



COMUNE DI  
LIVORNO



Livorno  
**Smartcity**  
Informazione, partecipazione, sviluppo



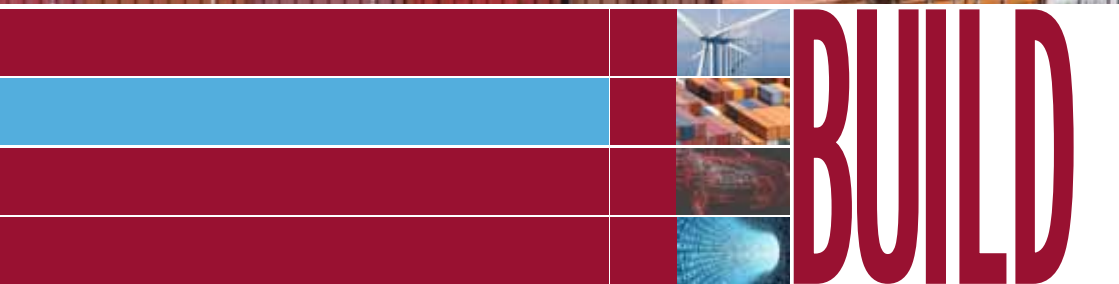
**invest in tuscany**



INVESTING IN LEGHORN

MARINE ECONOMY

Information Dossier



BUSINESS INNOVATION LIVORNO DEVELOPMENT



Regione Toscana



REPUBBLICA ITALIANA



UNIONE EUROPEA  
FESR

**Le ali alle tue idee**

Operation financed in compliance with PORCREO FESR 2007-2013

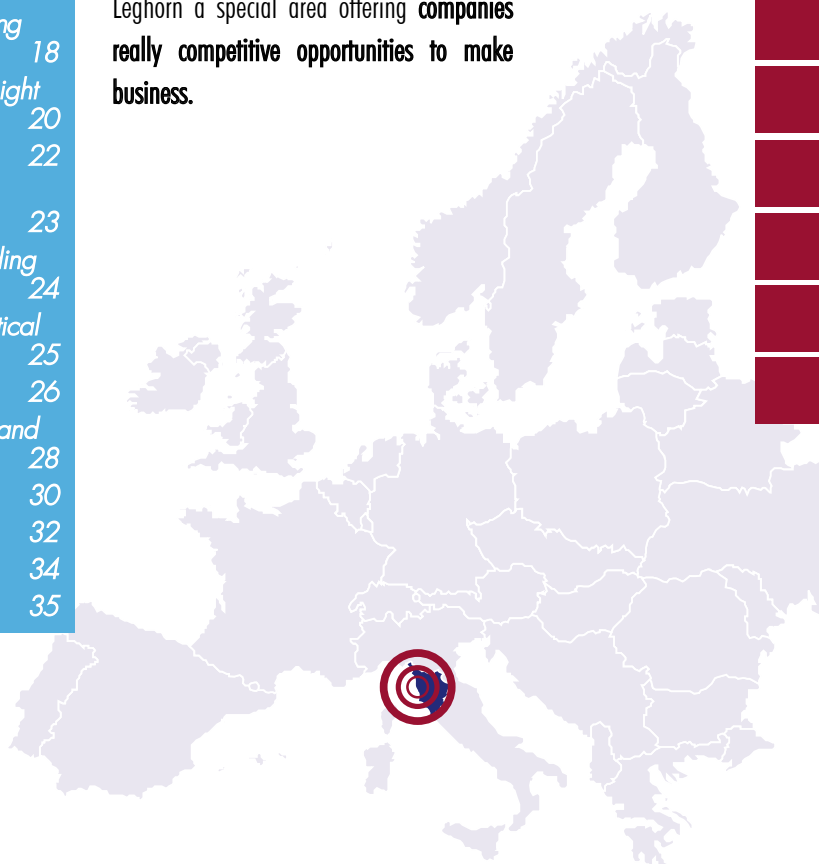
# 1. Why investing in Leghorn?

Leghorn is a local economy focussing on development and on the needs of enterprises intending to settle down for both production and R&D facilities.

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Leghorn offers companies specific location advantages.

The presence of **logistic and infrastructural assets, widespread and highly qualified professional skills, qualified services, limited investment costs** (really competitive and interesting for anyone intending to settle down in innovative territorial contexts), make Leghorn a special area offering **companies really competitive opportunities to make business.**



Leghorn has always been a place open to foreign investors. It is located in a region, Tuscany, ranking first among the Southern Europe regions in terms of Direct Investment Attraction, in accordance with the classical "FDI - European Cities and Regions of the Future Rankings", drawn up in an independent way by "FDI magazine" every two years; data and information about di 468 locations are compared, including European cities and regions.

Tuscany conquered very good positions in other categories, too: second-best South-European for investment allocations; fifth middle-sized European region for investment attraction strategies; tenth region for investment locations.

## 8 GOOD REASONS TO INVEST IN LEGHORN

Geographical position with great logistic interest in the Mediterranean, between North and Centre-South of Italy

Area located in a regional context with high standard of living

Very good infrastructures and integrated logistic system

Qualified Universities and Specialised Research Centres

Competitive and exhaustive settlement offer

Industrial vocation and tradition

Local availability of specialised labour

Local policies supporting investments, networks and innovation



## 2. Accessibility and optimal infrastructures

**Leghorn** is in Tuscany, the centre of Italy, on the Tyrrhenian coast of the Italian Peninsula (Genoa-Rome). Its pivotal geographical position is provided with very good infrastructures:

- **road network:** A12 to Genoa, A11 and trunk road SGC Florence/Pisa/Leghorn linked with A1;
- **railway network:** Tyrrhenian line Genoa-Rome; central line Milan-Naples with Florence connection.  
High-speed trains.
- **Galileo Galilei Airport in Pisa**  
(18 km away).

### PORT OF LEGHORN

90 berths, 12,000 linear metres of docks, areas of 2,500,000 sq. m ashore; stores for 56,500 sq. m in state-owned areas; annual handling of almost 30 million tons (goods); about 3 million passengers, including about 1 million cruise passengers

