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Burgess Hill

BUSINESS PARKS ASSOCIATION

Weekly Newsletter - Every Friday Morning

Opening Remarks

A vibrant team, a vibrant town and a vibrant business community

We have a report on the fantastic presentation at last week's event from Burgess Hill Town Football Club's manager Gary Mansell. This was thoroughly inspiring and motivational and hit all the right notes I'd expect of any great business briefing... just that he was talking about football.

A focus on training

This week we focus on training the mind and the body, with more detail on our training courses and in addition, a great offer from our local leisure centre, to get you in shape perhaps for Mid Sussex Marathon. Make this year a year of achievement and progress. We also share a report that looks at the importance of nurturing your best performers, a report especially appropriate for those in the professional services sector. And there's a webinar looking at ways to nurture Gen Z talent.

Events

I've been hearing from many of you about your quiz teams later next month, get in touch with me [directly](#) to book your tables. Don't forget to book your places at our AGM, we already have very good numbers attending: [Book Events](#)

The launch of Burgess Hill Means Business

Burgess Hill Means Business expo is taking place on Thursday 15th May, find out how to book your stand. That link will ask for payment. Once you've done that we'll send you an online form, just confirming your requirements, to make sure you get exactly the space you need.

The fastest growing business group in Sussex

It's great to introduce another new member this week! Become part of the fastest growing business group in Sussex: [Join Here](#)



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Motivational Masterclass

Last week we were treated to one of the best presentations we've ever had at one of our events, from the club manager at Burgess Hill Football Club, Gary Mansell. Gary explained how to create a winning culture. He explained the journey he had embarked on from humble beginnings coaching his son's under 11s team to where he is today, a full-time professional coach. He told us of the learning curve he'd embraced and absorbed. He then detailed the plan he put in place when he stepped into the role last year. A lot of hard work on multiple fronts ensued and the results now speak for themselves.



Gary Mansell, the Manager of Burgess Hill Town Football Club

He provided a detailed analysis of the playing level expected at this level of league football and how he closely studied the competition, their strengths and weaknesses.

There was a studied overview of the club culture, engendering respect for others, for team mates generally and for the supporters. He explained how that culture evolved to become a team ethos, with a self-governing group of individuals who maintained the highest standards expected of them, from the changing room to the pitch and to the after-game meets with supporters in the club house.

By establishing the correct player mindset the challenge of recruitment became easier. With the right captain leading that changing room, interest in playing for the team rocketed. Emotion and empathy being the bedrock of that club spirit.



From boys...

Gary gave us an overview of his approach, touching on these seven key points:

- **Connect the club**
- **Shared philosophy**
- **Recruitment**
- **Culture**
- **Standards**
- **Responsibilities**
- **Details**



To young men

This included much improved facilities at the club and great looking professional kit. Setting standards is important.

Many of these have been created by the team themselves, who will impose a fine on a fellow player for lateness, or other.

He told us how details are important, getting them right through trial and error.

Previously the goal nets of the Hillians were striped black and green. He insisted on reverting them back to white, because on home turf his players need to see that goal mouth at every point on the pitch with clarity and to their advantage.

He gave us a run through of the analysis he does before every game. The tactics board, a recent addition to the changing room, now gets a lot of use.

The results of all this speak for themselves, the team is this year flying high in their league and looking towards the play-offs. Already their performance this year has outstripped where they were last year:

Team	Season	Position	Played	W	D	L	GF	GA	GD	Pts
BHTFC	2023/24	12 th	38	11	11	16	59	70	-11	44
BHTFC	2024/25	3 rd	27	19	5	3	58	30	+28	61

The association wishes the Green & Blacks every success this year, we're cheering them on to league success! It was apparent to everyone who heard Gary's presentation that the lessons soaked up on the pitch and in the dressing room are lessons every business can learn from.

The Launch of BHBPA Training

We then launched BHBPA's own range of training courses. We're offering our members opportunities to train their staff to reach new standards of performance.

Julian Clay of [Sales to Success](#) explained the two courses he offers through the association. Firstly he touched on the content of the Sales Fundamentals course he delivers, looking at the challenges of selling and how to meet them, ultimately giving your team the skill sets to:

- Make prospecting easier
- Help delegates better prepare
- Make it easier to articulate areas of value
- Improve your chances of getting commitment

This in turn will help increase your sales pipeline and conversions!

He then explained a little about the BHBPA Account Management course he delivers. Perhaps your business has a team of field engineers who need to improve their communication skill sets?

