

MAIDSTONE : THE BUSINESS CAPITAL OF KENT



STRATEGIC CONNECTIONS
HIGHLY SKILLED WORKFORCE
QUALITY OF LIFE
VARIETY OF SECTORS
ENTERPRISE ZONE STATUS

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Hermitage Quarry, J5 of M20



New Scania dealership, J6 of M20, completion late 2015



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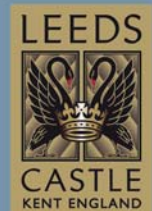
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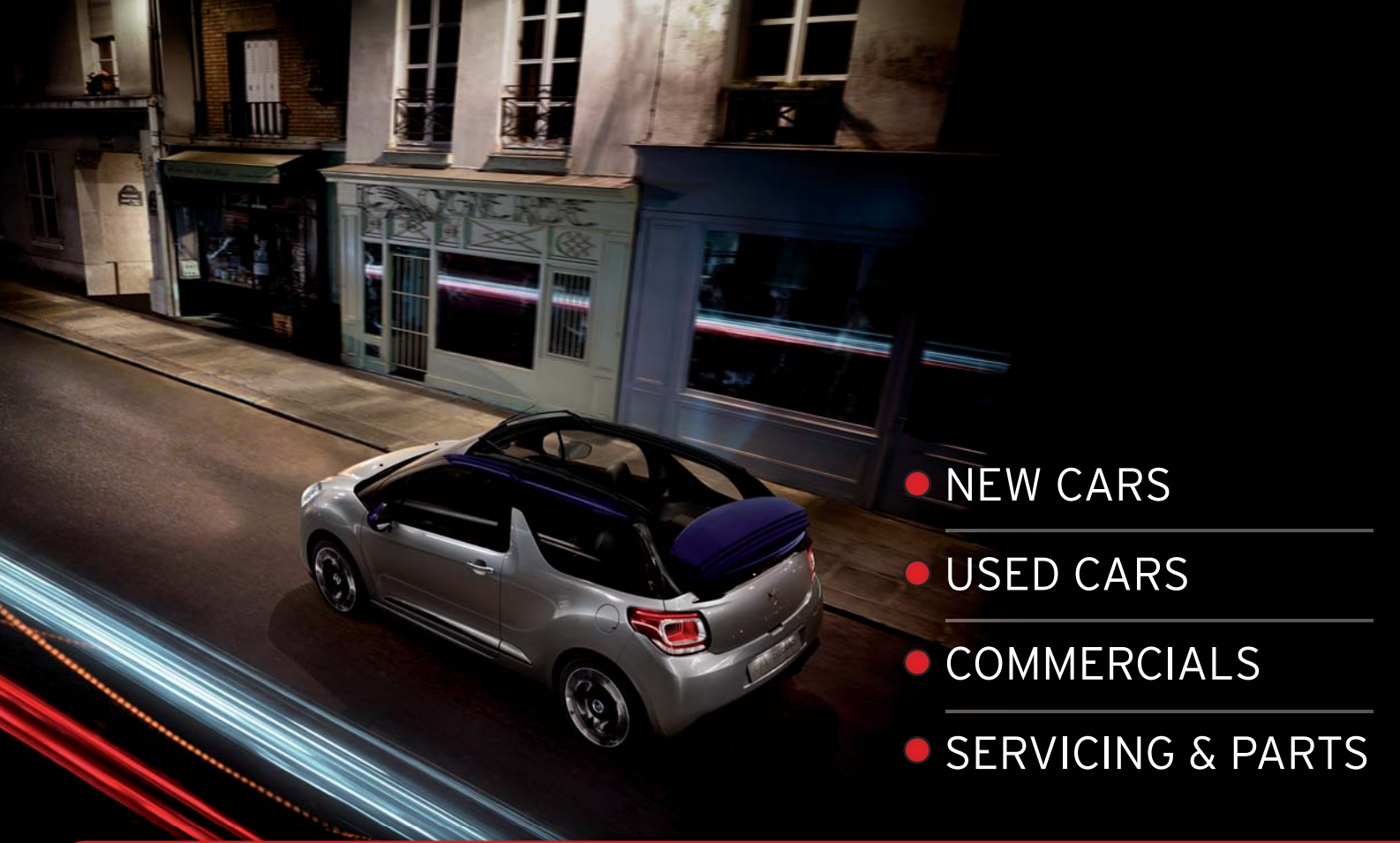


