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The rise of the Asian entrepreneur

Birmingham Chamber patron PricewaterhouseCoopers has joined forces with the Institute of Asian Businesses for an event celebrating the rise of the Asian entrepreneur.

Guest speaker was Alpesh Patel, a successful entrepreneur who specialises in US and UK stocks and was recently described as “the UK’s best-known Internet trader”.

David Waller, Midlands chairman of PricewaterhouseCoopers, said: “Asian businesses account for 16 per cent of all enterprises in Birmingham and over a quarter of all business start-ups over the past twelve months were led by entrepreneurs in the Asian business community. These statistics clearly demonstrate the great entrepreneurial spirit that exists in this community.

“It is important these achievements are given the recognition they deserve and this event has been a great opportunity to reflect on the vital contribution of Asian business leaders to the regional economy.”

Asian millionaires in the Midlands have a combined wealth of nearly £1 billion according to a list of the

UK’s richest 200 Asians and the diversity of industries range from food processing and fashion to pharmaceutical and property. The influence of the Asian business community continues to grow, accounting for £72 billion per annum, representing eight per cent of UK Gross Value Added in 2001.

Sue Hatton, head of Asian business at PricewaterhouseCoopers in the Midlands, said: “There is a real commitment from our firm to support the Asian business network. Developing such an understanding does not happen overnight, we have been working with IAB for over a year now and I am delighted progress has been made.

“What is impressive is the sheer diversity of such activities which have branched out from the more traditional clothing and retail area to food and drink in particular manufacturing, tourism, leisure, hospitality and IT.”

Masood Butt, general manager of the IAB, said: “As the Asian



RINGING THE CHANGES: (clockwise) David Waller, Midlands chairman of PricewaterhouseCoopers, entrepreneur Alpesh Patel, Sue Hatton, Midlands Head of Asian Business at PricewaterhouseCoopers, and Masood Butt, general manager of the IAB.

entrepreneur moves more into the mainstream, they will need the support of international organisations like PWC, as well as local organisations such as ourselves so it is only right that we work closely together.”

Double Honours

Two leading figures in the city's Asian business community have been rewarded for their hard work in the community.

Kuldip Gujral, Asian business development manager at Birmingham Chamber has been appointed as a Trustee at Birmingham Mencap, the city's leading charity working with people with a learning disability, their families and carers.

He said: "I was very pleased to be asked by Birmingham Mencap to take on this role. I am very excited to be able to have the opportunity to use my experience and skills to support Birmingham Mencap's work".

Birmingham Mencap offers a wide range of residential, housing, children and youth and advice and support services. An important aspect of its work is with individuals and family's from

Birmingham's black and minority ethnic communities. In Birmingham 40 per cent of children born with a learning disability come from these communities.

"Kuldip brings a wide range of valuable experience and expertise to this role, and the Trustees are pleased to announce his appointment to the Board of Management," said Martin Gallagher, chair of Birmingham Mencap.

"He combines immense drive and energy with proven experience and a real ability to make things happen. I am sure he will be an asset in supporting the organisation through the next stages of its development. There is much hard work ahead but we now have a strong team in place to take Birmingham Mencap forward."

Meanwhile, IAB chairman Sarindar Singh Sahota has received an OBE in the New Year's Honours list as well as an

honorary doctorate from the University of Birmingham.

He said: "It was a great honour to receive both accolades. The OBE was completely unexpected. When I began my work in the city, I wasn't doing it for financial reward or recognition but to help other businesses and communities.

"But there is still much work to be done and I will continue my work with SRB6 and the IAB to ensure everyone receives the same opportunities and benefits."



TRUSTEE: Kuldip Gujral.

Training centre opens

A Birmingham-based adult education centre has moved to new larger premises to cope with the demand.

The Basic Training Centre has relocated to Moseley House in Digbeth and is further proof of its advancement in providing training throughout the West Midlands.

Guests from across the public and private sector attended the opening of the new centre, which includes five classrooms that are versatile enough to be used for classes across a wide variety of subjects.

Managing director Anjum Khan said: "The opening event was about inviting everyone who we've been in contact with over the past two and a half years. We want to let them know how we are progressing and inform everyone of the new heights which we have reached."

Andeep Mangal, an IAB committee member, said: "Anjum is a shining example of a definite trend that I have noticed over the past year – the emergence of Asian businesswomen. She is ambitious, energetic and, most importantly, keen to break the glass ceiling that still exists in business today. I wish her every success."

The new business relationship with JMC College and the IAB has enhanced the progress of BTC. Ms Khan added: "Through the support of JMC College and IAB, BTC is going from strength to strength. Our achievement alone shows the results."

"Our centre helps communities recognise what opportunities are available to them. We present them with a chance to improve their lives and current situations. "The training opportunities we offer allows them to integrate socially, gain self-confidence and provides them access into the labour market."

● For more information call 0121 622 5459 or visit the website www.basictrainingcentre.co.uk

Unlocking the Power

Chico Paw, managing director of ask-4 Business Solutions Limited, looks at how his company can help organizations unlock the true value of business process management.

Business processes are at the heart of any organisation's identity. Each business has its own unique characteristics embedded in its processes. Whether processes are used to increase operational efficiency, create a competitive edge or a means to create ongoing opportunity, good business processes make the difference.

Too often, however, organisations don't understand or control their processes. Management might have a model of an ideal process, but the reality of the execution may be strikingly different, leading toward redundancy, error, gaps, and inefficiency. Businesses without agile control over their processes often impede their own success.

