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Business News Scotland

Welcome to our round up of the latest business news for our clients. Please contact us if you want to talk about how these updates affect your business. We are here to support you!

Managing your cash flow

With increasing supplier prices and economic uncertainty, managing your business's cash and understanding the flow are now vital tools in maintaining resilience and being able to adopt flexible strategies for success.

Cash flows are a reflection of all the cash that is flowing in and out of a business. Owners can look at the direction of the cash flows for insights about the health of specific products or services and overall market patterns.



Some types of business are more likely to run into cash flow problems, while other types appear to be more resilient. If you are a business owner, you might be wondering which category your business falls into. No matter how inventive or simple your business model is, you can still have problems with cash flow. Here are our thoughts on managing the flow of cash in your business:

The first stage of understanding and predicting how funds flow is to perform a health check on your accounts. Look at your latest profit and loss statement and check that your income is sufficient to cover your expenses. If your profit is falling behind your

expenses and cash flow is slowing down, you might need to take action. Prepare a funds flow statement so you know where the money goes.

Next create a yearly budget - look where cash could become tight and months where you can save to cover off the quieter times. Look at those quieter months and think about flexible work scheduling, new products or services, or other activities to tide you over.

Finally make sure you collect your money from those who owe you quickly. Set credit limits and payment terms to ensure customers follow the rules or reward customer loyalty by offering early bird discounts. If you take on new customers, make credit checks. Penalise late payers and request up front deposits or payment.

Talk to us about preparing a funds flow statement and annual budget so that you can work on your business for maximum success!

Energy Bills Discount Scheme for non-domestic customers

The Energy Bills Discount Scheme runs for 12 months from 1 April 2023 to 31 March 2024.

This scheme replaces the Energy Bill Relief Scheme which supported businesses and organisations between 1 October 2022 and 31 March 2023. The scheme is made up of 3 different parts:

1. The baseline discount will provide some support with energy bills for eligible non-domestic customers in Great Britain and Northern Ireland – this support will be applied automatically.
2. The Energy and Trade Intensive Industries (ETII) discount will provide a higher level of support to businesses and organisations in eligible sectors – you will need to register to get this support.
3. The Heat Network discount will provide a higher level of support to heat networks with domestic end consumers – you need to register to get this support.

Most eligible non-domestic customers receiving the baseline discount should expect to see it in their May bill.

See: [Energy Bills Discount Scheme - GOV.UK \(www.gov.uk\)](https://www.gov.uk/guidance/energy-bills-discount-scheme)

Rates and thresholds for employers 2023 to 2024

Employers should be aware that from April 2023 several statutory payment rates increase for the 2023-24 financial year.

Statutory Maternity, Paternity, Shared Parental and Adoption Pay

From Sunday 2 April 2023, Statutory Maternity Pay, Statutory Paternity Pay, Statutory Shared Parental Pay, Statutory Adoption Pay and Statutory Bereavement Pay all increased from £156.66 to £172.48 per week.

Statutory Sick Pay

From Thursday 6 April 2023, Statutory Sick Pay increased from £99.35 to £109.40. The lower earnings limit remains at £123.

Statutory Redundancy Payment

From Thursday 6 April 2023, the Statutory Redundancy Payment was limited to £669 a week. The maximum Statutory Redundancy Payment payable is now £20,070.

See: [Rates and thresholds for employers 2023 to 2024 - GOV.UK \(www.gov.uk\)](https://www.gov.uk/guidance/rates-and-thresholds-for-employers-2023-to-2024)

New tools available to help SMEs tackle cyber security issues

The National Cyber Security Centre (NCSC) has launched new online tools for small organisations to help find and fix any cyber security issues.



The NCSC unveiled the services to coincide with the latest phase of its [Cyber Aware](#) campaign, which is aiming to raise awareness of cyber security among the UK's small businesses, organisations, and sole traders.

With official statistics showing more than a third of small businesses suffered a cyber-attack last year, the NCSC urged them to make use of their Cyber Action Plan and Check Your Cyber Security tools.

The [Cyber Action Plan](#) can be completed online in under five minutes and results in tailored advice for businesses on how they can improve their cyber security.

[Check your Cyber Security](#) – which is accessible via the Action Plan – can be used by any small organisation including schools and charities and enables non-tech users to identify and fix cyber security issues within their businesses.

Small businesses are a common target for cyber criminals, with the government's last [cyber breaches survey](#) revealing that 38% of the UK's small businesses suffered a cyber incident over a 12-month period.

The range of attacks can vary widely, from business email compromise to denial of service and ransomware attacks.

See: [Introduction - NCSC.GOV.UK](#)

UK joins the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)

Last week, the UK government announced that the UK will join the Indo-Pacific trade block, the CPTPP.

