at Dorset County Hospital

How you can help

- Donate to the Appeal
- Organise a fundraising event
- Make us your charity of the year
- Leave us a Legacy in your will

Contact us: 01305 253215



"This project will make a real difference to our patients. Everyone is an individual and people want to receive their treatment in different ways - the Chemotherapy Appeal will make this possible."

Karen Buckingham, Junior Sister, Fortuneswell Chemotherapy Unit

Registered Charity No. 1056479

Meet Us

The 2019 Executive Committee

Dorchester Chamber is run by our Executive Committee, which is made up from the membership, all representatives of local businesses. Committee members are voted in at our Annual General Meeting, which is held each November and is open to all members – There are a maximum of 12 spaces.

Nomination forms need to be completed, signed by two other chamber members as referees, and returned two weeks before the AGM.

The new Executive Committee then meet to vote in a President and Vice President and divide into relevant sub-committees, according to the Executive member's interests and skillset.

'Enhances reputation being associated and helps to promote to a wider network'



Steve Farnham

President/Membership,
Training & Cracker Sub-Committees

Steve has been President for the past two years and has been a member of the executive since 2012. He has represented the chamber's interests at town council meetings, liaising with the other local authorities, Dorchester BID, other local chambers and the LEP. He is a partner at Porter Dodson solicitors, practicing in commercial property.



Peter Greenaway

Vice-President/Events, Training
& Cracker Sub-Committees

Peter has been part of the Chamber Executive since 2015 and Vice President since 2017. Owner of Prospero HR, his professional expertise is HR Management but he also breeds sport horses, specialising in dressage, show jumping and eventing, under the name of GreenLane Stud.



Jon Edge

Treasurer

Jon is a Chartered Certified Accountant at Albert Goodman, where he acts for a variety of clients, ranging from self-employed individuals to medium sized Companies, specialising in accountancy, tax and business advice. Jon has been Treasurer and overseer of the Chamber's finances for a number of years.

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Miranda Woodgate
Secretary/
Events,
Membership &
Cracker Sub-Committees
Appointed by

the Executive Committee as Secretary in January 2015, Miranda has seen the Chamber membership double in size. She owns The Resourcery, a company specialising in marketing, event and print management and is the organiser of the popular Dorvil Business Networking group.



Steve Bulley
Executive/
Comms,
Training &
Cracker Sub-Committees
Steve has

been part of the Chamber exec for 8 years, having spent two years as Vice President and a three-year Presidential term. Head of Business Engagement for the county-wide Dorset Chamber, he looks after members and works on member benefits. With a background in management, PR and broadcasting as the former Managing Director and presenter at local radio station Wessex FM he brings a wealth of experience to the executive team.



Ian Campbell
Executive/
Membership
Sub-Committee
Ian is a

Private Client Solicitor with Blanchards Bailey based in Poundbury and has actively been involved in the Chamber since 2017, joining the Executive Committee in 2018 to be more involved with the local community.



Julia Cohen
Executive/
Training
Sub-Committee

Julia is also Vice President for the Weymouth Chamber of Commerce, Council Ambassador for Dorset Chamber of Commerce, a former Director of Weymouth BID and is Head of External Partnerships at Weymouth College.



Jon Dobson
Executive/
Events
Sub-Committee
Jon is a

Solicitor - Advocate undertaking civil dispute resolution at Batten Solicitors and has been a member of the Executive since 2016. Jon ran his own practice for several years and has also been partner in other businesses.



Mary Hogarth
Executive/
Comms
Sub-Committee
Mary

oversees the Chamber's communications strategy to engage both local media and Dorchester Chamber members. She is an experienced educator, media specialist, and writer, owner of The Magazine Expert Ltd and is a lecturer at Bournemouth University.



Sandy Jordan
Executive/
Cracker
Sub-Committee
Sandy has

been an Executive Member since 2015 and is also an Executive Member of the Dorchester BID. She is the owner of Jordans Jewellers in Princes Street, Dorchester, specialising in antique jewellery.



Caroline Paul
Executive/
Membership
Sub-Committee
Caroline is the

longest-serving member of the Executive, having been on the board for 10 years. She owns and runs Giants Head Caravan Park at Cerne Abbas and is a long-standing Trail Writer for Treasure Trails,

writing Trails for Dorset, New Forest and South Devon. In a previous life, she spent 25 years in financial services, advising on investments, pensions and mortgages.



Jane Rayner
Co-opted/
Comms
Sub-Committee
Jane has over

25 years' experience working in journalism, PR and event management for clients, from FTSE100 businesses to smaller organisations and individuals. Jane set up Lulu Consulting to provide communications support and guidance to local businesses. She was co-opted onto the Comms Sub-committee in April to learn the ropes as Mary Hogarth will be standing down at the next AGM.



Gemma Wall
Executive/
Comms
Sub-Committee
Gemma owns

The Contemporary PA, a Virtual Assistant service and is the youngest member of the Executive Committee. She is a local girl who loves Dorchester and believes the key to its future is investment in young people to attract a new generation into business.

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CALENDAR of EVENTS

MEET THE NEIGHBOURS

10th October 2019

7.45am to 9.30am

Dorchester, Bridport & Lyme Regis
Chambers of Commerce
Bridport & West Dorset Golf Club
Extended Networking

BREAKFAST WITH SIR OLIVER LETWIN MP

1st November 2019

7.45am to 9.30am

Sunninghill Prep School

AGM 2019

6th November 2019

5.45pm to 7.30pm

Turquoise Kitchen
Taster Turkish hot and cold dishes
Turkish music

Member Only Event

GOOD CAUSES BREAKFAST

19th November 2019

7.45am to 9.30am

Shire Hall Courthouse Museum
Supporting local charitable organisations

PRESIDENT'S BREAKFAST^{*} XMAS 2019

10th December 2019

7.45am to 9.30am

Kingston Maurward
Raffle to raise funds for local charities

MEET THE NEIGHBOURS

14th January 2020

7.45am to 9.30am

Dorchester, Yeovil & Sherborne
Chambers of Commerce
George Albert Hotel & Spa

*Bookings are open on the website for all the above events

HOW TO BECOME A MEMBER



To join the Dorchester & District Chamber for Business:

Visit the website – Join Us page and
complete the form

Pay online or request an invoice

Email secretary@dorchesterchamber.co.uk

By post to the address below

Annual membership runs from
1st September to 31st August.

Annual rates are:

Small businesses: £50 per annum

Large businesses: £125 per annum



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