

Meet the Chamber and AGM

Our annual *Meet the Chamber and AGM* is an excellent opportunity for you to come and meet other Chamber Members and hear about the Chamber's plans for the forthcoming year. This year we have the added bonus of our guest speaker being the winner of *The Brentwood Business Awards Business Person of the Year*, Fraser Donaldson from [Easigrass](#).



Fraser Donaldson winning the Business Person of the Year award

Fraser has had an interesting career in business and should prove to be an entertaining and informative speaker. Read more about Fraser and his business further on in our newsletter.

The event is open to members and non-members, with an opportunity to network over drinks before the event, and over a buffet at the end of the evening. The venue is Old Brentwoods Club in Ashwells Road, and the evening commences with drinks and informal networking on Thursday 9 May at 6:30pm. There is no charge for attending but please do register on our website in advance so that we know how many people to cater for.

We hope to see you there.

[REGISTER YOUR INTEREST](#)



ANNUAL GENERAL MEETING & MEET THE CHAMBER

WITH GUEST SPEAKER
FRASER DONALDSON FROM EASIGRASS

THURSDAY 9TH MAY
6.30-9PM, OLD BRENTWOODS CLUB

Your Voice - For Business In Brentwood

Share your views with us on anything and everything that affects business in Brentwood. If something is bothering you and you're not being heard let us know so we can use our collective voice to make some changes. We have close relationships with Brentwood Borough Council, our local MP, Alex Burghart and of course other businesses in Brentwood and would be happy to liaise with them on your behalf.

[VOICE YOUR OPINION](#)

Fraser Donaldson Brentwood Business Awards - Business Person of the Year

Fraser Donaldson from [Easigrass](#) won the award for Business Person of the Year at the Brentwood Business Awards ceremony 2023. He will be speaking at our Meet the Chamber and AGM on 9 May. Please let us introduce him to you.

Fraser shared his experience in business to date, "Prior to taking on Easigrass, my artificial grass company, I was involved with many sites/venues in the Hospitality sector. From Nightclubs and Restaurants in London, Dublin, Cannes, Dubai and Beirut, to Beach clubs in St Tropez and Cannes. Locally I was part of the opening team of the Sugar Hut in Brentwood and prior to that I was on the panel of Directors of a leisure company in the US, with over 35 venues in 30 cities across the USA. In 2015 I sold my last venue which was the Plasma Bar in Wickford and then joined (after a nice family holiday) the Easigrass company. In 2016 I also founded and still operate as a Director of a Fire Safety product company. This is now taking off across the UK and Europe having been fully CE certified in November 2022. The product is called Marine 3 Fire and is designed to help with the control and safety of wild fires which, as we have seen, has been on the increase in the last few years due to climate change."



Fraser Donaldson receiving his award for Best Business Person of the Year at the 2023 Brentwood Business Awards Ceremony.

We asked Fraser to tell us what he thought makes a good business person and he said, "I believe a good business person is someone who knows the full ins and outs of their business, has a clear vision of what they want to achieve and sets realistic, achievable goals to guide their efforts while being adaptable to the business trends they are working in. Effective leaders should be able to inspire and motivate their teams and possess strong leadership skills, including the ability to delegate tasks, make decisions, and communicate effectively. Understanding financial statements, budgeting, and financial planning - they should know how to manage finances wisely. They understand the importance of relationships and networking to gain valuable insights, partnerships, and opportunities. Clear and effective communication is essential for success in business. Understanding and meeting customer needs is at the core of a successful business. They value customer feedback, continuously improve products or services, and strive for customer satisfaction. Embracing innovation helps businesses stay relevant and competitive. It is my belief that the above traits are for any good business person no matter what business sector they are working within."