The agreement follows two years of negotiations by the Department for Business and Trade and the UK is the first European member and first new member since CPTPP was created. The CPTPP includes 11 Pacific nations: Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, and Vietnam.

The bloc is home to more 500 million people and will be worth 15% of global GDP once the UK joins. It is estimated that joining will boost the UK economy by £1.8 billion in the long run, with wages also forecast to rise by £800 million compared to 2019 levels.

Being part of CPTPP could support jobs and economic growth across the country. More than 99 percent of UK goods exports to CPTPP countries will now be eligible for zero tariffs, including UK exports such as cheese, cars, chocolate, machinery, gin, and whisky.

Total UK exports to CPTPP countries were already worth £60.5 billion in the 12 months to the end of September 2022 and are set to grow under CPTPP. The services industry will also benefit from reduced red tape and greater access to growing Pacific markets with an appetite for high-quality UK products and services.

See: [UK strikes biggest trade deal since Brexit to join major free trade bloc in Indo-Pacific - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/news/uk-strikes-biggest-trade-deal-since-brexit-to-join-major-free-trade-bloc-in-indo-pacific)

Coastal communities to receive funding for recreational sea fishing

Up to £1 million has been made available for coastal communities across the UK to invest in new and improved infrastructure for recreational sea fishing.

Eligible applicants will be able to bid for between £10,000 and £100,000 for projects to upgrade recreational fishing facilities, reduce carbon emissions, support the protection and recovery of the marine environment, and provide training to help recreational sea fishermen operate in a more sustainable way.

Recreational sea fishing involves fishing for the purposes of pleasure, tourism, or sport. With an estimated two million recreational sea anglers taking to the water every year, recreational sea fishing contributes over £800 million to the UK economy annually and boosts local economies through activities such as fishing tournaments, boat rental, bait and tackle supply, and local tourism.

Part of the £100 million UK Seafood Fund infrastructure scheme, this funding will ensure recreational fishing continues to prosper by backing projects which could enhance piers and harbours; create more accessible paths, floating walkways, and pontoon dockings; and promote fishing tournaments.

See: [Coastal communities to receive funding for recreational sea fishing - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/news/coastal-communities-to-receive-funding-for-recreational-sea-fishing)

Draft Code of Practice on dismissal and re-engagement

With a planned statutory code of practice, the UK Government aims to protect employees and crack down on employers that use controversial dismissal tactics.

The code, subject to a consultation first, will make it clear to employers that they must not use threats of dismissal to pressurise employees into accepting new terms, and that they should have honest and open-minded discussions with their employees and representatives.

This new statutory code of practice will set out employers' responsibilities when seeking to change contractual terms and conditions of employment, including that businesses must consult with employees in a fair and transparent way when proposing changes to their employment terms.

See: [Government cracks down on 'fire and rehire' practices - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/news/government-cracks-down-on-fire-and-rehire-practices)

The Goldman Sachs 10,000 Small Businesses UK programme

The programme is designed to provide high-quality, practical education and business support to leaders of high-growth small businesses and social enterprises across the UK.

Participants of the programme will benefit from:

- specialist workshops,
- one-on-one business advising,
- business coaching,
- access to professional experts,
- networking opportunities, and
- a network of graduates.

The closing date for applications is spring 2023, interviews will be held summer 2023 and the programme will begin autumn 2023.

See: [Goldman Sachs | United Kingdom](#)

Feasibility studies for Artificial Intelligence solutions

Innovate UK, part of UK Research and Innovation, is investing up to £5 million in innovation projects to deliver feasibility studies around Artificial Intelligence (AI). Funding for this opportunity is subject to business case approval by the Department for Science Innovation and Technology (DSIT) and HM Treasury.

The funding will be to develop AI and Machine Learning (ML) driven solutions that address a business challenge or opportunity in target industry sectors:

- construction,
- transport, including logistics and warehousing,
- creative industries, and
- agriculture and food processing.

The aim of this competition is to support innovative projects prompted by a challenge to business in an area of operations that can drive improvements in business productivity.

This competition supports the Government's goals in the National AI Strategy in the transition to an AI-enabled economy through wider AI adoption across sectors.

Your proposal must:

- address a business challenge in construction, transport including logistics and warehousing, creative industries or agriculture and food processing; and

- demonstrate an increase in business productivity.

Your project's grant funding request must be between £25,000 and £50,000.

See: [Competition overview - Feasibility studies for Artificial Intelligence solutions - Innovation Funding Service \(apply-for-innovation-funding.service.gov.uk\)](https://apply-for-innovation-funding.service.gov.uk)

Companies House Direct and WebCheck are closing

Companies House (CH) has confirmed that Companies House Direct (CHD) and WebCheck are closing on the 30 November 2023.

Users should use the [Find and update company information service](#) instead.

