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# Burgess Hill

BUSINESS PARKS ASSOCIATION

Weekly Newsletter - Every Friday Morning

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## Opening Remarks

### **The positive impact of local business on the wider community**

This week's BHBPA quiz event was a great success. Nevertheless, the business community has much to offer for a variety of worthy causes and we highlight several in need of your assistance.

### **IT Equipment needed**

A local secondary school is in need of all manner of IT equipment. Student laptops and tablets are no longer fit for purpose. Printers are too scarce on the school premises, requiring teachers to spend unnecessary and valuable time outside the classroom.

Does your business have any similar items that you are replacing soon? If you work in IT, can you help with refurbishment? Get in touch with me.

### **New November and December events coming next week**

The October BHBPA networking event is coming up in a few weeks' time at PVL, there is a focus on sustainability. We share some more best practice this week from the other member company also presenting at that event, all details below. [Book Events](#)

### **In other news**

We celebrate a significant recognition of excellence for one of our members. There is a useful toolkit of resources for your staff, so you're ready for the October launch of Cybersecurity Month with great awareness & learning tools provided in advance. There's a webinar showing you how to get to grips with the new version of Outlook.

We open with a report on that great fundraising evening this past Wednesday.

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, it's an exciting new venue we'll ourselves be using for a BHBPA event before the end of the year.

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

# Rethink Your IT & Telecoms Strategy Now

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## This week's quiz event

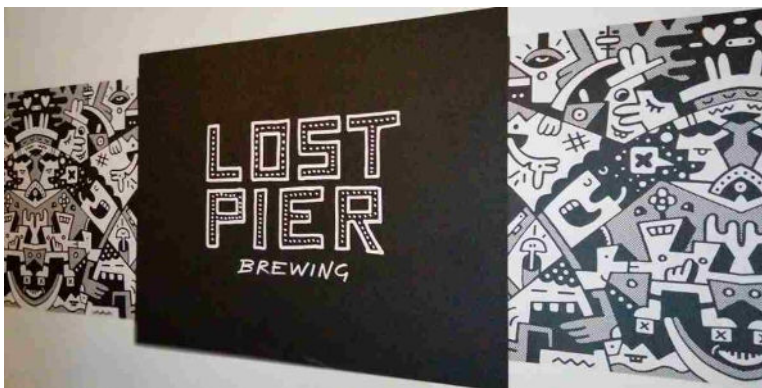
### A great turnout at the Lost Pier Taproom

On a rainy Autumn night this week 40 hardy souls gathered, well prepared for anything the weather could bring, only to find a very cosy set up at the Lost Pier Taproom on the Sheddingdean Business Park. Greeted by Sarah and Gail, there was the opportunity to sample the many craft beers, or any other tipples that anyone wanted. I enjoyed two halves of their marvellous [Deckchair Cruiser Lagerbier](#). I haven't enjoyed a beer (or two) quite so much for a very long time,



**Incredibly friendly and helpful, Sarah the supervisor with the glorious Gail**

I was impressed with the art direction behind the marketing of this craft beer brand. Below is part of a fabulous wall mural from a talented Brighton artist, Check out his website: [Mister Phil](#). The mural below runs down the length of one side of the taproom.



**Above: The Lost Pier logo**

**Left: Part of a Mister Phil mural than runs down the side of the bar inside.**

Some of my finest sporting achievements have happened in the pouring rain, such as on a rugby pitch or in the surf off a Cornish beach. With that thought in mind, myself and my team (a combined team of Abcom & the Hospice fundraisers) squared up and steeled ourselves for the challenge of the evening's quiz.

As it was we were all very toasty and dry, as were all the other teams. Everyone was in great spirits under The Lost Pier's outside pavilion.

