

Manor Royal News

THE OFFICIAL NEWSLETTER OF THE MANOR ROYAL BUSINESS DISTRICT

Issue 26

Be part of it!

Winter issue 2018/19



Featured in this issue:

- Manor Royal Events
- Brexit & Your Employees

LOGISTICS SPECIAL


MANOR ROYAL
BUSINESS DISTRICT
CRAWLEY & GATWICK

Produced and made possible by the
Manor Royal BID

Inside Track • News • Views • Interviews • Offers • Events

Chairman's Message



A Happy New Year to you all. I hope that 2019 is a prosperous one for you and your company. For a variety of reasons the year ahead, and perhaps even the years ahead, are likely to be characterised by change and uncertainty - or not!

While our future trade relations are discussed, argued about and negotiated, business does what business is good at - getting on with business.

I was delighted to chair the Manor Royal Matters event in November where the audience had the

opportunity to vote on key issues and discuss them with an expert panel. Unsurprisingly BREXIT came out as an area of concern for many but there were many other issues of note from transport, to recruitment, skills and ideas for improving the area generally.

To misquote Rudyard Kipling, it's important to keep our heads while others may be losing theirs. That means to keep focus on what we can do and what we can control, to put whatever plans we can in place and to trust in ourselves.

In the BID that is very much our approach.

We remain clear about our focus on delivering those projects and improvements we collectively voted for, some of which are discussed in more detail in this issue of Manor Royal News.

With the world appearing to be at odds with itself it's important in our tiny but important corner of the universe that we stick together and prove what can be achieved by collective effort and shared will.

I look forward to more of that in 2019.

Trevor Williams
Chairman, MRBD Limited

The Inside Track

Michael Low - Managing Director, Cruiseway



When asked to write some words for this Logistics edition of Manor Royal News, I was pleased to do so having been a longstanding member of the BID's Management Group.

My company, Cruiseway Ltd, is the only export case manufacturer packing company in the business district and we have our own fleet of lorries. The company was established in 1982 and we've called Manor Royal home for the past 35 years.

Being based on Manor Royal has been very good for us and we've made great connections with local companies. However, I feel that there is still the opportunity to grow the business even more, particularly given the ever-changing make-up of Manor Royal.

The motorway links and the proximity to Gatwick Airport have been hugely significant to our success over the years. Where we differ from other transport companies locally, is that

we tend to specialise in moving very delicate goods, scientific instruments and sensitive electrical equipment on dedicated lorries. We don't do multi-drop/pallet business, choosing instead to partner UK manufacturers - collecting their goods and bringing them back to our premises on Manor Royal to pack for worldwide export.

We regularly deliver to secure and sensitive sites throughout the UK, such as the Royal Household, HM Prisons, ports, airports and government buildings, making life interesting for our team who are fully conversant with the requirements of the security organisations.

We hold an EU International Operator Community Licence for moving freight overseas and like many in our sector, we are eager to gain some clarity around Brexit and the potential impact it will have on the movement of goods should it proceed.

Michael Low,
Managing Director, Cruiseway Ltd
www.cruiseway.co.uk

Congratulations to Sam Murray

Sam Murray of the Manor Royal BID has recently passed The Certificate in BID Management. The Certificate in BID Management is designed to reassure BID levy-payers that staff are in place with the appropriate skill set and can be considered industry leaders.



Sam says she is thrilled to have achieved this success and has learned much throughout the process. "It has been rewarding to share experiences with those running BIDs in other parts of the UK and look at how the sector may develop in the future. I'm looking forward to using this knowledge in my work on Manor Royal", she says. Sam's mentor throughout the process was Joanne Rogers, MD of Prowse & Co. and Manor Royal BID Board Advisor.

Gatwick Master Plan

Last autumn, Gatwick Airport set out a new vision for its future in a new draft master plan. Looking ahead to how the airport might grow in the longer term, it details three scenarios:

1. **Using new technology to increase capacity on Gatwick's existing main runway**
2. **Bringing the airport's existing standby runway into routine use for departing flights, alongside the main runway**
3. **While not currently actively pursuing the option of building a new runway, Gatwick believes it is in the national interest to continue to safeguard land for an additional runway in the future.**

Each of these options has different implications in terms of passenger numbers and the ability for the Airport to grow and compete. More detail on



this is provided in the consultation document and summarised in the "About" section of the Manor Royal BID website.

