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SME in Brief: South and West Yorkshire comes out on top in survey; SMEs given recession advice; and more

Jim Scott to offer SME's recession beating advice at [Business Yorkshire](#) event

SOUTH and West Yorkshire has the largest concentration of high growth businesses in the region, according to new research from enterprise growth specialist Winning Pitch.

The firms HiQ Index, a metric designed to map the percentage of high growth businesses within each of the UKs local authority areas, has revealed that gazelle companies make up 5.6% of SMEs in both West and South Yorkshire. East Yorkshire scored a rating of 5.4% trailed by North Yorkshire with 5.1%.

As a region Yorkshire has the second highest concentration of high growth businesses in the UK, according to the report.

Gazelles are defined as firms that have more than 10 employees that have grown to a turnover of 1m within their first three years or that already turn over 0.5 m and are predicted to grow by 20% year-on-year for the next three years.

These companies are thought to contribute dramatically to regional economic wealth and create 70% of jobs in any given geographical area.

Dave Thomas, head of Winning Pitches research arm The Observatory, said: South Yorkshire has a strong concentration of high growth companies but it also has a significantly smaller sample of SMEs than West Yorkshire, whose performance is also highly respectable.

However, the lack of established gazelles in Yorkshire the businesses that drive wider economic growth and prop up the job market is a problem that local authorities must address.

By identifying and supporting potential gazelles through specialist advice, training and grants Yorkshires local authorities and regional development agency can allow these companies, many of which are in a raw state, to realise their commercial aptitude and boost the wider economy.

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THE worlds largest online business to business market place kicked off Global Entrepreneurship Week by opening a live market place outside the British Library with the help of two Yorkshire entrepreneurs.

Tom Stevenson from Brighouse and Louise Flower from York were selected by Alibaba.coms Global Startup Challenge, an international trading challenge with a 10,000 prize.

Tom and Louise will both be manning their own traditional market stall, promoting their businesses and giving demonstrations of products they chose via Alibaba.com to deliver profits for their businesses this Christmas.

Tom hopes to make the humble barbecue an integral part of Christmas this year. while Louise is promoting a digital pen that captures handwriting which can be downloaded onto a computer with the click of a mouse.

David Wei, CEO and Executive Director of Alibaba.com, said: Global Entrepreneurship Week is one big



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opportunity for entrepreneurs

everywhere to show they have the spirit and determination to make

their businesses fly,

'Online facilities like Alibaba.com have brought international trading well within the grasp of Yorkshire's small businesses. As our Global Startup Challenge

contestants are proving, it has never been easier to forge international partnerships in order to get the best deals the world has to offer.'

More than 500,000 small businesses across the UK use Alibaba.com to source domestic and international business partnerships.

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SMEs will be given recession beating advice at an event hosted by Business Yorkshire.

The event will take place at Doncaster Racecourse on November 25 and 26 and includes seminars on topics ranging from human resources and IT to marketing and finance.

Jim Scott, who started the Scott Douglas Group during the last period of challenging trading conditions in 1990 offer advice on how to beat the recession. Jim has helped more than 2,500 small businesses improve their trading position using effective marketing and sales processes.

He said: Most businesses only pay lip service to having a marketing plan and fewer still take the trouble to implement their plan. Looking at the opportunities presented by the current trading conditions is a good starting point for developing both a marketing plan and healthy, winning attitude.

To register for free tickets visit www.business-yorkshire.co.uk

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A GYM chain for children has set its sights on Harrogate for its latest opening in the new year.

The latest launch of The Little Gym franchise will bring the total number of UK branches to eight.

The gym offers a progressive gymnastics programme for youngsters between four months and 12 years that evolves with each stage of a child's motor-skills and cerebral development.

Annette Eckhardt, COO of The Little Gym Europe, said: By offering a progressive programme, that focuses on both motor-skills development and confidence building, The Little Gym brings something really unique to the table.



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