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2016/17

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Viking Recruitment's new training division, the Maritime Skills Academy, offers a portfolio of MCA accredited short courses and is an approved English Marlins Testing Centre.

The training facility based in Whitfield, Dover is perfectly located for links to the UK and Europe. The Academy is business to business run and specialises in the following training:

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- STCW Updating Training
- Management & Upskilling
- Maritime & Commercial Fire Fighting
- PYA GUEST Stewardess Courses
- Workplace Health & Safety Courses

Kent County Council and Dover District Council have provided ongoing support and have been an essential element to the future expansion of the Maritime Skills Academy.



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Multipanel UK Ltd manufactures and globally distributes a growing range of Alupanel® Aluminium Composite Panels for use in a variety of industries including architecture, interior design, sign, print, display and transport.

A reputation for supplying superb products at a competitive price has contributed to meteoric growth for Multipanel UK and the company was recently listed in "The Sunday Times International Track 200" of private companies with the fastest-growing international sales.

The company originally manufactured Alupanel® at their facility in the Far East but following eighteen months of preparation and construction, recently commenced UK production at a new, cutting edge, high-speed production line that uses the most advanced technology in the industry. Covering an area of more than 10,000 square metres, the multi-million pound investment project near Dover includes warehousing, administration and production facilities with an annual capacity to produce five million square metres of Aluminium Composite Panels.

This move not only enhances the already high standards of Alupanel® products thanks to the use of the very best raw materials from European suppliers but, with easy access to the European road network, it will also reduce delivery times and enable the company to respond more quickly to market demands. In addition, the lower risk from currency fluctuations means customers will also benefit from improved price stability.



Managing Director, Andrew Cock, said, "The UK is renowned for its quality manufacturing and we are delighted to have opened this facility in Dover. Manufacturing in the UK will give us greater control and enable us to provide our customers with an unrivalled product in terms of quality and service." He went on to say, "For our UK site, Multipanel chose Dover not only because of the excellent transport connectivity to mainland Europe but also thanks to the high level of support and encouragement received from the district. With their help we have been able to achieve this significant development, directly creating more than fifty new jobs and bringing a great deal of new business to local companies. "



The only ACP made in the UK, Alupanel® is an extremely rigid, flat, smooth sheet with a high quality PE paint finish available in an impressive range of colours and finishes. Subject to minimum order quantities, we also have the flexibility to match almost any colour reference or to supply custom finishes, helping us to provide unlimited design possibilities for an enormous variety of applications.

....the company was recently listed in "The Sunday Times International Track 200" of private companies with the fastest-growing international sales.



GW George Wilson Holdings Ltd



George Wilson Holdings Ltd, as a substantial commercial property developer, is proud of its numerous projects in north and east Kent.

The group has been established in this region for over 25 years, creating in excess of 3,000,000 sq ft (278,000 m²) of quality floor space, encompassing grade A office accommodation and a variety of industrial units ranging in size from 1,000 – 100,000 sq ft (92.9 – 9290 m²).

The Group's success has been achieved on two tenets.

Availability

We are unquestionably the premier commercial developer in this part of Kent and have been so for over 25 years. We have had a spectrum of developments from high quality office accommodation and specialised manufacturing facilities through to 400 sq ft (37.2 m²) starter units. We justifiably feel we are able to accommodate the requirements of a broad market.

Customer Service/Requirements

We have a "customer lead" ethos – we provide what is required rather than what is available. Our ability to adapt to market conditions has been demonstrated on several occasions where in order to make a deal work we have acted as brokers matching our purchaser with a potential purchaser for their property or even taking our purchaser's property in part exchange.

Our professionals (architectural, engineering, construction and sales) have been together as a team for two decades and are therefore able to respond to customers' enquiries in unison, saving time, frustration and costs.



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www.georgewilsonholdings.com

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...more than just a business park

Kings Hill is home to over 200 businesses. It offers a range of office space with varying styles and prices plus unparalleled amenities.

- Developer, Liberty Property Trust, has fully refurbishing 17 Kings Hill Avenue – as featured below.
- The two storey building is already 50% let leaving 17,500 sq ft of grade A space with brand new air conditioning and 95 parking spaces.
- Occupiers benefit from a doorstep pool of labour – 8,000 people live at Kings Hill.
- Employees enjoy the development's shops, day nurseries, golf course, cricket ground, sports park and David Lloyd fitness centre.
- Free parking, plus car share scheme and shuttle bus link to West Malling for Kings Hill station, with services into London, are welcomed by clients and staff alike.
- The dedicated site-based property management team keeps occupational costs competitive and provides fast reactive maintenance.



17 Kings Hill Avenue

www.kings-hill.com

Kings Hill images...



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With a base in Kent for over 25 years, Tony Gee and Partners is the civil and structural engineering consultancy of choice for contractors, developers and all types of infrastructure and facility owners and operators worldwide. We believe in forming close relationships with our clients, enabling us to meet the rapidly changing demands of any construction project. We bring to your project the expertise you need to establish and expand your development platform and put your scheme on the map.

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2016/17

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Tel: 020 8773 3000
Fax: 020 8773 3008
Email: postmaster@burrows.co.uk
Web: www.burrows.co.uk

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If you'd like to get in touch please email,
julia@pentlandhomes.co.uk
or call:

**01303
893080**

and ask for Julia Price.

Coming soon...



A new College for Ashford!

The derelict site at Elwick Road is being redeveloped and Ashford will soon have brand new college premises. The old buildings have been demolished and work is under way for the wonderful new and much needed Ashford College campus, due for completion in 2017.

BAM Construction will deliver the first stage of the new Ashford College, creating a 5,112sqm site, capable of housing 900 more students and replacing its current home on Jemmett Road.

Within close proximity to Ashford International Station the new, purpose-built and state-of-the-art campus will offer availability of education and training that fulfils employers' current and emerging needs and is fundamental to commercial success.

To find out about the courses we offer, go to:
www.ashford.ac.uk



Contents

| | |
|-----|--|
| 19 | Foreword |
| 24 | Regional Growth Fund |
| 30 | Kent Invicta Chamber of Commerce |
| 37 | Open for Innovation |
| 44 | Strategic Development Map |
| 48 | Key Developments |
| 64 | Margate Cultural Regeneration |
| 68 | Kent Cultural Transformation Board |
| 72 | Property Market |
| 76 | No Use Empty |
| 81 | Produced in Kent |
| 84 | Time to Put Some Energy Into Your Business |
| 93 | Trading Standards |
| 100 | Healthy Workplace |
| 105 | Parks Open for Business |
| 106 | Explore Kent |
| 108 | Explore the Garden |
| 113 | Kent History and Library Centre |

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ChilmingtonGreen

Ashford, Kent

Chilmington Green will be a whole new neighbourhood for Ashford. This new development has a clear aim; to create a truly quality and sustainable environment in which residents and businesses choose to live and work and feel proud of their community.

This new community will provide around 5,750 homes. However, Chilmington Green will offer far more than simply new homes, there will be a High Street with a range of shops, a much needed new secondary school, up to four new primary schools, business premises, medical facilities, a community hub offering a range of services and a new park for everyone to enjoy. It will bring employment for some 1,000 people and positively encourage business development in the area.



Award winning – Hodson Developments are a well-established housebuilder, widely acknowledged as being one of the country's leaders in luxury housing and apartments. Hodson Developments are also one of the leading developers involved in the Chilmington Green development and have placed huge emphasis on design excellence in the promotion of Chilmington Green.

To register your interest or for more information on this exciting development please contact sales@hodsondevelopments.com



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"Trenport Investments is proud to be involved in generating new prosperity in Kent with developments like Eurolink Business Park, which has brought new business and industry, plus jobs and housing to Swale Borough.

"After completing the infrastructure and sale of development plots for the site's fourth phase, we are currently bringing forward the 12-hectare Eurolink V, on brown field land previously used by former brickearth workings.

"Such a project highlights our commitment to

sustainable development and regeneration of former industrial and commercial locations, relieving pressure on green field land.

"This ethos has been applied to sites across the UK since Trenport's establishment in 1976, but with a particular focus in Kent after 2001 when acquisitions made us one of the county's largest landowners.

"We have also gained a reputation for wildlife conservation and management of sites of special scientific interest."

Tony Parson, Managing Director, Trenport Investments



Foreword

Over the past year, the country has seen steady economic growth, which is set to continue into 2016 as our businesses take advantage of a favourable environment that is seen as conducive to investment.

This is also having a positive impact on Kent's future prospects, especially in those sectors which are likely to grow over the next few years, such as advanced manufacturing, creative and digital industries, and low carbon and environmental technologies. Kent's tourism industry also continues to thrive, and there are promising new projects on the horizon, such as the London Paramount theme park which will generate over 25,000 new jobs by the end of the decade.

There are encouraging signs of significant housing and business growth in the County over the next decade, bolstered by continued new investments in transport and digital infrastructure, a strong demand for industrial and commercial floorspace, and the Government's commitment to the development of the new Garden City at Ebbsfleet.

Working with its partners, KCC is continuing to bring forward public sector land to develop new homes for sale, and affordable or intermediate rent – unlocking new homes and increasing choice in the market. Over the last two years, KCC released some 16 hectares of redundant assets for redevelopment which has created some 350 new homes.

Funding from schemes such as Expansion East Kent, TIGER, Escalate and Marsh Million has been great news for Kent because they have helped businesses to grow and create new jobs. Over the past three years the schemes have committed some £55m to over 200 businesses across Kent which will help to create and safeguard over 11,000 jobs.

Looking to the future, we are awaiting an announcement on the preferred option for the Lower Thames Crossing, which the Government is committed to delivering. KCC, other local authorities and Kent's business community have all said that a third crossing is essential. Because the Thames Gateway will create many new homes and jobs, we have to have a competitive economy, and commerce must have good transport links.

Kent County Council is committed to doing whatever it can, either directly or with our many partners, to help businesses and local communities grow and prosper.



Mark Dance
Cabinet Member for Economic Development

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"250 companies have expanded and created job opportunities after receiving support from the Regional Growth Fund (RGF)"



Regional Growth Fund

Supporting Kent Businesses

Kent County Council has awarded £56 million to 250 Businesses to enable them to expand and grow.

Since April 2012 Kent County Council has made £56 million available to businesses, both new and existing, by providing 0% interest loans, grants and equity investments. The majority of the funds allocated have been for loans which will enable further funds being available as repayments are received.

Three programmes provided financial support to companies at a time when they had put on hold their plans to generate new businesses, diversify or increase their product range due to lack of access to finance. All the partners involved in the finance schemes are committed to supporting the growth of the SMEs in Kent.

The three schemes operating throughout Kent are on target to create more than 5,000 jobs and will leverage in more than £84 million of private and public sector investment.

The **Expansion East Kent** programme was an ambitious scheme offering 0% loans, grants and equity investments to businesses within the East Kent area. A total of 159 companies have received support, covering a diverse range of sectors including manufacturing, services, life sciences and tourism. The companies which have been supported include: South East Bottling, a start-up company to provide a bottling facility for brewers in the South East; the Royal Harbour Hotel, adjoining a Grade 2 listed building set in a premier garden crescent; Viking Recruitment, establishing a world class training facility for the marine industry; Giram UK, developing and manufacturing effective wheelchair passenger safety solutions; Elite Flooring, expanding premises to enter into

domestic marketplace; Sandwich Leisure, providing year-round camping facilities; J J Systems, to purchase new unit to enable growth of the ICT company, Bumble Beez Ltd, a family entertainment centre; Tankerton Arms, a micro pub; and Shearwater Systems, designing and developing innovative software to support healthcare.

The full details of all of the 159 companies can be viewed on Kent.gov.uk

The **Tiger** Programme was launched in March 2013 and offered 0% loans and equity to support start-ups or existing businesses in North Kent and Thurrock. The 51 companies received finance support for expansion of facilities, purchase of new premises, research and development for new products and development of existing products including finding new and innovative products to improve efficiency.

Here are details of some of the companies supported: Blackbox Solutions, supplies digital print, scan and copy network systems; GDM Partnership Services Ltd, designing innovative low energy and sustainable solutions for the building environment; Wozair Ltd, a new facility for designing and manufacturing specialist heating and air conditioning systems; Brightwater Technology Ltd, developing and manufacturing new water treatment systems; Digital Contact, an emerging ITC start-up focused on "Big Data"; EH Nicholls a road haulage firm expanding to new site; and Tillett Ltd, a niche manufacturer and exporter of racing seats expanding their facilities.



The assistance of finance to SMEs in Kent was further extended when the **Escalate** programme was launched in December 2013. This scheme was aimed at companies in West Kent and parts of East Sussex area who had increases in turnover year on year and showed high growth potential.

In total 40 companies were supported and all case studies can be viewed on Kent.gov.uk. Details of some of the companies supported are as follows: The Imaging Centre Ltd, for the purchase of a new specialist machine to expand the operation of this card printing facility; Berties Wood, to expand the log-drying facility within the existing site; Water processes, to increase its workforce to support the research and development of modification of water treatment equipment; Contracta Systems Ltd, to increase its workforce to meet demand for providing hearing loop systems in public places both in UK and other countries; and All About Home Care Ltd, providing care for the elderly population in West Kent.

To find out more about the new finance schemes register your interest on the Kent.gov.uk website or email Expansioneastkent@kent.gov.uk and a form will be emailed to you.

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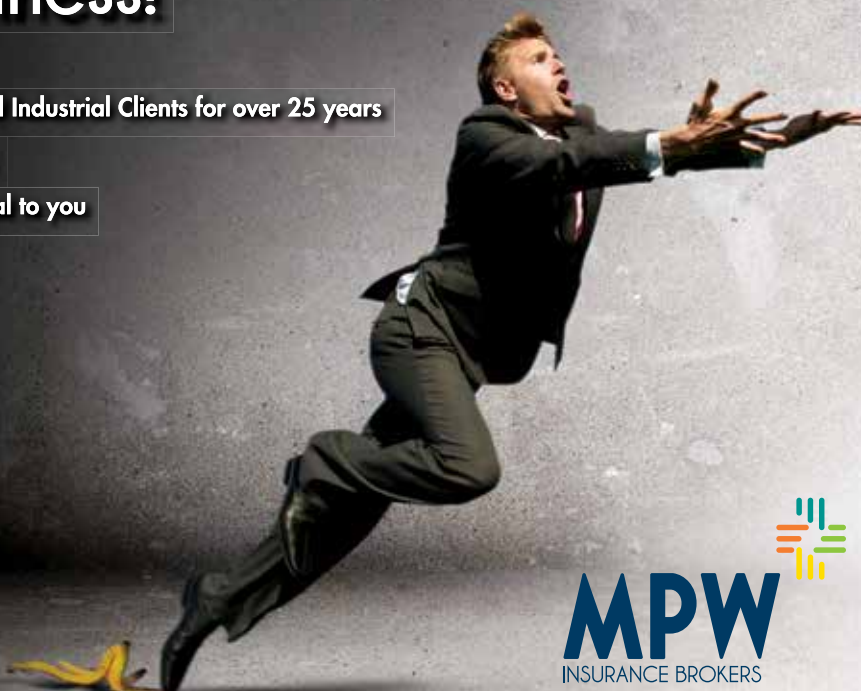


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Kent Invicta Chamber of Commerce

The Ultimate Business Support Network in Kent

Formed in 1900, the Chamber continues to be at the heart of the business community, stimulating trade and representing the needs of business.

