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### Welcome to South London Business!

#### South London Business to manage Deptford New Cross Renaissance

We are pleased to confirm that we have been asked by the London Development Agency to manage the "Deptford New Cross Renaissance" City Growth Project. The project's aims are similar to those of the "Heart of South London" City Growth initiative that South London Business was awarded in April 2004. David Main said "I am delighted the LDA has asked us to manage this project. The aim is to develop a long-term strategy to realise the economic potential of an area that has not enjoyed the prosperity it deserves. We are determined to develop a coherent strategy for Deptford New Cross that will benefit both the local business and residential communities and support the LDA's confidence in South London Business". The initiative area includes Deptford and Lewisham Town Centres and is a part of the nation-wide City Growth initiative driven by the Government's commitment to address deprivation of urban areas through the growth of private enterprise. Like the "Heart of South London" bid, this programme is based on an innovative cluster-regeneration model, developed in the US, that puts business at the heart of regeneration, bringing to life the competitive and economic potential of deprived areas.

The Deptford/New Cross Renaissance project will begin in July 2004, is due for completion in March 2006 and is funded by the LDA. Deptford/New Cross Renaissance will be delivered in partnership with the LDA through private and public sector partners from the Deptford/New Cross area, led by South London Business.

We are currently advertising for the position of Project Manager. Candidates interested in the position should visit the South London Business website for further details. Applications must be submitted no later than 5pm, 23<sup>rd</sup> July 2004.

#### Your Business and the Internet – with Martina King of Yahoo! Europe



David Main (SLB, Chief Executive) with Martina King (Managing Director, Yahoo! Europe) and Peter Lonergan (Airport Director, Biggin Hill).

"Developing and maintaining strong relationships with customers and suppliers is vital to the success and sustainability of your business". That was the message from Bromley-based businesswoman Martina King, who was guest speaker at an evening reception at Biggin Hill Airport on Thursday 17<sup>th</sup> June. At the time of our event Martina was Managing Director of European Operations for internet search-engine Yahoo! and spoke to an audience of over 75 businesses invited by South London Business and Business Focus. Guests at the event, sponsored by HSBC, listened as King explained what makes Yahoo!

profitable, how Yahoo! makes its money and how fierce competition from rival Google helped the company focus on developing its product and retaining its market share.

The event was hosted by Regional Airports Limited, which operates Biggin Hill, on behalf of South London Business and Business Focus. David Forty, Director of Strategy at Business Focus said "We would like to thank Martina King for joining us this evening and would also like to thank Andrew Walters and Peter Lonergan of Regional Airports for generously hosting the event at Biggin Hill".

### **Tom Peters Live in London! A Full Day Management Conference** **Hilton London Metropole – Friday 1<sup>st</sup> October 2004**



South London Business is delighted to support the national management conference to be delivered by management authority Tom Peters. Peters is the most influential business thinker of our age. Irrepressible and charismatic, he virtually invented the role of the modern business guru single handed. Peters is passionate, provocative, disruptive, even destructive, but always liberating. His relentless demands for us to move on from the status quo led the Evening Standard to say recently, "[Peters] is to business what [Dr] Robert Atkins is to the obese." The Financial Times describes him as "a scourge of the rationalist tradition..."

[Tom Peters](#) does not settle for incremental change, instead he urges a top-to-bottom re-imagining of business. Declaring war on the worthless rules, absurd organisational barriers and petty minded management that stand in the way of creativity and success, the world's best-selling business author lays out the new ground rules for these uncertain times. This conference is organised by [Benchmark for Business](#). We have negotiated a very special rate for members to attend this world class conference – each Executive Place is £595 + VAT (a near 40% reduction down from £950 + VAT)

To register:

- Book online at [www.tompeters.co.uk/london](http://www.tompeters.co.uk/london) and quote code 'South London Business' next to your organisation name on the booking form
- By phone on 0800 169 2168
- By email to [team@benchmarkpeters.com](mailto:team@benchmarkpeters.com)

### **Innovate South London Update**

Innovate South London (ISL) and Kingston Innovation Centre (KIC), the two leading innovation support organisations in South London, are bringing their skills together for FREE business diagnostic clinics.