The airport 12-week public consultation to gather feedback on the draft master plan ends at 5pm on 10 January 2019. The Manor Royal BID has submitted its response and we urge all Manor Royal businesses to do the same.

Visit the Gatwick pages in the "About" section of the BID website for details.

Parking Management Plan: Draft Plan



Responding to concerns of local businesses and their employees about traffic and parking issues, Manor

Royal BID has consulted on proposals for a new Parking Management Plan to tackle inconsiderate, rogue and long-stay parking.

Prior to Christmas, employers and employees let us know what they think of ideas for managing the limited available space for genuine visitors and employees of the business district. There is still a bit more time to have your say by visiting the Project pages of our website.

It is important to stress that these are NOT formal proposals and that NO decisions have yet been made by either the County or Borough Councils, who are ultimately responsible for how or if to proceed in due course. Watch this space to see what happens next!

Treetop climbs higher with UK-first Versafire EP



Treetop Design & Print has become the first UK company to take on the Versafire EP, Heidelberg's newest high-volume, high-performance digital production press. Delivered in September, the new machine replaced a Linoprint C751 as a full upgrade and enhancement for Treetop's general commercial print services.

With the Versafire, it will look to split turnover around 80/20% between litho and digital work respectively. Regarding his new press, Will Lovegrove said: "We did look at other options but Heidelberg gives us reassurance because with both litho and digital presses we need really good service and support and Heidelberg has treated us very well over the years."

Treetop has over 35 years of knowledge servicing organisations, big and small, and is based on a strong partnership between father (Graham) and son (Will). They have been based in Manor Royal since 2008 and this latest investment follows a long tradition of innovation and investment in new technology for Treetop.

www.treetopdesignandprint.com

'The Terrace' shortlisted for national award



The latest Manor Royal BID project to transform derelict land to a useable outdoor space was recognised last month at the National BID Awards 2018. The Terrace Pocket Park was shortlisted in the Place Management category against stiff competition from other locations around the UK.

Manor Royal People Conference



Manor Royal BID held its inaugural 'People Conference' in October last year, and it was deemed a success by all involved.

Developed from the popular Manor Royal BID quarterly People Forums, this event provided a concentrated focus on 'People Matters' including recruitment, staff motivation and retention, and leadership. Created to help companies of all sizes from across the business district, the event was fully booked and attracted more than 90 business people and HR professionals.

The event was chaired by Zoe Wright, Group Director of People at B&CE and featured Dr. Robert Coles, CEO of the world-renowned Roffey Park, who inspired the audience during his presentation on the topic of Collaborative Leadership. He was joined by Joshua French, Lead Consultant at Bailey and French who spoke about Empowering People in the Workplace and Gary Peters, CEO of LovelocalJobs.com who talked about Motivating the Millennial Generation.

Joshua French said following the event: "It was fantastic to be part of the Manor Royal People Conference and share our perspectives on how positive psychology can help us to motivate and empower our teams. The Q&A panel discussion with the other speakers was particularly thought-provoking and valuable."

Organised by Prowse & Co on behalf of the Manor Royal BID, the event venue was kindly hosted by the Sandman Signature Hotel and is likely to be repeated later this year.

BID HOLDS AGM

The Manor Royal BID company, MRBD Limited, held its latest AGM in October at the Premier Inn in Fleming Way.

This was the fifth AGM of the BID company that came into being on June 2013, following a vote from businesses that led to its formation. Paul Searle was

formally re-appointed and Paul Roe from Kreston Reeves was elected to the Board of Directors on a show of hands at the AGM.

The latest Manor Royal BID Annual Report and Accounts are now available to view online at the Manor Royal BID website at www.manorroyal.org



Manor Royal Matters Conference Debates The Big Issues



Business leaders from across Manor Royal attended the annual Manor Royal Matters conference at the Sandman Signature Hotel, Crawley in November. The event was chaired by Trevor Williams of Thales UK and Chairman of the Manor Royal BID.

