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LEADERSHIP SKILLS IN ENTREPRENEURSHIP
PART A



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SAMMYS SENSORY PACKS

EASY TO MAKE , COST
EFFECTIVE AND YOU CAN
MAKE AT HOME WITH LESS
STRESS.

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INTRODUCTION

- My name is Sam, aged 51, married with two daughters and two cats.
- My Journey started back in 2016 when staring out through a window while I made lattes, cappuccino and flat whites for a leading chain of coffee brands.
- Having enrolled with a local college to study my level 3 and sadly losing my father at the beginning and having conversations with my family whom with this sad time lingering there had to be a glimmer of hope and so my studies carried on.
- After a year later my family experienced a emotional set back with another loss and myself months after diagnosed with a brain tumour. In recovery a medical nurse asked me what are my future ambitions and my reply was to wear a cap and gown.
- In 2021 I enrolled to do a foundation degree in Inclusive education and graduated in the summer Of 2024. Some of my dear student friends having met through studying have become teachers however that wasn't the career path for me and then decided to return to embrace with studying for a B A Honours in Early years education and care.

WHY MY CHOICE TO MAKE SENSORY BAGS

My career path and experiences with children and additional needs background, I found resources were at a high end market or companies I felt were surrounding themselves with this demand in the market and took their opportunities to in a way cash in and with the social climate not everyone is exposed to this luxury and affordability has to be considered and then the idea of a sensory pack where everyone can have accessibility or affordability to have the opportunity to have the experience to make there own and expand their ideas and adapt for their own child and even make them with their child. Every child should be able to have a chance to be able to have resources to learn and develop through early years stages and throughout.



DEVELOPMENT STAGES

How can the sensory bags help development ?

Having working with early years aged 2-3 years these years are vital to a child's development growth.

Using my experinces and resources we have within my daily working routine then through adaptions made within the activites provided then to encourage the development stages of an with a child with more sensory needs then my decision with permission of managers and guidance within the team the sensory bags and packs were gradually introduced and not just for the children whom were considered to their needs this seem to expand to all stages of development from actually engaging the children to help make them and an activity was created and inclusion to all started..

This link could be related to theorists whom ive researched along my jounery such as:-

Jean Piaget (1896 -1980), sensory motor stage, within their enviroment and sensory through experiences.

Levy Vygotsky believed that early year's development through social interaction and this could be through play or activity based.



5 Ways Sensory Play Helps Your Toddler Grow

1



**Builds fine
motor
strength**

2



**Boosts
focus and
patience**

3



**Helps
Sparks
creativity**

4



**Encourages
language
development**

5



**Supports
emotional
regulation**

COSTING AND ITEMS NEEDED COSTING

BRANDS RESEARCHED

- Breast milk bags
- Art and crafts pom poms
- Art and crafts glitter
- Art and crafts feathers
- Plain flour

RESULTS OF BRANDS

- Breast milk bags per 25 , ASDA (£3:98) TESCO (Medela £5:49), SAINSBURYS (Lansinoh £5:50),
- Craft pompoms, HOBBYCRAFT (£3:00)per 100, TESCO (£4:34), THE WORKS (£2:00)
- Craft feathers HOBBYCRAFT per 4g (£2:00), TESCO (£4:28), THE RANGE (£0:80)
- GLITTER, THE RANGE 5 pack (£1:00), HOBBYCRAFT 6 pack (£5:00), TESCO pack 6 (£3:65)
- PLAIN FLOUR 1.5kg, TESCO stockwell (£0:70), ASDA (£0:75), SAINSBURYS (£0:70).
- (ALL PRICES WERE TAKEN ONLINE 16TH FEBURAY 2026, TIME 3;40PM)

POSTAGE AND PACKAGING

LOCAL DELIVERY AND
FURTHER A FIELD. DELIVERY
BRANDS.



POSTAGE COSTINGS

Brands

Royal mail large letter - **1st Class from £1.70 1st Class Signed For from £3.60**

DHL £13:85 priced based on box number2

UPS. Starting with £8:00, for small parcel

Prices online 19 February 2026 so may vary.

THERE HAD TO BE
A WAY TO BE
COST EFFECTIVE
AND AVAILABLE
TO ALL

WHAT COULD BE DONE TO
PROMOTE THIS TO ALL.



