



GLE leads regeneration boost for European cities



GLE has won more than €560,000 from the European Commission to set up a European Learning Network to promote enterprise in deprived urban areas. Working with the London Development Agency and partners in Amsterdam, Hamburg, Milan and Prague, GLE will develop new approaches to promoting enterprise, including practical toolkits and how-to guides.

Barriers to enterprise such as problems in accessing finance, insufficient business support, or lack of skills and knowledge, continue to persist in deprived neighbourhoods. While enterprise promotion has played an effective role in addressing such barriers there is still a considerable gap in identifying best practice and developing practical local tools to support new initiatives. The Learning Network aims to help fill this gap and provide a forum for senior economic development professionals across Europe.

The Learning Network will focus on three themes:

- the enterprise gap and the impact of public investment;
- innovation; and
- social enterprise.

Partners will analyse how economic development interventions can have more impact through effective project development, implementation and management by local authorities and other agencies.

The Network will be launched at the Tate Modern conference centre in November. An interactive website, frequent newsletters and policy bulletins are planned, as well as research papers. Further conferences and seminars are planned in the European partner cities. The Network's final conference will be in London in September 2006.

To register for events and publications, or for more information, please contact LNET@gle.co.uk or telephone Network Coordinator Delphine Michel on 020 7940 1564.

GLE supports business innovation

GLE is encouraging the London Chamber of Commerce Business Awards to celebrate commercial enterprise and excellence, by sponsoring the award for Business Innovation.

GLE's Chief Executive Martin Large commented that "Given our involvement and interest in innovation and enterprise, we felt this to be very appropriate and we are looking forward to the results."

The judges were looking for evidence of real originality that has had a significant impact on the business success of the winning company. The winner will be the business that best demonstrates an innovative approach that has come from within the company, which either radically changed an established practice or introduced a new practice to achieve substantial performance improvement in areas such as revenue growth, job creation, cost reduction, quality/service improvement or greater yield from the assets of the business.

The award ceremony takes place on 11 November 2004. For more information visit www.londonbusinessawards.co.uk

LONDON
BUSINESS
AWARDS
2004

In this issue

GLE leads EU study of population mobility
page 2

Europe's largest investment readiness programme delivers British results
page 2

"Dynamic" addition to the GLE Group
page 3

GLE assists NBAN's transition to trade body
page 3

Global launch of Gateway2Trade
page 3

Positive about disabled people
page 4

ALG European Service
page 4

GLE leads EU study of population mobility

London boroughs are increasingly concerned about the issue of population churn and transience in their area.

Less prosperous neighbourhoods are experiencing a high turnover of residents, with significant implications for local services, quality of life and community cohesion in the area.

Discussions with the Association of London Government and GLE's partners in Berlin, Paris and Brussels resulted in a bid to the European Commission for funding for a study of population mobility in the four cities.

A GLE application to the EU URBACT programme was successful: GLE received the maximum grant for the first ever

study funded by the programme.

The study focuses on analysing the impact of population mobility on service provision by local authorities in large urban areas. It also addresses how changing demands are influencing the shape of services and their costs.

The study will recommend new policy tools to improve local service delivery, improve understanding of the issue, and provide a basis for discussing cost implications with government. Research is under way to identify and address the factors contributing to high population churn, the sustainable development of urban communities and to the successful tapping of the



potential of deprived city neighbourhoods.

A London position paper on population churn and initial research will be presented at a

seminar on 26 October. For information on the seminar, contact Nathalie Guri on 020 7940 1546 or email nathalie.g@gle.co.uk.

Europe's largest investment readiness programme delivers British results



Over 200 early stage companies have been given the opportunity to directly interact with investors through GLE's ready4growth access to finance programme.

Through a series of intensive workshops, it has successfully

delivered to the UK on the three objectives of the European Commissions e-Content programme:

- Raising the capability of entrepreneurs;
- Facilitating access to investment; and
- Increasing investor

confidence in the digital content sector as a whole.