The Kent Invicta Chamber provides Membership Services, Business Advice, International Trade Services and much more. With over 1,300 members, now is the time to be a part of this growing and thriving business community within the County.

Perfectly placed within Kent to support YOUR business

Not sure what the Chamber is about?

- * We represent the views of business at local, county and national levels
- * We provide support to those looking at starting up and those looking to grow their existing business
- * We offer a range of International Services to help you reach new markets and provide the Export Documentation to cover your goods
- * We give you the opportunity to meet new business contacts via the 150+ networking events and exhibitions we run each year
- * We have an excellent range of benefits and cost reduction services to support your business and your staff
- * We have excellent meeting and conferencing facilities just off Junction 10 of the M20 to suit all your conferencing requirements

Kent Invicta Chamber of Commerce is perfectly positioned to support your business.

Contact Us

For further details about the Chamber, please contact Linda Marsh on **01233 503838** or email linda@kentinvictachamber.co.uk



Kent Invicta Chamber, supporting Young People...

Kent Invicta Chamber of Commerce is working in partnership with the British Chambers of Commerce to bridge the gap between education and the workplace.

Our 'Your Future' careers events are designed for young people 14-24 to inspire, enthuse and motivate them to think about prospective careers, the employment options available to them and to make the most of their remaining time in education.

'Bridging the Gap between Education and the Workplace'



#yourfuturekent

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Chamber is the
ULTIMATE
business support
network in
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Membership Benefits - These are **EXCLUSIVE** to Kent Invicta Chamber Members

At Kent Invicta Chamber of Commerce we are constantly looking at ways to make your membership work for you.

We have negotiated special member discounts on services ranging from vehicle breakdown cover through to export documentation.

Legal Services

Did you know that included in your membership is a free Legal Expenses Insurance policy up to £1million? There is also a free Legal Helpline available to all Chamber members enabling you to get valuable free advice 24-7, 365 days a year.

Chamber HR

Chamber HR is an Employment Law and Human Resource benefit which includes, telephone advice available when you want (24/7), and an online reference manual with hundreds of downloadable documents.

Advertising and Promotion

There are many opportunities to advertise through the Chamber. You could use the Membership List, advertise in the 'Thinking Business' magazine or Ad-frames or publish articles on the Chamber's website.

Events - Networking and Workshops

It's the most active members who achieve the greatest benefits from their membership, constantly establishing new contacts and building up and strengthening existing relationships.

We run a comprehensive range of events and workshops from networking breakfast, lunches, afternoon teas and the Muesli Mafia, starting a business or running a business training courses, international events and our conferences and exhibitions.

Chamber Energy Solutions

Kent Invicta Chamber of Commerce and Chamber Energy Solutions are working together to help members get the most value from their energy contracts, reduce their energy consumption, and lower their carbon footprint.

AA Roadside Assistance

We have negotiated fantastic rates of up to 63%* less than standard Fleetwide prices – offering you a genuine return on your membership fees and helping to reduce your business motoring costs.

Chamber Health Care

"Good Health is Good Business"

Chamber Health Care presents you with great health care plans to offer as an employment benefit in your company or yourself, if you are a sole trader.

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Discovery Park Technology Fund

- ▶ Investments made: between £200,000 and £5m (on final close)
- ▶ Maximum of 15 investments
- ▶ Target total fund: £50m by 2016



Open for Innovation:

Discovery Park Technology Investment Fund

Meeting the demand from businesses and building on the success of the county in attracting and growing life sciences industry, Kent County Council is proud to have launched the Discovery Park Technology Investment Fund last year.

The £5 million investment fund was established to meet the demands of businesses for equity finance. The aim is to build upon the original investment of £5 million and increase the funding available up to £50 million by attracting other public and private sector investors.

Since the development of Discovery Park, which rose from the impending closure of Pfizer's Sandwich-based operation in 2011, Kent has established itself as a destination for excellence and innovation. Now the site of an Enterprise Zone, Discovery Park offers 1.5m sq. ft. of high quality office and laboratory space, making it one of the premier destinations in the UK for high tech businesses.

The DPTI Fund provides a specialist early stage investment vehicle to companies with the potential to become high

growth SMEs. In addition to investment from the DPTI Fund there is a requirement for other private, public or industry sector investment.

In partnership with Kent County Council, Narec Capital Ltd provides technical and financial support through to product commercialisation. With the growing number of life sciences businesses in and around Discovery Park, the county is gaining a national profile as a destination for this sector and particularly pharmaceutical companies.

The Discovery Technology Investment Fund will make:

- ▶ Investments between £200,000 and £500,000
- ▶ A maximum of 15 investments
- ▶ Attract further investment up to £50m

The combination of tailored business-to-business engagement with access to equity finance and support to commercialisation makes Kent a destination for the ambitious life sciences entrepreneur.

The following companies have received equity finance from the Discovery Park Technology Investment Fund:

Coomtech : Coomtech's unique clean technologies will improve performance and emissions by drying biomass and coals for the global power generators across the world.

Altermune – Altermune Technologies LLC is a privately owned R&D company developing a novel therapeutic drug platform designed to redirect host immunity to fight infectious diseases.

Viramal – Viramal is a speciality pharmaceuticals company with a unique platform technology for trans-dermal delivery of sex hormones via a cream.

Flute Office Ltd - FluteOffice Ltd ("Flute") is a sustainable recycling company that utilises waste cardboard to create ingenious, high quality office products, providing a 'closed loop' cycle for many large corporates including M&S, the NHS, Capita and Costa Coffee.

TC BioPharm - TC BioPharm is developing a late stage anti-cancer immunotherapy product with existing indicators of safety and efficacy.



MAKING MICROS MATTER

Growing the grass roots economy



The NATIONAL CENTRE
for MICRO BUSINESS

National data indicates that £1 in every £11 of national turnover is created by a home based business and also that there are an average of 12% home based workers and close to 17% self-employed active in each Kent County district.

The micro business community has huge potential for developing our local economies and, from experience, requires an in-depth level of support to be effective.

We have an established track record working in collaboration with the Public Sector delivering against economic development strategies and contracts.

The Centre for Micro Business acts as an umbrella for a diverse group of business specialists providing support, guidance and practical input to get micro businesses up and running fast – and professionally.

- The success of those we work with has stemmed from a 1 to 1 approach working alongside the participant.
- We provide tangible support services covering design, branding, copywriting, websites, photography, public relations and much more.
- We combine valuable tactical workshops on critical business topics with 1 to 1 consultation enabling the client to create fully functional marketing and business plans.
- We work in collaboration with the Further Education Sector drawing in students for work experience in support of our clients' projects whilst learning from our professionals.
- Our innovative delivery processes include tried and tested methodology utilising original material.
- Services are funded either by direct client fee or through publicly subsidised schemes.



The Executive Directors of The Centre, Roger Gabriel and Roger House bring a unique combination of business and public sector experience in skills and adult education.

Please contact us to discuss:

- Your personal business support
- If you would like to join our team
- You have a staff base in transition
- Have a local economic strategy to fulfil

"Tell me and I'll forget; Show me and I may remember; Involve me and I'll understand"



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Creating a modern built environment for the people of Kent in partnership with local businesses of the County

We are a privately owned company that is one of the biggest in the construction and property sectors. The scope and scale of what we do reaches all areas of society, with over 90% of the population never more than a mile from a Willmott Dixon project!

Our £1bn+ turnover business has over 3,500 people dedicated to meeting the ambitions and visions of our customers. Since 2005 we have completed 29 projects in the Kent area totalling over £388m.

Being a responsible business underpins everything we do; since 2012 we have been carbon neutral and were the only company from our industry to receive a Queen's Award for Enterprise in Sustainable Development in 2014.

Willmott Dixon Construction have completed 24 projects within Kent during the last 10 years and have another five on site for 2015/16 delivery (total value circa £390m).

- Provided over 15,000 education places in the last 10 years (over 1,500 a year)
- 92% of labour sourced within 40 miles of the projects
- 84% local spend within 40 miles of the projects
- 107 apprentices
- 237 short courses delivered
- 585 workshops delivered
- 540 pupils benefited from education site visits
- 99% of site waste was diverted from landfill



Photos from Trinity School topping out ceremony.

Far left: Margaret Crabtree, KCC Member of Sevenoaks Central with Luke Bassett, Willmott Dixon (TrAC) Technical Apprentice.

Left: Pupils from Trinity School with Willmott Dixon Managing Director.

Right: New Trinity School.



MLM - proud to serve the Kent market

MLM are proud to serve the Kent market.

Working locally we have forged strong links with many bespoke and key clients and fellow Kent professionals.

The MLM Kent office has grown over the past 11 years and delivers the following disciplines:

Civil Engineering
Structural Engineering
Environmental
Transportation
Building Services
Building Control

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

- Formed in 1966, MLM is a multidisciplinary **engineering** and **environmental consultancy** and **corporate approved inspector**.
- We provide professional services in all aspects of Environment Planning and Development, Buildings and Infrastructure, Compliance and Sustainability.
- We have **over 350 employees** operating out of **13 UK offices** serving the UK and international markets.
- We are **different, innovative** and **imaginative** about what we do, with our brand being underpinned by the attitude of our people, our expertise, the way we communicate and deliver our services.
- We aim to set the standard for delivery of multidisciplinary consultancy in both the public and private sectors.
- We are totally committed to helping protect the environment both in the way we design and in the way we run our business.
- We are **great people to work with**.

Local projects



Goat Lees School, Ashford



Kent County Cricket Club

Ashford team



Toby Crayden
Office Director
Civil Engineering



James Mayland
Director
Building Services



Adam Dodd
Director
Building Control



Les Brown
Technical Director
Transportation



Mike Williams
Senior
Geoenvironmental
Engineer



James Thomas
Technical Director
Structures



Sea Gem, Camber Sands

www.mlm.uk.com

MLM

New industry laboratories at Discovery Park

Building 500, Discovery Park, Sandwich



Canterbury Christ Church University has opened a cutting edge industry liaison lab at Discovery Park, Sandwich.

The University is the first tenant to move into Building 500, one of the most iconic locations at Discovery Park and the latest to undergo a major refurbishment.

The Life Sciences Industry Liaison Lab will provide the University and its students with science facilities and access to a diverse and dynamic range of pharmaceutical and bio-technology companies.

Dr Simon Harvey, Director of Life Sciences at Christ Church University, explained:

"Our staff and students are already working directly with companies at Discovery Park on research that addresses their specific challenges. The Life Sciences Industry Liaison Lab will expand these partnerships, and also allow our undergraduate students to experience work in an industry setting and to build the skills needed to work in the sector."

The University is proud to support research that has contemporary relevance to today's society and we are delighted to be entering into this exciting new phase for Canterbury Christ Church University Life Sciences at Discovery Park."

Discovery Park, which is based at the former Pfizer site at Sandwich, is a leading European science and technology park. A host of international companies from the life sciences, pharmaceutical, bio-technology, science and technology sectors are now based on the site.

Paul Barber, Managing Director for Discovery Park, commented:

"The opening of Canterbury Christ Church University's new facility at Discovery Park is fantastic news – not least for the next generation of scientists who, we hope, will go on to great careers here on site."

The Life Sciences Industry Liaison Lab's initial working partnerships include Genea Biomedx, a company that creates and manufactures fertility technologies that help standardise and automate treatment in fertility research and technology development; and Venomtech, a British company that produces products specifically designed to help solve significant challenges in the discovery of new drug treatments.

For more information visit www.canterbury.ac.uk/industry-liaison-lab

Life Sciences
**INDUSTRY
LIAISON LAB**

Supporting a vibrant and healthy economy

Universities are vital to a healthy, growing economy, producing graduates with skills, ideas and talent, and research which is pioneering for the future.

They are also big businesses, generating billions of export earnings for the UK and employing hundreds of thousands of people across the country.

Canterbury Christ Church University is one of Kent and Medway's largest employers, contributing significantly to the regional economy. The University and its students helped to create 4,000 jobs outside the University

and made a £539m impact on the South East economy in 2012/13, supporting local businesses and regional tourism.

Many Canterbury Christ Church University students continue to support the regional economy after they graduate with 43% working in public services in the South East and many others taking their skills into business, applied sciences, and the arts and humanities.

The University's vision for the next 15 years builds on its strong record for graduate employability and links to business by finding new and innovative ways to support and impact on regional growth



and development, including further investment in science, engineering and technology.

Recent examples of its ongoing investment in the knowledge and skills economy include the creation of the Life Sciences Industry Liaison Lab at Discovery Park in Sandwich. The University has also established an Institute of Medical Sciences at its Medway Campus, working with internationally renowned experts in stem cell technology and research. It is also supporting the development of medical and healthcare careers in the South East with a new Physician Associate course to address the national shortage of qualified doctors.

**For more information about Canterbury Christ Church University visit
www.canterbury.ac.uk/AboutUs**





STRATEGIC DEVELOPMENTS

1. The Bridge
2. ProLogis Park, Littlebrook
3. Crossways Point, Crossways
4. Capacity Dartford

5. Ebbsfleet Valley
6. Northfleet Embankment
7. Dalefield Way
8. Chatham Centre and Waterfront
9. Rochester Airport
10. Chatham Maritime

11. Chatham Waters
12. Lodge Hill, Chattenden
13. London Medway Commercial Park
13. Angle 265
14. London Thamesport
15. Sittingbourne Town Centre

16. Port of Sheerness
17. Queensborough/Rushenden & Neats Court
18. G Park Sittingbourne
19. Eurolink East Five
20. Kent Science Park



Jeremy Burke

Partner & Head of Commercial Property

“Whether you are a landlord or tenant, Commercial Property can be one of your biggest investments. If you are considering relocating your business, buying or leasing, it is advisable to seek the advice of a Commercial Property Law specialist with good local knowledge and connections.”