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MAIDSTONE : THE BUSINESS CAPITAL OF KENT



£95m Kent Institute of Medicine and Surgery opened in 2014

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MAIDSTONE IS OPEN FOR BUSINESS

...and continues to attract significant investment with projects recently opened and planned totalling close to £500m. Further major housing and employment allocations feature in the Maidstone Borough Council Draft Local Plan.

Strategically located in central Kent between London and mainland Europe, Maidstone combines competitive costs (up to 60% below London), and strong communications links with UK, European and world markets and is the power house for growth and innovation in Kent with:

- ▶ The largest economy
- ▶ The largest employment centre
- ▶ The largest office market
- ▶ The largest traditional retail centre, and
- ▶ The largest workforce

And with a strong base of nearly 7,000 businesses, if you think you know Maidstone, think again: we are home to innovators in the engineering, manufacturing and medical services sectors alongside our strengths in business & professional services, creative & media and retail & leisure.

What's more we have recently received Enterprise Zone status for the Kent Medical Campus to help drive growth in the medical technology, life sciences and health care sectors across the South East.

IF YOU THINK
YOU KNOW
MAIDSTONE,
THINK AGAIN



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Based in Maidstone, the **dha planning group** has the experience and knowledge to unlock the potential of land and help businesses grow.

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STRATEGIC CONNECTIONS: Maidstone's location in central Kent is ideal for reaching local, regional, UK, European and world markets.



With two motorways (M20 and M2) - with four junctions; close to the M25 and three railways lines including High Speed 1 - we are well connected and under an hour from London and the channel ports.

FAST AND SIMPLE TRAVEL TO EUROPEAN DESTINATIONS

KEY FACTS:

- ▶ London's major airports at Gatwick, Heathrow and Stansted - all within easy reach.
- ▶ London City Airport operates services to European cities
- ▶ London Ashford Airport at Lydd provides freight and passenger transport opportunities
- ▶ Fast and simple travel to Paris, Brussels and other European destinations using Eurotunnel or by Eurostar from Ashford or Ebbsfleet International.

Maidstone's strategic location connects TESLA electric car owners with continental Europe and Southern England: it is the last charging point in the UK for travel to mainland Europe. TESLA opened the supercharger at Eclipse Park (Junction 7/M20) as part of its UK network enabling drivers to charge for a 200 mile trip in just 30 minutes.





Maidstone Studios transmitting to the world

PROVIDING HIGH SPEED CONNECTIVITY

DIGITAL CONNECTIVITY: Superfast broadband and data services are central to a modern communications network for Maidstone.

- ▶ We are part of BT Infinity's roll out of 'Next Generation Access'
- ▶ Will benefit from up to £40 million of investment across Kent
- ▶ Plans are underway for at least 95% of homes and businesses to have superfast broadband access

The Maidstone Studios - the UK's largest independent High Definition TV studio facility – offers some of the most exciting creative television space currently available. It is complemented by onsite data centre, **Custodian**, providing high speed connectivity to and from the outside world via a fully resilient fibre network with expansive bandwidth.

Utilising the largest audience capacity facilities, The Maidstone Studios is home to BBC's *Later... with Jools Holland* music show and the popular ITV *Take Me Out* entertainment show.



University of Creative Arts (UCA)

The University of the Creative Arts' BA Hons Television Production Course is taught at Maidstone TV Studios – offering a unique opportunity to study in a professional environment. Taking advantage of the top class industry-standard equipment and hands-on work experience opportunities on network television shows, the course provides the skillset and knowledge that will enable students to develop careers as writers, directors, producers, editors and camerapersons in the television and related media industry.



