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# Burgess Hill

BUSINESS PARKS ASSOCIATION

Weekly Newsletter - Every Friday Morning

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## Opening Remarks

### Events to widen your horizons

For those wanting to learn more about international trade, with the Department of Trade representatives and associated useful professionals on hand, take a look at the METALL event coming up next week. There's a new business club that's started, being run by the charity Kangaroos, a wellness and leadership event in an unusual location.

We open with a report on our very well attended event this week at Plumpton Racecourse, followed by some detail from the first of the three presentations we'll be showcasing here in the next couple of weeks, not all business processes are good.

Additionally, we announce a new BHBPA networking event coming up in a month's time at PVL, details below...and hurry and make sure you book your team on our quiz night next week, in aid of St Peter & St James Hospice [Book Events](#)

### In other news

One of our members announces a major new client and an offer to upskill your younger staff in soft skills. Another is nominated for an award for sustainability. Keep the stories coming in: [richard.cox@bhbpa.co.uk](mailto:richard.cox@bhbpa.co.uk)

Find out more about the latest new member who we introduce this week, you'll find them towards the end of this week's issue.

Become part of the fastest growing business group in Sussex - [Join Here](#) .

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## This week's networking event

### Our largest attendance ever

Over 60 of our members gathered together on a glorious Autumn morning in the Sussex countryside, Plumpton Racecourse an emerald gem in the brilliant light.



**Two incredible Porsche Taycans on display, 340+ brake horsepower (BHP) each  
Imagine a dozen beautiful racehorses thundering past this very spot next Sunday**

Always remember to book our events on our website, you'll then get a delegate list sent to you a few days prior with the meeting's agenda and any instructions upon arrival and we'll have a badge ready and waiting for you.

We started with nearly an hour of informal networking and a fabulous breakfast spread provided by Plumpton Racecourse.





Jacqueline Hills was the first speaker, with a short introduction and video to explain why Plumpton is such a special place. Being a small course it's possible to get to see the horses and the racing up very close. Their next meet is this Sunday. You can buy tickets [here](#)  
**Check out the video below.**



This was followed by three 15 minute presentations from experts on Business Process Automation.



**Chris Paul**  
[www.trackingthis.com](http://www.trackingthis.com)  
01444 222 111



**Vincent Murphy - Brainstorm**  
[www.vincentmurphy.co.uk](http://www.vincentmurphy.co.uk)  
07769 591591



**Andy Emery**  
[axiomprocesssolutions.co.uk](http://axiomprocesssolutions.co.uk)  
07887 690 680



A very well attended event with standing room only for some on the edges. The presentations were followed by another hour of networking - We pack a lot into your mornings!

Make sure you book early for our next one coming up in a month's time - details further below.

**Burgess Hill**

BUSINESS PARKS ASSOCIATION

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## Not all business processes are good

trackingThis were delighted to attend the first networking event after the summer break at none other than the beautiful Plumpton Racecourse.

Chris Paul Managing Director spoke about the importance of having business processes but made us all aware that not all processes are good.

Chris told the story of the Thanksgiving Ham, a daughter was preparing the ham and cut the back off but never understood why.

She asked her mother who said I'm not sure why either, let's ask your Gran when she arrives, and it turns out that the reason to cut the back of the ham off was to make it fit the roasting pan!

The moral of the story is people should question why they do things and not blindly follow tradition.

We then discussed the Milgram experiment which was a series of social psychology experiments that studied how far people would go in obeying an authority figure, even if it meant harming someone else. 65% of participants obeyed the experimenter and administered the highest level of shock which showed ordinary people are likely to follow an authority figure.

Which does make you think...

- Are your processes the best they can be?
- When were they last reviewed?
- Who can change them?
- How quickly do you need to change them?

During our presentation we didn't intend to give you any answers. Hopefully we gave you some ideas; but most importantly we intended to get you to ask questions.

In case you are unsure of what we do at trackingThis here is a little reminder Launched in 2010, trackingThis are a specialist software vendor producing tailored systems that improve the way you look after things. We started in the events and entertainment sector, but now also operate in healthcare, education and property maintenance. At the time of writing, we have over 60 million items on our system.

At face value, our system is record keeping for asset management, inspections / compliance, planned maintenance and bookings – but our system enables us to look at processes differently.

