



## Bromham Millers' News

### Welcome to the July Edition of the Millers' News!

As we all adapt to the changes brought about by the new coalition government, it will be interesting to see how cutbacks and changes in priority affect the small business sector. Have a look at our Business Budget Overview for information on how it could affect you. We also have info about some brilliant workshops running this month – lots to get your teeth into!

### Business Budget Overview

The budget contained a raft of measures designed to help small businesses increase competitiveness and take full advantage of the economic recovery. The following measures may impact on your business:



- Cutting National Insurance Contributions for employers by raising the threshold by £21 per week from April 2011.
- An increase in VAT from 17.5% to 20% from 4th January 2011; the flat rate scheme will be adjusted accordingly.
- A reduction in the main rate of corporation tax to 24% over four years.
- A reduction in the small profits rate of corporation tax to 20% from April 2011.
- An increase in the personal allowance for basic rate taxpayers under 65 of £1,000 from April 2011.
- An increase in the Enterprise Finance Guarantee (EFG) fund for small businesses finding it difficult to access finance from conventional sources.
- Reductions in capital allowances, although the Chancellor said that manufacturers should pay less tax overall.
- An increase in capital gains tax to 28% for higher rate taxpayers, with a rise in the Entrepreneurs' Relief lifetime limit from £2m to £5m.

#### In addition, forthcoming measures include:

- A review of small business taxation.
- All central government tenders to be made available for free online.
- A consultation to review tax on intellectual property, research and development tax credits and the proposals by the Dyson review promoting research and innovation.
- Temporary legislation to extend small business rate relief from October 2010. Source: Business Link.

## Bromham Millers Workshops

We have some fantastic workshops for you over the coming months. All based at The Craft Centre at Colmworth from 10.00am - 4.00pm as follows:

### Design a Room Workshop

Workshops with Julie Cleave on the first Saturday of each month:

- 3rd July
- 7th August
- 4th September.

Please contact Julie directly on 01933 270863 or 07879 336860 for further information.

### Textural Collage Workshop

Workshops with Sarah Janavicius are on the third Saturday of each month:

- 17th July
- 21st August
- 18th September.

Please contact Sarah directly on 01234 363112 to book a place on these fantastic workshops.



### Mosaic Workshops

With Maira Swanson on the fourth Saturday of each month:

- 24th July
- 28th August
- 25th September.

Please contact Maira directly on 07891 640161 to find out more about these popular events.



### Needed: Your Help

Bromham Millers are a social initiative that will give people with learning disabilities and or autism the chance to transform their lives and use their untapped potential. Taking paid jobs in a craft workshop will empower them as productive members of society — out of benefits, with an enhanced quality of life and self-esteem. The three-year target is to build up a craft workforce in and around Bedford. This will include 50 people with learning disabilities and or autism, at a total cost of £500,000. Bromham Millers are seeking HELP to raise this sum and asking you to create a wider awareness of what they are trying to achieve and its outcomes. The website has a page where you can register your interest and, if you choose, make a donation. See [www.bromhammillers.co.uk/friends](http://www.bromhammillers.co.uk/friends)

- Spread the word and thank you in advance.

## Business Opportunities

### Free Business Link Workshops

- **Getting the Basics Right**

To put the foundations in place to maximise your chances of success and avoid classic mistakes in running your business.

7th July Bedford  
10th June Biggleswade  
15th July Luton  
20th July Biggleswade  
29th July Leighton Buzzard  
3rd August Flitwick.



- **Managing Money and Making a Profit**

The principles of managing business finance including profit and loss, balance sheets and forecasting cashflow.  
14th July Bedford  
30th July Luton.

- **Using the Web in your Business**

A jargon free workshop with essential information on planning a website or updating an existing one. Including an introduction to ecommerce and online marketing.  
2nd July Bedford.  
To book a workshop call 0845 601 1000.

