

INDEPENDENCE DAY for the ABA!

On the 16th June 2003, the ABA became a company limited by guarantee, known as Asian Business Association Limited. As a result the ABA is now a 'legal entity' in its own right and the organisation can now enjoy a greater amount of autonomy and responsibility for its actions.

This new legal status will enable the ABA to access funding sources, utilised for the support of Asian owner-managed businesses in developing their activities and enhancing the competitiveness of their enterprises.

The ABA could not exist without the active participation and support of its members. If you are an Asian owner/manager, becoming a member offers many benefits:

Membership of the Asian Business Association entitles you to essential services that could mean the difference between success and failure.

For example:

- Member Representing and Lobbying
- Financial and Practical Support
- FREE business advice support and information
- Seminars and events on business related topics
- Business training opportunities
- Networking opportunities and Social Event

Members are also invited to become actively involved in the management of the ABA. In order to stand for any of the positions on the Management Board, it is essential that an applicant is a member of the ABA.

Further details can be obtained by contacting Anwar Choudhry on 0161 615 5034 or you could e-mail him at anwarchoudhry@abauk.org

ABA 2003 AGM

Monday 1st September

Once again, the ABA's Annual General Meeting is upon us. The ABA's change in status, promises to invigorate a renewed sense of purpose to proceedings. As a business association, the ABA actively seeks to promote the interests of local businesses. To succeed in this aim, it is important that the Association ensures its many members are kept abreast with its developments and creates opportunities for quality networking, and sharing of ideas and best practice. Similarly, it is vital for the ABA management to identify and understand the needs and concerns of its members.

Therefore, we cordially invite you to attend the ABA's AGM. We see the AGM as a distinctive business forum that examines the significant issues impacting businesses today as well as identifying key challenges for the future. This AGM will also provide you with an opportunity to gain insight into the ABA in terms of:

- Key priorities for serving the Asian business community
- Strategy and activities in pursuing these priorities
- Progress achieved by the ABAs Management
- Discover how you can help shape the role and future of the ABA



We strongly urge you to register as soon as possible to guarantee your place at this important business meeting.

We would be delighted if you would accept this invitation to join us. Should you be unable to attend personally, we would encourage you to forward our invitation to other colleagues in your organisation.

All Asian owner-managed businesses will be receiving details of the AGM in the coming weeks.

Date: Monday 1st September

Time: 6.00-6.30 start

(light refreshments will be served)

**Venue: 1st Floor Meeting Room,
Union Street, Oldham (above Café Lahore)**



ABA's Business Support Manager is Anwar Choudhry. He joined the ABA in January 2000 with the remit to help and support the organisation in its development.

In addition, Anwar also has the responsibility to help and support the Asian owner-managed businesses in Oldham as well as offering help and advice to individuals looking to start their own ventures.

Anwar has extensive knowledge and experience of helping and supporting businesses. He has worked in this field since 1993 when he joined the Falcon Enterprise Centre as the Ethnic Minority business adviser. In this capacity he was instrumental in helping to start many local businesses by members of the ethnic minority communities and creating new jobs. Most of these businesses are now well established, trading successfully and have created additional jobs for local people.

He has a business background and has run many family owned enterprises successfully, but decided to change direction and entered the field of business support. Anwar holds an honours degree in Public Administration and since starting work in enterprise support, has taken many short courses to enhance and develop his skills so that businesses can

be better supported. More recently, he has undertaken study at Oldham College and gained a teaching qualification as well as acquiring a certificate in Advance Food and Hygiene. Thus enabling him to become one of few accredited multi-lingual trainers in the field of food hygiene with the Chartered Institute of Environmental Health (CIEH).

Anwar is keen to help and support any existing business with their individual needs as well as helping individuals looking to exploit self-employment opportunities as a way of creating employment for themselves. Moreover, he is eager to work towards developing the capacity of existing businesses and help them become more competitive and enhance their sustainability.