Mid Kent College students

HIGHLY SKILLED WORKFORCE: Maidstone has the second highest Gross Value Added per head in Kent and that is growing at nearly 4% per year.



32.6% OF RESIDENTS QUALIFIED AT NVQ LEVEL 4 OR ABOVE

Our high employment rate and wealth of school, college and work-based training opportunities underpin a 70,700-strong workforce generating a £3.3 billion annual GVA - the largest in Kent.

Our catchment area for skilled labour extends into the rest of Kent and Sussex and a third of our residents are educated to degree level or above.

KEY FACTS:

- ▶ £40m investment by Mid Kent College in Maidstone Campus
- ▶ Universities of Greenwich and Canterbury nearby
- ▶ Established commuter population
- ▶ Opportunities to recruit and retain high quality employees locally given work-life balance trends and property affordability in comparison to the Capital.



Leeds Castle

KENT DOWNS AREA OF OUTSTANDING NATURAL BEAUTY

QUALITY OF LIFE: The County Town straddles the banks of the River Medway and much of the Borough's 152 square miles are set within beautiful downland countryside - part of the Kent Downs Area of Outstanding Natural Beauty - with its charming Kentish villages.

We are home to Leeds Castle: "The loveliest castle in the world", alongside more contemporary award-winning residential architecture.



360-acre award-winning Mote Park

KEY FACTS:

- ▶ We attract over 4 million visits per year
- ▶ Visitors spend more than £250 million per annum
- ▶ Brenchley Gardens, our 360 hectare Mote Park and the Maidstone Millennium River Park make up what is popularly referred to as Maidstone's 'green lungs'
- ▶ Being the County Town, we have an excellent theatre; exceptional regional museum and are known as the 'nightlife capital of Kent'.



Towergate at Eclipse Business Park

VARIETY OF SECTORS: A large number of sectors are of strategic importance to the Maidstone economy.

We are home to major employers such as Towergate (Europe's largest independently-owned insurance intermediary), Brachers Solicitors, ASB Law, DSH Accountants, Aliaxis UK (Marley), Lenham Storage and Gallagher Construction & Civil Engineering.

This diversity, combined with a strong base of small and medium sized enterprises, gives Maidstone flexibility to respond to new opportunities and ensure the Borough is well placed to secure future economic growth particularly in:

- ▶ **Engineering & Manufacturing**
- ▶ **ICT**
- ▶ **Life Sciences & Healthcare**
- ▶ **Construction**
- ▶ **Professional & Business Services**
- ▶ **Agriculture and Horticultural Diversification**

FLEXIBILITY TO RESPOND TO NEW OPPORTUNITIES



Eclipse House Junction 7 / M20



INTEREST FROM BIOTECH AND MEDTECH START-UPS

KENT MEDICAL CAMPUS ENTERPRISE ZONE links with proposals for new commercial development at Ebbsfleet Garden City EZ and Rochester Airport EZ in Medway as part of the **North Kent Innovation Zone**.

Combined the three sites create synergies and fresh opportunities within the **Kent Innovation Corridor** with its growing concentration of life science companies.

Kent Medical Campus will be the County's first Academic, Health and Science Centre (AHSC), the first phase of which is the recently-opened Kent Institute of Medicine and Surgery (KIMS): a £95 million, 92-bed independent hospital.

KMC EZ KEY FACTS:

- ▶ 30 acre site
- ▶ Located at Junction 7/M20
- ▶ Will provide 98,000m² of flexible accommodation for co-location of medical and life-science companies, a neuro-rehabilitation centre and HE training facilities for medical and healthcare professionals
- ▶ Already attracting interest from biotech and medtech start-ups and major healthcare investors
- ▶ Will create more than 2,300 new jobs locally.

