

# news

ethnic minority  
business  
advocacy  
network

Issue one: Autumn 2010

## In this issue

# Welcome...

Welcome to the first Ethnic Minority Business Advocacy Network (EMBAN) newsletter

## What is EMBAN?



EMBAN is a national advocacy network set up to promote the interests of Black, Asian and Minority Ethnic (BAME) enterprise. Its goal is to raise participation in, and economic benefits of, BAME businesses and entrepreneurship.

EMBAN was established in 2009 following work by the Government's Ethnic Minority Business Task Force examining the vital contribution of BAME enterprise to the economy. EMBAN works to ensure national, regional and local policies support the needs and reflect the benefits of BAME businesses and entrepreneurs. BAME business already accounts for £40 billion of the UK's GVA annually – but the potential is much greater.

EMBAN aims to:

- Identify strong role models and provides a national voice for BAME enterprise
- Persuasively communicate best practice to influential policymakers
- Influence future Government BAME enterprise policy by collecting and interpreting key economic data

EMBAN was set up by four of England's Regional Development Agencies and is based at East Midlands Development Agency's (*emda's*) offices in Nottingham.

### Ethnic Minority Business Advocacy Network (EMBAN) news:

EMBAN consultation.....p2

Upcoming business network event.....p2

MSDUK conference and awards ceremony.....p3

Building EMBAN's impact on the economy.....p4

The African-Caribbean business community.....p4

Contact details.....p4

## EMBAN website

You can find out more about EMBAN on the website at [www.emda.org.uk/emban](http://www.emda.org.uk/emban). The website also contains resources for individuals and organisations active in the BAME arena, including a contacts database, partner briefing notes and information about registration for EMBAN's upcoming network event which will be held on Tuesday 23rd November at *emda's* offices in Nottingham.

Log on to the EMBAN website for further information.

## EMBAN kicks off national consultation series in Guildford

EMBAN is holding an event in Guildford, Surrey, on Friday 5th November to explore the role that BAME entrepreneurs can play in future business and job creation.

The event – the first in a series taking place across England – supports EMBAN’s work to promote the interests of BAME run enterprises and encourage and support more entrepreneurs from this sector.



It is estimated that BAME businesses already account for more than £40 billion of the UK’s GVA annually, and many operate in high value sectors in the UK, such as finance, IT and creative industries. In addition, many BAME businesses have established strong trading links with India and China, which will have wider benefits for the national and regional economic performance.

The event is aimed at people working in business support and policy in the South of England, and those involved in the new Local Enterprise Partnerships (LEPs). It will present the business case for BAME enterprises, share good practice and provide details about the provisions and duties of the Equality Act.

Ian Harrison, Head of Business Support and Enterprise Policy at East Midlands Development Agency (*emda*), which leads on EMBAN, said: “EMBAN is providing national strategic leadership and advocacy for black and ethnic minorities. The aim of EMBAN is to aid the understanding of the role that these entrepreneurs play and the challenges they face, to help policy makers to support them. It is also helping to inspire a new generation of successful entrepreneurs, creating new jobs and wealth across the country.”

## Establishing a national voice for Black, Asian and Minority Ethnic businesses

The first EMBAN business network event will take place from 10am to 4pm on Tuesday 23rd November 2010 at *emda*’s offices in Nottingham.

Leaders of BAME networks, policymakers and business owners are invited to register to attend.

The event aims to raise EMBAN’s profile, explore opportunities for BAME networks and identify how the impact of EMBAN can be developed.

For more information and to register visit the EMBAN website at [www.emda.org.uk/emban](http://www.emda.org.uk/emban)

### Contact EMBAN’s Manager



You can contact EMBAN’s Manager Cornelius Muyunda to find out more and discuss EMBAN’s work. Call 0115 988 8436 or email [CorneliusMuyunda@emd.org.uk](mailto:CorneliusMuyunda@emd.org.uk)

## Minority Supplier Development UK Annual Conference and Awards 2010

**Minority Supplier Development UK (MSDUK) is a private, not-for-profit, initiative working to ensure BAME businesses can access and secure the full spectrum of corporate supplier relationship opportunities available in the UK. Its annual conference is the benchmark event of its type.**

EMBAN sponsored and met delegates at the recent MSDUK Annual Conference, which took place in London on 5th and 6th October. The event attracted over 500 business people and procurement professionals who took part in discussions, seminars and an exciting awards ceremony.

At the event MSDUK's Chair, Sara Todd, said: "Despite significant progress over the last few years, the volume of business won by BAME owned businesses in the UK remains small. In the US, companies have been far quicker to embrace supplier diversity and the resulting commercial benefits.