### HMRC Free Workshops

- **Newly Self Employed**

They'll provide you with information to register your self-employment, set up and maintain business records, pay your Tax and National Insurance, know which pages of the Self Assessment Tax Return you need to complete.  
Wednesday 14th July Bedford  
Wednesday 21st July Luton  
Friday 23rd July St Albans  
Thursday 5th August Bedford.  
For further details or to book your free place call 0845 603 2691.

### £50,000 For Disabled Entrepreneurs

The Award was motivated by Sir Stelios Haji-Ioannou, whose goal is supporting disabled entrepreneurs, and also raising awareness of the skills and inventiveness of those with disabilities. The winning disabled entrepreneur will be awarded a £50,000 prize to fund the further growth of their business. Can you answer yes to these questions?:

- Do you have a recognised disability (see Disability Discrimination Act guidelines on disability)?
- Do you own at least a 25% management stake in your company?
- Does your business have a turnover in excess of £10,000?
- Have you been trading for between 1 and 5 years?
- Do you own a UK registered business?

To register your interest and an application form email [SteliosAward@LCDisability.org](mailto:SteliosAward@LCDisability.org) or call the office on 020 3242 0357. Entry will close: 3rd September at 5.00pm.

## What's On

### Tudor Rose Patchwork Workshops

- **Quillows Weekend**

Saturday and Sunday, 3rd and 4th July, 10.00am - 4.00pm. A quillow is a quilt folded up into a pillow. Suitable for beginners and advanced alike.



- **Sewing Machine Service and Repair**

Monday 5th July, 10.00am - 4.00pm. An opportunity to get your sewing machine or overlocker serviced and any issues looked at by an experienced repairer.

- **Quilting Day**

Saturday 17th July, 10.00am - 4.00pm. Double star Strippy and Taupe Butterflies.

- **Make a Bag Day**

Thursday 22nd July, 10.00am - 4.00pm. Suitable for beginners.



- **Embroidery with Shrink Plastic Buttons, Roundels and Tiles**

Monday 19th July, 10.00am - 4.00pm. Unique and innovative embellishments to add to your embroideries.

- **Goldwork Lily**

Monday 26th July, 10.00am - 4.00pm. Using traditional gold work techniques of couched gold cord, padded gold leather and a selection of purls and bullion.

- **An Introduction to Freeform Crochet**

Saturday, 24th July, 10.00am - 4.00pm. For anyone with a basic knowledge of crochet who wish to be inspired.



- **Different Ways of Using Freezer Paper**

Wednesday 28th July, 10.00am - 12.30pm. Freezer paper is an essential ingredient for many quilts! Go along and find out why.

- **Get Started on Xmas Projects!**

Friday 30th July, 10.00am - 4.00pm. Decorations, table mats, cards, tree skirts, gift bags and more. Various techniques to cover all abilities.



- **Handmade Beads**

Saturday 31st July, 10.00am - 4.00pm. Make your own unique beads for jewellery making.

■ All classes are held at Tudor Rose Patchwork, Unit 1, Oakley Park, Station Road, Oakley, Bedfordshire MK43 7RB. To book your place call 01234 824983 or for further information go to [www.tudorrosepatchwork.co.uk](http://www.tudorrosepatchwork.co.uk)

### Forthcoming Events

Bromham Millers produces a monthly rolling list of craft fairs and selling events in and around Bedfordshire. Please contact [maggie.pringle@bromhammillers.co.uk](mailto:maggie.pringle@bromhammillers.co.uk) if you would like to receive a copy.

