

DRAFT 1



Confidential – Not for public disclosure

Financial Viability Assessment

Prepared for:

Gillingham Strategic Site Allocation Gillingham Dorset



31 July 2017

Prepared by: Andrew Cullen BA (Hons) MRICS, (RICS Registered Valuer)

Alder King Property Consultants

15 Cherry Orchard West, Kembrey Park, Swindon, SN2 8UP

Email: acullen@alderking.com

Tel: 01793 615477

Ref: AJC/HJH/84994



Contents

Executive Summary	1
1.0 Introduction	2
2.0 Definitions	3
3.0 Alder King.....	4
4.0 Background	5
5.0 Viability in Planning – Policy Context	6
6.0 South Gillingham Master Plan Framework.....	13
7.0 Benchmark Site Value.....	15
8.0 Viability Assessment	17
9.0 Conclusion	25

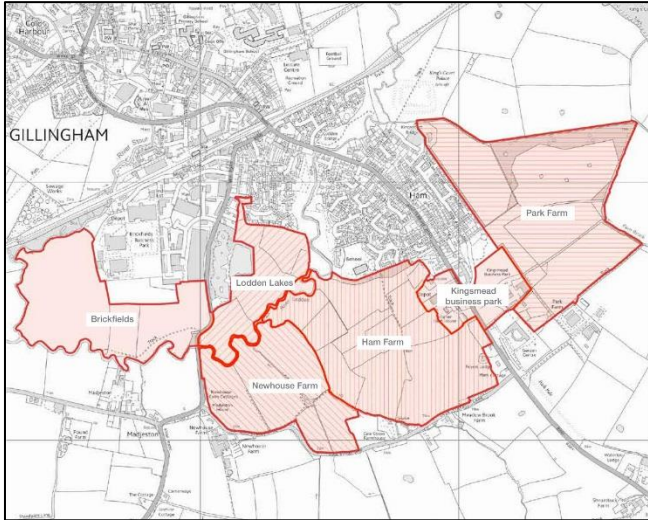
Appendices

- Appendix 1 – Land Use Budget Plan
- Appendix 2 – Argus Developer Appraisal Summary
- Appendix 3 – Phasing and Infrastructure Delivery MPF Extract
- Appendix 4 – Density Plan

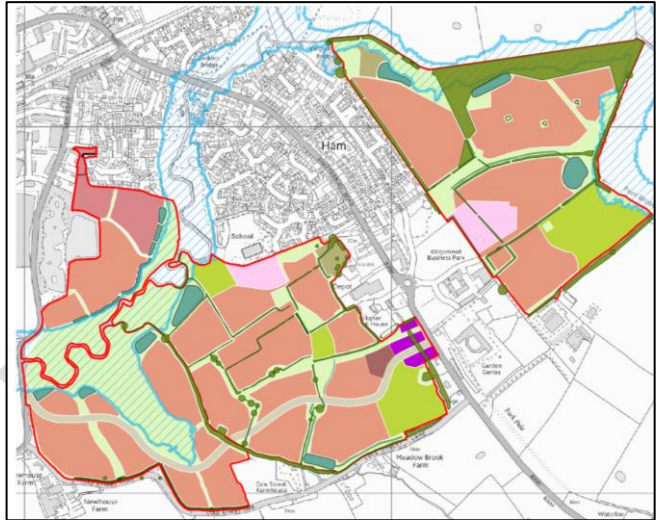
Executive Summary

For convenience, we summarise the key features of this Financial Viability Assessment which should nevertheless be read in full.

Location Plan



Proposed Land Use Plan



Property Type/Use:

Three farms comprising Park Farm, Ham Farm and Newhouse Farm together with farmland situated between Lodden Lakes and the River Loden, all situated to the south of Gillingham either side of the B3081 and B3092.

Planning Proposal:

Outline Application to be submitted for development to provide a total of circa 1,800 new homes (1,710 net excluding Lodden Lakes Phase 1) plus a new local centre comprising shops and health facilities, together with education improvements, a community hall, the provision of on-site sports pitches, children's play areas, allotments and public open space, primarily along the river corridors.

Benchmark Site Value:

£34.2million

Potential Affordable Housing Provision:

0% (Nil)

Potential Planning Obligations Package:

- Major infrastructure and road improvements including the provision of a link road connecting the B3081 and B3092;
- Significant education contributions,
- Significant public open space provision and sports/play facilities;
- Provision of a new local centre.

1.0 Introduction

We are instructed jointly by Welbeck Land (WL) and CG Fry and Son (CGF) to undertake a Financial Viability Assessment (FVA) of the proposed development of the Property located at and known as the: Gillingham Strategic Site Allocation (SSA), Gillingham, Dorset (the Property), also known as the Gillingham Southern Extension.

WL and CGF (together with Taylor Wimpey) form a consortium of landowners and developers currently bringing forward a Masterplan Framework that will guide the preparation of future planning applications for approximately 1,800 new homes and associated development on the Gillingham SSA.

This independent FVA is to provide support to WL and CGF in demonstrating to the local planning authority, North Dorset District Council (NDDC), whether or not planning obligations and on-site affordable housing can be afforded by the Gillingham SSA proposals.

This FVA report has been prepared in accordance with the RICS Guidance Note 'Financial Viability in Planning', 1st edition, published August 2012. This Guidance Note provides users with recommendations for accepted good practice, as followed by competent and conscientious practitioners in undertaking Financial Viability Assessments.

This FVA is provided on a confidential basis to NDDC. We therefore request that the report should not be disclosed to any third parties (other than consultants instructed by NDDC to review this report) under the Freedom of Information Act 2000 (sections 41 and 43 (2)) or under the Environmental Regulations.

2.0 Definitions

For ease of reference, the following key abbreviations used in this report are defined as follows:

- **Current Use Value (CUV)** is defined in the Royal Institution of Chartered Surveyors Viability in Planning Guidance Note 1st Edition (RICS Viability GN) as:
“Market value for the continuing existing use of the site or property assuming all hope value is excluded, including value arising from any planning permission or alternative use. This also differs from the Existing Use Value. It is hypothetical in a market context as property generally does not transact on a CUV basis.”
- **Threshold Land Value (TLV)** is referred to in the RICS Viability GN as:
“A term developed by the Homes and Communities Agency (HCA) being essentially a land value at or above that which it is assumed a landowner would be prepared to sell. It is not a recognised valuation definition or approach.”
- **Residual Land Value (RLV)** is defined in the RICS Viability GN as:
“The amount remaining once the GDC of a scheme is deducted from its GDV and an appropriate return has been deducted”
- ❖ **Gross Development Cost (GDC)** is defined in the RICS Viability GN as:
*“The cost of undertaking a development, which normally includes the following:
acquisition costs
site specific related costs
build costs
fees and expenses
interest or financing costs; and
holding costs during the development period”*
- ❖ **Gross Development Value (GDV)** is defined in the RICS Viability GN as:
“The aggregate market value of the proposed development, assessed on the special assumption that the development is complete as at the date of valuation in the market conditions prevailing at that date.”
- **Benchmark** is defined in the RICS Viability GN as:
“A comparator for either the outputs or inputs into the appraisal, i.e. Site Value or developer’s return.”
- **Site Value (SV)** is defined in the RICS Viability GN as:
“Market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan”

3.0 Alder King

Alder King LLP (www.alderking.com) is widely recognised as a market-leading multi-discipline property and planning consultancy and multiple winner of one of the Estates Gazette 'Most Active Agent' awards. Alder King has a heritage stretching back over a century and with that comes a culture of sound professionalism, innovative thinking and practical advice borne out of experience.

The firm attracts clients across the property spectrum, from institutional investors and government agencies through to planning authorities and developers. Businesses large and small in both the public and private sector depend on its broad range of property and planning expertise to inform their property decisions.

The Alder King network of offices and strategic alliances ensures in-depth market knowledge and a national perspective that its clients rely upon. Alder King provides strategic insight and adds real value into new planning, development and investment opportunities; it not only manages nationwide portfolios but also advises start-up businesses taking their very first commercial space.

In the last 30 years or so Alder King has been at the forefront of Office and Business Park development dealing with the numerous new developments, lettings and sales of buildings and rent reviews, lease renewals etc. Alder King is an industry expert in employment land and the Office and Business Park market.

Alder King is also an industry expert in the residential land sector and has developed a particular specialism in providing specialist development viability in planning advice. Alder King has provided development consultancy advice for developments in a wide range of locations from Penzance (Cornwall) to the west, Clacton-on-Sea (Essex) to the east, Glasgow (Scotland) to the north and Worthing (Sussex) to the south, to name but a few. The Viability team, drawn from Valuation, Development and Planning departments, delivers practical, timely and effective advice on the viability of residential and mixed-use developments.

While viability has always been a key part of the property development process, financial viability has increasingly become a material consideration in the town planning process.

Alder King provides specialist development and viability guidance to a wide range of private developer and landowner clients and is currently advising on volume and niche housing schemes, city centre mixed-use regeneration projects and strategic land urban extensions for housing and employment land uses.

Alder King's Viability team has broad experience of appeals and providing expert witness evidence, including high profile Planning Appeal cases involving valuation and viability matters. They include the test cases of Shinfield (PINS Ref: APP/X0360/A/12/2179141) following the publication of the RICS Viability GN, and Holsworthy (PINS Ref: APP/W1145/Q/13/2204429) during the period the Section 106 AB, BB amendments applied.

4.0 Background

A 'Land Use Budget' Plan showing the extent of the 92.3 ha (228 acres) gross site (the Property) for identification purposes is at Appendix 1.

Appendix 1 – Land Use Budget Plan

The proposed development site is located to the south of Gillingham and includes land either side of the B3081 and B3092.

