

EDEAL Business Centre

A new office centre specifically for East Sussex start-up and growing small medium enterprises (SMEs) has been opened at Polegate. In a joint venture between EDEAL and East Sussex, Wealden and Eastbourne local authorities, a modern industrial unit has been refurbished to provide 10 serviced offices of varying size for use by SMEs who wish to operate from a professional environment on a 6 month renewable, rates included licence agreement.



Located at the junction of the A27 and A22 (Golden Jubilee Way) the EDEAL Business Centre has excellent transport. It is within easy reach of Brighton, Lewes, Eastbourne, Uckfield and Hastings centres by road. The Polegate mainline railway station is just a 5 minute car/taxi journey away for rail connections to Brighton, Gatwick and London, and has a public transport bus stop directly outside. There are 25 car parking spaces each allocated according to office size.

The EDEAL Business Centre has been designed and equipped to meet the needs of today's business practices with each office equipped with multiple power outlets, anti-glare lighting, heating, a minimum of six telephone sockets, facsimile point and connection to the Centre's central Broadband server for Internet access.

A meeting room is available for hire and a communal rest area for those sometimes needed 'chill out' breaks are available to all personnel. The building has been designed to meet all disability needs and has the latest fire and intruder alarm systems for complete security.

Lighting, heating, and Internet access costs are included in the licence rental fee subject to fair use policies, and all voice and facsimile calls are re-charged at cost.



So if you are looking to move your business to a more professional, affordable office environment call the EDEAL Business Centre on 01323 489800 for more details.



Wealden Business Breakfast - developing effective leadership

Following the success of the last Business Breakfast on the theme of Greening your Business, we have a new date for your diary.

Herstmonceux Castle will be the setting for the next Business Breakfast which will take on a workshop feel when specialist presenter Aisling Westerdijk, from

Sussex-based 'Oddball Training Ltd', will be focusing on how to develop effective leadership skills.

The breakfast will be held at Herstmonceux Castle, near Hailsham, on Tuesday 21 October 2008, from 7.30am until 10.30am, with networking and refreshments available afterwards. The cost of the

event, including a choice of full English or continental breakfast, is £6 per person.

If you would like to attend please contact the Economic Development & Tourism Team on 01892 602886 or email regeneration@wealden.gov.uk

Vocational Awareness day for special needs students

Would you like to be involved with a worthwhile cause? Would you like to offer this day as part of professional development for your staff? Would you like to raise the profile of your business?

VT Enterprise/Connexions are running a Vocational Awareness day for students with special needs at the Uckfield Civic Centre on 27 November 2008.

The aims of the day are for students to gain a general awareness of the world of work, to experience a mock interview and to develop their social skills with new people in an environment outside their normal education setting.

The students undertake a variety of workshops which have in the past included cake decorating, safety (with the fire brigade), floristry, retail packaging and many more. The mock interviews are an opportunity for the students to talk about themselves and build confidence – they are not applying for an actual job.

All businesses who have volunteered for the day in the past have found it worthwhile. If your business would like to be involved (either as an interviewer or offering a workshop), or be engaged with any other educational business partnership activity (offering a work experience placement, being a judge for school activities, helping teachers gain relevant work place knowledge, sponsoring events and many more), please contact Wendy Gorham, Education Business Partnership Co-ordinator on 07847 787523 or email wendy.gorham@vtplc.com



Advertise your business free of charge

Search for local suppliers, or if your business is based in Wealden District, add your details free of charge.

Over 1000 local business have registered on the Wealden Online Business Directory. If your company is not listed, log onto www.wealden.gov.uk/business and click on **online business directory**. Using the on-line form you can add information on products & services, contact details and a link to your website.

If your business is already listed, please take a moment to check your listing is accurate and up-to-date. By submitting a new on-line form we can ensure that your entry is updated.

For more information please contact the Economic Development & Tourism Team - details on the back page.

Do you employ staff that would like to own their own home but need help and advice?

The Homebuy scheme in Sussex has recently changed, to help households who cannot afford outright home ownership to buy a home of their own. Shared ownership means that you own a share in a property which is usually financed with a mortgage. The remaining share is retained by a Housing Association and a rent is usually charged on the part which is owned by the Housing Association.