## Selling Opportunities

### Bedfordshire's County Show

10th and 11th July. Crafts and gifts in a marquee at Old Warden Park, Nr. Biggleswade. Hire a 6ft pitch for £96.00 (8ft min frontage). For further details telephone 0114 2879671 or email [info@craftpeople2000.co.uk](mailto:info@craftpeople2000.co.uk)

### Wanted: Craft and Gift Exhibitors

27th and 28th November at the Holiday Inn Garden Court, Sandy, Girtford Bridge, London Road, Sandy, Bedfordshire, SG19 1NA. Wanted 30 exhibitors for crafts, arts, collectables and quality giftware. Spaces for jewellery and cards are limited. Stall fees will be £60 for two days for a 8' x 6' space, which includes one six foot table and electricity if required.

Please contact Avalon Events at [info@avalonevents.net](mailto:info@avalonevents.net) for a booking form. A percentage of Admission and Stallholders fees will be donated to the East Anglian Air Ambulance Fund.

### White Horse River Festival Bazaar

18th July, 10.00am - 6.00pm at The White Horse, 84 Newnham Avenue, Bedford, MK41 9PX. 6ft x 6ft stalls from £15.

A small market designed for stall-holders who are unable to get a pitch at the open Bedford River Festival. Set in a marquee at the White Horse Pub. Cont Katrina Allen on 07921 999474 or email [katrina\\_allen85@hotmail.com](mailto:katrina_allen85@hotmail.com) for further details.



**ART EXHIBITION**  
by J T Charlton  
in the  
**Ivel Room**  
**Stofold Watermill**  
on **Sunday 4 July**  
from 12.30 to 5.30  
entry free

originals,  
prints,  
cards and  
bracelets  
for sale

## Networking

### Stofold Art Group

The informal weekly meetings are as much a social occasion as a time to work on artistic development. A wide range of mediums such as drawing, watercolour, oil, pastel and acrylic, are practised by 15 - 20 regular members, so help can be found for most problems which challenge artists. The group welcomes people of all abilities and ages, from the raw beginner to the experienced, so that anyone with a love of art can develop and improve their work in a relaxed and very friendly environment.

The Group meets during the formal Spring, Autumn and Winter school terms every Thursday, 1.45pm - 3.45pm including half term in the main hall of the Roecroft Centre in Stofold and have room for more members. The cost of membership is just £10 per term and membership is open to anyone.

■ Remember that 25% of the purchase price of Stofold Art Group works displayed in the Mill goes towards the upkeep of the Mill. Contact Geoff Hoile on 01462 730054 for further details.

### 4 Networking

The 4Networking culture is relaxed and friendly, with a complete lack of pretension and 'cufflinks'...plus you stay in control: network where you want, when you want. 4Networking is 50% business, 50% social and it works. £10 per person including breakfast. Find out more and book your first breakfast meeting at <http://www.4networking.biz/welcome>



### Women In Business Network

- Wednesday 7th July, 12noon - 2pm, at Box End Park, Box End, Kempston, Bedford, MK43 8RQ.
- Thursday 1st July, 12noon - 2pm at Harben House, Tickford Street, Newport Pagnell, Bucks MK16 9EY.
- Tuesday 13th July, 12noon - 2pm at Flitwick Manor, Church Road, Flitwick, Beds, MK45 1AE.
- Wednesday 14th July, 12noon - 2pm. at Abbotsley Hotel, Golf & Country Club, Eynesbury, Hardwicke, St Neots, PE19 6XN.

Cost £22. For further information and to book your place contact [emily@wibn.co.uk](mailto:emily@wibn.co.uk)

### Oak Tree Networking Lunch

Thursday 8th July, 11.30am - 2.00pm at Harben De Vere, Tickford Street, Newport Pagnell, MK16 9EY. Visitors £24, members £20 for lunch.

Oak Tree Networking runs structured, highly effective and fun, local networking meetings for people who want to expand their business through the power of word-of-mouth marketing. Remember to take plenty of business cards! For more information and to book please email [miltonkeynes@oaktreenetworking.co.uk](mailto:miltonkeynes@oaktreenetworking.co.uk) or call 01908 276678.