Kent

A great place to grow your business

A buoyant UK economy is having a positive impact on The Garden of England which is increasingly recognised as an ideal business location. An injection of government money, improved infrastructure and strong activity in the Commercial Property market are just some of the factors that are attracting further attention from businesses outside the area and even from abroad.

Good Connectivity

If you are thinking of relocating your business, good connectivity and infrastructure have to be top of the list. Kent is well placed with excellent road and rail links to London and close proximity to Europe. Add the Government's Growth Deal - which will bring £150m in transport investment to the county - then Kent ticks both boxes. From Ashford, the High Speed One service to St Pancras has cut the journey time to central London by more than half, to just 38 minutes - and Paris is less than two hours away. From Canterbury to London the journey time is less than an hour.

Quality Commercial Space

Quality and availability of commercial space at realistic rates are also prime considerations. Fuelled by improved

business confidence and a buoyant market, national and Kent-based developers are now investing in or expanding the county's primary business parks. At Ashford's Eureka Park, the second phase of the Northdown development and a new Basepoint scheme Park has been given the green light by Ashford Borough Council. In Sittingbourne, The Kent Science Park has unveiled a 20 year growth plan. In Ebbsfleet, the new Development Corporation is now up and running ready to deliver the UK's first modern Garden City.

The Garden of England is a great place to grow your business. It is buzzing with major initiatives and developments on a national scale which offer some of the most exciting economic growth prospects in the South East.





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Key Developments

Thames Gateway Kent

Dartford

The Local Plan identifies three areas with major opportunities to deliver homes, jobs and the supporting community infrastructure:

- ▶ A collection of very large sites from Ebbsfleet International Station in the east to Stone in the west, including former quarries
- ▶ A swathe of land along the Thames Waterfront including Ingress Park and The Bridge
- ▶ Dartford town centre and former industrial sites to the north - the Northern Gateway

These are the drivers of transformation from a declining manufacturing and quarrying economy to a modern and thriving high-tech economy, alongside new sustainable residential communities. Capacity for over 17,000 homes and 26,500 jobs has been identified up to 2026. Developments are to be supported by infrastructure including transport improvements, schools, health facilities and green space.

A Community Infrastructure Levy was implemented in 2014 and significant S106 contributions are already committed. The complexity of the larger sites and uncertainties over infrastructure funding has resulted in an extended delivery. But 2014/15 saw completion of the first homes on some of the more complex sites including Eastern Quarry (6,250 homes to be built) and the former Glaxo Smith Kline site (1,000 homes to be built). In all, ten sites of more than 100 homes each were underway, as well as a range of smaller sites. After initial low levels of completions, it is evident that the larger sites are now speeding up. Given the number of these sites, significantly higher completion levels are expected in the future.

The healthy supply line is evidenced by the high level of activity by developers in bringing forward reserved matter applications on future phases of the major sites. Construction and consents on employment sites have also been progressed, including a major new manufacturing plant underway at The Bridge.

In Dartford town centre a new Aldi store opened in 2015 and planning consent was granted for a Lidl store. Work began on the refurbishment/extension of the swimming pool providing an attractive modern facility with gym. The Council and the HCA have received strong interest in the Station Mound site adjacent to Dartford Station and the former Co-op site on Hythe Street with an application expected in 2016. At Lowfield Street, following Tesco's decision not to proceed with a store, a masterplanning exercise has been initiated to bring forward the site. Design work has commenced to improve walking and cycling access. Further infrastructure including a new primary school and local centre within Ebbsfleet Valley, A2 junction improvements and transport improvements in the town centre are committed and at the design stage with implementation to follow on.

Find out about major developments in Dartford:
www.dartford.gov.uk/by-category/environment-and-planning2/planning/major-applications

London Paramount Entertainment Resort

Plans for the development of the largest entertainment resort in the UK on Swanscombe Peninsula were announced in October 2012 by London Resort Company Holdings (LRCH). This would see a multi-billion pound investment with the potential for up to 27,000 jobs being created both directly at the

resort, through supporting businesses, the resorts supply chain and during construction. The resort would be an international destination comprising theme parks, a water park, entertainment venues, an events space, hotels and associated retail and dining.

The London Paramount Entertainment Resort would feature a core area of 45ha (111 acres) on Swanscombe Peninsula that will contain the main theme parks and an associated 26,500m² (285,000ft²) retail, dining, entertainment & events zone. On site hotels will provide around 4,000 bedrooms and the resort is expected to attract around 12.3 million visitors a year. The resort will be principally themed around the films and television programmes of Paramount Studios with additional attractions around BBC programmes and Aardman Animation. A new access road would be provided between the resort and the A2 at Ebbsfleet along with an improved A2 Ebbsfleet interchange. LRCH also propose a new transport interchange at Ebbsfleet Station, and maximising the use of the Thames.

LRCH conducted a public consultation that concluded in June 2015 and is continuing work on its master planning with the aim of bringing forward a planning application. The London Paramount Entertainment Resort was designated by the Government as a Nationally Significant Infrastructure Project in May 2014. The resort will be the first business and commercial application to be considered under the NSIP process and whilst the resort sits within the area of the Ebbsfleet Development Corporation, its application will be determined, after examination, by the Secretary of State.

LRCH currently anticipate the London Paramount Entertainment Resort being opened in 2021.

Ebbsfleet Development Corporation

Further impetus to delivery will be provided by the Ebbsfleet Development Corporation (EDC). This was established by Government in April and has been tasked with delivering a new 21st Century Garden City providing up to 15,000 new homes predominantly on brownfield land together with jobs and community facilities set in a green environment. The EDC received its planning functions on the 1st July 2015 and covers an area that encapsulates the major development sites of Eastern Quarry, Northfleet West Sub-Station (Ebbsfleet Green), Ebbsfleet, Swanscombe Peninsula and sites along Northfleet Embankment. The principal task of the EDC is to deliver development at pace whilst ensuring high quality and maintaining sustainability. The EDC has commissioned work that will lead to the development of a Framework Master Plan that will set out the vision for the Garden City and key principles for development. This work is expected to be completed in 2016.

Gravesham

Investors and developers are capitalising on opportunities that High Speed One services to London present. At just 22 minutes to central London and 17 minutes to Stratford, this equates to Underground Zones 3 and 4, giving Gravesend the fastest journey time of any Kent town to London.

The £19m upgrade to Gravesend railway station with extra platforms, lifts, footbridge and step free access to platforms has enabled 12-car High Speed One trains to stop in future.

Planning permission has been granted for the Gravesend Heritage Quarter proposal by Edinburgh House – a £120m mixed-use redevelopment of the town centre with hotel, apartments, retail, leisure and office units. The developer expects to start on site in 2016/17. Outline permission has been granted for 650 residential units, new light industrial and leisure space as part of the regeneration of the town's Canal Basin.

The Homes and Communities Agency (HCA) continues with its disposal strategy at Northfleet Embankment East, finalising development platforms and recently undertaking a soft market test seeking a private sector partner.

HCA will also liaise with London Resort Company Holdings regarding the London Paramount proposals at Swanscombe and consider synergies with that development before finalising the Northfleet Approach. With Lafarge's site, the wider Northfleet Embankment could provide 87ha (215 acres) of prime riverside development, deep water wharfage and direct links to North Kent and High Speed One trains.

The Borough Council remains committed to both working with its housing association partners and delivering its own programme of new build local authority homes to provide modern, well designed and affordable housing. Town and Country's development at Watercress Way and Moat's refurbishment of the former council offices at Cygnet House are now both complete, providing an additional 116 affordable homes. Sanctuary Housing is also nearing completion of Wimborne House, an extra care facility accessed from Taunton Vale, which will provide a mix of one and two bed apartments to enable residents to live independently whilst accessing care and support.

The Council has three new build developments underway which will deliver a total of 19 new homes. The sites at St Gregory's, Greenhill and Alanbrooke will provide a mix of apartments for over 55s, bungalows and general needs houses.

For further information on Gravesham's business locational advantages contact: chris.inwood@gravesham.gov.uk

Medway

Exciting developments in Medway continue at a rapid pace, with a range of schemes progressing well.

Watermill Wharf in Strood will see 15 workspace units for innovative micro enterprises created in response to



CGI of London Paramount Entrygate



Mayer Brown, a client based approach to solving complex issues or... how to avoid getting tangled up in all the multiple issues surrounding your development aspirations.

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Highway Infrastructure Improvement Works, Northfleet



Sainsbury's supermarket, Ashford

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Mayer Brown is big enough to provide total package solutions, yet not so big as to prevent us offering a responsive and personal service. We have the experience and resources to tackle the job at hand, remaining focused on your specific needs. At the same time we have the breadth of knowledge and capability to look beyond the immediate future. Whatever your planning challenges, Mayer Brown will ensure you deliver your development in perfect order. We are proud to have worked with clients and professionals throughout Kent.

Contact Adrian Barnley on:

Tel: 01483 750 508

Email: abarnley@mayerbrown.co.uk | www.mayerbrown.co.uk

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demand for flexible, quality space from start-up and small growth businesses. Watermill Wharf will be serviced with the best broadband speed in Kent via a link to Innovation Centre Medway's unrivalled bandwidth. The £650,000 scheme is funded by Coastal Communities Fund, Medway Council and developer contributions.

Rochester's new train station opened at the end of 2015 as part of a £145m investment by Network Rail. The station overlooks Rochester Castle and Cathedral and provides a long-awaited catalyst for regeneration of Rochester Riverside. Two additional peak hour trains and an additional 350 seats per peak hour will improve passenger experience.

In 2015, Medway University Technical College welcomed its first cohort of students from 14 years of age who will learn construction and engineering related disciplines. The college provides clear routes into future employment through strong associations with leading business partners such as Delphi Diesel Systems, BAM Construction, BAE Systems and the Royal School of Military Engineering.

Gillingham Waterfront is a regeneration success story. Victory Pier has been progressing for three years now, offering luxury apartments with four phases completed. The latest phase, Peninsula Quay, was launched in September 2015. All phases have been stylishly designed and benefit from excellent views and leisure space.

Chatham will see a number of public realm improvements in 2016/17, having secured £4m from the Local Growth Fund. The master plan is nearing consultation phase with works to start in autumn 2016. Chatham Waterfront Development Site is also progressing well, with acquisitions in progress. Medway Council owns the most significant part of the site with the whole scheme marketed for mixed-use development once all land has been acquired.

Rochester Airport's planning application to improve the airport's operational infrastructure, approved in February 2015, includes a hard surface runway. This will lead to the release of land for future commercial development. The site was granted Enterprise Zone status as part of the North Kent Innovation Zone which also includes Ebbsfleet Garden City and Kent Medical Campus. Benefits include business rate discounts for up to five years for commercial tenants.

Medway has successfully secured £28.6m of funding through the Government's Growth Deals towards five transport schemes to improve connectivity. The schemes include Chatham Town Centre and public realm; Medway Cycling Action Plan; Medway City Estate Connectivity Improvement Measures; Strood Town Centre Journey Time and Accessibility Enhancements; and A289 Four Elms Roundabout to Medway Tunnel Journey Time and Network Improvements.

Redrow Homes relocated its Southern Area office to Chatham Maritime in 2015. Redrow's development portfolio is expanding rapidly in the South East, with sites underway at Halling, Marden and Maidstone and due to be developed at Temple Waterfront, Strood.

The Homes & Communities Agency sold the beautiful and majestic Victorian building, Pump House No.5 at Chatham Maritime to Russell Distillers Ltd. The building will be transformed into the RIVIT distillery, taking its name from the heritage of the former Royal Dockyard and paying tribute to those who worked in the dockyard over generations. Russell Distillers was awarded match funding of £243,954 by the Tiger Loan Fund to purchase specialised, bespoke equipment for its new distillery. Many fit out contracts at the distillery, including the 10 metre high copper still, were awarded to Medway businesses.

Swale

Major regeneration has delivered over 198,000m² (2,131,254ft²) of new commercial space in Swale since 2008 and attracted £144m investment in roads in recent years. The Sittingbourne Northern Relief Road provides access via the A249 and M2 to one of the largest concentrations of businesses in Kent at the Kemsley Fields and Eurolink Business Parks. A new phase, Eurolink East Five, has outline permission with potential for a further 42,735m² (460,000ft²) and up to 1,000 jobs. Kemsley is also home to some of



Victory Pier, Gillingham

Swale's largest employers including Knauf, DS Smith and Morrison's 85,470m² (920,000ft²) regional distribution centre with scope for further development. G-Park Sittingbourne, retains the ability to deliver build-to-suit facilities from 11,845m² (127,500ft²) to 50,168m² (540,000ft²).

The regeneration of Queenborough & Rushenden continues with land preparation for a first phase of housing now complete. The plan is for 1,100 homes along with up to 180,000m² (1,937,503ft²) of employment space. Morrison's, KFC, B&M, Iceland, Sports Direct and Poundland now occupy Neats Court creating 400 jobs in 11,334m² (122,000ft²) of new space. Aldi has received planning permission for a nearby 55,731m² (600,000ft²) regional distribution centre.

In March 2015, Swale Borough Council approved phase 1 of the Spirit of Sittingbourne scheme. This will include a big box retail park with four large format units, a new multi-screen cinema with seven restaurants, 308-space multi-storey car park, a new public square and 215 high quality apartments.

Sheerness is Peel Port's flagship terminal in the South East, handling up to two million tonnes of cargo a year with car importation and forest products as key drivers for growth. A new multi-million pre-delivery inspection (PDI) centre for Volkswagen has seen an additional 500,000 cars a year come through the port. Peel Ports has consulted on a masterplan for Sheerness Port to provide a road map towards an additional 1,250 new jobs and a GVA of £156m by 2034.

In Faversham, 17,652m² (190,000ft²) of mixed light industrial/office space created at Eurocentre Business Park and an additional 3,252m² (35,000ft²) at the Foundry Business Park have been met with strong demand. Permission has now been granted for mixed-use development at Dane Park to the east of the town, which will include 5,375m² (57,856ft²) of commercial space.