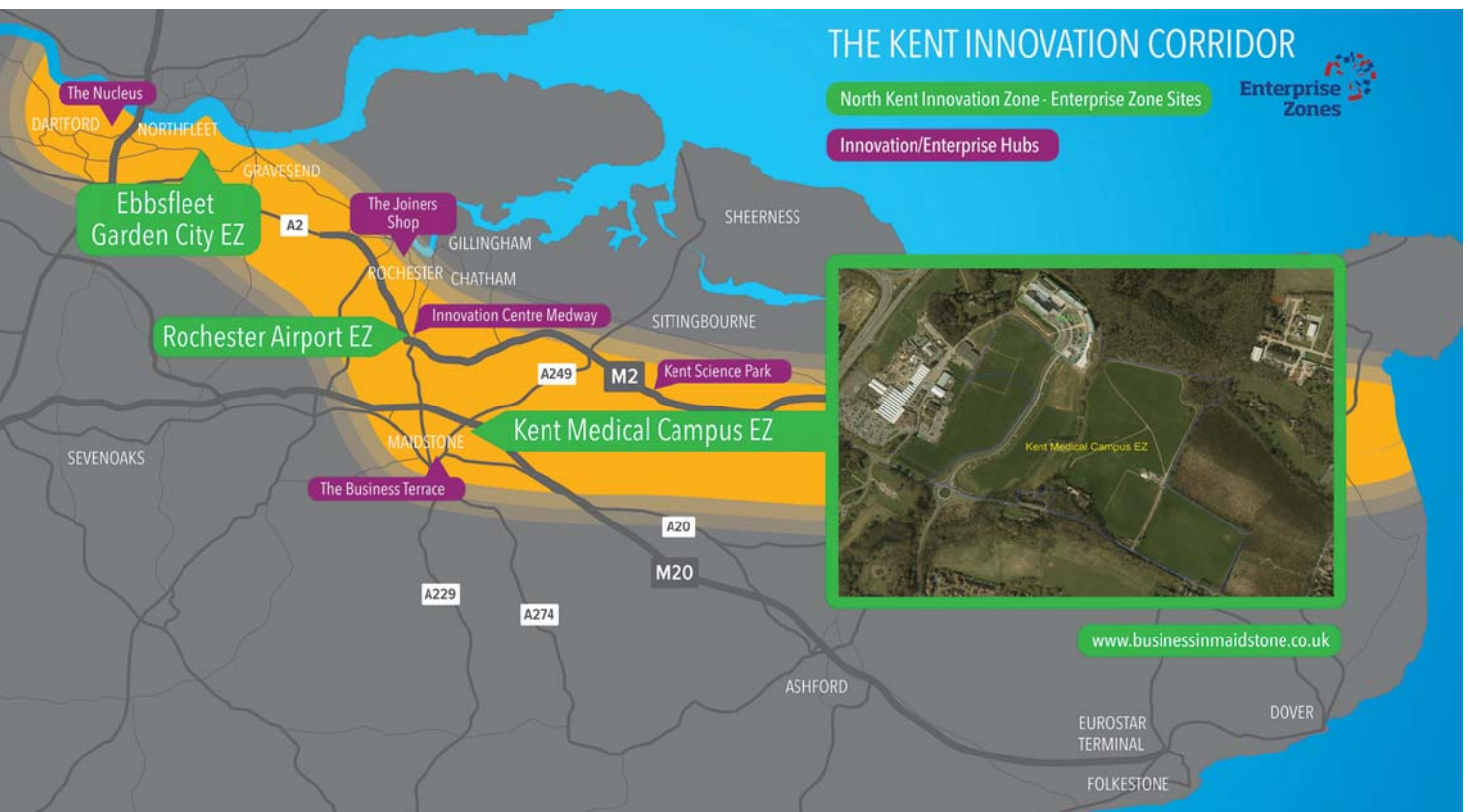




CGI of proposed Cygnet Hospital



FIRST KENT MEDICAL CAMPUS SIGN UP: Cygnet Health Care has just been granted planning permission for an £18 million hospital, creating 150 jobs. They are the largest outsourcing provider to the NHS of mental health services for patients needing acute and intensive care. Work starts on the site access road Summer 2016, with a start on site for Cygnet also scheduled for this year.



