

Burgess Hill

BUSINESS PARKS ASSOCIATION

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Weekly Newsletter - Every Friday Morning

Opening Remarks

Artificial Intelligence

We report on a recent meeting of the Manufacturing Engineering and Technology Alliance while in another short piece, we have an overview of how to wrangle data with AI.

In other news

An important update and seminar for all of you who need to review immigration issues for staff together with another seminar on Equality, Diversity & Inclusion. News on why apprenticeships are now easier to enrol onto. There is a practical guide to protecting your family, with the offer of some free friendly advice on making sure you've got all the details covered.

The Power of Networking

Be quick for the large joint event of BHBPA, HHBA, EGA & GDB. You will need to use the [Eventbrite](#) link to book your place, this year we have a capacity of only 100 delegates.

Burgess Hill Means Business

Thursday 15th May at the Kings Centre. Exhibitor spaces now on sale: Book via [Billetteo](#) . We also introduce you to a headline sponsor of this year's event.

Find out more about our management, sales and cybersecurity training courses, we have dates available throughout 2025: [Training](#)

The AGM later in March has over 50 already attending, come and join us [Book Events](#)

Finding the right answers

We open with a report on how much we raised at our BHBPA quiz night earlier this week. There's also date for your diary for yet another charity quiz night, run by one of our members.

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

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Quiz Night - Fantastic Fundraising

A full house of quizzers on Wednesday night

Many thanks to Dee & Lance and the fabulous team at The Woolpack for all the excellent service, not forgetting all those chilli & cheese nachos!

A big thank you to everyone who came along for all the fun

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

We had a fantastic array of raffle prizes provided by companies attending and we can report a tremendous fundraising total that smashed last year's amount:

£630



Pictured here: Ginny & Wendy from the Hospice, Alex Kiernan and Helen Tuddenham

This year the winning team was the BHBPA scratch team that I had assembled: The Usual Suspects. I could barely contain my excitement as each round brought another great score. Commiserations to all the other great teams on the night, better luck next year!

Well done team mates!



Some cybersleuthing going on



Cybility Consulting Team



One of two teams from HS Energy



The Time 24 team on form



Richard Strange and friends



Quizmaster Dan



Fresh Display and friends



Rewards Training



Wellesley Wealth



Great turnout from HS Energy



The Travail team



Epassi all being good sports



St Peter & St James Hospice
Hearken unto it, the heart of Exeter

Burgess Hill
BUSINESS PARKS ASSOCIATION

THE
WOOLPACK
Farmhouse Pub, Kitchen and Garden

Manufacturing Forum

Preparing for Advanced Artificial Intelligence in Manufacturing

Manufacturers need to embrace artificial intelligence (AI) or risk missing out on transformational business benefits, members of South East-based METALL (The Manufacturing Engineering and Technology Alliance) heard at their latest meeting.



Photo (l-r) shows: Andrew Kettle, Relationship Director, NatWest; Tony Summers, Partner & Head of Manufacturing at Carpenter Box; Vincent Murphy, founder of Brainstorm; and Debbie Venn, Partner, DMH Stallard.

AI expert Vincent Murphy, founder of Brainstorm, demonstrated how readily available AI tools can transform business processes, including product design, materials science, supply chain efficiency, productivity and workflow optimisation.

He demonstrated how to use a general chat model to tackle in real time member queries such as reducing sales lead times, while encouraging those living in 'exponential angst' to 'talk to AI.' "You don't know what it can do, until you try it," he said.

Vincent referenced a recent IoT-Analytics report, which highlighted that manufacturers employing AI-driven predictive maintenance can achieve accuracy near 50% in anticipating equipment issues, translating to a potential 50% reduction in downtime.

This approach also yields a 25–35% saving on maintenance costs. Yet despite this growing evidence of AI's benefit to industry, 1 in 10 manufacturers still do not engage, whilst the majority skirt around the edges.

"An increasing number of publicly available AI advanced reasoning models can often achieve in less than twenty minutes what it previously took a PhD researcher to accomplish in 2-3 weeks," he said. "This is not just another technology, we are increasingly within an ever-shortening window, potentially just 2–3 years away, of witnessing the advent of Average General Intelligence, with a subsequent societal impact easily on par with the printing press."

METALL is supported by accountants Carpenter Box, lawyers DMH Stallard and NatWest Bank. Their events provide opportunities for manufacturing, engineering and technology businesses to share best practice, network with each other and benefit from growth opportunities. The alliance covers a geographical area from South Surrey to the South Coast, including Gatwick Diamond.



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BOX**

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Part of the **SUMER** Group

Headline Sponsor for BHMB25

HSEnergy Group Ltd is proud to be the headline sponsor of Burgess Hill Means Business 2025.

