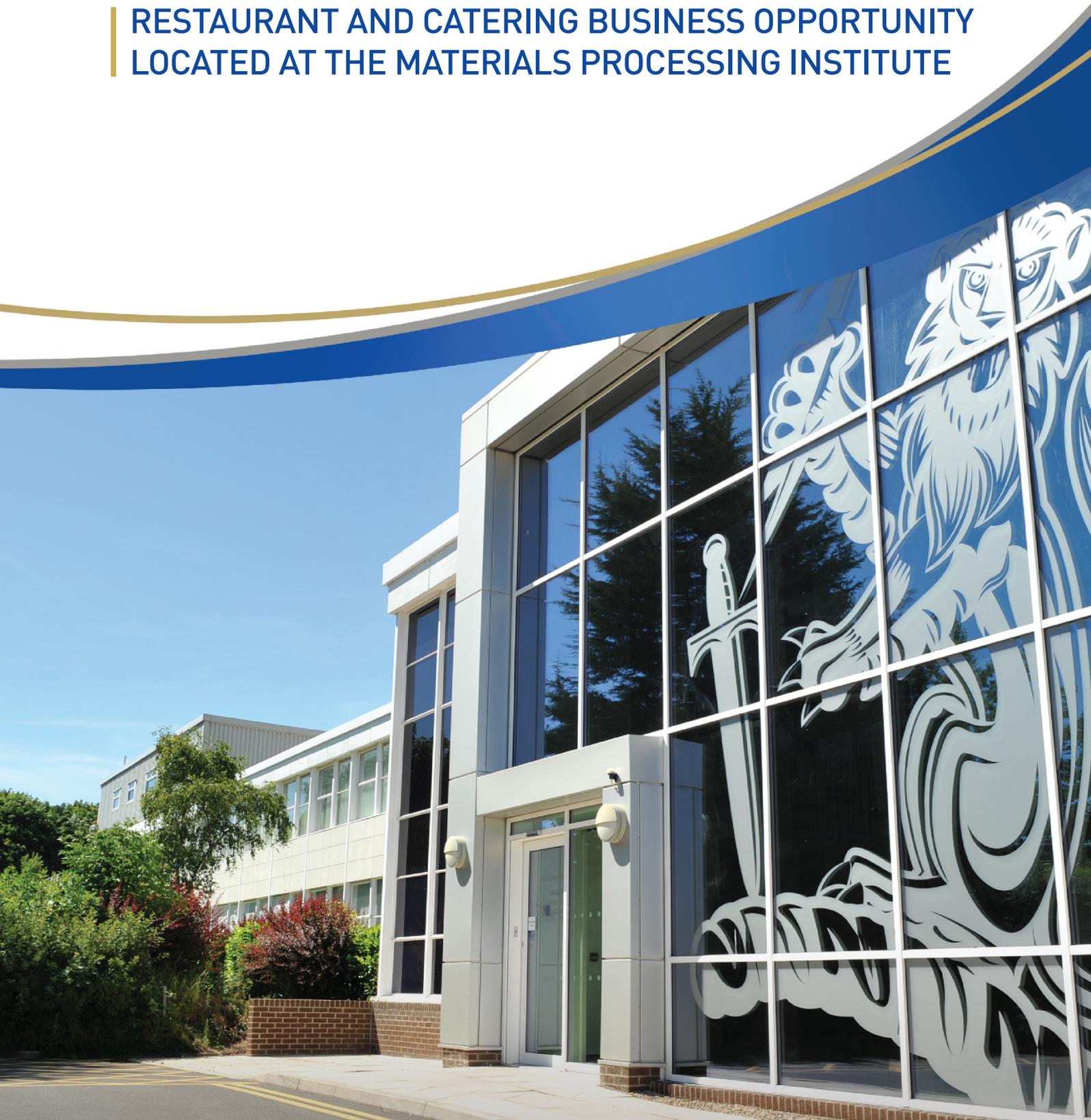




**Materials  
Processing  
Institute**

## **BUSINESS OPPORTUNITY**

**RESTAURANT AND CATERING BUSINESS OPPORTUNITY  
LOCATED AT THE MATERIALS PROCESSING INSTITUTE**



The Materials Processing Institute has an opportunity available for a chef, or restaurant entrepreneur, interested in developing a distinctive, quality and stylish, restaurant and catering business at the Institute Campus in Middlesbrough.

## Background to the Institute

The Materials Processing Institute is research and innovation centre, specialising in advanced materials, low carbon energy and the circular economy. The Institute's campus houses 80 members of staff, plus an SME technology centre, with small businesses co-located on-site. The Institute is also host to meetings, conferences and exhibitions, including breakfast events, lunches and dinners.

## Facilities and Business Opportunity

As activity on the campus grows, the Institute has chosen to make available its on-site kitchen and refectory, to be the hub for an entrepreneurial chef, or restaurateur, interested in developing a food and catering business. Facilities include a large, fully equipped kitchen area and servery, refectory with space for up to 100 covers and exclusive private dining for up to 16 people.



The refectory area is adjacent to the Institute conferencing facilities which can be used to expand the dining and private dining options. Opportunities also exists for outside catering, with a terrace, extensive and attractive grounds, space for marquees/garden parties, etc.



The current business activity is largely limited to lunchtime meals for staff and events, but to be sustainable, this would need to expand to the business and wider community of the Tees Valley region and beyond. Opportunities exist for expansion of both the on-site and off-site catering side of the business and could extend to artisan food/drink manufacture, retail, catering and hospitality.

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## Request for Proposals

The Institute is calling for proposals from individuals, or companies, interested in this opportunity. Proposals should describe the vision for the business, indicate a plan for growth and financial sustainability, identify opportunities and show how they will be developed.

Consideration should be given to the brand and values of the enterprise, which should be consistent with those of the Institute. The Institute has a strong societal and ethical mission and the motto of the Institute is integrity. The restaurant and food offer need to be consistent with this and so aspects such as local sourcing, freshly prepared and seasonal produce, are likely to feature in the successful proposal. Sample menus, taking account of different meals or occasions, should be included as part of the proposal.

Consideration should be given to local impact in terms of employment and benefit to the local community. A preference will be shown for proposals that creatively address this and add additional value over and above a simple restaurant business model.

Proposers should indicate aspects such as decoration, furniture, fittings and other improvements they would suggest to the existing refectory area, to effectively communicate the brand and style of the business. Proposers need not feel constrained by the existing décor, but a preference will be shown to those proposals that combine style, with a sensitivity to the architectural reality of the existing mid-1970s construction. A different approach may be required for the private dining area and conference/exhibition areas. Proposals may wish to take inspiration from the industry and innovation aspects of the Institute, though this is not a requirement.

Proposals should include information that effectively communicates the vision, style and ethos of the restaurant opportunity, as well as a robust financial plan, including profit and loss and cash flow projections for the first three years.

## Support from the Institute

The successful proposal can expect to receive support from the Institute in the early stages of the business. Such support could include help with rent, utilities and maintenance of kitchen equipment. Revenues for catering associated with Institute activities and hospitality would also be assured. The Institute specialises in helping SMEs and start-up businesses with grants and business support and this support may also be available. The Institute also has a requirement for catering for in-house functions, meetings and primarily lunches for colleagues. Proposers should consider what support may be required from the Institute to help launch, market and develop the business.

## Further Information

Further information is available on request, including the current turnover of the facility and details of equipment etc. An open day will be arranged for interested parties.

For further information contact:

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