## Useful Information

### Visa Mastercard Scam

Customers are telephoned by a person from the Security and Fraud Department at Visa/Mastercard saying your card has been flagged for an unusual purchase pattern. You are only asked to confirm you are in possession of the card by verifying the last 3 digits on the back of the card. You are not asked for the card number or any other details, only to verify the information they already have.

■ You have to be 100% certain they are from your bank. If in doubt hang up and call the bank yourself.

### Contact Numbers

HMRC Online Services	0845 605 5999
National Minimum Wage	0845 600 0678
New Employers Helpline	0845 607 0143
Newly Self Employed Helpline	0845 915 4515
Self Assessment Helpline	0845 900 0444
Self Employment Helpline	0845 915 4655.

## Members' News

### Stotfold Watermill

One of 103 UK volunteering groups to win this year's The Queen's Award for Voluntary Service, the MBE for volunteer groups.

This prestigious National Honour recognises

outstanding contributions

made to local communities by groups voluntarily devoting their time for the benefit of others. It sets the national benchmark for excellence in volunteering, with the work of those awarded being judged of the highest standard. Stotfold Watermill, Mill Lane, Stotfold, Bedfordshire, SG5 4NU has received the Award for transforming a derelict building, through the efforts of hundreds of volunteers, into a thriving and sustainable watermill, which produces stone-ground flour once more.

Contact Christine Smith on 01462 734541 or

[millerswheel@stotfoldmill.com](mailto:millerswheel@stotfoldmill.com) for more information or if you would like to be part of an award winning team.



### [www.craft-ability.com](http://www.craft-ability.com)

The Threads & Patches, 15 Watling Street, Fenny Stratford, Buckinghamshire, MK2 2BU, sells all the products you need to enjoy craft making activities. They also have workshops in card making, scrapbooking and jewellery making.

If you need further information call Vanessa on 01908 632 200 or email [sales@craft-ability.com](mailto:sales@craft-ability.com)



## Members' Profile

### Glass Inferno - Richard Carder

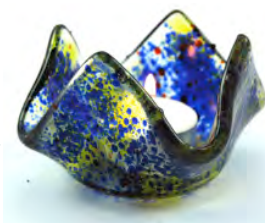
"I have been working with glass for nearly twenty years, starting with stained glass windows, then moving onto Tiffany lamps. I have now progressed to fusing glass which I find most rewarding, both artistically and I hope financially.



My glass work spans a wide range, from the intricacy of glass pendants to large bowls. I love experimenting; sometimes you turn out disasters but on occasion the outcome can be wonderfully original and creative.



My business is called Glass Inferno after I opened the kiln door one day by accident when in the middle of a firing sequence. I witnessed at close hand the impressive process of very hot fusing glass.



I love using vibrant hues that sometimes work together and sometimes break all the rules of colour theory. The excitement that I feel when I lift a piece from the kiln and let the sunlight shine through, bringing it to life.

This year I attended the Craft Business Basics run by the Bromham Millers which changed my hobby into a business and now I am selling my glass from my website, at craft fairs and in galleries. I



recommend it to all

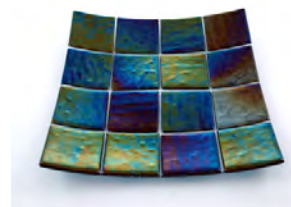
crafters who dream of expanding from making craft items for friends and family to expanding your craft into a business.

Visit my website

[www.glassinferno.com](http://www.glassinferno.com) and

have a look at my work.

Better still, visit me at one of the craft fairs I will be at this year (details of events are on my website)."



## Ask Maggie

### What is your Unique Selling Point – USP?

A craft fair organiser told me recently that he was having to put limits on the number of jewellery makers at his fairs so that those who did attend had a reasonable chance of selling. He went on to say that silver appeared to be selling slowly but beaded items, especially bracelets and individualised named items, were still attracting interest. Applications for stalls with scarves, pashminas and bags have been increasing fast and, he suggested, might be the “new jewellery”.

