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Burgess Hill

BUSINESS PARKS ASSOCIATION

Weekly Newsletter - Every Friday Morning

Opening Remarks

This week we introduce the judges we have assembled for the [BH Biz Star](#) business awards. They will be looking for evidenced award entries, you'll need to demonstrate in your applications forms what your business, your team or your staff member has achieved in the pursuit of becoming a better business.

We have plenty of remarkable networking events for you to attend in the months ahead.

You will also find out more about events our members are holding themselves. Did you know you can view all of the race days at Plumpton Racecourse - with some huge race days coming up before and during Easter. You'll also find all the 'BB9' networking & golf events held at Mid Sussex Golf Club, all in one place. This is but one of the many benefits of membership with BHBPA. As a member we will promote your events and seminars, we just need adequate prior notice. Visit our website: [Events](#)

We have a report on our sell-out networking event yesterday, an event with some sizzling commercial advice.

This week we introduce our newest member [Plumpton Racecourse](#) , who have an exclusive BHBPA Members offer, more details below.

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



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Plumpton Racecourse

This week's new member introduced



Situated at the foot of the South Downs in East Sussex, Plumpton Racecourse is a hidden gem in the world of horse racing. We have hosted racing at Plumpton since 1884 and through the years we have welcomed countless horse racing legends – both of human and equine form – including arguably the greatest jump jockey of the modern era Sir Anthony (AP) McCoy, who rode his 3,000th career winner here on Restless D'Artaix in 2009.

We are renowned as being a nursery ground for the future stars of horse racing, such as Pentland Hills who won a maiden hurdle here in 2019 before landing the Triumph Hurdle (Grade 1) at Cheltenham on his next start and most recently Stage Star who won a Novice Chase here in 2023 before going on to win the Turners Novices Chase (Grade 1) at Cheltenham in the same year.



As a National Hunt Racecourse, Plumpton hosts 17 racedays a year from September to May and offers a wide variety of fixtures – there is something for everyone. From our Feature Racedays where we stage some of the biggest jumping events in Sussex and entertainment-packed fun days for all the family to enjoy, we also offer our classic midweek action for the racing aficionado.

Jacqueline Hill - Sales & Marketing



Outside of racedays, Plumpton Racecourse provides a show-stopping setting for any occasion from meetings & conferences to team-building days, parties, and weddings, all complemented by locally sourced cuisine and an ambitious team of experienced event professionals.

We pride ourselves on offering all our guests a warm welcome and a high level of service. Whether you are here for a family celebration, entertaining business clients, rewarding staff for their hard work or simply enjoying a day out with friends, we always ensure we have a smile on our face and offer you the friendly VIP service you deserve!

We look forward to sharing our beautiful racecourse with you. [Visit our website to see all upcoming Fixture s](#)

A Prestigious Judging Panel

Our judges for our upcoming [BH Biz Star Awards](#) are completely independent of our sponsors.



They have been selected for their expertise and background in their respective fields. The Chair of our panel, Dee Mathieson, as Chair of gdb, has significant experience with her involvement in the gdb awards



Dee Mathieson

Dee is a highly motivated healthcare professional with over 40 year's experience. Her in-depth knowledge of cancer treatment techniques, physics and applied technology has supported Elekta to grow its business and reputation in the field of radiation therapy. She started her career as a Radiographer at Guys Hospital, then medical physics and on to industry where she has held various technical and commercial roles. She is now a Senior VP for Elekta's Linear Accelerator group and is the Managing Director for Elekta Ltd, based in Crawley. She is also a member of the Board of Trustees for the Mary How Trust.

Dee loves fast cars and track days. Her favourite one so far was drifting a Ferrari 458 Italia on a frozen lake in Lapland. She has tried to play golf but is most successful at the 19th hole!

Paul Rolfe

Paul is Associate Principal Employers & Stakeholders at the Chichester College Group (CCG) as well as Director of the Sussex and Surrey Institute of Technology - a collaboration between CCG, NESCOT college, University of Brighton and the University of Sussex. He is also Chair of Chichester Chamber of Commerce and Crawley Town Centre Business Improvement District.

He is passionate about business and skills and currently sits of the Government's Green Jobs Delivery Group working with Government and business to ensure that the UK has the workforce needed to deliver a green industrial revolution.

