

MANOR ROYAL NEWS

The newsletter for Manor Royal Business District

ISSUE 4

How much do you want it?

This issue of Manor Royal News is a bit different. It marks a year since the first issue when the Manor Royal Business Group (MRBG) first sprung to life and, for the first time, introduces the concept of a Business Improvement District (BID) for Manor Royal.

We'll look at what we have achieved, the challenge to keep it all going as well as explaining what a BID actually means.

If you haven't read the previous issues of Manor Royal News, don't make the same mistake with this one.

Featured in this issue

Chairman's Message
Reclaiming Manor Royal
We've Done This

MANOR ROYAL CRAWLEY GATWICK
BUSINESS DISTRICT

Chairman's message

When you're busy carrying out day to day business, it's sometimes easy to take for granted what has been achieved. Every now and then it's worth reflecting on the positives.

Our association - the Manor Royal Business Group - is a fledging organisation. You may have thought an area the size of Manor Royal, with the number of businesses based here, that there would have been an association in place for years.

In just a short time we have forged some very constructive links with Crawley Borough Council and West Sussex County Council, our aim is to build similar relationships with other organisations in order to make Manor Royal a better place to work and trade.



Some of you have signed up for Business Watch, or jogged one of the running routes, played in the football tournament or attended one of the learning lunches that have been held over the last few months. Perhaps you have posted an offer on the website and hopefully secured some business.

New Road signs will appear soon, replacing the existing 1960's version.

We do however need to turn this association into a truly sustainable force that can exert the influence needed to achieve our aims and

take Manor Royal and it's Businesses forward.

In this issue I would like to introduce Ian Ferguson from Partnerships for Better Business (see page 5). Ian is helping us to explore the potential for turning Manor Royal into a Business Improvement District, which will achieve the sustainability and strategic view the area needs.

Business collaboration is also needed in order to deliver. The alternative is to just let everything that has been achieved and planned drift into the distance.

I am sure you would want to be involved so don't miss out.

See the Manager's Notice Board for details of an important event on the 20th September and as always.....keep in touch.

Trevor Williams
Chairman
Manor Royal Business Group

So far so good ... but can it last ?

Starting from more or less scratch, quite a lot has been achieved so far.

Can we sustain it? The truth is maybe. It all depends on us and how much we want it.



What would you BID

See the Events page on the website to sign up for the "Manor Royal - make your BID" event on the 20th September at 5pm at Virgin's The Base.

We've done this...

One year on from the launch of the Manor Royal Masterplan the Manor Royal Business Group (MRBG) has shown how working together can influence and change the place we work and do business. From signs and roads, to football and cold hard cash. Here are the highlights in case you missed them.

Finance

For infrastructure improvements £600,000 attracted from West Sussex County Council to invest in capital projects.

Learning Lunches

Three expert-led seminars have been delivered freely to over 80 people providing topical, business related tips and advice.



Replacing out-dated signs

permission secured, design agreed and local firm appointed to manufacture. Look out for these.

Additional grass cuts

Manor Royal has received additional grass cuts this year to make it look better.

Funding

For pump-priming and project work - £360,000 attracted from Crawley Borough Council

Running Routes Installed

Four running routes have been installed and marked out to help improve employee health.



Highways Improvements

£500,000 highways investment to improve road quality.

Dedicated Manor Royal website

Set-up to promote the Business District, businesses and provide essential information.

Football tournament

Twelve teams battled it out to win the Manor Royal 6-a-side football tournament.

Manor Royal Business Watch

Including a dedicated Safer Premises Intranet, accessible to all Manor Royal businesses to share information, expertise and security alerts.



Crawters Brook picnic area

A previously under-used green space, the area has been made accessible, landscaped and benches installed for lunch breaks and relaxation.

Gateway signage

Four impressive gateway signs have been installed at key locations to improve appearance and sense of arrival.

New brand and identity

Replacing the old industrial estate brand, a new modern ribbon logo and identity has been developed to reflect a more contemporary Manor Royal.

easitCRAWLEY, travel network

Providing negotiated discounted public transport options and travel related initiatives for staff and businesses.



Creation of Operation Diamond

Incident response plan and business continuity guide for Manor Royal.

Manor Royal News Newsletter

Published four times per year and distributed to every property.

Dedicated Business District Manager

Working to the MRBG to manage communications, projects and provide a single point of focus for enquiries and activity.