We would all love to know which crafts will be selling well this time next year, but are you really going to stop working in a medium you love and start learning a new skill. I think not; if you are skilled at working in glass, wood or making mosaics that is probably what you want to keep doing. What you need is a way to persuade people to select your items even when the market gets crowded – a UPS (unique selling point). Something all business courses tell you about but it can be hard to find.

A recent post on the <http://ukhandmade.blogspot.com/search/label/business> offers some advice and real business examples to help you think about specifics. Discussion on the CraftBoom blog also includes some effective, novel ideas that move away from “conventional” USPs that tend to focus on price, delivery or service. Someone making fabric items provides a complimentary coordinating gift card/tag with every item usually featuring a swatch of the fabric that the item was made from. A shoe maker ensures her designs stand out by using vintage kimono fabric which also gives each pair a back-story. As with your whole business, basing your selling points on personal taste is risky, test the market. Questions to consider when identifying your USP are:

- Will your customers find value in your USP?
- Will your USP benefit customers?
- Will your USP motivate customers to make a purchase?

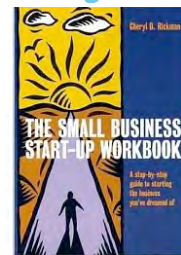
Go to [www.startacraftbusiness.co.uk](http://www.startacraftbusiness.co.uk) and search for USP, this site has a useful help sheet which lists a series of questions to ask yourself if you are struggling to define your USP and advice on the important process of writing it down and perhaps turning it into a strapline to use in your marketing. Together these resources should point you in the right direction but as always there are a lot more ideas on the web!

Maggie Pringle runs the Bromham Millers enquiry line, a fantastic **FREE** service offering help and information with all your business-related queries. Maggie can help you find out about events, legislation, training, rules & regs. Call Maggie on 01604 871053 and leave a message she will get back to you within 24 hours. You can also email queries to [maggie.pringle@bromhammillers.co.uk](mailto:maggie.pringle@bromhammillers.co.uk)

## Website of the Month

[www.pensionsadvisoryservice.org.uk](http://www.pensionsadvisoryservice.org.uk)

The Pensions Advisory Service (TPAS), is an independent non-profit organisation that provides free information, advice and guidance on the whole spectrum of pensions, including state, company, personal and stakeholder schemes. They have pensions experts who you can email with a question or concern.



## Book of the Month

### The Small Business Start-up

**Workbook** by Cheryl D. Rickman

A step-by-step guide to starting the business you've dreamed of, full of inspiration and practical guidance you need to get your business up and running. It really gives you a unique insight into what's required in running a successful business, especially with the checklists and that it is a workbook, not just a book, so you complete the exercises and are ready to go.

## Next Issue

### Info Required

I would really love to hear about your events, training, workshops, your websites, books and your profiles, so please send them to me, Lesley Kershaw at [news@bromhammillers.co.uk](mailto:news@bromhammillers.co.uk) for the August edition.

### Change of Email Address

If you change your email address please remember to let me have your new one.

### Deadline for August

The deadline for the next edition is 25th July, send your information sooner if possible.

I look forward to hearing from you all again and hope you are enjoying the sunshine.  
Kind regards Lesley



Save paper, please don't print unless you really need to.

Design, edit and layout by Lesley Kershaw.

Disclaimer: Your items are always welcome regarding forthcoming news, events, opportunities, etc to be included in The Millers' News For The Arts & Crafts Community Newsletter. However, any services, products, events etc. are not necessarily endorsed by Lesley Kershaw, Bromham Millers, Work House (Norfolk) Ltd, Mencap or EEDA, it is up to all readers to use their own judgement. Please send all your items for insertion to Lesley at [news@bromhammillers.co.uk](mailto:news@bromhammillers.co.uk) All subscribers to this newsletter must ensure they own the copyright of the information and logos that are submitted.

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