

# Manor Royal News

THE OFFICIAL NEWSLETTER OF THE MANOR ROYAL BUSINESS DISTRICT

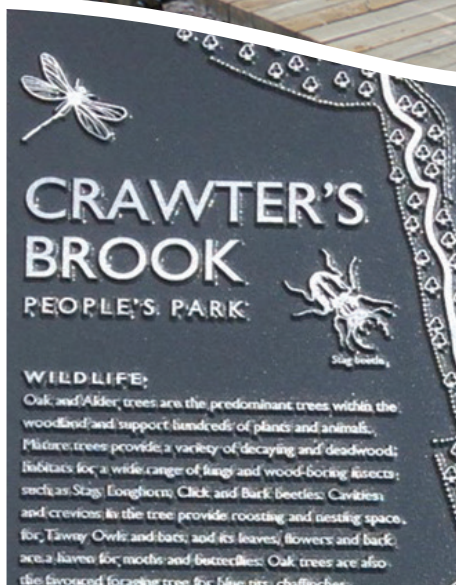
*Be part of it!*

Autumn issue 2014



## Featured in this issue:

- People's Park Opens
- Coast to Capital Visit
- Benefit from the BID
- Buy Manor Royal



**Benefit from the  
BID - find out  
more inside.**

  
**MANOR ROYAL**  
BUSINESS DISTRICT  
CRAWLEY & GATWICK

Produced and made possible by the  
Manor Royal BID



# Chairman's Message



Welcome to the autumn issue of Manor Royal News.

We are currently preparing for MRBD's first AGM, which will take place on the 25th September at the Premier Inn on Fleming Way. This milestone in our short history presents the opportunity

for us to look back at what we have done over the last 12-14 months but also to look ahead at our plans for the future.

During our first year we have secured an additional £1million for the Manor Royal BID, thanks to the combined efforts of the BID and its chosen partners, who have demonstrated a willingness to support our activities.

We have always stated that being able to influence the decision makers would be key to our progress - and so it is proving. I cannot, however, promise an additional £1million every year. What can be promised is that we will continue to look at ways to secure the commitment we need to deliver our vision.

Much has changed in the last 24 months and we take a look at the highlights on the centre pages.

Looking ahead we are inviting all Manor

Royal businesses to a Manor Royal Showcase event on the 20th November 2014, which will be held at Thales. The event will include a small exhibition of some of the companies that have invested in the area, organising an electronic voting session on the "Good, bad and Ugly" of Manor Royal, plus presenting information about new projects planned by the BID.

We have invited representatives from Gatwick Airport which, by then, will have entered the next stage of the Airport Commissions process, which reports to the Government in the New Year.

Enjoy Manor Royal News and I look forward to seeing you at one of the future events.

**It's your BID and it's your Manor Royal. Be part of it.**

**Trevor Williams**  
Chairman, MRBD Limited

# The Inside Track

"No one ever said it was going to be easy" was a line from a song I remember when I was younger. How true.

It's been a year in post as Executive Director of the Manor Royal BID and it has been eventful, challenging and rewarding in almost equal part. I was reminded of that when pulling together the Annual Report in readiness for our first AGM.

One of the biggest challenges in our first year has been the time and effort you have to invest to pull off the bigger projects we are committed to. Often that means liaising with a range of different parties who you need permission from or need to work with.

It can be frustrating and emotionally draining. Reward and satisfaction follows when it all comes together and we are starting to see that now with the People Forum, the uptake of easit membership, the opening of the park, broadband cabinets going up alongside CCTV masts and more.

You will also notice a subtle branding change and a refresh of this magazine. That's all part of a programme of work that will include an upgrade to the website and be rolled out over the next few months.

Pushing through the frustrations to reach the reward is part of the job and part of



keeping Manor Royal on the agenda.

I'm looking forward to carrying that momentum forward into my second year and hearing from and meeting more of you - the people that make Manor Royal what it is and make the BID what it is.

Best wishes

**Steve Sawyer**  
Executive Director, MRBD Limited

**PS if anyone can guess the name of the band I will be seriously impressed!**

## Manor Royal Goes Wild

Have you noticed our new green space on Manor Royal? Last month, work on the People's Park was completed and we now all have a new outdoor area to enjoy. As well as providing a scenic spot for an outdoor lunch or quiet space to think, our People's Park provides a boardwalk, decking area, cycle paths, seating and picnic benches. It also opens up a wealth of volunteering opportunities thanks to a new partnership between the BID and Sussex Wildlife Trust.

