

# ARDS BUSINESS CENTRE HAS £1000 TO INVEST IN ONE NEW BUSINESS START

**Ards Business Centre are currently promoting and recruiting clients for their £1000 investment scheme where one lucky startup will receive a grant to invest in their business\*.**

Setting up your own business can be an exciting time. Before you start, save yourself some time and money by being aware of what's involved in running a business. Kick start your new career and contact [lorraine@ardsbusiness.com](mailto:lorraine@ardsbusiness.com) today to make an appointment and discuss your business idea.

To be eligible, you must be based in the Ards Borough, complete the Invest NI Regional Start Initiative and when your business plan

is completed, it must be approved by Invest NI by 31st October 2016. The lucky winner will be announced on 14th November 2016.

Over the past 25 years, Ards Business Centre have helped 1000's of new Business start and succeed. With Many clients continuing to come through the RSI Programme, Ards Business Centre are excited that they can invest in a new start to make their steps to becoming self-employed a little easier.



### ALSO IN THIS ISSUE:

- » **MEET OUR MOST RECENT TENANT IN SKETRICK HOUSE, [dotRetailer.com](http://dotRetailer.com)**
- » **PLANNING A WEDDING?**  
*Tenants, Sweetheart Vintage Weddings and Events are here to help you plan your perfect day.*
- » **PROPERTY AVAILABILITY UPDATE**
- » **NEED A BUSINESS PLAN?**  
*We are here to explain the key elements to get you on the road to success.*



Contact Lorraine or Glynis  
[lorraine@ardsbusiness.com](mailto:lorraine@ardsbusiness.com)  
[glynis@ardsbusiness.com](mailto:glynis@ardsbusiness.com)



*"I can only say, "What took me so long to ask for help?" I witnessed my business move forward in leaps and bounds. As one customer said, "Now you are the premiership." Ards Business Centre's help and advice proved invaluable to me." "It could be you!"*

**Terry Williams**  
*Peninsula Pens*

\*Terms and conditions apply.



Ards Business Centre would like to welcome our new Board Members. *Dr Michael Doyle, Mr. Colin Adair and Mr. Alan Burnside*

*From Left to right, Mrs Nichola Lockhart, CEO, Mr Colin Adair, Dr Michael Doyle and Mr David Blevings, Chairman. Not present, Mr Alan Burnside.*



*Can Ards Business Centre help you realize your dream? Contact us today.*



**028 9181 9787**

Ards Business Centre have also introduced their **Incubation Programme (AIP)** to assist new business starts. This programme has been developed to put new businesses on the road to success. AIP works as a follow on to RSI and is designed to assist budding entrepreneurs to overcome challenges that may impact on their sales growth potential. These solutions include support services, mentoring and even the opportunity for assistance with premises.

*"Through the RSI programme we met Adam Lightbody of Urban Tonic. We immediately identified that we had discovered an exceptionally talented entrepreneur who had developed a range of high quality men's grooming products. During our discussions and planning sessions with Adam, we identified a few challenges that could impact on Urban Tonic's potential. We found the solution to these challenges through the AIP."*

**- John B smith**  
*Vice chairman of Ards Business Centre*



*"My dream of working for myself and owning my own company is now a reality! The business planning and assistance from dedicated mentors has made a big difference. I would really have struggled without the help of Ards Business Centre."*

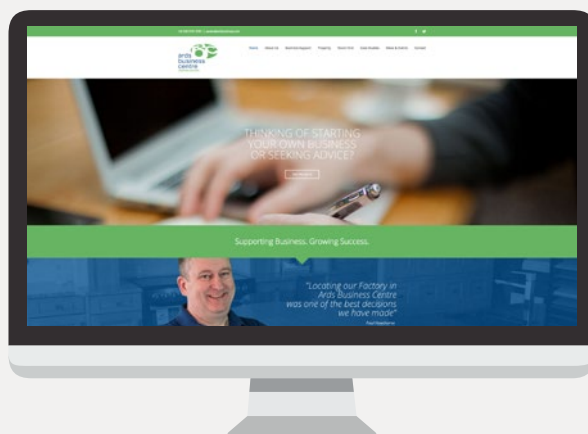


**Adam Lightbody**  
*Urban Tonic*

[www.urbantonic.co.uk](http://www.urbantonic.co.uk)



*Check out our new website*  
**[www.ardsbusiness.com](http://www.ardsbusiness.com)**





## SWEETHEART VINTAGE WEDDINGS



**Sweetheart Vintage Weddings specialise in creating exquisite and unique vintage inspired events. Founded by venue stylists, Ruth Gates and Anne Phillipson in 2012.** They have a passion for transforming any room or venue into something that you and your guests will remember forever. Planning a wedding can be a stressful time, so let Ruth and Anne take away the strain for you, allowing you to enjoy the most important parts of your big day.

