

# Welcome



It is a real honour to be invited to speak at this year's event and a genuine privilege to be able to meet and talk with some of the leading figures from the Cornish business scene.

My old teammate, Phil Vickery, spent his early career playing for Bude and Redruth and was always going on about what a wonderful place Cornwall is. I always assumed he was just talking about the food!

I now realise that there is an exceptional buzz about the county, with people who have an independent mindset and the ambition to take on some really challenging goals. I am looking forward to hearing about many of your local success stories tonight.

As a World Cup winner with the England rugby team, I learned the value of having a clear strategy, great teamwork and the desire to continually improve your performance day after day, week after week. The businesses we will be showcasing tonight have all had to adopt a similar attitude and work ethic in order to grow and thrive in today's tough economic climate.

Sir Clive Woodward famously said that what separates the very best sports people from the rest is the ability to 'think correctly under pressure.' I am sure that maxim is equally true in business and that tonight, we will be seeing some outstanding examples of how local business people have made courageous, innovative decisions that have moved their companies in the right direction.

Another key lesson that I learned from the world of sport is the importance of taking time out to celebrate your victories, so that winning becomes a habit and something that you want to repeat again and again. So let's take that time tonight to celebrate the achievements of all the people gathered together in this room.

And remember that, even if you don't walk away with one of the trophies, just by making it to this final stage you have proved that your business is a real winner.

Enjoy your evening!

## *Matt Dawson MBE*

Matt is best known as a member of the World Cup winning 2003 England Rugby Union squad. With 77 caps under his belt, he is England's most capped scrum half, captaining the side 9 times. Matt is a regular radio presenter on BBC 5 Live and has hosted a series of radio shows discussing a wide range of sports. Matt continues to be a well-known TV personality in his role as Team Captain on the BBC's much loved show *A Question of Sport*.

Matt also took part in, and won, the BBC's *Masterchef* series and has since gone on to present a number of food programmes, as well as partnering with food company Tulip to launch a range of fuller-flavoured sausages. In September 2016, Matt launched a new meningitis awareness campaign to increase understanding of this rare but potentially fatal disease after his young son, Sami, had contracted the illness earlier in the year.

# Grand Awards Dinner **Menu**

## **Canapés**

Sweet pickled Scallop & Goat's Cheese mousse  
Asparagus spears wrapped in pancetta  
Smoked Salmon, Cream Cheese and Chive Roulade with Red Berry Gel  
Wild Mushroom and Tarragon Vol au Vent

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## **Slow Roasted Belly Pork**

Sweet Pickled Cucumber, Red Onion, Sesame and Honey Oil  
*or*

## **Balsamic Glazed Cherry Tomato and Caramelised Red Onion Tart (v)**

topped with Wild Rocket on a Bed of Roasted Peppers

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## **21 day Matured Sirloin of Cornish Beef**

Crushed Potato Cake, Summer Vegetables and Red Wine & Thyme Reduction  
*or*

## **Goat's Cheese & Roasted Red Pepper Ravioli (v)**

with Wild Rocket Salad

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## **Rich Belgium Chocolate Mousse**

Mini Shortbread and Spun Caramel

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## **Cornish Brie, Cornish Blue, Cornish Yarg, Davidstow Cheddar (v)**

Quince Jelly, Spiced Grapes, Celery, Water Biscuits

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## **Petit Fours**

Cornish Clotted Cream Fudge  
Salted Caramel Chocolates  
Forest Fruits Pate De Fruits  
Chocolate Mints

# Grand Awards Dinner **Menu**

## Wines

### **2012 Camel Valley Cornwall Brut**

*Cornwall*

An award winning fruity sparkling wine served to you as an aperitif

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### **Greyrock Marlborough Sauvignon Blanc**

*Marlborough, New Zealand*

A very typical Marlborough Sauvignon packed with fresh green notes and zippy acidity

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### **Acordeon Tupungato Malbec Valle De Uco**

*Mendoza, Argentina*

From the premium 'climate' of Tupungato in Mendoza this is a really serious Malbec, exceptional quality.

# The Award Categories & Sponsors

## **YOUNG ENTERPRISE**

Sponsored by St Mellion International Resort

## **YOUNG BUSINESS PERSON OF THE YEAR**

Sponsored by Truro & Penwith College

## **BEST NEW BUSINESS**

Sponsored by Cornwall & Isles of Scilly Local Enterprise Partnership

## **BEST THIRD SECTOR BUSINESS**

Sponsored by The Eden Project

## **CUSTOMER FOCUS**

Sponsored by St Austell Brewery

## **EMPLOYER OF THE YEAR**

Sponsored by Cornwall College Business

## **MANUFACTURER OF THE YEAR**

Sponsored by CORSERV

## **MOST CREATIVE USE OF DESIGN**

Sponsored by CEG

**SUSTAINABLE BUSINESS OF THE YEAR**

Sponsored by University of Exeter

**EXCELLENCE IN DIGITAL MARKETING**

Sponsored by Niddocks

**MOST DYNAMIC GROWTH BUSINESS**

Sponsored by Transform

**BEST FAMILY BUSINESS**

Sponsored by Cornwall and Isles of Scilly Growth Hub

**BEST INTERNATIONAL BUSINESS**

Sponsored by Tulip

**BUSINESS INNOVATION OF THE YEAR**

Sponsored by Plymouth University

**ENTREPRENEUR OF THE YEAR**

Sponsored by Unlocking Potential

**WINNER OF WINNERS**

Sponsored by Cornwall Chamber of Commerce

# Choosing the Winners

The qualities that the judges will reward are true to Cornwall's ethos - those of creativity, innovation and dynamism. They will reward businesses within Cornwall that are thriving and that are using the county as a base for achieving strong national and even international growth, and those that bring significant benefit to the county.