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COSTING AND PRICING UP THE WHOLE IDEA OF SAMMYS SENSORY PACKS

- Resources needed
- Breast milk pouches ASDA -£3:98
- Plain flour Tesco. - £0:70
- And printout sheet or online cost which would be as little as - 50p per sensory subscription per person..
- Adding total all above and then divide into 25 packs £0:20.72 so rounded off to £0:25p
- Retailing at Total cost for one bag is £0:50p



DESIGN AND INSTRUCTION SHEET

- Activity title and logo
- Resources needed
- Instructions
- Cost
- Safety and hazard warning
- Age with supervision

LOGO

VIA THE INTERNET AND FINDING THE LOGO DESIGN SITE.

THE LOGO HAD TO STAND OUT AND BE VIBRANT, BOLD AND COLOUR'S AND TO REPRESENT THE PRODUCT AND TO CONSIDER NOT TO OVERPOWER THE PRODUCT.



SAMMYS SENSORY BAGS

Select sensory bag

Plain flour snowy sensory bag, glitter sparkle bag , feathery colour's bag, Tah pom pom bag and many more.

Select bag from options for example Plain flour snowny sensory bag

Resources needed : Plain flour , breast milk storage bag,

Includes instructions to do list :Adult to supervise child while playing or making bags.

1. Add 5 dessert spoons of plain flour into breast milk storage bag and seal along top.
2. Always make sure with every time used that storage bag has not broken or damaged in anyway and if damaged dispose correctly.





FEATHERY COLOUR'S BAG INSTRUCTIONS

TEAR THE PLASTIC TOP OFF BREAST MILK STORAGE BAG.

ADD THE FEATHERS PROVIDED IN PACK INTO THE BREAST MILK STORAGE BAG.

THEN USE TAP COLD WATER ONE CUP OR 300MLS.

RESEAL TOP OF BREAST MILK STORAGE BAG WITH FINGERTIPS ALONG THE TOP.(PLEASE DOUBLE CHECK THAT IT'S SEALED VIA TURNING UPSIDE DOWN OVER A BASIN OR BOWL INCASE OF SPILLAGES.

PLEASE WHILE MAKING SENSORY BAGS ADULTS ARE SUPERVISING AND ALSO WHILE THROUGH ACTIVITY AND PLAY.

TAH POM POM SENSORY BAGS



1. TEAR THE PLASTIC TOP OFF BREAST MILK STORAGE BAG.
2. ADD THE POM POMS PROVIDED IN PACK INTO THE BREAST MILK STORAGE BAG.
3. THEN USE TAP COLD WATER ONE CUP OR 300MLS.
4. RESEAL TOP OF BREAST MILK STORAGE BAG WITH FINGERTIPS ALONG THE TOP. (PLEASE DOUBLE CHECK THAT IT'S SEALED VIA TURNING UPSIDE DOWN OVER A BASIN OR BOWL INCASE OF SPILLAGES).
5. PLEASE WHILE MAKING SENSORY BAGS ADULTS ARE SUPERVISING AND ALSO WHILE THROUGH ACTIVITY AND PLAY.

GUIDELINES IN MANUFACTURING A PRODUCT

Under the legalisation of 2011 of the Toy safety, with the UK GOVERNMENT, it is required via the directive which implements that 2009/48/EC with the purpose to provide high level of toy safety .This was also updated when the Uk left Europe with Brexit and this was in 2018, and preserved in 2011, and was amended to enable to function effectively since leaving Europe. (P8, <https://www.gov.uk/government/publications/toys-safety-regulations-2011/toys-safety-regulations-2011-great-britain#conformity-assessment-and-marking-before-placing-products-on-the-gb-market>).

Another requirement also may apply before a product is placed into the UK market then a conformity assessment maybe carried out so that in accordance with manufacturing and design to be essential safety requirement. Then to determine whether or not the the product is conforming within the all requiriements and level of safety before production under the UK Governement. (p9, <https://www.gov.uk/government/publications/toys-safety-regulations-2011/toys-safety-regulations-2011-great-britain#conformity-assessment-and-marking-before-placing-products-on-the-gb-market>).



