



*"Together, let us
shine a spotlight on
business excellence
here in Suffolk"*

CLARE, COUNTESS OF EUSTON
H.M. LORD-LIEUTENANT OF SUFFOLK

THE QUEEN'S AWARDS FOR ENTERPRISE

SUFFOLK FUTURE WINNERS GUIDE



THE QUEEN'S AWARDS
FOR ENTERPRISE



INTRODUCTION

The Lord-Lieutenant of Suffolk, Clare, Countess of Euston, is Her Majesty's personal representative in Suffolk, and is responsible for promoting and supporting the work of many county-wide organisations, as well as civic, military, commercial, voluntary and social activities.

The Lord-Lieutenant, together with her team of a Vice Lord-Lieutenant and Deputy Lieutenants, ensures that a modern, mobile and accessible Lieutenancy serves the best interests and aspirations of our vibrant county.

From Royal visits, presentations and awards, to helping connect individuals, communities, cultures, organisations and social networks, the Lieutenancy is at the heart of Suffolk life, and represents the county far beyond.

'Celebrating Business Excellence in Suffolk' is our latest initiative, which promotes the role of businesses in county life, and encourages greater recognition for their remarkable work through The Queen's Awards for Enterprise.

For more information, please contact the Suffolk Lieutenancy Office:
sue.bennitt@suffolk.gov.uk





**We are all immensely proud of Suffolk.
It is one of the best places in the
country to live, work and learn.**

The county is full of innovation, entrepreneurship and ideas, and our international economy is one of the fastest growing and best-connected in the UK. We are home to a number of the world's top businesses, with a vast network of thousands more smaller businesses with big ambitions for growth.

From digital technology, financial services, life sciences and ports and logistics; to tourism, food, drink and agriculture, manufacturing and engineering, energy, health and construction; Suffolk is an enterprise hub for jobs, new skills and investment.

The Queen's Awards for Enterprise offer the opportunity for national recognition to those who are leading by example in business excellence.

In this brochure, we celebrate previous winners from Suffolk; we explain how to apply for the Awards; we outline the business benefits to be gained; and we encourage many more business leaders in Suffolk to apply, or to nominate others.



**CLARE, COUNTESS OF EUSTON
H.M. LORD-LIEUTENANT OF SUFFOLK**

I thank all those who are already promoting this prestigious national award, and encourage many more to take part.

Together, let us shine a spotlight on business excellence in Suffolk, and celebrate many more winners in years to come.

ABOUT THE QUEEN'S AWARDS

The Queen's Awards for Enterprise is the most prestigious awards for UK businesses, designed to recognise and encourage outstanding achievements in the following categories: Innovation, International Trade, Sustainable Development and Promoting Opportunity (through social mobility).



**THE QUEEN'S AWARDS
FOR ENTERPRISE**

Key points

- In 2018, 230 UK businesses from a broad range of industries – from agri-tech solutions and sustainable food production to innovative software and medical healthcare – won a Queen's Award
- In total 238 Awards were granted, including eight double-winners (companies who achieved an Award in both Innovation and International Trade categories)
- 88% of 2018 winners are Small to Medium Enterprises
- Winners may fly The Queen's Awards flag at their main office, and use the Emblem on their products and stationery for five years
- The Emblem is a recognised Royal endorsement that gets business noticed at home and overseas
- In terms of business benefits, previous winners have reported a boost to staff morale, worldwide recognition, excellent marketing opportunities, greater turnover and increased international trade
- 73% of International Trade winners who achieved an Award between 2012 and 2015 directly attribute increased international sales to winning the Award
- As exemplars in their categories, we engage with Award winners to test their views on government initiatives/policies.

Management of the Awards

The Queen's Awards Office, based in the Department for Business, Energy and Industrial Strategy, administers the scheme. They run annual promotion campaigns, manage the assessment and due diligence processes on potential shortlisted candidates, and liaise with all applicants.

Establishment and reviews

Instituted by Royal Warrant in 1965, The Queen's Awards to Industry scheme was recommended by a committee chaired by HRH The Duke of Edinburgh, and the first Awards were made in 1966.

In 1975, a review which the Duke also chaired led to the scheme becoming The Queen's Awards for Export and Technology, with separate Awards for outstanding achievement in each field. An Environmental Achievement Award was created in 1992.

Following a review in 1999, led by HRH The Prince of Wales, the scheme became The Queen's Awards for Enterprise, creating three of the categories that still exist today: Innovation, International Trade, and Sustainable Development.