These two new schemes enable households to buy a suitable property on the open market.

My Choice Homebuy (Moat Homes Ltd)

My Choice HomeBuy is a government funded shared equity product. Its aim is to help social tenants, key workers and first time buyers who cannot afford to buy a suitable home in the area where they live or work. The product can help people who earn between £20,000 to £60,000 a year to buy their own home on the open market. Under My Choice Homebuy, customers can buy between 50% and 85% of a property using a normal mortgage. Moat and the government buy the remaining equity and the purchaser pays an annual interest charge of 1.75% on value of this part. Additional shares can be purchased and the purchaser can pay the loan back in full to own the property outright.

For more information please visit: www.moat.co.uk

For the current classification of key workers visit: www.moat.co.uk/HomeBuy/Application/Pages/KewWorkerEligibleRoles.aspx

Ownhome (Places for People)

This is a shared equity product offered by Places for People with The Co-operative Bank. Places for People can provide a shared equity loan of between 20% and 40% towards the purchase of a property on the open market to be used in conjunction with a mortgage from The Co-operative Bank.

There are no interest payments for the first five years. After five years you would be charged a fixed rate of 1.75% interest on your Ownhome shared equity loan each year. After a further five years this would increase to a fixed rate of 3.75%.

For more information please visit www.ownhome.co.uk

How can I find out more?

Moat Homes Ltd and Places for People in partnership with Wealden District Council will be holding an open day to enable people to find out more about the products available:

10 November at Uckfield Civic Centre, Uckfield, TN22 1AE from 10am to 4pm

Just Water Now on tap

What is Just Water Now?

Just Water Now is an exciting new company. Created from over 20 years experience by Peter Elvin from the commercial water cooler business and Vicky Risebrow, with experience in property development.

What major obstacles have you overcome?

Just Water Now, a brand in its own right, has taken a commercial filter which is 100% bio-degradable and adapted it to the domestic market. The uniqueness of this kit is the filter, the only element to be replaced every six months with a staggering ability to filter an incredible 6,000 litres of water. Unlimited filtered water from your own tap, no messy jugs, expensive bottled water, saving the environment, saving you money. No recycling issues - put the used filter in the barbeque or recycling bin.



Just Water Now also has a range which delivers steaming hot water in the home and office. Particularly useful for older people and those who

find it difficult to use a kettle. However, the ability to have unlimited steaming hot water on tap means significant energy saving, a bonus for every household and office. Our range of water softeners further improves the lifespan of boilers and other appliances considerably assisting in saving money and efficiency.

What makes you different from your competitors?

Just Water Now is different from our competitors in that we understand the commercial situation, using it to the advantage of the domestic market, dramatically reducing cost and substantially reducing the carbon footprint of all concerned.

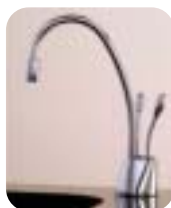
What 3 things would you attribute to your success?

Our success is being able to deliver a good quality product for a fraction of the cost of our competitors. We make full use of our clients existing taps with the added value of excellent customised products which require little or no servicing, further reducing cost particularly for small businesses.

What does the future hold for Just Water Now?

Just Water Now is achieving success in all possible markets, from new buildings both private and commercial and to the average individual or family wishing to have filtered water in their own homes from their own tap for a fraction of the cost. Just Water Now is setting up a network of franchises to deliver our systems throughout the UK and worldwide.

Just Water Now Ltd are based in Mayfield. For more information contact 01435 872184 or email enquiries@justwaternow.com



Housing Land Assessment

Wealden District Council is seeking to identify sites with housing potential in the District as part of its Local Development Framework (LDF).

The Council is now inviting landowners, agents or people who know of a site that may be suitable for housing, to take part in the Strategic Housing Land Availability Assessment (SHLAA) by submitting details of potential sites for consideration. Wealden has produced a draft document outlining the procedure for identifying potential housing land. This SHLAA draft methodology document is available for consultation at www.wealden.gov.uk. Views on the Council's adopted methodology should be submitted to Wealden District Council by 7 September 2008.