Brought to you by the BID, the People's Park is open to all on Manor Royal and the general public. It also links Fleming Way with Manor Royal. The redevelopment was made possible by funding from the BID, along with a £350,000 grant from West Sussex County Council. Landscaping and the wildlife partnership means that the ecological value of the site will be enhanced on an ongoing basis.



"Improving the attractiveness of Manor Royal as a place to work was one of the top issues highlighted in our research" said Steve Sawyer, Executive Director. "We hope that it will help engender a sense of wellbeing among those working at Manor Royal Business District as well as provide opportunities for volunteering and outdoor team building activities."



## Coast to Capital tours Manor Royal

The BID team welcomed the support of Coast to Capital Local Enterprise Partnership following a visit to the area by the LEP's former chairman John Peel OBE and its chief executive Ron Crank.

They were met by Trevor Williams and Steve Sawyer who both provided an update on the BID. The group then visited Elekta, which employs 900 people at Manor Royal and is a world leading company pioneering clinical solutions for treating cancer and brain disorders. They also toured the production line of Welland Medical, which specialises in the design, development and manufacture of stoma care pouches and accessories.

It was then a case of 'high tech' to 'handmade' when the LEP leaders visited Heyland & Whittle, located in one of the original Manor Royal buildings. The family-run business produces handmade quality soaps and fragrances using natural ingredients and traditional methods, and its many customers include John Lewis.





## The Highlights...

On the eve of our first AGM taking place on the 25th September we take the opportunity to remind ourselves of what's happened since the start of the BID in June 2013.

- June 2013: MRBD Ltd set up following the vote in favour of creating a BID.
- June 2013: Manor Royal Security event and 6-a-side football tournament.
- July 2013: Manor Royal BID Preview event, Manor Royal Savers launch and establishment of key partners programme.
- July 2013: Roll out of replacement street name signs completed.
- August 2013: Partnership with Crawley Town FC put in place providing employee benefits for selected matches.
- September 2013: Full time Executive Director appointed.
- September 2013: Manor Royal Bikers event and volunteering at Crawler's Brook.
- September 2013: Architects appointed to begin People's Park design and construction work.
- October 2013: Business Watch website upgraded and Manor Royal monthly eBulletin launched.
- Nov/Dec 2013: Road repairs fast tracked and delivered.
- December 2013: Prowse and Co appointed to handle PR and Comms.
- December 2013: Agreement signed with BT to upgrade broadband.
- December 2013: Agreement reached with Sussex Police to provide improved security via CCTV and ANPR at key locations.
- February 2014: Agreement established with Sussex Wildlife Trust to support volunteering and work begins on the People's Park.
- March 2014: Manor Royal projects pack produced.



- March 2014: Manor Royal Know Your Neighbour event attended by over 100 businesses.

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- 2014: White lines reinstated.

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- June 2014: Manor Royal ProfitNET taster with University of Brighton.

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- June 2014: Comedy night with Crawley STEMfest.

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- July 2014: CCTV Camera poles being installed.

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## Development News...

- SL Restoration, Gatwick Road: application for a side extension and drive way

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- Leonardo Office, Crawley Business Quarter: application approved to build a new four storey office building

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- Digital Realty, Principal Park: application approved for new data storage halls and business hub

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- Harwoods Jaguar, Manor Royal: application for new car showroom and vehicle workshops

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- Ezeehaul, Gatwick Road: application for permanent change of use for storage and distribution

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- Eskimo Ice, Whitworth Road: application to erect new freezer storage facility

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### Welcome to new businesses moving in including

- Acumen Business Law (at Basepoint, Metcalf Way)
- Apple Taxis (at The Office Building, Gatwick Rd)
- BuyCo Limited (at Pegasus Two, Gatwick Rd)
- Caterham Cars (at Dialog, Fleming Way)
- Crawley T-Shirt Printing (at Lok'nStore, Gatwick Road)
- DNA Couriers (at The Bell Centre, Newton Road)
- Espresso Solutions (at the Enterprise Centre, Metcalf Way)
- Gatwick Airport Cars (at Basepoint, Metcalf Way)
- Loose Yoga (at Gatwick Road)



Leonardo

Digital Realty



Harwoods Jaguar



### Wayfinding Project Starts

Frustrated by all the signage on Manor Royal? We are embarking on a new project to make the business district easier to navigate. Get involved or discover more online.