Current features include:

- advanced company search,
- dissolved company search,
- company snapshot reports,
- alphabetical search, and
- ordering facility for certificates, certified documents and missing images.

The Find and update company information service is a fully accessible service and has already replaced most of the functionality provided by CHD and WebCheck.

All records of companies dissolved since January 2010 are available on the Find and update company information service. CH are continuing to keep records of dissolved companies for 20 years from the date of dissolution, and their long-term intention is to make all these records available for free on the Find and update company information service.

See: [Companies House Direct and WebCheck are closing - GOV.UK \(www.gov.uk\)](https://www.gov.uk)

Changes to reporting material discrepancies to Companies House

From 1 April 2023, the way obliged entities can report a material discrepancy has changed.

An obliged entity is one which must carry out due diligence checks under anti-money laundering regulations. Obligated entities include, amongst others, financial and credit institutions, independent legal professionals, and estate agents.

Obligated entities carry out due diligence checks on companies under anti-money laundering regulations. They must report differences between the information they gather, and the information held at Companies House.

Specifically, obliged entities must report differences in information about:

- people with significant control (PSC) of a company,

- PSCs of a limited liability partnership (LLP),
- PSCs of an eligible Scottish partnership, and
- the registrable beneficial owner of an overseas entity (from 1 April 2023).

This difference is called a material discrepancy.

See: [Changes to reporting material discrepancies to Companies House - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/news/changes-to-reporting-material-discrepancies-to-companies-house)

Smart Manufacturing Data Hub set to support Manufacturing SMEs

Smart Manufacturing Data Hub (SMDH), led by Ulster University, aims to support 10,000 UK manufacturing SMEs to uptake, learn, and implement digital transformation technology in their factories through a range of support initiatives and funding measures. The programme is supported by £50 million of funding under the Made Smarter Initiative from Innovate UK.

Support for SMEs will include education and expert advice on digitalisation pathways, implementation of data driven technology, and funding to help manufacturing SMEs reach their digital transformation goals.

SMDH offers unique opportunities for SMEs to access data expertise that will aim to save SMEs time and money, predict breakdowns, and protect the environment, among other benefits.

See: [Team \(smdh.uk\)](https://www.smdh.uk)

Driver Certificate of Professional Competence (DCPC) changes

This consultation seeks views on proposed changes to the Driver Certificate of Professional Competence (DCPC). If these changes are implemented, they will only apply to drivers completing journeys within Great Britain, and Northern Ireland if authorities there agree, as DCPC is a devolved matter.

Drivers wishing to drive to, from, or within the EU will still need to comply with the existing requirements due to arrangements within the UK/EU Trade and Cooperation Agreement (TCA), as well as other relevant UK international obligations.

Proposed changes will therefore create 2 parallel qualifications for driving in GB and, potentially, NI:

- a national DCPC (N-DCPC) – the subject of this consultation, and
- an international DCPC (I-DCPC) – the existing TCA-compliant regime.

See: [Driver Certificate of Professional Competence \(DCPC\) changes - GOV.UK \(www.gov.uk\)](https://www.gov.uk/government/news/driver-certificate-of-professional-competence-dcpc-changes)

Campaign launched to reduce farm vehicle deaths and injuries

Agriculture has the worst rate of deaths and injuries (per 100,000 workers) of all sectors in Great Britain.

Incidents involving vehicles are the number one cause of deaths on British farms, killing 48 people in the past 5 years.

The Health and Safety Executive (HSE) has launched the 'Work Right Agriculture. Your farm. Your future' campaign. It highlights simple vehicle safety advice to help keep everyone on the farm safe.

HSE want to make 2023 a safer year on farms by working together. When you start your daily routine today, follow the 'safe farm, safe driver, safe vehicle' advice to help you plan the job and complete it safely.

See: [Work Right Agriculture - Work Right to keep Britain safe](#)

VIBES Scottish Environment Business Awards

The VIBES - Scottish Environment Business Awards - reward businesses whose management, processes and products have reduced their impact on the environment and created positive economic and social outcomes. There are 9 award categories. Your application can be considered for more than one category.

See: [Home | VIBES | Scottish Environment Business Awards](#)

Outer Hebrides Youth Enterprise Programme - OHYEP

The Outer Hebrides Youth Enterprise Programme (OHYEP) provides funding and support to businesses with owners aged 18 to 35.

The programme includes:

- one-to-one adviser support,
- aftercare and mentoring support,
- revenue grant funding,
- one-to-one specialist support on various topics, including digital,
- free accounting software, with training,
- business skills webinars, and
- access to other financial support and programmes.

Revenue funding grants of £2,000 for full-time businesses and £1,000 for part-time businesses are available, to cover up to 75% of eligible project costs.

The purpose of the scheme is to fill the gap that young business owners and entrepreneurs can face when trying to access support.