"Large procurement organisations need to change the way they think about their procurement processes and question their requirements. In particular, we must all question if the drive towards supplier consolidation and the trend for global suppliers is appropriate for all goods and services and look to ethnic minority businesses for innovation and agility."

Sara also stressed that the UK's growing number of minority owned businesses must play their part, improving levels of professionalism and their understanding of the specific needs of large corporates.

The conference consisted of three events. The Knowledge Forum included a series of speeches and practical seminars. BBC presenter Hardeep Singh Kohli hosted an Awards Ceremony to celebrate supplier diversity at the London Marriott, Grosvenor Square Hotel. There was also a Business Opportunity Fair where more than 60 BAME businesses and corporations exhibited their products and services to more than 250 visitors.



### **PepsiCo Scores Max Points at MSDUK Diversity Awards**

PepsiCo UK scooped the prestigious Corporation of the Year Award, sponsored by EMBAN, at the UK's leading supplier diversity event last night. Recognising their outstanding approach to supplier diversity, PepsiCo UK pipped ExxonMobil to the post at the awards. Ian Brennan, European procurement manager at PepsiCo UK, also picked up an award.

Security company Octavian picked up awards for Supplier of the Year and Responsible Business Practice.

The Awards were presented by BBC presenter Hardeep Singh Kohli and Ian Harrison from EMBAN in London.

Mayank Shah (pictured right), Director of MSDUK, said: "PepsiCo UK is an excellent advocate for supplier diversity and Ian Brennan's work has been inspiration to many of our members over the last two years. PepsiCo UK introduced a formal mentoring scheme for BAME businesses and awarded a large contract to one of our members. Similarly, Octavian has continued to build on its success after being named Britain's 27th fastest growing company and deservedly picked up the Supplier of the Year Award."



### **MSDUK: tackling the procurement issue**

**MSDUK provides a direct link between its corporate members and ethnic minority businesses to enable the building of mutually beneficial business relationships.**

MSDUK started in July 2006 with 15 private sector companies committing to engage with ethnic minority businesses and had just over 150 companies in their network. Four years down the line, MSDUK has 36 corporate members, about 450 ethnic minority businesses and over £9m worth of business generated between its corporate members and client companies.

## Regeneris appointed to develop economic impact of BAME enterprise



EMBAN is aiming for its work to create a lasting impact on the economy. That's why the network has commissioned Regeneris to develop a detailed evidence base of the current economic activity and contribution of BAME businesses in the UK. EMBAN will use the findings to ensure current and future policymakers accommodate the needs and potential of BAME businesses in a changing business support landscape. Updates will be posted on the EMBAN website at [www.emda.org.uk/emban](http://www.emda.org.uk/emban)

Regeneris has significant previous experience of evaluating BAME enterprise including for the Business Link Yorkshire Service and Regional Development Agency Yorkshire Forward.

## MEECOE publishes study on the African-Caribbean business community

**According to an article published by MEECOE which focuses on African-Caribbean businesses, the perception that there is only a weak entrepreneurial culture within this community is misguided.**

Their lower self-employment rate compared with many other ethnic minority groups and the 'White British' population masks a lower dependency on low value-added, low-wage and low-returns business sectors. This, together with the relatively high proportion of female African-Caribbean entrepreneurs, demonstrates the importance of all those providing business advice being sensitive to the needs of African-Caribbean businesses ('diversity needs to be everybody's business') and of recognising that businesses are diverse in many different ways at the same time (sector, gender and age at the same time as ethnic differences, for example). Amongst other implications for policy and practice suggested by this Briefing are the need to tackle barriers to African-Caribbean business development such as poor access to finance and the need for more research on those of 'mixed' ethnicity.

Visit the EMBAN website at [www.emda.org.uk/emban](http://www.emda.org.uk/emban) to download the full article.

## Volunteer for the Olympics!

The London 2012 Organising Committee needs exceptional volunteers to help stage the London 2012 Olympic Games and Paralympic Games.

Everyone, especially those from minority communities, is encouraged to get involved, join in and be part of a once in a lifetime opportunity.

Visit [www.london2012.com/volunteering](http://www.london2012.com/volunteering) to find out how.

## Partner focus: MEECOE

Funded by Advantage West Midlands, the Minority Ethnic Enterprise Centre of Expertise (MEEOE) is a two-year project that will promote a strategic and innovative approach to supporting ethnic minority businesses in the West Midlands.

MEECOE works to enhance policy and practice for ethnic minority enterprise in the region.

Visit [www.dmu.ac.uk](http://www.dmu.ac.uk) to find out more.

## About EMBAN

**EMBAN is an advocacy initiative providing an infrastructure to enable the interests of Black, Asian and Minority Ethnic (BAME) enterprise to be promoted.** The initiative aims to increase the participation in and recognise the contribution of BAME businesses to national economic growth.

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