## Money-saving Waste and Recycling Scheme

**D**id you know you can now receive reduced rates on waste management and recycling thanks to the BID, Manor Royal Procurement Hub and Team Waste? The more companies that join the scheme, the more each will benefit!

Eddie Finch of Auditel Crawley, which operates the Procurement Hub on behalf of the BID, said: "In the past, Manor Royal companies have done their own thing where recycling and

waste management were concerned. Through the BID, we are harnessing the collective buying power of companies located in the business district, by bringing each company into a common scheme. As well as helping businesses save money, the scheme also helps the environment."

To discover more about the Manor Royal waste project and how to join the scheme, contact the Manor Royal Procurement Hub on 01293 344 442.



## Buy Manor Royal

**T**he 'Buy Manor Royal' initiative was launched in July 2014 to promote and support local trade, helping to foster a thriving business network for Manor Royal businesses. The initial phase involves an extensive research project to scope out business needs and gather meaningful data on the products and services of the Manor Royal community.

The research will help identify the need and demand for an exciting local trade programme to support local supply chain development and procurement.

We need your input! If you are contacted by the research team, please do take time to help. More detail is on the website.



### New Offers and Deals

Go online to check out the latest offers available to Manor Royal companies and staff, including:

- **Vindex Systems** 10% discount on your security system maintenance
- **Lion Security** Big savings on night patrols
- **Salon59** loads of offers on hair and beauty treatments
- **Go Ape** 15% discount for staff, family and friends
- **Great Gizmos** 20% discounts for online toy purchases
- **The Gym Club** reduced gym membership

Don't Miss out!

## Recruitment Matters

**A**s the economy bounces back and employment rates rise, recruiting new employees becomes more of a challenge. Manor Royal BID has teamed up with GatwickDiamondJobs.com to help you recruit the people you need.

All Manor Royal companies receive a discounted rate of just £75+VAT per job posting placed on the company's job board [www.GatwickDiamondJobs.Com](http://www.GatwickDiamondJobs.Com). To obtain your discounted rate, please quote the following when you post the job: Manor2014.

Nicky Binning, Managing Director of LoveLocalJobs said: "We are committed to working with employers to encourage

people to work locally. More than 60,000 candidates search our vacancies each month, and we have 10,000 social media followers across Twitter and Facebook. We also issue weekly newsletters highlighting specific jobs and employer stories."

LoveLocalJobs has recently launched a new online careers website to help young people in the Gatwick Diamond make informed career choices and highlight local career options. If your organisation is interested in getting involved, email [nicky@LoveLocalJobs.com](mailto:nicky@LoveLocalJobs.com). Discover more at <http://takeoff.gatwickdiamondjobs.com/>

### Welcome to...



A warm welcome is extended to Councillor Peter Smith who has recently joined the Manor Royal BID board. As Cabinet Member for Planning and Economic Development at Crawley Borough Council, he is a crucial link between the business district and our local council. Peter said: "I am delighted to be joining the Manor Royal BID team. As someone who works on

Manor Royal myself, I know that the area is at the heart of the prosperity that most of us enjoy in Crawley."

We'd also like to welcome John Peel, OBE and Joanne Rogers as new advisors to the Board. John has an impressive long history at Manor Royal with Varian and is currently on the

board of Coast to Capital Local Enterprise Partnership. His assistance will be valuable in helping Manor Royal to benefit from funding via Whitehall and Europe. Meanwhile, Joanne Rogers MD of Prowse & Co, is working closely with the BID Board and the Management team on branding, PR and marketing activities.



### Five Minutes With...

#### **Bola Lafe of Opus Innovations**

Bola Lafe is, without doubt, a glass-half-full kind of man: when he gave up a career in investment banking in 2009 to start his own business, there simply was no option but to succeed...

#### **Q: What does your company do?**

BL: Opus Innovations was established to introduce innovative solutions to everyday problems, primarily in the healthcare and child care sectors. We were the proud winners of the Gatwick Diamond New Business Award 2014. The company moved to Manor Royal in 2011 to set up a manufacturing plant for our flagship product Aquaint - the UK's safest multipurpose natural sanitiser.

#### **Q: Why Manor Royal?**

BL: It is very central from a logistics and transport perspective, which is very important for us. Being connected via MRBD is also a big advantage and the BID is a great initiative. Being based on Manor Royal is a bit different from the early days of operating from a home office in Orpington!

