

The voice of business

South London Business is the 'Voice of Business' in South London. Our aim is to help South London prosper by representing and promoting the interests of the business community.

Our role is to ensure South London's economy continues to prosper by providing political and practical support for businesses. We bridge the gap between the public and private sectors.

- We can help facilitate access to London's senior public figures and policy makers.
- We lobby on strategic issues such as:
 - Transport network improvements
 - Safeguarding commercial land from residential re-development
 - Solutions to planning permission, sourcing land and premises, and skills.
- Through our expertise with City Growth initiatives – developing business-led strategies for local economic regeneration - we provide business-focused solutions to help regenerate ailing parts of our economy.
- We co-ordinate an employer-led Skills Alliance for South London; working to influence the skills agenda to ensure school-leavers and graduates have the skills required by business.
- We can help you work more effectively with your local authority
- We can provide access to markets, new contacts and new business opportunities through our networking events.



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'helping south london prosper'



'South London Business is about promoting and improving South London by using our collective power and influence to shape the political agenda'.

→ Sir Bob Scott, Chairman, South London Business

'South London Business is making a real difference to the local economy and as a major employer in South London we are delighted to be working with them'.

→ Giles Ellerton, Senior Relationship Manager, London Region – BT

'South London Business makes a valuable contribution to the local economy of South London, making a tangible difference to companies of all sizes'.

→ Carol Bagnald, Area Director, HSBC

SHAPING THE FUTURE OF BUSINESS IN SOUTH LONDON

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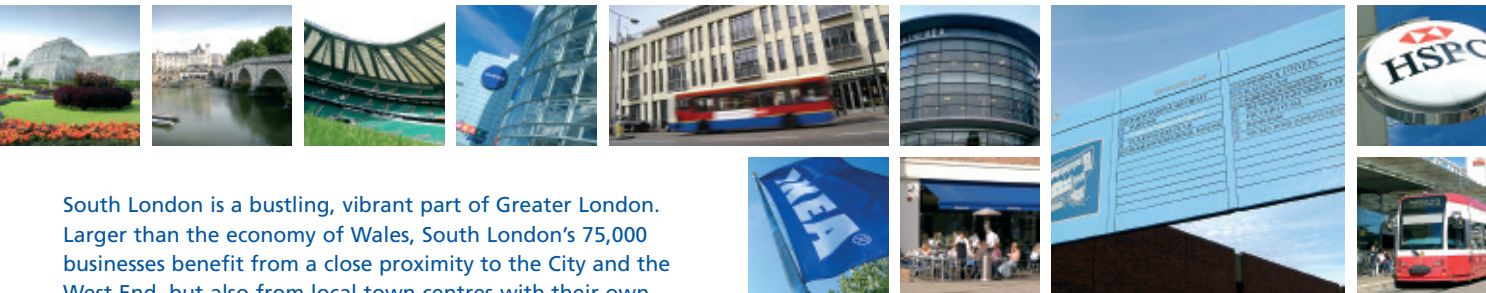


Shaping the future of business in South London

Working for your business

Working for all businesses

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'helping south london prosper'



South London is a bustling, vibrant part of Greater London. Larger than the economy of Wales, South London's 75,000 businesses benefit from a close proximity to the City and the West End, but also from local town centres with their own character and thriving business communities.

In recent years, businesses in South London have flourished, trading in growing markets. However, there is room for improvement in areas such as:

- **Transport:** The movement of goods and services is vital to our economy. South London has excellent radial transport links into Central London, but our orbital links need improvement. South London Business supports the expansion of activity at Gatwick and Biggin Hill Airports; is lobbying for extensions to the Tramlink network, and an integrated road and rail network.
- **Commercial Land:** Population growth is placing increased pressure on local authorities to allow brownfield sites to be redeveloped for residential use. We are lobbying the Mayor and local authorities to prevent such loss of land, and instead encourage the development of under-used sites and the construction of new commercial properties, including more mixed-use and 'incubation' space for start-up businesses.
- **Skills:** A skilled workforce is critical to business success. But often the education and training available does not match the needs of employers. We are working closely with the London South Learning & Skills Council, through our Skills Alliance, to ensure the demands of business are reflected in their planning and priorities.
- **Regeneration:** We firmly believe that business is a key driver in the regeneration of ailing areas. We are working in partnership with groups of businesses and their local authorities, to stimulate growth and attract new businesses into areas such as Crystal Palace and Deptford.