- Build stronger business relationships
- Gain more upselling and cross selling opportunities
- Lock out your competitors
- Achieve genuine sales growth

This will help you to deliver long-term sales results!



Julian Clay of Sales to Success



Michala Liavaag of Cybility Consulting

Gamifying cybersecurity awareness

Next up we had Michala Liavaag and Ana Garner, from [Cybility Consulting](#) Every month throughout 2025 they will be offering two hour courses, either morning or afternoon sessions (to avoid school run issues) and like all our courses these will be held at the Kings Centre on Victoria Road.

They treated us to a little gamification of what cybersecurity means and how they approach this in their innovative training. They also offered up a special offer for the first 15 delegates booked up on one of these courses - a special introductory offer of £95 per person.

Develop the acumen of your business's next leaders

We then presented the range of courses offered by [Rewards Training](#), with a significant discount for all BHBPA members. These accredited courses are the perfect vehicle to transport your staff to a proper professional grounding in the basics of team leadership. Perhaps you have someone performing exceptionally in their current role, but to step up to a leadership role, they'll need to develop new skills and perspectives.

They'll come away with a qualification, aligned with City & Guilds, which they can build on. Again, we have a fantastic introductory offer on this course, £499 for three half days. See booking details further below for all these introductory offers.

Plan your business success by training your team, emulating the example of our town's football club!



Ana Garner of Cybility Consulting



Just some of our guests: Neil Tomlinson, Glenn Mills & David Long



Engaged in cybersecurity sleuthing: Bridget Ryan, Paul Dallibar, Jack Ranson, John Blackburn and Mark Jackson

Everyone was treated to a taste of Saturdays and other match nights at the stadium, with delicious smash burgers, butcher's sausages and great chips. There was also a vegetarian option....just as you would get on the terraces and served by the **Back of The Net** catering team.

We'd like to thank the club, the owners, the volunteers and the staff for what was a motivational evening with great food and networking.



David Corney, one of the co-owners of Burgess Hill Town Football Club

There are exciting times ahead for the town's Football Club as Burgess Hill Town FC are enjoying an excellent season and have big plans for the future and we would be thrilled to have you join our journey.

An application for a new 3G pitch is currently in with Mid Sussex District Council and was recently approved by Burgess Hill Town Council for the installation of the pitch, new floodlights, perimeter fencing and acoustic barrier.

Sponsoring BHTFC is a fantastic way to give back to the local community. By partnering with us, your business can achieve high visibility and substantial audience reach in the town and beyond.

The Hillians benefit from a growing, loyal fan base and we also have a large following on social media (10k on X and 4.5k on Instagram).

We have lots of ways for you to get involved from kit sponsorship, stadium naming rights, Hillians TV and social media sponsorships, stand sponsorships, advertising boards, matchday packages, programme advertising and much more. We have a sponsorship package to suit your needs.

All images:

Lynden Humphrey:
Photographer & Founder - Capture Cult Media
Lynden@CaptureCultMedia.com 07818 178332



For all your commercial enquiries
Please contact David Corney:
david@burgesshilltownfc.co.uk

Burgess Hill

BUSINESS PARKS ASSOCIATION

BHBPA Training

Business training provided locally

An investment in your staff is an investment in your business. BHBPA offers a range of courses scheduled throughout the year. These are run by our Approved Training Partners.



Our Training Partners

Rewards Training

Rewards Training offers accredited courses from the Institute of Leadership Management (ILM) to move your staff on their next career progression within your company.

Cybility Consulting

Cybersecurity is critical for businesses of every size. We've teamed up with experts at Cybility Consulting who deliver engaging, interactive training that your staff will experience, retain, and apply.

Sales to Success

Sales & Account Management should be approached using tried and tested techniques and strategies. Our courses are delivered by Julian Clay of Sales to Success, a master trainer with deep experience and insights in these essential fields of business success

Why use BHBPA Training

Conveniently delivered locally

All our courses run from the Kings Centre on the Victoria Business Park.

Preference Rates for Members

The association has secured very preferable rates for our members which will not be bettered.

Approved Training Providers

We offer accredited training qualifications like no other courses locally available, offered at an exceptional price.

Ease of Booking

All bookings are handled by our Training Partners. They will guide you on how to best develop your teams for exceptional results. Courses run must meet minimum numbers. Terms & Conditions apply.

Special Introductory offers available for a limited time only

Rewards Training - Offer

The Institute of Leadership Management (ILM) Level 3 course - Management, from Rewards Training. This is an accredited qualification and will be taught over three half days, over a 12 week period. See our website for full details.

