



Oceansgate Gateway Policy

This policy forms the basis for selecting appropriate occupants of Oceansgate.

OUR VISION: To bring together marine-based businesses in a prime waterfront location to create a world-class hub for marine industries, with opportunities for research, innovation and production in a collaborative environment.

Our Phase I Industrial Units have been set up as a Marine and Maritime Innovation Cluster meaning that emphasis will be placed on supporting a cluster of businesses that are developing their products, services and business processes.

We particularly welcome exploratory conversation with potential occupants that will support the delivery of our vision. Priority will be given to tenants that can demonstrate meeting the following criteria:

For the Phase I Industrial Units and Phases 2 and 3:

- **SECTORS & TECHNOLOGIES:** Alignment with the “Blue Tech” and “Core Marine” industries sub-sectors and technologies outlined below, to cover use classes B1 and B2.
 - **“Blue Tech” e.g.** ‘Autonomous vehicles and sensing’; ‘Electronics, sensors, communications and data management’; ‘Energy efficiency and environmental protection’; ‘Marine ICT, data capture and analysis’; ‘Marine biotechnology’; ‘Green vessel technology and propulsion’; ‘Marine science applications’; and ‘Climate sensing and forecasting’;.
 - **“Core Marine” e.g.** ‘Marine industries’ including engineering, sub-sea specialists, vessel building and repair, marine renewables; ‘Allied components and manufacturing’ including composites, hybrid materials and fabrication; and ‘Marine services’ including naval architects and marine finance and insurance. Companies involved in the supply chain to key marine stakeholders and markets.

- **INNOVATION:** tenants of the Phase I industrial Units will participate in an Innovation Cluster and are required to be an innovative enterprise which can include: innovative start-ups, small, medium and large enterprises, as well as research and knowledge dissemination organisations, non-for profit organisations and other related economic actors.

- **‘innovative enterprise’** means an enterprise:
 - (a) that can demonstrate, by means of an evaluation carried out by an external expert that it will in the foreseeable future develop products, services or processes which are new or substantially improved compared to the state of the art in its industry, and which carry a risk of technological or industrial failure, or
 - (b) the research and development costs of which represent at least 10% of its total operating costs in at least one of the three years preceding tenancy at Oceansgate or, in the case of a start-up enterprise without any financial history, in the audit of its current fiscal period, as certified by an external auditor;

For the whole site:

- **HIGH VALUE:** A workforce that is paid above the city average wage.
- **INNOVATION:** Evidence of:
 - Investment in development of new products, processes, services, intellectual property, know-how or expertise; or
 - Investment in R&D, design, creativity, continuous improvement or plans to do so; or
 - A highly skilled workforce using the benefits of technological innovation.
- **EXPORTS:** Currently trading internationally or can demonstrate the potential to expand into new international markets.
- **ADDED VALUE:** Oceansgate will seek to maximise returns to the city and sub-regional economy. Priority will be given to:
 - New inward investment;
 - A relocation to Oceansgate by an indigenous business that will lead to significant competitive advantage, expansion of current activity and job creation.
 - Creation of new employment opportunities for local people (residents, students) or stimulating growth in existing local supply chains.

All Potential Occupiers must comply with any use restrictions imposed.

Please note that Potential Occupiers will be expected to share a business plan which includes specific growth targets. If required Plymouth City Council (PCC) can provide sign-posting for appropriate advice and support for the development of a business plan.

PCC may agree to relax the policy for special cases, e.g. if a professional institution wished to be based on the site, or where development would bring significant benefit to the regional economy.

SECURITY

Because of the proximity of the site to sensitive MoD installations and operations, the nature of potential occupants’ proposed use and development of the site may also need to be reviewed in consultation with MoD for compatibility with national security considerations.