



Crawley & Gatwick
CHAMBER OF COMMERCE

Crawley & Gatwick Chamber of Commerce

March/April Newsletter 2014
Sponsored by Spire Healthcare

An update from Paul...



Paul Roe

As of our April meeting, we will be introducing a series of useful seminars that will be held immediately after our main monthly members breakfast meetings.

Kelly, from Reeves, will be visiting the members meeting on 30th April for the first in a series of short seminars on topics members may find useful.

Put it in your diaries, the intention is for a 30 minute

seminar on hot employment and HR matters followed by a Q&A from members.

We agreed at the last meeting that this is something members would value.

Please don't be shy in suggesting topics for future seminars. Our current thoughts are that we might offer 3 such seminars a year, but members may have different views, please tell us and get in touch.

Kelly heads up the Reeves HR Consultancy where she provides HR advice to a wide portfolio of clients. Reeves' HR Consultancy is an economically viable solution for businesses who cannot justify employing a full time HR Professional. Reeves can support clients throughout the entire life cycle of employment, including recruitment and selection, preparation of contracts of employment and handbooks, handling disciplinary and grievance issues and termination of employment.

Paul Roe - President

Gatwick Diamond Expo at K2 promising to be the business event of the year

'Gatwick Diamond Expo' that is due to take place 2nd April at K2 in Crawley and will be officially opened by Henry Smith MP at 9.30am.

80 local businesses have all booked to exhibit and over 1000 visitors are expected to visit the expo and business workshops and seminars that will be taking place throughout the day.

Sponsors of the expo, Easyjet, are donating two free return tickets from Gatwick to fly to anyone of their destinations. Visitors will be issued with a card to have stamped at every stand they visit which will then be put into a prize draw at the end of the day for one person to win the two free tickets.

The exhibitors range from small businesses to large corporates and mainly from the B2B sector - Motorline Nissan and Vines BMW will have their latest vehicles on show in the main hall during the day.

Local businessman and organiser Trevor Inglis, came up with the idea when he started going along to business networking groups about two years ago to develop his business.

Trevor commented "I have been amazed at the support from the local organisations such as Crawley & Gatwick Chamber of Commerce, the Federation of Small Business (FSB), BNI Sussex and Crawley Borough Council who have all stepped in to work in conjunction with us to make the exhibition a success."

"It really has been a great example of networking and the community working together as a whole." added Trevor.

www.gatwickdiamondexpo.co.uk



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16 year old blacksmith, Henry Rogers wins £50k prize fund



Henry Rogers of Sackville School, aged just 16, wowed the judges and audience of 250 at Lingfield Park Marriott Hotel with his blacksmith business 'Hot Iron'.

Henry walked away with a prize fund of £50k worth of products and services, all donated by some 36 local and national business sponsors to set him off on his business journey.

Henry's mum, Helen Rogers commented "I'm immensely proud. Henry comes home every day and disappears to work on his blacksmithing, we are always amazed by what he comes up with. He's self-driven, hardworking and creates everything himself."

Guy Stephenson, Chief Commercial Officer of Gatwick Airport and key note speaker at the event said "Henry clearly has a massive passion and in business you have to be passionate. He now needs to surround himself with great people that will help him."

Henry faced stiff competition from the other finalists who were: Alex Redfearn - Permit Skateboards, Ashlie Regan – Miscella Fragrances, Freddie Seagrave and Lewis Harvey – Lord Clothing and Peter Ross and Nathaniel Hill of Cite.ac.

HR Business Partner for British Airways Jane McGill and one of the judging panel said "Another exciting innovative range of business ideas. Each brought something to the table. Henry is a worthy winner and I have already ordered 6 bracelets!"

From the beginning of the competition back in 2013 each finalist has shown an extensive knowledge of their own concepts, making progress through each stage of the competition to further develop their mind set and working alongside the sponsors of the project.

All the finalists had been through a gruelling process to reach the final with each presenting to a panel of 8 judges which consisted of: Dean Orgil – Mayo Wynne Baxter Solicitors, Matthew Tyson - Richard Place Dobson Accountants, Daryl Gaylor – RBS Bank, Peter Hitchcock – Thales, Jane McGill – British Airways, Gary Shipton – Sussex Newspapers, Lorraine Nugent – Media Word Waves and Matt Turner – Creative Pod.

The initiative was set up 4 years ago in the Gatwick area and has helped to inspire hundreds of 16-25 year olds since its founders Lorraine Nugent and Matt Turner set up this fantastic opportunity back in 2010. "Our past winners and finalists have walked away with a host of the contacts that even senior business persons would love to have themselves, giving them the best possible chance of making successful ventures."