In his spare time he enjoys travelling, cycling, cooking and reading.

Dr Kul Verma

Deep Insight is a Leadership, Coaching consultancy specialising in Equality, Diversity, and Inclusion (EDI). We help businesses better understand and implement EDI through innovative training and coaching programmes.

Deep Insight is a team of experts with collective lived experience in business leadership. Our vision is to support and develop a change in organisations that enables people to be inspired, engaged and be their authentic selves.

Currently working with the Welsh government to improve representation on publically appointed boards.

In his spare time he enjoys keeping fit and spending time with his family.

[Enter Now - Click Here](#)

Thursday's Networking Event - a Photo Essay

A sellout event

Held at the offices of Total Sense Media, home to More Radio and Sussex Living Magazine. As always, we started with some informal networking, teas & coffees and a wonderful selection of pastries, generously provided by the Total Sense Media team.



Our first speaker, Mak Norman from More Radio, is someone I have known for nearly twenty years. At that time I was running a business that had turned to radio advertising as a highly effective medium to generate local brand awareness. I will always remember his wise words as we discussed the radio advert itself and the message we needed to communicate to that audience of listeners.

"It's about selling the sizzle, not the sausage!"

It's a wonderful explanation of an invaluable sales communication technique. Selling benefits rather than features helps your customers to better understand what you're offering, and it inspires them to take action.

Mak explained to our delegates how [TotalSenseMedia](#) has grown from a single radio station in Mid Sussex to encompass numerous stations extending along the coast, from Worthing to Hastings, eventually all coming together under the one brand [More Radio](#). An overseas radio operation has also joined the fold...on the Isle of Wight. These radio stations have been joined by illustrious lifestyle magazine titles which have grown in reach and are now merged under the one title [Sussex Living](#). It makes for an attractive media package under one roof: TotalSenseMedia

Following that we had an erudite presentation from [Robert Carpenter](#), of [Management Inspirations](#). Robert is an expert in advising and assisting owners looking to sell their business.

He explained the reasons why people sell businesses, the types of business sales and how to prepare a business for sale. He also stressed the importance of creating a valuation for your business and doing this every five years - good business practice.

You really should prepare up to five years in advance whenever possible. Valuing a business is not an exact science as there are many ways to value a business. Each business is unique in its performance and its value is ultimately what someone will pay for it. Selling a business is time-consuming and can be an emotional venture. Therefore, where possible, it must be planned in advance.

Following that we were all treated to a walk around the station, looking in on the live radio broadcast going on, many thanks to presenter Bob for that.

Office Space Available

Dear member of Burgess Hill Business Parks Association

On behalf of Mak, Sarge and Bob, thank you so much for giving up your time on Thursday morning to visit The Sussex Media Centre – Home of More Radio and Sussex Living Magazine. We hope you found the presentation interesting and enjoyed the studio tour too.

Just to add, that we currently have some spare desk space capacity here and if you or any business associate are looking for some very affordable and flexible workspace solutions, please do get in touch for arrange a no obligation tour.

Contact: david.cunningham@totalsensemedia.co.uk
01444 620441 or mob. 07805 587437



Welcome to the Sussex Media Centre. Based in Victoria Business Park, Burgess Hill. Located just 10 miles from the bustling city of Brighton and 22 miles from Gatwick Airport

Free Parking is available nearby, or if you prefer, Burgess Hill railway station is just a 20 minute stroll away.

The Sussex Media Centre is host to the creative, editorial and design centre for several radio broadcasting services, printed and online productions, including *Sussex Living Magazine* and *More Radio*.

Currently we have the capacity to share a number of the Sussex Media Centre's excellent resources with other businesses on a full or part time basis.

Whether you require a single desk for few hours a month or a cluster of 4 desks 5 days per week, we can support your needs.

If you are currently operating your business from home, sharing space at the Sussex Media Centre could be precisely what your business needs to take the next step – at an affordable rate.

Conversely, if you have oversized premises, by tapping into the considerable resources available you could reduce your overheads such as rent, energy bills, phone and internet lines, printing costs and more.



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Become one of this year's sponsors

We have had interest in a number of the BH Biz Star business award categories. The categories can be sponsored by any member.