Whilst every client is different, typically we provide tools (e.g. back-office portal with apps, web forms, RFID, IoT and automation) to:

- Eliminate process
- Self-service - get third parties / customers to do your processes for you
- Allow staff to complete processes with less training and less management time
- Streamline processes, removing repetitive tasks and reducing human error
- Record keeping that gives visibility to ensure compliance and gives you the insights to make decisions



Chris Paul the MD Of trackingThis gave a thought provoking discussion



[www.trackingthis.com](http://www.trackingthis.com)  
 enquiries@trackingthis.com  
 01444 222 111

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# October Networking Event

## Factory Site Tour

### A Focus on Sustainability

Tuesday 15th October

8.30-11.00am

PVL (UK)

56 Victoria Road, RH15 9LR

### Nick Broom

CEO & Founder

PVL UK & Middle East



We have an interesting agenda, with a second company also sharing best practice: The Adelphi Group of Companies

## Agenda

- 8.30-9.15 – Networking (buffet provided by PVL)
- 9.15 – Intro from Richard Cox
- 9.20 – Glen Smith – Adelphi Group of Companies – Sharing our journey
- 9.40 – Q&A
- 9.45 – Nick Broom - PVL – Our Sustainability Journey
- 9.55 – Site Tour 1
- 10.10 – Site Tour 2
- 9.55 – 11.00 Networking and hands-on vehicle wrapping demos

### Glen Smith

#### Strategic Buyer - Adelphi Group of Companies

“Sharing Our Journey”: The double environmental award-winning Adelphi Group of Companies (Haywards Heath) regularly host events and tours, using their own approach as a case study to pay forward learnings in the field of sustainability.



This month’s speaker is Strategic Buyer Glen Smith, presenting the topic of Environmentally Preferable Purchasing – his Top Tips and Key Considerations for sustainably and ethically minded businesses, to turn intention into action.

[A Focus on Sustainability - October 15th BOOK HERE](#)

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## Export Strategies

### Show your METALL in export markets

Local manufacturers can get the inside track on export strategies at next week’s meeting of METALL, the forum for manufacturing, engineering and technology businesses in Sussex and Surrey.

The event (at Cottesmore Hotel Golf & Country Club, Pease Pottage, September 25) will hear from Nick Charles, International Trade Adviser at the Department for Business and Trade, on how the UK government can help manufacturers grow sales overseas.



**Tony Summers**

Nick has been supporting UK businesses for many years, helping companies decide which export markets to target, how to use international digital marketing, trade shows and conferences and how to access valuable information resources.

“This is an exceptional opportunity for local manufacturers to hear from one of the UK’s leading experts on identifying and pursuing export opportunities – and how best to access government support,” said Tony Summers, Partner and Head of Manufacturing at Carpenter Box.

Attendees will also benefit from the expertise of a panel comprising METALL sponsors Carpenter Box, DMH Stallard and NatWest, who will offer insights on the financial, legal, and commercial implications of doing business overseas.

Find out more or Register for this Event [HERE](#)



**CARPENTER** [www.carpenterbox.com](http://www.carpenterbox.com)  
**BOX**

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**New Global Client**

## Rose Media appointed by global leadership firm Development Beyond Learning to drive growth

Sussex based public relations agency [Rose Media Group](#) has made the grade by being appointed by the global organisation [Development Beyond Learning \(DBL\)](#) as its retained PR client. With origins in Australia, DBL serves businesses around the world, championing personal growth and equal opportunity, making a direct impact on emerging talent within education and the modern workplace.

The agency will be leading DBL's strategic media relations activity to raise the profile of the company and to launch its new soft skills solution [DBL elevate](#), a game changing online learning platform targeted at Gen Z to help close the skills gap.

Commenting on the appointment, [Aneela Rose](#), **MD of Rose Media Group** (RMG), said: "We have first-hand experience working with this generation and feel really passionate about this campaign. We've already started promoting DBL far and wide by sending press releases to UK trade and national business journalists first then reaching out to media around the world including Australia, where DBL was founded.



### Soft Skills

"This new solution from DBL shines a spotlight on the decline in Gen Z's soft skills, it's a hot topic and we're throwing ourselves right in to get the media's attention on the subject and to start debate on the subject to influence change. We're so happy to be working with DBL."





**Pete Humphreys, CEO of DBL** commented: "Selecting Rose Media to enhance our media strategy and profile has been an outstanding decision. Their expertise aligns perfectly with our mission to help organisations and emerging talent maximise their human potential through our DBL elevate solution and traditional delivery methodologies, driving tangible change for both businesses and individuals.

