

**BUSINESS**  
**REDCAR | CLEVELAND**



**Business Bulletin**

**February 2026**

## **Procurement in Practice: from Opportunity to Contract**

**TEES  
VALLEY**



Funded by  
UK Government

# Procurement in Practice: From Opportunity to Contract

**Wednesday 4 March, 9:30 - 13:00**

Riverside Stadium, Middlesbrough



**Darush Dodds**  
Esh Group



**Keith Lamb**  
NEPO



**Kirstie Rumis**  
NEPO



**Julie Hollins**  
Thirteen Housing Group



**Matthew Ord**  
LV Logistics UK & Tees Valley  
Business Board Chair

Businesses looking to win more private and public sector contracts are invited to a special masterclass taking place this March at the Riverside Stadium.

This free half-day session brings together local authorities, procurement professionals, and leading industry voices to share real-world expertise on what it really takes to move from opportunity to successful contract award.

**Date:** Wednesday 4th March

**Time:** 9:30am to 1:00pm

**Venue:** Riverside Stadium, Middlesbrough, TS3 6RS

Attendees will gain practical knowledge on:

- Navigating public and private sector procurement processes
- Preparing strong, compliant bids that stand out
- Understanding evaluation criteria and how buyers assess proposals
- Building productive relationships with procurement teams
- Turning tender opportunities into contract wins

Whether you are new to bidding or looking to strengthen your existing approach, this event provides actionable guidance you can apply immediately to your business.

### **Speaker Spotlight**

Hear directly from organisations at the heart of the regional procurement ecosystem:

- **NEPO & Local Authorities:** sharing insights into how the public sector procures
- **Thirteen Group:** speaking on social value and CSR in practice
- **Esh Group:** providing a private sector perspective on supplier engagement

Plus, Business Board Chair Matthew Ord will lead a panel Q&A, giving you the chance to ask questions and learn from experienced procurement teams.

You'll also have the opportunity to meet buyers and support organisations face-to-face in our dedicated marketplace networking session.

This event is part of the Tees Valley Business Masterclass Series, delivered by all Tees Valley Local Authorities on behalf of the Tees Valley Mayor and Combined Authority. Funded by the UK Government through the UK Shared Prosperity Fund.

Book your FREE place, by clicking the link below.

[FIND OUT MORE](#)

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## **NetWORKing in Saltburn this March**



We're pleased to share a fantastic event for local businesses taking place at Saltburn's Spa Hotel this March. Building on the success of the 'NetWORKing Redcar' sessions, we're delighted to be bringing Network NOTwork to Saltburn for the first time.

**Date:** Wednesday 24th March

**Time:** 2:30pm to 4:30pm

**Venue:** The Spa Hotel, Saltburn Bank, Saltburn-by-the-Sea, TS12 1HH

Whether you are growing an established business or just beginning your journey, you will find friendly conversation and encouragement set against the beautiful backdrop of Saltburn.

What to expect:

- A relaxed, inclusive atmosphere
- An informed panel discussion featuring local independent business leaders
- Networking activities
- Opportunities to share your story and learn from others

Operating across the North East, NetWORK NotWORK's networking events provide a no-pressure, community-powered approach to building connections through networking.

The event is free to attend, a full line-up of the panel and speakers will be announced shortly via our channels. Book your place at the link below.

[FIND OUT MORE](#)

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## **A Taste of Redcar and Cleveland is back!**



The popular campaign returns on Wednesday 4th March and ends on Sunday 15th March 2026. Join local businesses such as Gisborough Hall, The Beacon Lounge and The Coffee Shed in this exciting opportunity.

### **Who can take part?**

The campaign is open to all sit-in hospitality venues in Redcar and Cleveland. This includes bars, cafes, bistros, pubs, restaurants and hotels. Whether you serve food, drinks or both, you are eligible to participate.

To view the current participants click the link [here](#).

### **What's involved?**

Taking part is quick, easy and FREE. All we ask is that participating venues offer at least one deal or discount during the campaign, in line with the set price points £5, £10, £15, £20, £25 and £30+. Offers can be tailored to your business type, for example:

- Food Venues might offer a coffee and cake combo for £5 or a 3-course set meal for £25
- Drinks only venues might offer special cocktail 2 for 1 deals or discounted drinks packages

Offers must be exclusive to this campaign and separate from any current promotions.

**Benefits of taking part:**

- Increased exposure to new customers
- Free promotion through Enjoy Redcar and Cleveland's tourism platform and social media
- Inclusion in printed and digital marketing

To learn more and sign up to the campaign, click the link below.