The category sponsorship package includes:

- 2 free tickets to the event itself (total ticket value = £180)
- Your company's name on the Winner's trophy
- Presentation of the trophy at the Awards event in May
- Your company logo in the awards brochure at the evening event
- Your company logo as a clickable link on our Awards page on our website describing the category
- Your company logo on the email signature we provide to each award's nominees, and later for the winners
- Prominent mentions of your sponsorship when that category is promoted online, in social media and in the newsletter
- The cost of category sponsorship: £1,800

For all sponsorship enquiries: richard.cox@bhbpa.co.uk

Business Awards

Why this year's headline sponsors can't wait for the big night!



The team at [Sherrards Employment Law Solicitors](#) are delighted that the firm are Headline Sponsors of the BHBPA BH Biz Star 2024 Business Awards.

We have been members of the BHBPA for a number of years now and really value our membership within the local business community. The association offers fantastic opportunities to network and keep in touch with like-minded local businesses keen to firmly put our area on the map.

2024 is an important year for Sherrards as we celebrate 25 years in business! Over those years we have worked with and supported many businesses in Burgess Hill and the wider Sussex area and we are really looking forward to recognising and highlighting BHBPA member's achievements through the eleven award categories for the BH Biz Star 2024 Business Awards.

Managing Health and Wellbeing at Work

An upcoming seminar being held at Mannings Heath Golf Club 26th March



Sherrards Employment Law Solicitors are pleased to announce an upcoming seminar on Managing Health and Wellbeing at Work. Join the team at Mannings Heath Golf Club on **Tuesday 26th March from 09:00 – 12:00** for this practical, interactive seminar where we will work through case studies and consider the key legal aspects that need to be taken into consideration when dealing with ill-health absence.

The cost to attend is **£125 + VAT per delegate**. To book and pay for your place online, please visit the link in the button below:

Sherrards Academy - Open Courses



To find out more visit www.sherrardsacademy.com or send an email to academy@sherrardslaw.com

Invitation to MSVA networking meeting

Invitation to our Burgess Hill MSVA Networking event

Wednesday 20th March 2024, 9.30am to 11.30am

Location: The Cherry Tree Centre, Fairfield Road, Burgess Hill, RH17 5QB

Please register through this link: [MSVA Networking Event](#) – thank you
Mid Sussex Voluntary Action is working to create active, strong, and connected communities across Mid Sussex.

This informal networking session is aimed primarily for groups in Burgess Hill and surrounding villages, although all members are welcome to attend.

We are delighted to invite you to attend at **The Cherry Tree Centre** on Wednesday **20th March between 9.30 and 11.30am.**

Please drop in, grab a tea or coffee and biscuit and be welcomed by our Community Development and Volunteer team.

The networking event also provides an opportunity to:

Connect with other local community groups, how can we help each other to best support the people of Burgess Hill, Hurstpierpoint, Hassocks and surrounding areas? Discuss current issues such as cost of living, isolation, youth activities, environmental ...and what we can do to help solve them.

Meet MSVA Community Development team who will be available to answer any of your questions and support you on any of your funding or volunteering needs.



For further information please email

nicola.brewerton@msva.org.uk

Thank you and we look forward to seeing you! [MSVA Networking Event](#)

01444 258102

or [Contact Us](#)

The BHBPA Annual Quiz Night

This year in aid of [Kangaroos](#)

The Woolpack: Tuesday 12 March from 7.00pm onwards (Quiz starts at 8.00)

You must book your team places as soon as possible to avoid disappointment.

We start assembling at 7.00pm for nachos provided by Dee, Lance and their team at The Woolpack. The quiz itself begins at 8.00pm.

Here we see some smiling faces from [Leap Environmental](#) tucking into some pre-quiz pub fare.



Cost

Includes a bowl of chilli or cheese nachos. £5.00 payable on the night.

Raffle

There will also be a raffle on the night with a variety of nice bottles of wine. We hope you can also join in on that action on the night. Support the invaluable work of Kangaroos.

Individual players

If you are on your own or there are only two or three of you, you can still join in. We will have at least one 4 or 6 person team we will create for the evening from single participants. I've already given that team a provision name: The Usual Suspects

Multiple teams from one company

One company had two teams of six last year. Subject to availability we can accommodate these.