MRBG

Formation of the Manor Royal Business Group providing the focus and oversight of operational issues as they affect the whole area.

Reclaiming Manor Royal

Manor Royal has been doing ok but is ok enough for our area and our businesses

Where we are - an issue

In short no one looks after, promotes or manages Manor Royal. Over the last year or so several Manor Royal businesses have come together to change that. The problem is, it's not sustainable.

The funding the group has to invest has come, with thanks, in the form of a grant from Crawley Borough Council. This money will run out in early 2013.

When it's gone, and with nothing to replace it, everything that has been achieved will stop, wind-down and be lost. Manor Royal will be back to where it was and will risk falling behind other places.

Missed opportunity

We will also miss the opportunity to attract additional investment and to work together to share services, reduce costs and realise the full benefit of being on one of the biggest business parks in the South East and the UK.

Creating a Business Improvement District (BID) could change that

What's a BID?

A BID is a way to enable businesses to join forces to commission projects that will lead to valuable improvements to their trading environment, funded through a local increase in business rates.

Who decides what gets done?

By developing a business plan based on the priority issues that you say matter.

Who decides how the money is spent?

You, the businesses - no one else has a say

Who manages the BID?

You, the businesses - you form a BID company to do it

Who is the BID company responsible to?

You, the businesses - the BID company works for you.

Who benefits?

You, the businesses - but only those in the BID area, no one else.

How do you decide what gets done?

By building on what we have started, gathering the views of as many businesses as possible and developing a business plan based on the priority issues. Then you take a vote on whether you - the business ratepayers - are prepared to make a contribution to deliver the plan.

Who gets a vote?

Only the ratepayers of the area and only they receive the benefits.

Who pays and how much?

Everyone in the BID area makes a contribution. The Amount will depend on the size of the business linked to the rateable value of your property. That way it's fair.

Is it another tax?

No - this is important. The BID cannot pay for services that should already be provided. The BID company establishes what you are entitled to, for example what the local council should be doing, and the BID only pays for additional services and projects that otherwise will not get done. The BID is all about making a step change, it is not about business as usual.

Anywhere else doing it?

Yes. There are about 125 BIDS nationally and some good local examples but we reckon Manor Royal would be the biggest and the best.

BE PART OF IT

IT'S UP TO YOU

A BID in three words ...

B for business
businesses call the shots and make the decisions.

I for improvement
funding the changes and influencing the decisions to make Manor Royal a better, more profitable place to be.

D for district
a defined area where only those businesses in that area enjoy the benefits - no one else.

Welcome to

Ian Ferguson of Partnerships for Better Business who the Manor Royal Business

Group has brought on board to help with the BID. Ian comes with a lot of experience. He, or a member of the team, will be getting out to meet as many businesses as possible. Please make the time to see him. It will be worth it.



Visit the online News section to read a special message from Ian

Ian's first impression - but how is it for you?!

Ian has been spending some time on Manor Royal recently. He's got some questions. Can you help him with a few answers?

Ian says: "I see a large amount of empty development sites."
Question: *What do you want to see these sites used for?*

Ian says: "30,000 people work on Manor Royal."
Question: *Where do you or your staff go to relax and chill out?*

Ian says: "There are 500 businesses on Manor Royal."
Question: *How could this benefit your business?*

If you think you can help send your answers to info@manorroyal.org



STOP PRESS •• STOP PRESS •• STOP PRESS

KEY EVENT

20th September at Virgin, The Base
"Manor Royal - what would you BID?"

Starting at 5pm this event is for businesses, landlords and people of Manor Royal. It will cover the progress of the Manor Royal Business Group and the plans for a Business Improvement District (BID). It's important. Register online www.manorroyal.org from the events page or contact the Business District Manager.

For further information, questions or to book an appointment with Ian, contact Steve Sawyer, Business District Manager or go online and check the News section.

STOP PRESS •• STOP PRESS •• STOP PRESS

Get in touch

If you have a comment on this newsletter or a story for a future issue contact Steve Sawyer on 01293 683235 or email him at steve@manorroyal.org



Waste not want not save more

Do you fancy saving some money, increasing recycling and reducing the disruption caused by multiple vehicle movements? If so, all you need to do is take part in a really short survey about your waste and recycling.