As a leader in renewable energy solutions, we help businesses take control of their energy future with cutting-edge solar and battery storage systems. Our energy storage solutions empower businesses to reduce costs, enhance resilience, and unlock new revenue streams by optimising energy use.

By supporting this event, we're championing local businesses in their journey toward greater energy independence and sustainability. We look forward to connecting with forward-thinking companies and driving innovation together.

Burgess Hill Means Business - 2025

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**
- **Members (verified) of HHBA or EGBA £199**
- **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

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

Sponsorship & Advertising Opportunities

We are looking for one more Headline Sponsor

Headline Sponsorship Package **BHMB25**

- Space on our BHBPA Website – <https://www.bhbpa.co.uk/bhmb25-exhibition/>
- Weekly newsletter promotion - multiple mentions prior and post event
- 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 enquiries in our event brochure & guide

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

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

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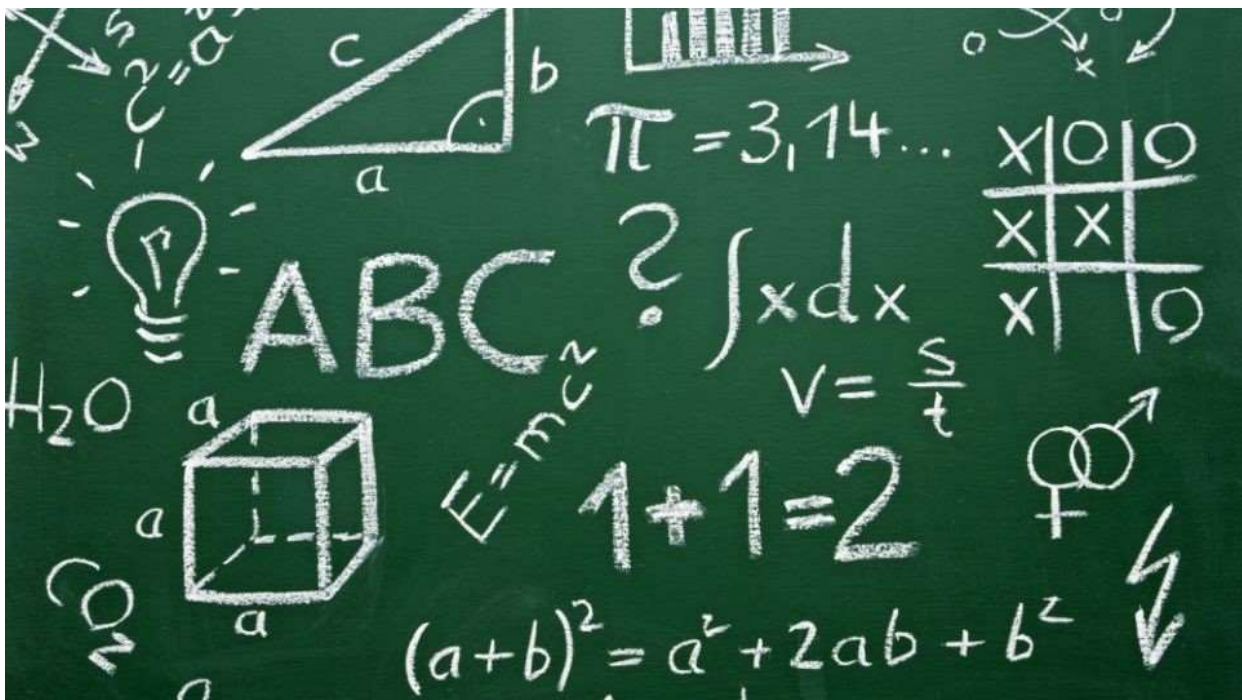
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Functional Skills Reform

Have you heard?

The Department for Education has removed maths and English Functional Skills as an exit requirement for apprentices aged 19+ making Apprenticeships a more accessible and attractive training solution.



With 95%-100% funding available, now is the time to re-consider if you've ever said:

- "I studied maths and English years ago - I don't want to do them again!"
- "I have my qualifications but can't find my certificates - so I have to retake them? No thanks!"

These barriers no longer apply!

Now, apprenticeships focus on workplace skills, job-specific literacy, and numeracy—without Functional Skills being an obstacle. Functional Skills remains mandatory for under 19s, but with new flexibilities for those with learning difficulties.

Key Updates:

- Existing Apprentices (19+) – Decide by Tuesday 1 April 2025, whether they continue Functional Skills training.
- New Apprentices (19+) – Functional Skills is optional unless specifically requested.



There are more positive reforms in the pipeline for apprenticeships, such as foundation apprenticeships, shorter apprenticeships so we'll keep you posted as more details are provided, removal of administrative barriers to entry.