The consortium-controlled land comprises Park Farm, Ham Farm, Newhouse Farm and Lodden Lakes. The northern part of Lodden Lakes, controlled by Taylor Wimpey, has already received planning permission for 90 new homes. As a standalone planning consent, capable of being developed in isolation, Lodden Lakes Phase 1 (comprising some 2.7 ha (6.7 acres) and coloured red on the Land Use Budget Plan at Appendix 1) is excluded from this assessment.

The consortium are currently bringing forward a Masterplan Framework that will guide the preparation of future planning applications for approximately 1,800 new homes (1,710 excluding the 90 homes granted to Taylor Wimpey at Lodden Lakes Phase 1) and associated development on the Gillingham SSA. The proposals include a number of community benefits including the provision of a new local centre comprising shops and health facilities, together with education improvements, a community hall, as well as the provision of on-site sports pitches, children's play areas, allotments and public open space, primarily along the river corridors. A link road (known as the Principal Street) will also connect the B3081 and B3092 within the scheme.

Proposals for Kingsmead Business Park and Brickfields (also part of the SSA) are being developed by the respective landowners and do not form part of the consortium's individual outline planning applications. They are therefore not included within this assessment.

This report is for feasibility assessment purposes of the consortium proposals only and it does not constitute a formal valuation. The advice contained in this report is exempt from the current RICS Valuation Professional Standards January 2014 – Global and UK Edition (the Red Book). We reserve the right to update, amend or vary our advice should the matter progress to a planning Appeal Hearing or Inquiry.

We have produced this Viability Assessment utilising the Argus Developer residual appraisal software. Argus Developer is an established property development appraisal software program used by owners, commercial developers, house builders, land developers, agents and financial institutions. It is designed to work for all forms of property development, including commercial, single or multiphase residential, retail, office, industrial, hotels, land development and any combination for mixed use developments. This report summarises our assumptions, inputs and outcomes of our Argus model.

5.0 Viability in Planning – Policy Context

5.1. National Planning Policy Framework (NPPF)

In March 2012 the Government published the National Planning Policy Framework, now generally referred to as either the NPPF or simply the Framework. This document forms a key part of reforms to make the planning system less complex, more accessible and to promote sustainable growth. This document replaces all national Planning Policy Statements and Guidance Notes, with the exception of national waste policies.

The Framework sets out the Government's economic, environmental and social planning policies for England and also articulates their vision of sustainable development.

A key principle set out in the document is the presumption in favour of sustainable development. A requirement is placed on local planning authorities to plan positively for new development, and approve all individual proposals wherever possible (see Para 14).

In terms of housing, the presumption in favour of sustainable development means that Local Plans should be prepared on the basis that objectively assessed development needs should be met, unless the adverse impacts of doing so would significantly and demonstrably outweigh the benefits, when assessed against the policies in this Framework taken as a whole.

In order to ensure viability and deliverability the Framework states at Para 173:

“Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.”

5.2. National Planning Practice Guidance (NPPG)

The Department for Communities and Local Government in March 2014 revised and updated planning guidance designed to be easily accessible on-line and user friendly. The NPPG contains 41 categories; from 'Advertisements' to 'Water supply'.

The category of relevance in context with this report is the Guidance on 'Viability'. In the Viability and Decision Taking section, Land value is guided as follows:

“Central to the consideration of viability is the assessment of land or site value. Land or site value will be an important input into the assessment. The most appropriate way to assess land or site value will vary from case to case but there are common principles which should be reflected.

In all cases, land or site value should:

- Reflect policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;*
- Provide a competitive return to willing developers and land owners (including equity resulting from those wanting to build their own homes); and*
- Be informed by comparable, market-based evidence wherever possible. Where transacted bids are significantly above the market norm, they should not be used as part of this exercise.”*

- 5.2.1. As an update, Mr Justice Holgate in his Judgement in *West Berks & Reading Councils v DCLG* 2015 stated:

Para 173 of the NPPF “enables a developer to put forward legitimate viability arguments to show the overall cost of a local authority’s planning requirement (including affordable housing) for a particular site needs to be reduced if the site is to be deliverable.”

5.3. Further National Guidance on Viability

The NPPF approach to viability is supported by other national guidance and clarification.

5.3.1. The Harman Report

The report “Viability Testing Local Plans: Advice for Planning Practitioners” by the Local Housing Delivery Group (chaired by Sir John Harman) and known as “the Harman Report” was published in June 2012. The report was commissioned by the Housing Minister to provide advice from a cross industry group to help support the Government’s ambition to increase the supply of housing through viable local planning.

Whilst the report focuses mainly at a Local Plan preparation level, some of the general observations appear to give helpful guidance at a site specific level. At Page 14, the report provides the following definition of viability, which states:

“An individual development is viable if, after taking account of all costs, including central and local government policy and regulatory costs and the cost and availability of development finance, the scheme provides a competitive return to the developer to ensure that development takes place and generates a land value sufficient to persuade the landowner to sell the land for the development proposed. If these conditions are not met, a scheme will not be delivered”.

The report effectively emphasizes the need that for land to be released for development, there should be a “willingness and ability of the private sector to implement a development proposal having regard to acceptable developer return” (Page 24). There should also be the “willingness of a landowner to sell land at an acceptable return” (Page 24). With regard to the latter, the report uses the term “Threshold Land Value”, defining this as:

“the value at which a typical willing landowner is likely to release land for development before payment of taxes (such as capital gains tax)” (Page 28).

Later on Page 28, the report goes on to state its recommendations that the Threshold Land Value should be based on a premium (AK emphasis) over current use values and credible alternative use values, noting certain exceptions.

5.3.2. RICS Viability Guidance Note

The Royal Institution of Chartered Surveyors (RICS) published their Guidance Note titled “Financial Viability in Planning” 1st Edition (RICS Viability GN) in August 2012. The document has the status of a Guidance Note to set out best practice for practitioners involved in undertaking viability appraisal work.

The RICS Viability GN provides the Institution’s own definition of financial viability for the purpose of town planning decisions:

“An objective financial viability test of the ability of a development project to meet its costs, including the cost of planning obligations, while ensuring an appropriate site value for the landowner and a market risk adjusted return to the developer in delivering that project.”

The RICS Viability GN also defines Site Value:

“Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan.”

The RICS Viability GN similarly highlights the importance of providing acceptable returns to both developer and landowner. The RICS Viability GN suggests that the uplift in value between existing use and its residual land value for development should be sufficient to cover planning gain obligations. At the same time it emphasizes these obligations cannot use up the whole of this value difference as allowance must be made for the “competitive returns” required under the NPPF. Para 3.4.3 of the RICS Viability GN states:

“The residual land value (ignoring any planning obligations and assuming planning permission is in place) and current use value represent the parameters within which to assess the level of any planning obligations. Any planning obligations imposed will need to be paid out of this uplift but cannot use of the whole of this difference, other than in exceptional circumstances, as that would remove the likelihood of the land being released for development.”

The RICS Viability GN is referred to again in Section 7 of this report.

5.3.3. Local Planning Policy

The North Dorset Local Plan sets out NDDC’s approach to managing planning development in the district.

A new local plan (North Dorset Local Plan Part 1 (LP1)) that sets out the strategic planning policies for the district was adopted by the council on 15 January 2016.

Policies contained within LP1 replace a large number of the policies set out in the local plan that was adopted in 2003. However, some of the 'saved' policies in the Local Plan (2003) have not been replaced by policies in LP1 and are, therefore, still extant. These 'saved' policies that remain extant are also outlined in Appendix A to LP1. Both LP1 and the 'saved' policies in the Local Plan (2003) that remain extant form part of the 'development plan' for North Dorset and all planning decisions must be made in accordance with the development plan unless 'material considerations' indicate otherwise.

Policy 21: Gillingham Strategic Site Allocation, states:

“A Master Plan Framework will be prepared for the whole of the southern extension of Gillingham to ensure that: the site will be developed in a comprehensive and coordinated manner; and facilities and infrastructure are provided and delivered in step with housing and employment development.

The Council will use the Master Plan Framework for the southern extension as a material consideration in the context of the requirements of the Local Plan which forms the main policy basis for determining any subsequent planning applications for development on the site. The Council will not support proposals for development within the southern extension prior to the production of (and consultation on) the Master Plan Framework and prior to its contents being agreed by the Council.

The Master Plan Framework (and any subsequent planning applications on or affecting the southern extension) should:

- a. reflect the conceptual framework for the site (including concept plan, concept statement and design principles), unless a departure from the concept plan or concept statement can be clearly justified; and*
- b. demonstrate how the land use allocations, infrastructure and other requirements set out: in this policy; on the proposals map for the strategic site allocation; and in the other policies of the Local Plan, will be provided and delivered.*

The Council's preferred approach is for developers to work together (and with the Council, key stakeholders and the community) to prepare the Master Plan Framework, which the Council would then agree. If necessary, the Council would consider producing a supplementary planning document or other planning document (or documents) to guide the future development of the southern extension.