Maximum capacity - Current availability

Only 6 tables left! - DON'T DELAY

1 team of 4

1 team of 5

4 teams of 6

Booking

I will manage the teams so contact me directly about the size of your team and the team's name. I'll let you know the availability for the various table sizes.

Email to book your table / individual seats richard.cox@bhbpa.co.uk

BHBPA - Annual General Meeting

Join us at the Panattoni Park Burgess Hill

20th March from 8.30 - 11.00am

Find out what BHBPA has been up to this past year and what we plan

We'll be having the meeting inside one of the complete units at the Panattoni Park Burgess Hill. A buffet breakfast has been arranged, coming from the Hickstead Lodge and sponsored by Panattoni.

We'll have an update on everything the association has done over the last 12 months and what we have in store for the rest of the year.

Commercial Property Update

Find out about commercial property in Sussex. We have a respected expert in this field giving an overview of the Mid Sussex market:

[Tim Hardwicke](#) from [SHW](#).



- An overview of the Burgess Hill / Mid Sussex, Warehouse, Industrial & Logistics market. (i.e. Rents / Demand / Supply)
- How Mid Sussex sits in line with the broader South East and A23/M23/A27 Sussex region.
- Occupier trends / what do occupiers want from a unit.
- Environmental, social & corporate governance (ESG) & Greener units

You'll leave the event energised!

We'll conclude with a well-being wrap-up session. Enhancing the morning's proceedings by alleviating stress, nurturing connections, and creating a positive, lasting impression on attendees.



Participation is encouraged in a welcoming manner, featuring hands-on demonstrations of quick, SIMPLE and fun relaxation techniques! Brought to you by Well-Being Motivator [Sam Rehan](#)

[Click here to book this event](#)

The Power of Networking

The joint event of BHBPA, EGBA, gdb and HHBA is this year hosted by Burgess Hill Business Parks Association

We would like to thank Porsche Centre Mid Sussex for hosting an event we expect will generate a huge turnout. We have put a limit on this of 150 guests.

We would also like to thank CAE for allowing us to use their adjacent car park for the evening.

This is strictly a **MEMBERS ONLY** event

You will have to [book via eventbrite](#).

It is on our website...but use the eventbrite booking form please!

Burgess Hill

BUSINESS PARKS ASSOCIATION

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CONNECTING & SUPPORTING LOCAL BUSINESS WITH LOCAL PEOPLE



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Joint Networking Event

FREE Members only

BHBPA, EGBA, gdb and HHBA

The power of networking -sparking business
creativity, innovation and efficiency!



Join the ultimate 2024 Joint Networking Event where BHBPA, EGBA, gdb, and HHBA come together for an epic in-person gathering!



Wednesday, April 24th
6pm - 8pm

Porsche Centre Mid Sussex

Innovation Drive, Burgess Hill RH15 9TW

BOOK HERE
[eventbrite](#)



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[Contact us on our website portal](#)
or call 01444 871 200

All Upcoming BHBPA Events

28 Feb 2024
5.30 - 8.00pm

Sustainable Manufacturing

Held at the Adelphi Group of Companies, Haywards Heath.

Let's Go Net Zero

Interested in reducing costs, using resources efficiently, driving down your carbon footprint and saving money?

FREE - [tickets available on eventbrite](#)

12 Mar 2024
7.00pm- 9.30am

The BHBPA Quiz Night

In aid of Kangaroos - Held at The Woolpack

Tickets paid on the night £5 (includes chilly or cheese nachos)

20 Mar 2024
8.30 - 11.00am

Our AGM

Held at Panattoni Park Burgess Hill

FREE for all members

24 April 2024
5.00 - 8.00pm

Joint event with HHBA, EGBA & GDB

To be held at Porsche Centre Mid Sussex

Huge joint event with 150+ expected - [book on eventbrite](#)

FREE for all members

24 May 2024
7.00pm - 1.00am

The BH Biz Awards Evening

The AmEx Stadium - We expect between 300-400 guests

Dress to Impress

Table booking details and pricing will be announced soon

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!

Book all Events - [CLICK HERE](#)

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



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