### GAILEO GALILEI AIRPORT IN PISA

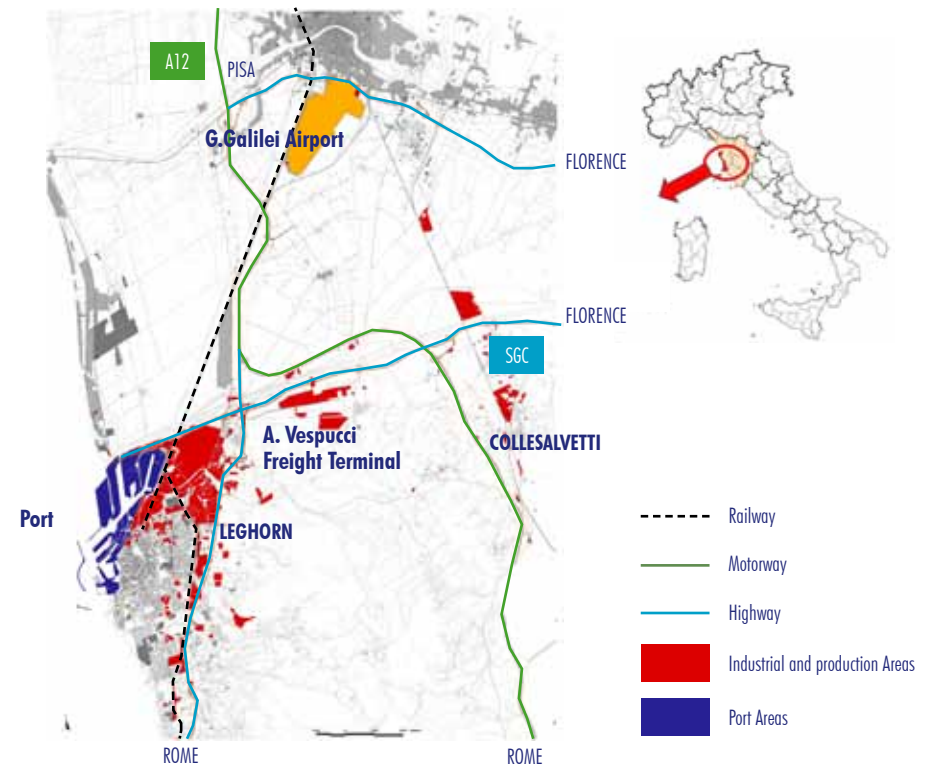
One of the most developed airports in Italy: Regional Connecting Point; 3000 m landing strip; 17 airliners; about 4.5 million passengers; over 7,000 tons of goods traffic (mail included)

The Port of Leghorn is the **sixth Italian trade port**, ranking first in Tuscany.

Containers are mainly shipped to other ports in the Mediterranean (Barcelona, Valencia) and to the North America direction (USA and Canada).

### FREIGHT TERMINAL

Area of 2,800,000 sq. m, with 324,500 sq. m of stores, and provided with all the main logistic and industrial services.



### Journey time to reach Leghorn:

- > from **Florence**: 1 hour and 20 minutes by train; 50 minutes by car
- > from **Rome – Florence**: 1 hour and 30 minutes by train;  
2 hours and 50 minutes by car;
- > from **Milan – Florence**: 1 hour and 40 minutes by train;  
3 hours and 10 minutes by car;
- > from **Pisa Airport**: 20 minutes by car; direct flights with the main European cities and the airport hubs for Intercontinental connections.



### 3. High Standard of Living

Leghorn is a seaside city with old traditions.

Historically, thanks to its port, it is a multicultural and open meeting place, with a solid social cohesion giving rise to a widespread high standard of living.

Today, it is the **second industrial and trade centre in Tuscany, and it is the seat of the Italian Naval Academy.**



Leghorn is also a pleasant place for living, for its naturalistic, environmental context (Park of the Leghorn Hills; Park of the Tuscan Archipelago; Mediterranean Museum of Natural History; Aquarium), and for its mild climate for most of the year.



This City is close to the main Tuscan historical and artistic centres (Pisa, Volterra, Florence), and gave birth to great artists such as Amedeo Modigliani and Giovanni Fattori (Fattori Museum).



Leghorn **ranks as 30th among all the Italian provinces** in terms of standard of living.

Estimates of **social services and resources available in leisure time** are very good, with special reference to the **broadband coverage index**, one of best in Italy.

Overall Position		31
BUSINESS & LABOUR	total	33
Registered enterprises per 100 inhabitants, Sept. 2013	70	
% jobs for total deposits - 2012	11	
Bankrupts per 1,000 registered enterprises - Sept. 2013	24	
% export share by GDP - 2012	45	
% Women Employment - 2012	47	
Innovative Start up per 10,000 youth - Oct. 2013	43	
SERVICES & ENVIRONMENT	total	17
Infrastructures (Tagliacarne) - 2012	23	
Legambiente Index - 2012	39	
Climate Index (degree diff. maxT - minT) - 2012/13	30	
Health: hospital migration rate - 2012	41	
Nursery school acquisition index - 2011	13	
Civil suit disposal index — 1st half-year 2012	50	
LAW AND ORDER	total	41
Bag-snatching/pickpocketing/armed robbery x 100,000 inhabitants - 2012	84	
Burglaries per 100,000 inhabitants - 2012	70	
Car thefts per 100,000 inhabitants - 2012	29	
Extortions per 100,000 inhabitants - 2012	9	
IT frauds/cheats per 100,000 inhabitants - 2012	67	
Crime total variation index - 2008-2012	42	
LEISURE TIME	total	18
Bookshops x 100,000 inhabitants - Sept. 2013	60	
Cinemas x 100,000 inhabitants - Sept. 2013	9	
Restaurants and coffee bars per 100,000 inhabitants - Sept. 2013	12	
Broadband Coverage Index - 2013	11	
Volunteers per 1,000 inhabitants - 2011	45	
Sport index - August 2013	39	
POPULATION	total	80
Density: inhabitants/sq. km -2012	82	
Difference between registered and cancelled in the civil registry - 2012	20	
Divorces and separations per 10,000 families - 2011 2012	101	
Population % variation in the people aged 0-29 2003/2012	39	
University graduates by residence prova	91	
Foreigners regularly residing per 100 inhabitants - 2012	59	
STANDARD OF LIVING	total	48
Added Value per capita - 2012 (Euro)	55	
Bank deposits per inhabitant - 2012 (Euro)	77	
Pension monthly average amount - 2012 (Euro)	10	
Consumption expenditure per capita (2010-2012 % variation)	88	
Inflation % (families of workers and employees, using tobacco) - 2012	82	
House cost per sq. m - Sept. 2013 (Euro)	41	

*Ranking of the Province of Leghorn taking into account several standard-of-living aspects (position with respect to other Italian provinces). Source: Il Sole 24 Ore - 2013.*

## 4. Wide availability of qualified human resources

### HIGH-SCHOOL GRADUATES

Higher education of youth living in the Leghorn area involves about **7.000** students yearly. Most of them go to either technical or scientific secondary schools (in general, technical education is either business or industrial oriented), about 40% each.

20% of youth prefers vocational training.

Istituto Tecnico Commerciale	A. VESPUCCI	83
Istituto Nautico	A. CAPPELLINI	48
Istituto Magistrale	A. PALLI	74
Istituto Tecnico Statale per Geometri	B. BUONTALENTI	101
Istituto Prof. Servizi Commerciali e Turistici	C. COLOMBO	79
Liceo Scientifico	F. ENRIQUES	227
Liceo Scientifico	F. CECIONI	174
Istituto Tecnico Industriale	G. GALILEI	232
Istituto Prof. per l'Industria e l'Artigianato	L. ORLANDO	62
Liceo Classico	NICCOLINI E GUERRAZZI	34
<b>TOTAL GRADUATES</b>		<b>1.115</b>

*Graduates in Leghorn schools by institute  
Source: MIUR – School year 2011-2012*

### UNIVERSITY GRADUATES

University education is widespread, giving the territory a wide and qualified range of engineers, graduates and PhDs in technical scientific subjects.

The university students in the Leghorn area were about **4.700** in 2012.

In the latest three academic years, in the Province of Leghorn, 500 Engineers graduated in different classes; industrial engineering and information engineering prevail.

