CORE CONCEPT

Science and Technology Park Management Course: Tenant Mix, Shared Labs and Park Economics

13 – 17 June 2027
Dammam - Eastern Province five-star

Science and Technology Park Management Course: Tenant Mix, Shared Labs and Park Economics

Ref: 2122_30738 **Date:** 13 – 17 June 2027 **Location:** Dammam - Eastern Province five-star **Fees:** 19500 SAR

Introduction:

Science and technology park management, covering tenant mix, shared labs and park economics, is a 1-week course for park management, leasing and technical services units, ending with a Park Business and Tenant Mix Plan for a case park. Many parks lease space to any paying occupant, run underused laboratories at a loss and cannot show owners the innovation value they add beyond rent. Nominees already manage park leasing, facilities or partner relations and work through case studies built on occupancy schedules, lab utilisation logs and park accounts. CoreConcept Training Center delivers this science and technology park management course.

Course Objectives:

- Position a science park, research park or innovation district within its ownership model and governance structure, setting a clear owner mandate for the management company
- Define a target tenant mix and admission criteria that keep occupancy aligned with the park's chosen technology clusters
- Attract and retain anchor tenants with a value proposition, leasing terms and a space ladder that let firms grow inside the park
- Organise shared laboratories and technical services with booking rules, utilisation tracking and cost recovery pricing
- Connect tenants with university researchers, students and facilities through matchmaking routines that produce measurable collaboration
- Build a park business model and phasing plan, and report park performance with an indicator set covering occupancy, jobs and collaboration

Target Audience:

- Managers responsible for park strategy, governance and reporting to park owners and boards
- Managers accountable for leasing, tenant recruitment and anchor tenant negotiations
- Managers who run shared laboratories, pilot facilities and technical services for park tenants
- Managers responsible for university liaison and tenant collaboration services
- Managers handling park finance, development phasing and real estate planning

Course Outline:

Day 1: Science Park Models, Ownership and Governance

- IASP Definitions of Science Parks and Areas of Innovation
- University, Government and Developer-Led Park Ownership Models Compared
- Innovation District Model of Compact Mixed-Use Anchor Assets
- Park Board Charter and Management Company Role Split
- Park Current-State Review of Occupancy, Services and Linkages

Day 2: Tenant Mix Strategy, Admission Criteria and Anchor Tenants

- Cabral-Dahab Paradigm Success Conditions for Park Performance
- Sector Focus Matrix for Target Technology Clusters
- Tenant Admission Scorecard for R&D Intensity and Fit
- Anchor Tenant Value Proposition and Attraction Pipeline
- Tenant Mix Map Balancing Corporates, SMEs and Startups

Day 3: Leasing, Shared Laboratories and Innovation Services

- Lease Structures, Flexible Terms and Graduation Space Ladder
- Shared Laboratory Booking Rules and Equipment Utilisation Tracking
- Technical Services Catalogue for Testing, Prototyping and Pilot Plants
- Tenant-University Matchmaking Through Researcher Access and Student Placements
- Tenant Account Reviews and Park Networking Event Calendar

Day 4: Park Business Model, Phasing and Performance Indicators

- Park Revenue Model of Rent, Service Fees and Land Leases
- Phased Development Plan Linking Building Delivery to Demand
- Laboratory Cost Recovery Pricing and Cross-Subsidy Decisions
- IASP-Style Indicator Set for Occupancy, Jobs and Collaboration
- Problem Cases of Vacant Buildings and Off-Mission Tenants

Day 5: Case Study on the Park Business and Tenant Mix Plan

- Case Park Brief With Occupancy, Lab and Financial Data
- Case Tenant Mix Gap Analysis Against Target Clusters
- Case Anchor Tenant Offer and Leasing Terms Proposal
- Case Park Revenue Forecast and Phasing Scenario Build
- Park Business and Tenant Mix Plan Completion and Board Defence

Skills You Will Gain:

- Park Governance Design
- Tenant Mix Planning
- Anchor Tenant Attraction
- Technology Park Leasing
- Shared Laboratory Management
- University-Tenant Liaison
- Park Financial Modelling
- Park Performance Reporting

Why Attend This Course:

- Present a Park Business and Tenant Mix Plan for a case park to the park chief executive and the owners' board
- Decide which applicants to admit as tenants, which anchor to pursue and which services to price, using scorecards and cost data
- Avoid vacant buildings, off-mission tenants and loss-making laboratories that weaken the park's case with its owners
- Equip leasing, services and finance colleagues with the admission scorecard, lab booking rules and park revenue model

Conclusion:

Back at work, the participant hands the park chief executive and the owners' board a Park Business and Tenant Mix Plan that sets target clusters, tenant admission criteria, the anchor tenant offer, shared laboratory pricing and the development phasing. The board uses it to approve the next building phase and leasing policy, while the leasing and services teams use its scorecard and indicator set day to day. After the first leasing cycle, the park should compare occupancy, tenant fit, lab utilisation and collaboration results with targets and revise the plan.

Frequently Asked Questions FAQ:

What should participants know before a science and technology park management course?

Participants should already work in a science park, research park or innovation district, for example on leasing, facilities, tenant services or park finance. Bringing anonymised occupancy schedules, lab utilisation data or park accounts helps them apply the case tools to their own park.

How does science and technology park management differ from a business incubator management course?

This course manages a whole park as a property and innovation platform: ownership, tenant mix, anchor tenants, leasing, shared laboratories and park economics. Incubator courses manage start-up intake and founder support inside one unit, which a park may host as one of its services.

Why does tenant mix matter in science and technology park management?

Tenant mix decides whether a park works as an innovation location or as ordinary office space. Admitting firms that fit target clusters, balancing anchors with smaller firms and keeping R&D intensity high creates collaboration, shared lab demand and university links that justify the park's purpose.

What does a participant take back from science and technology park management training?

Each participant takes back a Park Business and Tenant Mix Plan for a case park, with a tenant admission scorecard, sector focus matrix, lab booking and pricing rules, a park revenue and phasing model and an indicator set to adapt to their own park.