To qualify you need to be either an individual or business with a concrete idea, properly researched, or an early stage business with an innovative idea or process looking for practical support to grow. The first session is free with no obligation, however, need information about your idea and business activity and is subject to a strict Non Disclosure Agreement.

The two organisations have already successfully engaged with dozens of innovators/ creators, and helped arrange loan agreements, patent research, market positioning and collateral, licences, business planning, prototyping and much more. If you are interested in attending a future clinic please call ISL on 0870 412 4200 or email [info@innovatesouthlondon.co.uk](mailto:info@innovatesouthlondon.co.uk)

### **Property Database Update**

If you or your company are looking for new or additional commercial premises in South London don't forget to visit our online commercial property database! 1300 properties are currently listed for sale or rent from Bromley to Richmond, Lambeth and Wandsworth. Our Property Advisor, Nick Heathorn, notes "we now have properties listed from approximately 100 South London property agents, who regularly update their properties to keep the database as current as possible". A recent survey of companies using the online database noted that 80% found it extremely useful in their search for new.

## Croydon becomes a 'Windy City'

Chicago deep-pan pizza specialists 'Windy City' have opened their first UK restaurant on Park Street in Croydon. Differing from more conventional deep-pan pizzas, the 'Windy City' recipe dates back to 1948. Each pizza is hand crafted and promises to be "unlike anything you have ever seen". Alan Forde of 'Windy City' has been working with London First Centre on their first restaurant and we are delighted they chose South London. Our inward investment manager, Becky Price, has been down for a tasting preview and came back full! We wish 'Windy City' every success and encourage you to visit them in the near future.

## Partner News

We are delighted to confirm that **Realistic** have become a South London Business Partner. Realistic, who specialise in photography, graphics, and the design and production of display stands, celebrate their 50<sup>th</sup> year of incorporation in 2005. Based in Sutton, we look forward to working with them to celebrate their success. For further information on Realistic please visit: [www.realistic-digital.com](http://www.realistic-digital.com)

We are also pleased to announce that **Regional Airports Limited**, who operate London Biggin Hill, Southend and RAF Northolt, has agreed to sponsor the new South London Business promotional leaflet that is currently being designed.

## Team Update

Business Retention Manager, **Simon Turnage**, has been appointed Project Manager for our "Heart of South London" City Growth Strategy. Simon's appointment is with immediate effect. **Con O'Brien** (pictured) has been recruited to replace Simon, and we look forward to working with Con in the coming months. Con previously worked for South Thames TEC and then SOLOTEC as European Funding Manager and Workforce Development Manager. More recently, Con has worked for Greenwich Business Works – supporting ethnic minority start-ups; Greenwich Co-operative Development Agency advising Social Enterprises; Stratford SRB Partnership helping to create incubator space for SMEs; Waltham Forest Council and Canning Town Partnership on education, training and employability projects.



We would like to thank **Rianne Dimmendaal** (pictured) from Titus College, near Arnhem, Holland and **Nigel Botchey** from St. Joseph's College, Beulah Hill – who have been working with us recently on work experience. Rianne joined us for five weeks as part of a programme between Titus College and Croydon Council. Rianne and Nigel (who was with us for two weeks) both made very positive contributions to South London Business and we wish them both every success for their future studies.



We also have the following vacancies:

**Property Database Administrator £11,500 p.a. (immediate start)** who will be responsible for maintaining our highly successful property database and supporting our inward investment manager.

**Admin Support Officer £11,500 p.a.** who will be responsible for general office administration and assisting members of the SLB team in their day to day work.

Detailed job descriptions are available on our website – **Click Here!** Closing date is **Friday 30<sup>th</sup> July**. Interviews will be held in Croydon on **Friday 6<sup>th</sup> August**.



INVESTOR IN PEOPLE

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