- Non-members - currently £600 + VAT
- **Introductory offer BHBPA members price £499 + VAT**
- Reverting to normal BHBPA members price later next month at £549.

Cybility Consulting - Offer

An interactive two hour course. See our website for full details.

- All Members: **First 15 booked on the course : £95 + VAT**
- Reverting to £145 per delegate for BHBPA members

See all our Training Courses for 2025

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Visit our website
www.bhbpa.co.uk/training-courses/

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SJP Approved 19/12/2024

Burgess Hill Means Business - 2025

We officially launch the best business expo in Mid Sussex - BHMB25

This year we have even more space available at The Kings Centre on Victoria Road, Burgess Hill. We will again be managing the flow of visitors in the car park and the event will be promoted across the county to every business group and local chamber of commerce. Our media partners will be telegraphing that message across the airwaves

and print media. Please support us by following the [BHBPA on LinkedIn](#) where you can share our posts about the event.

We'll also have an 'event inside an event' as we showcase BHBPA in the Community. There is much to celebrate and much for you to find out more how your business can help many great initiatives.

This is an opportunity to meet your neighbours on the business parks in and around Burgess Hill, to network and to meet new business opportunities.

You'll need to book early to secure a stand, demand for our last event, **BHMB23** was unprecedented.

Standard stand will be 2m x 1m and pricing is detailed below. Some charities and organisations will be given free stands at our discretion.

- **Members: £149**
- **Non-Members £449**

Thursday 15th May

Exhibitors - most will have access from 3.00pm to 7pm on Wednesday 14th May

Visitors - On the day from 10.00am -3.30pm

Headline Sponsorship Package BHMB25

- BHBPA Website – Expo page will be 'live' from Feb-Sept 2025 (The Expo page will continue to be updated post event)
- Weekly newsletter promotion with sponsors mentioned prior to the event and post event
- LinkedIn Posts
- Inside front cover or back cover of the digital and printed brochure
- Prime location in the main auditorium (stand space included in package)
- Offer is limited to no more than two headline sponsors

Advertising opportunities in the digital and print versions of the event brochure are also available.

Fundraising at our event

As usual we are raising funds for local charities at **BHMB25**. This year, all proceeds from donations & our raffle will be split equally between St. Peter & St. James Hospice and Kangaroos children's charity.

You are able to make a financial donation via the Billetto page below. We'll also be running our **BHMB25** raffle as usual with the draw being made towards the end of the event.

Please dig deep to support these two fantastic causes!

Sponsorship and advertising enquiries

For all sponsorship and advertising enquiries, please contact Richard Cox CEO of BHBPA richard.cox@bhbpa.co.uk





[Click here for our stand ticketing platform - Billetto](#)

BHBPA Annual Quiz Night

Tables running out fast - Don't delay - [Book Now](#)

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

This year in aid of [St Peter & St James Hospice](#)

Tables are running out fast...so much so that I have asked Lance to give us an additional four for all the teams that want to play!

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.



Please support the evening raffle as well!

Here we see some smiling faces from the team fielded by Fresh Display tackling the quiz after some pre-quiz pub fare.

They were eager participants in last year's raffle. They didn't win the big prize, a huge hamper of goodies... but that was re-donated back to be auctioned off to the highest bidder and Steve (far left) put in a determined bid in order to secure the hamper and it's contents.

The Fresh Display & Scissor Sisters Team

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 the Hospice.

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. That team, the BHBPA scratch team, is known as The Usual Suspects, I still have a few places left.

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 88 Seats
You must be in teams of either six or four (or less).

There are already 12 tables booked!

We have only five tables left!

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

The BHBPA AGM will be held on Wednesday morning March 26th



The Oak Barn Restaurant

Our Annual General Meeting will be held at the Oak Barn Restaurant.

We'd like to thank Mark and his fantastic teams front and back of house for hosting us again. A light buffet breakfast will be available.

We'll be announcing a guest speaker soon!

The association will be presenting a summary of our annual accounts and an update on membership numbers. We'll also be going into detail about the various initiatives, programmes and agendas of the association and what you can expect for 2025.

Our presentations are expected to take about 45 minutes, so there'll have plenty of time for networking.

Wednesday 26th March 8.30-11.00am

Book the Oak Barn Networking Event

Burgess Hill
BUSINESS PARKS ASSOCIATION

www.bhbpa.co.uk
07393 728688
richard.cox@bhbpa.co.uk

Making a Difference

Making a Difference this valentine's at MCL Telecoms, £650 Raised for St Peter & St James Hospice.