For Further details please contact:

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Tel: 0161 615 5034
Fax: 0161 620 0030
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Email: anwarchoudhry@abauk.org

“SUPPORTING YOUR BUSINESS IS OUR BUSINESS”

New DEAL for Employers

Pictured left to right
Andrea Horsley,
Muhammad Jeewa
and Mohammed Shahid



New Deal is a key part of the Government Welfare to Work strategy. It gives New Deal job seekers aged 18-24, 25 plus, 50 plus and New Deal jobseekers with disabilities a real chance to develop their potential, build skills, gain experience and find work. It also provides a great opportunity for businesses to make use of the untapped energies and talents of a new labour force. Nationally, more than 90,000 companies have signed New Deal agreements so far.

As an employer your business can make an important contribution to local employment whilst gaining a number of benefits:

Committed, motivated job seekers who are right for the job

Weekly subsidies of between £40 and £75 (dependant on the employees age and hours of work)

£750 towards the cost of training (New Deal 18-24 only)

Success for Business and New Deal

The combination of new skills, financial support and the opportunity to tackle skill shortages through New Deal can make a real difference. Locally over 300 businesses have benefited by signing up to New Deal since it began in 1998.

One local business that has benefited from New Deal is Sidhu Financial Services. They are a mortgage broker and general insurance company based at 151 Union Street, and have employed Muhammad Jeewa through New Deal from 13th January 2003.

Muhammad Jeewa, 23, came on to New Deal after a period of unemployment lasting 6 months. Prior to this he had 3 years experience as an office clerk in an Ashton company before being made redundant. He already had CLAIT and GNVQ Business Administration qualifications. His New Deal adviser worked closely with him to identify suitable jobs and he also attended a 2-week course which covered all aspects of job hunting. Muhammad said: "New Deal is a great help. I was able to get training in how to correspond and

present myself to employers using job hunting techniques."

Mohammed Shahid, Company Owner, said "It has been helpful in financial terms to get the subsidies from New Deal. I am happy with Mohammed Jeewa's work and attitude. I would definitely use New Deal again and I have found it to be a good experience."

Mohammed had some office experience before starting the job and his employer was able to build on this and is pleased with the way he has grown in confidence over the last 5 months.

If you think your business could benefit in this way, your first step is to contact Andrea Horsley, Marketing Officer for Oldham Jobcentre, who will arrange to meet with you in order to discuss your requirements.

Ring Andrea on 0161 253 3556 or email andrea.horsley@jobcentreplus.gov.uk



The Mentoring Plus Project for young people is currently training members of the local community to befriend and provide ongoing assistance to young people under the supervision of Oldham Youth Offending Team (YOT). The project is a partnership between OEBGS (Oldham Education, Business and Guidance Services), Oldham YOT and local voluntary organisations.

Through the project, young people identified by YOT workers as being likely to benefit from mentoring will be matched with volunteer mentors from their own community. As Mentoring Plus Co-ordinator Kashif Ashraf from OEBGS explains: "The project recognises that some young people are at risk of isolation in the community due to estrangement from family and limited support networks. Mentoring Plus aims to provide additional emotional and practical support for vulnerable young people to help fill that gap."

All volunteer mentors, including Shafaat Chaudhry, Akhtar Zahid, Shahid Jamal, Mohammad Asif and Mohammed Akram from the Asian Business Association, are currently in the process of receiving training to prepare them for their new role as mentors. The training is delivered by Paul Craven, Director of Bradford Police Club for Young People, who has trained more than 150 mentors over the last three years. According to Paul:

"The training aims to enable adults to identify their own skill and experience base and find out how to use these in a one-to-one relationship with their mentee. It covers issues such as child protection, mentors in our lives, listening and communication skills, teenage development and values.

"The programme is delivered in a fun and safe environment. You do not need to be an experienced worker to be a good mentor, we are looking for people with good common sense and a caring attitude to young people."

