



### Federation of Small Businesses

The UK's Leading Business Organisation



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- UK's leading business organisation
- Formed in 1974
- Around 200,000 members
- 33 Regions
- Non profit making
- Non Party Political
- North Yorkshire
  - 3000 Members
  - 6 Branches
  - Craven, Dales, East Coast, Harrogate, Ryedale, York
- Main objective is to promote and protect the interests of the self employed and owners of small firms. Through...
- Benefits
- Lobbying



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**Welcome to Yorkshire**  
yorkshire.com



100% Professional

**Department for Business Innovation & Skills**



**UNIVERSITY of York**



**the chamber**  
Leeds, York and North Yorkshire



**SUPERFAST NORTH YORKSHIRE**  
CONNECTING OUR COMMUNITY



**York Science Park**



**Business Support**  
York & North Yorkshire



**ENTERPRISE PARTNERSHIP**  
York / North Yorkshire / East Riding



**Business Inspired Growth**

100% FACTORY YORK



**Yorkshire Coast**  
business gateway



**leeds city region**  
intelligence - strong growth





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**Local Procurement**  
*Making the most  
of small businesses*

***“ Money spent with local businesses  
stays in the local economy, creating  
positive knock on effects for jobs and  
prosperity”***



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The research



41%

of local authorities spent  
£28.1 billion on goods and  
services



Of this, a total of  
**£8.7 billion**  
was spent locally



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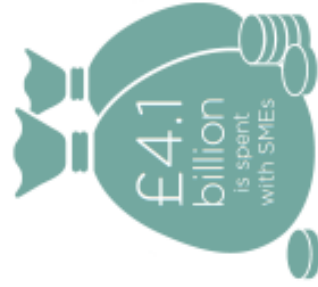
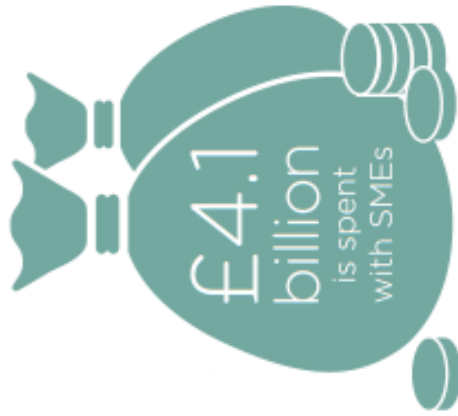
goes back into local economy



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goes back into local economy



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68%

of local authorities pay their suppliers in less than 28 days



39%

of local authorities ensure  
their main contractors use  
the same payment terms to  
help small firms

## • Payment Terms

- The Council will pay the Contract Charges by [monthly payments in arrears]. Such payment shall be made by BACS wherever possible.
- Invoices shall be in such a form as may be agreed between the Council and the Contractor and the Council will pay the invoices within 30 days of receipt of an undisputed invoice.
- The Council reserves the right to vary its invoicing policy at any time and to require electronic invoices to be directly submitted by the contractor. Any expenses of the Contractor involved in the submission of electronic invoices shall be met by the Contractor
- Where the Contractor enters into a sub-contract with a supplier or contractor for the purpose of performing its obligations under the Agreement, it shall ensure that a provision is included in such a sub-contract which requires payment to be made of all sums due by the Contractor to the sub-contractor within a specified period not exceeding 30 days from the receipt of a valid invoice.





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- *Social Value Act 2012*
- *The authority must consider—*
  - (a) how what is proposed to be procured might improve the economic, social and environmental well-being of the relevant area, and*
  - (b) how, in conducting the process of procurement, it might act with a view to securing that improvement*