This Valentines Day, our team united in the spirit of the holiday, channelling our passion for baking into a heartfelt initiative to support a truly vital cause. We organised a mobile, Valentines themed bake sale, offering an array of homemade and handcrafted cupcakes and brownies, all proceeds raised we donated to St Peter and St James Hospice. Customers placed their orders in advance and donated via our JustGiving page, and then we personally delivered their sweet treats to workplaces.

Initially, we set a fundraising target of £150 but the overwhelming support from our community propelled us far beyond our expectations.



Frank Egleton clearly enjoying the task

Through the incredible generosity of those who donated, ordered and contributed, we raised an astonishing £650 and we are so pleased! This remarkable achievement is a testament to the impact small acts of kindness can have when brought together.

However, our efforts extended beyond simply sharing sweet treats. At the heart of our initiative was the desire to support the extraordinary work of [St Peter & St James Hospice](#). This remarkable organisation provides specialist, compassionate care to individuals facing life-limiting illnesses, ensuring they receive comfort and support. The dedicated team go above and beyond, not only delivering exceptional medical care but also offering emotional and practical guidance to patients and their families during the most challenging times.



Some very artful decoration

It is a privilege for us to contribute to such an essential cause, and we are incredibly grateful to everyone who played a part in making this fundraiser a success. Whether you spread the word, donated or placed an order, you have helped us help others and we can't thank our community enough. This generosity has made a real difference.

With such an outstanding response this year, we are inspired to continue our fundraising efforts in the future.

This is just the beginning, and we look forward to finding more ways to support our community and the Hospice and give back to those who need it most. We truly enjoyed this heartwarming initiative and we can't wait to do it all again!



info@mcltelecom.co.uk

01444 242200

www.mcltelecom.co.uk

@mcltelecom on all social media

New members this week

- Falcon Health

Falcon Health

Hello, my name is Benjamin Harris... Ben. I am Founder, Clinical Director & Chiropractor at Falcon Health.

Established in 2011, Falcon Health has been a long-standing point of help for sufferers of back pain, neck pain, headaches, muscle & joint pain.



Dr Benjamin Harris

With a combined approach of evidence based & patient led care, my friend of many years, Marcin "Martin" Laska (physiotherapist) and I have over 20 years practice each! The full clinical team of Henry (chiro), Dan (physio) and Katie (sports therapy) keep us in line and we all keep each smiling.

We provide trusted, hands-on chiropractic and physiotherapy services to Burgess Hill residents, businesses and sports teams. We also bring patients to our lovely Burgess Hill from other Mid Sussex towns, around the Sussex counties and regularly from across the UK and abroad!

You'll find our clinic promise as a permanent feature in our reception:

- We are a modern health & wellness clinic dedicated to providing the best possible care through enthusiastic, expert service.
- We prioritise our community, building strong patient relationships to help achieve a lifetime of optimal health.

Falcon Health is trusted by 1000's of patients, Aviva, AXA, Bupa, Healix, Simply Health Westfield, WPA and more...

Call or book online falcon-health.com/bookings:

Free Telephone/Mini Consultation with Dr Benjamin Harris (Clinical Director & Chiropractor) to discuss your options.

Initial Consultation, Examination, Report & Treatment with one of our clinical team - choose a chiropractor, physiotherapist or sports therapist.

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The Triangle Leisure Centre

Introducing The Triangle Leisure Centre

We have a range of facilities and sessions at The Triangle Leisure Centre, to suit you and your family.

From thrilling pool sessions with flumes, rapids, and lane swimming sessions to expert-led swimming lessons, there's something for everyone to enjoy in the water.

Our gym caters to all fitness levels, alongside energising group exercise classes like Pilates, Yoga, and Zumba.



Love sports? Try trampolining, gymnastics, or a game on our tennis courts! Plus, children can explore our soft play area or conquer Clip 'n Climb!

Want to try our facilities for free? You're in luck!

You can enjoy the same benefits as Premium members with our free pass:

- Unlimited gym use
- Unlimited classes
- Unlimited pool use
- Places Leisure app – our fitness tracker app with challenges, training programmes and more

Join us for fitness, fun, and family activities - your adventure starts here!



Simply [click here](#) to complete our enquiry form and one of the team from The Triangle Leisure Centre will be in touch to arrange your pass.