[FIND OUT MORE](#)

## Business support opportunities

### Tees Valley Business Masterclass Series



The banner features the Tees Valley logo on the left, followed by the text 'Funded by UK Government' with the Royal Coat of Arms. The main title 'Tees Valley Business Masterclass Series' is prominently displayed, with the dates 'January - March 2026' below it. On the right side, there is a photograph of a woman in a red top smiling and talking to a group of people in a workshop setting.

Tees Valley Combined Authority has introduced a programme of expert-led masterclasses, workshops, and webinars taking place between January and March 2026.

This fully funded series, designed in collaboration with all five Tees Valley local authorities, is here to help businesses access a range of expertise to grow or start a business, improve efficiencies and seize new market opportunities. New workshops and webinars are announced regularly, these are available to all Tees Valley residents.

Masterclass topics include:

- Start-up essentials

- Finance & funding
- Sales, marketing & social media
- HR, recruitment & leadership
- Cyber security
- AI & ChatGPT

Upcoming workshops and webinars include:

### **Business Finance & Funding Explained**

Friday 27th February

9:00am - 1:00pm

ONLINE

### **Procurement in Practice: From Opportunity to Contract**

Wednesday 4th March

9:30am - 1:00pm

Riverside Stadium, Middlesbrough, TS3 6RS

### **Build Your Own AI Assistant**

Wednesday 4th March

1:30pm - 4:30pm

ONLINE

### **Stress-Proof Your Business: Tools for Resilience and Sustainable Working**

Wednesday 11th March

9:30am - 12:30pm

Stockton-on-Tees Employment & Training Hub, Wellington Square, Stockton-on-Tees, TS18 1RG

Click the link below to view all announced workshops and webinars or to book your place.

[FIND OUT MORE](#)

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## **Export funding opportunity**

### **Tees Valley Export Fund**

Ready to Take Your Business Global? Access Grant Funding to Kickstart or Grow Your Export Activity.



Are you looking to take your products or services to international markets?

The Tees Valley Export Fund is here to help you do just that, whether you are an SME or a larger business.

This grant programme is funded by the UK Government through the UK Shared Prosperity Fund and delivered in partnership with the Department for Business and Trade (DBT). The programme offers financial support to businesses that are either starting out on their export journey or looking to grow/diversify their current export activities.

This could include help with the costs associated with:

- Market research
- International compliance and certifications
- Translation services
- Export-focused promotional materials
- Attendance at international trade shows

The fund allocation for Tees Valley is £200,000, for business grants between £3,000 and £10,000 for eligible businesses. 25% match funding is a requirement of this programme.

Businesses can apply for project activity which will take place and be completed up to the end of August 2026.

For more information and to apply, click the link below.

[FIND OUT MORE](#)

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**Be a UK Youth Launch Partner - help kick off  
Summer Jobs Programme 2026**

## Summer Jobs Programme – Employers

[The Summer Jobs Programme 2026](#) employer portal is open! If your organisation can offer 5-week placements for young people (aged 16–20) this summer, register your interest now!

Offer a safe, structured, work opportunity for a young person this summer whilst gaining the following benefits:

- Bring extra capacity into your team over the summer months.
- Meeting social value / CSR goals.
- Strengthen your local profile and connections in the youth sector.

Open to organisations of all sizes, placements are free for organisations with a turnover of less than £750,000 however there are fees attached for private sector organisations whose turnover is above this threshold.

Interested in getting involved? Here's what to do:

[See Locations](#) | [Download the Info Pack](#) | [Talk to the Team](#)

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## Help grow Redcar and Cleveland's visitor economy



Our Visitor Destination team are inviting businesses in Redcar and Cleveland with designated outdoor parking space to work with them to create new overnight parking spaces for self-contained motorcaravans, which has the potential to create a year-round additional revenue stream for businesses.

They are working alongside [CAMpRA](#) who are a national organisation working with businesses across the UK to offer overnight parking for self-contained motorcaravans.

### **What exactly is an 'Aire'?**

An Aire is a safe parking space for a motorhome/campervan (motorcaravan) where the occupants are able to sleep, relax, prepare and eat food within the confines of the vehicle. No camping is permitted i.e., no tables and chairs placed outside the vehicle and time on site is limited.

Creating a basic Aire involves offering safe overnight parking with no requirement to offer additional services, CAMpRA will support with the process of creating an Aire which best fits each site plan and requirements.