The Manor Royal Business Group is working with easitCRAWLEY and ReMade Southeast to find ways to make your life easier and cheaper. The more firms that complete the survey the more savings we can make.

There are already suppliers interested - but we need more completed surveys to make it worthwhile.

Go online at www.manorroyal.org and look in the News Section for the "Manor Royal Waste Survey" story or contact Steve, the Business District Manager on steve@manorroyal.org

travel green
easit
CRAWLEY



Stay safe Sign up

Sign up to **Manor Royal Business Watch** to receive security alerts, advice and information. Email the Business District Manager for details.



Welcome to the Neighbourhood

A warm welcome to the dot.coms

Forget me not

Forgottenmobile.com is a mobile phone recycling company with a difference, helping businesses generate cash from recycling their company and staff mobile phones. forgottenmobile.com have recently moved to Manor Royal into larger premises to help with their continued growth and the need for a good mix of office and warehouse space.

Managing Director Jon White said, 'Manor Royal is a perfect base for our business as our nationwide presence grows, also a great location with all of the transport links'. The team has also stayed loyal to their Crawley roots as they were all either born or still live in the town.

forgottenmobile.com offer a no cost, hassle free service turning unwanted mobile phones into additional revenue for businesses or to support their preferred charity. They pay on all phones

regardless of age, manage the whole process including collection and data erasing and the vast majority of phones are reused in developing countries.

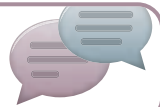
That's a financial return for no outlay, no hassle, environmentally sound and help for good causes - and now they are right here in Lloyds Court on Manor Royal.

Find out how **Forgottenmobile.com** can help your business by contacting Jon on jon.white@forgottenmobile.com, 01293 538593, or www.forgottenmobile.com



Get in touch

If you have a comment on this newsletter or a story for a future issue contact Steve Sawyer on 01293 683235 or email him at steve@manorroyal.org



more than a jobs board

Launched in January 2012, this new online jobs board is dedicated solely to the Gatwick Diamond and surrounding areas. Even better, they have set up in the County Oak area of Manor Royal to position themselves at the heart of Gatwick Diamond.

Encompassing Gatwick, Crawley, Redhill, Reigate, Horsham, East Grinstead, Haywards Heath and Burgess Hill, GatwickDiamondJobs.com has successfully created a platform where you can advertise your job vacancies quickly and easily. Providing a cost effective means of finding local candidates within easy reach of your business, they can also help to promote your organisation, building on brand and raising your profile as an employer of choice within the Gatwick Diamond.

Gary Peters, Managing Director, sums it up, ultimately GatwickDiamondJobs.com will provide you with a one-stop shop for all employment and training opportunities within your local community."

On-going marketing campaigns have helped place GatwickDiamondJobs.com firmly in the minds of local employers and candidates alike with traffic to the site growing on a daily basis. Regular slots on Heart FM, extensive press coverage and a sizable social network following, they are fast becoming the job board of choice for local businesses.

Visit... www.GatwickDiamondJobs.com for more details.



Deals and Development

CURRYS & PC WORLD submit a planning application to amalgamate units on County Oak (CR/2012/0340/FUL)

AEROTRON have permission to demolish buildings and extend their premises in Jenner Road (CR/2011/0408/FUL)

PASTA REALE have permission to erect to new 11.5m high silos in Fleming Way (CR/2012/0217/FUL)

UK MAIL take-up a significant 28,000sq ft letting in Kelvin Way

TESCO take up 5,000sq ft in Astral Towers, and are now open for business.

Vision, Design and Print

When consultants took a look they said one of Manor Royal's key strengths was the diversity of the business base creating excellent local supply chain opportunities

Sight for sore eyes



Vision Aid Overseas is an international development charity dedicated to improving peoples' lives and alleviating poverty through the provision of eye care and the training of local staff in some of the world's poorest countries. And since 2000 their office has been based right here in Manor Royal. For 27 years they have helped over 2 million people to see, whether they are a seamstress in Ghana or a schoolteacher in Malawi. Vision Aid Overseas believes that everyone has the right to high quality eye care and glasses.

Through harnessing the specialist skills of qualified optometrists and eye health professionals, all of whom are



volunteers, and working with in-country organisations and governments, Vision Aid Overseas is able to work sustainably in its eight partner countries in Africa.