A new category, Promoting Opportunity (through social mobility), was introduced in 2016 and the first winners announced in 2017.

Award Presentations and Celebrations

Awards are announced annually by the Department on HM The Queen's birthday (21 April). Each year's round opens for applications in May and closes in September.

Each year, two representatives of the winning companies are invited to attend a celebratory Royal Reception at Buckingham Palace.

The Award presentations typically take place from June onwards and are made by Her Majesty's Lord-Lieutenants. The presentations are held locally and arrangements are made between the winning business and the Lord-Lieutenant. They can attract high-profile guests including Their Royal Highnesses The Duke and Duchess of Cambridge, and Government Ministers. Typically, winners write to members of the Royal Family with whom they may have a connection.



Southampton
Ipswich
Lowestoft

King's Lynn
Teignmouth
Plymouth

Grimsby
Hull
Immingham

Goole
Silloth
Barrow

Fleetwood
Garston
Cardiff

Swansea
Barry
Newport

Port Talbot
Ayr
Troon



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THE BENEFITS OF WINNING A QUEEN'S AWARD

Thousands of businesses across Suffolk, large and small, are leading the way in boosting growth, pioneering innovation, improving trade, promoting opportunity and delivering sustainable development.

Winning a Queen's Award provides national and international recognition to businesses that lead by this example, and every applicant receives positive feedback and insights from the judges. This helps to support future business development.

Entrants come from all parts of the UK, but we want to see more from Suffolk, so that in years to come we may celebrate more winners from across the county.

The Queen's Awards are open to businesses with more than two full-time employees. The majority of winning companies have fewer than 250 employees, but larger corporates are often proud winners too.

The Queen's Award is valid for five years and the benefits include:

- National and global recognition
- Excellent marketing opportunities
- Added commercial value to your business and increased trade
- Competitive edge and new business opportunities
- Boost to staff morale
- Use of the Award emblem on stationery, website and advertising
- Permission to fly The Queen's Awards flag at your premises.

Presentation ceremonies are conducted at the winners' premises, by the Lord-Lieutenant of the County as HM The Queen's representative. The Awards consist of a Grant of Appointment and a presentational item bearing the Emblem.

Additionally, HM The Queen hosts a reception at Buckingham Palace for representatives of the winning companies.



EDF Energy is proud to celebrate business excellence in Suffolk with the Queen's Awards for Enterprise.

To keep up to date on the progress of the Sizewell C proposals please visit www.sizewellc.co.uk

To register your interest in potential supply chain opportunities please log on to www.sizewellcsupplychain.co.uk





CATEGORIES OF QUEEN'S AWARDS

INTERNATIONAL TRADE

To apply for the International Trade award, you must also:

- have made a minimum of £100,000 in overseas sales in the first year of your entry and show year-on-year growth
- prove that your organisation has achieved outstanding growth in overseas earnings relative to your business size and sector
- prove steep year-on-year growth (without dips) in overseas sales over three years - or substantial year-on-year growth (without dips) over six years

If you already hold an International Trade award you can only apply for a new award for:

- substantial year-on-year growth over six years if you are in the fifth (final) year of your current award (granted before April 2015)
- steep year-on-year growth in overseas sales over three years if you're in the second, third, fourth or final year of your current award (granted before April 2017).

INNOVATION

To apply for the Innovation award, you must also:

- have an innovation that has not been sold before
- have had your innovation available on the market for at least two years
- have recovered all the investments made in your innovation or show that the innovation will recover its full costs in future
- show outstanding commercial success as a result of innovation over two years - or continuous commercial success over five years

Your innovation should be in one of the following categories:

- invention, design or production of goods
- performance of services
- marketing and distribution
- after-sale support of goods or services.

SUSTAINABLE DEVELOPMENT

To apply for the Sustainable Development award, you must either:

- show how your outstanding sustainable development practices have helped to improve your commercial performance over two years
- show how your continuous sustainable development practices have helped to improve your commercial performance over five years

Your achievements should be in one of the following categories:

- invention, design or production of goods
- performance of services
- marketing and distribution
- after-sale support of goods or services
- management of resources or relationships with people and other organisations.

PROMOTING OPPORTUNITY THROUGH SOCIAL MOBILITY

To apply for the Promoting Opportunity award, you must also:

- have had a social mobility programme running for more than two years
- prove that the programme benefits your organisation (for example, it has improved your reputation or led to savings in the business)

Your improvements should be in one of the following areas:

- work experience, careers advice or mentoring for young people
- offering non-graduate routes such as traineeships or changing recruitment practices
- giving equal support and progression opportunities to all employees.