Climate Change

The Master Plan Framework for the southern extension (and any subsequent planning application, or applications, for the site) should show how the causes and effects of climate change will be tackled by:

- c. incorporating energy efficiency and renewable energy measures in buildings, including measures to produce energy from renewables and low carbon sources to meet the requirements of the Government's zero carbon buildings policy; and*
- d. consideration being given to the potential for a district heating*
- e. scheme to serve, or to be incorporated into, the southern extension, should a suitable opportunity arise; and*
- f. measures to address the risks of fluvial and surface water flooding; and*
- g. incorporating sustainable drainage systems into the development.*

Environment

The Master Plan Framework for the southern extension (and any subsequent planning application, or applications, for the site) should show how the natural and historic environment will be conserved and enhanced by:

- h. measures to integrate the southern extension into the wider landscape, particularly where the edge of development adjoins open countryside; and*
- i. measures to conserve and enhance wildlife interests, including both habitats and species within and close to the southern extension; and*
- j. the retention (in situ) and enhancement of significant archaeological features and their settings, including Kings Court Palace Scheduled Monument and Gillingham Park Boundary Bank Scheduled Monument.*

Meeting Housing Needs

The Master Plan Framework for the southern extension should:

- k. show how the site will be developed with about 1,800 homes in total; and*
- l. show how the delivery of housing will be phased over time making provision for about 1,800 homes to be delivered on the SSA in the period up to 2031; and*
- m. show how the delivery of housing will be phased spatially based on the approach that development will commence adjacent to the existing built-up area of the town and spread out towards the boundaries of the site; and*
- n. set out the mix of market and affordable homes, in terms of number of bedrooms, that should be delivered on the site, reflecting the proportions in Policy 7 – Delivering Homes, unless a different mix can be justified on the basis of local circumstances and agreed with the Council;*

- o. set out that 25% of the total number of dwellings will be affordable, unless a different percentage can be justified on the basis of a site based assessment of viability and agreed with the Council; and*
- p. make provision for at least 50 affordable extra care units for the elderly, as part of the overall provision of affordable housing.*

Any subsequent planning application, or applications, for the site should reflect the requirements for the provision of housing development set out above, or as amended in the Master Plan Framework.

Supporting Economic Development

The Master Plan Framework for the southern extension (and any relevant subsequent planning application, or applications, for the site) should:

- q. set out how the land to the south of Brickfields Business Park should be developed: with a range of employment uses; with a new access from the B3092; to be well screened in views from the south and west; and*
- r. set out how the remaining undeveloped land at Kingsmead Business Park should be developed as part of a local centre in the Shaftesbury Road corridor to support the southern extension. In the event that the local centre does not include the remaining undeveloped land at Kingsmead Business Park, the Master Plan Framework (and any relevant subsequent planning applications), should show how the site will be developed with a range of employment uses.*

Grey Infrastructure

The Master Plan Framework for the southern extension (and any relevant subsequent planning application, or applications, for the site) should make provision for:

- s. a 'principal street' linking New Road (B3092) and Shaftesbury Road (B3081), which will be designed as a bus route; and*
- t. a permeable and legible network of well-defined streets and spaces within the southern extension, which are cycle and pedestrian friendly, including well-designed gateways to the town and accesses to different areas of development at key points. Links from the southern extension into the existing built-up area of the town should be primarily for pedestrians and cycles; and*
- u. the closure of Cole Street Lane to vehicular through traffic, other than for access; and*
- v. off-site highway improvements, particularly improvements to increase the capacity of the New Road (B3092) and Shaftesbury Road (B3081) junction; and improvements in the Shaftesbury Road/Le Neubourg Way corridor; and*
- w. off-site measures, and contributions towards off-site measures, to support the use of public transport, cycling and walking. Such improvements will include the enhancement of Gillingham Railway Station and the completion, where practicable of gaps in existing cycle and pedestrian route networks between the town and the southern extension; and*
- x. contributions towards the provision of a link road between the B3081 and the A30 at Enmore Green; and*
- y. other grey infrastructure requirements to support the development of the southern extension including the upgrading of: foul sewers; the town's sewage treatment works; utilities; and telecommunications networks, including broadband.*

Social Infrastructure

The Master Plan Framework for the southern extension (and any relevant subsequent planning application, or applications, for the site) should make provision for:

- z. a local centre in the Shaftesbury Road corridor to serve the southern extension, which will include: small scale local convenience shops; a 2 forms of entry primary school; a pre-school nursery; a community hall; health facilities (including a doctors' surgery, a dentist and a dispensing pharmacy); and other essential local facilities; and*
- aa. the expansion of St Mary the Virgin Primary School (from 1 form of entry to 2) including the provision of land if required; and contributions towards the expansion of Gillingham High School; and*
- bb. contributions towards improvements to, or the expansion of: Riversmeet (including a community hall); Gillingham Town Library; and Gillingham Fire Station.*

Green Infrastructure

The Master Plan Framework for the southern extension (and any relevant subsequent planning application, or applications, for the site) should make provision for:

- cc. at least 8.5 hectares of formal public open space, including sport's pitches, children's play spaces, allotments and community orchards. At least 7 hectares should be provided as sports pitches and associated facilities. The preferred option is for sports pitches to be grouped in two clusters either side of the B3081; and*
- dd. at least 26 hectares of informal public open space primarily along the river corridors providing: a landscape setting for development; enhanced habitats for wildlife; and off-road routes for pedestrians and cyclists within the SSA linking to the town and countryside; and*
- ee. the retention, where practicable, of important trees, groups of trees and hedgerows on the southern extension site within public open spaces and publically accessible 'greenways'; and*
- ff. the establishment of a sustainable drainage system across the southern extension utilising, where practicable, existing watercourses, ponds, ditches and the 'greenways' associated with the retained hedgerows; and*
- gg. the retention of existing areas of strategic landscape planting and the establishment of new strategic landscape planting, particularly on the edges of the site to screen new development whilst also allowing views out of and into the site; and*
- hh. contributions towards the provision or enhancement of green infrastructure off site."*

This FVA assesses the extent to which the Gillingham SSA is able to provide the above Policy 21 aspirations whilst remaining viable, particularly in relation to the target for 25% affordable housing.

5.3.4. Community Infrastructure Levy (CIL)

NDDC is reviewing whether to adopt its CIL Charging Schedule following the publication of the Government's Housing White Paper and the Government commissioned Community Infrastructure Levy Review. In the interim, Section 106 agreements will continue to be used in order to make acceptable development which would otherwise be unacceptable in planning terms. Guidance on Section 106 agreements can be found in the Government's Planning Policy Guidance.

NDDC consulted on a Community Infrastructure Levy Draft Charging Schedule between 17 June 2016 and 29 July 2016.

For the Gillingham Strategic Site Allocation, the Draft CIL Charging Schedule identifies that a £Nil per sq m charge would apply.

This figure has been established on advice received by NDDC from Peter Brett Associates (PBA), the consultants advising on CIL matters. PBA produced a North Dorset Whole Plan Viability and CIL Study in February 2015 and this was updated in the light of the consultation and changes in circumstances that had occurred since the original report was prepared. The updated report was presented to Cabinet on 22 February 2016.

The February 2015 PBA report recommended that the Gillingham southern extension be subject to a 25% Affordable Housing policy (as set out in Policy 21 above) together with a CIL charge equating to £18 per sq m (subject to more detailed consideration of site specific S106 costs).

In the February 2016 update report, PBA state:

“Based on the testing within the 2015 report, it was recommended that a CIL rate of £18 per square metre could be considered appropriate, depending on further clarification of infrastructure costs.

As discussed in a previous section, PBA have now incorporated a figure of £18m for developer contributions into the appraisal. As seen in Table 3.3 the outcome of this is that there is little scope for a CIL charge. It is therefore advised that the developer contributions, as identified in the infrastructure schedule, are sought through s.106 and the site is zero rated in terms of CIL.”

Thus, regardless of whether NDDC decide to introduce CIL during the course of the Outline application, the Gillingham SSA will not attract a CIL liability, with all developer contributions sought to be via a Section 106 Agreement.

Further analysis of the PBA assessment, which specifically considered the Gillingham SSA scheme, is at Section 7 and 8.

6.0 South Gillingham Master Plan Framework

On behalf of the consortium, Terrence O'Rourke as planning consultants, has produced a 'South Gillingham Master Plan Framework' (MPF) document. The MPF builds on NDDC's concept plan for the site and provides a coordinating role to ensure that the requirements of Policy 21 are comprehensively delivered across multiple land ownerships and planning applications.

The MPF plan outlines the structure the Southern extension development could take, setting out the key development areas and green infrastructure as informed by the site constraints and the design principles.

Full details of the development proposals themselves are contained within the MPF. Briefly, the Proposed Scheme comprises the following:

- **New Homes:**

The majority of the site will be made up of new homes focussing on delivering family housing, about 1,800 dwellings (1,710 excluding TW Lodden Lakes Phase 1), with a range of housing types, styles and sizes; terraces, semi-detached and detached homes plus a lesser amount of low rise flats/apartments and extra care living.

- **Local Centre and Commercial:**

Local centre located adjacent Shaftesbury Road to provide a mix of uses, reflecting Policy 21, together with an appropriate provision of car parking.

Subject to commercial considerations, the local centre will provide the range of facilities as identified in Policy 21. These uses include:

- The 2 form entry primary school
- Pre-school nursery
- Health facilities
- The multipurpose community hall
- The local centre could accommodate additional facilities such as a pub/restaurant subject to commercial and planning policy considerations.

- **Education:**

Primary education facilities will be provided to serve the new population. The potential exists to expand the existing St Mary the Virgin Primary School and/or provide a new facility.

The Consortium will meet the need for primary and secondary education arising from the SSA through the phased contribution of land and finance to Dorset CC as education authority. Dorset CC will then deliver the new facilities as and when they are required.

- **Employment (outside the scope of this assessment):**

Employment provision within the Southern extension is provided on the land identified to the west of New Road and to the south of the existing Brickfields Business Park, and on land identified to the east of Shaftesbury Road, Kingsmead Business Park. The delivery of this is outside the control of the lead developer Consortium.

- **Public Open Space:**

POS will include significant areas of informal open space, formal open space including playing pitches and allotments and/or community orchards.

7 hectares of sports pitches will be provided in the southern extension including football pitches, cricket pitches, five-a-side football and other sports, and tennis courts. These will be provided in four clusters (site to the east of Shaftesbury Road; site adjacent to the Principal Street to also accommodate a combined community hall and club house with changing facilities; hill top park; land adjacent to the extended school).