Guest speakers included previous winner Sam French of Sam's Kitchen or otherwise known as the 'gingerbread man', Jane McGill – HR Business Partner, British Airways and Guy Stephenson – Chief Commercial Officer – Gatwick Airport.

Sam French of Sam's Kitchen and winner in 2013 commented "I would like to wish Henry all the best. I love that he has a traditional skill that has been slightly lost in modern society. To the other finalists, they should ensure they keep in touch and attend all the Young Start-up Talent events further build on their network of business contacts."

The Dragons Den video filmed at Thales in Manor Royal was played to the audience who watched in anticipation during the event, trying to uncover who had the best chance of winning but with such strong competition it was left to Matt and Lorraine to announce the winner for 2014.



It was further announced that the team from the initiative have landed a TV deal which will be a 'fly on the wall' type documentary with 8 episodes which will start from July of this year.

All the staging and lighting for the event was supplied by Avensys Hire and Events company, based locally in Crawley which helped to create the ambience for the event.

Each of the finalists and judges received a free night stay at the new high tech BLOC Hotel situated in the South Terminal of Gatwick Airport and due to open at the end of March.

The process will start up again in the Gatwick Diamond in July of this year – visit <http://www.youngstartuptalent.co.uk>

BLOC Hotel Gatwick draws praise from Business and Innovation Minister



BLOC Gatwick, a world-first in hotel innovation, drew praise last Friday (14 March) from Michael Fallon, Government Minister for Business and Innovation, and Sam Gyimah, MP for East Surrey, after viewing the hotel situated just steps from departures in the airport's South Terminal.

"BLOC Hotels is just the kind of entrepreneurial vision Government policy should support, an innovative concept, harnessing the best of modern technology, to deliver a unique customer experience", enthused Gyimah after a fact-finding tour of the hotel with BLOC directors Rob Morgan and Chris Salter.

Hotel guests will be able to control every function in their room from a single device - smartphone or tablet - from unlocking the door, operating the blinds, dimming the lights and changing the air temperature to operating the HDTV and even paying the bill and checking out.

Local entrepreneur Rob Morgan conceived the pioneering hotel model as "a stress-free start to airport travel", likening his vision for the hotel to "the modern tech car concept with all functions at hand".

Michael Fallon noted BLOC Gatwick's proximity to the South Terminal's departures as another major benefit of the hotel, which opens at the end of March. "It will make such a difference," he said; "rather than having to set off at 5.00am or stay at a hotel 30 minutes away, guests will be able to have a decent night's sleep and step straight into departures."

BLOC Gatwick adopts a high spec, competitive model – room rates start at just £59. Every one of the hotel's 245 rooms enjoys the highest specification finishes; huge comfortable beds, Egyptian cotton linen, luxuriant towels, ultrasoft pillows, monsoon showers, free super-fast WiFi, HD LED TVs, ambient lighting and climate control. Guests receive discounts at a number of airport cafés, restaurants and shops. Parking packages are available.



Students quiz business leaders at TAKE OFF

(Our Future First) event

A group of 11 students behind a forthcoming new employability advice website called Take OFF were given the chance to quiz business leaders at a special Q&A event.

The teenagers aged 14 to 19 are the creative brains behind Take OFF, a partnership initiative led by GatwickDiamondJobs.com and local borough, district and county councils.

The youngsters were able to 'interview' local businesses and employers in the Gatwick Diamond about employability skills and routes into jobs in the area's key growth sectors. These interviews were captured on film by students from Collyer's and will be edited to form key resources in Take OFF.

Companies that took part in the day included American Express, Nestle, KPMG, Mayo Wynne Baxter, Sainsbury's, Extech, Make Media, Berkeley Homes, Gatwick Airport, Search Consultancy, RBS, Arora Hotel, Richard Place Dobson, Varian and the Gatwick Diamond Initiative.

When launched after Easter, the Take OFF microsite will become a powerful employability advice tool for young people and schools in the southern part of the Gatwick Diamond. This online resource will be hosted within GatwickDiamondJobs.com and will be available for all local schools and young people to access.

It will offer top tips on how to look and apply for jobs, how to deliver the perfect interview and understanding what employers want. The Take OFF brand was created by the group of students who devised an air-travel theme.

Take OFF follows the same format as the award-winning BEACH (Brighton Employability Advice and Careers Hut) website portal.

