

## Innovative urban outreach model



GLE oneLondon has created an innovative support model to highlight the opportunities of self-employment to hard-to-reach disadvantaged communities.

Piloting in Stockwell, the model combines the support of the GLE oneLondon business advice team with training in personal development and entrepreneurship.

A key feature of the new programme are specialist language business advisers who are able to engage with Stockwell's large Portuguese community in their own language. In addition, the team are also able to speak Creole, French, Spanish and Somali.

The programme is already a success. A series of recent lively events, delivered in both English and Portuguese, were attended

by nearly 90 potential entrepreneurs. The business advice team are currently visiting each identifiable business in the Stockwell area to seek their views on the issues that are directly affecting them.

Already, four new businesses have started with the support of GLE oneLondon's Test Trade Fund, and a number of local social enterprises and Portuguese businesses are now receiving one-to-one advice and support from specialist advisers.

Each client will benefit from a series of training events together with individual workplans to ensure they gain maximum benefit from the programme.

This programme is funded under ERDF Urban II.

For more information visit [www.gle.co.uk/onelondon/stockwell](http://www.gle.co.uk/onelondon/stockwell)

## GLE is moving

From a small team of less than 20 in 1992, GLE has grown to employ over 200 people in London, around the UK, Brussels and Prague. Due to this expansion GLE has taken space at New City Court close to its existing London Bridge Park Street offices which are being retained. The premises will provide a new spacious head office facility to accommodate the growing needs of the Group's businesses.

GLE is pleased to welcome the oneLondon managed UK Trade & Investment International Trade Team to New City Court.

The new head office address is:  
New City Court  
20 St Thomas Street  
London SE1 9RS

All email addresses and phone numbers will remain the same.

Ideally situated next to London Bridge Station, New City Court will offer a range of meeting room facilities available for external hire.

For more information, please contact [mail@gle.co.uk](mailto:mail@gle.co.uk)

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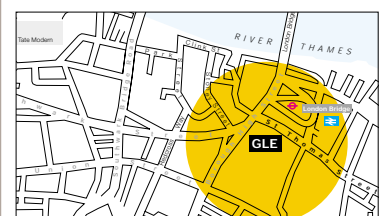
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# GLE sponsors Europe's SME community



GLE is delighted to have been an active participant and main sponsor of the sixth annual European Business Angel Network Congress 2006, which provided a forum for discussing the needs of angel investors and entrepreneurs across European nation states.

The two-day Congress took

place at the prestigious Prague City Hall in early April, bringing together nearly 200 delegates from Europe's public and private sector to explore and debate current angel investment patterns across Europe.

Attracting 35 expert speakers from across the world, the event was highly successful. David

White, Director for Innovation Policy in the European Commission discussed the role of public authorities in encouraging angel investment, while US expert, Jeffery Sohl, from the University of New Hampshire, Center for Venture Research highlighted international trends in US business angel networks.

Speaking at the event, GLE Chief Executive Martin Large, said, "GLE is delighted to be sponsoring the sixth EBAN conference as we are deeply positive about both Europe and the future and significance of angel investment."

GLE's ongoing interest and active involvement in angel

funding and the SME equity market is reflected in its London Business Angels Network and the London Seed Capital early growth fund. GLE Growth Capital's Managing Director Anthony Clarke was also re-elected as EBAN President for another two years at the end of the Congress.

GLE recognises the value of transnational partnership working, illustrated through its long standing membership of EURADA which has enabled it to actively share experience with other regions across Europe to contribute to new developments in EU regional policy.

## GLE sponsors small business growth

GLE is pleased to announce that it will be co-sponsoring the 2006 British Business Angels Association (BBAA) annual conference which is being held at the prestigious Royal Bank of Scotland's offices in the heart of the City on 12th and 13th June.

The BBAA conference aims to raise the profile of business angel investing, supporting quality standards and best practice by recognising investors, practitioners and businesses that have made a significant contribution to the development of the angel investment market and SME growth in the past year. A range of high level speakers are already confirmed for the event, from the Chair of BVCA to the Parliamentary Under-Secretary of State for Competitiveness to US business angel network guru John May. There will also

be a number of dynamic panel debates providing opportunities for all those interested in the work of business angels to come together to discuss new developments, emerging trends and future issues in the equity investment market.

Martin Large, Chief Executive, said, "Supporting this event is another illustration of our substantial commitment to providing support to small businesses across London and the UK. Following the conference will be a dinner and award ceremony to recognise the achievements of some key practitioners in this area."