For information on developments and opportunities in Swale:
www.swalemeansbusiness.co.uk

West Kent

Maidstone

Tesla, the American electric car maker, opened a new supercharger at Gallagher's Eclipse Park, M20 Junction 7, demonstrating the Borough's ability to attract new development. As a leading manufacturer of electric cars, Tesla allows its customers to charge their cars up to a 170-mile range in just 30 minutes for free. The strategic facility at Maidstone joins Tesla's existing 17 station network across the UK with full UK/Ireland coverage planned by the end of 2016 as part of the European network of superchargers. Also at Eclipse Park, an application has been submitted for a new Waitrose store (2693 m², 29,000 ft² trading space), and interest is being shown in the hotel site which already has planning permission.

At Brooklyn Park on the A229 near M20 Junction 6 at Maidstone, the first of a new generation of purpose built drive-through Scania dealerships is now open. At the £6m development, completed in October 2015, Scania Maidstone have a full range of leading -edge technological and environmental features from specialist tools/diagnostic equipment to automatic lighting, in-house recycling station, sustainable water drainage system and photo voltaic roof panels. It will have extensive services for truck, bus and coach operators including commercial traffic entering and leaving the UK. Importantly, the consent allows for 24-hour operation. Scania Maidstone will feature five drive-through workshop bays and a DVSA Authorised Testing Facility. Scania parts service, parts for all makes, trailers and ancillary components will be offered and new/used truck sales operations as well as Scania Truck Rental. Initially, Scania Maidstone will employ 34 technicians, parts and administrative staff which is anticipated to rise as the branch establishes itself locally.

Maidstone Council's own investment includes a new generation of workspace in the town centre which is now available. The Business Terrace is a dynamic, affordable business workspace and an inspiring and highly supportive environment to grow and sustain start-ups and existing micro businesses. The facility can benefit upwards of 1,000 entrepreneurs a year via affordable

workspace, flexible time-based and virtual memberships, peer to peer business support and collaboration, all underpinned by high quality, bespoke mentoring, events, seminars, workshops and informal networking. Maidstone: The Business Capital of Kent
www.businessinmaidstone.co.uk

Tunbridge Wells

It is intended that Royal Tunbridge Wells becomes the cultural capital of the High Weald, with a vibrant mix of creative businesses, media, arts and restaurants. A key local ambition in the town is the Cultural and Learning Hub, a remodelled museum, art gallery, library and adult learning centre. Following the Heritage Lottery Fund award of £4.3m towards this project in December 2015, further feasibility work is currently being progressed by the Borough Council. It is hoped that once complete the facility will draw visitors, complement the town centre and act as a catalyst for further investment.

The Borough Council is also constructing a new mixed-use development of five apartments and three retail units (249 m²) (2,680ft²) at John Street, Royal Tunbridge Wells, scheduled to complete in late 2016. Units will range in size from 74.7 m² (803 ft²) – 94.5 m² (1,017 ft²) that can be combined to create a double and single unit. The Council is seeking pre-lets on the commercial units. The Council intends to further develop commercial units at North Farm Lane comprising flexible industrial units and 1,672 m² (18,000ft²) of office space. In addition, the Council is examining the feasibility of 2,787 m² (30,000 ft²) of new office accommodation in the town centre at Mount Pleasant Avenue.

Elsewhere in the town significant developments are progressing. Royal Wells Park, a Berkeley Group development, is currently under construction. The development includes 190 apartments and homes, as well as new office accommodation for law firm Cripps Harries Hall and a new free school. Proposals have also recently been submitted to the Council to alter and extend the Royal Victoria Place shopping centre, if approved this could include new retail (2860 m²) (30,773 ft²)

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and restaurant floorspace (300 m²) (3229 ft²) as well as a cinema. The former cinema at Mount Pleasant Road has been demolished and remains available for development of a significant mixed-use proposal. This could include retail accommodation of 3,500m² (37,673ft²), hotel/conference facilities and other employment uses.

The Council continues to support the Pantiles, a vibrant and historic area of the town. Consent was granted to Curzon Cinemas in July 2015 for the conversion of premises linked to the Corn Exchange to provide a new three screen cinema. Close by, One Warwick Park, a new 249m² (2,680ft²) boutique hotel development by Markerstudy Group, is currently under construction, and is expected to be complete in summer 2016.

Working in partnership with Kent County Council and Southborough Town Council, the Borough Council is also supporting the delivery of the Southborough Hub to include a new theatre/community building, library, council offices, medical centre, pavilion and new homes. Construction work could commence on-site towards the end of the year.

The dualling of the A21 between Tonbridge and Pembury is expected to complete in spring 2017. The scheme will provide better vehicular connectivity to the M25 and a new segregated route for pedestrians and cyclists. This will complement road improvements at Longfield Road that have recently been completed. These projects will support business growth at North Farm which is a key employment area, and location for the development of 550 new homes by Dandara.

For further information on investment opportunities email:

business@tonbridgewells.gov.uk

Tonbridge and Malling

Work has begun on the Local Plan to set out policies on permitted development and where this can be, including new homes, employment space and other facilities. The Plan is out for consultation with formal adoption expected in 2017.

At Kings Hill, outline permission has been granted (subject to S.106 Agreement)

for a further phase of the site creating 635 homes, a new primary school and a park.

Peters Village is a 35ha (86.5 acre) site near Wouldham, with consent for a new village of 1,000 homes and a new access bridge over the River Medway from the A228. On completion it will comprise 11 ha (27 acres) of public open space, a new primary school, local centre and employment units. Work has begun and the bridge and highways improvements are underway.

The Council continues to explore major development opportunities in Tonbridge to improve the retail offer. The Tonbridge High Street Regeneration Initiative is attracting investment with £2.62m from the Government's Local Growth Fund on a project designed to enhance the High Street and boost the local economy. The joint scheme by Kent County Council and Tonbridge & Malling Borough Council started in August 2015 and includes the widening of pavements, improvement of road surfaces, a 20mph speed limit and designated delivery areas. It will transform the High Street, be more pedestrian-friendly and stimulate an increased café culture.

West Kent Partnership and the Kent and Medway Economic Partnership helped to secure Local Growth Fund investment towards the £70m dualling of the A21 between Tonbridge and Pembury. Now under construction for completion in spring 2017, it aims to significantly reduce congestion and benefit local businesses. Local Growth Funding and developer contributions have also been secured for improvements to the M20 Junction 4. The scheme started in 2016 and will provide extra carriageway space on the junction gyratory system.

For information on the range of business support and investment opportunities across Tonbridge and Malling:

www.tmbc.gov.uk/services/business

Sevenoaks

Excellent transport links, a highly motivated/skilled workforce, a range of office and industrial space within a market town and stunning rural setting make Sevenoaks District one of the best places to live and do business in the UK.

The area continued to attract strong interest during the recession and has seen substantial activity since.

The District Council has a strong commitment to business support and growth and has created a new Economic Development and Property Team to develop the Council's Property Investment Portfolio. Recent acquisitions include Suffolk House, a fully let 1,625m² (17,500ft²) office investment in Sevenoaks town centre.

The Council's Allocations and Development Management Plan identifies a range of new housing allocations and key business sites that the Council aim to retain and support in Sevenoaks, Swanley, Edenbridge, New Ash Green and Westerham amongst others. The Borough Council has plans to build a new multi-storey car park opposite the station, and is in discussion with a national hotel chain regards a new 80-bed hotel also opposite the station. An ambitious new masterplan is also being prepared for Swanley town centre. An application has been approved for the redevelopment of Fort Halstead which proposes up to 18,500m² (199,132ft²) of business space and 450 homes.

The district continues to attract large companies, with Countryside Properties opening a regional office in St John's House in Sevenoaks in April 2015.

Residential development at the ex-West Kent Cold Store at Dunton Green, with 500 units of 1 to 5 bedrooms; 2,300m² (24,756ft²) of B1 commercial space, access roads, parking, landscaping and open space, is nearing completion. The former police station redevelopment on Morewood Close, Sevenoaks to provide over 50 new homes, is now complete and occupied.

Work has commenced on The Pembroke development of 13 luxury apartments in Sevenoaks town centre and Willmott Dixon subsidiary Prime Place is well advanced with the conversion of Tubs Hill House, Sevenoaks to 90 1-and-2 bedroom apartments. The apartments are being marketed.

For information about services to businesses visit:

www.sevenoaks.gov.uk/business

East Kent

Ashford

Ashford has been named as the best business location in Kent, the number one choice for inward investment in the County and a commercial powerhouse in the South East. With its unrivalled location, Ashford is the fastest growing town between London and the continent, enjoying high speed and international rail links, competitive house prices and beautiful countryside as the most rural borough in Kent.

Ashford continues to attract international companies and retains its position as the place in Kent to relocate as evidenced by leading Swedish bank Handelsbanken and the investment promotion agency Locate in Kent moving into International House. The building, opposite Ashford International Station, was purchased by Ashford Borough Council in 2014 and is part of major regeneration plans for a commercial quarter in the town centre.

This prime location offers extensive opportunities and potential for thousands of jobs, 54,812m² (590,000ft²) of office space, 150 homes and to become a business hub for the South East. Public realm improvements nearing completion will create a positive first impression for people who arrive in Ashford by train.

In September 2015 the Council also announced it has triggered the delivery of the first new office building in the commercial quarter by selling 5,000m² (53,820ft²) of land to Quinn Estates Ltd and George Wilson Holdings Ltd. With their expertise they will bring forward exciting plans to redevelop the area adding to over three million square feet of commercial space created in their ten-year partnership. Work on the first commercial building will start in 2016 with completion in 2017.

A planning application is expected for industrial units on most of a site at Carlton Road in the town.

Significant commercial development is complemented by major housing developments under construction, illustrating confidence in the housing market in the Ashford area. With an average of 615 new homes built in each of the last 12 years, Ashford has bucked the national trend.

With the emphasis on quality and strict space standards demanded by the Council across all new-build housing, phase 1 of 1,000 homes at Finberry, Cheeseman's Green is being delivered by Crest Nicholson. Numerous detailed planning applications for detailed permission were submitted in late 2015, including for an extra care facility,

live-work units, a foodstore and retail units and a public house/restaurant.

Outline permission for a sustainable community of 5,750 homes designed on garden city principles at Chilmington Green, with employment space to create 1,000 jobs, was approved in 2014. Funding of £10.2m from central government via the South East Local Enterprise Partnership (SELEP) will address A28 Chart Road congestion and create access to the site.

Such infrastructure improvements are vital and, in addition to dualling the A28, the importance of Ashford is shown by the Ashford International rail signalling project with £2m of European funding in addition to £2m from SELEP. A new M20 Junction 10a, recognised as an NSIP, will unlock development in southern Ashford.

Stanhope Plc has submitted an application with in excess of £75m of private investment into Ashford for a multi-screen cinema, family hotel, restaurant and new homes on the long-awaited Elwick Place site. McArthurGlen has an approved application to add up to 40 new stores and six restaurants/café to extend Ashford Designer Outlet by around 9,290m² (100,000ft²). The opening is planned for 2018 and is set to provide a stronger link with the town centre and create up to 700 jobs.



The town centre remains key for the council, with the new Ashford College Campus and a focus on equipping students with relevant skill sets to work in the specific jobs that will drive the borough forward in future. The Council's decision to acquire the long leasehold on Park Mall shopping centre is intended to transform its fortunes with new businesses moving in and an emphasis on quality, independent retailers. The vacancy rate is now down to 5 units from 12 units. The Ashford International Model Railway Education Centre (AIMREC) and the Ashford International Space Science and Discovery Centre projects are also progressing.

The portfolio of development is indicative of a town that stands for business, location and innovation. The advantages of Ashford's geography and connectivity are being fully capitalised upon – a blue-print for encouraging integrated and sustainable growth.

For information on what Ashford Borough Council can do for your business visit: www.ashford.gov.uk/economic-development

Canterbury

The Canterbury District Local Plan Publication Draft 2014 was formally submitted to the Planning Inspectorate in November 2015 for examination. This proposes 15,000 new houses, 100,000m² (1,076,391ft²) of employment space and community facilities across ten strategic sites.

Bouygues Development has been selected as Canterbury City Council's preferred partner for a mixed-use development at Kingsmead/Sturry Road. The area has been a focus for regeneration for over a decade and proposals for the 3.92ha (9.69 acres) site include a multiplex cinema, restaurants, indoor leisure, student accommodation and other residential development. Pre-application consultation on the scheme design will take place in 2016.

Elsewhere in Canterbury proposals to redevelop the former Slatters Hotel on St. Margaret Street were approved in August 2015. Plans include retention/renovation of listed buildings and

redevelopment of ground floor commercial space with a 130-bedroom hotel and rooftop restaurant.

In Herne Bay, Aldi is set to build a 1,665m² (17,961 ft²) store on King's Road car park. Building work commenced in 2015 to provide a single storey supermarket and an 80-space car park. In addition, a joint project between Canterbury City Council and the Heritage Lottery Fund to restore and preserve the historic seafront clock tower – the oldest known freestanding, purpose built clock tower in the world – was completed in July 2015.

Canterbury City Council approved plans for a new 10,000m² (107,639ft²) Sainsbury's store at the Altira Business Park. This will also see surface infrastructure including a pedestrian footbridge at Blacksole Bridge, a new bus route to the town centre and 2,500m² (26,910ft²) of industrial space. Work on the store and the spec industrial units is expected to be complete later in 2016. Developer Terrace Hill is actively seeking business tenants for these units and to develop the remainder of Altira for office, industrial and warehousing.

Permission was granted in September 2015 for a residential complex and new sporting facilities on the former Herne Bay Golf Club. Quinn Estates plans include 572 homes, 4,181m² (45,000ft²) of commercial office space and football, hockey and cricket pitches for the 41ha (100 acre) site.

Dover

The Enterprise Coast – Dover, Deal and Sandwich – is being transformed with multi-million pound investments in town centre and waterfront regeneration, major development of Dover's Western Docks, a master plan for further development of the Discovery Park Enterprise Zone and the creation of the Betteshanger Sustainable Parks near Deal. Alongside plans for 10,000 new homes, it represents the biggest investment in a generation and just an hour from London by high-speed train.

Nowhere is closer to European markets, with the Port of Dover handling £100bn worth of trade and over 13 million

passengers annually and ferry services to Calais and Dunkerque operating 24 hours a day, 364 days a year. The Port of Dover is expanding with a £200m capital programme including £80m to transform the Eastern Docks ferry terminal and £120m to redevelop the Western Docks to provide new cargo berths, a port-centric distribution facility, new marina/waterfront development and over 600 jobs. Dover Harbour Board, working with Bride Hall Real Estate Partners on a mixed-use waterfront development, has plans to link up with the £60m St James town centre scheme being developed by Dover District Council and its development partner, Bond City Ltd.

