



Haverhill

Haverhill is a town built on enterprise and innovation and it is about to experience a new era of growth and prosperity. With a population of 27,000 Haverhill is the fastest growing town in the county.

The town already benefits from its position on the Suffolk, Essex and Cambridgeshire borders, but it's the demand from companies wanting to be near the extraordinary growth of nearby Cambridge which gives Haverhill such an advantage.

The new 17-acre Haverhill Research Park will provide the space and landscaped setting to accommodate a new generation of technology entrepreneurs who want to be part of the Cambridge phenomenon, but at significantly lower overheads.



The park will include an innovation centre providing 30,000 square foot of high specification offices and dry R&D suites, plus conference, meeting and training rooms. The units will be available to let and will appeal to start-up and growing businesses as well as global companies looking for satellite offices.

Known as The Epicentre, the complex was allocated funding from the New Anglia and Greater Cambridge Greater Peterborough local enterprise

Property costs at the research park

including rent, rates and services charges

30%

below the Cambridge equivalent

partnerships in recognition of the growth and 300 jobs it is expected to create (2000 jobs on the whole park).



Development land is also available at the 22-hectare Haverhill Business Park, an established industrial area where there are already prestigious biotech names, such as Sanofi and Sigma Aldrich, as well as many other large nationally and internationally renowned companies such as Culina and International Flavours and Fragrances.

The units at the Menta Business Centre in Hollands Road, which have central services such as a reception and meeting rooms, provide flexible and cost-effective accommodation for start-ups and small enterprises.

Businesses with a shared vision

There is a strong business culture in Haverhill which has helped the town become one of the most diverse, dynamic and thriving commercial centres in the eastern region.

Local businesses have a good track record of working together to support each other and to promote the town. As well as the chamber of commerce, there are various partnerships and networking groups such as ONE Haverhill which encourage investment.

“Haverhill is about to experience a new era of growth and prosperity.”





A town built on business

During the middle ages Haverhill was one of East Anglia's prosperous wool towns and weaving and textiles later became an important part of the local economy. The Gurteen factory, established in 1784, was the main employer for 150 years, moving from weaving to manufacturing men's clothing.

A fire in 1667 destroyed many of the town's buildings, one survivor being Anne of Cleves House, which is supposed to have been given to Anne as part of her divorce settlement from Henry VIII.

ONE Haverhill is an independent partnership that brings organisations and resources together. It comprises businesses, local government, education, police, leisure, housing and the voluntary sector, ONE Haverhill is actively improving the economy and quality of life for people in Haverhill.

In 2008 businesses and local government were behind a broad marketing campaign to highlight the geographic benefits of Haverhill. The triangular shape of the 'CB9' logo indicated the town's position close to three county borders and links to the M11 and Stansted Airport, as well as directly linking the town with Cambridge.



HAVERHILL

Haverhill Chamber of Commerce (part of the Suffolk Chamber of Commerce) Message from Paul Donno, Chairman

"Haverhill Chamber of Commerce gives its members 'one voice' on issues relating to the town's businesses and the local economy.

"We work well together as a local business community and the Chamber has its own manifesto to promote Haverhill as a great place to do business and encourage inward investment.

"This includes close links with local schools and encouraging young people to develop the skills they need for their careers or setting up their own businesses in the town.

"We are so fortunate that Haverhill is a vibrant town with good road links to the rest of the country and, of course, we benefit from our strong connections with Cambridge and having a 'CB9' postcode to identify us with the city.

"The opening of the innovation centre at Haverhill Research Park in 2015 presents a once in a lifetime opportunity for new and expanding business looking for space to set up and grow. On offer will be the facilities seen in Cambridge, but without Cambridge prices."

Distances from Haverhill

A14
16 miles

A11
12 miles

M11
15 miles

Cambridge
18 miles

Central London
65 miles

Felixstowe Port
50 miles

Birmingham
118 miles

Stansted Airport
19 miles

Cambridge Airport
17 miles

A sign of 19th Century prosperity is the number of fine Victorian buildings, including the town hall and arts centre.

Modern Haverhill began to take shape in the mid 20th Century when factories and businesses relocated from London and there was a large house-building programme to accommodate new families.

