

# News

December 2018



# Merry Christmas

From everyone at Cambridge & Counties Bank



## One billion, not out!



**November 2018 became a real milestone for the Bank as our continued growth saw our balance sheet break through the £1bn mark. A great testament to everyone involved with the Bank and central to that success remains our broker base.**

Commercial finance brokers continue to deliver c.90% of the Bank's new business volumes, of which 60% is repeat business for existing clients. On this basis you can see why the Bank places a large emphasis on how we can strengthen both our broker and client relationships. Our philosophy remains focused on quality rather than quantity and in this respect we only have 52 Property Finance and 39 Asset Finance brokers on our panels, in other words we are selective about the people who introduce business to the Bank. Having a manageable panel of approved brokers allows the Bank time to build the relationship with our brokers and a big part of that is listening to what you have to say.

On this theme, another first for the Bank last month was that we held our first broker forum. A small group of new and long standing brokers joined the Bank to provide feedback on a range of issues around how the Bank interacts and communicates with our broker network. The feedback was fascinating and one particular point that all the brokers agreed on, was that the title 'Business Development Manager' did not fully reflect the added value and experience our

front line team bring to the structuring of deals. For most secondary funders, BDM's are more of a post-box ambassador role and not experienced lenders in their own right. Brokers considered our BDM's to be more relationship focused, adding value through meeting clients and helping structure transactions. Internally we had already been reviewing this same point following the Bank's move towards building out the role of the front line team to take on a more active contact role with our existing client base – so to prove that we do listen to what our brokers say, our BDM's titles have since changed to 'Relationship Managers' to reflect their new enhanced role and the value they add.

Finally, I would like to sign off for the year by wishing everyone a very merry festive break and a prosperous New Year – which could start with an extra present of an iPad if you win our annual festive quiz, so please enter!

**Simon Lindley**  
Chief Development Officer





## Focusing on Our Service

Last month we held our first focus groups with our North & Scotland region Brokers.

In attendance from the Bank were; Simon Lindley, Chief Development Officer and Carl Ashley, Regional Director for the North and Scotland.

We gained valuable insight and feedback from the session. The Brokers that attended fed back on what we do and how we do it, as well as discussing how our services can strengthen Broker relationships in the future.

## Sevenhills for Students

Our client Sevenhills Estates Ltd, Sheffield-based property investors recently secured £530,000 of specialist refurbishment funding to renovate and upgrade Vestry Hall in Sheffield.

Vestry Hall is a Grade II listed building situated close to the heart of the University of Sheffield campus. Following the renovation works, Vestry Hall now comprises of 21 high-quality bedrooms and living spaces for students.

Sheffield has benefitted from strong growth in its student population, which now stands at c. 65,000 allowing room for purpose built and renovated accommodation units in and around the city.

Bo Khan, Director and Founder, Sevenhills Estates Ltd, said: "Demand for student accommodation in Sheffield remains as strong as ever, and the opportunity as well as the business case for us to renovate Vestry Hall was compelling. Cambridge & Counties Bank has supported my business during the last few years and once again provided the right funding solution and valuable support which allowed us to carry out this exciting development."



## Motoring to a Deal

We recently funded two Brookland Speed Race transporter trailers for a long established motorsport engineering business after an introduction from a key business broker.

Our new clients purchased the trailers on a Sale and HP basis over a 5-year loan term, after which they were fully refurbished internally. Two of our Business Development Team were then able to revisit the customer to ensure the initial valuation was still correct and our client's assets were protected.



## No Wasted Money

Simon Hilyer, our Senior Business Development Manager recently helped a client purchase two stainless steel articulated waste tankers and a recycling tanker on a MAN 6x2 chassis.

Our client's 7-year term loan was based on a 10% deposit matching the depreciation profile. A 2-month VAT deferral was taken to assist with cash flow. The waste tankers hold an internal recycling function meaning there is no need for fresh jetting water saving our clients both time and money!



## Classic Car Finance

### Partnership with FBHVC

On 9<sup>th</sup> November, our Classic Car Finance team joined members of the Federation of British Historic Vehicle Clubs (FBHVC) at the Classic Car Show in Birmingham's NEC to make a special announcement.

We're proud to announce that Cambridge & Counties Bank are the official finance partner of the FBHVC. The new partnership allows Cambridge & Counties Bank to support the FBHVC's Heritage Engineering apprenticeship scheme held at the Academy at Bicester Heritage.

Aside from a financial bursary of £10,000, we will also be designing and delivering modules within the apprenticeship curriculum, with our experts passing on their skills and knowledge to ensure apprentices are fully equipped to manage a business and its finances.



## Classic Cars, New Website

We've just launched a new site dedicated to our Classic Car Finance offering.

www.classiccarbank.co.uk covers our full product range, with details on the types of cars we finance together with news posts, blogs and case studies. Take a look and let us know what you think!



## Meet the Team

This issue, we catch up with our Senior Relationship Manager, Adam Jolley!

**If you could be any animal, what would you be and why?**

A Boa constrictor as I like to give big hugs!

**What's your favourite activity?**

Drinking wine on a beach.

**What's your favourite cheese?**

Brie.

**What's your favourite dish?**

Lasagne.

**What is your favourite time of year and why?**

Spring, its warming up and the flowers start to wake up.