For further information about the conference or BBAA please visit [www.bbbaa.org.uk](http://www.bbbaa.org.uk) or contact [liz@bbbaa.org.uk](mailto:liz@bbbaa.org.uk)



## Furniture on the Street makes its mark

Old Ford Housing Association, based in East London, has established a street furniture social enterprise with funding received through the ALG-ESF Co-Financing Programme, which is both managed and supported by GLE.

"Furniture on the Street" aims to employ local people who have completed their ALG-ESF funded Furniture Design and Build course.

The enterprise's first bench has been supplied to Camden Council for St Martin's Gardens, a small inner city park where drug dealing and other forms of anti-social behaviour are being tackled. One of the young designers, Idris Mumin, who lives opposite the park said, "I can't believe it, when I go into the park I will think, I designed these!"

The business can supply other local authorities and



Designer Idris Mumin with a model of his bench

housing associations with outdoor furniture made from timber reclaimed from London demolitions which would have been destined for landfill.

For further information contact Rick Levene on 07974 330 876.

# Over 200 SMEs take Gateway to global success

A GLE oneLondon project that helps London businesses add the overseas string to their bow has succeeded in aiding over 200 companies during its intensive two-year term.

The Global Gateway2Trade project, which was supported by the European Regional Development Fund and Government Office for London, closed in April 2006. The project helped 86 firms with more than 25 hours of assistance, training and overseas experience; a further 132 were advised in taking their first steps towards international trade.

Seminars, trade shows, workshops, targeted market research and extended visits to Paris, Prague and Barcelona were some of the tools used to help the SMEs.

A majority were from Black, Asian and Minority Ethnic

communities and located in EU "Objective 2" areas such as Hackney, Haringey, Tower Hamlets, Newham, Enfield and some in Brent, Ealing, Hammersmith and Fulham, Islington, Waltham Forest and Greenwich.

Sarah Runge, Ketty Moseshvili, Irene Jeffery, Jeanette Langi and Durmish Guri worked on the project, which helped businesses in the creative (including fashion), food and drink, health and beauty, media, ICT and other sectors.

A key obstacle was reaching the right firms that were ready for help and keen to make the step from established small business to growing entrepreneurs with overseas markets or suppliers.

Smaller enterprises have few resources and for some working overseas is simply too big a step to take alone. The project's



GG2T at its final event aiding BAME creative industries

success was based on breaking down its services into easy-to-absorb modules and focusing help on the areas that were most needed.

The GG2T team would like to thank their partners Adornment, Tottenham Green Enterprise Centre, East London Small

Business Centre, Southall Regeneration Partnership, Hammersmith and Fulham Business Enterprise Agency (BEC), with the main contribution from HBV Enterprise and Enfield Enterprise Agency.

For more information, please contact [sarah.r@gle.co.uk](mailto:sarah.r@gle.co.uk)

## LNet entrepreneurship conference

After two successful thematic workshops, dedicated to social enterprise and innovation, the LNet partners are now preparing the third and last one, focusing on entrepreneurship, the other key-theme of this GLE-led European network project.

Scheduled to take place in Amsterdam over three days, 27th, 28th and 29th June, the event will be hosted by LNet's Amsterdam and Prague partners and will include a public conference and presentations of successful case studies from the partner cities. Participants will also be given the opportunity to engage in grass roots activity by taking part in a study visit to a number of relevant local



Eva De Klerk presenting to a packed audience

development project sites in and around Amsterdam. Two interactive workshops on the third day will further develop the "entrepreneurship toolkit", one of the key outputs that the LNet

project partners will present to the European Commission at the end of the project.

For more information, contact [amana.f@gle.co.uk](mailto:amana.f@gle.co.uk) or visit [www.thelearningnetwork.net](http://www.thelearningnetwork.net)

## FFG application round

The new application round for accessing grants of up to £10,000 through the Fast Forward Grants 2006-07 programme is now open.

Approximately 60 grants are available across London and the deadline for applications is Friday 26th May at 17.00. In order to promote the new grant programme GLE is running two identical workshops to explain the application process. The first was held on Tuesday 25th April and the second is being held on Wednesday 10th May.