The potential benefits an Aire could bring to a site are wide ranging and include:

- Creating a year-round additional revenue stream

- Bring visitor spend into the local economy
- Attract European motorcaravan tourism
- Minimal investment required
- Reduce carbon emissions

### **Why create Aires?**

With over 400,000 motorcaravan owners in the UK, more than registered caravan owners, there is a growing market for these particular types of sites which cater for a different type of recreational holiday. More importantly this opportunity is a way of generating a year-round additional revenue stream for a business.

### **Why work with CAMpRA?**

Campra are the recognised leading authority on overnight parking for self-contained motorcaravans in the UK. They are not only working with individuals, charity, community groups and small business owners but also with councils, the British Parking Association, industry representatives such as the National Caravan Council, and are stakeholders on the All Party Parliamentary Group on Holiday Parks and Campsites.

If you would be interested in learning more about this opportunity please contact our Visitor Destination team at [Enjoy@redcar-cleveland.gov.uk](mailto:Enjoy@redcar-cleveland.gov.uk).

For more information on CAMpRA and the process of creating an Aire visit the Business Hub section of their website below.

[FIND OUT MORE](#)

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## **Tees Valley Youth Guarantee Trailblazer**



Access fully funded work placements (up to 6 months) for your business through the Tees Valley Youth Guarantee Trailblazer programme. The programme also provides the opportunity for your business to access funding to offer a week long unpaid 'taster session' to young people interested in your industry.

The scheme provides funding for you to employ young people aged 18-21 who are not in education, employment, or training.

To help your business take on a young person, additional support is available including:

- Up to £2,000 is available to help you identify dedicated work-based mentors within your team as part of the taster sessions.
- Training grants are also available with up to £2,500 towards certified training, qualifications, and upskilling.
- Funding for any uniforms, PPE, tools, or digital equipment the young person requires to carry out the role.
- Paid placements will be subsidised for up to 25 hours per week, wages will be fully funded meaning there is no financial cost to your business.

Businesses can also offer flexible unpaid work taster sessions for young people to explore which sectors/roles they're most interested in.

For more information, including FAQs and to sign up, visit the Tees Valley Combined Authority website by clicking below.

[FIND OUT MORE](#)

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## New tenders added to £4 billion carbon capture project



Tender opportunities are live for the £4 billion Northern Endurance Partnership project, opportunities in logistics, engineering, manufacturing and services are listed on the Energy Pathfinder platform below.

The Northern Endurance Partnership is a UK joint venture led by BP, Equinor, and TotalEnergies that is building onshore and offshore infrastructure to transport captured CO<sub>2</sub> from industrial sites in Teesside and Humber to permanent storage in the Endurance saline aquifer beneath the North Sea, enabling large-scale decarbonisation of these regions as part of the East Coast Cluster.

To view all opportunities please click the link below.

[FIND OUT MORE](#)

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## Are you a social enterprise in Redcar and Cleveland?



Voluntary and community sector (VCS) organisations in Redcar and Cleveland can still access support via the LARCH (Local Access Redcar and Cleveland and Hartlepool) programme.

The LARCH programme is a £4 million investment and is one of only six areas in the UK to be chosen by Access Foundation for Social Investment and Big Society Capital, the main funders of LARCH, with support of two other partners – The Key Fund and Tees Foundation.

The programme is designed to accelerate the growth of social enterprises by facilitating tailored enterprise development support. This includes helping VCS organisations build sustainable income streams and offering access to blended repayable finance to support long-term growth.

LARCH clients can also access the School for Social Entrepreneurs online workshops for FREE! These workshops are designed to support growing social enterprises.

### **Future workshops:**

#### **Impact Storytelling**

16th Mar | half day | online

#### **Sources of Funding for Charities and Social Enterprises**

31st Mar | half day | online

For more information on LARCH and how it supports Redcar and Cleveland's social enterprises please contact Nicola Wylde - [nicola.wylde@vonne.org.uk](mailto:nicola.wylde@vonne.org.uk). To visit their website click the link below.

FIND OUT MORE

## News

### Stonehouse Bakery Confirms New Succession Plans



Established East Cleveland business Stonehouse Bakery has completed its succession plan, with owner Ian Clacherty handing the reins to his son Harvey.

Stonehouse Bakery, which operates retail shops in Loftus, Skelton and Saltburn-by-the-Sea, has been trading since 1993. Over that time, Ian has steadily expanded the business and strengthened its presence across the area.