BUSINESS RATE DISCOUNTS UP TO £55,000 PER YEAR FOR FIVE YEARS





Businesses locating to the EZ by 31st March 2022 will receive business rates discounts up to £55,000 a year for five years.

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FUTURE GROWTH AND PROSPERITY

Maidstone Borough Council's new Economic Development Strategy sets out ambitious plans to ensure Maidstone benefits from the economic recovery and delivers on jobs, a growing economy and sustainable growth.

The strategy lists five key priorities:

1 | Retaining and attracting investment

Supporting existing businesses to grow and to attract new employers to the borough.

2 | Stimulating entrepreneurship

Creating a more entrepreneurial and innovative economy, supporting new business start-ups and those with high growth potential to move up the value chain.

3 | Enhancing the town centre

Promoting the regeneration of Maidstone Town Centre as a high quality retail and leisure destination, and as a place to live and work.

4 | Meeting the skills needs

Working closely with partners to ensure residents are equipped with skills for work and that the skills needs of businesses are being met.

5 | Improving the infrastructure

Investing in infrastructure by working closely with partners, most critically Kent County Council.



1 | RETAINING AND ATTRACTING INVESTMENT

WHO'S RECENTLY ARRIVED...

A new generation of purpose-built drive-through Scania dealerships has opened at Junction 6/M20.

Developed in collaboration with Scania Sweden, the 2.5 acre site represents a £6 million investment.

The new facility is equipped with a full range of leading edge technological and environmental features – providing an extensive range of services for truck, bus and coach operators in the South East, including commercial traffic entering and leaving the UK via Kent ports and the Channel Tunnel.

The site currently provides employment for 24 technicians, parts and admin staff: a number which will rise significantly once the branch is established.

LEADING EDGE
TECHNOLOGICAL
AND
ENVIRONMENTAL
FEATURES



Metro Bank opens modern town centre store - only the second in Kent

The new store has transformed the junction of Week Street and King Street. Having recruited 27 local people, the new store is open seven days a week, 362 days a year.



CGI of proposed Waitrose

MORE
THAN 20,000
PATIENTS
HAVE BEEN
SCANNED



Cancer Scanner Company makes Maidstone its home.

Michelson Diagnostics, the company behind VivoSight, a ground-breaking skin imaging and skin cancer treatment scanner, has made Maidstone its headquarters at Eclipse Park, Junction 7/M20.

The high-tech medical device company specialises in the clinical application of Optical Coherence Tomography (OCT) technology, which uses an advanced laser scanner to see into tissue with an unprecedented image resolution and quality of image.

VivoSight scanners are used in seven European countries, as well as USA, Australia and Brazil, and more than 20,000 patients have been scanned.

“Maidstone Eclipse Park is perfect as a base for the company's management, operational infrastructure, R&D and engineering hub.

Our brief was precise: new offices offering the right quality of image, but also the necessary motorway connections and space to expand. Eclipse Park offers everything Michelson Diagnostics needs and importantly also puts the recently opened Kent Institute of Medicine and Surgery and Kent Medical Campus Enterprise Zone within walking distance.”

Jon Holmes, Chief Technology Officer at Michelson Diagnostics

AND WHO'S PLANNING TO COME HERE...

£14m Waitrose being proposed at Eclipse Business Park Junction 7/M20 as part of a new masterplan.

The 30,000 sq. ft. store, if approved, will employ 200 people. It is planned to include a café, home delivery and 'click and collect' for John Lewis in addition to their food offering. The development would provide for a one-storey supermarket and 300-bay car park.



2 | STIMULATING ENTREPRENEURSHIP

Maidstone is the place to start a business with a dynamic new work and meeting space, buzzing entrepreneurial community and bespoke support packages across all sectors.

Opened in September 2015, The Business Terrace already has three of “Kent’s Top 30 under 30” among the 23 entrepreneurs working from our 11 offices – in addition to our 12 co-working desks: creating an inspiring and collaborative working environment.