Priding themselves in their attention to detail, down to the very last tea light. The venue stylists will work one to one with you from your initial consultation to setting up on the big day. No matter where you have chosen to hold your special day, be it a ballroom, marquee, barn or back garden- Sweetheart Vintage Weddings have expertise to make your wedding one to truly remember. Ruth said. "We understand how important your wedding day is to you and work to turn your dreams into a reality."

Known for their highly personal and creative approach, prospective Brides and Grooms are invited to arrange a personal appointment at their showroom located in our Strangford Park Site. Specialist stylists will work closely with you to create your special day, combining your vision and our expertise to create visually stunning designs which are unique & individual. Sometimes it's the little details that can make all the difference, and the finishing touches that can transform the ordinary into the extraordinary.

Call Anne or Ruth to arrange an appointment in the Strangford Park showroom with one of the venue stylists, who will help you to create an event that will leave you with precious memories that will last a lifetime.

- Unit B7, Strangford Business Park, Jubilee Road, Newtownards, BT23 4YH
- Ruth: 075 1009 5217 Anne: 075 9051 2248
- hello@sweetheartvintageweddings.co.uk

## NEW TENANTS DOTRETAILER UNTANGLE ECOMMERCE



**dotRetailer.com provide a fully responsive eCommerce platform to allow retailers of all sizes to easily manage their online presence.** With a focus on drag & drop merchandising and mobile friendly payments the platform has been described by a leading agency as "one of the best I've seen".

Established in 1998 we have worked with some large online brands & retailers, such as Superdry & Duffs footwear as well as local retailers, creating custom built eCommerce websites, these saw multi million pounds of sales transacting through our technology.

In 2013 we decided to become a "mobile eCommerce" platform, meaning that our websites work correctly across all devices, such as smart phone, ipads and desktops. To capitalise on this, we have recently partnered with Klarna one of Europe's best mobile payment gateways, which ensure high conversion rates. Our plan is to become one of the leading UK eCommerce platforms for Small to Medium sized retailers, those who are serious about selling online, offering an enterprise class platform at an affordable price.

Living in Ards we saw the opportunity to base ourselves locally and grow our team and attract staff in web software development, mobile technology and design. dotretailer.com are based in Sketrick House, Jubilee Road. Please visit our web site for more details.

If you are planning a new eCommerce web site or thinking of upgrading your current platform and would like to have a no obligation chat please contact **Lesley Brown**.

- [www.dotretailer.com](http://www.dotretailer.com)
- 028 9122 5780
- lesley.brown@dotretailer.com

# HERE IS A LIST OF UNITS WHICH ARE CURRENTLY AVAILABLE.

## WE CAN OFFER YOU:

- ✓ ACCESSIBLE VIA MAIN ARTERIAL ROUTES AND ONLY 20 MINUTES FROM BELFAST
- ✓ FLEXIBLE LEASE AND LICENCE TERMS
- ✓ FREE PARKING AVAILABLE ON SITE
- ✓ 24/7 ACCESS TO THE SITES AND OFFICES
- ✓ SECURITY ON SITE
- ✓ BUSINESS SERVICE SUPPORT AVAILABLE
- ✓ CONFERENCE AND MEETING ROOM FACILITIES TO HIRE



### SKETRICK HOUSE

Unit Number	Size (sq ft)	Rent (£)	Service Charge (£)	VAT (£)	Monthly Total (£)
GE8	450	393.75	112.50	101.25	607.50
FE8	450	393.75	112.50	101.25	607.50



### STRANGFORD PARK

Unit Number	Size (sq ft)	Rent (£)	Service Charge (£)	VAT (£)	Monthly Total (£)
A6	478	184.83	39.83	44.93	269.59
A9	511	197.59	42.58	48.03	288.20
B2	1071	414.12	89.25	100.67	604.04
D1	1022	395.17	85.17	96.07	576.41

### STORAGE UNITS

Unit C3, Strangford Park has been converted into small self-contained, secure storage units that are available on flexible terms. Sizes range from:



- 6ft X 12ft (72 sqft)
- 12ft X 12ft (144 sqft)
- 12ft X 18ft (216 sqft)

- ✓ Individual indoor units benefit from light and 24 hour security on site.



To discuss your accommodation requirements further contact Serena today:



**028 9181 9787**



**serena@ardsbusiness.com**



# LOOKING FOR A MODERN AND PROFESSIONAL LOCATION TO HOST YOUR BUSINESS?

*If you wish to avail of any of the services, please contact Serena:*

 028 9181 9787

 [serena@ardsbusiness.com](mailto:serena@ardsbusiness.com)

## **We can help you with:**

### **CONFERENCE FACILITIES AND HOT DESKS**

The Sketrick House site offers a professional business environment ideal for conferences, training and seminars. With the use of overhead projectors, screens and catering facilities available, our ultra modern rooms can be adapted to suit individual requirements and can accommodate from 2—60 participants. Customers benefit from the following.