You can download the FFG application pack and find further details of these events at [www.gle.co.uk](http://www.gle.co.uk)

**FastForwardGrants**

# LDA<sup>2</sup> funded project manager awarded honorary MBE

A fashion entrepreneur who founded her own company to help support young designers predominately in disadvantaged communities has been awarded an honorary MBE in recognition for her services to fashion design and small clothing manufacturing companies.

Ms Doreen Adusei founded Fashionworks in 1994. The non-profit-making consultancy receives funding from the LDA Local Development Actions (LDA<sup>2</sup>) programme (managed by GLE) for a project to establish a fashion manufacturing skills training centre to support long-term unemployed people

with design degrees, targeting BAME groups and women. Through the high level skills training provided, the project has created 27 businesses, helped 11 people into employment, and safeguarded the employment of a further 19 people.

The award was made on behalf of the Queen by Trade and Industry Secretary Alan Johnson. Speaking at a special ceremony at Lancaster House, Alan said, "You have made an outstanding contribution to the fashion design and clothing industry for more than 20 years. Your wish to combine your creative and academic skills with giving something back to

the community, particularly disadvantaged communities, led to the Fashionworks initiative in 1994. With the backing of the Islington Training Network and funding from the public and private sector, you continue to provide a unique source of design, technical and production consultancy and support to the industry."

The GLE managed LDA<sup>2</sup> Programme has provided funding for more than 100 projects across London under four key economic development strands.

For further information about Fashionworks contact [doreen@fashionworks.org.uk](mailto:doreen@fashionworks.org.uk)



Doreen Adusei of Fashionworks receiving her MBE from Trade and Industry Secretary Alan Johnson

## INSPIRE network promotes the innovation potential of London's BAME entrepreneurs



Chair Mel Barrett, LDA; media entrepreneur Ramon Woolfe; and PR and lifestyle guru Lynn Franks at the debate

In the past year GLE oneLondon has been delivering a project funded by the LDA INSPIRE programme that brings awareness to London's Black, Asian and Minority Ethnic food businesses of the

benefits of innovation in growing their business.

Linking with other INSPIRE projects, GLE oneLondon is now leading the new INSPIRE Innovation Network. This has been set up to share best

practice and act as an important interface between London's diverse business communities and the resources of London's Knowledge base (HEIs, large corporates and intermediaries). The Network, funded by the LDA, brings together GLE oneLondon (expert in BAME SMEs in the food sector); Salon Strategies (supporting the cross-cultural ethnic hair and beauty sector); Global Women Innovators and Inventors, and works in association with Greater London Access on Disability (GLAD). Over the past six months the Network has been organising a range of interactive events with great success. The latest lively roundtable debate, held at the Commonwealth Club on Tuesday April 4th, attracted over 90 delegates from a wide range of agencies, intermediaries and

representatives of the business community.

Chair of the event Mel Barrett, Director of Business Support at the London Development Agency (LDA), commented, "Businesses from London's diverse business community need positive role models and services to suit individual needs. They need access to opportunity to grow their business in a commercial way rather than help."

The panel of five expert speakers, including Lynn Franks, Ramon Woolfe, Brent Richards and Maria Dramaliotti-Taylor, then highlighted a range of issues relating to London's innovation, entrepreneurship and creativity as well as the challenges of growth and accessing relevant resources and support.

A report of the event is available at [www.i-innovation.net](http://www.i-innovation.net)

# GLE to teach in a Czech university

GLE's Prague office has been invited to cooperate with the Charles University of Prague, the most prestigious university in the Czech Republic, to assist in the education of future leaders in Czech civil society development.

In February GLE began a series of lectures on European funding and European project management to students of the Department of Civil Sector Studies within the Faculty of Humanities at this acclaimed institution.

Established in 2001, the Department of Civil Sector Studies, led by Ms Marie Dohnalova, is not only unique to the Czech Republic, but also to other countries in post-communist Central Europe. It is the only Czech institution that provides postgraduate academic education that is recognised by the State for future leaders of Czech non-governmental organisations (NGOs).

Offering a two-year MA study programme aiming at strengthening the democratic values and practices in the Czech society, the Department of Civil Sector Studies encompasses a wide range of disciplines, such as NGO accounting, public relations, economy, law, and history of the civil society in the Czech Republic, the EU and other post-communist countries.

In this framework, GLE has been invited to share its in-depth knowledge of European funding streams and its practical experience in managing European-funded projects and programmes with Czech students to prepare them for the challenges they will face or are already facing in their professional lives.