Demolition of Burlington House in Dover for the St James' development is now virtually complete and is symbolic of the town's regeneration. In its place will be 11,150 m² (120,000 ft²) of retail and leisure space, a six-screen Cineworld cinema and a 108-bed Travelodge. Next, M&S, Bella Italia and Frankie & Benny's are already signed up for the development which will create over 500 new jobs.

Investment in skills and training is also being delivered to match employers' needs. Construction of a £6.5m Maritime Skills Academy is currently underway in Dover. Viking Recruitment's facility will feature state-of-the-art training including a survival pool, bridge and engine room simulators, hospitality training and conferencing. East Kent College has invested £2.9m in their Dover campus for vocational training in engineering, construction trades and tourism.

East Kent College is also developing its science curriculum at Discovery Park, Sandwich, and Canterbury Christchurch University recently opened a new life sciences industry liaison laboratory. Discovery Park is now home to over 125 companies and 2,400 employees. Alongside Pfizer, a myriad of life science and biotech companies are supported by an ever growing business services community in an innovation cluster. Facilities include research and development laboratories and specialist niche manufacturing facilities, commercial office space and warehouse solutions.

Science and technology of a different nature could be a core part of the development of the 12ha (30acre) Betteshanger Sustainable Parks by the Hadlow Group. This unique £40m Project, proposed for a former coal mine site, will combine a 21st century environmental complex of offices, microbusiness incubation units for food technology/agriculture/sustainable energy with education, eco-tourism and heritage. Phase 1 is under construction creating a visitor centre comprising Kent Mining Heritage Museum, Green Energy Centre, café, conferencing and a cycling centre at the Betteshanger Country Park.

Dover District Council is the first local authority in East Kent to have a full Local Development Framework following adoption of its Land Allocations Local Plan (LALP). Together with the Council's Core Strategy, this gives developers certainty about land identified for potential development for the next 20 years.

For information on doing business on the Enterprise Coast:
www.investindover.co.uk
 or follow us on Twitter @InvestInDover

Shepway

With Folkestone's High Speed One journey to St Pancras in under the hour and Eurotunnel providing easy access to mainland Europe, Shepway is Kent's Connected Coast. Building on its strengths, the district has experienced major developments in the last year and a new Economic Development Strategy.

Momentum continues with the Folkestone Seafront development, which has planning permission for a mixed-use development and up to a 1,000 homes. The Harbour Arm opened to the public during summer 2015 and has attracted thousands of visitors keen to experience new perspectives of the harbour, seafront and Folkestone.

Taylor Wimpey are nearing completion of the first phase of their 1,000 plus unit housing development at Shorncliffe Barracks, where sales opened in March 2016.

Pentland Homes and Quinn Estates' Eversley Park development has attracted home buyers as properties come to market. Pentland Homes' Scholars Village development in Folkestone has also attracted high levels of buyer interest.

The Folkestone Townscape Heritage Initiative supported by Heritage Lottery Fund, Kent County Council and Shepway District Council, is refurbishing a number of properties in the Heritage Quarter of Folkestone with the first completions in October 2015.

The proposal for an urban sports park will include the world's first multi-storey skate facility of its kind and a much-needed amenity for young people in Folkestone, attracting a national and international following. Popular sports will include skateboarding, BMX-ing, rollerblading, scootering, a potential new home for Folkestone Amateur Boxing Club and further provision for trials riders and climbing enthusiasts.

Shepway District Council also submitted its Community Infrastructure Levy Charging Schedule to the Planning Inspectorate during the summer of 2015, for independent examination.

For further information please contact the Council's Economic Development Team: economy@shepway.gov.uk

Thanet

With its multi-million pound regeneration and modern infrastructure, combined with a vibrant and creative coastal lifestyle, Thanet is a prime location for businesses to grow.

For logistics firms and multi-nationals, the Port of Ramsgate is the second closest UK port to mainland Europe with modern Ro-Ro facilities to accommodate large vessels. Plans to provide new alongside berthing will attract a broader range of vessels.

The Thanet Way provides dual carriageway connectivity to both the M2 and the M25, with road journey times from the M25 being equal to those for Dover and shorter than those to Harwich or Felixstowe.

High Speed One connects the original seaside resorts of Margate, Broadstairs and Ramsgate to London in only 75 minutes. Plans for a further £12m investment will reduce journey time to only 63 minutes along with a new Thanet Parkway station by 2019 further reducing travel time. Reliable arterial road links to London and the Port of Dover make the district an ideal place for business.



Connectivity and regeneration schemes have led to a buoyant residential property market for buyers and investors with prices locally growing steadily, but still more competitive than elsewhere in the South East.

Thanet District Council and Cardy Construction Ltd are to bring forward an exclusive apartment development on the seafront close to Ramsgate Harbour. Also in the town, J.D. Wetherspoons Plc is planning a refurbished Pavilion to become one of their largest outlets.

And at Westwood, the first phase of a 1,000 unit residential development is underway by Persimmon and Gleasons, with a second phase starting soon. At the Westwood Cross Shopping Centre, new stores include Outfit, Five Guys and Café Rouge.

More than three million guests visit Thanet each year, with tourism adding £245m to the local economy with consistent growth in tourist numbers. The Turner Contemporary experienced a 25% increase in visitor numbers for its highly praised Grayson Perry exhibition.

Dreamland Amusement Park opened in June 2015 with the restored Grade II* Scenic Railway opening later in the year, leading to unanimous praise for its

inspired regeneration and creation of 200 jobs. It was funded by the Heritage Lottery Fund, Department of Culture, Media and Sport's Sea Change programme and Thanet District Council. It has kick-started investment in the area with the next proposals being to reinstate the Dreamland cinema to its 1930s Art Deco glory.

Also in Margate, The Sea Bathing Hospital, now with an east wing extension, has a substantial number of residential units occupied. Nearby is the Beach Houses development of 11 contemporary beach fronted homes by Guy Holloway Architects.

The Council is committed to driving growth by promoting investment, skills and employment opportunities to create a sustainable economy. The Corporate and Local Plans will set out policies and proposals to guide decisions and investment for development and regeneration. Working with European partners is key to encouraging further location of sustainable energy businesses into the area.

With commercial office rents as much as 80% lower than London and 60% lower than the South East, Thanet is a prime location for start-ups. Kent Innovation Centre provides firms with flexible office space, conference facilities

and meeting rooms. A strong knowledge and science base at Discovery Park provides research and development facilities for any sized business, in particular those in life sciences.

Thanet's location near to two universities (Canterbury Christ Church and University of Kent), means an estimated 30,000 students are attracted to East Kent annually. This provides organisations with high calibre candidates for internships and graduate schemes. The modern Canterbury Christ Church satellite campus in Broadstairs attracts thousands of undergraduates.

With investment and partnerships delivering successfully across the district, excellent transport links, graduate calibre recruits, a broad range of business facilities, millions of visitors and a vibrant property market – Thanet is open for business.

For information on regeneration initiatives and investment opportunities: www.thanet.gov.uk



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Margate Cultural Regeneration

Kent has a strong track record of investing in the cultural economy, nurturing the identity of places to deliver attractive homes, communities and growth. One of the county's most exciting examples of this culture-led regeneration is Margate's emerging creative and cultural economy.

Initiatives have ranged from investment in iconic infrastructure such as Turner Contemporary in Margate to investing in grass-roots growth of Kent's emergent creative clusters.

The investment in Margate has changed the town's reputation and increased interest in the town's property market, as evidenced by the recent increase in property prices.

In February 2015 *The Telegraph* revealed Margate as one of three new property hotspots in the UK, with a 46% year-on-year increase in house sales 2013-2014. Also in *The Telegraph*, "How East Kent became the new Shoreditch", showcases East Kent as a place to invest, given its new creative identity.

Artist Alex Chinneck, recently commissioned by the London Design Festival, produced his first large-scale work in Margate, "From the knees of my nose to the belly of my toes", known locally as the sliding house, which has become a feature in the house sales details of local estate agents. Margate now has a worldwide reputation: a recent article in the *Los Angeles Times* detailed Margate's cultural offer generated by the re-opening of Dreamland.

East Kent is growing its reputation as a place for new creative businesses to start-ups: Kent County Council has funded two creative industry business support schemes - School for Creative Start-ups and Creative Success Kent.



Among the many successes is Haeckels <http://haeckels.co.uk/> whose tag line is 'Made of Margate'. It sells high-end fragrance and skin care products internationally, and now has a pop-up store in Selfridges London, exporting Margate to London. Haeckel's owner, Dom Bridges, raised in excess of £30,000 via a kick-starter campaign to create a Margate 'sauna' <http://haeckels.co.uk/sauna/>

Zoe Murphy, whose furniture is inspired by Margate and who has her studio and workshop in the town employing local people, sells to Liberty and Osbourne and Little. <http://www.zoemurphy.com/portfolio.html>

Margate is also providing the inspiration to mainstream designers: Fred Perry's 'Margate on the Run' line and LK Bennett's Molly Canvas Tote bag, featuring Margate.

Continued growth in Margate rests on Margate's authenticity – its original seaside narrative – and its new identity as a creative place. Kent County Council invested in Resort Studios, Margate <http://www.resortstudios.co.uk/> allowing the organisation to develop more work space and enabling a financially sustainable future.

Resort now supports 44 professional creative practitioners and micro businesses, many of which have re-located from London. Resort has acted as a beacon, attracting new





people into Margate; the mixture of spaces encouraging cross-sector collaboration and the opportunity for recent graduates and start-ups to work with more experienced, mid-career practitioners in a nurturing environment.

As a direct result of our investment, a Resort member's exhibition based on the bricks removed during the building works, resulted in a commission for Resort artist Kate Harrison, providing four works for The Collective, a London property development company.

Creative practitioners are moving to East Kent, which is being viewed as a place for people to relocate to and raise their families. This movement started some years ago in Whitstable and Deal, and now Cliftonville, once considered one of the poorest corners of the South East, is attracting a new set of pioneers who are investing in the area's large heritage properties with some of the lowest land values in the South East, offering a high quality of life.

In 2015 Dreamland Margate opened once again. Its stylised design led by Wayne Hemingway at Hemingway Designs captures and renews Margate's seaside narrative, offering additional reasons to visit Margate. Much more than

just an amusement park, Dreamland has created 200 local jobs and is providing training for young people.

With financial support from Kent County Council and Arts Council England, Dreamland is working with Turner Contemporary, the town and its creative communities to create a summer events programme that reaches out beyond its boundaries, connecting high art and popular culture and bringing coherency to the Margate visitor offer. Last year our investment in Summer of Colour Festival, Margate, involved 45 organisations and businesses, created 72 new events, with 15 new commissions, attracting more than 12,000 visitors.

Embedding culture into the heart of regeneration is a priority across east Kent, with similar success in driving new investment into the area. In Dover, Kent County Council has supported Dover Arts Development, an artist-led organisation who are custodians of the town's Cultural Framework in partnership with the local authority, embedding arts and cultural good practice into the regeneration of Dover.

Their work includes seeking to commission a £20,000 piece of public art to mark the entrance to the White Cliffs. A recent

project, SUBLET at the London Art Fair, showcased photography made with them in Dover to an international high-wealth, art-buying audience.

In Whitstable, regeneration in the early 1990s was driven by private investment, and a flow of creative sector practitioners and second home owners investing in the town, largely from London.

Whitstable developed a reputation as a creative place, a reputation that sustained both ongoing inward migration, new businesses and tourism. Kent County Council continues to invest in that reputation by supporting the Whitstable Biennale, one of the UK's critically acclaimed festivals for contemporary visual art. In 2014 the Festival attracted 49,547 visitors (plus an estimated 20,000 to the fringe) with 93 artists making 67 new works for the main programme, increasing the profile of internationally recognised work made in Kent.

Festival income was £306,000, of which 88% was sourced from outside Kent, yet 55% was spent locally. We are working with Whitstable Biennale, exploring new ways to retain art in the centre of Whitstable, including development of new showcasing and production space.



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Kent Cultural Transformation Board

In response to increasing financial pressure, population growth and opportunities afforded by advances in information technology, Kent County Council brought together a number of cultural leaders and wider stakeholders to form a Cultural Transformation Board to begin to re-imagine the way that arts and culture are delivered in Kent.

The primary aim of the Board is to connect cultural organisations, creating opportunities for them to engage with each other and enabling collaboration with key partners.

The Board agrees shared priorities and identifies opportunities for using culture to deliver positive outcomes with partners from a range of sectors, in particular public health and education. Recently a dialogue has begun with waste management to explore ways in which cultural organisations can add social value into new contracts.

The Board is also actively progressing new business models to plan for financial resilience and ensure that the world-class activity and high profile of the Kent cultural sector, which currently supports economic growth, skills development and community wellbeing in the county, can continue to be enjoyed well into the future.

Building a sound evidence base and sharing data are priorities for the Board to enable it to deliver positive messages about the impact of culture and the value of joint commissions and cross-sector collaboration.

The Board is a small and flexible group with a mandate as a decision-making body. Membership is made up of key cultural leaders and the County Council Culture and Creative Economy Service Manager. The Board is supported by a Specialist Advisors Group with membership from



arts organisations, Public Health, the education sector, Arts Council England and Historic England. An open invitation to a wider annual stakeholder group enables engagement from a wider network of partners.

The Board is responsible for:

- ▶ Strategic leadership
- ▶ Decision making
- ▶ Identifying and articulating pressures and opportunities for the sector
- ▶ Agreeing collaborative responses and delivery
- ▶ Organising the gathering and collating of quantitative and qualitative evidence
- ▶ Exploring and piloting different business models and funding opportunities
- ▶ Communicating with the sector and wider partners

The Board has identified and prioritised six key strategic themes:

- ▶ Cultural Commissioning
- ▶ Cultural Education Challenge
- ▶ Creative sector economic growth
- ▶ Joint Programming, Artistic Quality and Audience Development
- ▶ Cultural Tourism
- ▶ Heritage and Museums

As part of its remit, the Cultural Transformation Board is exploring the feasibility of developing a Kent bid, to be European Capital of Culture 2023. The Board is also driving the process for the refresh of the Kent Cultural Strategy, which will present a 10-year vision for the development of arts and culture in the county.

Collaboration

As a result of partnerships made at the Transformation Board, Jasmin Vardimon Company and Turner Contemporary delivered a new cross artform work which brought together contemporary dance and visual art in an immersive performance.





