

THE TIMES

January 5 - 11, 2008

The Knowledge

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Juliette Binoche
Why the actress ditched
arthouse for Hollywood

TV&RADIO: 7-DAY GUIDE PLUS: THE HOTTEST TICKETS OF 2008

SIGHTS

New spaces

Nancy Durrant tips the galleries nurturing the next wave of Brit art

It's 20 years since Britain's most famous bunch of contemporary artists, the YBAs, emerged on to the scene at *Freeze*, an exhibition curated by a chap called Damien Hirst in an empty building in London Docklands. They still dominate the headlines, though they have slipped comfortably into the very arts establishment that they began by subverting. But who will succeed them? And where will these young Turks come from? These are the hottest new galleries in the UK today, nurturing, we hope, the stars of tomorrow.

MARY MARY GLASGOW

"I was a practising artist for about a week," says Hannah Robinson (pictured), the young director of Mary Mary Gallery. "I think I did one show and then I thought, er, no." ■■

Museums
Galleries
Events
Kids
Eating out

WHAT TO BUY AND WHY

What should you buy in these new galleries — whether for pleasure or as a gamble? Here are five possibilities. The best rule is to buy something you like — and trust your taste!

Figurative art has made a comeback lately, and **Laura Lancaster** has an oil portrait for sale for £1,600 at the Workplace Gallery. But she is a distinctly contemporary artist, and the figure in this picture is a mysterious woman in a chair, glimpsed through black and blue and pink tints, hiding an even more ghostly rabbit or hare with madly long ears. One would often look at her on the wall. A good tip is that Lancaster's work has been bought by UBS and Unilever.

Erica Eyre, at the Rokeby Gallery, is a Canadian who graduated from Glasgow Art School in 2004. She has a drawing for sale for £500 — a dark-marked, sullen face with an awkward arm across the brow, lying by the side of a bland, puffly face in profile. It is all done in a few lines, but it conveys a strong sense of failure and dismay. This is a young artist who knows what she is doing. She has already been bought by the Rubell Family, who keep their collection in a vast warehouse on Miami Beach.

Susan Collis at Seventeen Gallery likes to make us aware of the beauty and interest of commonplace things. In *Made Good* she offers what looks like two rawlplugs and a screw that might have been used to hang up a picture. But look closer, and you find that it is made of white gold, coral, black onyx, diamond and silver. It costs £2,000. She has work in the V & A's show *Out of the Ordinary*.

Karla Black is another essentially conceptual artist. Her work *Pleasers Don't Decide* is a hanging Cellophane sheet marked with such liquids as lipstick, hair gel, body moisturiser and Vaseline. As a comment on female beauty and hygiene you have to make of it what you will. It costs £3,600 at Mary, Mary. Black is in the forthcoming Art Now show at Tate Britain.

Jack Strange has a colourful, spiky, abstract collage called *Nigel and Chris*, which might represent two heads and what he thinks of them. It costs £1,000 at Moot. He has just graduated from the Slade, and should be watched. DERWENT MAY

It was a good decision — since packing it in after graduating from the Glasgow School of Art, Robinson's light, airy gallery has garnered attention from all corners of the art world and her stable of nine, mainly female artists ("It wasn't a conscious decision, but I think I was thinking it would be good") is steadily growing in profile.

Mary Mary follows in a line of contemporary, commercial galleries in Glasgow, started by former school of art graduates. The Modern Institute was the first in 1998, followed six years later by Sorcha Dallas then, in April 2006, Mary Mary. Each gallery has its own style and feeds off a fertile, supportive scene. "They both had different styles to the things I was seeing around me, and I thought, no one's showing this," says Robinson, 26. "It wasn't so theory-based. It was more personally led, more rooted in the artist." The sculptor and performer **Karla Black**, for example, though she filters a great deal of art history through her work, uses very personal materials — including her own body. Or perhaps she will be absent, but the work will be exactly her height, or incorporate her clothes. Black's work will be part of Tate Britain's Art Now: Strange Solution group show opening in early February.