"Their personalised service has been nothing short of exceptional and their partnership and work quality have consistently exceeded our expectations. We've found a true ally who shares our values and ambitions. We look forward to our continued collaboration with RMG as we grow together.

Set up by Aneela Rose in 2004, Rose Media works for clients across multiple sectors and in the last few years has won several business awards for its impressive success across traditional and digital PR campaigns. Other clients include Panasonic, Woburn Safari Park, Hill Biscuits, TR Fastenings and itsu.



Website: [www.rosemediagroup.co.uk](http://www.rosemediagroup.co.uk)  
LinkedIn: [www.linkedin.com/company/rose-media-group/](https://www.linkedin.com/company/rose-media-group/)  
Twitter (X): [twitter.com/rosemediagroup](https://twitter.com/rosemediagroup)  
Instagram: [www.instagram.com/rosemediagroupltd/](https://www.instagram.com/rosemediagroupltd/)

For more information on how we could support you with brand awareness, drop us a line [aneela@rosemediagroup.co.uk](mailto:aneela@rosemediagroup.co.uk)

## Elevate Your Staff

**Unlock your potential and empower staff with DBL elevate!**

The Open Programmes cater to both ambitious professionals and forward-thinking managers.

Whether it's to jump-starting their career or helping your team find their feet, our expert-led sessions offer flexible, interactive learning experiences. From personal branding to effective leadership, we've got everyone covered. Develop essential soft skills, enhance team dynamics, and foster a culture of continuous learning.

# Did you know?

60% of Gen Z want to make a difference through their work. How meaningful is your current development path?



76% of Gen Z believe continuous learning is essential for career growth. How are you investing in their future?



50% of employees will need reskilling by 2025. How adaptable are your teams skills to the changing demands of the future?





Don't miss this opportunity to transform your business growth through staff development!

Use code **ELEVATERM20** for a **20% discount** on your first programme!

**Website:** [DBL Elevate](#)

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Wellesley

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Chartered Financial Planner

[piers.bonnett@sjpp.co.uk](mailto:piers.bonnett@sjpp.co.uk)  
01444 244551

[wellesleywa.co.uk](http://wellesleywa.co.uk)



Get in touch  
to book a  
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review

### **Financial advice, built around you.**

Planning for your future doesn't begin with income, products and portfolios. It starts with you. And together, we'll help you to plan a happy and financially secure life. So you can focus on living it.

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- Retirement planning
- Business owner financial and tax planning
- Investment planning and Inheritance Tax planning

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[wellesleywa.co.uk](http://wellesleywa.co.uk)

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**SJP approved: 02/08/2024**  
**W10425**

## **Celebrating Excellence**

### **Consort Frozen Foods Shortlisted for Two Awards**

We are delighted to announce that Consort Frozen Foods has been shortlisted for both the Green Award and Employer of the Year at the upcoming Sussex Business Conference and Awards 2024. The awards ceremony, set to take place on 10th October 2024, celebrates business excellence.

Paul Blazdell, CEO of Consort Frozen Foods, shared his delight about the nominations: *"Being recognised for our commitment to sustainability and our role as an employer means a lot to us. We've always strived to create a positive impact both for our people and the environment, and this recognition is a testament to the hard work and passion of our team."*

We're honoured to be considered alongside such fantastic businesses and look forward to the ceremony next month.



01444 870111

sales@consortfrozenfoods.co.uk

[consortfrozenfoods.co.uk](http://consortfrozenfoods.co.uk)

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## KangaBusiness Club

**On 10th October, Kangaroos is launching KangaBusiness Club.**

We have been thinking of a way to be able to regularly connect with all our amazing local businesses and provide an opportunity for us to update you with our exciting plans and developments for Kangaroos, share opportunities for you to support us with what we do, as well as providing a networking opportunity and diarising some time to get to know our business community better.

If you are a local business owner we would love you to come and hear about our plans for Kangaroos and how you can be a part of our journey.

Please RSVP if you can make it - it would be great to meet you. Even if you can't, please reach out to myself or Sam and we can add you to the guest list for next time.

Emma Hunt - CEO Kangaroos

Samantha Norgate - Business and Community Fundraising Coordinator

[kangaroos.org.uk](http://kangaroos.org.uk)

**RSVP by 27 September:** sam@kangaroos.org.uk



## Leadership Coaching

### Thrive in the Woods: Leadership Coaching in Nature

Join The Kind Brave Leader for a unique leadership experience in collaboration with Wilderdays CIC.

