

Burgess Hill

BUSINESS PARKS ASSOCIATION

Opening Remarks

An interesting week

An interesting week, certainly, and not all of it in a good way. Nevertheless, in this week's issue we celebrate the great time that was had at our latest networking event. We also have some important updates from the office of Mims Davies our local MP, including among other timely announcements, the very latest guidance concerning Russia and Ukraine.

We have our annual AGM next week

Come and find out how the association has developed over the last 12 months and learn more of our initiatives for 2022. Free for all members - Wednesday 2nd March at the Oak Barn Restaurant from 3.30pm. After the presentations from our Chairman, Mark Jackson and myself, there'll also be opportunity to network.

The challenge to SMEs to increase productivity

Just over six months ago the government launched the [UK Innovation Strategy](#). Innovation is an important driver for the UK economy, as it should be for SMEs. It can lead to significant improvements in productivity. To help our members achieve this we look to the guidance and support of our newest member, the University of Brighton and its RISE (Research and Innovation in Sussex Excellence) programme.

I'll leave you with this little thought from Tim Cook, Apple CEO:

"Some people see innovation as change, but we have never really seen it like that. It's making things better."

[Book your place on our AGM and other events - CLICK HERE](#)



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Bio-Productions Site Tour

Earlier this week we had one of our networking breakfasts with a visit to Bio-Productions' factory



Angela Gill, MD of Bio-Productions, with one of the two groups touring the factory

Our event kicked off in the boardroom as MD Angela Gill pointed to a truck turning into their site. The 20 foot container was to be loaded for their latest delivery to Australia, one of many international markets they serve.

We tucked into a marvelous breakfast, kindly laid out by the company and supplied by fellow BHBPA member, [Indigo Events](#). It was a sizeable group and we began the meeting with a short presentation from the University of Brighton about the RISE programme. Then came the factory tour...



Chris Freeman, Operations Manager, explained the challenges they face with packing some of their cleaning products, which are inherently solvents. They approach this with continual innovation in developing and refining their plastic packaging.

The plastic packaging they use is biodegradeable and will completely disintegrate in land fill within 3 years, leaving no plastic residue whatsoever.

Bio-Productions have won multiple "Green Apple" awards for Environmental Best Practice, in recognition of their efforts to reduce the impact of cleaning chemicals in the environment.



They print all their own product labels on site, allowing for very rapid turnaround for all customer requests. We were shown some labels for the Korean market. They have invested heavily in this state-of-the-art labelling equipment.



More networking with a very personable and professional group of attendees, representing a wide range of sectors.

It was at this moment I decided to try a mini croissant with brie...I marvelled at the wall hangings decorating the boardroom.

That's me in the background, sharing a humorous aside with Phil Karn, Operations Director of Bio-Productions.



Lorraine Bell from the University of Brighton receives a freebie from Linda Nardizzi, Bio-Productions' National Sales Manager.

Everyone received a sample of their multi-purpose cleaner and degreaser [Orange Squirt](#)

They are renowned for their environmental ethos. This includes a rigorous testing programme to ensure products minimise their impact on the environment and are proven to work as effectively as, or better than, conventional chemicals.

RISE to the challenge with innovation

Are you a small to medium-sized (SME) business in West Sussex with a bright idea, but perhaps don't have spare funds to access the expertise or support to help it flourish?

RISE (Research and Innovation in Sussex Excellence) can help you innovate and grow. Even better, this unique project is free, flexible and risk-free.

Experts can help your business draw up an innovation action plan, and access cutting-edge research from the universities of



Brighton and Sussex to develop, or improve a product, process, or service.

Research and Innovation

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As Lorraine Bell, Head of RISE, explains, innovation is more critical to success than ever. Having worked with businesses on innovation projects for over 15 years, and having been a Director of many SMEs and a Managing Director of a small business herself for over 20 years, she knows only too well of the pinch points many SMEs can face when trying to grow. "If you have an idea that has the potential to create value for your business, will help you become more productive, competitive and sustainable, then we want to hear from you."

"RISE is a really exciting programme which offers webinars, workshops, 1-2-1 support, access to an online community and direct access to cutting-edge research from the universities of Brighton and Sussex – at no cost to members."

Membership

Businesses in the West Sussex Coast to Capital region are welcome to join, subject to eligibility. Once membership is confirmed, an Innovation Advisor will meet with you to discuss your challenges and opportunities, explore any potential gaps in capability and knowledge, and work with you on plan before putting you in contact with the right expertise.

RISE has three key elements:

- Up to £7,500 free innovation support. This is not a cash grant, but a transfer of knowledge and expertise. This includes funding to 'buy time' with academics and get direct input on projects. This could be anything from research on barriers to market, to drawing up a technology map, validating a concept or developing a prototype.
- Access to a secure portal, where members can connect and network with their peers. It also includes lots of advice, tips and toolkits about training, funding, and innovation.
- A range for workshops and masterclasses drawing on the latest thinking around innovation, growth, and resilience.

