

## • Kent Enterprise Gateways

Enterprise Gateways are a Business Link service, strategically based across the South East to be accessible points for people wanting to start up their own business or social enterprise.

Each Gateway has a Director, a Coordinator and a team of Outreach Workers. The Gateways work closely with partner organisations to create a network dedicated to providing the right kind of support to aspiring business owners.

In Kent, there are three Enterprise Gateways providing services across the entire county. These services include: mentoring, training, networking and promotional opportunities – for FREE or at very low cost.

Training from the Enterprise Gateways includes workshops on:

- Confidence Building
- Presentation and Communication Skills
- Time Management and Productivity
- Selling and Negotiating
- Creative Thinking and Innovation
- Goal Setting ▶

Paula Groves



## Case Study

**Paula Groves** is a graduate of University College for the Creative Arts Rochester. In May 2004 having spent time developing skills in the industrial welding sector Paula moved into a studio at the New Art Centre, Chatham, Kent, where she launched her sculpture practice. She has this summer moved to much bigger premises in Rochester, which enabled her to build up her team and work on a number of larger scale projects for private and corporate clients.

“The majority of the material I use in my work is reclaimed mild and stainless steel. It has a story to tell, showing its history in its form and the dents, marks and scars that it bears. In working like this, inspiration comes from the metal itself; the shape it already has, or how I can enhance it.

“Without the support and training that I have received from the Enterprise Gateway I don't think I would have had the confidence or the knowledge to take on the larger jobs that I now undertake. Being given advice on how to represent yourself, business planning, PR and pursuing leads has meant that I have been able to make the most of all opportunities.”

### Recent commissions include:

#### *Work in progress*

- Thomas Deacon Academy - Peterborough Sculpture for the entrance of the largest academy in Europe, by Foster + Partners
- Medway Business Awards Trophies - design and manufacture in collaboration with Wendy Daws

#### *Completed work*

- 2012 Days to the 2012 Olympics – Rochester Visitors Centre Sculpture and counter commissioned by Medway Councils 2012 team
- e2v technologies Ltd - Chelmsford Anniversary sculpture celebration 60 years.
- Diamond Light Source – Didcot A cosmic themed sculpture and plaque to mark the opening of the facility, unveiled by Her Majesty the Queen 19.10.07

**Paula Groves**

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