Choreographed by critically-acclaimed director Jasmin Vardimon, the project saw designer, artist and architect Ron Arad collaborate with installation artist Guy Bar Amotz to create a huge foam structure of industrial proportions. Audiences were invited to journey through the structure where they experienced a feast of sights, sounds, smells, textures and actions - with some movements intimate and moving and others embracing the spectacular - creating an incredible sense of the unexpected.

This exciting new piece of work bridged dance theatre and visual arts, inviting audience members to explore a world of surprise, wonder, delight and, on occasion, unease, as they met the dancers inhabiting the intriguing labyrinth structure.

The self-contained environment was inspired by Arad's visit to a foam factory in China and provided audiences with the opportunity to navigate their way through a variety of paths enabling them to create something themselves that they can enjoy multiple times as they vary their journey.

Commissioning

Led by a project group as part of the Transformation Board structure, Kent County Council's Arts and Culture and Creative Economy Service developed and managed a pilot commission in partnership with Royal Opera House Bridge, Artswork and Public Health.

The pilot delivered improved wellbeing for young people using creative interventions, and capacity building for cultural organisations to prepare the sector to become commission-ready.

The pilot resulted in the Arts & Cultural Commissioning Toolkit, an animated online resource to guide providers through the commissioning process, and led to KCC being selected as a national partner on the Arts Council funded Cultural Commissioning Programme.

The work through the Cultural Commissioning Programme has opened up dialogue with a range of services across the public sector and is changing the way positive outcomes are being delivered for Kent communities. The involvement of cultural organisations and the opportunity for larger service providers to collaborate is leading to delivery becoming more innovative and locally focused and providing 'pick and mix' solutions which can be tailored to meet the needs of individuals.

Organisational development

LV21, a small arts organisation working on high quality community engagement programmes, was interested in applying for a commission through the pilot commission but decided it did not have the capacity. A conversation with some similar organisations revealed similar concerns but led to the decision of two organisations, Cohesion Plus and The Grand Healthy Living Centre agreeing to work in partnership with LV21 to bid.

The group was successful in securing a commission and LV21 has now changed its business model and is now actively seeking partners to bid for other commissioning opportunities as they arise.

Transformation Board membership

Artswork
 South East Museums
 Turner Contemporary
 Jasmin Vardimon Company
 Kent Music
 Applause Rural Touring
 Marlowe Theatre
 People United
 Gulbenkian Theatre
 Strangeface
 Screen South
 Creative Foundation
 University of Kent
 Canterbury Christ Church University
 Kent County Council (Culture and Creative Economy, Public Health, Economic Development)
 Canterbury City Council
 Maidstone Borough Council
 Medway Council
 Arts Council England
 Historic England
 Visit Kent
 Kent and Medway Economic Partnership
 Maidstone Studios
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 Royal Opera House Bridge



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Coming soon!



Coming soon, a new development of traditional homes coming to the sought-after Kentish village of Harrietsham - offering pretty woodland walks.

Coming soon, late 2016.

Property Market

The UK property market delivered a robust performance over the last 12 months despite the return of global economic concerns.

The sector saw a Total Return of 13.1% in 2015 (IPD), down on the 17.8% achieved in 2014, although this was expected as the pace of capital value growth stabilised. The strength of the UK economy, despite weakness in the Far East and Europe, underpinned this performance. While 2015 IPD performance figures for the County are not yet available, the 2014 results underline the trend we expect to be confirmed for 2015.

Demand for office space has shown a marked improvement over the last 12 months aided by improved business investment and confidence. The upturn extends well beyond central London. Regional centres that have seen limited

development since the financial crisis and accessible locations in the South East have enjoyed improved activity and rising rents or signals of growth to come. Kent is no exception, with the return of rental growth in 2014, the first upturn since 2008. The upturn is significant. The recent past has left rents in Kent relatively affordable when compared to many other South East markets. As a result, accessible towns offering a quality work environment are proving attractive to relocating and expanding businesses.

Rising real incomes has been positive for the retail sector, which turned a corner in 2014, both nationally and in Kent. Following five years of decline,

Kent's average retail rent stabilised. This masks a mixed picture with some markets showing strong rental growth and high demand from premium retailers and restaurant chains. Similarly, the county's retail warehouse sector outperformed both the UK and South East rental growth average. Strong demand from retailers across the county and the development of quality parks has driven performance. Overall, the retail sector continues to wrestle with structural change and competition, which will drive the demand for space in terms of volume and location.

The distribution sector has expanded as a result of this structural change over recent years, although the market has



Discovery Park, Sandwich near Dover, credit: Discovery Park Limited

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stabilised, tempered in part by the challenges facing the supermarket sector. Demand and activity will remain focused on strategic positioning and relocations. Kent has proved a beneficiary of distribution sector growth with strong demand for well located developments coming to the market. The manufacturing sector continues to struggle in the face of a weak export market and this is reflected in the demand for industrial property. This situation will persist until robust global demand returns. Despite this, Kent's industrial market performed well in 2014 and recent lettings suggest this buoyancy persists. Rents rose by 2.5%, ahead of both inflation and rents achieved in 2013.

Investment market

The UK property sector has attracted high levels of capital investment over recent years. This has placed downward pressure on yields across the market, although the IPD All Property initial yield has settled at around 5%. The average property yield is low by historical standards, but stands approximately 3% above the yield on 10 year gilts.

While prime markets, particularly in central London, were the initial focus of attention, the improved economic and occupier environment has spurred investors to seek out markets with rental growth prospects, including those with value adding opportunities. There has also been a willingness to take on more risk. The appetite for development, and more significantly its funding, has returned in tandem with a small, but notable upturn in speculative schemes.

"Rising real incomes has been positive for the retail sector, which turned a corner in 2014, both nationally and in Kent."

This broadening in investment horizons in the search for value has amplified demand for property assets in Kent. The buoyancy and increasing diversity of the county's office market has attracted particular attention; as a result the Kent - South East yield gap has narrowed sharply. The average office yield in the County fell to 8.3% at the end of 2014, its lowest level since 2007. Over the same period, the investment yield for industrial and retail property in Kent hardened to 7% and 6% respectively, tracking movements in the south east average. Meanwhile, the average yield for retail warehouse assets in the County fell to 5.9%, equal to the South East average, reflecting the strength of this market.



Next, Eclipse Park, Maidstone, credit: Gallagher Group

This is an excerpt from the Kent Property Market Report March 2016 compiled by Locate in Kent, Caxtons and Kent County Council; for the full report see www.locateinkent.com/kpmrmarch16.

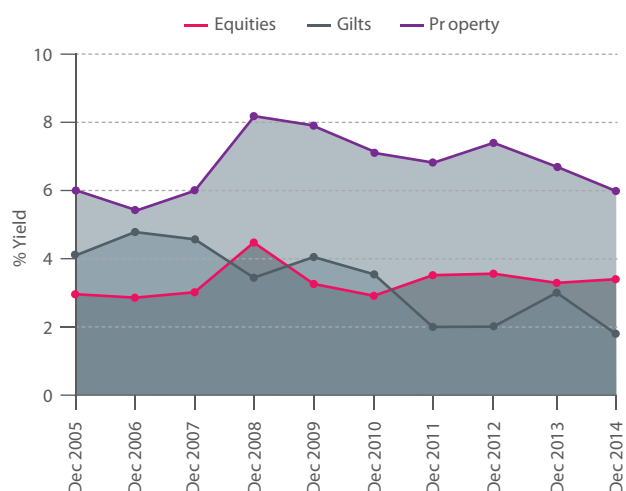


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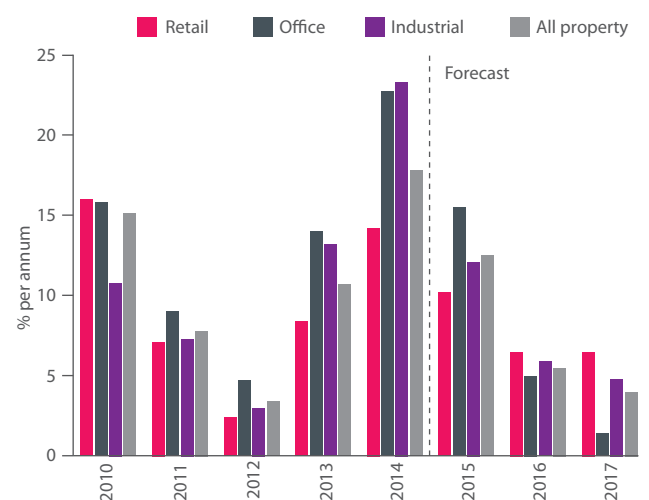


Investment yields



Source: MSCI, Standard Life

UK property total returns



Source: MSCI (historic), Standard Life (forecast)

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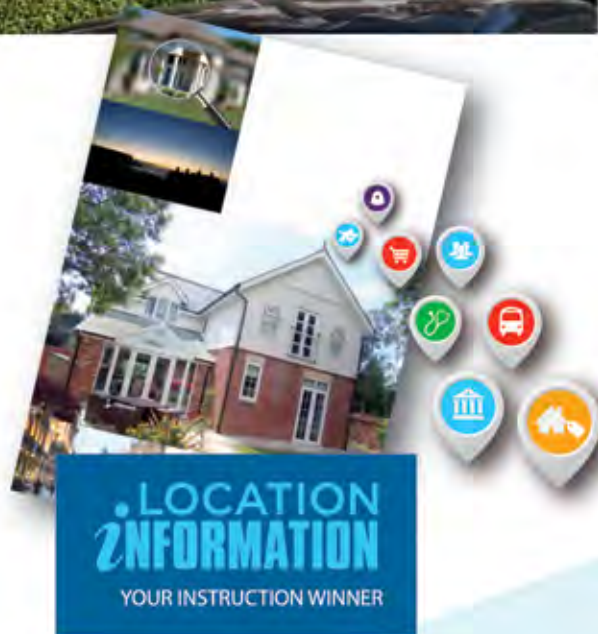
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A banner advertisement for the Relocation Agent Network. It features a blurred image of a London double-decker bus at night with the text "LONDON CALLING..." in white. On the right, there is a blue box with the "Relocation agent network" logo, the text "THE WORLD'S LARGEST RELOCATION COMPANY", and "FREE VALUATION" in bold. The Miles & Barr logo is at the bottom left of the banner.

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<http://www.hmrc.gov.uk/tools/sdlt/land-and-property.htm>

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No Use Empty (NUE)

The award winning NUE initiative celebrated its 10th Anniversary recently and is firmly established as the UK's longest-running empty property initiative.



Delivered by Kent County Council (KCC) in partnership with all 12 district councils in the County, NUE aims to substantially increase the numbers of long-term empty homes returned to use as quality housing through a range of interventions, including financial assistance to owners by the way of secured short term loans which are recycled.

The number of long-term vacant dwellings in Kent has declined, producing a 42% reduction since 2008.

Latest council tax records show there are a total of 5,462 long-term vacant dwellings in Kent and Medway (4,458 in Kent and 1,004 in the Medway Council area).



Prince of Wales, Dover



Prince of Wales, Dover

An empty property is one that has been inactive in the housing market and has remained empty for more than six months.

Since its inception, NUE has awarded £15m in secured short-term interest free loans leveraging in £22.8m from the public/private sectors. This has brought back into use 707 long term empty properties and has helped create or safeguarded over 700 jobs.

Average renovation cost to return a unit to occupation is £53,200 with the average KCC investment being £21,600. For every £1 spent on administration, £20 is being spent in the local economy.

“An empty property is one that has been inactive in the housing market and has remained empty for more than six months.”

More than £7.8m (58%) of funding advanced has been repaid and recycled. As well as returning empty homes into use, NUE continues to be innovative.

We have also listened to small developers who struggle with acquiring finance to take forward projects, such as redundant commercial sites with approved planning permission for housing and

have already recently introduced an interest bearing loan product.

NUE would welcome the opportunity to discuss future project ideas, which may require some financial assistance over a short term with owners of derelict empty buildings.

NUE has been widely praised: the winner of two national awards for partnership working and it was “Highly Acclaimed” at the LGC Awards in two categories (Housing Initiative and Partnership of the Year). The Welsh Government has also based its Houses to Homes initiative on Kent’s NUE Loan Scheme.

Further information can be found at www.nue.org.uk



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Produced in Kent is the trade body supporting the food and drink sector of Kent.

It provides support to a wide-range of businesses which in turn provide valuable employment opportunities in Kent. These businesses are at the economic heart of rural communities and the website can help people find the best of Kent food, drink and craft.

Produced in Kent is a non-profit company and is now a strong, widely recognised brand, benefitting and promoting its membership businesses.

The company, supported by Kent County Council and Hadlow College, provides business support, advice and sales opportunities to its members.

Each year it runs the Taste of Kent Awards which credits the food and drink champions in the county. Youngsters also get involved by taking part in the Kent Young Chef competition.

Nearly 300 companies are members of Produced in Kent bringing in more than £400 million to the local economy.

As a member you receive the Produced in Kent branding for products, are included in their marketing, get the opportunity to meet other businesses and attend events.

Kent's countryside and coastline creates an amazing array of products from farmers to fishermen.

Whether it is cheese in the natural cellars of the North Downs or vineyards on its chalky slopes to seafood from the coastline, Produced in Kent supports numerous different companies.

There's beer from historic hops, grass-grazed beef and lamb, cider and apple juice from Kentish orchards and handmade fudge, jams, chutneys and oils.

As the garden of England, you cannot forget some of the finest soft fruit in the UK.

There is also a growing range of Artisan craft businesses with everything



from woollen throws to woodcraft, hand painted glassware and much more besides.

The Produced in Kent brand is widely recognised, benefitting and promoting its membership businesses providing business support, advice and sales opportunities through the following strategic objectives:

- ▶ To champion and support the growth, development and future of the food and drink sector in Kent.
- ▶ To leverage brand equity to generate greater visibility and recognition amongst the public, future members and private sector investors.
- ▶ To deliver an exceptional and valued membership experience.

These are underpinned by the following core values:

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Time to Put Some Energy Into Your Business

Companies across Kent were invited to put some energy into their business and on Friday 8th July, sixteen workplace teams battled it out to see who would be crowned the Kent & Medway Business Games Champions 2016.

This year Kent Sport, in partnership with Medway Sport, teamed up with National Grid-GrainLNG and Wellbeing People to deliver an even bigger and better Kent & Medway Business Games.

The Games meant business, with an afternoon of fun activities, team building and healthy competition. Teams played weird and wonderful adapted versions of sports such as Ultimate Frisbee, Pickleball,

Human Table Football, Kwik Cricket and Sitting Volleyball. Individuals also took on the Challenge Zone which included a Bike challenge, a Rowing challenge and a Golf challenge.