Lorraine says: "RISE is unique in that there's access to expertise from two universities, no lengthy funding applications to complete, and we are able to quickly assess and scope ideas and put together a workable plan. We can also draw up Non-Disclosure Agreements (NDAs) to protect intellectual property rights where needed.

We know that time constraints can be crippling, so there are no two-day workshops, just bite-sized initiatives. We aim for a quick return on investment. Just an hour a week could pay dividends in terms of improving efficiency and productivity.

RISE provides a low-risk, cost free and time effective route to exploring R&D projects. Our Innovation Advisors can get the bones of an idea in an hour and come back later with questions. Hardwiring the process, working out finances, writing a proposal and documentation is all taken care of by the team, completely confidentially."

Could your business be eligible?

Visit rise-innovation.uk to find out more.

[Visit rise-innovation to find out more - CLICK HERE](#)

Opportunity Mid Sussex – Investment Prospectus

MSDC is now delighted to share its Opportunity Mid Sussex Investment Prospectus with you



**Opportunity
Mid Sussex**

This interactive prospectus promotes Mid Sussex and all that it offers in terms of a place to live, work and invest.

This investment prospectus will be used to showcase Mid Sussex and the benefits of locating here, to encourage businesses, developers and investors to take a 'fresh look' at Mid Sussex.

The investment prospectus underpins our Opportunity Mid Sussex inward investment platform with the full website launching in the Spring.

Please do contact us if you would like to find out more and follow us and share via our social media links and webpage <https://www.opportunitymidsussex.co.uk/>

[Opportunity Mid Sussex - CLICK HERE](#)

An advertisement for MCL Telecom. On the left, there is a collection of devices: a desktop monitor showing a video conference, a smartphone, and a tablet. A pink speech bubble icon with three curved lines is positioned above a pink envelope icon with an '@' symbol. To the right, a large orange speech bubble contains the text: "£12.50 PER HANDSET, PER MONTH VOICEMAIL TO EMAIL - NO MORE INTERRUPTIONS WITH MULTIPLE CALLS." In the bottom right corner, the MCL TELECOM logo is displayed, with 'MCL' in large letters and 'TELECOM' in smaller letters below it.

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**EXPERIENCE
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**SOUTH DOWNS
NATIONAL PARK**

Join us for a FREE Symposium for all West Sussex Tourism and hospitality businesses at the South Downs National Park Centre in Midhurst on 29 March hosted by Experience West Sussex Partnership and South Downs National Park.

This is a unique opportunity to develop your tourism business and hear about the latest trends from industry experts Expedia Group and Visit Britain. Meet your destination marketing organisations as well as a range of West Sussex business support teams including Coast 2 Capital, The Business Hothouse, Sussex Chamber of Commerce, LoCASE and more and hear about the opportunities they provide.

Get practical advice from West Sussex business support providers and discover the opportunities out there at workshops on marketing, sustainability, planning applications and funding. The morning will wrap up with a networking lunch.

Following English Tourism Week, we're keeping the momentum flowing. West Sussex is an outstanding tourism destination with plenty of scope for growth and development. Let's do it together!

[Register for the event - CLICK HERE](#)

Sussex Business Show

5th May 2022



Our exhibitors and sponsors are busy planning their stands and event places are being booked up every day. We're so excited even though time is disappearing fast, gah!

Look out for our article in the forthcoming Platinum Business Magazine - March edition - where it's been revealed what some of our fantastic keynotes will be talking about on the day.

For your free ticket - REGISTER HERE

Join BHBPA's LinkedIn group

Our association group on LinkedIn is growing

It's time you joined.

See the link below: <https://www.linkedin.com/company/bhbpa/>

Join BHBPA LinkedIn - CLICK HERE

GOV.UK - Russia & Ukraine

Government guidance for UK Businesses that trade with Russia or the Ukraine

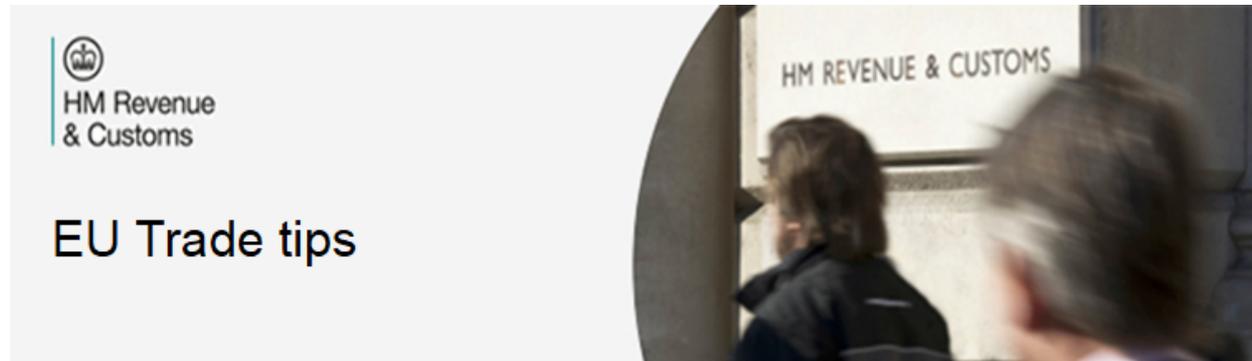
For businesses who have questions about trading with Russia or the Ukraine, use the [dedicated online service](#) or call **0300 303 8955**.