CASE STUDY INTERVIEW

SUPERYACHT TENDERS & TOYS

AWARDED

2017

CATEGORY

INTERNATIONAL TRADE

Based on the Shotley Peninsula, at the heart of Suffolk's yachting and yacht building sector, Superyacht Tenders & Toys is a fast-growing and market-leading independent tender and toy consultancy.

In 2017, the company won The Queen's Awards for International Trade.

SUPERYACHTTENDERSANDTOYS.COM



MD Josh Richardson tells us what was involved and what it means to them.

Q: What prompted you to apply for a Queen's Award?

A: I must admit, this wasn't something of which we were aware. We were told about it by our DIT trade rep who mentioned we would be a very strong case as we met all the criteria. I was grateful he did!

Q: How much additional work was involved in the application process?

A: The application process is - and has to be - very robust and in-depth. We devoted about three weeks of staff time to provide all the evidence required, including to demonstrate our considerable growth in export sales. It was time well invested.

Q: How has the award boosted your and the team's morale and sense of recognition?

A: This is as good as it gets. Staff positivity has never been higher.

Q: How have you used the award to increase new and repeat business?

A: It really gives first-time clients the confidence to use us. It's like having the ultimate testimonial to call on. There are some countries, in particular, where a Queen's Award counts for a great deal in terms of credibility and recognition. One of our large growth areas is the Middle East and I think this is a key award to win for future orders from that region.

Q: What one piece of advice would you give to a company thinking of applying?

A: Do it. Even if you don't get the award, it is a great way to take a holistic view of your company, where it is, where it is going and so ensure you are strategically going in the right direction for the future.

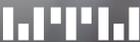


Celebrating business excellence in Suffolk

Willis Towers Watson is a leading global advisory, broking and solutions company that helps clients around the world turn risk into a path for growth. Our unique perspective allows us to see the critical intersections between talent, assets and ideas – the dynamic formula that drives business performance.

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not as you know it...

100% taste at 0.5%
abv, it's a Win Win!

**CELEBRATING BUSINESS EXCELLENCE
IN SUFFOLK!**

   [adnams](https://www.adnams.com)

CASE STUDY

ADNAMS

AWARDED

2012

CATEGORY SUSTAINABLE DEVELOPMENT

Adnams, the brewer, distiller and retailer, is an independent values-based business committed to a sustainable future. It has been brewing in Southwold on the Suffolk coast for over 145 years and produces a range of cask, keg and bottled beers.

The company has become known for its approach to innovation and sustainability, it is carbon neutral and has zero waste to landfill. Adnams treads lightly on the planet, evidenced by winning The Queen's Award for Enterprise, Sustainable Development twice.

Andy Wood, Chief Executive commented, "We are delighted to be honoured with this award. At its simplest level sustainability is about longevity. Adnams has been in business since 1872 and we plan for it to be around for many, many more years to come.

"At a deeper level it's about building stronger relationships - with our people, our customers, our community and the wider world. That means developing an exceptional working culture at Adnams, managing our social and environmental impacts to deliver positive improvements and achieving better business results, on a consistent basis. It's about 'doing things right' and being seen to do so."

ADNAMS.CO.UK



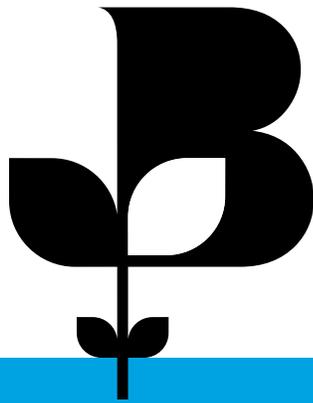
START YOUR APPLICATION AT WWW.GOV.UK/QUEENSAWARDSFORENTERPRISE

IN 2018 THERE WERE 230 WINNERS ACROSS THE UK.



**73% OF WINNERS IN THE
INTERNATIONAL TRADE
CATEGORY DIRECTLY
ATTRIBUTED INCREASED
SALES TO WINNING
A QUEEN'S AWARD.***

*Research of International Trade winners between 2012-2015 carried out by the University of Strathclyde.