Delegates debated national and local issues affecting business and the economy including BREXIT; skills shortages in Crawley; parking on Manor Royal Business District and the newly launched Gatwick Airport Masterplan.

Speakers and panellists included Rosemary French OBE, Executive Director of the Gatwick Diamond Initiative; Keith Pordum, Chief Executive of Bon Appetit Ltd and Manor Royal BID Vice-Chair; Steve Sawyer, Executive Director of Manor

Royal BID; Cllr. Peter Smith of Crawley Borough Council and Jonathan Sharrock, Chief Executive of Coast to Capital LEP.

There were also panel sessions featuring representatives from Gatwick Airport, Metrobus, Crawley College, B&CE Group, the Westwood Organisation, West Sussex County Council, the Johnston Press and Welland Medical Ltd.

Delegates used electronic voting pads to register their feelings on a range of issues that mattered to them and life on Manor Royal. Encouragingly 86% said they were satisfied with Manor Royal and 70% felt it had got better in the past year - a testimony to the work of the BID and its partners, in spite of some notable challenges.

At the event, nearly two thirds of

delegates also said they thought BREXIT would have either a 'direct or indirect negative impact' on their businesses. While 79% reported being 'very or quite worried' about it the discussion that followed demonstrated the pragmatic approach businesses were taking.

BID Chairman, Trevor Williams said: "Manor Royal BID has created a strong sense of community among companies based on the business district, and through these events we are able to demonstrate the progress we are making as well as identify our future priorities. My thanks go to all those involved."

You can see how people voted and read the short event report at www.manorroyal.org in the Resources section.





'Movers' on Manor Royal

From global freight forwarders to last mile and "just in time" solutions, the business district is home to many logistics and distribution companies who provide vital services to so many businesses based in Manor Royal and beyond.

The wholesale and transport sector, of which logistics is a significant part, amounts to approximately 180 companies and over 30% of all employment on Manor Royal. A sector that has grown by almost 11% between 2010 and 2016. Since 2010 the employment in UK logistics has increased by 370,000 (Lichfields, 2018).

It wasn't always the case. Manor Royal was originally built to provide space predominantly for manufacturing and engineering firms, even then logistics and distribution were probably the unsung heroes. In the 1970s, however, things started to change partly but not entirely due to the airport.

During this time warehouses started to be developed on land previously reserved for factories and by the mid-seventies the demand for warehousing exceeded the demand for new factories, including significant developments to accommodate transport companies. A demand that continues to this day.

Logistics as a sector has experienced significant changes in recent years, not least with the emergence of last mile services. Online retailing and a growing appetite for shortened delivery times in a number of sectors has had a big impact on the traditional logistics model.

It's competitive, it's fast moving and there are challenges ahead. However, haulage and logistics appears to be a growing sector for Manor Royal.

Transforming Transvalair

One such company is the Transvalair Group, which has been based on Manor Royal for the past forty-two years. As an AEO (authorised economic operator), the company has seen growth in recent years through diversification into new markets, both internationally and in the UK, via the pallet networks. It also focuses on Dubai and the newly industrialised Asia-Europe and intra-Asian markets.

Janette Deakins, Development Manager says creating and nurturing strong relationships with customers has been key to their growth in such a competitive industry. She said: "Over the years we've grown up as Gatwick Airport has expanded and now employ more than 200 people. Of these, 70 are based on Manor Royal, including our management team."

In October 2018, the company relocated its operations to a larger site on Faraday Road. The new 24,000 sq. feet warehouse facility has eleven entrances for arctic lorries and plenty of space for future growth. Janette says that finding the new property was a big challenge for the company. It took two years to find it and make the move following a refurbishment of the building and the company is to officially launch it next month. Transvalair has also purchased a separate building in Faraday Court for its HQ offices and recently opened a new office in Malaysia.

Fulfilling ILG

Another success story is Manor Royal based ILG, a local carrier which has grown to become a market leader in fulfilment, warehousing and logistics services. Since its establishment in 1990, the company has evolved alongside the e-commerce wave and major developments in the courier and freight industries to be the pick, pack and ship service for online businesses.