There will be at least 1.08 hectare of children's equipped areas for play provided in the form of two neighbourhood equipped areas for play (NEAP) and four local equipped areas for play (LEAP). The remainder of the equipped areas for play will be in the form of playful landscapes/LAPs.

Allotments and or community orchards will be provided in three locations across the site.

At least 26 hectares of informal public open space will be provided throughout the southern extension. This will generally be located along the river corridors and will build upon existing retained landscape features creating a riverside recreational park.

- **Transport Infrastructure:**

The following transportation infrastructure is to be delivered as part of the Southern extension:

- A phased increase in the bus service frequency on the Gillingham to Shaftesbury corridor will be implemented.
- B3081 Shaftesbury Road/B3092 New Road junction improvement scheme
- B3081 Shaftesbury Road/Newbury (High Street) junction improvement scheme
- Provision of SCOOT UTC on B3081/B3092 corridor at the following junctions:
 - B3081 Le Neubourg Way / Station Road;
 - B3081 Le Neubourg Way / Newbury (High Street)
 - B3081 Shaftesbury Road / B3092 New Road
 - B3081 Shaftesbury Road / King John Road
 - B3092 Le Neubourg Way / B3081 Wyke Road
- Principal Street (a new road link between the B3081 Shaftesbury Road and B3092 New Road).

- **Utilities:**

The Consortium will liaise with Wessex Water throughout the planning application and construction phases to ensure that an appropriate water supply is in place to serve the development.

The 'Land Use Budget' Plan at Appendix 1 outlines where these uses are proposed.

7.0 Benchmark Site Value

The RICS Viability GN states at 3.3.4: “In arriving at a Site Value (based on the definition within Section 2 of this report) regard should be given to prospective planning obligations. The purpose of the viability is, of course, to assess the extent of those obligations while also having regard to the property market.”

Of particular note in the RICS Viability GN is para 3.4.4 stating “For a development to be financially viable, any uplift from current uses value (CUV) to residual land value that arises when planning permission is granted should be able to meet the cost of planning obligations while ensuring an appropriate Site Value for the landowner and a market risk adjusted return to the developer in delivering that project (the NPPF refers to this as ‘competitive returns’ respectively). The return to the landowner will be in the form of a land value in excess of current use value (CUV) ...”

The Site Value, representing the figure considered to be the competitive return to the landowner so as to be sufficiently incentivised to release the Property for the Gillingham southern extension, is a key figure to be established. It is against the Benchmark Site Value that the viability of the Gillingham SSA scheme has to be tested.

In this instance, the viability of the development proposals has been tested against a benchmark Site Value of £34,200,000. This figure equates to £150,000 per acre, calculated on the 228 gross acreage of the Property.

This figure has been arrived at with reference to various published guidance and our experience on other strategic sites across the south of the country.

Strategic sites the size of the Gillingham SSA are rarely openly marketed through agents and usually any agreed sale will be contained within option or collaboration agreements and long-term conditional contracts. This makes gathering evidence of such sales difficult as the conditions of the respective agreement will be confidential between the land owner and promoter/developer.

In terms of the identification of a benchmark Site Value, we have reviewed the Council’s evidence base, the North Dorset Whole Plan Viability and CIL Study referred to at 5.3.4 above. The PBA Viability Studies recommend a benchmark Site Value of £400,000 per net developable hectare on Strategic Gillingham sites.

On this basis, the Property would have a Benchmark Site Value of £18.76million based on the 46.9 hectares of residential development provided within the scheme (see ‘Land Use Budget’ Plan at Appendix 1). That only equates to £82,280 per gross acre and is considered to be an unrealistically low assessment of the level of ‘competitive return’ required by a landowner in the local area.

In 2008, the Department for Communities and Local Government (DCLG) instructed Turner Morum to undertake case study and expertise research to support internal analysis of the cumulative impacts of regulations on house builders and landowners. This DCLG advice was subsequently published in June 2011.

In respect of greenfield, or previously undeveloped, sites, the DCLG report stated:

“Under these circumstances, rather different factors apply. One is most often dealing with agricultural land with a low base existing use value, but the costs normally associated with realising new development on such unserviced ‘greenfield’ land tend to be considerable. These include both high costs of infrastructure and servicing and a level of s106/planning gain costs that will at least need to reflect the impact of major new development on the local community and its services and amenity. In many cases, we also find that such developments are expected to bear a disproportionately high planning gain burden simply because the base land cost is assumed to be low, perhaps forgetting the high cost of bringing such land into the desired use.”

Despite low base values, landowners still need to be enticed to bring their land forward for development.... In this case, however, required levels of premium are routinely protected by way of minimum land price provisions, usually contained within option or collaboration agreements and long-term conditional contracts.

We are regularly involved in matters relating to such agreements and in our experience it is now usual to find such protection by way of a minimum price threshold for landowners. Levels vary, but typically, we expect to see figures of circa £100,000 to £150,000 per gross acre. Note that this usually applies per gross acre and..., it will be noted that the average net to gross percentage across the five fairly typical examples used is 56 per cent. By applying the above minimum prices to net areas, it can be seen that development proposals will normally need to support land values of £200,000 to £300,000 per net developable acre if the land is to come forward for development. We should emphasise that this 'gross to net' figure tends only to apply to larger more strategic 'greenfield' sites, whereas for smaller sites, say within urban areas the difference between gross and net can be minimal.

Additionally, most option style agreements also provide for promoters/developers to receive a discount, typically 10 per cent to 20 per cent, to Open Market Value and the above minimum land prices are after the application of such discounts (and other deductible promotional costs).

Consequently, we would recommend that minimum land value requirements of at least £200,000 per gross, and £400,000 per net, acre are assumed for release of 'greenfield' land.

Note that all land value figures within the appendices are net and therefore take account of all abnormals, s106 costs, affordable provision etc. They are also in most cases based upon values being achieved before the effects of the current financial crisis were being felt."

Thus, for large strategic greenfield sites, although levels vary, typically a land owner would expect to receive a land value in the order of £100,000 to £150,000 per gross acre. Once promoters/developers are factored in who also require a return for the work that goes in to promoting a site and bringing it through the planning process, it is recommended that a land value in the order of at least £200,000 per gross acre is the minimum land value that would incentivise a land owner to bring their land forward for redevelopment.

We are aware that a number of Local Authorities have tested the CIL and Affordable Housing thresholds with reference to this advice. Indeed, the Report to South Gloucestershire Council from the Planning Inspectorate confirmed that £350,000 per hectare (£141,640 per acre) is a reasonable threshold.

We are also aware that a viability assessment on an urban extension to Chippenham within neighbouring Wiltshire Council's jurisdiction has also been agreed between consultants at a gross land value of approximately £140,000 per gross acre. The Chippenham scheme, known as Rowden Park, comprises some 125 hectares/309 acres and is to provide some 1,000 new homes.

The recommended threshold of £200,000 per gross acre appears to have been overlooked or disregarded in both instances. We do not know the specific reason for this, however in the case of the Gillingham SSA it is clear that a development comprising a site of some 228 gross acreage, to provide some 1,800 new homes, will require developers/promoters to bring the scheme through the planning system. This is evident in the members of the consortium comprising the likes of Welbeck Land. As such, their competitive return is also an important consideration together with the land owner's competitive return.

The PBA assessment at £82,280 per gross acre is clearly out of step with the guidance and other benchmark Land Values being agreed in neighbouring authorities.

We have adopted £150,000 per gross acre given the nature of the scheme and the players involved. This is at the upper end of the base range of values reported by DCLG (landowner incentive only), but somewhat lower than the £200,000 per gross acre recommended. We therefore consider it to be a more than reasonable threshold to achieve.

8.0 Viability Assessment

As noted at 5.3.2, the Royal Institution of Chartered Surveyors (RICS) published their Guidance Note titled 'Financial Viability in Planning' in August 2012.

The usual test applied in establishing whether a planning obligations package (including Affordable Housing) is viable, is to consider whether the residual site value of the proposed scheme exceeds the benchmark Site Value of the property. If it does, there is financial headroom for planning obligations. If it does not, there is no financial headroom and thus there is no viability for planning obligations to be included.

The Site Value can either be inputted into the Argus appraisal as a fixed input or can be used as a comparative benchmark against which the residual element produced by an appraisal can be compared.

As noted in Section 7, our report assesses the viability of the Scheme against a benchmark Site Value of £34,200,000 equating to £150,000 per acre.

The principal component of the Proposed Scheme is the residential development for up to 1,710 dwellings and apartments. The exact nature of the residential content will not be known until later Reserved Matters applications are submitted. The current Proposed Scheme is in Outline only, therefore we have made certain assumptions as to the appropriate mix of units that could be provided together with the appropriate level of GDV that would be generated and the development costs that would be incurred in building the assumed units (See 8.2 to 8.4).

We have adopted anticipated sales revenue figures based on comparable evidence from other housing schemes in the area.

We have adopted build costs based on RICS Building Cost Information Service (BCIS) indices and certain specific estimates provided to us by the consortium obtained in respect of certain identified infrastructure costs made necessary by the scheme.

Our Argus Developer appraisal summary of the scheme is at Appendix 2 but our assumptions and outcomes are summarised below.

Appendix 2 – Argus Developer Appraisal Summary

8.1. Development Programme/Timing Assumptions

In terms of scheme phasing, we have modelled the proposed development in line with the 'Phasing and Infrastructure Delivery' section of the MPF. This identifies that the development will be completed in seven phases. The seven phases are split over the three geographic sub areas; West of Shaftesbury Road; Central Area; and Lodden Lakes. Each phase is therefore assumed to be broken down into a number of sub-phases. The 'Phasing and Infrastructure Delivery' section of the MPF is at Appendix 3.