**£341.00 RAISED**

**Thank You**

**[St. Peter & St. James Hospice](#)**



Prestigious trophies up for grabs:

- BHBPA Quiz Cup 2024
- BHBPA Quiz Wooden Spoon 2024



**[Sarah Cook](#) and her environmental consultant colleagues**



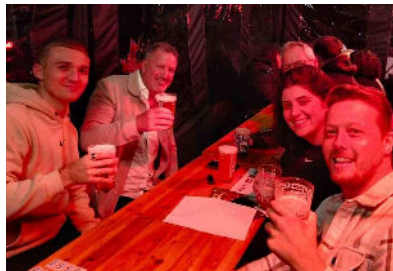
**[Wendy](#) from the hospice joined [Nicola](#) and [Yann](#) from [Abcom](#) and [me](#)**



**One of three teams that arrived from [Nio COMM](#) they were in great spirits**



**The team from [Certa MPS](#) seemed to be having a whale of a time**



**The very generous 3rd team from Nio COMM won the wooden spoon...and most of the raffle prizes.**



**The [PVL](#) team were on good form, just one point separated them from the winners...**

**And the Winners are...**

Well done to the team from [PDP Services](#), who were joined by [Richard Bignell](#) from Our HR People (far right).

Their superior knowledge of not always very important facts and their skills deducing cryptic clues were clearly evident on the night.

As winners the team walked away with a £100 Lost Pier Taproom bar token very generously donated by [lostpier.com](#)



**Winning smiles from the team**

We'd like to thank Dan the owner of Lost Pier Brewing for putting on such a fantastic evening, The venue has a great vibe. The quiz master Jon was a hoot!

**Burgess Hill**

BUSINESS PARKS ASSOCIATION

07393 728688

richard.cox@bhbpa.co.uk

[www.bhbpa.co.uk](http://www.bhbpa.co.uk)

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## A significant recognition of excellence

### **Award win for UK Growth Coach – Best SME Coaching Provider South East 2024**

UK Growth Coach is delighted to be able to announce that we've just been notified as winners at the Management Consulting Awards!

We have been named the Best SME Coaching Provider in the South East of England for 2024!



**Jo South, Tim Rylett and Henry Laker**

For the award we needed to demonstrate the positive impact we have had on businesses in the South East, what makes us stand out from the competition and our plans for the future.

It was fantastic to be able to share stories such as the following with the judges:

- A construction business moved from just 4 weeks secured work to having 12 months advance bookings, as well as a future pipeline of more than £1.2million for 2024, delivering them increased financial security. These changes have led to the creation of 8 new jobs and a better work-life balance for the business owner.
- An accountancy practice owner reduced his weekly working hours from 85 to 45, while at the same time restructuring their team, redefining their service offering, and increasing turnover and profitability!
- An IT business who has seen turnover increase by 50% and profit increase by 386%, with more growth forecast as further plans are implemented.



It is fantastic to be able to celebrate and draw attention to the commitment and dedication of business owners through award wins such as this. Personally, we are also delighted to have the effectiveness of our unique approaches recognised which we share with the local SME community here in Sussex.

If it would be of interest to anyone who is feeling a bit 'stuck' with their business or needs new knowledge / insight to progress their company, I'm very happy to offer a complimentary 90-min Business Review to any BHBPA member. Together we will review your current business situation and I can give you an overview of some of our key models to help you identify areas of opportunity and improvement.



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

Simply message me and we'll arrange a time.

[jo@growthcoach.co.uk](mailto:jo@growthcoach.co.uk)

**01444 440500**

## BHBPA - October Networking Event

**Factory Site Tour: PVL**

**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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## Towards Greater Sustainability

### A series of articles diving deep into sustainability

This week, we offer the second in a series of easy-to-digest and informative articles exploring better sustainability in your operations, brought to you by one of our newest members: The Adelphi Group of Companies



## **Making a Change**

When we started on our mission of reducing and aiding sustainability in our supply chain we discovered that some of our suppliers weren't as aligned with our vision as we had hoped, and that having over 1,200 suppliers on our system simply wasn't best practice. Using our Supplier Code of Conduct standards, over the past six months we have been able to reduce our approved supplier base to just over 600, with further reductions to come.

## **Collecting Important Data**

Our key suppliers are reviewed and analysed based on a collection of questions, including about company cars, their sustainability officer/policy, their impact on biodiversity and how they track and monitor this impact. The questionnaire they receive is highly weighted to sustainability criteria, and marks (points) are only awarded to those suppliers who are taking an active approach with policies in place.