Haverhill is the fastest growing town in Suffolk.



Living and leisure

Haverhill town centre has benefited from millions of pounds of investment in recent years, which has brought a multiplex cinema, restaurants and refurbished leisure centre.

As well as local shops, there is a twice-weekly market and wide range of sports and leisure facilities, including East Town Park, a £2 million football complex, rugby club and golf course, together with a broad programme of arts events.



Case study

Herbert Group

A measure of a successful business is its ability to adapt to changing times, and that has certainly proved the case with the Herbert Group, based in Haverhill for nearly 50 years.

The company can trace its roots back more than 250 years to a London manufacturer of coin scales for merchants who needed to know that the gold coins they were accepting in payment for the goods supplied were whole, and had not been 'clipped'. Fast forward to today's computer age and the company is one of the UK's leading suppliers of electronic weighing equipment to the retail trade.

Employing 150 people at the Haverhill head office and around the country, Herbert provides a complete pre- and after-sales service to household names including Tesco, Marks & Spencer, Sainsbury's, Royal Mail and BP, to name just a few.

Their equipment and systems, supplied in collaboration with world-class specialist



developers and their own in-house expertise, ensure the Herbert Group remains at the cutting edge of the technology which helps customers to improve efficiency and productivity.

The company remains privately owned and Chairman Richard Herbert is continuing the family connection. The move from London to Haverhill, when the town was expanding fast, gave the company the space to develop its business.

The town still provides tremendous opportunity for others wishing to follow in the Herbert Group's footsteps, a view shared by Richard Herbert.



"Haverhill is an enterprising town with an enterprising culture. We get things done here, fast and efficiently."



Case study

Sanofi

Sanofi is one of the largest global pharmaceutical companies involved in world class research into developing therapies for rare and debilitating diseases.



It has more than 350 staff at its Haverhill operation employed in the manufacture of sevelamer hydrochloride and sevelamer carbonate, which are the active ingredients in Renagel® and Renvela®. The site is also a major global distribution centre for the company's products, including its treatments for rare genetic disorders.

Sanofi was one of the original biotech companies to be based in Haverhill in the early 1980s, just a few years after the first science park opened in nearby Cambridge.

Company spokesperson Carole Rayner believes location is highly significant. "The town is about 60 miles northeast of London and less than 20 miles from the

university city of Cambridge, which Sanofi is looking to further develop its research expertise alongside."

This has allowed Sanofi to develop its UK operations into a first class model, incorporating efficiency, flexibility and cost effectiveness.

Sanofi believes the arrival of new business on the Haverhill Research Park may mean the company is able to further develop partnerships with local suppliers.



"We are in a perfect position here in Haverhill; we are on the borders of Cambridgeshire, Essex and Suffolk and close to the M11 corridor and Stansted Airport."

Case study

Sarand

Sarand Business Software is one of West Suffolk's specialist IT companies which has benefited from growth in Haverhill and its near neighbour Cambridge.



The business, run by Sarah and Andy Howard, was set up 20 years ago in London but moved to Haverhill soon afterwards.

Both directors worked for KPMG in London, Andy in IT and Sarah as a management consultant. Their experience has given them the skills and understanding to develop bespoke software for all kinds of businesses.

They have built a reputation with the health, manufacturing, logistics and motor manufacturing sectors, working with leading brands including Ford of Europe, Vauxhall, VW Group, Tibbett and Britten, York University and the NHS.

Their software uses technology to bring business processes together and

integrates office and website systems to increase efficiency and profitability. They developed a scheduling system for Addenbrooke's Hospital in Cambridge which is now used in a variety of departments for patient, theatre and clinic scheduling and reporting.

"We've built our business during a time when technology has revolutionised the way companies operate," said Sarah. "It's been very exciting to be part of the new wave of businesses in Haverhill who have taken advantage of our location and been energised by the research and development taking place in Cambridge."

Sarah has played a prominent role in the local business community for many years, as previous chair of the town's chamber of commerce, a member of various



organisations and networks promoting Haverhill and most recently as the newly-elected President of Suffolk Chamber of Commerce.

"Haverhill is a positive, business-orientated town and there are tremendous opportunities for anyone who wants to become part of our community."

