



## New Business Start-Up Support

**Background:** Our existing client and entrepreneur, Fatmir Kotarja, approached us in 2017 to help him set up PortoFino, a premium Italian restaurant, café, cocktail bar and lounge in Hythe, near Southampton. The premises had been a former fast-food outlet and Fatmir's plan was to undertake a major refurbishment of the site to offer a 'high end' experience in both the restaurant (Ground Floor) and cocktail bar (First Floor).

**Summary:** "Fatmir had a vision of the type of venue he had in mind in Hythe and we were asked to consider relevant introductions to bank, accountant and specialist services to help Fatmir make his dream a reality. In addition, we were engaged to offer consultancy as the project developed", Nigel comments.

"Like any new business venture, especially one with an associated building project, it is important to take a step back from the project on occasions to consider where you have come from, where you are now and where you want to be", Nigel adds.

Fatmir remarks, "I was introduced to Nigel in March 2015 by one of my other professional advisers. Since then, I have engaged Nigel and his company to work on various projects and have benefitted greatly from his sensible advice, insightful guidance and overall professionalism. Over the years, it has been a pleasure working with Wessex Business Focus and I look forward to continuing the relationship on future projects."

"Fatmir is a true entrepreneur. Entrepreneurs need someone on occasions, either internally in the business or externally to the business, to challenge their innovative, fast paced thinking and sense-check their enthusiasm. It has been an enormous privilege to sit alongside Fatmir to help him on aspects of his entrepreneurial journey and offer input & guidance when required" Nigel concludes.