University degree	Total
Industrial engineering	146
Information engineering	64
Master's degrees in management engineering	38
Master's degrees in defence and security science	30
Architecture and building engineering science	28
Environmental and civil engineering	23
Master's degrees in architecture and building engineering	20
Master's degrees in telecommunication engineering	20
Defence and security science	19
Master's degrees in information engineering	19
Master's degrees in aerospace and astronautical engineering	14
Master's degrees in electronic engineering	14
Master's degrees in biomedical engineering	13
Master's degrees in chemical engineering	13
Master's degrees in mechanical engineering	7
Building system engineering	4
Master's degrees in civil engineering	3
Master's degrees in automation engineering	3
Other	22
<b>TOTAL</b>	<b>500</b>

*Engineers graduated in the Province of Leghorn, by subjects, in the latest three years. Source: MIUR - Academic years 2009- 2010; 2010-2011; 2011-2012.*

### SPECIALISED TECHNICIANS AND WORKERS

Unlike many mature and service-oriented contexts, Leghorn is a place where “it is still possible to make industry”, and thus, it is the ideal location for locating enterprises in need of specialised technicians and workers.

Specialised production are: mechanics, plant design, chemicals, shipbuilding, ICT-Hi Tech, planning.

Type of workers	19-25	26-34	35-44	45-54	55+	Total
Craftsmen, specialised metalworkers, installers and maintenance technicians for electrical and electronic equipment	63	195	365	422	261	1306
Industrial plant operators; machinery operators	43	215	567	580	415	18201
Professionals and technicians in the scientific, engineering and production fields	279	620	891	445	258	2493
<b>Total specialised workers and technicians</b>	<b>385</b>	<b>1030</b>	<b>1823</b>	<b>1447</b>	<b>934</b>	<b>5619</b>

*Potentially available specialised professionals. The aforesaid qualifications have been assigned on the basis of certificates. Source: Province of Leghorn – Employment Centre – Update: 30/11/2013.*

### COMPETITIVE LABOUR COSTS

Labour costs in Leghorn and Tuscany are moderate; they exceed 100,000 dollars yearly just for the factory manager and other managers (production and quality control). Technician costs are under

Qualification	Remuneration	Further costs	Total
Production Manager	91.191	26.545	117.737
Production Technician	37.108	10.802	47.911
Quality Control Manager	84.897	24.713	109.611
Specialised Worker	32.919	9.582	42.502
Quality Control Technician	38.680	11.259	49.940
Non-specialised Worker	20.418	5.943	26.361
Factory Manager	154.841	45.074	199.915
Engineer	43.735	12.731	56.467

*Comparison of annual labour costs for a factory manufacturing car accessories in Tuscany and in Leghorn, 2013 (US\$).*

50,000 dollars, while specialised workers are paid just more than 40.000. Engaging an engineer will cost just 56,467 dollars a year.

Labour costs are quite competitive in Leghorn as well as Tuscany and Italy, in general, just in the industrial field (specialised workers, technicians and engineers), while personnel is highly trained and productive, no less than in regions or countries where costs of technical human resources are almost twice as much, as in Germany.

# 5. The Port: the gateway to Tuscany

**The Port of Leghorn**, ranked Big Regional (first level) in the Tyrrhenian Corridor by the Freight Leaders Club, is a **multi-purpose seaport provided with infrastructures and means for welcoming any kind of ship, handling any kind of goods categories and any kind of traffic** (LO-LO, RO-RO rolling stock, liquid or solid bulks, new cars, cruises, ferries, forest products, machinery, etc.). Together with the A. Vespucci Freight Terminal, it is the basis of the **logistic system of Tuscan and Italian goods handling**.



This port is one of the safest in the world; it is part of a city with very low crime levels, and provides a competitive supply of infrastructures and services.

The **infrastructures of the Port of Leghorn** are linked with the main trunk roads and railways of Italy, and with the airports of Pisa and Florence.

**The port is investing a lot in terms of environment**, following European directives; it is a strategic development meant to requalify one's service supply.

The Port Authority of Leghorn drew up a **development programme called "Green Port Extended"** aiming to invest mainly in 6 fields:

- ENVIRONMENT
  - ENERGY AND RESOURCES
  - INFRASTRUCTURES AND SERVICES
  - INTEGRATION WITH THE TERRITORY
- PORT KNOWLEDGE AND INNOVATION
  - FOCUS ON COSTS, FEES AND FINANCIAL MECHANISMS

## POSITIVE SIGNS OF RECOVERY

After the decrease due to the crisis, there were new positive signs from goods traffic in 2013: +2% with respect to the previous year. As for passengers, the trend is also positive: +3% of ferry passengers with respect to 2012.

TRADE SIZE	Sixth Western Mediterranean Port by freight traffic, over 7,000 ships, almost 30 million tons (goods), about 3 million passengers and 1 million cruise passengers.
PORT SURFACE	Port stretch of sea 1,600,000 sq.m, with ground surface of 2,500,000 sq.m, about 1 million of which reserved for terminal areas.
INFRASTRUCTURES	Over 11,000 linear metres of docks provided with 90 approaches, with depths up to 13 metres. 2 basins with permanent structures, with capacity up to 350 tons (one of the major ones in the Mediterranean), plus 2 floating basins. 2 floating platforms. 3 floating pontoons with capacity until 1,000 tons. 4 silos. Seaport station (3,000 sq.m) for passengers, provided with all facilities: banks, coffee bars and restaurants, nursery, first-aid, parking area (15,000 sq. m). Railways: three stations inside the port with 60-km tracks, on the whole. IT network: 30 km.
FACILITIES	Shipyards and repair shops; 15 tug boats 700/3,000 BHP; bunkering lorries and barges; barges and pipes for drinkable water; free gas and tank cleaning facilities; and other port facilities (pilots, mooring operators, announcers).
INVESTMENTS AND EXTRAORDINARY MAINTENANCE	Investments exceeding 30 million per year on the average, meant for big works such as dredging (ex. containment tank for dredging sediments), wharf construction, protection barriers; plus remarkable investments in environmental technologies (Green Port), security (P.A.C.), and in general, ICT.

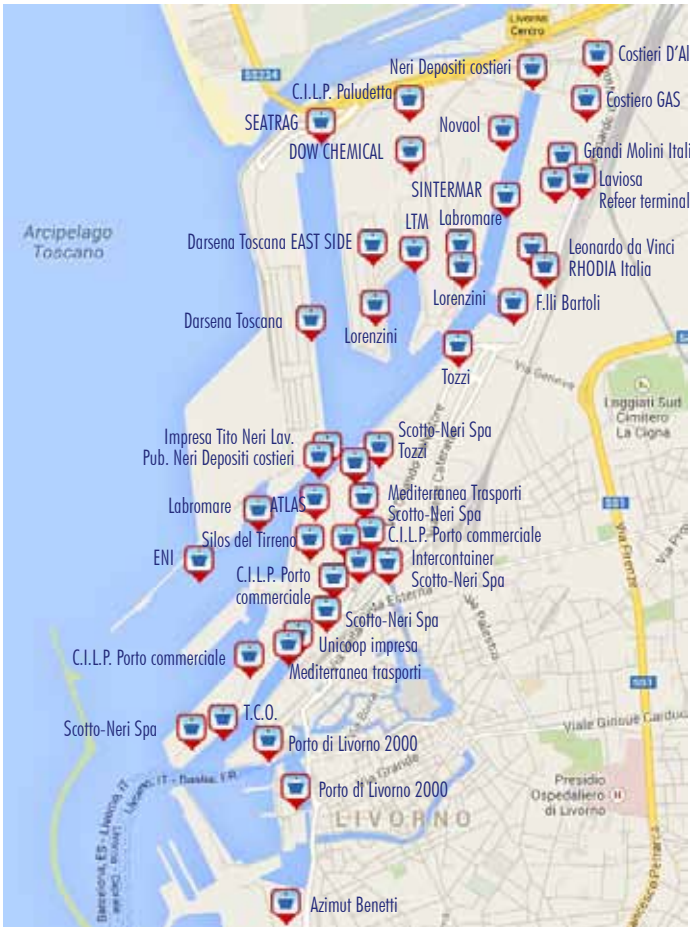


6. Port Map

Port Activity Localisation




Terminal



TERMINAL

Source: Port Authority of Leghorn - [www.porto.livorno.it](http://www.porto.livorno.it)