[See our updated E-brochure](#)

We would love to talk more about your training needs and the solutions we can support, as well as the impact these reforms are having on your training plans.



Call now on **01293 224 225** or enquire at enquiries@rewardstraining.co.uk

[Click here to view our e-brochure](#)

What's Your Backup Plan?

A practical guide to Protecting Your Family from Life's Uncertainties

While we can't predict the future, we can plan for it.



LIFE

Pays a lump sum if you pass away or an earlier payment if you're diagnosed with a terminal illness.



CRITICAL ILLNESS

Pays a lump sum if you are diagnosed with a serious illness to help pay bills, treatment or modifications to your home.



INCOME PROTECTION

Pays you a monthly tax-free income if you can't work due to illness, injury or becoming disabled



PRIVATE MEDICAL

Helps pay for a range of medical treatments and gives you fast access to specialist healthcare

Did you Know?...

- Most insurers offer additional benefits alongside their policies such as **24/7 GP Access**, Mental Health Support and **Wellbeing Programs** making your policy even more valuable.
- Adjusting the pay-out period or the period of time you wait until you claim on **Income Protection** can make premiums **more cost effective**.
- Putting your Life Insurance into a Trust means that the **lump sum is paid immediately** to your nominated beneficiaries, because it's not part of your Estate, which bypasses probate and inheritance tax.
- Critical Illness Insurance can include **protection for your children** within your own policy.
- If you and your partner are not married, you are not legally their **next of kin** so your assets and medical decisions won't automatically go to each other.

To-Do List

- Check what you're already covered for - both personal and employer policies
- Get to know what benefits are included in your policy and make the most of those
- Consider putting your policy into a Trust
- Nominate beneficiaries for your protection offered by your employer
- Consider writing a Will or updating your current one

I offer a FREE review to check that your family and finances are adequately insured.



THE ZEN DEN
MORTGAGES & PROTECTION



Contact: Clair Zenden
07704 435343

Clair@TheZenDenMortgages.co.uk

The Super-Networking Event of 2025

Joint networking event on April 9th 5-7pm.

Being held at: [The Padel Hub](#)

Unit 4, Link 23, Nursery Lane

RH17 5JS, Haywards Heath

Event capacity is 100

Plenty of free parking on site

Direct link to book is [HERE](#)

COLLABORATIVE NETWORKING EVENT

Brought to you by gdb

Great opportunity to connect with businesses from across the region, share ideas and explore new opportunities in a friendly and informal setting.

**FREE FOR
MEMBERS
ONLY**



**WEDNESDAY
9TH APRIL**



**TIMINGS
17:00-19:00**





Book the JOINT EVENT through Event Brite - [CLICK HERE](#)

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](#)
- [Cybidity Consulting](#)
- [Sales to Success](#)

Why use BHBPA Training

- Conveniently delivered locally
- Preference Rates for Members
- Approved Training Providers
- Accredited Qualifications
- Ease of Booking

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.

- **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/



Data & Artificial Intelligence

Data & AI: The Dynamic Duo Transforming SMBs

Combining data with AI empowers SMBs to unlock valuable insights, automate tasks, and personalise customer experiences. This dynamic duo provides a competitive edge, enhances productivity, and drives better decision-making, revolutionising the way SMBs operate.



Data and artificial intelligence (AI) are crucial for the success of modern small and medium-sized businesses (SMBs). By enhancing data intelligence with AI, SMBs can gain a competitive edge. AI, powered by data, uncovers new patterns and insights, enabling better decisions and predictions. Superior data leads to more tailored AI models, which in turn allow businesses to leverage data innovatively.

Key Benefits:

- **Enhanced Decision-Making:** AI analyses data to provide actionable insights, helping SMBs make informed decisions.
- **Automation:** AI automates tasks, freeing up personnel for strategic activities.
- **Personalization:** AI personalises customer interactions, improving satisfaction and loyalty.
- **Efficiency:** Data-driven AI solutions streamline operations, reducing costs and increasing efficiency.

Practical Applications:

- **Customer Experience:** AI chatbots enhance customer service by providing instant support and personalised recommendations.
- **Operations Optimization:** AI insights predict trends, guiding automation and forecasting inventory and staffing needs.
- **Predictive Analytics:** AI finds new trends and predicts future outcomes based on past data, aiding strategic decision-making.

Challenges:

- **Data Privacy:** Ensuring the security and privacy of customer data is crucial. Integration: Integrating AI solutions with existing systems can be complex and require significant investment.
- **Skills Gap:** SMBs need skilled personnel to manage and implement AI technologies effectively.

Conclusion:

Combining data and AI offers SMBs a powerful toolset to transform operations, drive growth, and stay competitive. By embracing these technologies, SMBs can unlock new opportunities and achieve long-term success.