Through regularly publishing literature and study materials the Department of Civil Sector Studies is very active collaborating with a wide range of institutions in the Czech



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The Charles University buildings are in the heart of Prague

Republic, the EU and the USA, such as the British Council, the Czech Foundation for Civil Society Development (NROS), and the Fulbright Foundation.

For further information on GLE lectures and activities in

European project management, contact Nathalie Guri at [nathalie.g@gle.co.uk](mailto:nathalie.g@gle.co.uk)

For further information on the Department of Civic Sector Studies, visit [www.fhs.uni.cz/kos](http://www.fhs.uni.cz/kos)

## Two reasons to celebrate

### Fast Forward Grants projects

**The annual celebration of successful Fast Forward Grants projects is being held on Thursday 4th May at Glaziers Hall.**

The event will highlight and celebrate the achievements of organisations and beneficiaries who have participated in the Fast Forward Grants projects of 2005–06.

The wide variety of projects range from multimedia and theatre to computer training and self employment advice and support – all projects have

continued to provide valuable support to beneficiaries for personal development, signposting and linking to other appropriate progression routes.

Several organisations will take the opportunity to present their projects to each other and to share their successes and challenges. There will also be plenty of opportunities to network with the groups.

For more information visit [www.gle.co.uk/consulting/FFEvents.htm](http://www.gle.co.uk/consulting/FFEvents.htm)

### Living Learning achievements

**The GLE-delivered Living Learning programme will be taking the opportunity to celebrate the achievements of its participating projects on Monday 22nd May at the Hellenic Centre.**

The Living Learning programme was developed to serve unemployed beneficiaries who are currently not engaged in any other formal learning programme.

The first year report of the programme will soon be available and initial results are

very encouraging; a total of 43 organisations from across London were funded between 2004–06. This event will highlight their successes in moving beneficiaries closer to employment.

For more details please visit [www.gle.co.uk/consulting/LL-Events.htm](http://www.gle.co.uk/consulting/LL-Events.htm)

Funded by:



# New Commercial Development Loan Facility available

In order to more effectively meet the needs of its clients GLE's investment company Independent Growth Finance (IGF) has launched a Commercial Development Loan Facility.

Clients will now be able to benefit from a flexible, tailored loan facility when additional finance may be required over and above that provided through their invoice finance facility.

Clients will now be able to access loan facilities for providing additional capital, starting a new business, capital expenditure, vehicle or plant

finance, or refinancing and restructuring the balance sheet.

IGF has created a fully flexible facility with a range of options for clients to choose from. This means that clients can draw the loan down in stages, reduce their payments for a period, or take a capital repayment holiday, all with no penalties for early or partial repayment.

Mark O'Neil, IGF's Commercial Director said, "The launch of our Commercial Development Loan facility further broadens the product range we are able to offer to existing and new clients,

delivering a 'one stop shop' of tailored and service-focussed financial solutions to every business, providing a real alternative to the high street banks."

In addition to the new service, IGF continues to provide sales ledger management and invoice finance packages to businesses countrywide, via factoring and invoice discounting. IGF is also able to supply its clients with payroll services, bad debt protection and direct debit facilities and offer a debtor recovery service for Licensed Insolvency Practitioners.



Mark O'Neil, IGF Commercial Director

## Enfield's new Riverwalk Business Park

GLE Property Developments is currently working in collaboration with the London Development Agency (LDA) to construct a 50,000 sq ft small unit industrial scheme to accommodate small businesses in Enfield.

The 1.8 acre site in the Brimsdown Industrial area of Enfield is the first of three planned for this location developed by GLE in a Joint Venture Partnership with the LDA.

The currently derelict site is to be transformed into a high quality business/industrial scheme offering 19 units ranging in size from 1,500 to 4,350 sq ft and tailored to suit Enfield's small business needs.

Located off Jeffrey's Road, running parallel with Mollison Avenue (A1055), Riverwalk Business Park is ideally positioned for any business with its easy connections to the A10/M25, the North Circular,



Artist's impression of the proposed scheme

overground and underground rail links.

Chris Rushton, Managing Director of GLE Property Developments, says, "With strong initial interest in a number of units the popularity

of the development is highly encouraging for all concerned. This is the start of what we envisage to be a number of successful developments within Enfield and we are hoping to secure further sites in North

London."

The Riverwalk Business Park development is due to complete at the end of 2006.

For more information visit: [www.riverwalkbusinesspark.co.uk](http://www.riverwalkbusinesspark.co.uk)