Thrive in the Woods is a unique group coaching session combining nature's power with reflective, kindness-focused leadership development. Set in the beautiful woodland garden of Wilderdays CIC at Stanmer Organics, Brighton, this session offers you a chance to connect with nature, nurture your wellbeing, and develop stronger leadership skills.

#### What to Expect

##### Enhanced Leadership Skills

Guided coaching and nature-inspired activities designed to help you grow as a leader.

##### Improved Wellbeing

Experience the restorative power of nature, boosting your mindfulness and overall wellbeing.

##### Stronger Connections

Build meaningful relationships with like-minded participants, creating a sense of community and mutual support.

#### Event Details

When (two separate dates):

- October 4th, 1 PM – 5 PM
- November 1st, 1 PM – 5 PM

### Where

Wilderdays CIC, Stanmer Organics, Stanmer Park, Brighton BN1 9RG, UK

### Who Should Attend

#### **Aspiring Leaders**

Looking to develop or enhance leadership skills in a supportive environment.

#### **Corporate Teams**

Aimed at fostering team cohesion, improving communication, and enhancing workplace wellbeing.

#### **Wellbeing Enthusiasts**

For those who want to combine personal growth with a deeper connection to nature.

#### **Community Leaders**

Individuals looking to incorporate kindness and wellbeing into their leadership approach.

#### **Entrepreneurs**

Business owners seeking a mindful, balanced approach to leadership.

#### **Professionals in Transition**

Perfect for those navigating career changes or looking for fresh perspectives.

### Pricing

£150

Early Bird: £135

Nourishing lunch included.

### Accessibility

If you have mobility needs, Wilderdays will get in touch to discuss how we can accommodate you. Alternatively, you can contact them directly at [info@wilderdays.co.uk](mailto:info@wilderdays.co.uk) to ensure we can meet your requirements.

### Ready to Thrive?

Don't miss this opportunity to empower yourself as a leader or entrepreneur while embracing the healing and inspiring energy of the woods.



Book your places - Thrive in the Woods

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## September Quiz Night

Come along to a fun pack activity based quiz night

The Lost Pier Taproom  
The quiz will be in aid of [St Peter & St James Hospice](#) , there will also be a raffle.

**£5 per person**

A food truck will be available  
Take the opportunity to sample some Lost Pier brews!

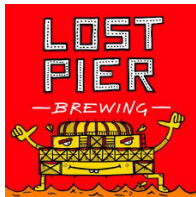
**Wednesday 25th September**

From 8.00-10.00pm  
The Lost Pier Taproom  
Sheddingdean Business Park

**Teams of up to six**

Online booking - notes - let me know how many will be in your team and think of a great team name. We'll also have a scratch team for those individuals coming on the night.

Contact:  
[richard.cox@bhbp.co.uk](mailto:richard.cox@bhbp.co.uk)



[lostpier.com](http://lostpier.com)  
[Contact Us](#)

Book the Lost Pier event [HERE](#)

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## Apprenticeships

**Attract new team members or upskill existing colleagues**

Next Step Apprenticeships provide an alternative route to traditional higher education, enabling individuals to gain practical skills and hands-on experience in a chosen industry while earning a wage. These can be used to attract new team members or upskill existing colleagues. Designed to bridge the gap between academic learning and real-world work experience, apprenticeships have grown in popularity as they offer a direct pathway into a career without the financial burden of student loans.

You'd be nuts not too.....



A key feature of Next Step Apprenticeships is their dual emphasis on both learning and employment.

Apprentices spend all of their time in the workplace, where they are mentored by experienced professionals and our Skills Coaches visit on a monthly basis to provide training in the workplace.

This combination of on-the-job training and academic learning allows apprentices to develop a broad skill set that is immediately applicable to their chosen field.

We offer a range of programmes including Business Administration, Customer Service, Digital Marketing, Team Leader, HR, ICT, Management and more. Next Step Apprenticeships also provide an effective solution for companies looking to fill roles with individuals and can find an apprentice for you with no recruitment fee.

For the apprentice, the benefits go beyond just acquiring job-specific skills. They gain invaluable professional experience, build industry connections, and enhance their employability. Additionally, many apprenticeship schemes offer a clear path for progression, leading to full-time employment or advanced qualifications.

In summary, Next Step Apprenticeships are beneficial for both apprentices and employers. They enable individuals to enter the workforce with practical expertise and qualifications, while businesses benefit from training talent according to industry standards. As the demand for alternative education pathways continues to grow, apprenticeships are set to play an increasingly significant role in career development and workforce training across the UK.



