

# Mark Kelman - Dress Code Solutions



***"I personally like being the boss. The best thing about working for myself is the control I have over my own life."***

Mark Kelman was shortlisted by the Institute of Directors Scotland for the 2014 Prince's Trust Youth Business Scotland Director of the Year and was awarded the top prize for Enterprise at the 2014 Young Scot Awards. He grew up in Evanton and attended Invergordon Academy, before going on to study Business Management at Inverness College UHI. Unsure of which career path to follow, he decided to pursue his love of enterprise and started looking for a gap in the market. It was as a result of the job that he had at the time, in the office at Invergordon Academy, that he identified the need for higher quality embroidered school uniform.

In 2010 Mark founded local school outfitter and embroidery service Dress Code Solutions. He initially secured a 'Will it Work' grant from Youth Business Scotland and an additional grant from Business Gateway, which covered the cost of his website and financed the resources he needed. He then went on to secure a loan from Youth Business Scotland, and further support from Business Gateway and Highland Opportunity Limited to fund his move to new premises.

Dress Code Solutions is now the largest embroidery company in the Highlands and Moray. It supplies a vast number of primary and secondary schools across a broad geographical area and in 2012 it opened a retail shop at its headquarters in Alness. In addition to school wear, Mark supplies corporate work wear to a number of the major oil and gas, construction and utility companies in the area, including Global, CRC, Babcock, Balfour Beattie, Scottish Water and Morrison Construction. The company's expansion into new markets has enabled Mark to employ five full time and three part time staff - bringing new jobs to the local community and to his family, who make up part of his workforce.

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