With superfast internet the facility is providing an innovative and highly supportive environment for entrepreneurs, home-based businesses and remote workers from across Maidstone and Kent.

We also have a number of breakout areas, including an outside decked terrace; private meeting rooms and a 40-seat seminar room with an HDMI / VGA and MAC compatible 3D data projector. Through our partnership with Cisco, our clients can meet their customers anytime and anywhere using Video Conferencing and Webex collaboration services.



- ▶ Onsite advisers five days a week
- ▶ R&D specialists along with legal and accounting mentors
- ▶ Access to Innovate UK programmes through Greenwich University, and Oxford Innovation’s dedicated team of business Finance and Funding specialists.

WITH
SUPERFAST
INTERNET
CONNECTIVITY





3 | ENHANCING THE TOWN CENTRE

STATION GATEWAY TO GET ICONIC FACELIFT COSTING £2M



Following a £3.5m town centre redevelopment programme in 2013, we are now undertaking additional public realm improvements to boost the vitality of the Town Centre to increase land values and footfall.

This next phase will see more than £3m invested in the North end of Week Street and Gabriel’s Hill, and we are working closely with key landowners and stakeholders to ensure our projects tie in with private investment.

2016 WILL ALSO SEE:

An enhanced retail and leisure destination - following a multi-million pound facelift The Mall by owners Capital & Regional including revamping of entrances on King Street and Gabriel’s Hill.

A new £5.74m River Medway bridge gyratory scheme - to improve traffic flow in and around Maidstone.

STOP PRESS

Time called on derelict “Vic” pub: It will be demolished as part of a £2m scheme to replace Maidstone East ticket office with an iconic glass and steel entrance and café overlooking “County Hall Plaza.” This major new gateway project will be jointly funded by the National Station Improvement Programme and South East Enterprise Partnership. Work starts this year with a 2017/18 opening.

4 | MEETING THE SKILLS NEEDS

A £40 million pound investment programme at MidKent College's Oakwood Park Campus has created a state-of-the-art facility offering Higher Education, Further Education and Professional training opportunities in Maidstone.

The most recent phase of investment – a £21 million pound skills centre offering higher-level courses in Construction, Engineering, Teacher Training & Education, Business and IT – provides education opportunities that specially match local social and economic need and supports our key sectors for economic growth.

The new facility also offers a full portfolio of professional qualifications in Accountancy, Personnel Development and Leadership & Management. The College is also helping employers to up-skill their current workforce by offering a full portfolio of professional qualifications and can customise any programme to match their specific needs.

! STOP PRESS

£300,000 secured by MidKent College (April 2016) from the South East Local Enterprise Partnership to create a new Life Sciences Laboratory specifically to support future developments and meet the skills demands of the Kent Medical Campus Enterprise Zone. The Lab will create an innovative environment for the life sciences sector.

NEW LIFE SCIENCES LABORATORY





5 | IMPROVING THE INFRASTRUCTURE

£55 MILLION INFRASTRUCTURE INVESTMENT PLAN

With a proposed new 64-acre employment allocation at Junction 8/M20 and a £55 million highways, health and education investment plan - Maidstone is delivering on the infrastructure needed to enable growth.

There are five new and extended employment sites allocated in our Draft Local Plan which could deliver more than 900,000 sq.ft. (83,700 m²).

Eclipse Business Park: High quality location with available commercial office space; master-planned to provide up to a further 55,000 sq.ft. in three buildings. **Junction 7/M20.**

Junction 8/M20 (Woodcut Farm): New employment site allocation for up to 49,000m² mixed employment floor space (B1c, B2, B1a, B8) - and a mix of hi-tech and/or research and development (B1(b)) subject to demand.