For further information, please reach out to Robyn on **07551 223 044** or [info@nextstepapprenticeships.co.uk](mailto:info@nextstepapprenticeships.co.uk)  
Ref: Robyn BHPBA  
[nextstepapprenticeships.co.uk](http://nextstepapprenticeships.co.uk)

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## New Members this Week

- **Optimal Finance Solutions**

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## Optimal Finance Solutions

At Optimal Finance Solutions, we specialise in providing tailored financial consultancy to small and medium-sized enterprises (SMEs). With a focus on fractional Finance Director (FD) services, or in other words part-time, we help businesses improve profitability and manage cash flow through expert financial leadership.





**Harry Whittington**

Founded by Harry Whittington, a CIMA-qualified Finance Director, Optimal Finance Solutions brings a wealth of experience across finance, IT, and supply chain functions. Our mission is to empower SMEs with the strategic financial insight they need to grow and succeed in today's competitive landscape.

We offer a comprehensive range of services, including strategic financial leadership, financial management and reporting, operational finance support & growth and transformation advisory.

Our flexible approach means we can scale services to your business's needs, whether you require hands-on financial guidance or more autonomous leadership. Using best practice tools we ensure that your financial systems are efficient and your reporting is insightful.

At Optimal Finance Solutions, we believe that flexibility, innovation, and transparency are the key to successful partnerships. By collaborating closely with your business's leadership, we develop long-term strategies that prioritise sustainability while addressing immediate challenges. Whether you're looking to streamline operations, boost profitability, or gain better control of your cash flow, we're here to help.



**OPTIMAL**  
FINANCE  
SOLUTIONS

For more information, visit our website at [www.optimalfinancesolutions.com](http://www.optimalfinancesolutions.com) or get in touch at [info@optimalfinancesolutions.com](mailto:info@optimalfinancesolutions.com). You can also reach us by phone at **01273 569 401**

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## Profit with Purpose

### Employee Engagement, Social Responsibility and Volunteering

**EVENT:** Wednesday 25th September 4-6pm @ Hart Country Stores in Haywards Heath  
Please see full details in the attached and below.

**BOOK:** Please book by via the QR CODE in the invitation below OR click [HERE](#) (like Oasis, tickets are limited, but unlike Oasis, completely FREE!)

Please join us for an open discussion about employee engagement, social responsibility and how volunteering can make a difference. Our guest speakers have both the experience and knowledge of how we can effectively work together and collaborate to resolve shared challenges.

#### **This event will enable you to:**

- learn more about the needs of your local community.
- discover how you can include and improve volunteering into your business.
- understand the value this can bring to your business and your employees.

We really hope you can make it! Please share details with anyone who you think would like to be included. Any questions, please email: [lillyjohn@msva.org.uk](mailto:lillyjohn@msva.org.uk)

# PROFIT WITH PURPOSE

Weds 25 September 2024  
Hart Country Stores  
Haywards Heath

| 4-6pm

You are invited to join the conversation on employee volunteering across Mid Sussex. How can the charity and business sector work better together to remove barriers so anyone can volunteer?



**PHILIPPA GOGARTY**  
DIRECTOR AND CO-FOUNDER  
UK MICRO SCOOTERS

SPEAKER



**JOHN BINES, CHAIR**  
GOOD NEIGHBOURS  
CARE

SPEAKER



**PAUL TURNER,**  
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# All Upcoming BHBPA Events

**25th September**  
**8.00 - 10.00pm**

**Quiz Night in aid of St Peters & St James**  
Lost Pier Taproom - Sheddingdean  
£5 ticket price on the night

**15th October**  
**8.30 - 11.00am**

**PVL Site Tour**  
**A Focus on Sustainability**  
With additional best practice sharing from the Adelphi Group of Companies

## **Please book our events on our website**

Whether it's an online event, or a site tour at one of our members, or a networking event at a venue. We need to know how many are attending. Spaces can sometimes be limited and we are finding increased demand. So book early!

[Book all Events - CLICK HERE](#)

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## Closing Remarks

We are keen to hear your stories, awards won, apprenticeships completed, sustainability improvements, your involvement with local schools and all and everything going on in various business parks in and around the town.

Let's celebrate your successes and achievements!

**Deadline for copy each week is Thursday noon.**

Contact me directly - [richard.cox@bhbpa.co.uk](mailto:richard.cox@bhbpa.co.uk)



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