SAFETY AND HAZARDS AND ADVICE FOR SAFETY

- Always adult to supervise while making and in use, due to swallowing small pieces and product wearing overtime with usage.
- Age guidelines 2 years and upwards.
- Microplastics are tiny particles, typically smaller than 5mm, that shed from larger plastic items as they degrade.

PUTTING THE PRODUCT INTO PRACTICE

Having made my first few templates with age group of 2-3 years. The children made the bags up with resources such as water, glitter and a breast milk pouch and the second pouch was colour feathers, water and pouch. Trial worked so far perfectly as the children could see the end result and they had the play enjoyment of actually making their own toy. Overtime there could be an issue with wear and tear and bags will depreciate over time. However as long as an adult is present when the child or children are using them and it will require adult preparation



OTHER SIMILAR PRODUCTS ON MARKET



- ARGOS have a sensory pack bag pack and very priced at £13:00 from 6months upwards
- AMAZON have various sensory packs from £6:99 plus postage £3:99 and age 2 upwards
- THE WORKS have a sensory squish mat priced at £2:00 but age availability is 5 years upwards



HOW TO USE ONLINE FREE ADVERTISING AND
LOCAL COMMUNITIES

JUST BY STARTING OFF IN THE LOCAL
COMMUNITY CENTRES WITH FREE ADVENTS
AND POSSIBLY IF MORE INTEREST EXPAND
INTO LOCAL SCHOOLS AND ONLINE.
TO CONSIDER ALL OPPORTUNITIES AND NO
LIMIT MYSELF IS ANOTHER CONSIDERATION.

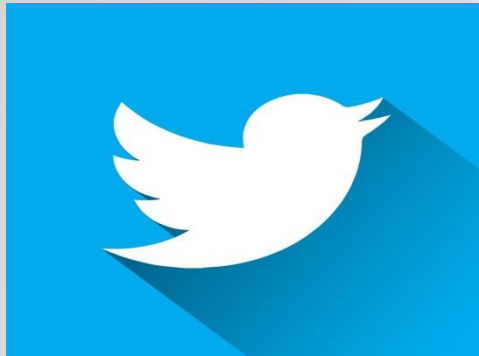
MARKETING AND ADVERTISING PLATFORM

Having a niche market on my idea a few questions to myself would be quizzed on yes might start in craft fairs or local community events,

However social media seems to be the route to expand to.

Platforms such as Twitter (X), Facebook with community pages, Instagram, Tik Tok and other social media platforms.

MARKETING AND ADVERTISING



FACEBOOK

This platform took my research towards community pages locally and craft events to even toddler groups and additional learning groups for toddlers and children.

https://www.facebook.com/groups/2725439464271615/?locale=en_GB, picture online 18th february 2026).

This a local group called was advertised through Waunarlwydd community association.

SNAP ALN playclub. Its run by local church on a Tuesday and its free.

This group is run via volunteers and parents and carers are required to stay.

Maybe a strong possibility as a start to advertise and promote.



SWANSEA SCOOP VIA INSTAGRAM

IS A LOCAL ONLINE ADVERTISING PAGE
WITH GROUPS AND OTHER ACTIVITY, AND
EVENTS.

THE SCOOP HAS BEEN ADVERTISING
ONLINE ON INSTAGRAM PLATFORM WITH
DAILY UPDATES AND DOSE HAVE A
SUBSCRIPTION

[HTTPS://WWW.SWANSEASCOOP.COM](https://www.swanseascoop.com)