Georgina Angele, Senior Partnerships Manager at GatwickDiamondJobs.com, manages the roll out of these employability microsite projects. She said: "All the partners supporting Take OFF are excited about replicating the successful BEACH format to deliver a unique employability resource for young people designed by young people in the Gatwick Diamond.

"This project is a fantastic collaboration between schools, businesses and local authorities which will help prepare young people for work, and help them find the right job."

Take OFF is a partnership between GatwickDiamondJobs.com and Horsham District Council, Crawley Borough Council, Mid Sussex District Council, West Sussex County Council and the Gatwick Diamond Initiative.

Students involved the creation of Take OFF are from local schools The Forest School, The College of Richard Collyer, Manor Green College and Oathall Community College.



Richard Place Dobson delighted to be recognised for professionalism

Crawley-based Richard Place Dobson accountants are gracious in defeat after being pipped to the post for honours at the glittering ceremony of the Gatwick Diamond Business Awards held at Cophthorne Effingham Hotel on Thursday 20th March.

Sponsor, Litigation Protection named law firm Loch Associates Employment Lawyers as the winners for 'Professional Services'. Litigation Protection commended Richard Place Dobson for maintaining high standards in what was a tightly fought award.

"We were delighted to be finalists alongside two highly prestigious law firms, Loch Associates Employment Lawyers and Mayo Wynne Baxter Solicitors.

It is wonderful to be recognised for our scope and level of expertise that we offer to our clients and staff alike. We would like to congratulate Loch Associates on their achievement." said Matthew Tyson – Director of Richard Place Dobson.

He added: "Providing an outstanding level of service to our clients is what drives us and why we strive to continually improve. It is important to us, as a company, that our employees' efforts are recognised, acknowledged and rewarded. We have been at the heart of the community in the Gatwick Diamond for many years and will strive to continue to maintain the excellent reputation that we have achieved."

Practice Manager Rebecca Slattery-Kavanagh, who has worked with the firm for six years said: "We believe that offering an exceptional service starts with the first point of contact. The tiny things, such as remembering how a client likes their tea or coffee or greeting a visitor by name and with a smile when they arrive, can really make a client feel valued. Too often companies get the big things right but overlook the little things."

As well as providing a service to meet clients' technical needs, Richard Place Dobson try to be there on a more personal level too by being proactive and ensuring relevant changes in accounting standards and tax rules are passed on to clients as soon as they happen by holding regular events from technical updates to charity fundraisers.

Melissa Morrison-Hardwick, Client Manager and employee for over 12 years, said: "We strive to provide a cost-effective service and practical solutions to the challenges facing our clients. I recently helped a client who wanted to save costs by removing their audit. We discussed the pros and cons including checking bank covenants, the expected size of the business in the coming years and plans that may involve applying for financial backing so that the client could make an informed decision."

Richard Place Dobson policy is "We don't just work for you, we work with you," added Darren Harding - Director "We are not just here to ensure you meet your statutory obligations but also to help develop your goals and to get you where you want to be." www.placedobson.co.uk



Next event

**Wednesday 30th April
8:00 to 10:00**



**Breakfast Meeting – Arora Hotel,
Southgate**

To book contact

jose@crawlchamber.co.uk

Young Enterprise Company Programme County Finals May 2014

Young entrepreneurs in Sussex will be flexing their business savvy at the Young Enterprise Company Programme County Finals on Wednesday 7th May at Chequer Mead Theatre in East Grinstead from 5.30 – 8pm. At the event, one student company will be crowned Best Company in Sussex and go forward to represent the county at the prestigious South East Regional Final in Guildford.

This year has been a great success for Young Enterprise in Sussex with over 670 students running 43 companies supported by volunteers from the local business community. The Company Programme is offered to students aged 15-19 years in local schools and supports them to set up and run their own real business.

Madeleine Mills, Young Enterprise Manager for West Sussex, said: "We've had some great companies set up by young people in Sussex this year and they've demonstrated a real entrepreneurial thirst for business. The judges at the county final will be scrutinising their business reports and profits margins."

The guest speaker at this year's event will be Rob Shaw, founder of the Jack Wills clothing company. Jack Wills was launched in 1999 in Salcombe, Devon, designing British heritage-inspired goods for the university crowd. From the iconic British university towns of Oxford and Cambridge, the Ivy League campuses of Harvard and Yale, and the bright lights of Hong Kong, Jack Wills is travelling the globe proudly planting the Union Jack at over 80 stores and counting.

For more info contact: madeleine.mills@y-e.org.uk to book your place by Friday 25th April. Limited tickets available.

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