Suffolk Chamber of Commerce

The Voice of Business



We offer the perfect package of support to businesses of all sizes

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- Export documentation service
- Cheaper utilities packages
- Dozens of great networking and speaker events
- Discounted access to Experian's database and credit checking service
- Discounted HR advice and support
- Free 24/7 legal advice line
- AA roadside assistance

As the voice of business in the county, Suffolk Chamber of Commerce offers a range of great value benefits for every type of business - from entrepreneurial start-ups to some of the biggest organisations based here. Why don't you join them - and become part of Suffolk's largest private sector business body?

For more information on how to join Suffolk Chamber of Commerce
Call **01473 680600** or email **membership@suffolkchamber.co.uk**
Apply online **www.suffolkchamber.co.uk/membership/**



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Greater Ipswich

Haverhill & District

Lowestoft & Waveney

Newmarket & District



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Commerce
Accredited

THE NEW ANGLIA ECONOMY: INCLUDING SUFFOLK

Of the two counties, growth was marginally faster in Suffolk, which saw its economy grow by 1.3% over 2016. The county's economy is now worth an estimated £16.8 billion. Norfolk's economy expanded by 1.2%, and is now valued at £18.0 billion (figures may not add up to the New Anglia total due to rounding).

- For Suffolk, this was the fourth time in the past six years growth has exceeded the national average (excluding London). Norfolk has eclipsed this rate only twice over the same timeframe
- Locally within Norfolk and Suffolk, growth was focused largely in the west of the two counties; Forest Heath (3.8%), St Edmundsbury (2.5%) and King's Lynn and West Norfolk (2.5%), all saw notable economic growth comfortably exceeding the national average. In fact, Forest Heath was the 31st fastest growing local authority district in the UK over 2016 (out of 391)
- North Norfolk also saw robust growth, expanding by 3.5% in real terms. This was its fastest rate of growth since 2002, and ensured it was the 46th fastest growing local authority district in the UK
- Mid Suffolk (1.5%) was the only other district whose economy accelerated faster than the national average (excluding London), however growth remained robust in districts such as Broadland (1.2%), Babergh (1.2%) and Great Yarmouth (1.1%).

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WEEK BY 2036

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NET NEW
JOBS BY 2036



140,000

NEW
HOMES
BY 2036



A HIGHER PROPORTION
OF PEOPLE ENGAGED IN THE
LABOUR MARKET
THAN ACROSS
THE UK BY 2036



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Local Enterprise Partnership
for Norfolk and Suffolk



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the law firm that's right for you means finding the people who
speak your language. You need straight-talking specialists who
understand your challenges, get things moving straightaway
and deliver the outcomes you want. Enough said.



THE QUEEN'S AWARDS
FOR ENTERPRISE

PREVIOUS SUFFOLK WINNERS

ADNAMS

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SOUTHWOLD

SUSTAINABLE DEVELOPMENT AWARD 2012

ANGLIA PRINT LTD.

ANGLIAPRINT.CO.UK

SUDBURY

SUSTAINABLE DEVELOPMENT AWARD 2016

ANGLIAN WATER GROUP

ANGLIANWATER.CO.UK

SUFFOLK & EAST OF ENGLAND

SUSTAINABLE DEVELOPMENT AWARD 2016

BURLAND TECHNOLOGY SOLUTIONS

BURLAND.COM

GT BLAKENHAM

INTERNATIONAL TRADE AWARD 2016

C&K MEATS

CKMEATS.CO.UK

EYE

INTERNATIONAL TRADE AWARD 2017

PIPESHIELD INTERNATIONAL LTD.

PIPESHIELD.COM

LOWESTOFT

INTERNATIONAL TRADE AWARD 2013

PLANT PARTS LTD.

PLANT-PARTS.COM

IPSWICH

INTERNATIONAL TRADE AWARD 2013

PROSYNTH LTD.

PROSYNTH.COM

SUDBURY

INTERNATIONAL TRADE AWARD 2016

SEAFAST LOGISTICS LTD.

SEAFAST.COM

FELIXSTOWE

INTERNATIONAL TRADE AWARD 2015

SEERS MEDICAL LTD.

SEERSMEDICAL.COM

IPSWICH

INTERNATIONAL TRADE AWARD 2013

SUPERYACHT TENDERS AND TOYS

SUPERYACHTTENDERSANDTOYS.COM

IPSWICH

INTERNATIONAL TRADE AWARD 2017

PROUD TO SUPPORT BUSINESS EXCELLENCE IN SUFFOLK



Cllr Matthew Hicks
Leader of the Council

“Suffolk has a vibrant, high performing and diverse economy, with a highly skilled workforce and areas of global competitiveness that fuel this success. We are determined to build on our position on the world stage and fully capitalise on the opportunities created by further advances in technology, digital connectivity and green energy.”