Participants gained first-hand experience from successful entrepreneurs and engaged in debates with expert panels on funding issues.

The success of the programme is attributable to the fact that the whole workshop is delivered by real industry specialists from leading accounting, legal, HR, marketing, corporate finance, PR, sales and business planning and IT organisations.

Early findings indicate that as a direct result of attending these workshops over 70% of participants rewrote their business plan and over half also changed their strategies. Some 36% of the participating companies successfully raised

equity risk capital and over one third of the companies accessed other sources of finance including debt and grants.

The final results of the international ready4growth programme (including results from Spain and Cyprus) will be disseminated to the European Commission and a wider audience of European dignitaries and members of the European Business Angel network at an event to be held in Brussels on 13–14 December 2004.

Application details and further information are available on the programmes website www.ready4growth.com



GLE assists regeneration in Islington

A unique project has brought regeneration and new life to Islington with support from GLE. In place of an ugly, vacant site there is a vibrant, good-looking new addition to the local street scene.

Five years ago, the then GLE Chief Executive, David Walburn, launched a relocation project with The Medical Foundation for the Care of Victims of Torture, of which he was a trustee.

GLE's portfolio contained a site at Isledon Road, Islington. While it was an awkward shape, close to residential housing, these shortcomings provided an affordable solution to their restricted budget. After David Walburn resigned from the Trustees Martin Large, then



Architects RyderHKS Photo © Colour (Landscape Artists)

Managing Director of GLE Properties, negotiated the sale of the site.

Once the deal was closed GLE Properties gave advice and support in close partnership with the Foundation to help bring the project to fruition. The architect, Paul Hyett, was introduced by GLE and further assistance was provided

through both the planning and the construction processes.

As a result the premises have been dramatically upgraded to a location more suitable for its needs in an innovative, modern and attractive building. The new building was completed on time and on budget and opened its doors to clients in the summer of 2004.

"Dynamic" addition to the GLE Group

GLE has acquired Dynamic Commercial Finance plc, a factoring and invoice discounting company providing finance to SMEs.

Martin Large, CEO of GLE comments: "This acquisition is an excellent strategic move for GLE and our existing factoring and invoice discounting subsidiary Independent Growth Finance (IGF) at a time when there is a trend towards consolidation amongst smaller finance providers. We are very pleased to be working with the team at Dynamic. IGF and Dynamic have a combined client base of well over 500 SMEs for whom we will now be providing over £50 million of working capital."

GLE assists NBAN's transition to trade body

The Board of National Business Angels Network are restructuring the organisation into a member-run Trade Body, with GLE assistance.

Anthony Clarke, Managing Director of GLE's London Business Angels, has been appointed Chairman of NBAN.

Anthony comments, "NBAN has made a great deal of progress in raising the awareness of the benefits of business angel investment and promoting the market, including lobbying and informing Government, resulting in a level of activity unheard of in the rest of Europe. Its move to a trade body, representing the UK's Business Angel Networks, will significantly assist the growth of the angel investment market."

NBAN has moved to GLE's offices in Southwark Street



where they are now providing back office secretarial, administrative and accounting support during the transition stage, under direction of the new Board.

The DTI's Small Business Service is continuing to support NBAN together with a number of existing sponsors. Nigel Griffiths, Minister for Small Firms said: "Business angel investment is critical to the success of many SMEs and it is growing in impact. NBAN has already done a great deal to support the development of this sector. We are pleased GLE has been able to help them through the next stage."

Launch of Global Gateway2Trade

A new project to prepare black and ethnic minority owned businesses for international trade was launched at South Africa House on 5 October.

Global Gateway2Trade, a project led by *oneLondon* in collaboration with UK Trade & Investment, was formally opened by Sir Gulam Noon, Chairman of Noon products, whose ready-made Indian food products are exported to Belgium, France, Italy, Scandinavia, and Spain.