Jane Middlemiss, Director of Organisation Development at the Sterling Park business puts much of the company's growth down to the rise of internet shopping. She says "We have opened five new sites in the last three years. The majority of the

growth coming from the rise in internet shopping and our increased profile in the luxury fashion and beauty market. We are finding that these businesses are coming to us because of our close proximity to their London location and their desire to have their product warehoused within an easier commute."

ILG employs 60 people on Manor Royal that can double to 120 in the lead up to "Black Friday" in November through to Christmas. Like other Manor Royal companies BREXIT brings unwelcome

uncertainty and recruitment is challenging. "Although recruitment for our Manor Royal sites is easier than some of our other locations," Jane explains, citing the benefit of good public transport links for employees working variable shift patterns.

So it seems that many domestic and international logistics companies on Manor Royal are thriving, but whilst it seems an exciting time to be running businesses in this sector, it is by no means easy. Navigating the perfect storm of Brexit, skills shortages,

competition and embracing the new technology that is changing the nature of business, is not for the faint-hearted. But with growing imports and exports, a clear desire for quality British goods around the world and the rise of the internet, there seems plenty of opportunity for now!

For more information about Transvalair visit
www.transvalair.com

For more information about ILG visit
www.ilguk.com

To name but a few...

A selection of logistics companies on Manor Royal include:

- Air & Cargo Services Ltd
- Allport Cargo Services Ltd
- Ana aviation services Ltd
- Bill Bowden Logistics
- CHEP Aerospace Solutions (UK) Ltd
- CitySprint (UK) Ltd
- Cruiseway Ltd
- DPD Group UK Ltd
- Eezehaul
- Glenn Freight Services Ltd
- GSL Transport (UK) Ltd
- Hermes
- Hussar Gruppa Ltd
- International Logistics Group (ILG) Ltd
- Interparcel
- KRL
- Kuehne + Nagel Ltd
- Lenat Intl UK Ltd
- Med Freight Services Ltd
- Pelican Cargo Ltd
- Redcoat Limited
- Rico Logistics Ltd
- Royal Mail/Parcelforce
- Smiths News
- TNT Sameday
- Transvalair (U.K.) Ltd
- UK Mail
- UPS
- Yodel

Eezehaul celebrating 20 years in Manor Royal



The team at Gatwick Road based Eezehaul, a thriving haulage and freight distribution company is celebrating twenty years of doing business on Manor Royal. Director Jane Jones is proud that whilst the company has gone from strength to strength, it has never lost sight of its local roots.

She says "This business was founded locally and we are committed to

remaining here for many years to come. Eezehaul is flourishing here and we have a great team based on Manor Royal."

This is borne out by the number of awards the company is accumulating. Last year, it was named 'Best Delivery Depot 2018' by The Pallet Network (TPN), and the company was highly commended in the 2018 Gatwick Diamond Business Awards for Supply Chain Excellence, due to its reliable handling of around 1,000 consignments each day in and around the Gatwick Diamond Area.

Eezehaul is one of the South East's largest regional carriers, offering same-day and next-day deliveries of palletised freight as well as national

and international transport. It has built an equally strong offering around the transport of dangerous goods and warehousing services including pick and pack, fulfilment services, container decanting and storage.

It has accreditation to ISO 9001, ISO 14001 and the FORS Silver, which specifies extremely high standards for the UK's best logistics firms.

Eezehaul is proud to employ around 80 local people, many of them for two decades. Founder Mark Duggan remains an executive director, while directors John Hancock, Jane Jones and Craig Wilson are responsible for day-to-day operations.

Discover more at www.eezehaul.co.uk

Sprinting to meet changing customer expectations

CitySprint has a base in the Brunel Centre, which is home to their Gatwick Service Centre. It supports a range of different sectors including pharmaceutical, rail, IT and aerospace, offering services from SameDay and next day delivery, Courier to International Courier and warehousing to fulfilment.

A perfect example of the diversity of the sector, Regional Sales Executive Tony Cuff describes the fast growth of e-commerce as having gone from a curiosity to a monolith that in turn has driven growth at CitySprint. "Expectations have changed dramatically where deliveries are concerned with both consumers and businesses demanding speed – same day is increasingly the option of choice – and convenience, with couriers being able to deliver at a time and location the recipient wants."

