

Mforum News

May 2010



Dear Mforum member

Welcome to this months edition of Mforum News.

Please take note of the dates for your diary section below. The next get together will be held on the 20th May from 6.00pm at The Spot in Swindon and is kindly being sponsored by RBS. Please come along and join us for an after work drink.

We are currently taking bookings for the September networking event, which will be a brewery tour at Wadworth in Devizes. Numbers are restricted for this to 2 members from each organisation and places will be reserved on a first come first served basis. If you would like to attend, please complete the attached booking form or email me at the address below.

Kind regards,

Clare Way

Monahans

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E: clarew2@monahans.co.uk

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Forthcoming Networking Events – Dates for your Diary

Date	Sponsored By	Venue	Time
20th May	RBS / Natwest	The Spot, Swindon	18.00
17th June	Thring Townsend L&P	The Slug & Lettuce, Bath	18.00
15th July	Withy King	The Spot, Swindon	18.00
***** No meeting in August *****			
16th Sept	Monahans	Wadworth Brewery, Devizes	18.00
21st Oct	Barclays	The Spot, Swindon	18.00
18th Nov	Withy King	The Slug & Lettuce, Bath	18.00
16th Dec	tbc	Cumberwell Park, BOA	12.00

NatWest Business Knowledge Webinar

How to win new business – 19 May 2010



NatWest Business Knowledge Webinar Series

Register for this complimentary event in partnership with Smarta:

Date: 19 May 2010

Time: 14:30 BST 30 mins plus Q&A



NatWest has teamed up with entrepreneurs and business website Smarta to offer a practical 30 minute webinar on how to grow your business. With topics that you need to consider when developing your business, this online debate will also give you the opportunity to ask questions on the following:

- **Getting your business into shape to develop and grow**

Creating a sound cash flow position, the benefits of having cash flow forecasts and ways to make your cash work harder.

- **Planning and business development**

Deciding the right growth plan, assessing your current offering and how to attract new customers.

- **Marketing your business**

The importance of a marketing plan, how to reconnect with customers, and how to make the most of different communication methods including social marketing.

Guest speakers include:

- Deborah Meaden, entrepreneur and Smarta investor
- Marcus Peffers, COO of Europe, M&C Saatchi
- Peter Ibbetson, NatWest Chairman of Small Business

To register and for further information on the NatWest Business Knowledge Webinar Series, visit natwest.com/businessknowledgewebinars

New Branch Manager for Swindon



The Swindon office of Swedish Bank Handelsbanken has appointed Ian Dibble as its new Branch Manager. Ian has extensive experience of corporate and retail banking. He worked for a major UK clearing bank for nearly 28 years across the West Country, Wales and London. His roles have included relationship and leadership responsibility in both the commercial and retail banking arenas. Ian commented “I am delighted to be joining a successful team at Handelsbanken in Swindon, and very much look forward to helping them provide a world-class service to even more businesses and individuals across the area.” Born and educated in Devon, Ian has two teenage sons. He enjoys most sports, especially rugby and golf. He is an Associate of the Chartered Institute of Financial Services and an alumni of London Business School.

www.handelsbanken.co.uk



Corporate Finance Team News

Monahans Corporate Finance team have been instructed by an acquisitive enterprise in the industrial filtration business. They are looking for possible acquisition targets in this sector with a Turnover above £1.5mil, Net Profits of £100k or more and within the South West area. Any leads should be passed to Peter Lugg.

Monahans Corporate Finance have also been instructed by an acquisitive enterprise in the Print Sector. Many of you will know that this is a difficult Sector but Monahans CF have a niche expertise and we will be looking for possible acquisition targets in this sector with Turnover around £1mil, possible turnarounds and within the Bath commuting area. Again, Any leads, please refer to Peter Lugg.

peterl@monahans.co.uk

Walcot Reclamation “Salvaged” By Administrators

World-renowned Bath architectural salvage business Walcot Reclamation shut up shop in December 2009 after owners Jane and Rick Knapp admitted they had been fighting "a losing battle" against the effects of the recession. The business, which set up 32 years ago and counted Prince Charles amongst its supporters, had seen its income take a dive in recent years. Monahans Accountants were appointed Administrators in January 2010 and ran a two-day stock auction through BCVA Auctioneers & Valuers, at which nearly 1,200 items worth a total of £220,000 were sold, ranging from skirting boards to radiators and railings. The company's Walcot Yard base in the centre of Bath is also now set to reopen on 1st May after salvage and sustainability firm MASCo bought the remainder of the business from the Administrators. Monahans' Insolvency Director, Steve Elliott said: "We were always confident that the Walcot Reclamation name would be continued and believe that this great business has a positive future under the new owners."

www.monahans.co.uk



NatWest Expands Structured Debt Team

Matt Hatcher, Head of the Structured Debt Team for Business & Commercial Banking in South West & South Wales announces two key new staff appointments:



From Left: Simon Whyatt, Business Development Director, Lizzie James, Business Development Director, Matt Hatcher, Head of Structured Debt team & Charles Davey, Business Development Director

"I am delighted to announce the appointment of Lizzie James and Simon Whyatt to the Structured Debt Solutions team in our region. This increases the team to four dedicated and experienced deal managers who will work on corporate finance transactions (Management Buy Outs, Acquisitions and Re-capitalisations) for senior debt led transactions up to £10 million within the SME market place. We are committed to helping businesses deliver their strategic objectives and the recruitment of Lizzie and Simon brings a wealth of complimentary experience to the team which is well positioned to support transactions through 2010 and beyond." Prior to joining the Bank, Lizzie practiced as a Corporate Lawyer in Exeter focusing on Mergers and Acquisitions covering a variety of sectors. Lizzie then moved on to a role where she was directly involved in business turnarounds, gaining valuable commercial experience.