Global Gateway2Trade clients receive one-to-one advice and participate in workshops and seminars to supply them with the resources and confidence to compete in international business. This includes "How to Get Paid", "Protecting your Ideas: How to Safeguard your Intellectual Property" and a full-

day "International Trade Toolbox", all of which are running in conjunction with six Enterprise Agencies in North, East and West London.

Global Gateway2Trade is also developing relationships with food and creative industry clusters to deliver sector-specific advice sessions and seminars about marketing, labelling and market entry strategies. This approach allows companies to learn from one another through seminars, networking events and participation in local trade events.

Global Gateway2Trade is funded by the EC until 2006. Contact Irene on 020 7940 1519 or visit www.gle.co.uk/onelondon/gg2t



Positive about disabled people

GLE is pleased to announce that it has been successful in its application to the Employment Service and was awarded the Disability Symbol at the end of July.

In future this symbol will be on our recruitment literature and advertising. It will be a further way of demonstrating our commitment and positive approach to employing people with disabilities.

It has always been a part of GLE's Equal Opportunities Policy that our recruitment policy is based on equal treatment for all employees and job applicants and any employment decision is based solely on an assessment of a person's capability and not on generalised concepts about the characteristics of any group.

This is timely with regard to changes to the Disability

Discrimination Act coming into effect on 1 October 2004 to widen the scope of the 1995 regulations to cover smaller companies who were not previously bound by the Act and to make the legislation more enforceable.



Publications

GLE Annual Review

The GLE Annual Review and Report and Accounts are now available.

Chief Executive Martin Large said: "This has been a year when the Company has not only produced a very good level of profits but also a record increase in its value. It has continued to develop throughout the range of its operations diversifying the sources of its income and contributing to economic development in London."

Copies of the Annual Review can be downloaded from www.gle.co.uk or contact GLE on 020 7403 0300.

Guaranteed quality procedures



GLE has achieved AFAQ-EAQA certification ISO 9001 for its activities in the provision of consultancy and services to Government bodies and organisations to support SMEs and local/regional economies.

This achievement is the result of many months of dedicated work within our organisation,

involving all of GLE's staff.

The assessment process was carried out by AFAQ-EAQA, part of one of the world's leading certification bodies, the AFAQ Group. The certification process includes a thorough analysis of our management system and enables us to guarantee the quality of the procedures we have in place.

Achieving certification required a concerted effort for all those involved and will continue to do so, because ensuring quality is an ongoing process. The high standard of

excellence and efficiency that we demand of ourselves were fine tuned during certification and we are well prepared for future challenges. We are proud that our efforts have been recognised and that we can share the benefits of this achievement with all our clients and partners.

This certification represents a further step forward in our professional relationship and demonstrates that we are continually striving to ensure that our relationship is based on trust and high performance.



Capital cities part 2

GLE's Brussels office has published the second in a series of reports on the European Union's capital cities.

Focusing on the ten new member states, the study:

- Summarises approaches to governance and devolution;
- Outlines the cities' political and administrative structures;
- Provides a socio-economic profile of each city.

This new report promotes the mutual knowledge and understanding that is the first step towards effective cooperation between cities and clarifies the complex structures and powers at local and regional level.

Copies of the report are available on www.gle.co.uk or email europa@gle.co.uk

ALG European Service supporting boroughs' quest for Objective 3 success

GLE's European Team is providing training and support to local authorities and the community and voluntary sector to access funding for employment and training projects in the new round of European Social Fund programmes. More than £400 million is available for projects across London.

More than 60 delegates

attended a seminar and workshop on the £7 million Association of London Government's programme which helped delegates develop project ideas and get to grips with complex application processes. In September, staff from GLE with expertise in Objective 3 ESF delivered seminars to assist delegates with their applications under the

ALG and LSC Co-Financing programmes. Delegates were able to access one-to-one support with putting together quality applications.

The next seminar will focus on the London Development Agency's programme. For further information and to reserve a place, please contact Rachael McCorriston on rachael.m@gle.co.uk