Appendix 3 – Phasing and Infrastructure Delivery MPF Extract

Having regard to the 'Phasing and Infrastructure Delivery' we have assumed an overall project timetable of 183 months or 15¼ years.

The Appraisal is set up with a project commencement date of January 2018. Our timetable assumes Phase 2 starts after a 12 month lead in period (January 2019) to gain the first Reserved Matters consent. (Phase 1 detailed on the 'Phasing and Infrastructure Delivery' plan is Lodden Lakes Phase 1 which is excluded from this assessment). Subsequent phases are assumed to begin towards the end of the previous phase build programme (i.e. there is a rolling continuous build programme, one for the Central Area, one for the West of Shaftesbury Road area and periods where phases will overlap).

8.2. Residential Component Mix

In terms of the potential residential mix, a number of assumptions have had to be made.

The first assumption is regarding the density of development that will occur within each phase. This is established from Terrence O'Rourke Density Plan contained at Appendix 4.

Appendix 4 – Density Plan

Each residential phase is broken down into residential plots of various sizes and anticipated residential unit numbers. The number of units per plot is calculated based on an assumed density of between 15 dwellings per hectare and up to 60 dwellings per hectare dependant on where the plot sits within the overall development site. This has been replicated within our appraisal model.

The second assumption to be made is the mix of units that would be required to achieve a particular density. The following table demonstrates our assumed mix for each plot density:

DPH	1 Bed Flats	2 Bed Flats	2 Bed Houses	3 Bed Houses (Small)	3 Bed Houses (Large)	4 Bed Houses (Small)	4 Bed Houses (Large)
60	30%	30%	20%	20%			
45			35%	45%	10%	10%	
35			15%	40%	25%	20%	
25				20%	20%	25%	35%
15					20%	20%	60%

The third assumption is the average or typical size of each unit within the matrix. In reality, there will be a wide range of sizes for each unit type; therefore each unit type is assessed as a general average. Having discussed the matter with our consortium clients, we view the following typical sizes to be appropriate:

	1 Bed Flats	2 Bed Flats	2 Bed Houses	3 Bed Houses (Small)	3 Bed Houses (Large)	4 Bed Houses (Small)	4 Bed Houses (Large)
sq m	50	65.5	70	84	93	107	121
sq ft	538	705	750	900	1,000	1,150	1,300

Having made those assumptions, we have then calculated how many units and what type of units would fall within each phase. This produces the following overall mix:

	1 Bed Flats	2 Bed Flats	2 Bed Houses	3 Bed Houses (Small)	3 Bed Houses (Large)	4 Bed Houses (Small)	4 Bed Houses (Large)
No. Units	33	33	181	507	347	335	274
sq m	1,650	2,161	12,612	42,391	32,237	35,791	33,092
sq ft	17,761	23,266	135,750	456,300	347,000	385,250	356,200

N.B. It is assumed the majority of flats will be provided within the extra care living block adjacent to the Local Centre.

8.3. Appraisal Revenue – Gross Development Value (GDV)

We have reviewed the local market and the North Dorset Whole Plan Viability and CIL Study referred to previously. The February 2016 PBA Viability Study recommend house values of £2,378 per m² (£220.92 per sq ft) and flat values of £2,300 per m² (£213.68 per sq ft).

The Proposed scheme represents a significant urban extension and is modelled to reflect a number of simultaneous points of sales across the assumed sub phases (i.e. multiple developers on site at any one time with competing products being brought to the market). This competition between developers is likely to have an impact on the overall pricing that can be achieved.

In reality, different types of houses will command different values when analysed on a pounds per square metre/foot basis (small units generally achieving a premium per square metre/foot compared to larger units). However, for the purposes of our modelling, we have adopted an overall blended value of £2,422 per m² (£225 per sq ft) which is higher than the PBA assessment and is considered to be optimistic given the current uncertain market conditions post Brexit.

8.4. Appraisal Outlay – Land, Residential Building, Marketing and S106 Costs

8.4.1. Land Acquisition Costs

The Argus Developer appraisal has been set up so as to fix the developer's profit at the required competitive return to the developer. The result of the appraisal, the 'Residualised Price', is thus the land value that is generated by the appraisal having taken into account the anticipated revenue and subtracted all relevant development costs and the developer profit.

In this instance, each sub phase is assumed to generate its own residual land value, timed to occur prior to the commencement of the respective phase construction. Thus there is no single land purchase at day 1 as it is considered that this would be unlikely in practice and would have the effect of overstating the finance costs attributed to the land purchase.

The Residualised Price is thus the cumulative sum of the individual phase residual land values. This cumulative total can then be compared against the Benchmark Site Value to determine whether the scheme provides the required competitive return for the landowner.

Added to the residual land values per phase are Stamp Duty, a 1% Agent Fee and a 0.75% Legal Fee.

8.4.2. Core Construction Costs

We have undertaken research using BCIS Review Online. The Building Cost Information Service (BCIS) of the Royal Institution of Chartered Surveyors (RICS) produces detailed cost information and indices and is a recognised source of assessing build costs when testing viability.

BCIS data is also widely used by and for the viability testing of local authority Community Infrastructure Levy proposals. Indeed, PBA adopted BCIS costs within their North Dorset Whole Plan Viability and CIL Study.

We have adopted the following median new build cost figures rebased by the location factor for Dorset:

Estate Housing - Generally	£1,072 per m ² (£99.59 per sq ft)
----------------------------	--

Added to the house/apartment building construction cost is an allowance for plot externals/roads etc. This reflects that each residential plot would have infrastructure brought to its boundary (i.e. serviced development site) but the externals relating to each housing plot (driveways, gardens etc), internal estate roads etc, need to be added as these costs are not reflected in the base BCIS index figure. In this instance, in the absence of a formal cost assessment, we have allowed an amount representing an additional 15% of the base BCIS cost.

Added to the house/apartment building construction cost plus externals allowance is a greenfield building cost contingency of 3%.

8.4.3. Infrastructure Costs:

The Infrastructure Costs associated with opening up and servicing this significant urban extension are significant. Advice has been provided to the consortium from a range of cost consultants including;

- i-Transport LLP - Independent transport planning consultancy
- WYG Engineering - Established UK-based multi-disciplinary management and technical services consultancy

In respect of various transport related costings, i-Transport has advised of the following necessary works and costs:

Sub Category	Components	On Site/ Off Site	Cost Estimate
Highway Improvements	B3081 Shaftesbury Road/B3092 new road junction improvements scheme incl. Old Manse	Off	£696,223
	B3081 Shaftesbury Road/B3092 new road junction improvements scheme incl. Newbury/Le Neubourg Way	Off	£935,043
	SCOOT installation	Off	£46,384
	Principal Street Extra Over	On	£3,046,062
Pedestrian & Cyclist Improvements	Improvements to pedestrian access to Gillingham rail station via the off-road route on Brickyard Lane to the south of the railway line	Off	£25,000
	Improvements to the footpath links along the Lodden Valley between the site boundary and Shaftesbury Road, at the Lodden Bridge	Off	£84,000
	Improvements to footpath N64/46 and N64/47 to the west of Gillingham rail station	Off	£50,000
	Improvements to the core pedestrian/cycle routes within the highway between the development site and key local destinations, as follows:		
	• New Road from junction with Addison Close to Shaftesbury Road	Off	£25,000
	• Shaftesbury Road from junction with Rookery Close to the junction with Newbury (High Street);	Off	£50,000
	• Station Road from Gillingham Rail Station to junction with High Street	Off	£25,000
	• Newbury (High Street) and Hardings Lane	Off	£25,000
	Improvements to cycling facilities on Le Neubourg Way	Off	£25,000
	Provision on advisory on-carriageway cycle route on Harding's Lane	Off	£10,000
Public Transport Improvements	Upgrading of existing bus stops in the vicinity of the site, including shelters, timetable information, Real time passenger information, etc.	Off	£120,000
	Provision of 'community transport hub'	Off	£100,000
	Upgrading of existing bus stops at key destinations within Gillingham	Off	£90,000

In respect of utilities infrastructure, WYG has provided a Preliminary Infrastructure Appraisal report dated January 2017 which identifies the following necessary works and costs:

Sub Category	Components	On Site/ Off Site	Cost Estimate
Electricity	Off-Site reinforcement of HV network	Off	£1,800,000
	On-Site electricity infrastructure	On	£1,800,000
	Diversion of 11kV and LV overhead cable routes crossing Ham Farm, Newhouse Farm and Lodden Lakes	On	£150,000
Gas	On-Site gas supply infrastructure	On	£1,188,000
	Diversion of 180mm PE medium pressure gas main - east of Ham Site	On	£28,000
	Diversion of 6" low pressure gas main in Shaftesbury Road	Off	£21,500
	Diversion, protection or lowering of 180mm MP main to allow internal access road crossing	On	£60,000
	Diversion, protection or lowering of 8" steel medium gas main to allow internal access road crossing	On	£59,000
Water	Off-Site main laying and off-site network reinforcement	Off	£2,200,000
	On-Site mains	On	£615,000
	Infrastructure charges (1,710 units)	On	£603,630
Foul	On-Site foul sewers (1,710 units)	On	£2,565,000
	Infrastructure charges (1,710 units)	On	£603,630
Surface Water Sewers	On-Site surface water sewers	On	£2,565,000
Telecoms	Diversions, lowering or protection of on-site assets	On	£100,000
IDNO and IGT	On-Site works to include all electricity and gas infrastructure	On	£159,551
	Off-Site works – electricity	Off	£2,951
	Network operator cost – electricity	On	£8,000
	Off-Site works – gas	Off	£4,635

In addition to the above, WYG has also advised that a number of costs have yet to be determined:

- Diversions – projection or lowering of LV cable routes to accommodate junctions with surrounding highway network – dependant on junction design.
- Foul – offsite reinforcement – subject to further design
- Foul Diversion – subject to further design
- Foul Pumping Station – subject to further design
- Attenuation Storage at Park Farm, Ham Farm, Newhouse Farm and Lodden Lakes – to be confirmed

Furthermore, the Public Open Space and Local Centre costs have yet to be fully determined.