THE PORT AUTHORITY: INFORMATION, AUTHORISATIONS, REGISTRATIONS, CONTROLS, PORT AREA PERMITS FOR ENTERPRISES

The Port Authority of Leghorn is a public authority supervised by the Ministry of Infrastructures and Transport. The main institutional tasks are three:

- orientation, planning, coordination, promotion and control of port operations and other trade or industrial activities performed in the port, with ruling and injunction powers, with reference also to security for accident risks originating from those activities, and to the work health conditions;
- ordinary and extraordinary maintenance of the common parts in the port area, including the one for sea bottom maintenance, after agreement with the Ministry of Public Works based on the use of available funds;
- entrusting and control of activities meant for supplying (upon payment) port users with general services, neither corresponding to, nor strictly linked with port operations.

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www.porto.livorno.it



The Port Authority of Leghorn is the developing driving force of the Port and plays the role of business “facilitator”. It is the point of reference for world port operators working with the Port of Leghorn. Under the operational point of view, it works as follows:

- making works in the port, including excavation and dredging works;
- drawing up the Port Strategic Plan by identifying the different operational areas and the Port Operative Plan (POT) for planning and development;
- granting concessions of areas and docks for performing terminal activities in several goods sectors to private entities;
- issuing authorisations for carrying out operations and port services, and for accessing the port;
- recording anyone performing activities different from port operations and services inside the port area in a special registry;
- promoting the port world, by setting up and taking part in promotional initiatives, and developing partnerships with public or private entities;
- updating and professionally training operators and young people.

On the whole, the final 2013 data of the port of Leghorn are positive for all the main traffic indicators, which means general recovery of port traffic.

Port of Leghorn – Main traffic indicators	2013	2012	% variation
Total port handling (tons)	27.952.887	27.418.023	2,0
Ships arrived	6.759	6.539	3,4
TEUs	559.180	549.047	1,8
Rolling stock (number of business means)	307.936	303.692	1,4
Passengers (units)	1.821.310	1.768.422	3,0
Cruise passengers (units)	736.516	1.037.849	- 29,0
New cars (units)	348.017	356.053	- 2,3

Source: Port Authority of Leghorn



## TECHNOLOGY AND SECURITY: PORT APPROACH CONTROL (P.A.C.)

A Modern and well-equipped Port, provided with the Port Approach Control (P.A.C.) system, granting navigation security and environment protection within and close to port basins.



This Port invests in security, with plants and devices such as scanners for controlling incoming or ongoing containers, and with a closed circuit television system for monitoring activities inside port terminals. The Port is provided with good illumination, passageway control by means of special staff identification badges (Gate Transit Security - G.T.S.), and highly qualified security staff.

For all that, the seaport obtained **security certification in compliance with the standards required by the United States** after September 11th, 2001; at the same time, it is able to secure full respect of the law in terms of personal data treatment.



## 7. New Tourist Port

The presence of the sea is constant in the territory of Leghorn.

Docks are a key element under the organisational and economic point of view as well as the symbol of the city's identity.

The new Tourist Port to be accomplished in the Porta a Mare area will host about **600 moorings** and will foster use of the stretches of water located in front of the city.

Its planning concept is that of a "big square" putting the sea and the urban system of Leghorn in sequential relation.

The new Medici tourist port will increase the value of pre-existing historical structures by means of a compact recovery plan; those structures have been identified in the study for the STU Actuation Plan Porta a Mare. Most of all, they are important buildings such as the Old Fortress and the historical Walls.



## 8. Port and Freight Terminal: a winning pair for logistics



Thanks to its quite large hinterlands (Tuscany, Emilia Romagna, Umbria and Marche, above all), the Port of Leghorn and the A. Vespucci Freight Terminal are an integrated gateway to Northern Italy and the Centre North of Europe for goods handling.

Port of Leghorn and A. Vespucci Freight Terminal are an important entity as logistic and production centre in the nautical field.

The Freight Terminal is also a settlement integrated area for several specific productions in the territory, such as automotive, advanced mechanics, and activities linked with green economy and hi-tech ICT.



### LOGISTIC SYSTEM UNIVERSITY CENTRE

[www.els.adm.unipi.it](http://www.els.adm.unipi.it)



Service Centre of the University of Pisa whose purpose is promoting and carrying out university level training, as well as scientific research development and innovation in the logistic sector. The Centre is financed and supported by the following bodies: the Municipality of Leghorn, the Province, the Chamber of Commerce, the Cassa di Risparmio Foundation, and the Port Authority of Leghorn. The Centre plays an interactive and mutual role between the University and the local territorial system: without losing its international characteristics, the University is the driving force of a development process based on increasing the value of the peculiarities in the territory, thanks also to the establishment of a highly complex multifunctional service centre, capable of interacting with the main local socio-economic actors.

### CPTM - MAGONA TECHNOLOGICAL CENTRE [www.polomagona.it](http://www.polomagona.it)

The Magona Technological Centre Consortium (CPTM) was founded in 1997, within the operation for recovering the industrial area of Magona di Cecina, Leghorn. The municipalities of Cecina and Rosignano Marittimo, the Province of Leghorn, the University of Pisa and twenty private companies are part of the Consortium. The goal is promotion of technological research and transfer of innovation in all sectors of chemical engineering, processing industry, and material industry.



CPTM is also an Enterprise Incubator acknowledged by Tuscany Region, and is part of the management body of the Innovation Centre of Tuscany Region PENTA — Sea Technology and Nautical Innovation Centre.

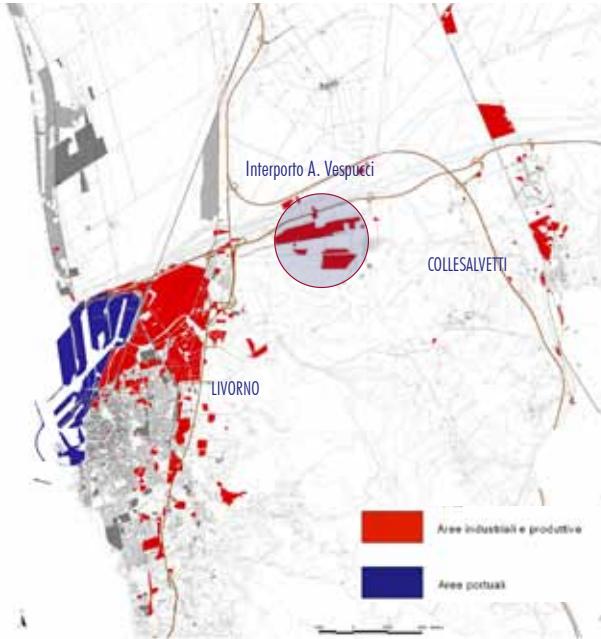


CPTM focuses its R&D activities for development of new industrial compound materials suitable for naval constructions, and supports enterprises from the initial study stage of the new material study to its use in the shipyard.