Kevin Day, Kent Sport Director said: "2015 saw the launch of our first Business Games and, thanks to everyone involved, it turned out to be a huge success. The event proved to be a great platform to promote sport and physical activity to a wide range of businesses. It's fantastic that the Business Games has gone from strength to strength in 2016 with the support of the Wellbeing People and National Grid."

Stuart Clack, National Grid-GrainLNG commented "We entered a Team into the 2015 Games and thoroughly enjoyed the day. As a large local employer, we're always keen to support local community programmes and the Business Games is an event which anyone can take part in. We were proud to sponsor the event this year."

Ben McGannan, Wellbeing People commented "Wellbeing People were delighted to have sponsored the 2016 Business Games. Both physical and mental wellbeing are at the core of our business and we think this is a great way of engaging staff, having fun and improving all aspects of our wellbeing."

The 2016 Business Games took place on **Friday 8th July from 12noon-6pm at Strood Sports Centre**, Watling Street, Rochester, ME2 3JQ.

Why not check out the **2016 Games** short film and see what it's all about: www.kentsport.org/businessgames

You'll be pleased to hear plans for the 2017 Business Games are already underway! Online entries will open in January 2017 via Kent's Workplace Challenge website: www.workplacechallenge.org.uk/kent

Workplace Challenge – a great way to prepare your workplace for the Business Games:

To prepare for the games, workplaces across Kent are encouraged to get active by taking part in the Kent's 2016 Workplace Challenge. Employees across the County are invited to sign up to the Challenge, log their activity and earn points for their workplace. The free online tool can help you to

monitor your activity levels, **reach** the recommended activity target of 150 minutes per week, **motivate** yourself and your colleagues to be more active, **earn** those much needed points as a Team and **enjoy** some healthy competition between teams, departments and/or other workplaces. Activity can be anything from a lunchtime walk, an evening run, a zumba class, a family bike ride, to gardening at the weekend. Encourage colleagues to sign up too to see if you've got what it takes to be one of Kent's most active workplaces in 2016! Join the Challenge by going to www.workplacechallenge.org.uk/kent/ and start using the free online motivational tool to log your activity and win prizes.

Over 1,900 employees across 290 workplaces have already signed up to the Challenge but anyone can join in, at any time.



Kent Sport – the organisation behind the Business Games:

Kent Sport is Kent's County Sports Partnership and is funded by Sport England to co-ordinate and promote sport and physical activity in the county to improve the health and wellbeing of Kent's residents. These initiatives are supported by Kent County Council and Medway Council.

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Kent Contractor achieves BIM success

Rapid change in the construction industry is increasing the demand for efficiency and shorter delivery times. Process integration and improved communications throughout the project life cycle are proving to be essential elements of this change. Enlightened organisations such as locally based Baxall Construction and their BIM technology partner, Rapid5D, are embracing the need for improvement and using Building Information Modelling (BIM) as an enabler of successful and sustainable change.

Part of the Sussex Cluster Framework of which Kent County Council is a participant, Hankham Primary School Extension Project for East Sussex County Council is an exemplar of BIM enabled change and improvement in action. The project demonstrates the efficiencies of modern methods of construction in combination with collaborative working between the client and its stakeholders, the design team and the supply chain.

Kent-based contractor Baxall Construction has been delivering new build, refurbishment, project management and design and build (D&B) solutions for a diverse portfolio of projects across London and the South East for more than half a century. The firm specialises in the education, high quality residential, ecclesiastical, health, leisure and commercial sectors, serving the needs of its clients in both public and private sectors.

One of Baxall's clear differentiators in winning work throughout the region is its pioneering use and continuing promotion of BIM. The firm's 'Buildings Built on Teamwork' slogan perfectly reflects its approach to BIM, encompassing inclusivity, working collaboratively, sharing best practice and utilising modern methods of construction.

To further complement its BIM capability, Baxall selected Rapid5D as its BIM technology partner to provide Trimble Vico Office™ software, support and training. Vico Office™ delivers an integrated BIM workflow for construction projects, extending the basic 3D model functionality to include constructability analysis and coordination, 2D and 3D quantity take-off, 4D location-based scheduling and production control, 5D cost planning and estimating and automated site layout.



MALCOLM CLARKE

MANAGING DIRECTOR, BAXALL CONSTRUCTION

"The ongoing support, workshops, presentations and bespoke software training provided by Rapid5D has proved invaluable since we introduced Vico Office™ to our processes. Their BIM Consultants have become an integral part of our team, sharing their skills and knowledge and facilitating the introduction of next generation software that now allows us to offer a truly integrated 4D and 5D BIM solution."

The Hankham Primary School project involved a new £1m extension, one of four school extensions carried out by Baxall Construction in partnership with offsite construction specialists, STREIF, under the Sussex Cluster Framework Agreement. The large extension, which included new classrooms and a hall, needed to be constructed

quickly to minimise disruption during term time. It also had to blend in with the existing school building using similar finishing materials including timber cladding and brickwork.

As a result of the combination of Baxall's construction experience, Rapid5D's BIM expertise and the use of Vico Office™, the original 42-week programme, which was based on more traditional construction methods, was reduced by a full six weeks resulting in savings against the original budget in excess of £0.25 million (18.6%) and generating significant whole-life cost savings and a more energy efficient, sustainable school.

To ensure these benefits are extended to all customers, including Kent County Council, Baxall and Rapid5D have continued to develop new innovative approaches designed to improve project outcomes including the introduction of a collaborative training forum for its design team resulting in more efficient and reliable design processes.

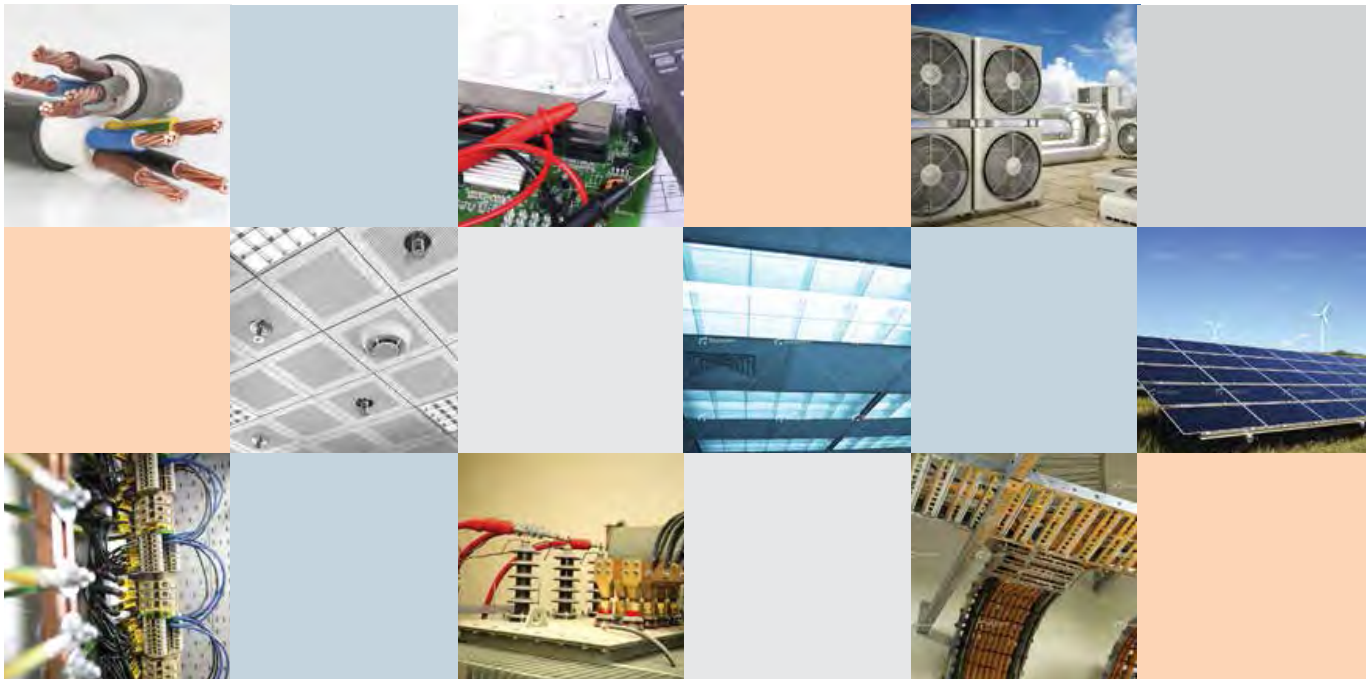
The use of these new innovations and Vico Office™ is delivering tangible cost and programme improvements and better project outcomes on five new project awards throughout the South East region totalling in excess of £20m: two further schools projects for East Sussex County Council, two new build schools projects for Kent County Council and one (private sector) South London school extension project.



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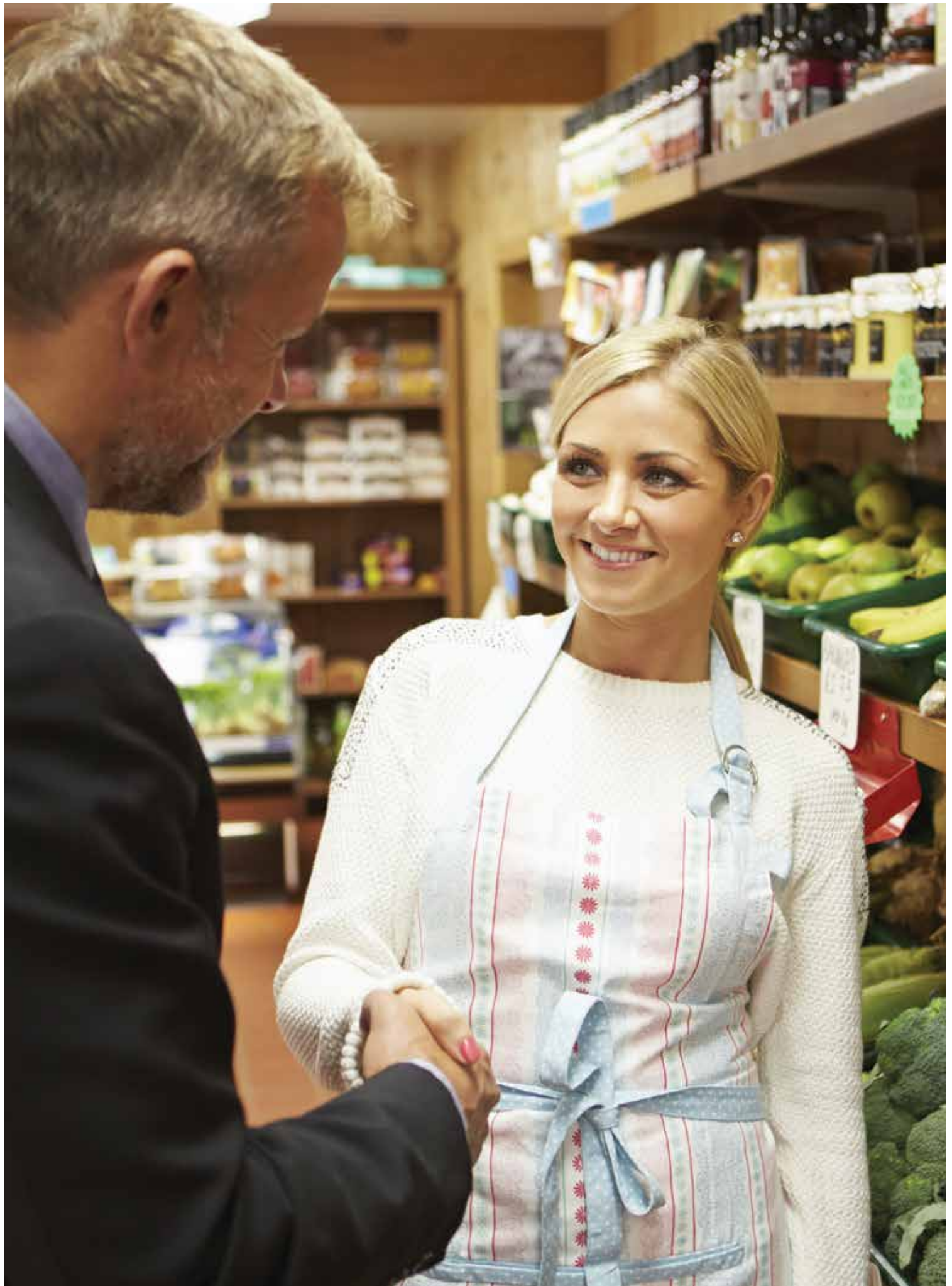
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Trading Standards

Kent Trading Standards exists to protect the county's consumers and support businesses.

Its duty is to create and maintain a safe and fair trading environment where Kent businesses can operate and grow and Kent consumers can buy with confidence.

Trading Standards has an intelligence-led approach and uses campaigns to establish the extent of an issue, or to target known problems. This benefits the whole community by concentrating activities on those issues causing the most problems.

All information supplied to Trading Standards is recorded and is a vital part of intelligence gathering.

Other service objectives include contributing to reducing the risk of crime and disorder in the community.

This includes restricting access for children and young people to harmful and age-restricted products by working

with partners to reduce the impact of alcohol in the community.

People can sign up to receive Trading Standards Alerts about rogue traders and scams operating in Kent as well as newsletters which include information about product recalls, event details and changes to consumer law.

There is a popular Facebook page, blog, and Twitter account @KentProtect which includes details about major incidents and severe weather.

To help make your community a safer place to live, you can pass on information, anonymously, by contacting Trading Standards (via Citizens Advice Consumer Service) on 03454 040506.

Rogue Traders: Take effective action against rogue traders, especially those involved in door-to-door sales. Protect



consumers from traders who use any means to deliberately take advantage or mislead consumers.

Advice, Education and Information:

Provide advice and information to Kent businesses and consumers. Provide advice and education to consumers, especially those most at risk, to empower all members of the community to make informed choices.

Food Safety: Contribute to protecting the security and traceability of the food chain, including the safety of the end product.

Licensing: Ensure dangerous goods kept under KCC issued licences are stored correctly and safely to prevent danger to the community, especially fireworks and petrol.

Animal Health: Prevent the spread of animal disease and take action in relation to instances of unnecessary suffering in livestock at critical control points and in transit.





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Our recycling performance report will give you the proof that your waste is being recycled or recovered and can be used to promote your environmental credentials.

We can advise you on best practice in waste management, help maximise your recycling and deliver best value for your business.