The above costs yet to be determined are entered into the appraisal at a nominal £1. An overall allowance of £10million has been made within the appraisal for these costs together with the developer contributions that are also yet to be determined (see 8.4.4 below).

To the above transport and utilities infrastructure costs we have added a 5% contingency allowance (to reflect that the costs are budget costings). The only exception to this are the i-Transport 'Highways Improvements' costings which already make allowances for contingencies.

8.4.4. Infrastructure Developer Contributions:

Certain other aspects have been identified which are regarded as infrastructure related developer contributions:

Sub Category	Components	On Site/ Off Site	Cost Estimate
Highway Improvements	Financial contribution towards Enmore Link Road	Off	£432,102
Public Transport Improvements	Total bus subsidy over 10 year build period	Off	£742,205
	Financial contribution towards the enhancement of the Community Transport schemes within Gillingham	Off	£50,000
Travel Plan	Production and implementation of on-site Travel Plan (site specific)	Off	£376,850
	Town-wide Personal Travel Planning for Gillingham	Off	£160,750
Primary School Contribution	Additional max. 2 form of entry required as assessed by Dorset CC	On/Off	£3,631,163
Secondary School Contribution	Expand Gillingham Secondary School	Off	£7,338,645

In addition to the above, contributions for pre-school education, household recycling, library extension and fire and rescue are yet to be determined. Again, these are entered into the appraisal at a nominal £1 with the £10million sum referenced above included to allow for these.

8.4.5. Professional Fees

Professional building design fees (Architect, QS etc. to include all planning and building regulation fees) have been added for the development. For a scheme of this nature these are assumed to be 6% of the housing plot construction costs including plot externals and infrastructure allowances. The only exception to this are the i-Transport 'Highways Improvements' costings which already make allowances for fees.

8.4.6. Marketing Fees

Typical Marketing Costs (including show home, brochures etc.) for housing schemes have been included equating to 1.5% of the GDV.

8.4.7. Disposal Fees

Sales agent's fees on open market housing sales have been allowed for equating to 1.5% of each sale.

Legal costs on housing sales are allowed for at 0.5% of each sale.

8.5. Finance Costs

Where development finance is available (which having been available for a select number of situations is now improving) lenders are currently charging 3 - 5% above LIBOR. Arrangement fees (1-3%), monitoring fees (2-5%) and exit fees (1% of GDV) amongst other fees can be added costs dependant on the status of the borrower. These lending terms have emerged due to the bank's perceived risk of residential development in the current market.

An extract from the Investment Property Forum (IPF) 'UK Development Finance Review 2015' confirms the range of fees that banks may charge:

"Fees are a significant feature of development finance and they often pose a challenge when attempting to compare all-in financing costs because of their variation. Many lenders offering the lowest margins will demand higher fees or impose more types of fees."

The spectrum of fees a bank lender may require will include front end (i.e. arrangement) fees, exit fees, non-utilisation fees, hedging fees, booking fees for residential (as each unit is sold) and, occasionally, pre-payment fees. In addition, there may be an array of management and monitoring fees, while agency fees will be payable if the deal is a club or syndication."

In this instance we have adopted an 'all-in' debit interest rate of 6% together with a credit rate of 0.5%, with no additional allowance for fees, which we consider to be a realistic assumption for a development of this nature in the current market.

8.6. Developer's Return for Risk and Profit

The Profit amount is fixed representing in performance measures, 20% Profit on GDV.

This level of profit is the current accepted norm of the marketplace for a large urban extension of the nature proposed and the associated significant infrastructure. A profit level of 20% on GDV thus represents the minimum competitive return for the developer.

8.7. Appraisal Summary

The Argus Developer model has been utilised to establish whether the Proposed Scheme provides an acceptable return to the landowner. The result of the appraisal, the 'Residualised Price', is thus the land value that is generated by the appraisal having taken into account the anticipated revenue and subtracted all relevant development costs and the developer profit.

In this instance, with a 100% open market scheme and no affordable housing allocated, the appraisal produces a residual land value of £26,680,644.

This falls below the benchmark Site Value of £34,200,000 and demonstrates that there is a viability gap of some £7.5million.

It can therefore be extrapolated from this that, should any affordable housing be introduced into the appraisal, the viability of the scheme would deteriorate further and exacerbate the viability gap.

The summary table overleaf shows the residualised price (land value) arising out of the assumptions made and inputs used.

Illustrative Financial Appraisal

Appraisal Revenue:

Illustrative Financial Appraisal			
Open Market Units	£387,343,575		
Net Realisation (Gross Development Value)			£387,343,575
Appraisal Outlay:			
Residualised Price (Land Value)		£26,680,644	
Stamp Duty	£1,383,300		
Agent Fee	£303,960		
Legal Fee	£227,970	£1,462,650	
Core Construction Cost		£171,444,484	
Phase Plot Externals/Estate Roads		£25,716,673	
Contingency		£5,914,835	
Infrastructure Costs and Contributions (inc. contingencies and fees where applicable)		£46,352,163	
Professional Fees		£12,184,559	
Marketing Fees		£5,810,154	
Disposal Fees		£7,746,872	
Finance		£4,892,733	
Total Costs			£308,658,346
Developers Profit :		20% on GDV	£78,685,229

The Argus Developer summary worksheet of this appraisal is at Appendix 2.

9.0 Conclusion

Our Financial Viability Assessment and review of the Gillingham Strategic Site Allocation leads us to conclude that there is an evident viability gap. The scheme, with no affordable housing, produces a residual land value that falls below the necessary landowner competitive return.

The scheme does however provide for significant planning gain/community benefits in the form of major infrastructure and road improvements including the provision of a link road connecting the B3081 and B3092; significant education contributions, significant public open space provision and sports/play facilities and the provision of a new local centre.

We trust that this Financial Viability Assessment report is suitable for your purposes but please do not hesitate to contact us if you require any further detail or information.

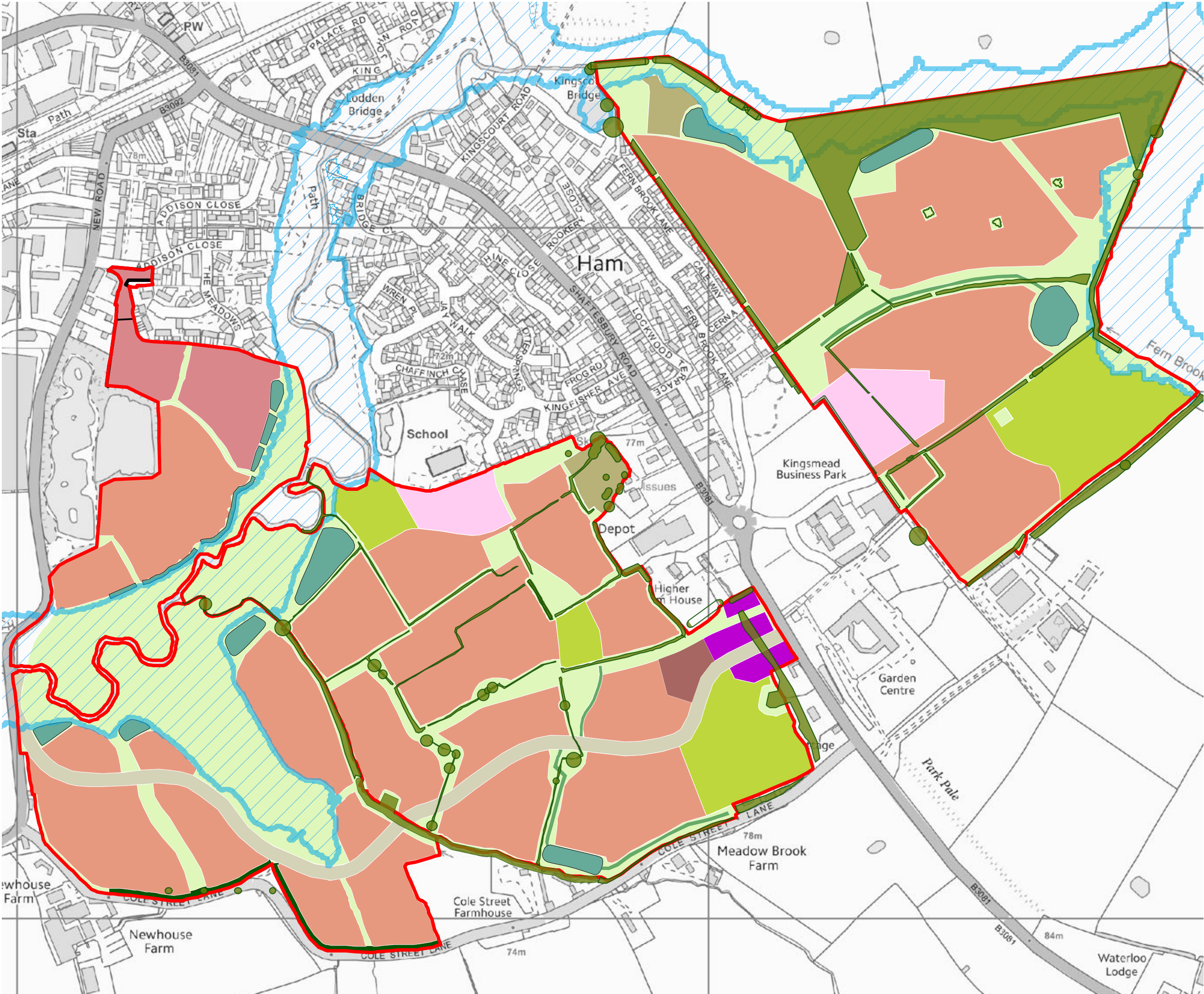
.....
Andrew Cullen BA (Hons) MRICS
Associate
RICS Registered Valuer

