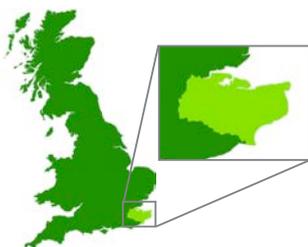




Going up

Doing business in Kent



Kent is the UK's most south-east corner and its nearest county to continental Europe.

Kent is known throughout the world as the garden of England for its beautiful scenery and fertile land. It is also a prime business location thanks to its proximity to Europe, modern business facilities and highly skilled, well-educated workforce.

Spotlight on a Kentish business

Bringing Snail caviar to Europe

"My name is Helen Howard and my business is called 'H&RH Escargots' and I farm edible snails. We sell live snails to restaurants and to members of the public for dinner parties. I take snails into schools to do work in the science curriculum, mostly with primary age children, and and

sell to customers who want to farm snails on a small scale in their back garden.

Snails and France have a very strong link. I buy breeders from France and, thanks to TEN, I've widened my understanding of the snail market by looking further afield. We are now planning to expand into snail caviar: there's a growing demand in Europe."

www.snailfarm.org.uk

The perfect place for international trade

Kent is within easy reach of London and mainland Europe offering direct access to a market of over 350 million people. Thanks to recent high-speed rail network fastest train times are 37 minutes to London, 1h 40 minutes to Paris and 1h 40 minutes to Brussels. Kent has seven freight and passenger ports and an international airport (Manston Airport). There is fast motorway access to London and all its international airports: Heathrow, Gatwick, Stansted and London City.

A very business-friendly location

Some of the world's most established companies, such as BAE Systems and Royal Bank of Scotland, have operations in Kent. Kent's labour costs are up to 60% cheaper than London's, keeping costs down while being near the capital. Kent has a large choice of office and industrial property, business parks and development land.

Six new business centres form the *Kent Innovation Corridor*, offering office space, facilities and support to high-growth businesses. These are:

- Innovation Centre Medway, Chatham
- Canterbury Innovation Centre, Canterbury
- Kent Innovation Centre, Broadstairs
- Kent Science Park, Sittingbourne
- Lakesview Enterprise Centre, Canterbury
- The Nucleus, The Bridge, Dartford

An international and highly skilled workforce

Kent is the UK's most populated county with 1.6 million people and a workforce of 78,000. It is also the academic home of 32,000 students from all over the world. With four universities (Kent, Greenwich, Canterbury Christ Church University and University College for the Creative Arts) Kent offers local businesses an international pool of highly qualified talent.

Did you know? Bluewater, Europe's largest shopping mall, is in Kent. It is popular with continental shoppers who come over for the day.



YOUR TRADING GUIDE TO KENT

Finding the right support and trading partners is essential to expanding into Kent. There is a wealth of resources and expert support to call upon.

European organisations

European Commission practical guide to doing business in Europe.

Multilingual practical information and online government services for companies looking for business in another country. Provided by the European Commission and national authorities.

<http://ec.europa.eu/youreurope/business>

The Enterprise Europe Network South East

Helps local companies do better business with Europe. It offers trading advice, links businesses with partners to co-develop technologies, and helps them find like-minded businesses.

www.enterpriseeurope-se.eu

UK-based organisations

Business Link

Government's online resource for businesses. The Business Link website helps small and medium businesses find practical information. It links to ministries and departments.

www.businesslink.gov.uk

Department of Business, Innovation & Skills

The Department for Business, Innovation and Skills (BIS) supports sustained growth and higher skills across the economy. Their website has information on many topics, such as investing in skills to make markets more dynamic, reducing regulation, promoting trade, boosting innovation and helping people start and grow a business.

www.bis.gov.uk

UK Trade and Investment

UK Trade & Investment (UKTI) works with UK-based businesses to ensure their success in international markets, and encourages the best overseas companies to look to the UK as their preferred partner.

www.ukti.gov.uk

Department for Communities and Local Government

This department fosters prosperous and cohesive communities, offering a safe, healthy and sustainable environment.

www.communities.gov.uk

Federation of Small Businesses

The UK's leading business organisation. The Federation of Small Businesses is the UK's largest pressure group for promoting and protecting the interests of the self-employed and owners of small firms. Formed in 1974, it has 200,000 members across 33 regions and 194 branches.

www.fsb.org.uk



TEN Project
cross-channel
trading guide

www.crosschanneltrade.net

Institute of Directors

The Institute of Directors is Europe's largest membership organisation for business leaders. Established in 1903, the IoD has been representing senior level professionals since 1906.

www.iod.com

Locations4business

The best resource for business location and expansion information. Through locations4business, companies can contact local government agencies and service providers directly, without using location consultants and agents.

www.locations4business.com

Kent-based organisations

Kent International Business

Offers support to overseas businesses wishing to locate in Kent or develop trade links with the county's companies.

www.kentinternationalbusiness.co.uk

Kent County Council

The business portal of Kent County Council's website.

www.kent.gov.uk/business

Locate in Kent

The leading investment promotion agency for Kent and Medway, Locate in Kent helps companies to locate or expand in the south east. It offers free and confidential tailored relocation services. Since 1997 Locate in Kent has helped over 775 companies, creating more than 50,000 new jobs in Kent.

www.locateinkent.com

Visit Kent Business

Visit Kent Business is the official tourism website for Kent, garden of England. It promotes Kent as an attractive place for holidays and events, and enhances the tourism industry, its infrastructure and its products in Kent.

www.visitkentbusiness.co.uk



Did you know? Kent is the UK's most populated county with 1.6 million people