Mid Sussex Marathon

Embrace the Challenge, Energise Your Workforce

Mid Sussex Marathon Weekend 2025!

An active team is a productive team. Running is not just about speed or distance - it fosters resilience, teamwork, and a positive mindset. The Mid Sussex Marathon Weekend offers businesses a unique opportunity to promote employee well-being while taking part in an unforgettable event. Will your team rise to the challenge?

MID SUSSEX MARATHON WEEKEND

3 RACES . 3 TOWNS . 3 DAYS .



Run, Race & Celebrate

Join us for an unforgettable weekend of races for everyone

Every participant receives a bespoke medal!

Can't attend in person? Join us virtually and be part of the excitement from anywhere

3-5 MAY 2025

Choose your challenge!

3 MAY | 10 Mile East Grinstead
4 MAY | 10 Mile Haywards Heath
5 MAY | 10 Km Burgess Hill

OR complete the **FULL MARATHON** distance over 3 days!

INCLUDES **Mid Sussex Mile** Ages 7+

INCLUDES **Mid Sussex Fun Run** All ages



Burgess Hill Town Council

HAYWARDS HEATH TOWN COUNCIL

EAST GRINSTEAD TOWN COUNCIL

MID SUSSEX MARATHON WEEKEND

Places Leisure Part of Places for People

AHS WELLBEING

Be part of the action! Sign up today



MIDSUSSEXMARATHON.CO.UK

Three Days, Three Races, One Team-Building Experience

Over the May Bank Holiday weekend, inspire your workforce to get active and embrace the scenic trails of Mid Sussex. Whether tackling the full marathon challenge or taking part in individual races, every step will enhance teamwork and motivation.

- **Saturday, May 3rd** – Kickstart the challenge with a 10-mile run in the picturesque town of East Grinstead.
- **Sunday, May 4th** – Keep the momentum going with another 10 miles through Haywards Heath's stunning countryside.
- **Monday, May 5th** – Finish strong with an exhilarating 10K in Burgess Hill.

A Race for Every Employee

From experienced runners to those new to fitness, there's an option for all levels:

- **Corporate Team Challenge** – Enter as a team and boost workplace camaraderie.
- **Complete the Full Marathon** – 26.2 miles over three days.
- **Individual Town Races** – Pick a challenge and race at your own pace.
- **Fun Runs & Mid Sussex Mile** – Ideal for families and beginners.
- **Virtual Race** – Allow remote employees to join from anywhere in the world.

A Healthy Workforce, A Thriving Business

Encouraging physical activity has countless benefits, from improving productivity and reducing stress to fostering a sense of unity. Employees who participated in 2024 described the event as "superbly organised" with a "great atmosphere" and incredible support from marshals.

Why not invest in your team's well-being. Support a culture of movement, teamwork, and achievement by entering a team in the 14th annual Mid Sussex Marathon Weekend. Are you ready to lead your workforce to success? The road awaits—join us and make 2025 your most active year yet!



For more information or to become a sponsor visit: <https://midsussexmarathon.co.uk/>

Sign up here for the Mid Sussex Marathon

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Key Talent Challenges

New report highlights the key talent challenges facing smaller organisations

If you don't have the right people in place, solving your organisational challenges gets even harder. This is particularly true in professional services, where your people are your greatest asset.



These challenges start with finding new talent. In Nurturing and Retaining Talent, a recent survey by Helen Tuddenham Consulting, over two-thirds of respondents said they struggled to recruit suitable candidates.

The new report:

Building a Stronger Future: Using Executive Coaching to Build and Nurture Talent in Smaller Organisations

This discusses the survey's findings, supplemented by further research.

Further highlights include:

- 61% of survey respondents said that they felt that their staff didn't have the right skills for the current or future needs of the business.

- 44% of firms that had used executive coaching saw increased profitability. Not one respondent said that they had not seen any benefits.
- Around half the survey participants had not used executive coaching or used it very infrequently, citing cost, expected return on investment and whether it would work in smaller organisations
- Research supports the argument that executive coaching is versatile and can address many organisational and talent issues. These include improving leadership skills, impact and influence, strategic thinking, confidence, and self-awareness. It can be particularly beneficial to help people transition into new roles.
- The cost of ineffective leaders can be significant - both financially and in terms of low morale and disengaged staff. As costly, but perhaps under the radar, is the cost of leaders not reaching their full potential.

Although the research was conducted specifically in the professional services sector, the report will be relevant to any HR or business leaders wondering how they can overcome business challenges by leveraging their team's leadership capabilities.