Mentoring is about enabling the mentee to problem solve through listening, supporting, providing information and exploring options. In addition to benefiting the mentee the process should also be rewarding for the mentor as well. As Kashif Ashraf explains:

"We fully expect Mentoring Plus to make a difference to our volunteer mentors as well as the mentees. While each mentee benefits from their mentor's experience, their mentor will be improving their own communication skills and gaining an insight into the other person's perspective while knowing they have contributed to that person's development."

For further information about the project please contact Kashif Ashraf or Anwar Chaudhry
ASIAN BUSINESS ASSOCIATION **0161 615 5034**



Helping Young people work for themselves in Oldham

For many young people, unemployment or casual low paid jobs are a reality of adult life. Self employment can often be their only option to achieving financial independence. However, lack of collateral and qualifications prevent many from turning their business ambitions into reality.

The Prince's Trust helps 18-30 year olds who are unemployed or under employed and of limited means to start their own businesses.

Eligible applicants will have been refused finance from all other sources. They also need to have a good business idea and the determination to turn it into reality.

In return, The Prince's Trust provides soft loans, bursaries and on-going business support during the first three years of trading to help the fledgling businesses succeed.

Since the programme's inception in 1983, The Prince's Trust has helped over 50,000 18-30 year olds across the country launch their own business.

In Oldham, the Prince's Trust helps start 12 businesses each year. One of these businesses is Market Mobiles, run by Adil Farooq. The Prince's Trust provided Adil with a loan and a grant in June last year. He sells mobile phones and accessories on local markets, seven days a week. His business is doing very well, and he is considering taking shop premises. Prior to starting his business Adil was on New Deal.

Trust Support

To get businesses started, The Prince's Trust provides financial support, including:

1. A low interest loan of up to £5,000, with beneficial repayment terms. An expansion loan may also be awarded, but the total of the initial loan and expansion loan cannot exceed £5,000.
2. A test marketing grant of up to £250, if the business idea needs researching prior to starting the venture.
3. A grant of up to £1,500 for individuals and up to £3,000 for groups, may be awarded in special circumstances.

The Prince's Trust also offers a comprehensive "aftercare" programme for each new business, to help them survive during the first three years of trading. This includes:

A volunteer Business Mentor who is assigned to every new business. The Business Mentor will meet the owner regularly to provide advice and support during the critical first three years of trading.

Self-help kits, seminars, and free information lines giving advice to help businesses sustain trading

The provision of vital sales opportunities via a subsidised exhibition programme, enabling new enterprises to exhibit at greatly reduced cost.

For further information about starting your own business with The Prince's Trust, please contact: Ted Rowlands on 0161 874 7380.

If you require a meeting with Ted, please call Frances Daly or Christine Mahney on 0161 615 5075 or 0161 615 5032.

Market Mobiles can be contacted on 0161 678 2840.

For further information about The Prince's Trust's work with 14-30 year olds visit www.princes-trust.org.uk or call free on 0800 842 842.

Environmental support available to businesses



Working within the Oldham and Rochdale area, Groundwork's Business Environment Association (BEA) strives to assist local Small and Medium sized Enterprises (SMEs) to develop and improve their health, safety and environmental performance. With Groundwork being a 'not for profit' organisation primarily funded by European ERDF and local SRB6 funding it is able to offer those businesses that become members of the BEA a variety of services. These services, such as on site consultations, a telephone helpline, newsletters and seminars enable companies to achieve environmental and health and safety standards as well as keeping up to date with changes to legislation that may affect their business.

Groundwork Oldham & Rochdale is dedicated to actively assisting businesses from the local Asian community. Last year, in conjunction with the Asian Business Association, Groundwork ran a highly successful free health and safety seminar for Asian businesses. The seminar covered the role of the Health and Safety Executive, health and safety legislation, risk assessments and the cost of accidents. It is planned that events in other business areas will be coordinated by Groundwork and the Asian Business Association later in the year.