Unsurprisingly CitySprint is planning for BREXIT but is also committed to



the challenge of running a sustainable business. "We believe the logistics industry has an active role to play in lowering emissions" says Tony. "Whether for business-to-consumer or business-to-business clients, working out how to make fast, global delivery as low-carbon as possible is a must."

CitySprint is taking active steps to meet the changing needs of its customers while reducing its carbon footprint and adding new services like a new freight desk service to help businesses source solutions to meet their freight and haulage requirements.

Discover more at www.citysprint.co.uk

Making your event a logistics success

Bill Bowden Event Logistics specialises in transporting event displays and materials to wherever they are needed from Brighton to Brisbane – basically wherever your event, anywhere in the world they will get your exhibition there.

Proving that logistics is a hugely diverse and multi-faceted sector, Bill Bowden Event Logistics started four years ago, making Manor Royal its HQ. It has already expanded into new, larger premises. "This new, more modern facility means we can handle larger consignments and it also gives us greater scope for secure storage", said Bill Bowden, Managing Director.

Bill thinks Manor Royal is a good location for his company giving fast access to motorway networks as well as rapid access to Europe and beyond.

While supporting companies at events big and small, domestically and around



the world, it is their international work that is really taking off, an area Bill wants to see continue and he is confident about riding out the uncertainty of BREXIT.

To assist his fellow Manor Royal exhibitors, Bill has written a small book

to help your event go smoothly based on over 20 years in the industry called "Bill's Book of Events – Hints and Tips for Events Professionals and Novices".

Download it for free at www.billbowden.co.uk/background/bills-book-of-events-download/



Brexit and Your Employees

Ian Westwood, a former UK Chief Immigration Officer and now CEO of The Westwood Organisation, reflects on the challenges ahead for employers...



Brexit has been making headlines for a while now, but have you considered the implications for your employees? At Manor Royal based The Westwood Organisation, we see both sides of the issue: employers may lose valuable staff putting the business in jeopardy, and the individuals themselves may feel concerned over their future.

Identify your European Nationals

Firstly, we advocate analysing the potential impact. Do you know who in your business might be affected? With data comes the ability to plan, so the first step should be to ask all staff their nationality. Some employers may feel uncomfortable in asking this, but, if done in the right way, it can be a positive experience.

Once you know who is European and where they are in your business, you can see if there are any areas which may be at risk as Brexit becomes a reality. Ultimately, we don't expect the impact to be huge, but EU nationals will have to make an application to UKVI (UK Visas and Immigration) at some stage in the future.

Options for Staff

Individual staff have an option of using the current system that is in place to enable European Economic Area (EEA) citizens to obtain residence permits, or to wait for the new scheme, which will centre around 'settled status'.

Current vs. New Scheme

Current and new schemes are not too different in that five years' residence in the UK is the target. Those who have achieved this already have permanent residence but will need to switch this to settled status before the summer of 2021. With less than 5 years, an EEA national could now apply for confirmation of residence or could wait to apply for 'pre-settled status' when the new scheme fully launches.

UKVI has promised an easy application process for the new statuses, and the application fee has

been set at £65. Bureaucracy aside, the main consideration is over when to apply. All EEA nationals who wish to remain in the UK will need to have applied for settled, or pre settled, status by the summer of 2021. The process is currently in a limited trial phase and expected to open to all from March 2019.

Employer Checks on Right to Work

Returning to employer considerations: UKVI has announced that it will not be necessary to retrospectively check the right to work of existing staff, but post-Brexit, new employees will need to prove their status. Although March 2019 is Brexit D-day, at the time of writing, there are plans for a transition period until 31 December 2020. Any EEA citizen joining your business before this date could do so on the strength of proof of nationality (but will have to apply for a status as described above). From 1 January 2021 we expect there to be new 'right to work' rules for new staff. What these will look like is unknown at present.

The information given in this article is the situation at September 2018. There is still the potential for change. To keep up-to-date, sign up to our newsletter via our website at

www.twolimited.co.uk

Gateway 1: Improving first impressions



Work to improve one of the main entry points to Manor Royal – Gateway 1 near to the Hazelwick Flyover on Gatwick Road – is making good progress.