"Our office in the Bell Centre provides generous space as well as ample parking. We have forged good relations with other companies situated in Manor Royal who have now become excellent

and loyal suppliers." Says Kate Lee, who extends a warm welcome, "Feel free to come and meet us, or we could come and see you - after all we're only round the corner."

To learn more about Vision Aid Overseas, visit: www.visionaidoverseas.org or contact Kate Lee on 01293 535016

Manor Royal Printing Services ...

Treetop Design and Print is your local specialist for litho, digital and wide format printing.

Treetop Design and Print has been established for over 28 years and for the last 4 years has been based here on the Manor Royal, during which time they have heavily invested in new technology, added to their ECO friendly credentials and have taken on new members of staff.

Working from their commercial premises on Manor Royal in The Bell Centre Treetop Design and Print feel that their clients appreciate the professional business working environment and

often remark on the excellent business surroundings, location and facilities.

With a firm accent on creativity and quality Treetop Design and Print are determined to help their customers including fellow Manor Royal companies to stay one step ahead of the competition. As Graham Lovegrove MD explains, "at Treetop Design and Print we aim to make sure that every client's printed material creates that all important first impression."

Treetop Design and Print have gained a reputation for being a versatile and specialist provider of a wide range of printed materials who always offers the client a customer service and quality product of the highest standard.

CALL THEM NOW

for a competitive quote and let us show you our professional services.

01293 86 31 31

www.treetopdesignandprint.com



Manager's noticeboard

Tasty learning survey

Top tips, expert advice and a good lunch = the Learning Lunch Seminars. The Support & Development team are running a survey to find out what you want to know about to develop a programme to meet your needs and interests. Go online and visit the "Support & Development" page in the Business Life section.

Here are some bite-sized pieces of news picked out by the Business District Manager. **Contact Steve if you have something to say, promote or support.**

Rocking footy

Well done to Rock Insurance who won the Manor Royal 6-a-side football tournament, narrowly beating Doosan Power Systems in the final. If you are interested in Manor Royal football, or have a suggestion for other Manor Royal activities contact the Business District Manager.



BID for Manor Royal - 20th Sept

Book your place at Virgin for an important event about the future of Manor Royal Business District. Pre-event registration is essential. Get online and visit the events page to find out more and book your place.

E@sy does it

Are you getting your e-bulletin updates? The new e-bulletin is produced bi-monthly keeping you up-to-date with all the Business District latest. To make sure you get yours, email the Business District Manager.

Offers and promotions

Here are just some of the special offers now available. Much more online on the "Offers & promotions" pages in the Local Life section.

Safesite: discounted roof and ground maintenance service

Camspec: discounted vehicle repairs and servicing

Pressure Clean: Free specialist advice and on-going discounts on cleaning equipment

Heyland & Whittle discounted products

S4B Shredding 2 for 1 offer

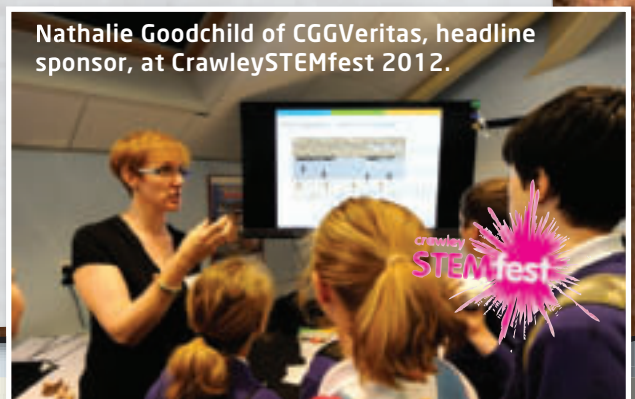
Flightstore archive storage offer

Contact the Business District Manager if you have a special promotion to offer to others.

Manor Royal firms inspire

Leading Manor Royal firms, including CGGVeritas, Thales, Doosan, Amey and Eleka inspired over 2,000 young people who attended the regional Big Bang event at the Hawth in July as part of the inaugural Crawley STEMfest - a festival to celebrate and promote careers and opportunities involving science, technology, engineering and maths. Work is already underway to make a bigger bang in 2013. Find out more at www.crawleystemfest.co.uk

Nathalie Goodchild of CGGVeritas, headline sponsor, at CrawleySTEMfest 2012.



Get in touch

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Linked in 

Don't forget you can join in with Manor Royal discussions on LinkedIn and follow Manor Royal on Twitter