



FEDERATION OF SMALL BUSINESSES



In Cornwall

Whatever your business ...
The FSB is working for you!

ONE OF 33 REGIONS ACROSS THE UK

A NATIONAL ORGANISATION WITH LOCAL FOCUS ...



The FSB is a highly influential campaign and pressure group that promotes and protects the interests of the self-employed and owners of small firms.

Through our network of branch and regional committees, the FSB ensures that local and national business issues can be addressed and that the true **VOICE OF BUSINESS** is heard.

Our specially selected business services provide practical assistance and support to members who subscribe annually.

30 YEARS AGO ...

Formed in 1974, the FSB is the largest independent business organisation in the UK. We have no political bias and our real strength lies with our members who remain our driving force.



The FSB is led and directed by its members on a voluntary basis but supported by full-time staff members both in the field and at our offices.

The organisation directly represents the interests of some 185,000 small businesses across 33 regions with just under 6000 in Cornwall alone.

LOBBYING ...

From the Westminster Press and Parliamentary Office our professional lobbying teams work with MPs, Government and Whitehall. They are also well connected to the national media, and the opinion of the FSB is often sought after and respected.



2 Catherine Place SW1

SERVICES ...

These include: legal, taxation and insurance services that save businesses time and money e.g. business banking, credit card facilities, telecoms and more.

Visit www.fsb.org.uk for a comprehensive guide to membership and the details of the work of the UK's largest business organisation.

WE ARE SUCCESSFUL - HOW DO WE DO IT ...?

Branches meet regularly to discuss progress on matters that have been brought forward by members - INDIVIDUAL BUSINESS PEOPLE LIKE YOU. These real business issues form the indisputable evidence for lobbying.

Local concerns will be addressed and resolved at branch level but are reported to the region who monitor trends and manage wider campaigns.



Work to resolve your business problems include:

- Lobbying MPs in their constituencies
- Liaising with partner organisations and utilising our extensive contacts
- Research and representation
- Simply assisting on a practical level by signposting supporting



WE HAVE

- Contacts
- Resources
- The Skills

YOU HAVE



A course of action will be decided for any business matter brought to us and the necessary work carried out to obtain a satisfactory conclusion.

Issues of wider significance are taken further. First, from the branch to the regional committee. They assess issues that may affect the whole county and then if appropriate refer on to national levels, usually via the Area Policy Unit.

EVIDENCE IS CRUCIAL TO MAKE THAT CASE!

Case study evidence is collated for campaigns such as work on the recent insurance crisis. Our professional teams work at the highest levels to fight the corner for small businesses who may not have the time, the contacts or the resources to take it up themselves. Please tell us about issues affecting your business!

WHAT ELSE DO WE DO ...?

EVENTS ...

As well as lobbying we hold some very well attended events that provide support and help to small businesses. Past topics have covered Marketing, Grants and Finance, Business Strategy and Insurance to name but a few.

Although we are not a "networking organisation", wherever businesses meet you will naturally be networking. It is a good place to meet people, do business and solve problems with your peers.



Because we work in partnership with key people in the region it is often a good opportunity you to meet with the movers and shakers in the county.



TELLING IT LIKE IT IS ...

We also raise the profile of business issues and are often asked for advice, to provide a spokesperson or comment for a news item, or a speaker for an event.

Our partnership working with all local authorities, government bodies, MPs, community organisations, business groups etc ensures that the voice of small business is heard and understood. These days our opinion (and therefore, your opinion) is often sought.

Volunteers who represent us come from all manner of backgrounds. As they are the ones who are directly affected, they are credible witnesses to the real business world. They are our experts and our strength in every sector.

If you would like to be part of our team in Cornwall, the only qualification is that you are in business. We help with the rest.



FROM LAND'S END TO THE TAMAR RIVER ...



Cornwall is known as one of the most active and fastest-growing FSB regions in the country. Where there is a business issue, you can be assured that we will either be actively in consultation or researching what we need to do to effectively represent our small businesses at every level.

The FSB in Cornwall has an excellent reputation as a very professional source of business expertise and as an essential partner when establishing policies or when considering any matter that affects the business community in the county.

THE TEAM IN CORNWALL ...

Our committees guide our direction and comprise of active business people elected democratically by Cornwall's members.

At least two representatives from each of our three branch teams become members of the main regional committee. This ensures that consistent information flows between individual members across the whole region and beyond.

These volunteers are the decision-makers in the region. They are supported in their activities by the full-time Regional Organiser and SW Policy Officer.



YOU ARE NOT ALONE ...

All Members are assigned to a local branch area and so are automatically eligible to be part of the local team.

Running a business is a 24/7 operation. Tackling issues with our support is more effective and saves you time.



Whatever your business, the FSB is working to you!



Cornwall's 6 Current Priorities

- **Improve quality and delivery of business support**
- **Promote local supply**
- **Provision of demand led training**
- **Influence and promote incubation facilities in Cornwall**
- **County-wide access to broadband**

The FSB's Role in Cornwall

- **Monitor the business climate**
- **Gather the evidence**
- **Articulate the information**
- **Influence and advise to make change**
- **Provide peace of mind for you!**

CONTACT

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