The project is identified in the Manor Royal BID Projects Pack and responds to identified weaknesses in the quality of the public realm and general look

and feel of those areas that act as “gateways” to the rest of the area.

The project is being led by the Manor Royal BID as part of the £60m Crawley Growth Programme that includes a range of other partners including West Sussex County Council, Crawley Borough Council, the Coast to Capital Local Enterprise Partnership (LEP), Metrobus, and Gatwick Airport.

At the time of writing, the project is on schedule and is set to be complete in February 2019 – fingers crossed!

Discover more on the Manor Royal BID Project Pages www.manorroyal.org

Crawley Growth Programme: Delivering District-Wide Improvements

In addition to the Gateway 1 project, the Manor Royal BID is delighted to be working with its valued partners to help deliver the Manor Royal elements of the Crawley Growth Programme over the next few years to 2021.

Those attending the Manor Royal Matters event last November would have heard about how the Crawley Growth Programme will deliver transformative improvements right across Crawley from the town centre to Gatwick Airport as well as right here in Manor Royal.

The presentation from the “Transport Matters” workshop gives an insight into the programme and what it will deliver. For Manor Royal that means new junction layouts, bus lanes, supporting facilities, and improved cycling and walking infrastructure.

You can see the presentation on the Project Pages of the Manor Royal BID website but expect to see detailed designs and a chance to comment on the plans in the near future.

Keep up to date via the eBulletin and at www.manorroyal.org

Re-Energise Manor Royal Ramps up

With energy costs expected to rise in the medium term, smart businesses are thinking about how they can work together to generate, share and use more of their own secure, affordable, renewable energy.

We are ahead of the curve on Manor Royal where the Re-Energise project has identified four initial areas, or business clusters, where we want to install renewable energy technology and demonstrate how zero carbon electricity and heat can be generated and shared between businesses across the district. This could be achieved through a local, energy co-operative that we are currently developing with input from BID members.

Generating and sharing our own energy will help our businesses to reduce their energy costs now and in

the future, and make Manor Royal a more sustainable and attractive place to do business.

We are now developing business cases for investment and looking at ways businesses on Manor Royal can work together to make this an even more attractive proposition and be a real leader in onsite energy generation, storage and collaboration.

Contact ingrid.bennett@westsussex.gov.uk to get involved and find out more. You'll also find further information on the Manor Royal website www.manorroyal.org/energy



Manor Royal Goes Digital

The Manor Royal digital advertising and information signs project is making real progress.

In February we hope to see the signs in the ground and begin offering the opportunity for Manor Royal companies to advertise on the screens to take advantage of the 600 businesses located

here, the 30,000 people that work here and the millions of people that pass through here every year.

More details will be available soon but in the meantime contact the BID Office if you want to be among the first to find out about how you can take advantage of these signs once they go live.



Endeavour House Refurb



Endeavour House in Crawley Business Quarter is the latest building on Manor Royal to have undergone an extensive refurbishment to now provide a high quality, business premises. Originally a tired 1990's building, the site has been renovated for Croudace Properties by RDJW Architects and Tangent Projects.

Aaron Glover at Croudace Properties said: "The transformation is striking and the final design and quality have exceeded our agents expectations".

See the full story at www.manorroyal.org



The Manhattan Building Let to B&CE

Capital London has let 18,060 sq. ft of office space at The Manhattan Building in Crawley Business Quarter to workplace pension provider B&CE. The deal follows a complete refurbishment of the property including a striking new façade. The exposed services specification is the first of its kind in the South M23/ M25 market.

Crawley Business Quarter has proven to be a popular location within the Manor Royal Business District and is home to Virgin Atlantic, Deloitte, Doosan and Boeing. B&CE has leased the first and second floors, leaving only the ground floor of 8,060 sq. ft now available to let by tenants seeking from 2,000 to 8,060 sq. ft.

Tracy Weller, group director of business operations at B&CE said: "After an extensive search of the local area, we are delighted to have selected the Manhattan building. With state-of-the-art equipment and a grade 'A', energy efficiency rating, we're confident this building will provide us with a flexible working environment."

Tim Hodges, director at Altus Group and agent for Capital London said, "The majority of office take up in the Crawley/Gatwick market this year has been within the Manor Royal Business Improvement District. This is a clear endorsement of Manor Royal's strength as a major business hub, which naturally benefits from having Gatwick Airport on the doorstep."

