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Sell now...the Chancellor is coming?



Spencer Wright

As I sit to write this article, there is an audible collective sigh of relief from deal advisers and entrepreneurs who have digested the Chancellor's Autumn Statement and been relieved to hear that the Chancellor has neither scrapped nor reduced Entrepreneurs Relief (the relief that reduces the liability of certain business assets disposals to Capital Gains Tax).

Whilst there may be current joy to this news, it may only be a matter of time before this soft target is attacked in order to balance the country's books. Whilst I am not advising that business owners rush to pick up the phone to speak to a corporate finance adviser with panic driven instructions that they want to sell, there is merit in logic checking the timing of your exit or succession plan.

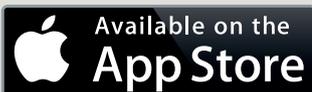
For many people, the threat of the loss of this relief, which is only enjoyed by a small percentage of the population, may not have much personal meaning, however I would argue that this is one of the most important drivers to growth and entrepreneurialism in the UK. It is only now being recognised that SME businesses are the engine of the economy responsible for more employment and wealth creation than any other. If you take away one of the established incentives to grow and re-invest in a business in order to secure an increase in capital value, then decisions will become more about short termism and profit taking.

With access to finance, optimism, appetites for merger & acquisition activity and entrepreneurial desire all at improving levels, is it too much to ask that the Chancellor not only leaves this relief alone but actually comes out and says he will protect it? This will give business owners the confidence and stability they crave to get on and do what they do best, grow their businesses for the benefit of all.

Try our free App

The Dains App has been carefully designed in response to the growing use of smart phones and mobile devices used by our clients and aims to keep users up to date with the very latest news whilst also allowing you to browse a library of tax tables, have instant access to all the key tax dates and deadlines and utilise a number of useful calculators including a GPS based mileage calculator.

The App also makes it really easy to keep in touch with us. It has a simple 'arrange to meet' page along with our contact information. There are many more features and benefits you can enjoy from the App. You can download it completely free of charge using the App Stores below.



Management buy-out marks new era for Cameron-Price Ltd



L/R Roy Farmer, Barry Moor, Rob Wilson

In a transaction led by Dains Corporate Finance, Cameron-Price Limited, a specialist injection moulding and assembly business predominantly for the automotive industry has been acquired by its management.

The multi-million pound deal, advised on by Roy Farmer and Rob Wilson at Dains, sees Managing Director, Barry Moor, acquire a majority stake in the business and provides for the retirement of Chairman, Tony Banks MBE. Moor has been with the business for 21 years and was appointed MD in 2011.

Tax advice for the deal was also provided by Dains - led by David Bradshaw and Caroline Bland.

Stirchley based Cameron-Price is a leading supplier to several UK Tier one businesses, with strong relationships directly to original equipment manufacturers (OEMs) including JLR, BMW, Toyota, Ford and Nissan. Other specialist products are supplied to a range of industrial applications. The business has a long track record as a specialist injection-moulder but, under the leadership of Barry Moor, the company has moved up the value chain by supplying assembled parts, often direct to track-side on a just-in-time basis.

Roy Farmer, Dains Corporate Finance said: "This transaction is a great outcome all round. As a firm our relationship with the business goes back over 20 years, and we have been working closely with the shareholders and management team over the past few years to help shape this transaction.

"The deal provides Barry and his team with the potential to take Cameron-Price to the next level. There are a number of strands to the financing structure which totalled £6.6 million and combines efficient use of the company's strong asset base alongside cash flow lending."

Dains are pleased to announce the addition of Trevor Shaw as Tax Director.

Dains has added a new Tax Director, Trevor Shaw to further augment the firm's continuing focus in providing specialised tax services to the East Midlands business community.

The senior position will see Trevor working with clients providing advice on all business tax issues, advising on sustainable tax strategies, managing tax risk and opportunity, and meeting reporting obligations. His particular areas of specialisms include: corporate debt and foreign exchange structuring, business reorganisations, patent box and the tax-efficient structuring of business acquisitions and disposals. He will also focus on new business development for the firm, in particular for the core tax advisory team.

Trevor joins Dains from Grant Thornton where he has intermittently spent the majority of his career. His experience also encompasses working at HMRC, working in the financial services industry and two Big-Four accountancy firms.

Commenting on his appointment, Lisa Richards, Partner, said: "Trevor is a heavyweight addition to the tax team and our East Midlands regional office in Derby. As owner-managers focus on strengthening their businesses for the future, tax is becoming an increasingly central activity, and can seriously improve the financial health of a business if carried out effectively. This is precisely what Trevor and the team can deliver for our clients."

Trevor comments: "As well as having to manage their business in this tough economic climate, organisations in the region have many complex tax changes to understand and contend with. I am always excited when assisting owner-managers in overcoming the challenges they face to achieve their future business and personal goals. My advice is often driven by a clients' business strategy which helps me understand the effect these will have on their tax profile and then providing them with innovative tax strategies designed to help minimise their tax exposures and allow them to focus on their core business."