## 9. Amerigo Vespucci Tuscan Freight Terminal

The A. Vespucci Freight Terminal is in the Guasticce area, municipality of Collesalveti; thanks to its location and potentialities, it is one of the most interesting areas on European level, for its state-



of-the-art logistics. Located at the centre of the Tuscan coast platform, it is connected with the main national or international road networks, and is a pole with huge potentialities for the goods going to or arriving from Europe, Asia or America.

This Freight Terminal is regarded as an infrastructure of the Core network in the proposal of the Trans-European Transport Network Guidelines (TEN-T), as Rail-Road Terminal included in the intermodal centre of the Port of Leghorn.

On strategic level, the benefits envisioned would be possible thanks

to a new European sub-corridor connecting the Balkan Peninsula with the Iberian Peninsula through the logistic platform of central Italy (from the ports of La Spezia and Leghorn on one side to the port of Ancona on the other).

At present, the A. Vespucci Freight Terminal has a surface of 2,800,000 sq.m., 324,500 of which destined to warehouses and 696,000 to service areas.

### DATA OF A. VESPUCCI FREIGHT TERMINAL

• Surface	2,800,000 sq.m
• Warehouses	324,500 sq.m
• Service areas	696,000 sq.m
• Railway terminal	126,000 sq.m.
• General services	142,000 sq.m
• Internal streets	15,000 m
• Green re-balancing areas	736,800 sq.m
• Green compensation areas	285,000 sq.m



### KEY ADVANTAGES:

- **direct connection with national or international transport lines;**
- **closeness and connection with the port;**
- **competitive settlement costs (development land with prices in the 100-150-euro/sq.m range, and exemption from all planning fees);**
- **well-equipped plots (service areas and parking lots for private or public parking, optical fibres, electric booths for each plot and unlimited electric energy, industrial water pipe, video surveillance, fire system);**
- **work start certificates immediately obtained through the Start-up Certified Notification;**
- **total flexibility in the size and use of the plots.**

### Operators already in the area

CEDIT Srl  
 GIORGIO GORI Srl  
 Giorgio Gragnani Srl  
 Cam  
 GALLETTI Sas  
 Bonsignori Srl  
 Omaelba  
 J.A.S. Jet Air Service  
 Terminali Italia  
 Martelli Autotrasporti  
 BRC/MTM  
 Argol  
 Trailes Service  
 SHELL  
 Saimar  
 Dott. Pezone  
 U.P.S.  
 Bieffe Container Logistic Srl  
 Kortimed Srl  
 Mercurio



## 10. Company cluster



Purchased in 2004, the Azimut Benetti Leghorn shipyard covers the surface of about 200,000 square metres. The glorious Orlando shipyard was converted by Benetti into a modern space dedicated to the production of mega yachts with construction capacity of 12 yachts at the same time. Moreover, the Leghorn shipyard provides services for repairing super yachts, with a private marina for boats up to 80 metres. It is the **biggest and most modern refit plant in the Mediterranean**, playing an important role for the development of pleasure craft in Italy and in Europe.

During 140 years, the Benetti group has built almost 300 boats and may rely on 300,000 sq.m of production areas in 6 shipyards in Italy, 36 yachts currently in construction, including a 90 metre one.



The success of the Benetti group can be synthesized in the ranking of the prestigious international magazine Show Boats International, crowing Benetti with the title of **first constructor of Mega Yacht Custom (craft over 80 ft) in the world**, for the tenth time in a row. In particular, in this ranking, the first three companies are Italian: Azimut-Benetti, Ferretti Group and San Lorenzo.

COMPANY NAME	MUNICIPALITY
Alcatraz Marine Srl	Leghorn
Azimut - Benetti Spa	Leghorn
Blu Marlin	Leghorn
Cantiere Daka Boats Srl	Collesalveti
Cantiere Lorenzoni Luigi	Leghorn
Cantiere Mare Bleu Srl	Leghorn
Cantiere Montano & Figli Srl	Leghorn
Cantiere Nautico Stella Polare	Leghorn
Cantiere Navale Canaccini	Leghorn
Cantiere Navale Salvadori Srl	Leghorn
Cantieri Navali Cecchi	Leghorn
Cantieri Navali Di Livorno Srl	Leghorn
Cantieri Pelagos Srl	Leghorn
Costruzioni Nautiche Tuccoli	Collesalveti
Fashion Yachts - Srl	Leghorn
Nauticoop Societa' Cooperativa	Collesalveti
Old Fashioned Boats	Leghorn
Pisorno Yacht S.N.C.	Collesalveti
Sealine Soc Coop	Leghorn
Space Srl	Leghorn
Techno Naval Plast Srl	Leghorn
Tecnoboat Service	Leghorn

*Shipyards in the Leghorn area.  
Source: from the "Progetto Ancora" database.*

## 11. Tuscan Ship-building Supply Chain

Leghorn is the second Italian province by number of enterprises and people at work in the ship-building sector, with its **642 enterprises and 2,793 employees**.

SUPPLY CHAIN FIGURES	Enterprise number	2.866
	Employee number	14.923
	Average size	5,3
SHIPYARDS	Enterprise number	61
	Employee number	1.136
	Average size	18,6

*The Tuscan nautical sector: data from the Pleasure Nautical supply chain registry of the Tuscan Coast.  
Source: Navicelli SpA from Lucca Promos's data.*

The two most important entities in the Tuscan coastal area are the Port of Leghorn for trade and transport of passengers through ferries and cruise ships, and Viareggio for tourism and construction of pleasure units, with specialisation in luxury boats and mega yachts.



Provinces	Enterprises	Employees
LUCCA	1.067	6.380
<b>LEGHORN</b>	<b>642</b>	<b>2.793</b>
MASSA CARRARA	412	2.406
GROSSETO	374	1.159
PISA	371	2.185

*The Ship-building Supply Chain in the Tuscan coast — enterprise province distribution.  
Source: Navicelli SpA from Lucca Promos's data.*



## 1 2. Benetti-net: the first ship-building enterprise network

The first official enterprise network was born in Leghorn in the **ship-building sector** through a “**network agreement**” signed by Azimut-Benetti, yacht and luxury boat manufacturer, and its suppliers. The network gathers 20 satellite enterprises covering the whole production supply chain, from outfitting to plants and furnishings.

This model is meant to increase innovation and competitiveness skills of enterprises in the territory for both national and international markets, improving quality and efficiency levels, by implementing new forms of collaboration and coordination, adopting high production and service standards, and sharing co-engineering practices and qualified training.