- » Only 20 mins from Belfast
- » Free on-site parking
- » WIFI & overhead projector & Screen
- » Concierge on arrival
- » Air-Conditioning
- » Day & evening hire available
- » Disability access
- » Tea & coffee provided
- » Full catering available

### **MEETING ROOMS**

The purpose of a hot desk facility is to provide a professional environment to meet clients, conduct interviews or to concentrate on daily business activities without having the commitment of a lease. Rooms can be hired on a daily, weekly and monthly basis, during normal working hours with the following included as standard:

- » Private Office with desk and four chairs
- » Options for additional space to conduct Meetings / Interviews
- » Access to Wifi

### **ACCOMMODATION ADDRESS SERVICE**

This service provides a professional Business Address where post and small deliveries are stored for collection by clients. Monthly charges apply.



# WHAT IS A BUSINESS PLAN?

**LEARN THE IMPORTANCE OF YOUR PRIMARY RESEARCH, IT'S NOT AS COMPLICATED AS YOU THINK.**

*A dream written down with a date becomes a **goal**.*

*A goal broken down into steps becomes a **plan**.*

*A plan backed by **action** makes your dreams come true.*

**A business plan is like a road map - it will tell you where you are, where you want to go and how you're going to get there! Every business should have one. Read our guide to the importance of a business plan.**

### **Creating a Business Plan**

A business plan describes the business' objectives, its strategies, the market it is in and its financial forecasts.

Going through the process of writing the plan should focus your mind on everything from where the business will be based to where you are going to find your first customer.

It is also a blueprint for the future development of the business that potential investors and banks will want to read before they lend to you.

Your business plan should include:

- ✓ an overall summary
- ✓ a description of the business
- ✓ a marketing and sales strategy - who you think your customers are going to be and how you are going to reach them through advertising and social media
- ✓ information on your staff and roles required
- ✓ information on your operations, including your business premises (if required), your IT and management information systems
- ✓ financial forecasts - how much you need to start the business and where you are going to get this money from, how much you think the business is going to make and what salary you plan to take, etc

Ards Business Centre is here to help you with your business plan. If your business idea is at the early stages, contact us today to set up an appointment with one of our business advisors. We will take you through step by step to make your dream a reality.

On your first meeting you will be able to discuss your ideas and understand how important it is to carry out your primary research and marketing plan. This exercise allows you to identify your competitors, set out clear objectives, consider pricing and lists the actions you will take to achieve them.

A marketing plan includes factors such as, deciding which customers to target and how to reach them, how to win their business and keep them happy afterwards, as well as continually reviewing and improving everything you do to stay ahead of the competition.

Remember that marketing in itself will not guarantee sales, but a well-researched and coherent marketing plan will give you a much better chance of building long-term, profitable relationships.



For more information visit [www.nibusinessinfo.co.uk](http://www.nibusinessinfo.co.uk)



Started a Business?  
Need Finance?

Then an Enterprise Northern Ireland  
**Start-up Loan** could be for you

  
**Enterprise**  
NORTHERN IRELAND  
**Start-Up Loans**



  
**Enterprise**  
NORTHERN IRELAND

#### ARE YOU STARTING A BUSINESS?

Are you in the process of starting your business or have started a business within the last 12 months and need access to finance? Then an Enterprise Northern Ireland Start-Up Loan could be right for you.

#### THE LOAN

Our loans are unsecured personal loans for the purposes of starting a business.

- Loans of up to £10,000 repayable between 1 and 5 years;
- Interest rates are fixed at 6% (6.2% APR);
- No arrangement fees or early settlement penalties;
- Up to a maximum of 15 hours mentoring support in the 12 month period following disbursement of the loan;
- Access to a range of exclusive offers from Corporate Partners such as Regus, Ebay, PayPal and others;

#### ELIGIBILITY

All applicants must:

- Be resident in the UK and over 18 years of age;
- Not currently bankrupt or subject to an Individual Voluntary Arrangement;
- Be able to demonstrate by means of a business plan and cash flow forecast a commercially viable business proposal;

All businesses must:

- Be based in Northern Ireland;
- Be legal, moral, non-discriminatory and must not undertake any activity which may offend public taste;

#### CREDIT POLICY

Poor credit history including County Court Judgements will not prevent a loan from being granted but the assessment process will look closely at the likelihood of repayment.

#### APPLICATION PROCESS

You will need to complete an application form and send it to us with your business plan and financial projections for 2 years.

To request an Application Pack  
**Call 028 7776 3555**



Sketrick House  
Jubilee Road  
Newtownards  
Co. Down  
BT23 4YH

[www.ardsbusiness.com](http://www.ardsbusiness.com)  
[serena@ardsbusiness.com](mailto:serena@ardsbusiness.com)

**T:** 028 9181 9787  
**F:** 028 9182 0625