#### **Q: What activities would you like BID to do?**

BL: In my opinion, a priority is to connect companies on Manor Royal and generate as much cross-selling opportunities as possible. This initiative has already been kicked off by MRBD with the 'Buy Manor Royal' project, and I am very pleased to be on the working group that is driving this forward.

#### **Q: What's your focus at the moment?**

BL: To make Aquaint a household name in as many countries as possible. It is a revolutionary sanitiser as it is like water - it kills 99.9% of bacteria, but it is completely safe to swallow or to even use on the skin of a new born baby and on surfaces too, even food!

**Discover more at [opus-innovations.com](http://opus-innovations.com)**



› Coming up

# DATES FOR YOUR DIARY...

## People's Park Official Opening

**3 November 2014 (12.30 - 1.30 pm)**  
Crawter's Brook, Manor Royal Business District

Our plans to regenerate an area of green space at the heart of Manor Royal Business District and turn it into a recreation area have come to fruition. Join us on 3rd November at lunchtime to celebrate the official opening of the People's Park. A very special VIP guest is to perform the official opening ceremony and we'd like you to come along and witness the event.

The People's Park, which links Fleming Way with Manor Royal, now provides a boardwalk, decking area, cycle paths, seating and picnic benches, providing plenty of space to think, work and play. Discover more online on the website events section.

## AGM

**25 September 2014 (5pm - 6pm)**  
Premier Inn, Fleming Way

Being a BID member gives your business a say in how the BID is run. It's easy to sign up, it's free to BID levy payers and it's the only way to get an invite to (and vote at) our AGM later this month. As a member you'll also gain access to all MRBD events and services, receive financial reports, the Chairman's report and Executive Director's report. At the AGM, we will be electing new directors to the board. Interested in becoming one of them? Let Steve Sawyer know and he'll send you a nomination form. Discover more on the website (events section.)

*Be part of it!*

## Manor Royal Showcase

**Thursday, 20th November 2014**  
(5pm - 7.30pm)  
Thales UK, Manor Royal

Want to know more about the BID and have your say on our activities? Join us at the Manor Royal Showcase event and

discover more about the benefits the BID can bring to your business.

- › Meet the team behind the BID activities and have your say via our electronic voting system
- › Make new contacts and business connections with others working on Manor Royal
- › Meet our partners and find out about the great discounts and benefits you can receive

The event is free to attend for Manor Royal companies but prior-registration is essential. Book your place online.

## People Forum

More than 25 people managers and HR professionals attended the BID People Forum in July at Doosan in Manor Royal. The lunchtime event focused on recruitment and apprenticeships and included presentations from local recruitment company LoveLocalJobs.com and Central Sussex College.

Supported by Prowse & Company Ltd, the BID's marketing and PR partner, the free-to-attend People Forum is designed to share HR best practice and to help you make new contacts with fellow professionals from companies located on Manor Royal. As places are limited, we recommend an early booking.



Registration is now open for the next two events:

- › **Wednesday 8 October 2014:**  
**Employee retention, development and incentives**

Book online at  
[manorroyalhr3.eventbrite.co.uk](http://manorroyalhr3.eventbrite.co.uk)

- › **Tuesday 2 December 2014:**  
**Employment Law & Pensions Update**  
Book online at  
[manorroyalhr4.eventbrite.co.uk](http://manorroyalhr4.eventbrite.co.uk)

## Manor Royal Match Days

The Manor Royal BID has once again teamed up with Crawley Town Football Club to provide Manor Royal employees with significantly reduced ticket prices for selected matches.

For these matches Manor Royal employees can buy their ticket for just £10 - LESS than half price. For the "Plus One" matches they can buy a ticket for a friend or family member also for just £10.

To get your tickets you need to be a registered easit member (free from the BID) and show your card at the ticket office. Details on the events and partners pages online or email [info@manorroyal.org](mailto:info@manorroyal.org)



- › **Saturday, 6 September v Rochdale**  
(3pm)
- › **Tuesday 21 October 2014 v Walsall**  
(Plus one match) (7.45pm)

## KEEP IN TOUCH

Got something to share or promote?  
Email [info@manorroyal.org](mailto:info@manorroyal.org) or call  
01293 449 882.

Discover more about the Manor Royal Business Improvement District:  
[www.manorroyal.org](http://www.manorroyal.org)

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