To date, several local Asian businesses have taken advantage of the services offered by Groundwork. Rose Tissues Converters came to Groundwork wishing to gain assistance to improve their environmental and health and safety standards.

Although Rose Tissues were dedicated to health and safety and waste reduction measures there were certain areas they wished to improve. By carrying out a Green Start Review, Groundwork was able to highlight the commendable and deficient points of the company's working practice and make suggestions on how to improve them. This resulted in a further site visit to carry out a waste audit so that Rose Tissues could see how their waste production could be minimised and better managed, thereby not only being better environmentally but also reducing costs on waste going to landfill. In addition to on-site consultations, Rose Tissues has also taken full advantage of Groundwork's free helpline service that enables them to clarify any queries they may have.

Another company to have benefited from Groundwork's services is Z Textiles. This company came to Groundwork with an interest in health, safety and environmental issues requiring assistance in implementing best practices. Through a Green Start Review, Groundwork was able to make a variety of suggestions such as updating their health and safety policy, preparing a fire risk

assessment and improving their waste management practices. As a result of this Z Textiles decided to take advantage of Groundwork's SRB6 Capital Grants Scheme to purchase a baler that will reduce the volume of cardboard and textile waste. This will create a more efficient management of waste streams and will save money, with the number of loads transported being reduced. It will also cut expenditure on plastic bags used to contain the textile waste, saving about £5000 each year.

Jamal Jewellers was one of the companies who attended the health and safety seminar for Asian businesses. As a result of this and seeing what Groundwork could do for them, they decided to join the BEA. Since joining last year they have, in addition to receiving search & send articles, been progressing with a landscaping grant application to improve the business surround. This will hopefully not only benefit the business by making it attractive to local people but also help to brighten up the local area.

For more information on how Groundwork Oldham & Rochdale can assist your company, contact Nicola Lace on 0161 624 1444.

NEW BUSINESS INCUBATOR UNIT

Creating new well-paid jobs in Oldham is a primary objective for Oldham Business Management School's new Incubator Unit. The unit will be based on the second floor of the Business Centre on Cromwell Road. The Unit will be open and operational from September 2003.

"We aim to attract start-up companies to set up their business in Oldham and grow to be able to offer jobs to Oldham people," said Jean Robinson, Director of Development. "We are giving preference to companies in the creative sector, as that has been identified nationally as a major contributor to urban regeneration. We are working closely with Business Link on this so if you know someone who is thinking of setting up in business, give either them or us a call."

For further information, please contact Jean on 0161 615 5050 or visit OBMS's website, www.obms.ac.uk

BUSINESS SUPPORT FROM THE INLAND REVENUE

Troubled by tax or National Insurance?

Your local Business Support Team can offer you free confidential help.

If you are a new or small business or a new or small employer our Business Advisers can offer one-to-one visits. They will talk you through how to keep good records, when to send in information, what you need to do to process your payroll and answer any questions that you may have regarding Tax and National Insurance. The Business Support Teams can come to any location that suits you, and we make no charge for this service.

In addition, the Business Support Teams currently offer a series of free workshops designed specifically with new and small employers and businesses in mind. The workshops are run for small groups of people who are in the same situation as you and held regularly in the Oldham Area. Specially trained Business Advisers will work with you through practical examples and help you to understand what you need to know.

To find out more

Contact Pam Hale: Tel: 0161 475 8198
Fax: 0161 475 8501

Visit our web site at
www.inlandrevenue.gov.uk/bst

Inland Revenue,
Business Support Team,
Archer House
Stockport
SK1 3EF

BUSINESS SUPPORT FROM LLOYDS TSB

At Lloyds TSB we are committed to the success of our business customers. We constantly research and review the issues that are of paramount importance to them and the ways in which they would like us to help them, not just in the early stages of their business, but as it grows.

Businesses not only differ in terms of the product/service they are selling and the size of the firm, but also in their motivations and the issues and opportunities that are critical to them. It is by understanding these issues and exploiting the opportunities, that enables businesses to reach success on their terms.