www.marymarygallery.co.uk

MOOT NOTTINGHAM

"We're artists, we're not gallerists," insists Candice Jacobs, 25, one of the four directors of MOOT in Nottingham. It's confusing when you're standing in their gallery space, but Jacobs and her colleagues, **Tristan Hensing**, 25, **Matthew Jamieson**, 25 and **Tom Godfrey**, 26 (pictured, right, from left behind Jacobs) are adamant. "It's important that we can run the gallery in a way that we can always continue our practice," she says. So how do they look after their artists? Simply by providing them with a platform. Godfrey says, in a part of the country where the contemporary art scene struggles against public apathy. They are self-funded, though next year they are hoping to receive an organisational development grant from the Arts Council.

Since its opening in October 2005, MOOT has made a name for itself as a stepping stone for artists, thanks to the team's knack for identifying interesting work with a sense of humour. Most of the artists whom MOOT has exhibited are now catching the attention of big-name galleries. **Jonty Lee's** current residency at Tate St Ives followed his 2006 MOOT show, and **Mark Harasinowicz** recently sold several drawings to **Hauser & Wirth Gallery**.

www.mootnotting.org

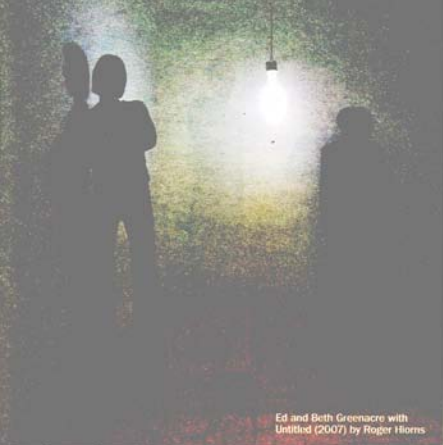


ROKEBY LONDON

"I got told off last night for mentioning [the gallery] in bed," confesses **Beth Greenacre**, 33, whose husband and business partner, **Ed**, 32, is grappling with the accounts in Rokeby's basement. The Central London gallery opened in April 2005, a year and two days after the couple married — and their curfew for discussing it has moved inexorably later. "We knew what to expect in terms of our relationship," says Beth. "Ed and I were always very adamant that we'd have very separate roles."

Hi, I'm **Matthew Barney** (2007) by **Jack Strange** at MOOT





Ed and Beth Greenacre with Untitled (2007) by Roger Hillebr

So Ed runs the business side of things while Beth, who formerly ran an art consultancy, as well as David Bowie's Bowieart website, which pioneered the online viewing of artworks, curates Rokeby's shows and looks after their ten artists — including the installation artist Graham Hudson, who has a commission at Camden Arts Centre this month, and Erica Eyres, several of whose video works and drawings were recently acquired by the powerful Rubell Family Collection in Miami. The gallery itself is named after the famous Velázquez painting known as the Rokeby Venus.

"We don't really have a house style," Beth says. "I think that's kind of dangerous, but it's got to be quality. It has to be somebody who is aware of recent aesthetic and conceptual concerns; aware of their immediate art historical lineage. All our artists use their materials with skill and expertise. But really I think it's more of a conceptual thing."

"When we're looking at artists or going to degree shows we want to see progression of work," adds Ed. "We don't have to see exactly where it's going, but that it's going to be exciting. As a gallery you have the opportunity to do something exciting with these people in the long term, which is very rare."

www.rokebygallery.com



Light and Balance, by Graham Hudson at Rokeby

TOP FIVE GALLERIES

Rachel Campbell-Johnston



1 AN AMERICAN'S PASSION FOR BRITISH ART: PAUL MELLON'S LEGACY

A celebration of the collector's centenary with more than 150 works on show, including rare books by William Blake. Royal Academy of Arts, Piccadilly, W1 (www.royalacademy.org.uk) 0870 8488484, until Jan 27, £7, concs available