Azimut Benetti Spa	Viareggio	Shipyard, yacht construction
Cantalupi - Srl	Viareggio	Nautical Illumination Products Repair
Carmet Srl	Livorno	Nautical Construction and Repair
Domosystem Engineering Srl	Vertova	Telecommunication Plants
Elettromar Spa	Follonica	Control and Supervision Systems
Finservices Impianti E Servizi Srl	Massa	Plant Manufacturing
G.L. Sald Srl	Viareggio	Naval and Onboard Supplies
Heinen & Hopman Italia Srl	Roma	Heating, Ventilation and Air Conditioning
La Toscana Impianti Srl	Rosignano Marittimo	Planning, Construction, Industrial Assemblies
Mec Carpensalda Di Lotti Bruno & C. Snc	Livorno	Metal Carpentry for Industrial Plants
Mobilart Srl	Cascina	Furniture Manufacturing
Naval Tcm Srl	Massa	Nautical and Repair Constructions
Pucci Yachting	Poggibonsi	Internal Furniture
S.C.M. Srl	La Spezia	Metal Structure Manufacturing
Serventi Giovanni & C. Snc Di Cafferata A.	Mezzanego	Thermal Insulation
Sider Piombino Spa	Piombino	Heavy Carpentry, Metal Sheet Cutting, Painting
So.L.Mec. Soc Coop.a R.L.	Arcola	Electronic and Mechanic Planning, Wiring
Steelyacht Srl	Vecchiano	Stainless Steel External Outfitting
Storm Srl	Viareggio	Yacht Finishing and Careening
T.E.A.M. Italia Srl	Viareggio	Navigation Pilot Houses
Tecnel Srl	Massa	Electric Systems
Valdettaro Shipyard Srl	Massa	Yacht Maintenance
Veco Spa	Giussano	Heating, Ventilation and Air Conditioning
Yachtline Arredomare 1618 Spa	Bientina	Sea Furnishings Yachtline

“Benetti Net” enterprise network.

## 1 3. Excellence Centres and nautical service centre

### PENTA CENTRE. TUSCAN EXCELLENCE NAUTICAL CENTRE

[www.polopenta.it](http://www.polopenta.it)



The Centre operates to transfer technological and scientific expertise and competence to reach the following operational goals:

- stimulate and accept the innovation demand of the companies joining the Centre and, in general, of SME in the Tuscan nautical sector;
- support enterprises in accessing specialisation services with high added value, to support innovation communication between the companies in the Centre and external enterprises;
- facilitate enterprise access to scientific and technological knowledge, as well as networks and resources in national or international scenarios, in the field of scientific research and industrial-oriented innovations;
- grant sharing of equipment, research laboratories, experimentation, tests and certification.

### NAVIGO — TUSCAN NAUTICAL DEVELOPMENT AND INNOVATION CENTRE

[www.navigotoscana.it/content/distretto](http://www.navigotoscana.it/content/distretto)



NAVIGO operates in a highly specific sector, supporting enterprises by offering a wide range of consulting services to nautical companies, for their competitive, innovative and market development. The main services provided by Navigo are: favourable credit terms, process computerisation, advanced certification, integrated planning, training, innovation, international promotion, communication and marketing, business events, administrative simplification, university-enterprise research services, and European projects.



## 14. Pleasure Craft

Leghorn hosts, integrates and provides favourable settlement conditions to all the operators in both the craft production chain (trading, order sale, planning, sub-supply, shipyard assembly, delivery, customer care and maintenance, refit) and the supply chain after craft use, for pleasure boat owners' service supply.

<b>Manufacturing Industry</b>	<b>1.735</b>	<b>40,8%</b>
Pleasure craft construction and repair	1.200	28,2%
Mechanical device and machine manufacturing	88	2,1%
Metal product manufacturing and processing	79	1,9%
Optical, electrical and electronic machine manufacturing	31	0,7%
Furniture manufacturing	123	2,9%
Wooden product and wood industry	44	1,0%
Plastic and rubber product manufacturing	31	0,7%
Textile industries	43	1,0%
Other manufacturing industries	96	2,3%
<b>Services for enterprises</b>	<b>278</b>	<b>6,5%</b>
Advanced services for enterprises	48	1,1%
Information technology and other services for enterprises	129	3,0%
Certificate request and file fulfilment	101	2,4%
<b>Services for the person</b>	<b>647</b>	<b>15,2%</b>
Driving schools, piloting and nautical schools	107	2,5%
Transport and relevant support and auxiliary activities	306	7,2%
Recreational, sports and tourist activities	234	5,5%
<b>Retail trade and electro-mechanical repair</b>	<b>583</b>	<b>13,7%</b>
Craft and accessory retail trade	131	3,1%
Retail trade of other materials for craft	245	5,8%
Electro-mechanical repair	207	4,9%
<b>Craft and nautical equipment for hire</b>	<b>396</b>	<b>9,3%</b>
Pleasure craft with no crew for hire	260	6,1%
Nautical equipment and other machinery for hire	136	3,2%
<b>Construction and real estate activities</b>	<b>234</b>	<b>5,5%</b>
Construction	99	2,3%
Real estate activities	135	3,2%
<b>Other activities and unclassified activities</b>	<b>382</b>	<b>9,0%</b>
<b>TOTAL</b>	<b>4.255</b>	<b>100,0%</b>

*Craft supply chain in Tuscany. Source: "Pleasure craft: production, marinas and enterprise", Monte dei Paschi di Siena (2011).*

The most qualifying competition points of the Tuscan pleasure craft supply chain are the following ones:

- integration of all relations and competences requiring high quality, performance and certification standards;
- presiding over all process stages; effective network interaction; relying on a qualified and modern district sub-supply system.

**Tuscany-produced pleasure craft** is a really competitive advantage for the enterprises operating in this sector, as well as for the ones purchasing Tuscan products.

This aspect is well reflected by market success. The success of Tuscan enterprises is actually achieved in manufacturing, in the highest segments of the market, where competences and technical skills are the main competition extraordinary qualities.

### LEGHORN'S PLEASURE CRAFT SUPPLY

The presence of the sea is constant in the territory of Leghorn, for its coast and islands, that is, the Tuscan Archipelago.

This map taken from the Provincial Coordination Territorial Plan allows us to perceive directly the roles played by coastal planning and the activities linked with the sea, on both regional level and the larger basin of the Northern Tyrrhenian Sea.



In the nautical supply chain for pleasure-boat owners' use, Leghorn provides an excellent, large and variegated supply of infrastructures and services.

**Supply advantages depend on the skill to meet the various needs of pleasure craft owners.**

The port and tourist infrastructures of this territory, with high environmental, artistic and cultural value, are well distributed, and thus Tuscan tourism opportunities are very important.

## 1.5. Sea technologies: research and innovation

Leghorn and the sea are a living, cultural and economic union in which marine technological research and innovation play an important role.

Specific scientific, technical and applicative skills, as well as the supply of services for enterprises and institutions contribute to the development and qualification of expertise in the marine field.



And they are also a valid support for the economic development of the sector's enterprises. Specialisation centres are real attraction poles for other technological enterprises.

Today, the urban requalification investments made in the Scoglio della Regina and Dogana d'Acqua areas provide new opportunities to foster settlement of laboratories and research centres for sea technologies.

**Scoglio della Regina** is part of PIUSS projects and is currently the **seat of the Marine Robotics and Logistic Centre**, and of the **Marine Biology and Applicative Ecology Interuniversity Centre**.

This scientific centre can rely on existing structures as well as the areas made available in the new building.

**Dogana d'Acqua** will be a **High Technology Centre for Logistics** and will be the **seat of the following Laboratories**:

- Laboratory of Civil and Environmental Engineering Technologies;
- LOGIT Laboratory (the Logistics Laboratory of Tuscany);
- SEED Laboratory (Smart Energy - Efficient Design);
- PERCRO-SEES Laboratory (Safety Energy Environment and Security);
- Technological Marine and Robotics Research Centre;
- Electronic Vehicle and Nautical Laboratory.