You can download a copy of the report [here](#) or to find out more, get in touch using the details below.



Helen
Tuddenham
Consulting

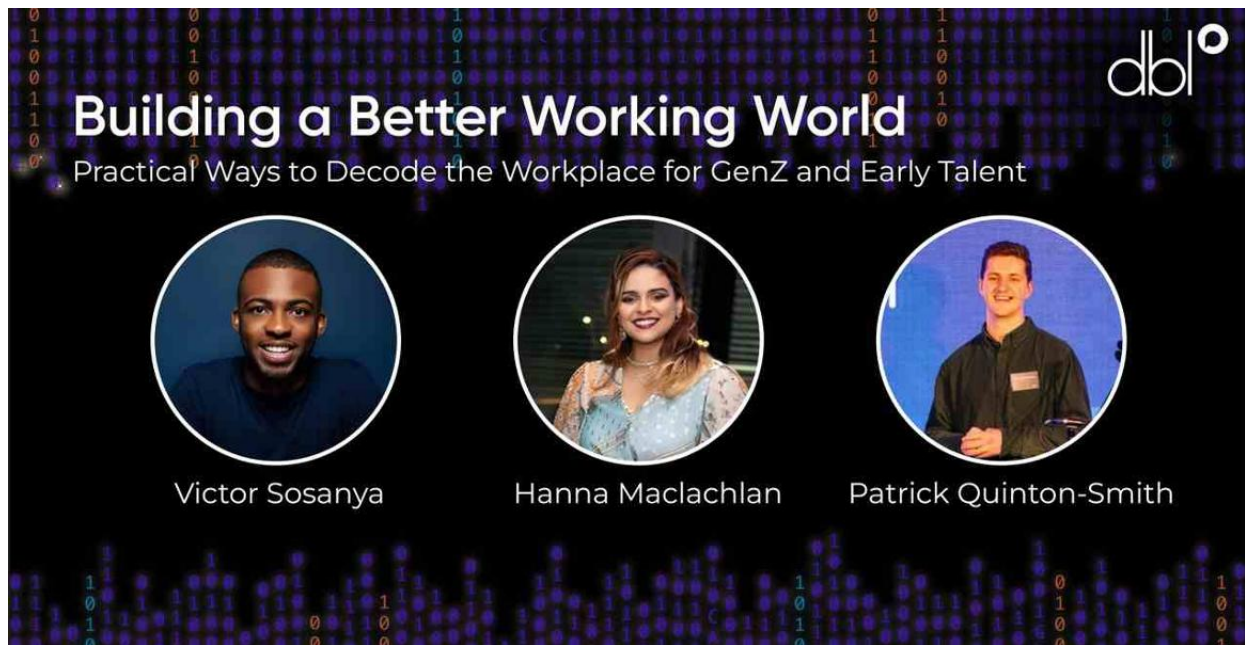
helen@helentuddenhamconsulting.com

www.helentuddenhamconsulting.com/for-organisations

Do you manage Gen Z employees?

Then you should join Development Beyond Learning (DBL) for a free Virtual Masterclass.

Building a Better Working World: Practical Ways to Decode the Workplace for Gen Z and Early Talent is a virtual workshop not to be missed!



Details:

Date: Wednesday 26th March 2025

Time: 11:00 AM – 12:00 PM (GMT)

Book here:

<https://www.linkedin.com/events/buildingabetterworkingworld-pra7297179863629578240/theater/>

Featuring Gen Z thought leaders:

- Victor Sosanya
- Patrick Quinton Smith
- Hanna Maclachlan
- Hosted by DBL Chair and Founder, Josh Mackenzie

What you'll gain:

- Insights into real challenges facing Gen Z at work
- Practical strategies to decode the workplace
- Tips for creating a thriving multi-generational environment

Don't miss this opportunity to transform your approach to early talent development!



Book this webinar - [CLICK HERE](#)

All Upcoming BHBPA Events

12th March
6.30 - 9.00pm

The Woolpack

Spring Quiz - In aid of St Peter & St James Hospice
We can accommodate up to 88 quizzers
Tables of either 4 or 6 allowed

26th March
8.30 - 11.00am

The Oak Barn Restaurant

BHBPA's Annual General Meeting + Networking
An overview of the past year and review of what is to come
Guest presentation to be announced

15th May
10.00 - 3.30pm

Burgess Hill Means Business

BHBPA's biennial business expo
One of the biggest in Sussex

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](#)

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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