

It is widely accepted that enterprise and entrepreneurship is the engine that drives the economy, particularly in these challenging times. Indeed, [Anne Marie Morris MP](#), who set up the All Party Parliamentary Group on Micro Businesses, recently told the BBC that micro businesses could be an important engine for growth.



"In America, the evidence is that 90% of all new jobs created after their last downturn was exactly in this sector," she said.

*Some obvious questions/discussion points arise from these statistics, for example;*

**What is the 'real' definition of a micro business?**

**If I am a business owner or entrepreneur, who will my customers be?**

**If I am an employer – who will my employees be?**

### Call for Research Papers

*Have you carried out research relating to micro and or BAME business? We would like to hear from you*

Please send all submissions to:  
[editor@engage-enterprise.com](mailto:editor@engage-enterprise.com)

For all other enquiries,  
please contact:  
[jasmine@engage-enterprise.com](mailto:jasmine@engage-enterprise.com)

## BAME Micro Business - the life-blood of the UK economy

Did you know that it is estimated that by 2014 the working population of London will be 80% Black, Asian and Minority Ethnic (BAME)? Also, that if you are reading this, by definition, you are probably a micro business.

**Why? Because 95% of UK businesses qualify as micro businesses.**

The EU definition is that a micro business is a company employing fewer than ten people with a turnover of less than 2m euros (£1.7m; \$2.7m).

*In addition, the Federation of Small Business offers the following statistics*

### Statistics:

- There are 4.5 million small businesses in the UK
- SMEs account for 99 per cent of all enterprise in the UK, 58.8 per cent of private sector employment and 48.8 per cent of private sector turnover
- SMEs employed an estimated 13.8 million people and had an estimated combined annual turnover of £1,500 billion
- Businesses with employees account for a quarter of all enterprises - a fall of 29,000 since 2010
- There are 876,000 businesses in construction - a fifth of all UK enterprises
- London has 748,000 enterprises - more than any other region
- The South East has the second largest number of enterprises with 745,000. Combined with London, a third of all businesses are based here
- 45.3 per cent of businesses are registered for VAT and/or PAYE
- The number of sole proprietorships increased by 87,000 in 2010 and the number of companies, 6,000
- micro: 0-9 employees, small: 10-50 employees, medium: 50-249 employees

*However*, the EU definition is so broad that some argue it is not possible for government to address the needs of sole traders or a company with perhaps two or three employees.

Micro business has less capacity to deal with UK and EU legislation and red tape. The particular and specific needs of micro business are subsumed in a definition that also includes 'small' enterprises with up to 50 employees.

Figures obtained from the [Department for Business Innovation and Skills](#). Home working figures courtesy of Enterprise Nation.

Source: <http://www.fsb.org.uk/stats>

## FREE NETWORKING Event Registration

MGWSP - An inspirational partnership

# Calling all suppliers

We have a number of exciting upcoming opportunities in London and are seeking local suppliers who deliver unrivalled customer service and have a culture of safety, quality and sustainability. If you provide highways maintenance or associated trades we invite you to meet our team at our supply chain open day anytime between 12 – 7pm.

## On the 25th January 2012

To be held at: London Chamber of Commerce and Industry  
33 Queen Street, London EC4R 1AP

To register your interest, obtain further details and pre-book an appointment please email: [londonsupplychain@maygurney.co.uk](mailto:londonsupplychain@maygurney.co.uk)

## Innovative Brokerage Portal to Support Supplier Diversity

Last year, Engage Enterprise hosted a free networking event which was supported by Amey and Transport for London (TfL). This innovative event emerged from discussions between Engage Enterprise and Khadijah Rafiq the Equality and Diversity Business Partner for Amey.

This excellent networking and growth opportunity started the process to enable Micro and Minority owned businesses to share in the commercial mainstream of both the public and private sectors, through the support of Amey and TfL's suppliers.

The event, held at West Ham Football Club Conference Suite, was well attended by Micro and Minority owned businesses as well as Amey and Transport for London (TfL) suppliers. Feedback from the attendees confirmed that the speakers' presentations clarified the issue of Supplier Diversity and why it matters, particularly in this context.

### Speakers on the night were:

**John Lulham**, Head of Contracts and Procurement (Streets) Surface Transport (TfL)

**Mike Lindsay**, Head of Procurement (Amey)

**Khadijah Rafiq**, Equality & Diversity Business Partner (Amey)

**Craig Cordice**, Director (Engage Enterprise UK)

**Ghow Ratnarajah**, Director (Braille Translations)

Engage Enterprise also took the opportunity to signpost its innovative brokerage system which aims to cut out the 'red-tape' that deters Micro and Minority owned businesses from participating in the procurement process.

For membership and sponsorship opportunities please email: [craig@engage-enterprise.com](mailto:craig@engage-enterprise.com) or visit <http://www.engage-enterprise.com>



### Future issues

2012 promises to be eventful in more ways than one and at engage we would like to report from a wide range of perspectives relating to micro business. We want your news, views and experiences. We are feeding in to the All-Party Parliamentary Group on Micro Business co chaired by Anne Marie Morris MP, so it is crucial that our voices, as current and prospective micro business owners, are heard.

Our focus for 2012 is as follows:

### Features

#### A Day in the Life...

Each month engage-enterprise will focus on a particular micro BAME business. Send us your story

#### London 2012 –

Have you won a contract to supply the 2012 Olympics?

Have you bid for a contract to supply the 2012 Olympics?

We would like to hear from you

## Do you have a business in the following sectors?

*Creative and Cultural*

*Construction*

*Health & Social Care*

*Training & Employment services: –*

*Delivery of Apprenticeships /Delivery of the Work Programme/Working with NEETs and Pre-NEETs*

*Hair & Beauty*

*Tell us about the challenges and opportunities in your industry*

## Partnership

*Are you a larger organisation looking for diverse partners or subcontractors – send us your news items*

## Past Contributors

*From 2006 - 2008, engage magazine interviewed a number of people from the world of business and politics including:*

*Dr Kemal Ahson*

*Theo Paphitis*

*Lee Jasper*

*Dee Bailey*

*Paul Cleal*

*Tim Campbell MBE*

*Dr Fiona Bartels-Ellis OBE*

*Chuka Umunna MP*

*If we interviewed you then, we would love to hear from you now - contact our PA*

[jasmine@engage-enterprise.com](mailto:jasmine@engage-enterprise.com)

## Comment

The unemployment figure for young people in the UK recently exceeded one million. Many commentators have suggested that this lack of opportunity combined with high levels of student debt contributed to the disturbances on our streets in August. Responses to the high levels of unemployment have included increasing the availability of apprenticeships, work experience and internships.

And yet, enterprise and entrepreneurship are key drivers for economic progress and success. All over the United Kingdom, young people from ordinary backgrounds are using their interest in music to create and develop small and micro businesses. And yet, very little is heard about this, instead we hear an endless refrain regarding the 'trouble with young people' in terms of gangs, knives and of course being NEET (Not in Education, Employment or Training). It seems that those in power only ever look in one direction for solutions to what is a complex and multi layered issue. Jamal Edwards and Jamie Adenuga are just two examples of good practice from the urban music industry:

## Case Studies



**Jamal Edwards** launched his online music channel, SBTV in 2005 at the tender age of 15. Like many young entrepreneurs, Jamal was an early adopter of new technology. From its grime music origins, SBTV became the channel of choice for upcoming artists and launched the career of internationally acclaimed acts such as **Ed Sheeran**. In the last five years, SBTV has had 50 million YouTube hits, 21-year-old Jamal heads his own major label imprint and is the face of Google Chrome.

<http://www.sbtv.co.uk> | [Twitter @jamaledwards](https://twitter.com/jamaledwards)



**Jamie Adenuga or JME** is a 25 year old entrepreneur from North London. Starting out as a founder member (with his brother Skepta) of grime music collective Boy Better Know or BBK. BBK products also include a record label and a clothing line. Recently, JME launched Boy Better Know Mobile via his twitter. Boy Better Know Mobile is a 3G network offering cheap international phone calls as well as UK coverage.

<http://www.boybetterknow.com> | [Twitter @JmeBBK](https://twitter.com/JmeBBK)

Instead of yet another task force or action plan, I suggest that entrepreneurs, such as Jamal Edwards and Jamie Adenuga would be a good place to begin to identify, not just the problems, but also the solutions particularly in terms of role models and mentoring for 14 - 25 year olds.

**Joy White, Director, Flex UK** | [Twitter @JoyWhite2](https://twitter.com/JoyWhite2) | <http://www.flexuk.org>