2 THE ART OF ITALY IN THE ROYAL COLLECTION

Dramatic canvases and drawings are brought together in this splendid show. The Queen's Gallery, Buckingham Palace, SW1

(www.royalcollection.org.uk) 020-7839 1377, until Jan 20, £8, concs available

3 FLEETING ARCADIAS

Photos by John Blakemore, Ingrid Pollard, Fay Godwin and Martin Parr. Babylon Gallery, Waterside, Ely (www.adec.org.uk/babylon) 01353 616993, until Feb 3, free

4 THE GENTLE ART

The first of a two-part survey of the Fitzwilliam's collection of etchings, drypoints and lithographs by James McNeill Whistler. Fitzwilliam Museum, Trumpington Street, Cambridge (www.fitzmuseum.cam.ac.uk) 01223 332900, until Jan 13, free

5 RACHEL HOWARD

Darkly abstract works featuring interpretations of suicide. Haunch of Venison, Haunch of Venison Yard, W1 (www.haunchofvenison.com) 020-7495 5050, from Fri, until Feb 23, free

For more art in your area, timesonline.co.uk/viaustarts

TOP FIVE EVENTS

Nancy Durrant



1 HYDE PARK WINTER WONDERLAND

Featuring London's largest outdoor ice rink, a toboggan slide, a German Christmas market, bars, an observation wheel, a carousel and carol concerts. Hyde Park, Nr Hyde Park Corner & the Serpentine, W1 (www.royalpark.org.uk/hyde) 020-7298 2000, until Sun

2 LONDON BOAT SHOW

The annual celebration of all things nautical returns for its 54th year, including an aquatic-themed theatrical spectacular. ExCel, Royal Victoria Dock, E16 (www.londonboatshow.com) 0870 0600246, previewing Fri, then from Jan 12-20

3 THE HAMPTON COURT ICE RINK

Enjoy a seasonal skate in the gorgeous grounds of the historic royal palace. Hampton Court Palace, East Molesey (www.hrp.org.uk/hamptoncourtpalace) 0870 0601778, until Jan 13

4 SLEEPING AND DREAMING: GUIDED TOURS

A chance for visitors to explore the exhibition with guidance from experts in science and the arts. The Wellcome Collection, Euston Road, NW1 (www.wellcomecollection.org) 020-7611 2222, Sat (2.30pm)

5 CRUSTY DEMONS: UNLEASH HELL TOUR

Audacious freestyle motocross stunts on a state-of-the-art FMX set, with a show of pyrotechnics and spectacular light and sound effects. Wembley Arena, Arena Square (www.whatsonwembley.com) 0870 0600870, Sat

For more events in your area, timesonline.co.uk/events

Time Out London

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JULY 25 - 31 2007
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*Weather permitting

'Make it happen!'

Seb Coe comes out fighting

New gold dream

The medal winners of tomorrow

Artistic merit

Will culture come second?

Can we really afford it?

Revealed: the true cost for Londoners

OLYMPICS SPECIAL

2012

Five years and counting. Isn't it time you got into the Games?

WIN! Sony Handycams worth £800 each + Free guide to
great days out in London + Brilliant weekend break offer inside

*Future
stars*

Jamie Ruiz, 19,
hockey player, Olympic
village site, Stratford



Consume

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with inline skating 147
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Shopping, style, travel and taste Edited by Maggie Davis

Through a glass darkly The joy of starting your own business



Photography by **Scott Wishart**

Mind your own business!

Got a great money-making idea? Tired of taking orders? You're in luck.

Jessica Eveleigh finds herself in good company with the people behind five successful young London firms and reveals how you can do it too... Photography **Scott Wishart**

Brill

When nursery teacher, drummer and vinyl collector Jeremy Brill (46) was looking for a new career direction, he opened a record shop in Clerkenwell. But when CD sales were hit hard by the rise of the iTunes Music Store and other digital download sources, he reinvented his business with a new name, new look and new coffee bar to create a friendly, local music shop.