As a result, Lloyds TSB Business Banking has developed Route Map - an analytical tool that will help to make important decisions like where you need to recruit further people or how to set targets so you can achieve your goals. RouteMap helps small firms identify the critical factors that influence how a business is run.

The Elements of RouteMap are:

Your Definition of Success - Helps you to decide what it is you want your business to achieve and helps you to think clearly about setting targets to achieve those goals.

Your Market - Looks at the relationship between your business and its customers, suppliers and competitors.

Being the Best - Seeing how your business fares in comparison to the competition and gives tips on how it can become a top performer.

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For Further details please contact: Anwar Choudhry



Financial Focus - Looks at the financial health of your business, concentrating on those areas that are really important.

YOU Analysis - Understanding what will make your business successful and ways to capitalise and build on this.

Focus Your Efforts - Learning how to best use your time and skills as a business owner to achieve success.

Issues and Opportunities - Once issues and opportunities have been identified and prioritised, help on creating an action plan is at hand, which can be used with solutions from the Lloyds TSB Solutions Bank.

Kiran Mehta, Branch Director of Manchester Group said: "At Lloyds TSB Business Banking we design our strategy to give our small business customers the very best chance of succeeding, not only in those crucial early months, but also as their business expands. This support is designed to help them achieve success on their terms."

To find out more about Lloyds TSB Business Banking and how we can help, visit us at www.lloydstsb.com/success4business or call 0161 833 3260

to make an appointment with local Business Manager, Sean Greenhalgh.



Lloyds TSB
Business

2003 Annual Dinner Business Awards & Exhibition

The ABA celebrated its fifth year of successful operation with a gala dinner held at the Pennine Way Hotel, Oldham. The event also featured a business-to-business exhibition and the association's annual award ceremony. 270 guests and companies from all sectors.

Guest Speaker was Nigel Griffiths, Government Minister for Small Business who praised the work of the association for its support to Asian owned and managed businesses in the Oldham area. Nigel described Oldham as one of the driving forces of the manufacturing economy and has a track record which should encourage new business start ups within the area.

Nigel also commented, "I know from personal experience how much of a contribution ethnic minority businesses make to the country, and I am full of praise for the entrepreneurial spirit of company founders"

"I have visited two Oldham companies - Z Tex Enterprises and Rose Tissue Converters and they are classic examples of what can be achieved. Each have grown wonderfully through hard work and each is a shining example of a business which Oldham can be proud of."

The ABA would like to give special thanks to all those which played a part in the event and especially its members for making the day a great success.

Award Winners



Technology Business of the Year
Mobile Direct, Westwood
Mohammed Ashraf



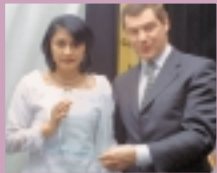
Business Woman of the Year
Millon Collections, Westwood
Sabeen Ashraf and Tameena Khan



Entrepreneur of the Year
Pride Security, Park Road
Mohammed Azin

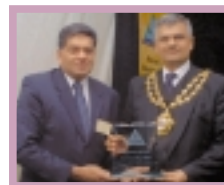


Business of the year
Advanced Childcare, Alexandra Road
Rizwan Khan



Start-Up Business of the Year
Mizage Collections, Werneth
Zaida Hussain

Nigel Griffiths MP, presented the ABA Annual Awards in each of the five above categories. Each winner received an individually designed glass trophy.



Mayor Riaz Ahmed, who officially opened the event said "The ABA has done a marvellous job again and its great to see so much progress being made.

I wish success to all the businesses taking part, particularly because if they succeed, Oldham will succeed too."

Tariq Amin, Chairman, ABA presents Mayor Riaz Ahmed an Honourary Award For Uniting the Oldham Community



Planning is well underway for next years event and if you would like to make any suggestions as to how we can improve the event or would like to get involved please contact:

Anwar Choudhry,
Business Support Manager
Tel: 0161 615 5034,