Business Process Management (BPM) provides true business performance. The ability to Define, Measure, Analyse, Improve and Control business processes forms the basis of true BPM architecture.

A powerful BPM solution benefits organisations tactically and strategically. Companies can recognise substantial return on investment through BPM by shaving time, costs, and errors off core processes. Whether delivering goods to customers, collaborating with partners, or coordinating employee efforts, business processes are the unifying threads that bind together the enterprise's products, brand, and value.

● For more information visit the website at www.ask-4.co.uk

Harun

IAB member Harun Rabbani has scooped the Junior Chamber International award for ‘most outstanding trainer’.

Mr Rabbani, a director of Hall Green-based Training4Thought was praised by the judges for his “clarity of thought and steely devotion to his clients”.



EVENTS

IAB members are being encouraged to attend more Birmingham and Solihull Chamber events, enabling them to do even more networking and make new contacts.

There are a wide variety of Chamber events and functions, most notably the Birmingham Chamber Annual Banquet and Awards in April.

Lisa Hampton, events manager at Birmingham Chamber, said: “IAB members are more than welcome to attend events organised by the Chamber.

“Many IAB members don’t realise we are one integrated organisation. Our Friday Networking Club is one of the more popular events and attracts almost 400 people. That’s the equivalent of the entire IAB membership together in one room.”

She added: “As minority ethnic businesses become more integrated with the mainstream, even more opportunities will present themselves and the possibilities for crossover deals will grow.”

● For more information about upcoming Birmingham Chamber events visit the website at www.birmingham-chamber.com/events or call 0121 607 08 09.



Left: IAB chairman Sarindar Singh Sahota (second left) and BCI vice-president Simon Topman greet ministers from the Gujarat government in India, Bhupendrasinh Chudasama and Narottambhai Patel.

The pair were visiting Britain in order to encourage investment in the Indian state and strengthen links with the Indian community in the UK.



Left: Birmingham City Council leader Mike Whitby (centre) meets with IAB chairman Sarindar Singh Sahota and general manager Masood Butt.

From Soho Road to the Punjab

It's a little-known fact but modern Bhangra music can trace its roots back to Handsworth and the Soho Road area of Birmingham.



RECORD: Bhangra album covers

Now the city is playing host to exhibition that exposes the cultural relevance of one of the world's most popular forms of music to today's society and reveals some of its unsung heroes.


The exhibition, '**From Soho Road to The Punjab**' takes place at the Central Library until 11 March. Bhangra has undergone many changes since its inception 500 years ago and Birmingham has played a key role as a hotbed of talent, with artists such as Apache Indian, Malkit Singh, Apna Sangeet and Dr Zeus.

IAB chairman Sarindar Singh Sahota, said: "This project demonstrates the history and evolution of our community by bringing together cultures through music."

The exhibition, which is organised by IAB member Punch Records, will be based around the work of photographer Gurshan Chana, a stalwart of the Bhangra scene, who has been taking pictures for the past 20 years and has collected records, flyers, archive footage and posters.

- For more information about the exhibition, visit the website at www.sohordtothepunjab.org.uk

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Keeping it in the Family

Eric Williams, head of tax at Grant Thornton LLP in Birmingham, explains how the rules on domicile status can impact on Inheritance Tax planning.

The old Asian ethos of keeping wealth in the family is being eroded by the Inland Revenue, with many unintentionally lining the tax man's pockets instead of their children's. An effective first approach is to ascertain domicile status.

If you and your parents were born in the UK and have not resided overseas it would be safe to assume that you are both UK domiciled and resident. However, it is not uncommon for individuals who have lived in the UK for a substantial period of time, or even their entire lives, to be treated as non-UK domicile if their parents are of non-UK origin. These individuals need to take advantage of the favourable tax treatment afforded under these circumstances.

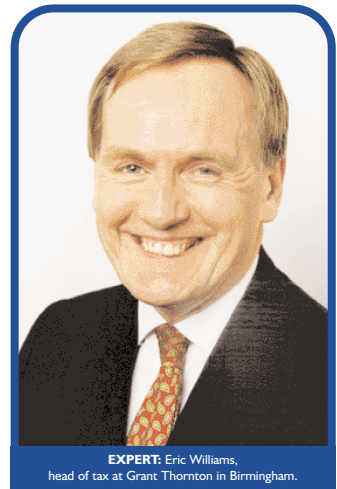
In general, these rules have more impact on people who were:

- born abroad and have emigrated to the UK;
- born in the UK and moved abroad; or
- born in the UK but whose parents were born abroad.

A UK domiciled person is taxed on their worldwide income and capital gains wherever they arise, whereas a non-UK domiciled person is taxed only on their UK income and gains on an arising basis, and foreign income and gains on a remittance basis.

Whereas the UK income tax and capital gains tax regime is largely based on an individual's residence, Inheritance Tax (IHT) is dependent on domicile rather than residence. This means that even where an individual is a non-UK domicile, if they have been resident in the UK for 17 out of the last tax 20 years, they will be treated as a UK domicile for IHT purposes.

Both India and Pakistan have Estate Agreements that specifically override the deemed domicile rules in place in the UK. Asians who fall within the first and third categories above will only be subject to Inheritance Tax on their UK situated assets, even if they fall foul of the deemed domicile provisions. Furthermore, with planning it may be possible, depending on circumstances, to change UK situated assets, for example shares in a UK Property investment company, into non-UK situated assets, and therefore avoid UK Inheritance Tax.



EXPERT: Eric Williams,
head of tax at Grant Thornton in Birmingham.