When asked about the Brentwood Business Awards, he said, "I would definitely recommend entering the awards process, but you need to want to be in it and need to believe you can win. Present well when you have your judges come and meet you, be organised and show you are truly worth winning the award. I treated the award as winning another contract so ensured I was prepared, had the right presentation and came across in a confident manner that the judges hopefully won't forget. Getting to the final is also a great way of showing your appreciation to your staff - winning an award makes it all worth while. As I said on the night, I couldn't have won this award if it wasn't for the staff and people around me. They make you the person you are."

We also asked him how winning this award has impacted his business journey and he said, "I would definitely say yes for the awards helping my business journey. The first area that it helps with is it gets you noticed as a business person and as the company that you are part of. Since November, when I won the award, I have seen an increase in people wanting to do business with a successful person and company, with my Easigrass Company seeing higher sales for the early part of 2024 against that of last year! It also boosts your own confidence knowing you are a winner, which helps immensely in a sales agenda. The second area is being part of the Chamber of commerce. The networking and relationships you build up from meeting people at the Chamber meetings is great and will be something I will continue to do in my career."



Lower Thames Crossing

Did you know that you can register your interest in being part of the Lower Thames Crossing supply chain?

[REGISTER YOUR INTEREST HERE](#)

Customer Service Excellence

Join this workshop to learn some tips on how to offer excellent customer service.

In an increasingly competitive business world often the differential is the quality of the customer service. In order to fully satisfy our customer's needs we need to understand exactly what they want - not just what we think they want. What makes this challenging is the fact that every customer wants something different! Small and medium size businesses have the distinct advantage of being able to personalise their customer service to a much greater degree.

Colin Barber will be facilitating this workshop and has many years' experience working in customer focused business in various countries.

[MORE INFORMATION](#)

Member's News



Fun Casino Night - Radio Advertising Included in Sponsorship

PhoenixFM are hosting a Fun Casino Night on 17 May at Brentwood Rugby Club to raise funds for the local Brentwood charity, SNAP. SNAP is an Essex charity for families with children and young people who have any additional need or disability.

If you are interested in sponsoring this event, the packages start from £600 for a table of 10 and includes chips, prizes and many advertising opportunities with PhoenixFM.

[MORE INFORMATION](#)



PhoenixFM 40% Discount for all Members

PhoenixFM would like to offer members of the Chamber of Commerce a 40% discount on their regular advertising campaign.

It is important that you look to advertise your brand/business so that you can achieve its full potential in 2024. Phoenix FM provides brands with a way to speak to a potential audience of 180,000 across Essex via a medium they trust with the power to enhance brand perceptions at a subconscious level.

To find out how PhoenixFM can help build your business and raise awareness for your brand, contact Steve at sr@phoenixfm.com.

The Rotary Club of Brentwood Ukraine Charitable Activities

The Rotary Club of Brentwood in collaboration with Brentwood Borough Council and Brentwood Cathedral support people living in Ukraine, along with those families who came to Brentwood to seek refuge.

This work started in February 2022 and, through various charitable events raised £11,192. Part of that money went straight to Ukraine via Rotary International to provide real help on the ground at the early part of the War. The money was also used to set up a hub at Woodlands Cafe in the Ongar Road in Brentwood. It also funded weekly English speaking classes.

Recently, they had a successful Brentwood County Council bid of £15,000. They plan to spend it on restarting the monthly hub where Ukrainian families can meet, provide support to families, assist in finding accommodation and legal costs etc.

[MORE INFORMATION OR TO GET INVOLVED](#)

Welcome to our New Members

RVLV

Crafting imaginative marketing and design to provoke awareness, stimulate engagement and generate opportunity. As a multi-disciplinary team of marketers, creatives and developers, we deliver a range of intelligent, bespoke and creative services. We become a vital part of your team, delivering initiatives that make commercial sense and add genuine value. Sublime quality without the price tag.