SWANSEA BABY & TODDLER PLAYGROUPS 2025

1/7

MONDAY

Little Stars Stay and Play - Additional Needs 1 PM - 2:30 PM Swansea Children's Centre, Penlan	Little Tots (Flying Start) 9:15 AM - 11:10 AM Bonymaen Community Cwch
Gym Jamz 10 AM - 10:45 AM West Street Gymnastic Club	Chatterbox 9:15 AM - 11 AM Mumbles Baptist Church
Manselton Cwmbwrla Parent & Toddler Playgroup 9:15 AM - 11:15 AM Manselton Community Centre	Killay Playgroup 9 AM - 11 AM St Hilary's Church Hall
Baby and Toddler Group 9:30 AM - 11:30 AM Linden Church and Wellbeing Hub	Tycoch Toddlers 9:30 AM - 11 AM Sketty Community Church
Tircoed Baby & Toddler Group 9:30 AM - 11:15 AM Tircoed Forest Village Hall	Lambs at Caersalem 9:30 AM - 10:45 AM Caersalem Evangelical Church
Cylch Sgeti Ti A Fi 9:30 AM - 1:30 AM St Benedicts Church Hall, Uplands	Little Fish Baby and Toddler Group 10 - 11:30 AM Ebenezer Gospel Hall
Mini Movers 9:30 AM - 11:15 AM Mountain View Children's Centre, Mayhill	St Hilary's Church Tots 9:15 AM - 11 AM St Hilary's Church Hall
Coffee & Cwch Baby Group 1 PM - 2:30 PM Mountain View Children's Centre, Mayhill	Little Stars Stay and Play 1 PM - 2 PM Swansea Children's Centre, Penlan
Parent and Toddler Group 9:30 AM - 11:30 AM St David's Church, Morriston	Messy Play 9:15 AM - 11 AM Swansea Children's Centre, Penlan

Most sessions term-time only | Free or £1 - £3 fee/donation

SWANSEA
SCOOP

The best Swansea events delivered to your inbox free every week

 **SWANSEASCOOP.COM**

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*mistakes happen and classes change | Double check listing with event organiser to avoid disappointment

FUNDING AND BANK LOANS FOR A BUSSINESS OPPORTUNITY

Having to keep my options open and taking a path to research further as a just incase this business possibly took off where would the funding be available to progress.

Findings which lead to business finance for Wales, a bank set up in Wales for to benefit Wales and provides financial where options were limited and its substainable to provide ambition to the communities and possibilities to promote Wales and take it beyond.

There is also grants available through Wales and one example was on Bussiness Wales site online where you can apply for a grant, however there are conditions where needed list of evidence before you can apply such as to put up some of your own money and not to start any project without an agreement from the provider. This may be a bit obstacle and off putting and some may not be able to fund the start so may not be helpful afterall.



GOVERNMENT GRANT

Another scheme available is the government UK grant, this might guide more and help small businesses take off. Which is yes for Scotland but for Wales the only offer is for possibly help with a grant of electric van or vehicle which if the business expands this might be useful with arranging distribution local.



DISPOSAL AND RECYCLING

On ASDA breast milk storage pouch you can recycle in plastic waste, provided washed and clean before disposal.

Glitter most are biodegradable and Hobbycraft and The works are.

Flour is a food product and can be disposed through food waste collection with local rubbish providers.

Pom pom craft are plastic and recyclable with plastic waste.

Feathers aren't recyclable however can be reused for other crafts instead if not damaged.



CONCLUSION

Finally to conclude my idea of the Sammy's sensory packs with myself today I've brought some prototypes to have a look of a basic idea and thank you for listening..





REFERENCES

Government safety in manufacturing

<https://www.gov.uk/government/publications/toys-safety-regulations-2011/toys-safety-regulations-2011-great-britain#obligations-of-manufacturers>

Government conformity before being placed onto market:

<https://www.gov.uk/government/publications/toys-safety-regulations-2011/toys-safety-regulations-2011-great-britain#conformity-assessment-and-marking-before-placing-products-on-the-gb-market>

<https://developmentbank.wales/about-us/development-bank-wales>

HTTPS://DEVELOPMENTBANK.WALES/ABOUT-US/DEVELOPMENT-BANK-WALES

<https://businesswales.gov.wales/businessfinance/types-finance-and-how-apply/grants>

<https://www.find-government-grants.service.gov.uk/grants>

<https://www.find-government-grants.service.gov.uk/grants?searchTerm=business+wales&from-day=&from-month=&from-year=&to-day=&to-month=&to-year=>

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[https://www.design.com/s/logo-](https://www.design.com/s/logo-maker?code=25OFFSEM&utm_medium=cpc&utm_source=google&utm_campaign=uk_generic_logo_ai_max&utm_adgroup=logos&utm_content=795984121898&utm_keyword=logo+design&utm_network=g&gad_source=1&gad_campaignid=22717447381&gbraid=0AAAAADwF9LCR-3w_3H67vw9zVW1-6LqhB_&gclid=CjwKCAiAzOXMBhASEiwAeI4SaeChx0R2AQCsoaNOoAGDS5LIK-S6XycmILeEBG05hj06c26_3SUJ6BoCBhwQAvD_BwE)