With the succession plan now finalised, Harvey is leading the next phase of development and has been shaping a long-term strategy to drive further growth.

Click the link below to learn more.

FIND OUT MORE

# Community news and opportunities

## Supporting our Armed Forces



Businesses of all sizes across Redcar and Cleveland play a vital role in supporting our Armed Forces community. Whether through flexible recruitment, positive workplace policies, or a stronger understanding of the unique experiences of those who serve or have served, organisations can make a meaningful impact.

The Armed Forces Covenant is a voluntary pledge that recognises and supports members of the Armed Forces community, both past and present.

To learn more about the aims of the pledge, how to sign the Covenant, and the support available for our Armed Forces community, please click the link below.

[FIND OUT MORE](#)

## Events

**Tees Expo Spring 2026**



Join hundreds of local businesses this spring at the region's leading business showcase event. The Teesside Expo unites businesses, entrepreneurs, and industry professionals for a full day of showcasing innovation, building connections, and unlocking new opportunities.

**Date:** Thursday 26th March

**Time:** 10:00am - 3:00pm

**Venue:** Riverside Stadium, Middlesbrough, TS3 6RS

Click the link below to find out more and book your place.

[FIND OUT MORE](https://www.teessideexpo.co.uk)

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## Tees Valley Labs - Demo Day

**TEES  
VALLEY**

Labs



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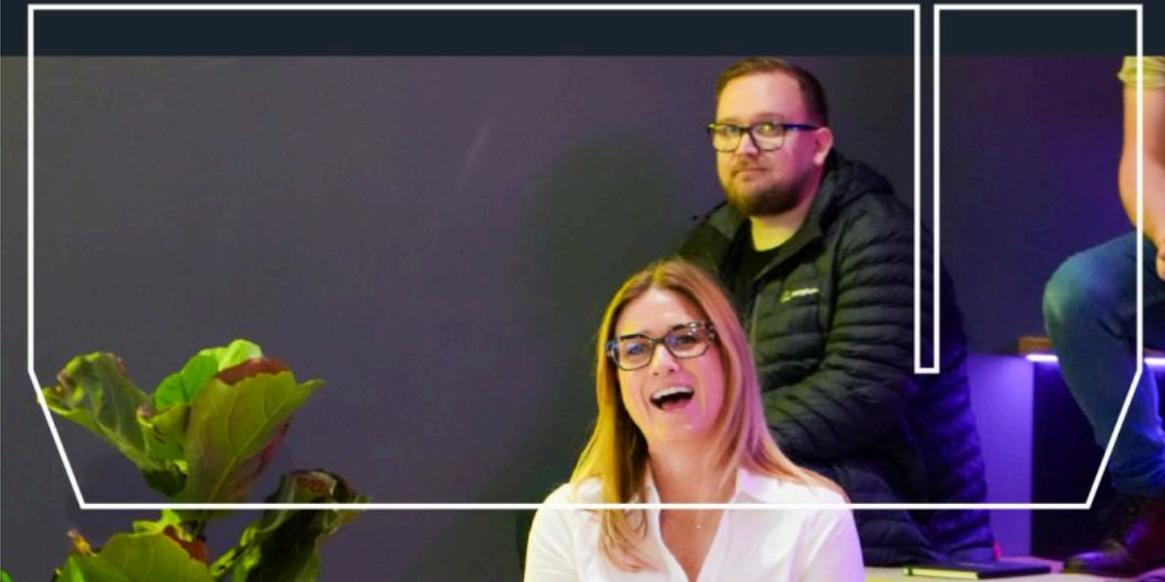
**ClimbUK**

Tees Valley Labs 2026

# DEMO DAY FORGE

17th March 2026, 09:30am

Riverside Stadium, Middlesbrough, TS3 6RS



**Date:** Tuesday 17th March

**Time:** 09:30am to 5:00pm

**Venue:** Riverside Stadium, Middlesbrough, TS3 6RS

Meet some of the region's most innovative scaling businesses who have completed The Forge accelerator programme as part of Tees Valley Labs, delivered by Alt Labs and funded through the UK Government's UK Shared Prosperity Fund.

The event will also feature the launch of ClimbUK, the UK's premier festival of business growth and innovation.

Click the link below to book a ticket.

FIND OUT MORE

[Business Engagement Team privacy notice](#)



[redcarcleveland.co.uk/business](https://redcarcleveland.co.uk/business)



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