Clearbell Sells Churchill Court For £11.25 Million

Clearbell Property Partners has announced the sale of CC3, Churchill Court on Manor Royal to West Sussex County Council for £11.25 million having initially acquired the building in 2014. The sale follows a £4 million refurbishment of CC3, creating a flexible 'Grade A' office space with an architecturally designed entrance and reception. The building has already been let to Regus on a 15-year lease (see below).

Churchill Court is a self-contained campus of three buildings totalling 106,000 sq ft, prominently located at the junction of Manor Royal and Gatwick Road.

Duncan Jarvis, Director at Clearbell said: "We aim to deliver strong returns for investors. Our expertise in asset management enables us to refurbish assets like Churchill Court to create desirable high-quality space for tenants."

Regus Rents Churchill Court

Clearbell Capital has let 27,309 sq. ft to Regus at CC3, Churchill Court in Manor Royal. The serviced office provider has signed a new 15-year lease with break in year 10 on the whole building and will pay an annual rent of £682,201, equating to £25.50 per sq. ft (£274 per sq m).

In what is the largest single office letting in the Crawley/Gatwick market for over two years, the letting to Regus further improves their offering in the South East, most notably in Manor Royal, a prime business hub for the region.

Councillor Peter Smith, Cabinet member for Planning and Economic Development at Crawley Borough Council, said: "This significant commitment shown by Regus is testament to the hard work of the Manor Royal BID and the council to improve the area and make it an attractive proposition for incoming businesses."

➤ Coming up

DATES FOR YOUR DIARY...

**Manor Royal Careers Expo 2019 -
4 April 2019 3.00pm-8.00pm
@ Arora Hotel Crawley**

FREE TO EXHIBIT / ATTEND

Are you based on Manor Royal Business District and looking to showcase your job vacancies, company or brand(s) to the local community?

If so, reserve your FREE stand at the Manor Royal Careers Expo 2019, created by Prowse & Co. to help local people discover more about the job and businesses located here on their doorstep.

The Manor Royal Careers Expo is sponsored by the B&CE Group and will showcase Manor Royal companies and provide free seminars on topics related to careers, recruitment and

personal development. It's a great opportunity for businesses who are currently recruiting, as well as those who are not, but want to raise their employer brand locally. Last year, more than 300 people attended throughout the day and demand for exhibitor stands was very high with all fully booked well in advance.

**So, don't delay if you'd like to join us.
Book your free exhibition stand at
www.manorroyal.org/events**



Run Gatwick Returns

After the success of its inaugural event last year, British Airways Run Gatwick will be back on Sunday 12 May 2019. Last year, 4,000+ runners took part in this exciting closed road race which included a 13.1 mile half marathon, 5k and Family Run for children aged 4 and above. Run Gatwick will start and finish in Southgate Park with an event village, live music and fun activities. It is a good opportunity for corporate runners of all abilities to take advantage of the team-building

opportunities an event like this offers, not forgetting a fantastic day out for the whole family. With just over six months until race day, now is the time to enter your team to Run Gatwick and start training!

Sign up online now at www.rungatwick.com



Crawley Town FC Discounted Tickets

Manor Royal employees can now take advantage of discounted tickets to selected Crawley Town FC club League games. If you are really into your football, why not treat yourself or your employees to a season ticket for League matches for the rest of the 2018/19 season.

CRAWLEY TOWN FOOTBALL CLUB
2018/19 HALF SEASON TICKETS
IN PARTNERSHIP WITH MANOR ROYAL

SECURE YOUR SEATS FOR THE SECOND HALF OF THE REDS 2018/19 CAMPAIGN & TREAT YOUR EMPLOYEES TO UNRIVALLED ENTERTAINMENT AT THE BROADFIELD STADIUM.

GIVE YOUR EMPLOYEES THE INCENTIVE TO GO THE EXTRA MILE BY SECURING TICKETS ON BEHALF OF YOUR BUSINESS AND TREATING THEM BEFORE THE SEASON IS OUT.