### MARINE ROBOTICS AND TECHNOLOGY RESEARCH CENTRE (SCOGLIO DELLA REGINA)

[www.sssup.it](http://www.sssup.it)

The new Research Centre in the field of Marine Technologies and Robotics originates from advanced robotics (ArtsLab) and micro/nanoengineering (CrimLab) laboratories of the Scuola Superiore Sant'Anna, in the Sant'Anna Centre, Valdera of Pontedera (Pisa). The research themes developed in the Leghorn laboratory are about the specific "marine" sector and biorobotics, a branch analysing interactions and integration of the biological world and the world of machines and robots.



The highly experimental approach is meant for technological knowledge and innovation.

At present, the Centre is carrying out research for developing and implementing new marine robotics technologies, as well as marine robots for environmental monitoring (as happens with the "HydroNet" and "V-Fides" projects), or for other types of exploration and maintenance actions ("PoseiDRONE" project). Moreover, it is involved in projects for design and development of new biomimetic technologies (actuators, sensors, systems and other components), inspired by marine species and for marine applications (OCTOPUS and Octo-Prop projects).



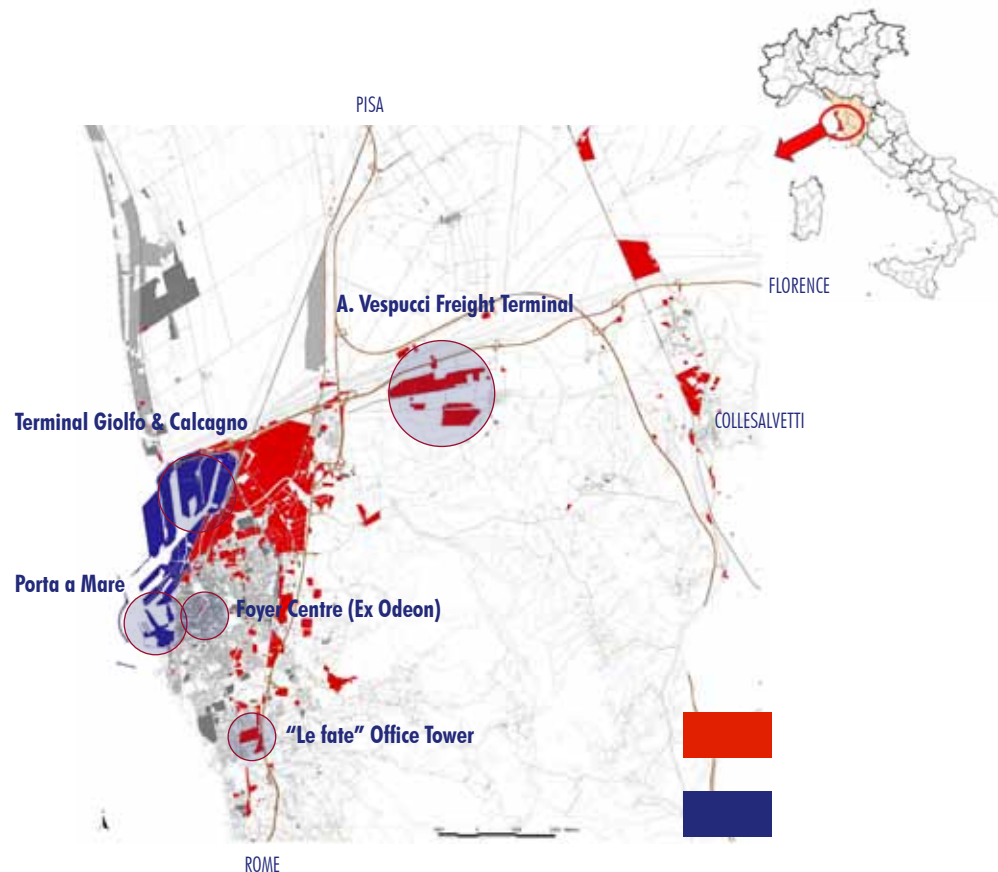
### CIBM APPLIED ECOLOGY AND MARINE BIOLOGY INTERUNIVERSITY CENTRE "G. BACCI" OF LEGHORN

[www.cibm.it](http://www.cibm.it)

CIBM, Applied Ecology and Marine Biology Interuniversity Centre "G. Bacci" of Leghorn, supported by the Municipality of Leghorn and several Central and Northern Italy Universities promotes advanced and specialisation scientific activities backing university and post-university actions in the environmental sector; it also performs consulting activities for public and private bodies in projects for safeguarding the marine and coastal environment. The Centre is specialised in environmental surveys necessary to carry out dredging, implement cables and pipes, build docks, dams, coastal remake, polluting substances analysis, studies and environmental impact assessments, management of fish resources and marine protected areas, etc.



## 16. Competitive Location Offer



Leghorn is the core of a profound process of urban and industrial change based on a **modern use of the territory, through recovery and regeneration of large, neglected industrial areas**, and by developing **new production sites with high excellence standards**.

All those activities are meant to provide a **qualified and competitive location offer** already organised in **specific investment site opportunities, giving potential investors the best solutions for their needs**.

### A. VESPUCCI FREIGHT TERMINAL

The perfect solution for investing in logistics and in the manufacturing sector; an advantageous solution for trade and managerial settlements, too, because:

- it is one of the most interesting outfitted areas in the centre of Italy (almost 3 million sq. m);
- it gives companies the opportunity to settle down with limited costs and quickly;
- it is possible to select buildings and lots with different sizes, with over 200 thousand sq. m (offered on the whole, at present).

### GIOFLO & CALCAGNO

Terminal of over 27,000 sq.m with favourable location inside the port:

- 7,000 sq.m of refrigerating rooms;
- unique opportunity to acquire property – not just the concession – for most of the areas;
- integrated and complete infrastructures (access through streets, rails and Industrial Channel with port docks of 82 m under state concession).

### PORTA A MARE

Prestigious site in the old Medici Port. Italian taste, beauty, harmony, genius and style, by the sea but the core of the core of the city; a city in the city:

- renewed waterfront, pedestrian area, car parks, services, order and rationality;
- over 100 thousand sq. m mostly dedicated to small and medium-sized surfaces;
- ideal place for trade and managerial investments.

Opportunities of settlement in Piazza Mazzini, at Palazzo Orlando or the Officine Storiche.



### FOYER CENTRE

Historical building, real pleasure for the eye, but easily reachable as its position is strategic, in the core of the city and close to the main arterial roads:

- lots of services such as a multilevel car park with 585 places, 400 of which are public;
- totally renewed structure with state-of-the-art services;
- point of reference for anyone wishing to invest in Leghorn, starting a tertiary business or maybe a manufacturing business with low environmental impact.

### "LE FATE" OFFICE TOWER

Magical concreteness and the ideal location for an office at competitive costs, thanks to easy access, construction quality, new conception with precious finishes, services and a large number of car parking spaces (200).

It is a flexible, sub-divisible and multi-purpose offer (2700 sq. m on the whole), in a context of green areas and sea view.



## 17. Facilities and Incentives

Leghorn provides a selected offer of grants for investors, supported by innovation and qualified employment incentives.

Local and regional, as well as national and European policies are conceived in the wake of that. Policies are rigorously monitored by institutional, local and regional operators taking care of spreading information via computer. Therefore, for an investor, it is very easy and it needs

Freight Terminal investment is awarded through an all-inclusive price relating to the purchase of plots. The investor will pay neither planning fees, nor the building contribution.