What was the inspiration for your business?

I used to sell records at fairs to support my vinyl habit; after a while I thought I should go full-time with it.

When was it launched?

Clerkenwell Music opened eight years ago and was then relaunched as Brill in late 2006.

You have to love what you do. Start from a passion – people will know if you're pretending

What funding did you have?

I was left £20,000 by my grandparents.

Where did you go for advice?

The most helpful experience was working in different record stores. When developing the coffee-shop idea, again, I looked at how other places did it and talked to as many people as I could.

What were the first few months like?

Clerkenwell Music was a hit within the first hour and stayed that way for three years. Brill has taken off more gradually as word of mouth has spread.

What have been the highlights?

Always the people I meet in the shop.

Main challenges?

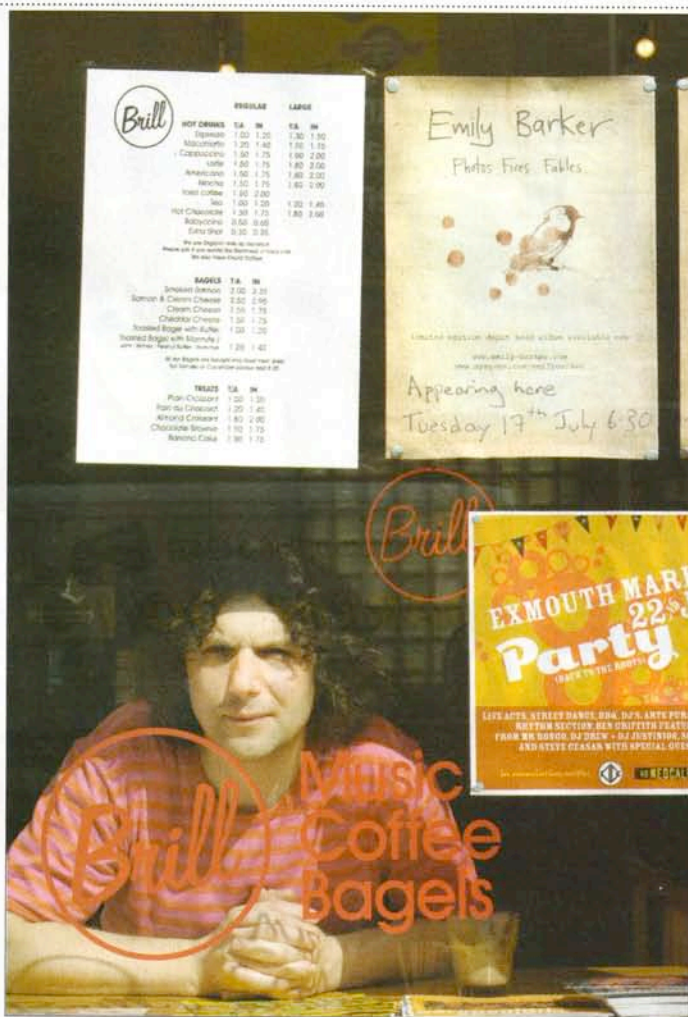
When CD sales started to plummet and we had to rethink everything and sort it out – or give up.

Can you recommend any helpful resources?

Allmusic.com and the forums on Coffeegeek.com.

What are your top tips?

You have to love what you do. Start from a passion – people will instantly know if you're pretending.



Jeremy Brill

What is your business philosophy?

Treat people in a friendly, decent way and always make them feel welcome.

Brill, 27 Exmouth Market, EC1 (020 7833 9757) Angel tube or Farringdon tube/rail. Open Mon-Fri 7.30am-6pm, Sat 8am-6pm.