## Judging Panel

**Stu Anderson**

*Operations Director, Cornwall & Isles of Scilly Growth Hub*

**Colin Barrow**

*Author and Ex Head of the Enterprise Group at Cranfield School of Management*

**Malcolm Bell**

*Chief Executive, VisitCornwall*

**Glenn Caplin**

*Director of Strategic Innovation Projects Falmouth Business School*

**Kim Conchie**

*Chief Executive, Cornwall Chamber of Commerce*

**Nathan Cudmore**

*Economic Development and Culture Service, Cornwall Council*

**Mark Duddridge**

*Chair of the Cornwall & Isles of Scilly Local Enterprise Partnership (LEP)*

**Andrea Edlin**

*Director, Niddocks*

**Toni Eyrie**

*Director, Business Cornwall Magazine*

**Andrew Farmer**

*Director of Coaching and Performance, Oxford Innovation*

**Matthew Farmer**

*Commercial Finance Controller, Tulip Ltd*

**Andrew Finley**

*Stakeholder and Relationship Director at Oxford Innovation*

**Sally Foard**

*Head of Cornwall College Business*

**Amie Fulton**

*Head of Impact, Innovation and Business, Cornwall for Exeter University*

**Allyson Glover**

*Programme Director, Unlocking Potential*

**Al Hoare**

*Business Resources Manager at CORMAC*

**Rachel Jones**

*Chief Executive Officer, Fit 'N' Fun Kids*

**Mike King**

*Managing Director, Cornwall Development Company*

**Nic Lloyd**

*Head of Invest in Cornwall*

**Paula Martin**

*Chief Executive, Cornwall Air Ambulance.*

**Jeremy Mitchell**

*Marketing and Communications Director, St Austell Brewery*

**Chris Pomfret OBE**

*Chair, Board of Governors, Falmouth University*

**Nicky Pooley**

*Head of Corporate Services, Cornwall Development Company*

**Leisha Roberts**

*Project Audit and Compliance Specialist, Plymouth University*

**Sandra Rothwell**

*Chief Executive, Cornwall & Isles of Scilly Local Enterprise Partnership*

**Jack Russell**

*Leading expert on positive psychology and published author*

**Barbara Sharples**

*Ex Managing Director of The Body Shop International*

**Peter Stewart MVO**

*Executive Director, The Eden Project*

**Jacky Swain**

*Communications & Site Manager, CEG Carlyon Bay*

**Al Titterington**

*Managing Director, Cornwall Airport Newquay*

**Sarah Trethowan**

*Company Director, TRAC Services*

**Martin Tucker**

*Director of Penwith College*

# Daphne Skinnard



“It is a great honour to be recognising and celebrating businesses in Cornwall. Support for these Awards is essential and of course this evening wouldn't happen without the help of companies, individuals and organisations who have thrown their weight and sponsorship behind them. Thanks to you, to all the entrants and to the judges who have spent their valuable time viewing the finalists. Here's to another successful Cornish business celebration, it's wonderful to be a part of it.”

Daphne Skinnard is Assistant Editor at BBC Radio Cornwall, working on the day-to-day running of the station, programming, staffing issues and co-ordinating the BBC Radio Cornwall Appeal Fund.

She is involved in many aspects of Cornish life, including being a Deputy Lieutenant, a trustee of the Cornwall Community Foundation, a governor for Truro and Penwith College and County Patron for Cancer Research UK.

## Acknowledgements

Brand Innovation Ltd – for marketing

Camel Valley Ltd – for sparkling wine

Creative Edge – for design

JH AV Ltd – for audio visual presentation

Just Water – for Cornish mineral water

Nationwide Print – for print

Studio Wallop – for filming

# Sponsors

**Business Cornwall Magazine** – [www.businesscornwall.co.uk](http://www.businesscornwall.co.uk)

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**CORSERV** – [www.corservopentoyou.co.uk](http://www.corservopentoyou.co.uk)

**Cornwall Chamber of Commerce** – [www.cornwallchamber.co.uk](http://www.cornwallchamber.co.uk)

**Cornwall College Business** - [www.ccbtraining.co.uk](http://www.ccbtraining.co.uk)

**Cornwall Development Company** – [www.cornwalldevelopmentcompany.co.uk](http://www.cornwalldevelopmentcompany.co.uk)

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**University of Exeter** – [www.exeter.ac.uk](http://www.exeter.ac.uk)

**Unlocking Potential** – [www.unlocking-potential.co.uk](http://www.unlocking-potential.co.uk)