For and on Behalf of
Alder King LLP
15 Cherry Orchard West
Kembrey Park
SWINDON
Wiltshire SN2 8UP

Tel: 01793 615477
Email: acullen@alderking.com

Appendix 1 – Land Use Budget Plan

DRAFT



Key

- Residential 46.9 Ha
- Residential (allocated) 2.7 Ha
- Formal open space 6.9 Ha
- Informal open space 30Ha
- Allotment/orchard 1.1 Ha
- Attenuation 1.9 Ha
- Link road corridor 2.7 Ha
- Primary school 2.7 Ha
- Local centre 0.7 Ha
- Extra care 0.4 Ha

Notes/Revisions

220703/URB/LUB/LL/006	Revision:
	Date issued: July 2015
1:5000@A3	Drawn by: IP Checked by: RB

Please note plans and illustrative master plans are subject to alterations following additional survey information, including, but not exclusively, drainage and arboricultural surveys. Red lines to be confirmed

© Terence O'Rourke Ltd 2017 Do not scale from this drawing

South Gillingham
South Gillingham Consortium

Land use buget

Terence O'Rourke
Planning | Design | Environment

London
3 Whitcomb Street London WC2H 7HA
Bournemouth
Everdene House Deansleigh Road Bournemouth BH7 7DU
020 3664 6755 enquiries@torltd.co.uk www.torltd.co.uk

Appendix 2 – Argus Developer Appraisal Summary

DRAFT

APPRAISAL SUMMARY

ALDER KING

Gillingham Southern Extension 1710 Unit Scheme - 0% Affordable Housing

Summary Appraisal for All Merged Phases

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Ph2a - TW P2 - OM	117	130,150	225.00	250,288	29,283,750
Ph2b - WL P1 - OM	155	140,130	225.00	203,415	31,529,250
Ph2c - CGF P1 - OM	138	128,000	225.00	208,696	28,800,000
Ph3 - WL P2 - Extra Care - OM	60	37,297	225.00	139,864	8,391,825
Ph3a - WL P2 - OM	85	80,400	225.00	212,824	18,090,000
Ph3b - CGF P2 - OM	105	98,050	225.00	210,107	22,061,250
Ph4a - WL P3 - OM	68	82,100	225.00	271,654	18,472,500
Ph4b - WL P4 - OM	158	163,600	225.00	232,975	36,810,000
Ph4c - CGF P3 - OM	174	165,850	225.00	214,461	37,316,250
Ph5a - WL P5 - OM	125	133,600	225.00	240,480	30,060,000
Ph5b - WL P6 - OM	115	124,850	225.00	244,272	28,091,250
Ph5c - CGF P4 - OM	120	118,200	225.00	221,625	26,595,000
Ph6a - WL P7 - OM	43	44,000	225.00	230,233	9,900,000
Ph6b - CGF P5 - OM	97	108,400	225.00	251,443	24,390,000
Ph7 - WL P8 - OM	150	166,900	225.00	250,350	37,552,500
Totals	1,710	1,721,527			387,343,575

NET REALISATION

387,343,575

OUTLAY

ACQUISITION COSTS

Residualised Price	30,396,015	
Residualised Price (Negative land)	(3,715,371)	
		26,680,644
Stamp Duty	1,383,300	
Agent Fee	1.00%	303,960
Legal Fee	0.75%	227,970
		1,915,231

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Ph2a - TW P2 - OM	130,150	99.59	12,961,638
Ph2b - WL P1 - OM	140,130	99.59	13,955,547
Ph2c - CGF P1 - OM	128,000	99.59	12,747,520
Ph3 - WL P2 - Extra Care - OM	37,297	99.59	3,714,408
Ph3a - WL P2 - OM	80,400	99.59	8,007,036
Ph3b - CGF P2 - OM	98,050	99.59	9,764,799
Ph4a - WL P3 - OM	82,076	99.59	8,173,949
Ph4b - WL P4 - OM	163,600	99.59	16,292,924
Ph4c - CGF P3 - OM	165,850	99.59	16,517,001
Ph5a - WL P5 - OM	133,600	99.59	13,305,224
Ph5b - WL P6 - OM	124,850	99.59	12,433,811
Ph5c - CGF P4 - OM	118,200	99.59	11,771,538
Ph6a - WL P7 - OM	44,000	99.59	4,381,960
Ph6b - CGF P5 - OM	108,400	99.59	10,795,556
Ph7 - WL P8 - OM	166,900	99.59	16,621,571
Totals	1,721,503		171,444,484
Contingency	3.00%	5,914,835	
			177,359,318

Other Construction

Ph2a - Estate Roads/Plot Externals	15.00%	1,944,246
Ph2b - Estate Roads/Plot Externals	15.00%	2,093,332
Ph2c - Estate Roads/Plot Externals	15.00%	1,912,128
Ph3 - Estate Roads/Plot Externals	15.00%	557,161
Ph3a - Estate Roads/Plot Externals	15.00%	1,201,055
Ph3b - Estate Roads/Plot Externals	15.00%	1,464,720
Ph4a - Estate Roads/Plot Externals	15.00%	1,226,092
Ph4b - Estate Roads/Plot Externals	15.00%	2,443,939
Ph4c - Estate Roads/Plot Externals	15.00%	2,477,550
Ph5a - Estate Roads/Plot Externals	15.00%	1,995,784
Ph5b - Estate Roads/Plot Externals	15.00%	1,865,072
Ph5c - Estate Roads/Plot Externals	15.00%	1,765,731
Ph6a - Estate Roads/Plot Externals	15.00%	657,294
Ph6b - Estate Roads/Plot Externals	15.00%	1,619,333
Ph7 - Estate Roads/Plot Externals	15.00%	2,493,236
		25,716,673

INFRASTRUCTURE COSTS

Infrastructure Costs - Site-Wide	877,500
Planning Obligations	164,608
Infrastructure Costs - Phase	747,542
Infrastructure Costs - Principal St	208,351
Planning Obligations - Later Phases	1,172,945
Infrastructure Costs - Site-Wide	7,194,471
Planning Obligations	1,349,593
Infrastructure Costs - Phase	990,088
Infrastructure Costs - Site-Wide	4,756,972
Planning Obligations	892,348
Infrastructure Costs - Phase	881,649

APPRAISAL SUMMARY**ALDER KING****Gillingham Southern Extension
1710 Unit Scheme - 0% Affordable Housing**

Infrastructure Costs - Phase		926,054	
Infrastructure Costs - Principal St		466,961	
Planning Obligations - Phases 3 & 4		2,066,330	
Infrastructure Costs - Phase		670,591	
Infrastructure Costs - Principal St		424,926	
Planning Obligations - Phases 3 & 4		1,880,320	
Infrastructure Costs - Phase		434,332	
Infrastructure Costs - Principal St		373,447	
Planning Obligations - Phases 3 & 4		1,652,525	
Infrastructure Costs - Phase		1,009,183	
Infrastructure Costs - Principal St		867,823	
Planning Obligations - Phases 3 & 4		3,840,166	
Infrastructure Costs - Phase		1,111,379	
Infrastructure Costs - Principal St		704,554	
Planning Obligations - Phases 3 & 4		3,117,692	
Infrastructure Costs - Phase		798,385	
Planning Obligations - Phase 5		1,071,809	
Infrastructure Costs - Phase		734,459	
Planning Obligations - Phase 5		985,947	
Infrastructure Costs - Phase		766,652	
Planning Obligations - Phase 5		1,360,585	
Infrastructure Costs - Phase		274,484	
Infrastructure Costs - Phase		619,310	
Infrastructure Costs - Phase		958,182	
			46,352,163
PROFESSIONAL FEES			
Ph 2a - Professional Fees	6.00%	921,184	
Ph2b - Professional Fees	6.00%	991,821	
Ph2c - Professional Fees	6.00%	905,966	
Ph3 - Professional Fees	6.00%	263,983	
Ph3a - Professional Fees	6.00%	569,060	
Ph 3b - Professional Fees	6.00%	693,984	
Ph4a - Professional Fees	6.00%	580,923	
Ph4b - Professional Fees	6.00%	1,157,938	
Ph4c - Professional Fees	6.00%	1,173,863	
Ph5a - Professional Fees	6.00%	945,602	
Ph5b - Professional Fees	6.00%	883,671	
Ph5c - Professional Fees	6.00%	836,603	
Ph6a - Professional Fees	6.00%	311,426	
Ph6b - Professional Fees	6.00%	767,240	
Ph7 - Professional Fees	6.00%	1,181,295	
			12,184,559
MARKETING & LETTING			
Marketing	1.50%	5,810,154	
			5,810,154
DISPOSAL FEES			
Sales Agent Fee	1.50%	5,810,154	
Sales Legal Fee	0.50%	1,936,718	
			7,746,872
FINANCE			
Multiple Finance Rates Used (See Assumptions)			
Total Finance Cost			4,892,733
TOTAL COSTS			308,658,346
PROFIT			78,685,229
Performance Measures			
Profit on Cost%	25.49%		
Profit on GDV%	20.31%		
Profit on NDV%	20.31%		
IRR	43.15%		
Profit Erosion (finance rate 6.000)	3 yrs 10 mths		

APPRAISAL SUMMARY**ALDER KING****Gillingham Southern Extension
1710 Unit Scheme - 0% Affordable Housing**