Rokeby

When Beth and Ed Greenacre (both 32) got married, they wanted to open a contemporary art gallery together in the West End, but they were concerned about the viability of a husband-wife partnership. They needn't have worried – clearly defined business roles combined with a fierce determination on both parts has led to success for Rokeby and its artists. Their previous experience clearly helped: Ed had been a press agent in the art world and ran a bar on Portobello Road, while Beth had worked as an art consultant and curator.

What was the inspiration for your business?

Ed: The gallery was a natural progression of Beth's business and we

now represent many of the emerging artists that she previously curated such as Michael Samuels, Sam Dargan and Graham Hudson.



Ed and Beth Greenacre

When was it launched?

April 2005.

What funding did you have?

We had £30,000 from our previous businesses.

Where did you go for advice?

Ed: Other married couples we knew who had their own businesses, my father who was a curator and then became a private dealer when he retired, Beth's father who is self-employed and Beth's accountant.

What were the first few months like?

The premises were a dump when we moved in and the first five months were spent doing hard labour to get the gallery ready in time. We worked 14 hours a day, seven days a week, which took its physical and emotional toll.

What have been the highlights?

Selling the first big installation, which was by Raul Ortega; placing the work of our artists in major collections and witnessing their success; and getting three years ahead of our business plan within the first year of opening.

Main challenges?

When we had a horrible sewage problem in the building. We now know a lot about plumbing.

Can you recommend any helpful resources?

'Business: The Ultimate Resource' published by A&C Black at £40.

What are your top tips?

Go and work in a gallery first and visit as many other galleries as you can – look at the way they project themselves.

What is your business philosophy?

You need determination, hard work and belief in what you're doing.

Rokeby, 37 Store St, WC1 (020 7168 9942/www.rokebygallery.com)

Goode St or Tottenham Court Rd tube.

Open Tue-Fri 11am-6pm, Sat 11am-4pm, or by appointment.

So Organic

After three years of researching the organic beauty industry, Samantha Burlton (31), formerly an account manager in corporate telecommunications, launched online organic beauty store So Organic from her second bedroom. With sales growing by 18 per cent each month, the business has now expanded to a warehouse and office, and has just opened its first shop in Greenwich.

What was the inspiration for your business?

I was having difficulty finding the organic alternatives I wanted in a convenient and stylish shopping environment and I was sure others felt the same way.

When was it launched?

February 2005.

What funding did you have?

Personal savings of £20,000 and some help from my family.

Where did you go for advice?

Friends, family and the Greenwich Enterprise Board (020 8305 2666/www.geb.co.uk).



Samantha Burlton

What were the first few months like?

It was a very, very steep learning curve. I had to learn how to do everything, from keeping accounts and filling in VAT returns to search engine optimisation and advertising online.

What have been the highlights?

Winning the London region of the O2/Grazia Business Woman of the Year Award 2006, reaching the finals of the industry award for Best Delivery/Internet Company within our first year, the launch of our own label and the opening of our first store.

Main challenges?

Because I love what I do so much it can be very difficult to switch off.

Can you recommend any helpful resources?

City Business Library (020 7332 1812/ www.cityoflondon.gov.uk).

What are your top tips?

Talk to people and ask everyone you know for help and advice – it's amazing just how many doors will open.

What is your business philosophy?

If something's worth doing, it's worth doing well.

So Organic, Eagle House, 7 Turnpin Lane, SE10 (0800 169257/ www.soorganic.com) Cutty Sark DLR or Greenwich DLR/rail. Open Mon-Sat 10am-6pm, Sun 11-5pm.

Streetcar

It took Andrew Valentine and Brett Akker (both 32) a year-and-a-half and hundreds of ideas to decide on a business venture they thought would work. Launched with just eight cars in London their car-share club, Streetcar, now has 500 cars and is expanding to other cities across the UK. Before launching Streetcar, Valentine worked in shipping in South Africa and then returned to the UK to do an MBA; Akker was an account manager at Mars. They met as students at Durham University.