The programme is financed by the UK Shared Prosperity Fund and administered by Comhairle nan Eilean Siar's Business Gateway Service, which provides assistance to new and existing businesses in the Outer Hebrides.

See: [Outer Hebrides Youth Enterprise Programme \(OHYEP\) \(cne-siar.gov.uk\)](https://cne-siar.gov.uk)

East Lothian Council New Business Support Grant

East Lothian Council recognises the impact of the COVID-19 pandemic on local businesses, so will provide grant funding in 2022 and 2023 to support business growth and sustainability.

The New Business Support Grant offers up to £1,000 per company. The fund aims to promote local economic recovery and reduce the impact of cost of living on low-income households by supporting:

- interventions that support local economic recovery and help businesses move on from surviving the period of trading restrictions toward recovery, growth, adaptation and building resilience;
- projects that can rebuild consumer confidence and stimulate demand and economic activity; and
- low-income households that are disproportionately impacted by the pandemic and the current cost of living crisis to become more economically active.

Priority will be given to applicants who can demonstrate need and the benefit of funding to starting up their business.

See: [Funding for Business | Coronavirus | East Lothian Council](#)

DigitalBoost

Some digital upskilling could make all the difference to your business.

DigitalBoost, available through Business Gateway, is a range of digital support that spans a Digital Health Check, digital resources, and webinars. Find out about how this support could help your business improve its performance, people, and processes.

See: [DigitalBoost | Business Gateway | Business Gateway \(bgateway.com\)](https://bgateway.com)

Falkirk Council Digital Development Fund

The Falkirk Digital Development Grant provides businesses in the Falkirk Council area with financial support to help them develop and implement new digital systems to improve business performance and enable business growth.

This is a discretionary funding programme. The fund can cover up to 50% of a business's digital expenditure, to a maximum of £10,000. The minimum eligible project value is £2,000, so the minimum grant amount you can receive is £1,000.

See: [Business & investment - Grants for businesses | Falkirk Council](#)

Hydrogen Expert Support

The Hydrogen Expert Support service from Scottish Enterprise allows industry experts to help companies of different sizes and types, from various sectors, that are looking to grow and diversify into the renewable or low-carbon hydrogen sector.

The service will help Scottish companies to:

- understand if their capabilities can be transferred to the hydrogen sector, to diversify their market;
- understand the potential benefits of diversifying into hydrogen, such as the ability to maintain or increase turnover, workforce or facilities; and
- increase their presence and manufacturing capabilities if they are already in the hydrogen market, either through market analysis or due diligence on their product or service.

The Hydrogen Expert Support offers 2 levels of support:

Level 1

Level 1 includes 2 days of consultancy. The consultant will learn about your company's operations, capabilities and ambitions and create a report tailored to you that describes your general hydrogen opportunities. This will include projects that may be of interest to your company and some initial thoughts on specific areas your company could focus on.

Level 2

Level 2 includes up to 4 days of consultancy. It builds on the activity in level 1 by going into more detail on specific areas of opportunity for your company. It also provides detailed guidance on the next steps you could take to move into the sector.

Companies are expected to complete level 1 before going to level 2. However, there may be occasions where it is appropriate for a company to go straight to level 2.

See: [Hydrogen expert support for your business - Scottish Enterprise \(scottish-enterprise.com\)](#)

Reach international customers online

Scottish Enterprise and its international arm, Scottish Development International (SDI), have designed an international online sales support service to help Scottish companies learn how to trade online.

The service helps businesses develop their online presence through workshops, training, one-to-one sessions and expert advice.

Participants are taught how to sell in specific marketplaces, develop a digital strategy, understand global demographics, and find relevant influencers to promote their brand.

The service explains how to sell on marketplaces such as Amazon, eBay, Etsy, Faire and many others.

See: [Business events, workshops & courses in Scotland - Scottish Enterprise \(scottish-enterprise.com\)](https://www.scottish-enterprise.com/business-events-workshops-courses-in-scotland)

Guides to international online marketplaces

Scottish Enterprise and its international arm, Scottish Development International (SDI), have designed a series of international online marketplace guides with information on how to sell on more than 60 platforms across the world.

The awareness and use of online marketplaces is growing rapidly, particularly across international markets. Many online marketplaces help with order fulfilment and deliveries, making cross-border trade more accessible. But it's important to choose the marketplace that best fits your product.

These free guides look at ecommerce sites in the following markets: Africa, the Americas, Asia Pacific, Europe, and the Middle East.

The guides will help you understand the basics of the different ecommerce platforms, their markets, subscriptions, and fees.

See: [International online marketplace guides - Scottish Enterprise \(scottish-enterprise.com\)](https://www.scottish-enterprise.com/international-online-marketplace-guides)