Simon joins the Bank having spent five years in relationship management for HSBC, working with SME customers in Bristol, where his key focus was working closely with customers in developing the future strategic direction of their business. The team can be contacted on Tel: 0117 943 5061 or e-mail:

matthew.hatcher@rbs.co.uk

Tax rates drive upward trend in corporate finance deals

THE number of business owners selling up to take advantage of low Capital Gains Tax (CGT) rates is on the increase, according to Target Corporate Finance. The Bath-based firm has already seen a flurry of deals and enquiries over the past few weeks and says that this trend is set to continue. They cite the doubling of Entrepreneur's relief in last month's Budget and growing speculation that CGT rates could increase after the election as key drivers. Mark Harman, Head of Target Corporate Finance, said:



“With CGT rates likely to rise sometime this year, there is a window of opportunity for business owners to crystallise the value of their companies and pay a very low level of tax - especially now that gains for Entrepreneurs of up to £2 million qualify for a 10% tax rate. It is widely speculated that this change is a pre-election sweetener to soften the blow of big tax rises in the future. Whilst we don't know the exact timing, it is probable that the headline rate of CGT will increase in the next couple of months to closer align it with the top rate of income tax next year of 50%,” he explains. Over the past three months, Target has acted on behalf of vendors and buyers in six corporate finance deals

worth a combined £45 million. According to Mark, the timing of a number of these deals has been influenced by the opportunity the current tax rates present. “Any increase in the headline CGT rate would have a significant impact on business owners looking to sell their companies,” Mark said. “The next four to five months, therefore, represent a significant tax planning opportunity - this applies to every business owner looking to sell their business within the next two years. We've seen increasing numbers of business owners pushing their succession planning forward to take advantage of the current CGT rates,” he said. “The majority of these deals are management buy-outs – this is despite the fact that bank lending remains tight. In some cases, it has been possible to complete deals with innovative financing structures, which has allowed the vendors to progress their succession plans at a time best suited to the development of their businesses and their personal goals.” Mark adds. For more information on selling your business to take advantage of the current CGT and Entrepreneurs' relief rates, please contact Target Corporate Finance on 0845 241 3387, or visit the website

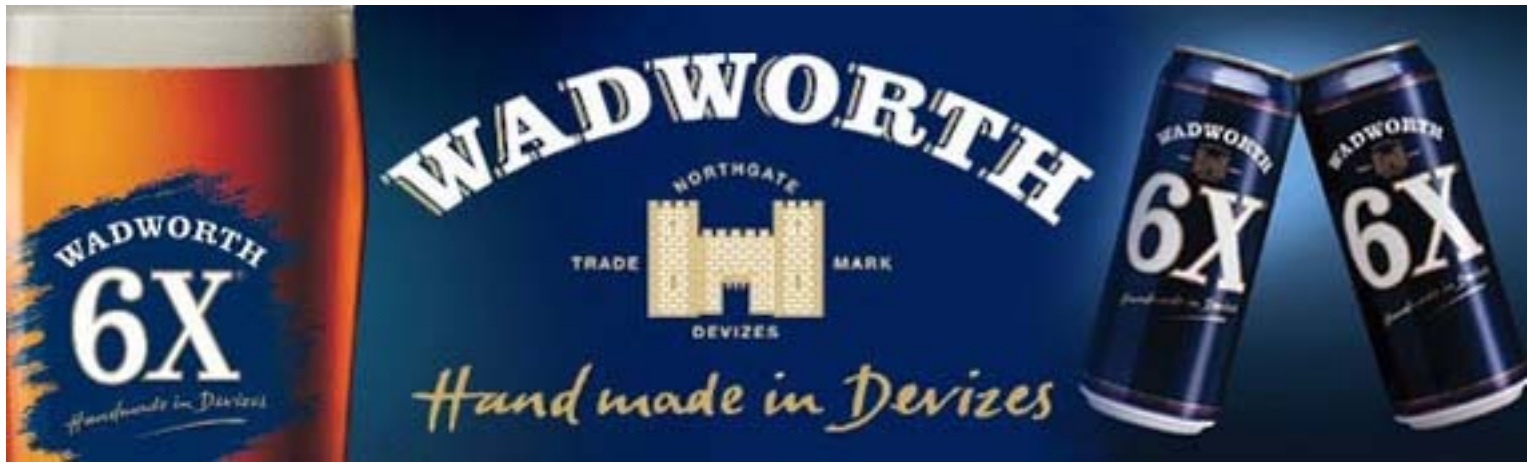
www.targetcf.com



Meteorical has launched a news letter for Angel Investors (or Business Angels). The website and newsletter keep investors up to speed with the latest research results into Angel Activity from around the world as well as providing pre-funding checklists and articles. A calendar provides details of local events of interest to business angels, for example: forums, training events, and networking events.

www.meteorical.co.uk

To include your news story in next months newsletter email copy to:
clarew2@monahans.co.uk



If you would like to book to attend the Brewery Tour networking event sponsored by Monahans in September 2010, please complete your details below and return to:

Clare Way
Monahans
Clarks Mill
Stallard Street
Trowbridge
Wiltshire
BA14 8HH

Email: clarew2@monahans.co.uk

Date: Thursday 16th September 2010

Venue: Wadworth Brewery, Devizes, Wiltshire.

Details: Includes Tour of brewery, taster session and meal afterwards at The Old Crown

Please note that numbers are limited therefore we can only accept a maximum of two bookings per organisation, and places will be reserved on a first come, first served Basis.

Name:

Company Name:

Email address:

Telephone Number: