



# ACHIEVING TOGETHER

African & Caribbean Business Network eyes opportunities in 2012

**T**he African Caribbean Business Network was set up in 2001 as the voice of African Caribbean businesses in London. It facilitates business development and growth through information, advice, training, networking and advocacy and representation.

DEVELOPMENT

One key area of our advocacy work is 'supplier diversity development' within mainstream public and private sectors; and London's success in their bid to host the 2012 Games presents us with unprecedented opportunities.

It is therefore vital that we are strategically placed to influence contracting processes, procedures and opportunities, especially in the run up to the Games. Come play your part and get access to the many benefits that membership offers. Join us!

MEMBERSHIP BENEFITS

- Information relevant to your business
- Free marketing opportunities
- Free learning opportunities
- Business Policy Makers
- Free mentoring Services
- Regular networking events



FOCUS ON:  
Supplier diversity development

## LET'S CELEBRATE

EFBWBO to reach 11-year milestone

**T**he European Federation of Black Women Business Owners (EFBWBO) is currently in its 11th year of being a driving force in the UK and Europe in helping business owners and professionals to gain recognition in the mainstream and the black business community.

MAKING PROFITS

The EFBWBO operates not only within the public and private sector, but also on an international basis. Working closely with our Dutch and French counterparts.

The group is proud of the way it inspires black women to come together to share, succeed, learn and profit.

Our influence has also spread abroad. We now have members in South Africa, North America, South America, Jamaica, Ghana, Nigeria and Senegal.






**African & Caribbean Business Network**  
*'Contacts for Contracts' Conference*

**&**

**The EFBWBO Black Women in Business (BIBA) Awards**

Venue: The Marriott Hotel  
Grosvenor Square, London, W1  
Date: Friday 27th October 2006

Supported by:











# CLIMB TO THE TOP

Yvonne Thompson's journey from entrepreneur to business leader

**W**hen Guyana-born entrepreneur Yvonne Thompson was recognised for her outstanding achievements in February 1996, she was inspired to create a UK-based black women's motivational organisation which she launched in October that year.

PROFILE

The award in February came from the National Federation of Black Women Business Owners, a Washington DC-based black women's group.

In November 1996, as President of the Federation, she envisioned the need to expand such a platform throughout Europe.



Yvonne Thompson: motivational

Thus the European Federation of Black Women Business Owners, unique in its kind in Europe, was born.

The Federation's aim is to increase the economic

visibility of black business women in Europe.

Their ability to increase access to information and resources for their target audience has led to the Federation's exponential

growth. Indeed, year on year, the interest in the constantly evolving activities of the Federation has continuously grown. From a 300-seat Awards Dinner in 1996, the Federation now welcomes over 900 guests at its award ceremony and can claim over 1,300 participants at other business activities organised on the day.

REWARDS

The Federation rewards black women business owners or executives from the UK, France and Holland, and now enjoys a mailing list exceeding 10,000 across Europe.

The group has organised various events across Europe since its inception, these include: business

breakfasts; power lunches; diplomatic dinners; conferences; workshops; award dinners and gala; business expos; embassy networking receptions and topical debates.

As a result the Federation has become a continuous networking platform to be reckoned with, creating links among black women of various cultures, giving true meaning to the adage: 'the world is a village'.

In June 2003, Yvonne Thompson was appointed a Commander of the British Empire by Queen Elizabeth II for her notable achievements for ethnic minorities and small businesses. In January 2004, she was the guest of Houston native Viner Manfoot-Greene as the

Federation is strengthening its ties to African-American women interested in the international experience and to sign the incorporation document for her new organisation: The Global Congress of Black Women Leaders.

PROCLAMATION

Thompson received a proclamation from the Mayor of Houston in the presence of several chapter presidents of Links Incorporated and leaders of the AKA sorority as the 1st Global Congress of Black Women Leaders at the European Headquarters of the United Nations Educational, Scientific and Cultural Organisation (UNESCO) in Paris, France, 2004.

A Barbados obsession since 1884.



Cockspur. Proud to support the community.



# DINE WITH THE BEST

on Friday 27th October, 2006

**You are invited to join the EFBWBO in its 11th year of hosting black women business leaders from around the world at our landmark and historic Black Women In Business (BWB) awards dinner on October 27.**

**AWARDS DINNER**

Led by founder Yvonne Thompson CBE and event patron Baroness Howells of St David's, the Awards Dinner represents an important gathering of national and international business owners. This year, the event also

marks a milestone in our journey towards promoting black business with a particular emphasis on procurement and supplier diversity especially contracting opportunities for the London Olympics in 2012.

With over 600 guests expected at the luxurious Marriott Hotel, Grosvenor Square, the evening begins with a welcome reception sponsored by The Learning & Skills Council and cocktails courtesy of Cocksbur Rum.

**EVENT GOALS**

- To bring together the largest global gathering of black women business leaders.

- To highlight their economic, social and political contribution.

- To highlight economic equity and help move towards global equality.

- To further promote equality and diversity in the European and international business arena.

Since 1995 we have recognised and celebrated close to 250 businesses and organisations including CitiGroup, HSBC, Business in the Community, The Learning & Skills Council, Business Link, Passionet, SACOMA, Kimmask and Advantage West Midlands.



Meeting of minds: BIBA 2005 awards dinner

# SUPPLIER DIVERSITY

African & Caribbean networking made easy at the Marriott Hotel

**As part of the day long celebration of black business achievements, recognition, learning and networking, we invite you to be inspired and join us at our 'Contacts for Contracts' conference.**



**Agencies**

- BAME Business Networks
- Academics and Researchers
- Local Authorities

**CONFIRMED SPEAKERS**

Huw Edwards (The London Development Agency); Geoff Newton (The Olympic Delivery Authority); Monica Coke (The West Midlands Development Agency); Patrick Lewis (NW10 Connect); Ruth Brothwell (Supply London); Sonia Brown (National Black Women's Network); Leslie Fairclough (Ethnic Minority Business Forum); Dr. Effiong Akpan (Haringey Business Development Agency) and Titus Boye-Thompson (Ethnic Mutual Ltd).

Representatives from the Greater London Authority, Learning & Skills Council, Department of Trade & Industry, Department of Culture Media & Sports, Business Links for London and Migration Policy Group will also be present on the day.

find out about sub-contracting opportunities, consortia development or below EU threshold purchases?

- An opportunity to understand and support mainstream (including the Olympic) contracting processes

- Networking sessions with leading African and Caribbean Business owners

- Access to leading mainstream organisations specialising in supplier diversity

**WHO SHOULD ATTEND?**

- African and Caribbean Business Owners: start-up and growth businesses

- Procurement Managers

- Industry and Business Champions of Supplier Diversity

- Mainstream Contractors

- Business Support Organisations and

**WHERE & WHEN**

In association with Olympic Delivery partners and Black Business Networks and Associations, the event will take place at The Marriott Hotel, Mayfair W1, on Friday October 27 from 9am to 4pm. The event will be hosted by the African Caribbean Business Network (ACBN).

**WHY ATTEND?**

Every year the government spends more than a hundred billion pounds in purchasing goods and services from external contractors.

Is your company one of these successful suppliers and if so, are you satisfying new procurement policies on ethnicity? Or are you a BAME business wanting to

**PROGRAMME**

Registration: 08.30; Welcome: 09.30; Expert Panels: 10.00. Representatives of mainstream purchasing organisations (public and private sector) will present alongside BAME business support organisations and successful BAME suppliers. Join in interactive discussions of case studies, best practices and pilot programmes.

Power Lunch: 13.00: To ensure you get the most out of your day, lunch will be a working one with a presentation on how to make your contacts work for you.

Workshops: 14.30: The workshops are designed to provide you with a blueprint for accessing mainstream procurement opportunities.

- Procurement opportunities – sub-contracting, low value contracts, approved supplier lists:

- Financing Tenders
- Supplier Diversity
- Prepare to compete - through learning & development, mentoring / shadowing

- Working together...winning bids together – join the ACBN consortium or form alliances with other suppliers

Tickets: £65 for ACBN standard members and network partners' members and £117 for non-members (all prices are inclusive of VAT). Price includes Conference pack, lunch and refreshments. Ten per cent early bird discount for purchases before October 2.

Complimentary ticket inquiries, please contact Jenni Asiamo on 020 7733 9008. Please note that times may be subject to

## 21 AWARDS UP FOR GRABS ON THE NIGHT

**This year's awards cover 21 categories, as listed: Start-up; Young Entrepreneur; Training; Hair & Beauty; Professional; Social & Humanitarian; Arts & Culture; Media; Retail; Mainstream Contractor; Mainstream Organisation; PR & Marketing; Ethnic Supplier; Ethnic Organisation; European; French; Dutch; Presidents; International; Heritage; Excellence.**

**PROGRAMME**

- 18.30 Pre-dinner Reception;
- 19.30 Call to Dinner;
- 21.00 After-dinner Speeches;
- 21.45 Awards Ceremony;
- 22.30 Entertainment;

**TICKETS £95**

**CONTACT**

For more information, please contact Jenni Asiamo (on 020 7733 9008) Jenni Headlam (on 07949 400 495) or visit the website [www.blackwomeninbusiness.co.uk](http://www.blackwomeninbusiness.co.uk).



And the award goes to...: Jeraline George of Lijeke is presented with the 2005 Start-Up Award by Afzal Akram, chair of Business Link for London

UK Trade & Investment is proud to be sponsoring the International Award category at this year's Black Women in Business Awards

# TAKING YOUR BUSINESS OVERSEAS?

Breaking into new markets overseas can be a daunting task for a small- or medium- sized company, but resources are at hand for London companies with an international interest.

Every year, UK Trade & Investment (UKTI) helps thousands of businesses pinpoint new customers overseas. UKTI is the Government organisation that supports British companies looking to trade abroad, and foreign firms wishing to locate and invest in the UK. Around 16,000 African and Caribbean-owned businesses, employing some 27,000 people are based here in the capital.

While some of these companies are already involved in overseas trading, others may wish to move into the international trade arena and UKTI could provide the help needed to realise a company's full export potential.

UKTI provides a range of services which can be tailored to meet the needs of individual firms, delivered by International Trade Advisors with experience in a variety of markets and sectors in addition to an awareness of how to do business around the world.

These services include the flagship programme Passport to Export, which provides new and inexperienced exporters with the training, planning and ongoing support needed to begin a successful export operation.

For more information on how UK Trade & Investment can help your company, contact:

020 7234 3000  
[passport@uktilondon.org.uk](mailto:passport@uktilondon.org.uk)

**"I believe that the support, access to resources and contacts provided by the Passport To Export programme has accelerated our Southern Africa market penetration, and that we achieved in under 18 months what we may only have achieved in two and a half to three years."**

Simi Belo, director, Imiis Limited

**"UKTI was very helpful in facilitating our export campaigns. We intend to make full use of ongoing UKTI support to conduct further market research and to help us participate in other specialist overseas trade shows."**

Howard Flood, international director, Warmup Plc

**"UKTI was of significant help to Ethos in providing the key advice and information we needed to successfully break into the Indian marketplace. This ranged from information about the dynamics of the market, to the pinpointing of the most suitable companies for us to contact – those with aspirations to take their products abroad, but who also recognise that they need support from companies like Ethos to succeed."**

Babu Datta, managing director, Ethos Brand Design Consultants

**"UKTI opens the doors to international markets, connecting the right people with the right opportunities. Brownell is delighted to work closely with UKTI in developing new opportunities for its products in a global market."**

Martin Partridge, managing director, Brownell Ltd