In addition to this, please also find below a link to the current guidance on Russia Sanctions:

[For current guidance on Russia Sanctions - CLICK HERE](#)

HMRC - Trade Tips

Keep your clients goods moving in or out of the EU
Handy links to the most up-to-date guidance and support



Full customs controls came into effect on 1 January 2022. If your clients move goods between Great Britain (GB) and countries in the European Union (EU), you might be affected.

If you or your clients have a specific question about importing, exporting or customs reliefs Call our Customs and International Trade helpline on **0300 322 9434**. The helpline is open from 8am to 10pm Monday to Friday and from 8am to 4pm at weekends. You can also [send us your questions or contact us by webchat](#).

The [Export Support Service](#) is a new helpline for UK businesses to get answers to practical questions about exporting to Europe. The service is a 'one-stop shop' and brings together UK government information, making it easier for exporters to access advice and support.

[Visit HMRC's YouTube channel](#)

HMRC's YouTube channel has videos about customs processes and what your clients need to do if they buy from, send or sell goods with the EU. This includes recorded versions of our live webinars covering:

Recorded webinars

- [Rules of origin](#)
- [How to import](#)
- [Customs Import Declaration: an overview](#)
- [Exporting: what you need to do to keep your goods moving](#)

Register now for our live webinars

We'll explain existing guidance and answer general questions about the content. We're unable to answer questions specific to the items your clients import or export on the webinars:

- [How to import](#) – what you need to do if you're importing goods into Great Britain from the EU (except Ireland) or rest of world countries, from 1 January 2022
- [Exporting: what you need to do to keep your goods moving](#) – covering zero-rated VAT, customs declarations, using an intermediary as well as licences, certificates, and authorisations
- [Importing food and drink, and animal products from the EU to Great Britain](#) – DEFRA webinars about upcoming changes and how to register and use the import

system IPAFFS (Import of Products, Animals, Food and Feed System).

You can also find [webinars and videos](#) from other government departments about trading with the EU.

Useful information

- find recorded webinars on HMRC's [help and support for UK transition](#) page
- download the [trader checklist](#), read our [updated guides](#) or visit our [customer forums](#)
- sign up for the [Trader Support Service](#) if your clients are moving goods between GB and Northern Ireland. You, or your clients, can access online training modules and webinars for support with the Northern Ireland Protocol.

HMRC - Coronavirus Grants

Closure of the Statutory Sick Pay Rebate Scheme

Final claims for the Statutory Sick Pay Rebate Scheme

The Statutory Sick Pay Rebate Scheme will close on 17 March 2022. You have until 24 March 2022 to submit any new claims for your clients for absence periods up to 17 March 2022, or to amend claims you have already submitted.

Your clients will no longer be able to claim back Statutory Sick Pay (SSP) for their employees' coronavirus-related absences or self-isolation that occur after 17 March 2022.

From 25 March, we will return to the normal SSP rules, which means employers can revert to paying SSP from the fourth qualifying day their employee is off work regardless of the reason for their sickness absence.

For more information on SSP rules, search for 'Statutory Sick Pay (SSP): employer guide' on GOV.UK.

For more information on eligibility and how to make your final claims, search 'check if you can claim back Statutory Sick Pay' on GOV.UK.

New Members

This week we welcome one new member:

- University of Brighton

You'll be hearing much more from the University of Brighton, with a range of seminars and webinars to help you innovate with the RISE programme and to help you achieve greater sustainability with the LoCASE programme.

Upcoming BHBPA Events

Would you like to give a presentation at one of our general networking events?

We are always interested to hear from you if you have a 10-15 minute presentation covering a pertinent business topic. To discuss this in more detail contact richard.cox@bhbpa.co.uk

Wed 2nd March 3.30 to 5.30pm

The Oak Barn Restuarant
Networking and our AGM

Tues 8th Mar 4.00-5.00pm

2nd Tuesday of the Month - ZOOM

NOTE - Date Change

Tues 15th March from 7.30 to 10.00pm

Annual BHBPA Quiz Night - a very popular event

Book now to avoid disapointment - only a few tables left

Really popular event, we will be raising funds for St Peters & St James Hospice

Arrive for 7.30 to settle down for a 8.00pm start to our Quiz Night.

Teams of six, or join with other members on the night. Treat your own team to a fun, lively and friendly night of questions and answers. There is a £5 entry fee per person, payable on the night. This includes a chilli nacho supper (vegetarian option available). Proceeds will go to St Peter & St James Hospice

Please ALWAYS 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!

For all events - [CLICK HERE](#)

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Closing Remarks

We want to hear from you

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 the varous business parks around the town.

Let's celebrate your successes and achievements!

Contact me directly - richard.cox@bhbpa.co.uk

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