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We specialise in the recycling of uPVC and can offer very competitive prices when handling this product for our customers.

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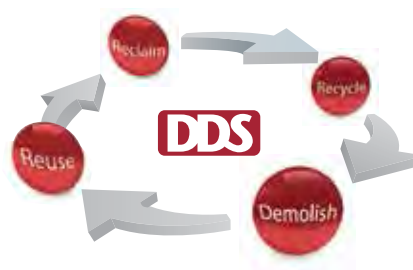


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Healthy Workplace

A physically active workforce can improve the health of your business as well as the physical and mental health of your employees, bringing multiple benefits to all.

Physical inactivity may be costing your business more than you think, according to Elise Rendall, a Sport & Physical Activity Officer at Kent County Council.

Inactivity in the workplace has serious implications for individuals and businesses alike. Findings from the CBI show that employee absence costs the economy an estimated £14 billion per year, while the average total cost to business for each absent employee is £975.

Evidence is conclusive that regular physical activity will help prevent and manage more than 20 conditions

and chronic diseases including cancer, cardiovascular disease, diabetes, hypertension, obesity and osteoporosis. Poor physical health increases the chances of poor mental health (stress, depression, anxiety, low levels of self-esteem), yet the evidence shows that we are simply not active enough to be healthy.

Although the national guidelines suggest we should achieve a minimum of 150 minutes exercise each week, one-third of men and nearly half of women in the UK do not meet the recommended levels of physical activity.

As we spend 60% of our waking hours at work, the need to be physically active during the working day is clear. Healthy habits in the workplace can make a big impact on employee wellbeing. A physically active workforce brings benefits to employers, as well as employees.

Benefits for employees include:

- ▶ Improved wellbeing
- ▶ Better physical health
- ▶ Increased motivation
- ▶ Stress relief
- ▶ Better morale and working atmosphere

Benefits for employers include:

- ▶ Increased productivity
- ▶ Lower rates of absenteeism
- ▶ Improved staff morale
- ▶ Reduced staff turnover
- ▶ Greater staff retention

Adults should aim to be active daily. Over a week, activity should add up to at least 150 minutes (2½ hours) of moderate intensity activity in bouts of 10 minutes or more. Small changes to daily working routines can really add up.

This could include:

- ▶ A lunchtime walk
- ▶ Climbing the stairs instead of using the lift
- ▶ Organising a walking meeting
- ▶ Walking to speak to colleagues instead of sending an e-mail
- ▶ Parking your car further away from the entrance
- ▶ An exercise class or swim after work





The Sport & Physical Activity Service at Kent County Council is encouraging employers and employees to sign up to **Kent's Workplace Challenge** to help individuals keep track of activity levels throughout the day and to motivate them to move more.

The free motivational online tool is already being used by more than 1,300 employees across 200 workplaces in Kent but anyone working in Kent can join in, at any time throughout the year.

The Workplace Challenge is about encouraging employees across the county to get together with colleagues to pool their efforts and earn points for their workplace by taking part in physical activity. This can be anything from a 15-minute lunchtime walk, a 30-minute evening run, a bike ride or exercise class, through to netball or football training with friends.

It doesn't matter how active you currently are or what sport you currently do, anyone can sign up to the challenge! It's a great way to engage with friends, colleagues and other workplaces.

For more information about Kent's Workplace Challenge and to sign up, visit: www.workplacechallenge.org.uk/kent

"Healthy habits in the workplace can make a big impact on employee wellbeing"

We also staged the inaugural **Kent and Medway Business Games** which took place on Friday 10 July at Strood Sports Centre which we hope will become an annual event, providing a great opportunity to encourage team working, boost staff morale, network with other workplace teams, have fun and get active!

Teams battle it out in adapted versions of sports such as kwik cricket, touch rugby, sitting volleyball, tag archery, bubble football and badminton to find out if they've got what it takes to become Kent and Medway's Business Games Champions.

For more information about the Kent and Medway Business Games visit: www.kentsport.org/businessgames

We are all responsible for the lifestyle choices we make, but employers can encourage and help make healthy choices easier for their staff. By promoting and investing in staff wellbeing you'll create a healthier workforce that feels valued, and you'll be rewarded with wide-ranging business benefits.





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The nine country parks run by KCC include four offering fantastic locations which are the perfect setting for your meetings, functions and events. Away from the hustle and bustle of the office, and surrounded by some of the finest countryside in Kent, you will find that business ideas have room to grow.

Sure to impress at Kent Country Parks is the delicious catering. With a choice of three menus depending on your budget, including our favourite - The Kentish Fayre lunch - it's the perfect opportunity to sample the delights of locally-produced Kentish food.

Venue Hire

With a range of spacious rooms and fantastic facilities, Kent Country Parks can be adapted to suit your needs. With prices starting at £90 per room for a half-day, free equipment hire and locally-sourced, tasty catering options, our venues are the ideal place for business inspiration.

For more information or to book call us on 03000 333 6031 or email kentcountryparks@kent.gov.uk and speak to one of our venue hire specialists.

Teambuilding

Make your team building day memorable and head out into the depths of the park to brush up on your survival skills on a Woodland Adventure Day at Shorne Woods Country Park, near Gravesend.

There is something for all ages and abilities and our staff are great at making everyone feel at home in the countryside. Fostering creativity and togetherness on a day packed with exploration and adventure, our Woodland Adventure Day is fantastic value at only £75 per person, with special rates available for off peak bookings.



To quote one satisfied customer:

"Yesterday was excellent...judging by the banter in the office today it has certainly done the trick...the activities were really entertaining and got everybody working together as a team. I'll definitely recommend this to anybody else looking for a team building day."

*Andy Hewitt,
Project Manager, Johnson Controls*

Email our teambuilding experts at kentcountryparks@kent.gov.uk or call 03000 333 6031 to book your team building event or get more information.



Explore Kent



Explore Kent is on a mission to get people outdoors!

There are more than 400 outdoor activities on Explore Kent's brand new website, so if you are looking for the best Kent has to offer, check it out - it's great outdoors!

Explore Kent works with a range of partners including the National Trust and district councils, ensuring that the people of Kent can make the most of the outdoor offer right on their doorstep. Supporting a variety of partners from health, economic development to people working to protect and conserve landscapes through education, if it's outdoors, Explore Kent supports and promotes it!

Our top two priorities are:

- ▶ Supporting the rural economy through community engagement in addition to tourism through our close relationship with Visit Kent.
- ▶ Promoting health and wellbeing by encouraging people to get active in the outdoors.





The University of California recently revealed that areas with physically active populations are not only more economically competitive but they also benefit from increased productivity, improved school performance, higher property values and improved health and wellbeing. The opportunities for this in Kent are endless, so what's not to like?

Using a range of solutions from social marketing to direct community engagement, Explore Kent connects people to the outdoors – whether it's for education, conservation or remuneration we aim to get more people to experience the great Kentish countryside.



Over the past two years Explore Kent has been working with Ramsgate Town Council on an initiative called Active Ramsgate. Designed to support economic regeneration by promoting the area through outdoor activities (walking, cycling and geocaching), this project brought over £352,000 into the town's economy over two years, attracting an additional 12,000 walkers into the area. Not only that, but the local residents get to enjoy the routes and reap the benefits too.

Explore Kent also supports and helps to promote health initiatives such as Sky Rides, the free guided bike rides provided throughout the county to improve cycling confidence and health walks provided to help people get active and lose weight.

With extensive experience in encouraging people to get moving and benefit from enjoying the great outdoors, Explore Kent can deliver a range of services to maximize the outdoor offer in your area!

Sound good to you? For more information about working with Explore Kent and to get in touch visit explorekent.org

"The opportunities for Kent are endless, so what's not to like?"

Explore the Garden

From castles to cathedrals, galleries to gourmet, the Garden of England offers visitors a diverse mix of exciting days out, short breaks and leisure destinations for all.

As England's oldest county, Kent is alive with history and cultural splendour. A wealth of National Trust and English Heritage sites await your arrival, many of which are open all year round. Follow Chaucer's pilgrims to Canterbury, search Charles Dickens' favourite haunts in Rochester, unravel royal romances at

Hever Castle and Penshurst Place, enjoy the glamour of Leeds Castle and unlock the private worlds of Winston Churchill at Chartwell and Charles Darwin at Down House.

Kent is home to world-class cultural venues including No1. Smithery at the

Historic Dockyard Chatham, the Turner Contemporary art gallery in Margate, and the restored Beane House of Art and Knowledge in Canterbury. The rich variety of Kent's landscapes is ideal for outdoor enthusiasts, with more than 4,000 miles of footpaths crisscrossing Areas of Outstanding Natural Beauty.





Admire the views from the iconic White Cliffs, clamber through trees at Bedgebury National Pinetum, explore a slice of Africa at Howletts Wild Animal Park and Port Lympne Reserve, and discover more than 180 stunning formal gardens. Kent is also home to over 100 golf courses, including venues such as Royal St George's in Sandwich.

Kent also offers clean, family-friendly sand and pebble beaches, including some 15 sandy beaches and bays along the Thanet coast encompassing the popular resorts of Margate, Broadstairs and Ramsgate. Surfers can head to Joss Bay, while kite surfing is available at Whitstable.

A visit to Kent is incomplete without savouring its rich produce. Dine on fresh fare at Canterbury's The Goods Shed (England's only six-days-a-week farmers' market) or Macknades Fine Foods in Faversham. Or why not enjoy a handcrafted ale from Britain's oldest brewer, Shepherd Neame in Faversham, or sip an award-winning wine from one of our many vineyards?

Kent is home to several Michelin-starred restaurants and dishes as diverse as local marsh lamb or oysters are waiting to be sampled. Shoppers can indulge in retail therapy in thriving independent high streets such as Whitstable and Deal, or head to Bluewater, one of the largest retail outlets in Europe. The shops, boutiques and markets of northern France are only an hour away.

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"I also seek opportunities to promote a greater sense of the history of a place among local communities throughout the county of Kent."



Kent History and Library Centre

With about nine miles of historic material on the shelves, the Kent History and Library Centre is a purpose built facility to protect and give access to the county's archives together with the collections of two large Maidstone public libraries that have now closed.

The History and Library Centre, which opened its doors on Shakespeare Day (April 23) back in 2012, contains some 40,000 books, a huge quantity of archives and an area where visitors can access historic books and archives dating back to 699 AD.

The idea behind its construction was to consolidate the county archives from two separate centres - the Centre for Kentish Studies and the East Kent Archives Centre in Dover, together with two libraries - the County Central Library and Maidstone Public Library - into one central location.

The centre made international headlines in February 2015 when it announced the re-discovery of a long-forgotten Magna Carta belonging to Sandwich Town Council, held in the archives.

The document is an original Magna Carta from the issue made in 1300 by King Edward I to the borough of Sandwich, one of the Cinque Ports. The historic charter, which was celebrated nationally in 2015 on the 800th anniversary of King John's issue of the very first Magna Carta, at Runnymede in 1215, was discovered by KCC Community History Officer Dr Mark Bateson.

He had been contacted by leading Magna Carta historian Professor Nicholas Vincent to investigate a separate document in the archives – Sandwich's original Charter of the Forest.

Dr Bateson spotted the Magna Carta next to the charter and Prof Vincent authenticated the discovery. Dr Bateson said: "I was leafing through and I thought 'this looks interesting' and it turned out to be the Magna Carta to Sandwich.

"I didn't expect it at all and it was extremely exciting. This is an original Magna Carta even though it's not dated 1215.

"It's one of numerous parchments that were issued in the years after 1215 for different reasons and for different organisations."

Dr Bateson is a qualified archivist who worked at Canterbury Cathedral Archives for about 17 years, eventually as its Public Services Manager.

In 2012 he moved to Maidstone. His first job was helping at the Centre for Kentish Studies just before and during its was amalgamation into the Kent History and Library Centre. He has worked there ever since, first as Community History Officer, and since 2015, as Heritage Services Manager.

What the Kent History and Library Centre offers:

- ▶ access to Kent's archives and local history under one roof
- ▶ a state-of-the-art public search room for consulting original documents, older books and local studies material
- ▶ superb photocopying and photography facilities
- ▶ free access to history websites – including Ancestry and Find My Past
- ▶ a bookable meeting room
- ▶ a multi-use space used for history workshops, talks and exhibitions
- ▶ advice from experts in reading old handwriting (palaeography), Latin, locating sources, research topics, conserving books and documents
- ▶ courses on reading old handwriting, family and local history – ask staff for details
- ▶ exciting programmes of exhibitions and talks

"The centre made international headlines earlier this year when a long-forgotten Magna Carta belonging to Sandwich Town Council was discovered in the archives."



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In December 2012 MOTIS purchased the Freight Services Agency (FSA) from the Dover Harbour Board. At the time of purchase, the FSA, based at Dover Western Docks, only provided Customs clearance facilities for freight vehicles carrying non-EU goods and a small amount of commercial truck parking.

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Having run the business for over a year it became clear that the potential was even greater than initially thought. So too was the investment required to realise that potential. MOTIS presented their case to Kent County Council, under the Expansion East Kent programme. Support funding was granted to match the investment financed directly by MOTIS.

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 - Jobs, growth and continual investment
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With the help of the Expansion East Kent team, MOTIS FSA Dover now handles in the region of 1,000 freight vehicles per day and is the largest 24hr Freight Clearance and Truckstop Facility in the UK. The workforce has almost doubled and 10 apprentices have been taken on as part of the MOTIS youth development programme. Further expansion in Kent is planned.



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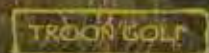
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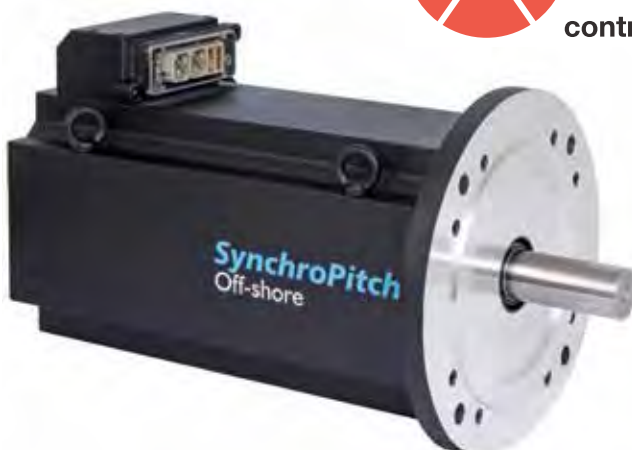
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