

From an early age, Paul Spacey has been involved in five a side football and so moving from playing football to organising it was a natural progression. Along with his two brothers, they realised that five a side leagues were scarce and so, despite still working full time, they began to set up leagues in their local area.

The enterprise proved sufficiently successful to allow them to give up their full time jobs. Paul wanted to concentrate on taking the concept to disadvantaged areas in Scotland, where there weren't any organised leagues and broke away from the original business, setting up Fivez with two leagues in Greenock and Stirling.

The idea was that, whilst building a sound business, he would also be providing a community service, giving young people a focus and helping to tackle Scotland's health and anti-social behaviour problems. The service is simple, Fivez book a venue, get a local qualified Football Association officials and invite, via local newspapers, local teams to play. Revenue is made from the £20 a week fee charged to teams. The community element has been key, with features in the local press spreading the word.

Spacey invested £3000 on the development of their website, fivez.net, which keeps members up to date, provides forums for players and now gets about 10,000 hits a month.

They received a start-up grant of £1,000 from the Prince's Trust, in addition to valuable help and advice. One of the major hurdles described by Spacey was convincing local authorities to let them hire the facilities for matches.

www.fivez.net



Source: Princes Trust

Curries Made Simple

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Tasnim Hussain's curry recipes were renowned amongst her friends and colleagues. Tasnim was a maths teacher by day and an enthusiastic cook of traditional Punjabi dishes in her spare time. She was constantly pestered for her recipes and decided to collate them and sell them for charity.

Spurred on by suggestions that she should publish recipes commercially, she approached numerous publishers over a five year period, but found no support. Hussain realised that the only way to see her book materialise was to publish it herself.

With the help of Business Gateway, the Scottish enterprise support agency, Tasnim found that self publishing would not be too expensive. For £6,000 she could get a print run of 2,000 copies. Her family believed in the project and provided a £5,000 interest free loan. The business was also eligible for a £1,000 grant from

Business Gateway because her 18 year old daughter was a co-director.

Hussain realised that their market was restricted as books were generally sold via word of mouth, through family and friends. Wanting to expand distribution she approached major book stores, only Ottakers would buy directly from Tasnim. Other chains such as Waterstones and WH Smiths would only buy books from wholesalers and the wholesalers would not buy a book without a track record. When the book was ranked as number eight in the Scottish book sales tables, it was registered and an ISBN number assigned. With a track record, Hussain was then able to persuade the wholesalers to buy copies.

www.curriesmadesimple.com

Source: Daily Telegraph