## **Getting to Know Your Suppliers**

Our team has committed to visiting over 60 suppliers in the next 2 years to discuss the future and how we can all improve our sustainable practices. We ask all our suppliers to recycle their packaging material, as that is a key practice here at Adelphi, and by doing so we are hoping to reduce new packaging purchases by up to 50% where applicable.

## **Collaborating with Others**

We have included in our strategy an aim to reduce and consolidate deliveries, to reduce the number and impact of our shipments. Using vigorous planning parameters, we are able to engage with our suppliers and commit to purchasing a larger supply to consolidate quotations, purchase orders, shipments and invoicing. This also reduces the amount of paperwork required for excess orders and deliveries. It also helps our supplier with a guaranteed purchase order for the next few months, which can help them invest more into sustainability and a better future for their organization.

These conversations with our suppliers also help us to discuss how they select their own courier companies, ensuring they are reviewing any carbon neutral policies or the vehicles the company may be using, which can help guarantee that everyone is doing their bit for the environment.

## **Sharing Our Journey**

We hope by starting these conversations we can work with our suppliers and encourage them to also interrogate their own sustainable practices.

Over the next two years these conversations will be exciting and thought provoking for both Adelphi and our suppliers.



**Written by Glen Smith, Strategic Buyer at the double environmental-award winning Adelphi Group of Companies.**



### **ADELPHI GROUP OF COMPANIES**

Celebrating 75 Years (1947-2022)  
Olympus House, Mill Green Road  
Haywards Heath, RH16 1XQ, U.K.

[www.adelphi.uk.com](http://www.adelphi.uk.com)

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# Urgent Community Appeal to Local Business

## Burgess Hill Pantry

### Help Us Help Your Community - An Urgent Appeal

Burgess Hill Pantry helps over 750 adults and children who are struggling with food poverty in Burgess Hill and the surrounding area. With the onset of Winter and the cuts to the Winter Fuel Allowance there will be a rise in demand for our service. We provide as close to a normal shopping experience as possible and also redistribute surplus food that would otherwise go to waste working in partnership with local foodbanks.

### 25 Pledges needed: £1000 a year for 3 Years

We need the support of you in the business community. The redevelopment of Burgess Hill town centre is long awaited and welcome, however it will result in the Pantry having to relocate to new premises or close its doors. We are calling on you to help us URGENTLY. Our Business Partnership Programme is looking for 25 local businesses to pledge £1000 per year for 3 years to the Pantry.



The BH Pantry's current location in The Martlets, now facing imminent closure

### For more information email

hello@bhlocalpantry.org

**Please help, your support is vital, help us ensure no cupboard goes empty**



### [Visit our Website](#)

25-29 The Martlets (for the moment)

Burgess Hill, RH15 9NN

hello@bhlocalpantry.org

**0800 987 1156**

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## New Members This Week

- Pangdene Barn

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## Pangdene Barn

### Pangdene Old Barn

Pangdean Barn is an exclusive event venue, nestled into the South Downs just outside Brighton & Hove, off the A23 near Pyecombe.

From summer garden parties to awards ceremonies, team building days, Christmas parties and more, every event is treated as individual and organised with a personal touch from owner Nicky Currie and her Team. Pangdean's food, all created from scratch and on-site, by the in-house chefs has an enviable reputation!



**Nicky Currie**

Pangdean is certainly a bit special and extraordinary, yet it is surprisingly suitable for many budgets. We work closely with organisers throughout the planning process to create their perfect event, hosted in our beautiful 300-year-old listed Barn or our stunning gardens and courtyard overlooking the surrounding countryside.

During summer we also offer outdoor barbecue dining, garden and field games, even fairground stalls.



The Barn can seat up to 180 guests for a formal two-course meal, or more for an informal evening of music and dancing. For ceremonies and presentations there is a quality AV system and staging, and your background music can be played both inside and out through our inbuilt PA.



**All set for a medieval banquet**

Guests are encouraged to leave cars overnight and enjoy their evening or there is easy access for both coaches and taxis.

We love hosting these events and are proud to include fellow BHBPA members such as Edwards, Galloways, St. Peter & St. James Hospice and American Express as clients, as well as companies such as Woolovers and Sussex Police and other leading Brighton based organisations.