[maker?code=25OFFSEM&utm_medium=cpc&utm_source=google&utm_campaign=uk_generic_logo_ai_max&utm_adgroup=logos&utm_content=795984121898&utm_keyword=logo+design&utm_network=g&gad_source=1&gad_campaignid=22717447381&gbraid=0AAAAADwF9LCR-3w_3H67vw9zVW1-6LqhB_&gclid=CjwKCAiAzOXMBhASEiwAeI4SaeChx0R2AQCsoaNOoAGDS5LIK-S6XycmILeEBG05hj06c26_3SUJ6BoCBhwQAvD_BwE](https://www.design.com/s/logo-maker?code=25OFFSEM&utm_medium=cpc&utm_source=google&utm_campaign=uk_generic_logo_ai_max&utm_adgroup=logos&utm_content=795984121898&utm_keyword=logo+design&utm_network=g&gad_source=1&gad_campaignid=22717447381&gbraid=0AAAAADwF9LCR-3w_3H67vw9zVW1-6LqhB_&gclid=CjwKCAiAzOXMBhASEiwAeI4SaeChx0R2AQCsoaNOoAGDS5LIK-S6XycmILeEBG05hj06c26_3SUJ6BoCBhwQAvD_BwE)

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LEVY VYGOTSKY

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<https://uk.express.dhl.com/quote/results/?postcode=&dest=GB>

https://www.ups.com/ship/basic/smallbusiness?tx=61446573992599855&loc=en_GB





ASDA BREAST MILK PACKS

SAINSBURYS BREAST MILK PACKS (LANSINOH)

TESCO BREAST MILK PACKS

NTA0MZ4OD3: GA_33BI9D36CY*CBZNZEYNTQXNTQK8ZEKZZBKDDE3NZEYNTQYM1K4JYWJGWWJGG3NZYXNDKZODA,

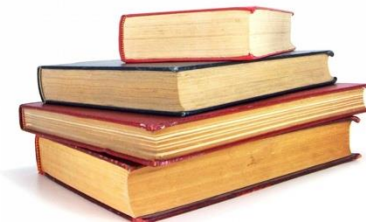
- THE RANGE GLITTER PACK OF 5
https://www.therange.co.uk/search?q=GLITTER&_gl=1*cbxzbb*_up*MQ..*_gs*MQ..&gclid=CjwKCAiAncvMBhBEEiwA9GU_fu_ZgWCBUVykMkQyJnoo8gDYyIcirYGBsYUixYbglrpjOyGorXPMXRoCDycQAvD_BwE&gbraid=0AAAAADFuktybRtnhWoRbUG58ykaBHLWjB&sort=relevance&attributes.Available_To_Order=TRUE&page=1

Hobbycraft

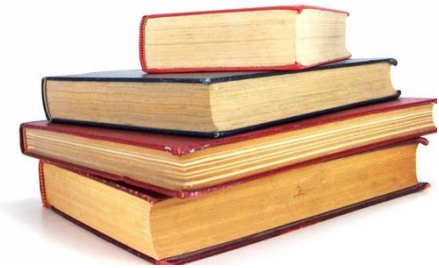
<https://www.hobbycraft.co.uk/papercraft/papercraft-embellishments/glitter-sequins/>

- TESCO

<https://www.tesco.com/groceries/en-GB/search?query=CRAFT+GLITTER&inputType=free+text>



-
- TESCO POM POMS <https://www.tesco.com/groceries/en-GB/search?query=CRAFT+POM+POM&inputType=free+text>
 - HOBBYCRAFT <https://www.hobbycraft.co.uk/assorted-pom-poms-1cm-100-pack/6744731000.html>
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BREAST FEEDING STORAGE BAGS, SMALL PARTS, SAFETY REFERENCES

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<https://www.wastetrade.com/resources/plastics/introduction-to-plastics/types-of-plastics/polyacetals-pom-recycling/#:~:text=The%20recycling%20process%20for%20Polyacetals,electrical%20components%2C%20and%20medical%20devices.>

