

**KENT INVICTA CHAMBER OF COMMERCE**  
**EAST KENT ECONOMIC DEVELOPMENT GROUP (EKEDG)**  
**WEDNESDAY 29<sup>th</sup> MARCH 2017 AT 10.00AM**

**Economic Development Group Meeting**

The Yarrow Hotel, East Kent College, Ramsgate Road, Broadstairs, CT10 1PN

**1. Welcome and Apologies**

**Members Present:**

Ray Johnson Chair

Andrew Cruttenden – Martlello Building Consultancy

Lee May – Brachers LLP

Karen Dean – Brachers LLP

Jonathan Clarke – Morgan Jones

Mark Minus – MacIntyre Hudson

Daniel Sangiuseppe – Castlewood Hotels

Mike Marsh – Barclays Bank

Sarah Lane – East Kent College

**Apologies:**

Kimberley Anderson – Discovery Park

Dan Deed – Woodley Coles

Louise Askew – Thanet District Council

Richard Christian – Dover Harbour Board

Katherine Harvey – Shepway District Council

Phillip Clapham – Smith Woolley

Richard Morsley

Damian Collins MP

**2. Minutes of Previous Meeting:**

Agreed.

**3. Outstanding Action**

Shepway District Council – view of Otterpool

#### **4. Chairman's Comments and Report**

RJ gave an overview of the group:

- There are 5 economic groups in the County
- Different sectors are invited to each group
- Local Councils are invited
- The group gathers information from local area
- The Chamber is accredited to British Chamber of Commerce

RJ reported as follows:

- He had sent a letter of support for Thanet Pathway on behalf of the group.
- Had meeting with East Kent College. They had received their OFSTED report and had received Outstanding in 5 categories and Good in 3 and their overall performance was rated as Good. Canterbury College had also received Good.
- Attended Property in Kent meeting – primarily about new builds.
- There is a lot of money around at the moment
- Letter to Government – planning for flats above commercial properties to be available within a SIPP arrangement
- RJ has asked David Crump to join the group.
- Attended BCC Conference – BREXIT - outcome was small businesses need to prepare for globalisation.
- Chaired event – Future of Insurance.
- Lack of property for businesses coming into Kent/expanding.

**RJ**

#### **5. Sector Update**

Daniel Sangiuseppe – Castlewood Hotels reported:

- In hospitality Folkestone had had a very tough winter.
- Dover had a decent winter due to contractors needing hotels.
- Hopeful of a boom in the Summer
- Canterbury area doing ok.
- BREXIT concern, how it will affect employment – in south east 50% staff currently European.
- Concerns about living wage in hospitality
- Guilds for sectors – discuss skill shortages/area of concern

Lee May – Brachers

LM reported he attended a CLA event two weeks ago. Barbara Cooper from KCC was a speaker at the event and it covered county wide infrastructure, operation stack, Thames Crossing, power cables across Kent. Otterpool was highlighted. LM said that a map was produced on the night showing greenfield sites and brownfield sites throughout Kent. LM confirmed he would circulate the sites. LM said that a future meeting on the infrastructure of the County would be good.

Mark E J Minus – MHA Macintyre

MEJM mentioned globalisation. He reported that tax was being made digital and businesses could suffer as quarterly or monthly payments would come into force from April 2018. Companies would be required to complete 5 tax returns per year. There was a consultation to phase it in but the Revenue have just pushed it through.

Mike Marsh – Barclays Bank

Successful cyber events and will offer a meeting on behalf of the EK EDG, details to follow. **MM**

**MM reported:**

- PSD2 – EU directive
- Banks will have to share information with other Banks on all clients and this comes into effect from January next year.
- Structural Reform – moving clients around from 2019.
- Lent more money in quarter 1 compared to January – October last year.
- Decisions up to £500,000.00 will be made in branch.
- International cyber security – MM offered to do a presentation to the group

Sarah Lane – East Kent College

**SL reported:**

- Area review – very busy.
- Upskill existing staff rather than taking on new ones.

Johnathan Clarke – Morgan Jones

**JC reported:**

- Recruitment sustained
- A real boom period in 2016 across the UK.
- 2017 about brining new talent – how youngsters can engage in businesses rather than University. Companies training individuals.
- Shortage of talent in East Kent.
- BREXIT – effect on European workforce.

Report shared and to be circulated by RJ.

**RJ**

Andrew Cruttenden – Martello Building Consultancy

AC reported:

- Construction business thriving.
- Shortage of good staff
- Recently been on a trip to the Philippines and speaking to people there they were excited about BREXIT.

Ray Johnson – Independent Insurance Services

RJ reported:

- Insurance Premium Tax proving a burden at 10%, increasing to 12% in June – end user always pays
- Significant cost increase from insurers, particularly for motor at this time following the Ogden discount rate and is likely to impact on other classes of insurance

## **6. Tour and Update**

Shane Godwin Head of Commercial Operation for EKC gave RJ, LM, KD and MEJM a tour of The Yarrow Hotel giving a very informative insight into the workings and facilities available.

## **7. AOB**

Otterpool was favoured for the presentation at the next EKEDG meeting. RJ said that he would speak to Katherine Harvey to see whether the next meeting could be held at Shepway District Council to coincide with this. RJ

The date for the July EKEDG meeting coincided with school holidays and whilst scheduled for 26<sup>th</sup> it was suggested to move to 2<sup>nd</sup> August. RJ said that he would look at changing the date of this meeting. RJ

Formal parts of the meeting finished at 11:00, where a tour was conducted.

### **Date of next meeting**

31/05/2017 – Venue tbc