[www.pangdean.com](http://www.pangdean.com)

Pangdean Farm  
Brighton BN45 7FJ

**01273 843302**

[Contact Us](#)

# The Park Centre

**We are the Park Centre CIO and our main aim is to get Park Centre open again as a youth and community building.**

We'll be providing the facilities, the appropriate spaces, the furniture and the like to enable activities run by outside organisations and charities.

This is being promoted for the benefit of the inhabitants of Burgess Hill and the surrounding area. We'll be providing opportunities for recreation and other leisure time occupation for all manner of individuals.

Burgess Hill youth, the elderly, those with infirmities or the disabled, our centre will be open for all of them. For anyone facing financial hardship or suffering from other unfavourable social and economic circumstances, the centre will be a place for respite.

## But we need support from you.



### How to help

We are seeking your assistance in the restoration, renovation, and reopening of Park Centre.

Ways to contribute:

- **Volunteering:** Express your interest in various roles such as becoming a trustee, supporting our working committee, or offering professional services like decorating, cleaning, or plastering.
- **Donate directly** to our crowdfunding page via the QR code below.
- **Host a charity event** such as a coffee morning or quiz night.
- **Social Media Advocacy:** Support our cause by sharing our posts to increase awareness and reach a wider audience for potential contributions or involvement.
- **Local Business Partnerships:** Collaborate with us if you operate or are employed by a local business. You can contribute through in-kind donations, event sponsorship, or fundraising initiatives.

Every contribution, regardless of size, plays a significant role. Together, we can create a substantial impact. Thank you for your unwavering support in revitalising Park Centre into a vibrant and inclusive space for all once more.

**Email us at:** [Info@parkcentre.org.uk](mailto:Info@parkcentre.org.uk)

**Facebook:** @ParkCentreBH



## You can help by:

- Volunteering
- Host a charity event
- Social Media advocacy
- Local Business Partnerships
- To donate to our crowdfunding page, use the QR code left:





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

## **Tools to focus your staff's attention**

**Attention local business owners! Cybersecurity Month is just around the corner!**

Are you feeling unprepared? Don't worry, we've got a simple solution for you!

As small business owners, we know you're juggling a million things. That's why we've put together an easy-to-use Cybersecurity Month kit to help protect your business:

- Fun crosswords and puzzles for staff meetings
- Quick personality quiz: Find your cyber defender style!
- Simple games to teach cybersecurity basics
- '4 Keys' guide for essential online safety



**The best part? It's all FREE from Cybility's website!**

Visit: <https://www.cybility.co.uk/cms/resources>

Want to motivate your team? Check out Cybility's cybersecurity merchandise for prizes: <https://store.cybility.co.uk>

Need more help? Cybility offers engaging, tailored learning experiences for local businesses. Get in touch to see if they can squeeze you in!

Remember, it's never too late to boost your cyber defences. Grab these resources now and keep your business safe!



[cybility.co.uk](https://www.cybility.co.uk)

You can contact the Cybility team on **+44(0)204 583 2468** or [enquiries@cybility.co.uk](mailto:enquiries@cybility.co.uk)

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## October Lunch & Learn Webinar

### PS Tech's webinars are back after a summer break!

So back to business with October's webinar: We're excited to invite you to our short but insightful online session where we'll walk you through some of the key tips and features of the New Outlook. This session will demonstrate some of the newest features designed to boost your productivity, so register for our webinar now and make the most of the new updates Outlook has to offer.



### Tips & Features of the New Outlook

Date: Thursday 10th October 2024

Time: 12:30pm BST

Location: Zoom

Duration: 30 mins

Registration Link:

[https://us06web.zoom.us/webinar/register/WN\\_UKdFI6mNRbi84d4GAB5L0Q](https://us06web.zoom.us/webinar/register/WN_UKdFI6mNRbi84d4GAB5L0Q)

Register for this webinar here



01732 243100  
pstechnology.co.uk

YOUR IT EXPERTS

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## All Upcoming BHBPA Events

### November & December Dates - Details announced next week:

- Evening networking event at The Spirit of the Downs distillery in Bolney
- Breakfast Brunch at the all new Woodlands Mead College
- Breakfast networking event at Pangdene Barn in December
- Annual Christmas drinks evening at The Woolpack

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



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