What was the inspiration for your business?

We read an article in a US magazine about a similar car-club scheme, liked it and set about finding out what kind of reception the idea would get in the UK.

When was it launched?

April 2004.

What funding did you have?

Personal savings of £100,000 as well as secured banking and asset finance.

Where did you go for advice?

Established car clubs in the US and Europe and our bank manager.

What were the first few months like?

Absolutely frantic – we were faced with an office full of ringing phones and not enough people to answer them! We quickly had to recruit and have gone from just two people when we started to a team of 50. We now have more than 15,000 members and are signing up thousands more Londoners every month.

What have been the highlights?

The day that we secured investment from venture capital firm Smedvig was a real high point as it meant we could really accelerate our growth plans. Getting positive feedback from customers is always satisfying too – especially when they tell us they've given up their car in favour of our scheme. Each car we put on to the streets hopefully takes about 20 privately owned cars off the streets, so when we reached 500 cars, it meant we could have potentially taken 10,000 cars off the streets of London in just three years.

Main challenges?

Despite our cars being more environmentally friendly, users still have to pay the full congestion charge (it's added to your bill automatically if you go into the congestion charge zone). We'll continue to fight for preferential terms for Streetcars in the congestion charge zone and when the new congestion charge

I sold my first shoes at 5pm on the first day, then there was no time to breathe for three months

rates are finally linked to the environmental standing of each vehicle, we want recognition that our pay-as-you-go scheme takes cars off the road and consequently reduces emissions.

Can you recommend any helpful resources?

Startups.co.uk.

What are your top tips?

When putting together a proposal, quality and professionalism are essential. In London, you are up against so much competition that you can't afford to cut corners.



Andrew Valentine and Brett Akker



Emmy Scarterfield

What is your business philosophy?

Enjoy it and build up a strong team so that you can confidently switch off your Blackberry and mobile knowing that your business will run without you! Streetcar (0845 644 8475/www.streetcar.co.uk). Membership £49.50 per year then from £4.95 per hour to £195 per week.

Emmy's Shoes

Operating out of two small rooms above an Islington lingerie shop, Emmy Scarterfield, 32, designs handmade wedding shoes. Starting with just five pairs, Emmy's Shoes now offers 60 different styles and employs 16 staff. Before launching her business, Scarterfield studied a BA in shoe design at Cordwainers then worked in Milan for five years for Giorgio Armani and Bottega Veneta. After that she freelanced for Reiss, Jessica Ogden, House of Jazz and others in the UK, setting up their shoe design and production.

What was the inspiration for your business?

My friends were starting to get married. After the third time I'd been asked to help choose the bride's shoes – and been disappointed by the compromises they'd had to make – I thought I could do it better myself.

When was it launched?

May 2004.

What funding did you have?

Personal savings of £24,000.

Where did you go for advice?

Initially, I went to BusinessLink Islington to ask for advice and then to a friend of my dad's, who was so impressed with my business plan that instead of sending me to the bank he decided to invest.

What were the first few months like?

I sold my first pair of shoes at 5pm on the opening day, then there was no time to breathe for three months as all my orders were for August weddings.

What have been the highlights?

Designing shoes for Elizabeth Hurley, being named Best Accessories Designer by Condé Nast and doubling the firm's amount of orders in the past year.

Main challenges?

Working long hours and struggling so much when the business had expanded that I was no longer able to cope alone. But now I see this as a positive sign of growth and am prepared for it.

Can you recommend any helpful resources?

BusinessLink (0845 600 9006/ www.businesslink.gov.uk).

What are your top tips?

Do lots of research and write a business plan.

What is your business philosophy?

Stick to what you're good at. Emmy's Shoes, 65 Cross St (above Tallulah lingerie shop), N1 (020 7704 0012/www.emmyshoes.co.uk) Angel tube or Highbury & Islington tube/rail. Open by appointment.

Consume