For further information visit www.investinsuffolk.com or email economic.development@suffolk.gov.uk

YOUR FREE APPLICATION STARTS HERE

First, you'll need to register on The Queen's Awards website. You can then access the entry forms.

There are different forms for each Award category, along with helpful guidance notes and additional information to help you correctly complete the form.

Entries are free and you may enter more than one category, providing your business meets the eligibility criteria for each category you wish to enter. All entry forms must be completed and submitted online and once submitted you will receive an email confirmation.

Applications open each year in May, closing in September.

Awards are announced annually on the Queen's Birthday, the 21st of April.

You can contact The Queen's Awards Helpline if you need help.

Queen's Awards Helpline

Telephone: 020 7215 6880

Monday to Friday, 9am to 5pm

queensawards@beis.gov.uk

YOU CAN APPLY IF:

YOU ARE BASED IN THE UK (INCLUDING THE CHANNEL ISLANDS AND THE ISLE OF MAN)

YOU FILE COMPANY TAX RETURNS WITH HM REVENUE AND CUSTOMS (HMRC)

YOU ARE A SELF-CONTAINED ENTERPRISE THAT MARKETS ITS OWN PRODUCTS OR SERVICES AND IS UNDER ITS OWN MANAGEMENT

YOU HAVE AT LEAST TWO FULL-TIME UK EMPLOYEES OR PART-TIME EQUIVALENTS

YOU DEMONSTRATE STRONG CORPORATE SOCIAL RESPONSIBILITY

YOUR ORGANISATION CAN BE BUSINESS OR NON-PROFIT

Each award category has additional entry criteria, which you can see on the page entitled 'Categories of Queen's Awards'.



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- ◆ Powers of Attorney
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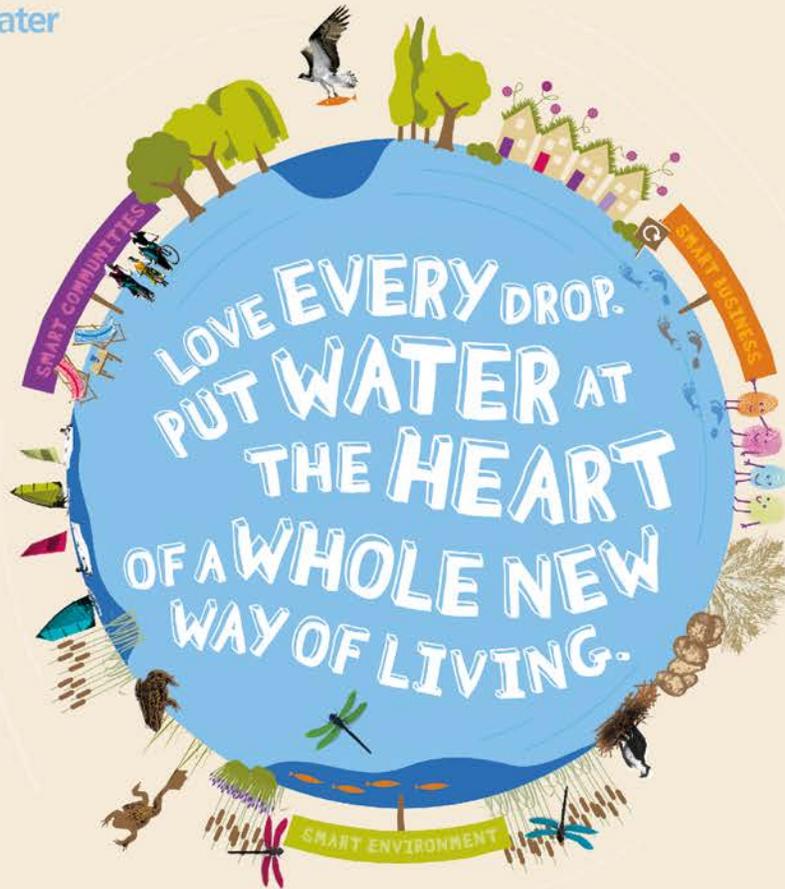
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ARE
HERE
BECAUSE
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Please contact our Co-founder, Erika Clegg, to find out more.
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