**Most challenging part of your job?**

Being able to balance office work with being on the road to find new customers.

**All-time favourite movie?**

Labyrinth, with David Bowie.

**What is your best holiday memory?**

Drinking in the mountains around Bulgaria, the view was amazing.

**First concert you went to?**

Fleetwood Mac.

**What is your favourite quote?**

'That is about as much use as a chocolate fire guard.'

**What do you enjoy most about your work?**

Being able to meet new customers, each with their own unique circumstances.

**If you won an award, what would it be for?**

The Artisan Bread award, for my bread making abilities!

**Guilty pleasure?**

Kokoro, a sushi bar in Leicester.

**How did you get into Property Finance?**

Simon Lindley offered me the opportunity and I haven't looked back since!

**If you could have 3 guests at a dinner party, dead or alive, who would it be?**

Judy Garland, David Bowie, Jethro.

**What is the best piece of advice you've ever had?**

Right or wrong, just make a decision.







# Festive Quiz

It's that time of year again! What has now become an annual tradition, the Cambridge & Counties Bank Christmas Quiz is back again giving our readers another chance to win an Apple iPad 32GB!

To enter, all you have to do is email your answers to [communications@ccbanc.co.uk](mailto:communications@ccbanc.co.uk) by 5pm on Friday 21st December. The winner will then be contacted in January and be announced in our February 2019 newsletter! Good luck!

- 1 An easy one to get you warmed up - which Christmas plant would you share a kiss under?
- 2 Who wrote popular Christmas story 'How the Grinch Stole Christmas'?
- 3 What is a baby reindeer called?
- 4 Now a Christmas staple film, Hugh Grant is the Prime Minister in which movie?
- 5 What is the name of the penguin from the famous John Lewis Christmas Ad?
- 6 Balsam, Douglas, Fraser and Noble are all types of what?
- 7 Christmas is supposed to be the snowiest time of year, but 2018 saw a bit more of the white stuff in February and March. What was the name of the now infamous snow storm?
- 8 By what title was the song Jingle Bells originally released?
- 9 Which actor stars in the Christmas classic It's A Wonderful Life?
- 10 Which city did The Pogues sing a fairytale for in their Christmas hit?
- 11 What's the name of Bob Cratchit's sickly child in Charles Dickens' A Christmas Carol?
- 12 What colour are the 2018 Starbucks Christmas cups?
- 13 Which British pop group holds the record for earning the most Christmas number 1 songs?
- 14 In which Bond movie did Denise Richards play Dr. Christmas Jones?
- 15 Santa's home, Lapland, is in Northern Finland. What is the Finnish capital?
- 16 In the Christmas carol "The Twelve Days of Christmas", we all know there's one partridge in a pear tree and five gold rings. How many ladies dancing are there?
- 17 Which TV family's first outing was in a Christmas special episode in December 1989?
- 18 Two of Santa's reindeer have names that begin with C, one has a name beginning with a B. Can you name the CCB trio?
- 19 Baby It's Cold Outside is a classic Christmas song, covered nearly every year, but which crooner did Cerys Matthews sing it with?
- 20 In which novel was it 'always winter but never Christmas'?
- 21 Elf on the \_\_\_ has become a popular Christmas tradition in the last few years. Fill in the blank!
- 22 With which brand would you associate the Christmas jingle "Holidays are comin'?"
- 23 Which country donates the Christmas tree at Trafalgar Square, London to Great Britain every year?
- 24 Who wrote and illustrated the classic Christmas story turned animation The Snowman?
- 25 What's the name of Will Ferrel's character in Elf?

## Cambridge & Counties Bank Christmas Quiz Competition... The Small Print

- The competition is a test of your knowledge and skill. To enter it you must attempt all the Christmas Quiz questions featured in the December 2018 edition of the Lending Newsletter. No payment is required.
- The winner will be the entrant whom we judge to have answered most questions correctly. In the case of a tie the winner will be drawn at random on 4 January 2019 from those tying.
- The competition will open on 13 December 2018 and will close at 5pm on 21 December 2018.
- The prize is an Apple iPad 32GB or a close substitute selected by the Promoter. iPad is a registered trademark of Apple PLC. This promotion is not conducted in association with or endorsed by Apple. No alternative to that prize will be offered.
- Entries not submitted in accordance with these rules, or entries which are delayed, duplicated, incomplete, illegible or lost through technical problems will be disqualified.
- The winner will be notified by email using the contact details provided within 20 working days of the close of the competition.
- If you enter the competition, you agree that the promoter may include and/or announce in the next edition of the Lending Newsletter or elsewhere at its discretion your name, general location and details of any prizes that you have won. For more information about how the promoter will use your personal data, please see our Privacy Notice at [ccbanc.co.uk/privacy](http://ccbanc.co.uk/privacy)
- The name of the winner will be available by emailing Cambridge & Counties Bank at [communications@ccbanc.co.uk](mailto:communications@ccbanc.co.uk)
- The promoter is Cambridge & Counties Bank Limited, Charnwood Court, 5B New Walk, Leicester LE1 6TE.
- Employees of Cambridge & Counties Bank and their immediate families may not enter the competition.
- Entrants agree to be bound by these rules.
- The decision of Cambridge & Counties Bank on all matters under these rules is final and binding.