WITH CORPORATE HALF SEASON TICKETS ALSO AVAILABLE, THERE HAS NEVER BEEN A BETTER TIME TO SUPPORT YOUR LOCAL CLUB AND BACK THE BOYS IN RED.

THE EXCLUSIVE MANOR ROYAL HALF SEASON TICKET IS PRICED AT £165 AND INCLUDES A "COMPLIMENTARY" U11'S HALF SEASON TICKET

TO TAKE ADVANTAGE OF THIS OFFER, PLEASE CONTACT
TOMALLMAN@CRAWLEYTOWNFC.COM OR
JOECOMPER@CRAWLEYTOWNFC.COM
OR CALL 01293 410 000

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Logos: B&CE, KRL, FASTSIGNS, InterCleanse



CRAWLEY TOWN FOOTBALL CLUB
£10 TICKETS FOR ALL MANOR ROYAL EMPLOYEES

MANOR ROYAL EMPLOYEES CAN TAKE ADVANTAGE OF DISCOUNTED TICKETS TO SELECT CRAWLEY TOWN FOOTBALL CLUB LEAGUE GAMES

TREAT YOURSELF BY WATCHING THE ONLY FOOTBALL LEAGUE CLUB IN WEST SUSSEX AT THE BROADFIELD STADIUM THIS SEASON.

THERE'S ALSO THE OPTION TO UPGRADE YOUR TICKET AND WATCH THE REDS FROM THE BEST SEATS IN THE HOUSE, IN OUR MAYO WYNNIE BAXTER EXECUTIVE SUITE AND RYAN CANTER CLUB EXECUTIVE SEATING AREA

THE GAMES THAT ARE INCLUDED IN THIS OFFER ARE AS FOLLOWS:

CARLEISLE UNITED - 22ND DECEMBER 19 - KD @ 15:00
PORT VALE - 18TH JANUARY 19 - KD @ 15:00
MACCLESFIELD TOWN - 23RD FEBRUARY 19 - KD @ 15:00
MANSFIELD TOWN - 12TH MARCH 19 - KD @ 19:45

TO TAKE ADVANTAGE OF THIS OFFER, PLEASE CONTACT
TOMALLMAN@CRAWLEYTOWNFC.COM OR
JOECOMPER@CRAWLEYTOWNFC.COM
OR CALL 01293 410 000

WORKING IN PARTNERSHIP WITH THE MANOR ROYAL BID
#TOWNTeamTOGETHER

Logos: B&CE, KRL, FASTSIGNS, InterCleanse



NEW! Subsidised Training Courses

Manor Royal BID is continuing its popular training programme for employees of companies located on Manor Royal Business District. The short courses, which are heavily subsidised by the BID, are being delivered by Crawley College and cover a range of topics including health and safety, business development and digital/IT skills. Upcoming courses include Emergency First Aid at Work, Microsoft Excel and Project Management.

**Discover more and book online at
www.manorroyal.org/events**

Manor Royal Know Your Neighbour - 15 May 2019

**9.30am-3.00pm @ Crowne Plaza Hotel
FREE TO ATTEND**

Yes, it's back by popular demand! Know Your Neighbour - Manor Royal's biggest event of the year is returning in May. Providing free exhibition spaces for Manor Royal based companies, this is a great opportunity to get to know your fellow Manor Royal businesses and colleagues and let them know about you.

Bookings are now being taken, so don't delay in securing your space today as this event is always over-subscribed. Discover more online at www.manorroyal.org/events

Do you run or work for an automotive company based on Manor Royal? If so, please get in touch as we will be focusing on 'Motors and Mechanics' in the next issue of Manor Royal News.

Be part of it!

KEEP IN TOUCH

Got something to share or promote?

Email info@manorroyal.org

Discover more about the Manor Royal Business Improvement District:

www.manorroyal.org

@Manor_Royal

Manor Royal Business District | Crawley | Gatwick

Unit 38, Basepoint Business Centre, Metcalf Way, Manor Royal Business District, Crawley RH11 7XX Tel: 01293 813 866

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If you want regular updates on all things Manor Royal, sign up to the free monthly Manor Royal BID eBulletin service. A simple sign up process from the homepage of our website will ensure you get to know what's going on each month - no hassle, no missing important stuff.