It is an important incentive taking into consideration local infrastructure level quality, the outcome of important investments meant for the development of an area whose vocation and main specialisation is within the logistics field.

0% PLANNING FEES +  
0% BUILDING CONTRIBUTION =  
0% ADDITIONAL CHARGES

a very short time to make sure whether it is possible to obtain remarkable incentives for the investment project, or anyway, for one's case. The whole regional context has the firm intention to be part of Programmes such as Horizon 2020 and Cosme.

Small but quite easily accessible incentives are:

- **R&D investment tax bonus (Ministerial Decree – Ministry of Economic Development 23/10/2013, G.U. 21.01.2014, no. 16,** giving tax credit for 35% and up to 200,000 euros to all the companies engaging technical and scientific qualified personnel, such as

doctors of philosophy and staff with technical or scientific masters);

- grants for registering patents (up to 30,000 euros) or their economic value increase (up to 80% of costs paid, until the maximum grant of 70,000 euros).

The Chamber of Commerce of Leghorn issues calls for enterprise contributions. Some of the most important ones for 2014: actions to foster environmental and quality certification, as well as SOA accreditation, to grant contributions for purchasing and installing security systems, for participating in exhibitions and fairs, enterprise networks, to support SME investment programmes, and to support start-up firms.

The open competitions are available at: [www.li.camcom.gov.it/promozione/bandi2014](http://www.li.camcom.gov.it/promozione/bandi2014).



## Web regional sources for seeking incentives in Leghorn

The first information source for a company intending to invest in Leghorn and seeking information about possible contributions is the **site of Tuscany**



**Region**, section **enterprise/calls for loans**:

[www.regione.toscana.it/imprese/bandi-per-finanziamenti](http://www.regione.toscana.it/imprese/bandi-per-finanziamenti)

Tuscany Region publishes an **Incentive Guide for enterprises** updated every two months; it is a precious information instrument to find out the right solutions in the opportunity 'jungle'.

Moreover, an **Online Guide of Open Calls** provides direct access to single calls for incentives and co-financing to companies; the calls in questions are those issued by the Region, the State and Europe, they are open and expiring soon, in the various sectors.

Moreover, the guide includes **tax reliefs, benefits for engaging workers, and the simplifications introduced by the Government for enterprises**.

Tax reliefs and measures for enterprise simplifications are independent loan sections.

Therefore, the interesting pages are as follows:

- **Sections dedicated to enterprises and jobs**

[www.regione.toscana.it/imprese](http://www.regione.toscana.it/imprese)

[www.regione.toscana.it/imprese/lavoro-e-formazione](http://www.regione.toscana.it/imprese/lavoro-e-formazione)

- **Section dedicated to calls**

[www.regione.toscana.it/imprese/bandi-per-finanziamenti](http://www.regione.toscana.it/imprese/bandi-per-finanziamenti)

[www.regione.toscana.it/bandi-europei](http://www.regione.toscana.it/bandi-europei)

- **Section dedicated to investment attraction**

Tuscany Region Office: Regional policies to attract investments

[www.regione.toscana.it/imprese/attrazione-investimenti](http://www.regione.toscana.it/imprese/attrazione-investimenti)

## 18. Services for Investors

Within the Invest in Tuscany network, the Municipality of Leghorn pledges to offer potential investors a complete range of customised, free and strictly confidential services, in order to facilitate the settlement process, from the pre-settlement stage to the real settlement.

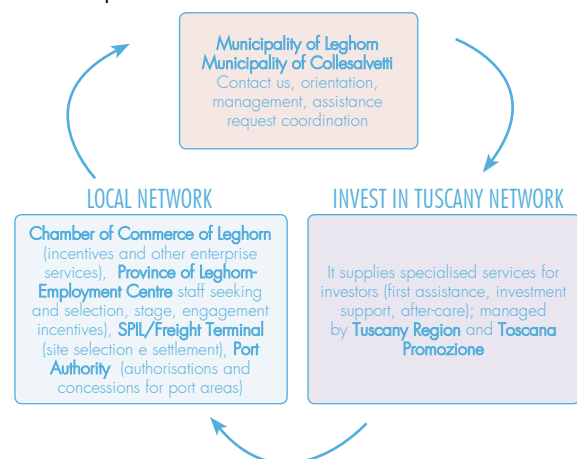
**The information and care service for investors is free;** it is meant to help and follow operators interested in acquiring elements and data; it facilitates relations with several public or private contact persons to meet any needs.

The purpose of this “**invest-in service**” is to assist and support investors and enterprises throughout the process, giving them opportunities to get all the necessary information to decide on the conditions to carry out one’s investment plan.

The free service offered by the **Centre for Employment in the Province of Leghorn** on human resources is particularly interesting for start-up settlements:

### SERVICES AND INCENTIVES FOR INVESTORS

Enterprises and investors find a cosy business environment in Leghorn, thanks also to a special support service coordinated by the Municipality of Leghorn; among other things, this service gives companies opportunities to obtain incentives and contributions, which is particularly interesting for activities linked with R&D and the most innovative ICT segments.



technical assistance to access the IT System for Compulsory Communications about work relationships, Services for combining company employment request with job requests, for training courses, and for obtaining incentives for engaging new staff.

*Service supply for investors: Municipality of Leghorn, Invest in Tuscany networks and BUILD table.*

## 19. Contact us

Here are the points of reference and information and care centres for operators interested in assessing production investment opportunities in the Leghorn area.

Those who want to take into consideration Leghorn as possible settlement place for enterprise development can contact the following entities directly, asking for further and detailed information:

### MUNICIPALITY OF LEGHORN -

**Assessorato al Lavoro e allo Sviluppo economico**

Piazza del Municipio, 1 - 57123 Leghorn

tel. +39 0586 820117

[www.comune.livorno.it](http://www.comune.livorno.it)

### PROVINCE OF LEGHORN - Employment Centre

Via Marradi, 116 - 57123 Leghorn

tel. +39 0586 269711

[ci.livorno@provincia.livorno.it](mailto:ci.livorno@provincia.livorno.it)

[www.provincia.livorno.it](http://www.provincia.livorno.it)

### CHAMBER OF COMMERCE OF LEGHORN -

**Entrepreneurial Development and Economic Information Office**

Piazza del Municipio, 48 - 57123 Leghorn

tel. +39 0586 231316 - 231319

[promozione@li.camcom.it](mailto:promozione@li.camcom.it)

[www.li.camcom.it](http://www.li.camcom.it)

### INVEST IN TUSCANY - Tuscany Region Presidency General Management

Settore politiche regionali per l'attrazione degli investimenti

Piazza Duomo, 10 - 50123 Florence

tel. +39 055 4382425 / 5033 / 4896

[info@investintuscany.com](mailto:info@investintuscany.com)

[www.investintuscany.com](http://www.investintuscany.com)

### TOSCANA PROMOZIONE

Via Vittorio Emanuele II, 62-64 - 50134 Florence

tel. +39 055 462801

[info@toscanapromozione.it](mailto:info@toscanapromozione.it)

[www.toscanapromozione.it](http://www.toscanapromozione.it)

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GREEN ECONOMY environment ENERGY chemistry

MARINE ECONOMY logistics *port* NAUTICAL marine technology

MANUFACTURING mechanics AUTOMOTIVE aerospace *science of life* PLANT ENGINEERING maintenance

HI-TECH ICT robotics *engineering*

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