Lisa Richards and Trevor Shaw

“The only thing harder than planning for a cyber attack is explaining why you didn't..”

Andy McDougall, Dains IT Solutions comments:

You've worked hard to build your business and make it a success. You're probably using a range of IT equipment and using the internet to advertise your business and sell online. The internet brings huge business opportunities and benefits, but it also brings risks. It is increasingly important to manage these risks to take advantage of the internet whilst protecting your business. Most online attacks can be prevented or detected with basic security practices for your staff, processes and IT systems. These security practices are as important as locking your doors or putting your cash in a safe. You can manage your online security in the same way you would protect any other aspect of your business. With more customers demanding that their suppliers are secure, this is becoming a business necessity.

In response to this very real threat the British Government has launched a scheme – 'Cyber Essentials' to help businesses protect themselves against the common cyber threats seen online.

Cyber Essentials offers a sound foundation of basic hygiene measures that all types of organisations can implement and potentially build upon. However, it does not offer a silver bullet to remove all cyber security risk.

The Cyber Essentials documents are free to download from the GOV.UK website and any organisation, large or small, can use the guidance to implement these essential security controls.

Businesses can self-assess against the criteria, or seek independent verification and gain the Cyber Essentials badge, which enables your company to advertise the fact that it adheres to a Government endorsed standard.

The scheme represents an industry recognised approach for an organisation to take if it wants a standalone activity and does not have a high-risk environment to secure. However, it must be placed in the context of all good security management practices.

Do not underestimate the benefit of doing the basics now. There are some simple steps that can be taken to protect your business at a relatively low cost and are straightforward to implement.

- using strong passwords
- regularly updating virus protection software
- providing simple staff awareness and training
- backing up your company data

If you feel your organisation may need more than just Cyber Essentials, as security experts we can help. We can offer sound advice on the most appropriate standards for a security review and/or risk assessment and help your organisation to determine which activities, controls, practices and certifications are right for mitigating the risks within your own unique environment.

If you would like a security assessment, you can contact us on: dits@dains.com or call Andy on 07565 111111

Dains Corporate Finance expand their team with addition of new Director



Corporate Finance Team

We are delighted to announce the appointment of Martin Aston to the Corporate Finance team.

His new role will see Martin advising owner-managed companies on transactional and strategic matters including debt and private equity fund raising, mergers, acquisitions, disposals and due diligence. He will also be advising management teams on MBO's and MBI's and he will work closely with family businesses to resolve succession issues.

Martin is a qualified accountant and has worked in various roles servicing SME and corporate clients for the past 18 years. He has specialised in corporate finance for 9 years and joins Dains from RBS where he was a Structured Finance Director; funding complex leveraged management buy out transactions.

Roy Farmer Head of Corporate Finance said: "The volume of corporate finance opportunities for new and existing clients is growing at a tremendous rate and we have added two new members to the corporate finance team in the past three months. We have recently completed a number of transactions and continue to see an increasing number of clients who require dynamic business advisors rather than just a compliance service. Martin is well placed to deliver on that expectation having a strong track record in advising ambitious entrepreneurs and owner-managed businesses and will undoubtedly reinforce our corporate finance offering in the North and West Midlands marketplaces."

Martin commented on his appointment: "This is a vibrant period particularly with mid-market companies that are going from strength to strength in the Midlands. I am delighted to have joined Dains Corporate Finance at this time and am excited about the prospect of working with this award winning, highly respected team."

Tracey Hardie, Chief Executive of the charity comments: "I'm overwhelmed by Dains for their on-going support as our accountants and also their kind donation. Burton is lucky to have such an enlightened and generous business full of people who are interested and passionate about supporting victims in our community that couldn't survive without the specialist services of SARAC."

Over the past 12 months Dains has donated over £30,000 to local causes by taking part in and supporting a variety of sporting events and by carrying out honorary work.

Richard McNeilly, Partner said: "The golf day was a real success and we received lots of support from local businesses. Everyone had a brilliant time, but most importantly, it was rewarding knowing that our efforts were raising money and supporting a worthy cause in our Burton community."

Businesses Tee up for Charity

Burton-based sexual abuse support charity has received a £1,000 donation after 72 avid golfers from a number of local businesses joined forces to take part in a golf day hosted by Dains.

Eighteen teams attended the day at Branston Golf and Country Club to compete in a round of Stableford golf and take part in numerous competitions. The event was attended and supported by Dains staff, as well as clients and professional contacts of the accountants.

The charity - SARAC (Sexual Abuse Rape Advice Centre) provides counselling, support and advice to males and females over the age of 13 who have experienced rape, sexual and/or exploitation at any time in their lives. The charity offers support to partners, family members, friends, colleagues who are also affected by a person's abuse. The donation will help fund the organisations telephone helpline, face to face counselling and group sessions.



L/R Richard McNeilly and Tracey Hardie