Businesses have to negotiate barriers to their growth on a daily basis. In many cases these are local obstacles. Each year we help secure or retain hundreds of jobs for South London companies and can help your company:

- **Business Brokerage:** We specialise in acting as the bridge between you and your local authority. We will take up your business issues and work with you to tackle the external obstacles to your future growth. Obstacles such as planning disputes, local environmental issues, and staff recruitment / retention. Funded by the London Development Agency our brokerage services are provided completely without charge.
- **Commercial Property Search:** If you are looking for new premises in South London and do not have the time to search through lists of properties, our free online commercial database will do it for you. Within seconds of inputting your property requirements the system searches our database of available properties, compiles a report on the premises that match your specification, and emails you the results.
- **Skills Initiatives:** As your business grows the demands you make of your staff will increase and change. Working with the London South Learning & Skills Council and the London Development Agency we have established a number of initiatives to help you invest in your company by developing the skills levels of your workforce.
- **Networking Events:** We can help you raise business to business awareness of your products and services; our networking events can help you make new contacts – not just in your borough but right across South London.

Our role is not just to help individual companies, but also to work for the collective benefit of all businesses. In addition to our bespoke business support, we are also actively engaged with government, at all levels, to ensure that South London businesses benefit from the investment and support that they require.

- **Inward Investment:** We are the recognised agency for inward investment in South London, working closely with Think London – London's inward investment agency. Our aim is to attract, assist and develop new investment into South London from overseas companies.
- **Business Survey:** Through our six-monthly survey businesses tell us what they think of South London as a location and the key issues impacting on their bottom line. We listen to these concerns and use this information to lobby local and regional government to help improve the business environment.
- **Innovation:** A successful economy requires a fertile environment for innovative and entrepreneurial businesses. We continue to actively promote the application of innovation in South London businesses and successfully lobbied for the development of a South London Innovation Centre.
- **Tourism:** The leisure, tourism and hospitality industry makes a significant contribution to the South London economy. Working with the London Development Agency we are actively supporting this sector through the development of a Tourism Strategy and the implementation of a range of projects and promotional services.



Get involved

Let us know your views: If you have a view on South London as a business location, would like to raise awareness of an issue, or would simply like to join our mailing list, please get in touch – our contact details are overleaf.

Work with us: We are always looking to establish relationships with senior-level executives and local entrepreneurs; are you able to join our board or contribute to the development of partnerships or specific strategies? You will be in good company, current partners include:

- **HSBC**
- **Mazars LLP**
- **Newsquest South London**
- **BT**
- **ASB Law**
- **Barclays**
- **AMEC Spei UK**
- **Baker Tilly**
- **Greenwich Leisure**
- **Mott MacDonald**
- **Biggin Hill Airport**
- **Tramlink**
- **Trinity Mirror**
- **Historic Royal Palaces**
- **Berwin Leighton Paisner.**
- **London Boroughs of:**
 - Bromley
 - Croydon
 - Greenwich
 - Kingston
 - Lambeth
 - Lewisham
 - Merton
 - Richmond
 - Sutton and Wandsworth.
- **London Development Agency**
- **London South Learning & Skills Council**
- **Think London**
- **London First**
- **and the South London Partnership.**

- **Sponsorship:** We are always looking to establish and develop relationships with business partners. We are uniquely placed to offer you opportunities to maximise your brand awareness and capitalise on new contacts and business opportunities across South London.

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