



### Background of business

David Barker, of Tong, Bradford, held a senior management post with one of the country's biggest steel firms, with 90 people reporting to him. However, with the responsibility came considerable stress. He had often considered starting his own small business doing something he does well and really enjoys – tiling. So after a long discussion with his wife Sharon he took the big decision to resign, at the age of 49, and set up DJB Tiling. That was in 2007 and now in his second year of trading

David is getting as much business as he needs and is optimistic about the future.

### Support journey

Although David had plenty of DIY tiling experience he was keen to hone his skills to a professional standard so enrolled for an NVQ Level 2 training course at the Yorkshire Tiling Academy, located at the Headway Business Centre, Tong Street, Bradford. They advised him to contact the Kickstart Gateway team who put Colin Holmes, a Business Counsellor based with the Consortium team, in touch with him. Colin helped David to write a business plan and cash flow forecast and continues to advise him as he grows his business. He also recommended Kickstart professional services, resulting in David having a range of promotional print materials designed and produced by a professional agency. "Colin has given me great support; it's good to know there is always someone you can turn to for advice as you build a business," says David.

### Where they are now

DJB Tiling is now an established business which is providing David with sustainable, full-time employment, five days a week. He is demonstrating that age should be no barrier to starting and building a successful business in the Bradford District. He is already considering employing someone, possibly as an apprentice; his youngest daughter has expressed interest in learning the trade. David is also strengthening his own skills base by taking courses in plumbing and plastering at the Yorkshire Tiling Academy. Armed with these additional skills, complemented by his existing knowledge of fitting underfloor heating, he intends to widen his offer to include full bathroom installation services. At present all his work is carried out in residential properties but he plans to pursue commercial contracts in the future. He has also developed the skills required to create highly complex, decorative tiling mosaics.

### **Background Information**

Client Name: David Barker

Ward in which trading or resident: Tong, Bradford

Business Name: DJB Tiling

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