Forms and guidance notes for submitting potential housing sites can also be downloaded from www.wealden.gov.uk. Completed forms and an accompanying site map should be emailed to the Council at ldf@wealden.gov.uk or posted to SHLAA Consultation, Planning Policy, Wealden District Council, Pine Grove, Crowborough, TN6 1DH. Forms must be submitted by 3 October 2008 to be included in the Council's first comprehensive SHLAA.

Further information about the SHLAA is available from Duncan Morrison on 01892 602497 or email duncan.morrison@wealden.gov.uk

www.wealdenbusinesshelp.org.uk

The first step for
small businesses

[wealdenbusinesshelp](http://www.wealdenbusinesshelp.org.uk) 

Inom Management Tip

Dealing with poor staff performance

Many managers avoid dealing with performance issues, often because they don't want the possible confrontation. But avoiding such conflict can be straightforward.

Make sure that the performance you require is defined in terms of the end result. Both parties then agree on what success looks like.

Before discussing the performance, get agreement that the end result was not as agreed. This agreement removes the emotion from the discussion and you can then have a coaching conversation discussing what behaviour needs to be altered, to get the end result you need.

It is not enough to tell people what they have to achieve, if you want a change in performance you must get a change in their behaviour. Getting the appropriate change in staff behaviour is what good managers are able to do.

For details of bespoke management training and open courses from Inom Limited contact

Mark Greasley at mark.greasley@inom.co.uk or Tel: 01892 669775

Time is money – so why not invest 60 minutes to help your business grow?

Wealden District Council is working with Business Link Sussex throughout 2008 to provide you with an opportunity to attend a business development clinic.

The clinics are run on a 1-2-1 basis with an experienced Business Link Advisor and will last for an hour. You will be able to access sessions in the following towns:

Town	Date	Venue
Hailsham	7 October	Prospects House, 7-9 George Street, BN27 1AD
Polegate	11 November	Polegate Town Council, Council Offices, 49 High Street, BN26 6AL
Crowborough	12 December	Wealden District Council, Council Offices, Pine Grove, TN6 1DH

Spaces at these clinics are limited, so if you want to access information that can help you plan a profitable future, you need to act now. To book a place or to find out more simply call the Intelligence Team at Business Link Sussex on 0845 600 9 006 or email info@businesslinksussex.co.uk

Assess the health of your business

Business Link South East are offering businesses an interactive tool to evaluate key areas of their finance and administration, with the aim of avoiding failure. Business Link say that by identifying and tackling problems early on, businesses will markedly increase their chances of surviving and being a success.

To access the interactive questionnaire visit:
www.businesslink.gov.uk/southeast/healthcheck

New member joins Team

The Economic Development and Tourism Team welcomes a new member to the Team. Hollie Bates joins Sarah Pascoe and Tim Ison during her placement year from University, whilst Claire Moran is on maternity leave. For the past 2 years Hollie has been a student studying International Tourism Management at the University of Brighton and after the placement she will return to University to complete her degree course.



For all Economic Development / Business Enquiries contact

Business Rates
Tel: 01323 443387
Email: businessrates@wealden.gov.uk

Business Regulation Adviser
Tel: 01323 443276
Email: businesshelp@wealden.gov.uk

Economic Development & Tourism
Tel: 01892 602887
Email: regeneration@wealden.gov.uk

Environmental Health
Tel: 01323 443302
Email: env.health@wealden.gov.uk

Procurement
Tel: 01323 443350
Email: procurement@wealden.gov.uk

LOCAL BUSINESS SUPPORT:

Business Link Sussex
0845 600 9 006

Eastbourne & District Enterprise Agency
01323 413500

Sussex Enterprise
0845 678 8 867

Wealden Business Focus is published four times a year. If you would like to feature an article or raise a particular business issue for discussion, please submit details by **Friday 21 November 2008**. Please email information if possible to: regeneration@wealden.gov.uk, otherwise post to the Economic Development & Tourism Section, Wealden District Council, The Council Offices, Pine Grove, Crowborough, East Sussex, TN6 1DH.

Wealden District Council aims to provide accurate, up-to-date information, however, it does not endorse any company featured in this publication.

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www.wealdenbusinesshelp.org.uk

www.wealden.gov.uk

www.enjoysussex.info



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