[CONTACT](#)



Nuclear Races is the UK's most award winning obstacle course brand. We've been hosting events since 2010 and currently have about 20,000 corporate participants (which happen all year round at Wild Forest, outdoor activity centre) and 30,000 fun runners enter into our 3 main events of the year. We also have on site Nuclear High Ropes & The Secret Nuclear Bunker which is open all year round. New to Nuclear is Nuclear Fit, the ultimate outdoor functional fitness race, for all you gym goers out there. Nuclear Races for the past decade have been championing better mental health through outdoor activities for all, no matter your age or fitness levels - this is for everyone. Have a look at our website for more information.

[CONTACT](#)



The Marillac Neurological Care Centre provides specialist care and rehabilitation for people with complex or profound disability following traumatic brain and spinal injury. Neurological injuries can have devastating life-long impacts on anyone, residents are adapting to an uncertain future, relearning what they can achieve and resetting their life goals. The MNCC is an Independent Charity (reg: 1184495) and has been caring for Brentwood and beyond since 1921.

[CONTACT](#)



Steve Roach, Executive Committee member.

Meet The Committee

We thought that you would like to find out a bit more about the members of the Chamber Executive Committee, so each month we will be interviewing a different person. This month, we have chosen to introduce you to Steve Roach.

What is your role on the Chamber Committee?

General Committee Member

Tell us about your current job.

Sales & Marketing Manager at Brentwood's award winning radio station, Phoenix FM.

What do you like about Brentwood?

I've lived in Brentwood for over 45 years now and love the different network connections, from business to sport and social.

What was your first job?

Saturday morning boy at Maynards Green Grocers in the old Precinct (now the Baytree Centre!)

What job did you think you would like to do when you were a child?

I was always into my football/sport so a sports coach/teacher.

Who do you admire in the business world?

Coming from a football background I played against David Beckham several times, I think the way he's grown his 'Empire' outside of football in the business world has been great to follow.

Have you had any mentors and if so, what did you learn from them?

My old football coach Tommy Wilson once said something that always stuck with me. Always listen to everyone's opinion, even if it's different from your own. One day you might see some advantages in their way of thinking.

What advice would you give to someone just starting up in business?

Work hard!!! I've seen a lot of people over the years starting up their own business because they like the kudos it brings. I've also seen a lot fail as they like the nice things of owning their own business but don't like the hard work it takes to make the business a success!

How do you handle set backs or frustrations?

I've been very lucky that after having a major health set back when I was 30, my family have always been in the counselling sector, so I had great support. Everyone feels bad after a setback, the secret is how quickly you can let that go and get back to moving forward again.

What are your hobbies and interests outside of work?

I love my sport and music, I also run the bar at Shenfield Cricket Club which keeps me very busy!

Who would you like to spend one day with and why?

Elvis was always my idol growing up (dad's fault for having his tapes in the car!) People said he had such an aura about him you knew he'd arrived before he even walked into the room/on stage.

Upcoming Chamber Training

11 APR Customer Service Excellence [BOOK HERE](#)

26 APR TikTok Workshop [BOOK HERE](#)

Upcoming Member Events

Rotary Club of Brentwood - Annual Charity Golf Day

13 May 2024 - Thorndon Park Golf Club.
We welcome Chamber Members to enter teams of business contacts, friends, and family, or consider sponsoring a hole at the event.

[More information](#)

PhoenixFM - Charity Fun Casino Night

Friday 17 May 2024 - Brentwood Rugby Club

[More information](#)

Upcoming Chamber Events

12 APR Business Breakfast at Marygreen Manor Hotel [BOOK HERE](#)
Sponsorship available

3 MAY Business Breakfast at Marygreen Manor Hotel [BOOK HERE](#)
Sponsorship available

9 MAY Meet the Chamber and AGM at Old Brentwood's Club [BOOK HERE](#)

16 MAY Meet the Members - The Treehouse Club [BOOK HERE](#)
Thriftwood Scout Centre, Orchard Avenue, Brentwood

Let's Connect:

Brentwood Chamber of Commerce
Town Hall
Ingrave Road
Brentwood
Essex
CM15 8AY

@BwdChamber
 @BrentwoodChambers
 @brentwoodessexchamber

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