Talk to us on **01444 443200**
email us on info@extech.co.uk
extechcloud.com

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

Rethink Your IT & Telecoms Strategy Now

Business IT Support | Hardware Sales & Repairs

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Business Immigration

Join the immigration team for our annual business immigration update
Thursday 27 March 2025

2024 was a bumper year for significant changes to the UK's business immigration landscape, with FOUR statements of changes to the immigration rules being issued, and THREE new versions of the Home Office's "Employer's guide to right to work checks".

Add to that an overhaul of the Sponsor Guidance on the eve of 2025, and it's clear there is much for employers to get to grips with!



Add to that an overhaul of the Sponsor Guidance on the eve of 2025, and it's clear there is much for employers to get to grips with!

DATE : Thursday 27 March 2025

TIME : 9.00 - 10.30am

LOCATION: DMH Stallard, Griffin House, 135 High Street, Crawley, RH10 1DQ

This session will cover important changes including:

- changes to the right to work regime, including an update on phasing out of BRPs
- The most important of the changes to Sponsor Guidance effective from 31 December 2024
- the 2024 increase in salary thresholds for sponsored migrants
- the abolition of the Shortage Occupations List

- new restrictions on care workers bringing family members
- expansion of restrictions on recouping sponsorship fees from sponsored workers

We'll also address challenges with the rollout of the eVisa system, the upcoming expansion of the Electronic Visa Authorisation requirement, and practical tips for managing sponsorship.

Whether you're an established sponsor or new to the system, this event will provide valuable insights into how these changes affect your business.

If you have any queries, please contact marketing@dmhstallard.com

DISCLAIMER

This seminar is provided for information purposes only and does not constitute legal advice. Professional legal advice should be obtained before taking, or refraining from taking, any action as a result of the contents of this seminar.

Book this event - [CLICK HERE](#)



Brighton | Gatwick | Guildford | Horsham | Hassocks | London
www.dmhstallard.com

Curry & Quiz Night

Raising money for Bluebird Community Transport

**CURRY
&
QUIZ
NIGHT**

Curry, Quiz & Community – A Fun-Filled Night Supporting and raising money for Bluebird Community Transport!


Teams of 6 or 8
Friday 2nd May at 6:30pm
at The Hassocks
£15 per head
Optional baked potato & beans

Email christine@ctsussex.org.uk for your registration form



christine@ctsussex.org.uk

Equality, Diversity & Inclusivity

Equality, Diversity and Inclusion: beyond box-ticking – A business imperative?

- Workshop: 2nd April 9.00-11.00 am
- Holiday Inn Gatwick

Join Paula Jenkins and Dr. Jordan Matthews from the University of Chichester for an engaging and thought-provoking session on Equality, Diversity, and Inclusion (EDI)

This session is not about prescribing what employers should do—instead, it invites the audience on a journey, offering valuable insights for those who may be sceptical of EDI as well as those looking to engage and support sceptical teams



UNIVERSITY OF CHICHESTER

Equality, Diversity and Inclusivity: Beyond box-ticking – A business imperative?

Workshop followed by networking opportunities

2nd April
9.00 – 11.00

Holiday Inn Gatwick,
Povey Cross Road,
Horley, RH6 0BA

Register Here



Meet the Speakers:

Paula Jenkins – Senior Lecturer in Human Resource Management, with over 20 years of HR experience in international and UK-based organisations. She specialises in HRM, organisational psychology, and leadership development.

Dr. Jordan Matthews – Senior Lecturer in Sport Management and expert in gender relations, leadership, and governance in sport. His research has influenced organisations such as UK Sport and the International Working Group on Women and Sport.

With their combined expertise in HR, leadership, and organisational culture, Paula and Jordan will provide a research-backed, practical discussion on how to navigate EDI challenges in the workplace.

With their combined expertise in HR, leadership, and organisational culture, Paula and Jordan will provide a research-backed, practical discussion on how to navigate EDI challenges in the workplace.

Why Attend?

- Gain new perspectives on EDI beyond traditional narratives
- Learn how to support and engage those who are hesitant about EDI
- Hear from experts with real-world HR and leadership experience

Find out how to collaborate more closely with the University of Chichester Don't miss this insightful session—a must-attend for anyone looking to foster inclusivity in a meaningful way! Click the button below or use the QR code above.

Book your place - [CLICK HERE](#)



UNIVERSITY OF CHICHESTER

www.chi.ac.uk
01243 816000
help@chi.ac.uk

All Upcoming BHBPA Events

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

9th April
5.00 - 7.00pm

Joint Event of BHBPA, EGBA, GDB & HHBA

The Padel Hub - Haywards Heath
Numbers limited to first 100 bookings

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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