Turkey Mill: 20-acre, edge of town former world-renowned paper mill; 95,000 sq.ft. providing accommodation for more than 75 companies employing 800 with **planning permission for a new 14,000 sq.ft. two-storey building.**

Pattenden Lane, Marden: Current opportunities for small, medium and large industrial units; close to distribution centres at nearby Paddock Wood with **two extended site allocations** for 14,500m² floor space (B1, B2 B8) and 6,800m² - also B1, B2, B8.

Headcorn Business Park: Existing modern estate located eight miles southeast of Maidstone on A272. **New employment site allocation** 5,500m² (B1, B2, B8).





HOW CAN WE HELP?

Choosing the right business location is vital in sustaining a competitive edge. We really understand this and provide a range of bespoke, free and confidential services to companies expanding or relocating here.

This tailored support includes details of regional and national loan schemes and any financial assistance along with:

- ▶ Tours and site visits
- ▶ Confidential introductions
- ▶ Salary bench-marking
- ▶ Local market and sector trends
- ▶ Help in finding new business opportunities around local supply chains
- ▶ Environmental advice and support
- ▶ Meeting and interview facilities.

We also know moving into a new location often needs you to draw upon a number of services to support the installation of necessary office infrastructure and equipment. We can help you build a network of companies from across the borough specialising in a wide range of office solutions.

We can also offer you a professional base while looking at what we have to offer. The Business Terrace in the heart of Maidstone town centre offers state-of-art facilities including: high-speed internet connectivity; a “desk-when-needed,” conference and meeting rooms and video conferencing.

GET IN TOUCH:

Maidstone's Economic Development Team is here to help.

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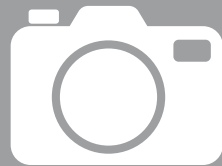


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For more information, please email info@themajoryorke.com

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Energy saving

Air conditioning an office for 1 extra hour a day uses enough energy in a month to power a TV for over a year.

Saving energy saves you money, protects your reputation and helps combat climate change.

Your organisation could save up to 10% through housekeeping actions which cost little or nothing.

Source: www.carbontrust.co.uk





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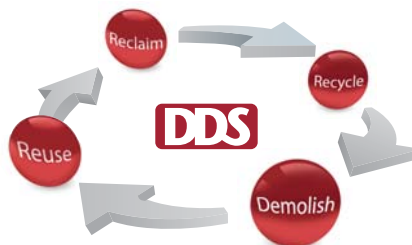
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Let's recycle ink
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34 million inkjet cartridges are needlessly sent to landfill each year. That's enough to fill 18 London buses.

Source: UK Cartridge Remanufacturers Association



www.wrap.org.uk/recycleatwork

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Maidstone Borough Council

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Energy saving

A photocopier left on standby overnight wastes enough energy to make 30 cups of tea.

Saving energy saves you money, protects your reputation and helps combat climate change.

Your organisation could save up to 10% through housekeeping actions which cost little or nothing.

Source: www.carbontrust.co.uk

Let's re-use paper where possible.

Each year in the UK we use 10.4 million tonnes of paper and cardboard and it takes up to 40,000 litres of water to make every one.

Source: Confederation of Paper Industries



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For information on the work we do or if you would like to meet the team please contact Toby Crayden, Kent Office Director.

MLM Consulting Engineers
190 Eureka Park
Upper Pemberton
Ashford, Kent TN25 4AZ

Telephone: 01233 610530
Email: toby.crayden@mlm.uk.com

Great people to work with...

- This year marks MLM's 50th anniversary and coincides with the company's retention of its 'The Sunday Times Best Companies to Work For' 1 Star accreditation.
- MLM employs 400 people and has developed into one of the largest privately owned engineering, environmental and building control consultancies in the UK with global reach into South America, Europe, Scandinavia and the Middle East.
- The MLM Brand is all about being 'Great People to Work With' and MLM is proud of the longstanding relationships it has with both its public and private sector clients.
- It is important to MLM that each project it works on takes into consideration the client requirements, the local environment and the sustainability of the building and related infrastructure.
- MLM has a strong commitment to supporting the communities where it works, through involvement in community projects, charities and the arts.

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Kent County Cricket Club

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