Summary Appraisal for All Merged Phases

Currency in £

REVENUE**OUTLAY****CONSTRUCTION COSTS**

Contingency	5.00%	742,645	
Junction Improvements & SCOOT		1,677,650	
Pedestrian & Cycle Improvements		319,000	
Water - Offsite Main Laying/Reinf.		2,200,000	
Water - New Onsite Mains		615,000	
Electricity - Offsite Reinforcement		1,800,000	
Electricity - Diversions		150,000	
Gas - Diversions		168,500	
Foul - Offsite Reinforcement		1	
Foul - Diversion		1	
Foul - Pumping Station		1	
Surface Water Sewers - Attenuation		1	
Telecoms Diversion		100,000	
Telecoms Rebate		1	
Water - Infrastructure Charges		603,630	
Electricity - Onsite Infrastructure		1,800,000	
Gas - Onsite Infrastructure		1,188,000	
Foul - Onsite Sewers		2,565,000	
Foul - Infrastructure Charges		603,630	
Surface Water Sewers - Onsite		2,565,000	
IDNO/IGT		175,136	
Principal Street		3,046,062	
Travel Plan		376,850	
Phased Increase of Bus Services		742,205	
Upgrade Existing Bus Stops		120,000	
Personal Travel Planning		160,750	
Primary School Contribution		3,631,163	
Pre School Contribution		1	
Household Recycling Contribution		1	
Library Extension Contribution		1	
Fire & Rescue Contribution		1	
Enmore Link Road Contribution		432,102	
Community Transport Scheme Contrib		50,000	
Community Transport Hub		100,000	
Gillingham Bus Stop Improvements		90,000	
Secondary School Contribution		7,338,645	

33,360,977

Other Construction

Hill top park		1	
Rec. Grounds East Shaftesbury Road		1	
Rec. Grounds West Shaftesbury Road		1	
Community Hall/Changing Facilities		1	
NEAPs		1	
LEAPs		1	
Playful Landscape		1	
Landscape Works along R.Lodden		1	
Allotments		1	
GP Surgery		1	
Dental Surgery		1	
Pharmacy		1	
Allowance for Infra/S106 costs @ £1		3,500,000	
Allowance for Infra/S106 Costs @ £1		6,500,000	

10,000,012

PROFESSIONAL FEES

Professional Fees	6.00%	531,150	
Professional Fees	6.00%	136,698	
Professional Fees	6.00%	83,327	
Professional Fees	6.00%	133,336	
Professional Fees	6.00%	120,008	
Professional Fees	6.00%	46,647	
Professional Fees	6.00%	50,008	
Professional Fees	6.00%	390,000	

1,491,174

Additional Costs

Old Manse Purchase	1,500,000		
--------------------	-----------	--	--

1,500,000

FINANCE

Debit Rate 6.000%, Credit Rate 0.500% (Nominal)			
Construction		152,876	
Other		671,254	
Total Finance Cost			824,130

TOTAL COSTS**47,176,293**

APPRAISAL SUMMARY

ALDER KING

Gillingham Southern Extension 1710 Unit Scheme - 0% Affordable Housing

PROFIT

(47,176,293)

Performance Measures

Profit on Cost%	(100.00)%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
IRR	N/A
Profit Erosion (finance rate 6.000)	N/A

Appendix 3 – Phasing and Infrastructure Delivery MPF Extract

DRAFT

10 PHASING AND INFRASTRUCTURE DELIVERY

Phasing

10.1 The new neighbourhood will be delivered over a number of years. Phasing will ultimately be determined by a series of factors including future market and commercial considerations. As such, the phasing plan in figure 10.1 provides an indication of how the neighbourhood *could* grow.























10.2 This MPF will be completed with an Infrastructure Delivery Schedule (IDS) which will provide triggers for key infrastructure to be delivered alongside social and community infrastructure and new homes. These triggers will include elements such as, highways (both on and off site improvements), utilities and the local centre.

10.3 Land north east of Lodden Lakes represents the first phase of development and will be developed between 2016-2018. Thereafter, each of the constituent sites could each deliver housing and infrastructure through six further phases.

10.4 Further details on phasing will be presented as part of the works to finalise the IDS and at planning approval stages.

Phasing breakdown

10.5 The following phasing breakdown provides an indicative sequence of housing delivery together with key on site community infrastructure and off site highway improvements.

	Residential	Landscape	Strategic site roads	Off site highway	Community
Phase 1					
Phase 2					
Phase 3					
Phase 4					
Phase 5					
Phase 6					
Phase 7					

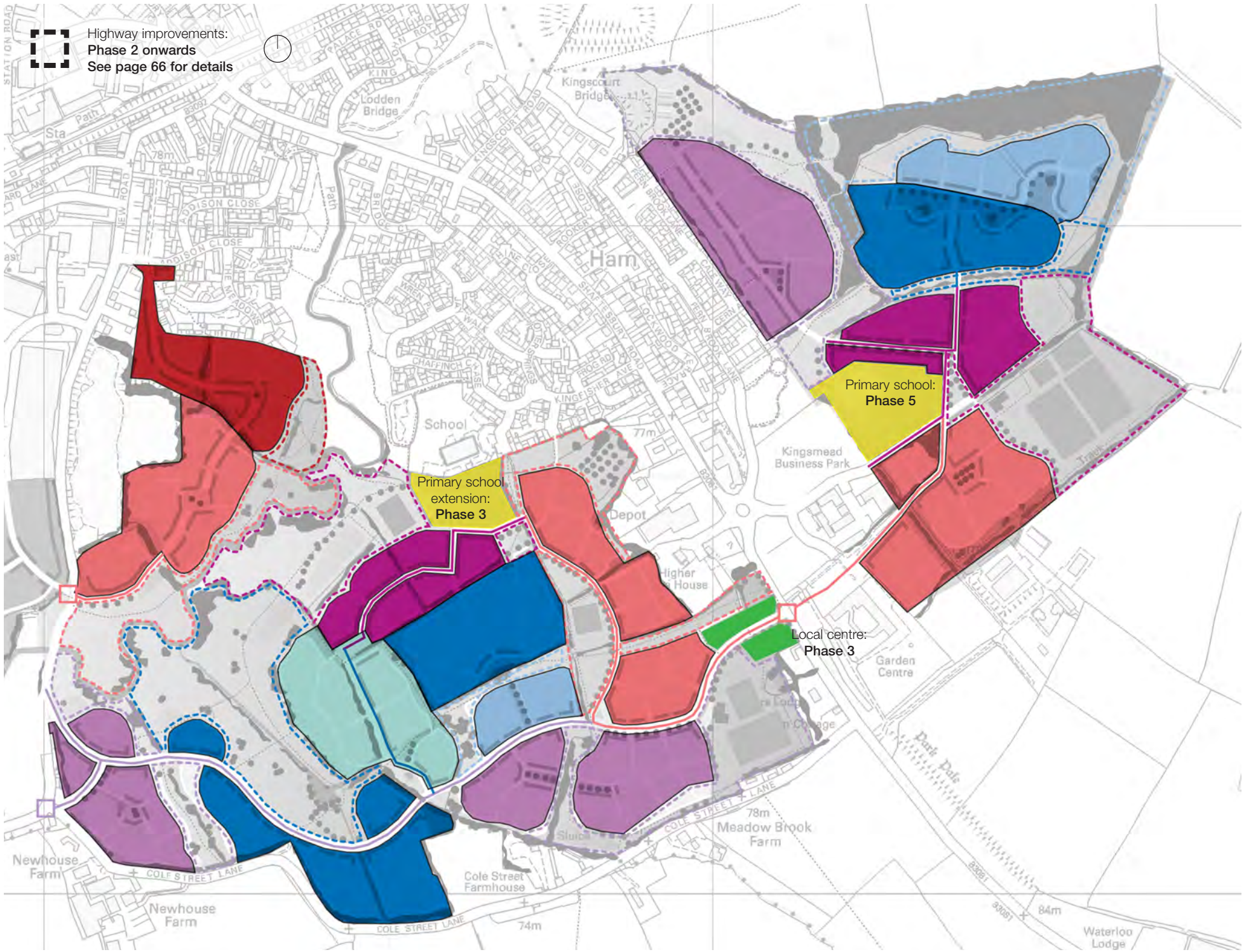
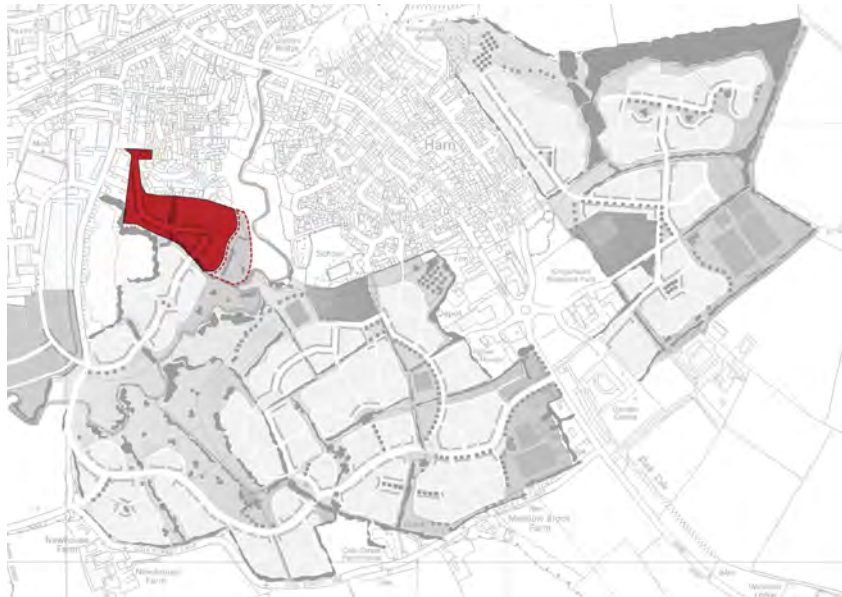
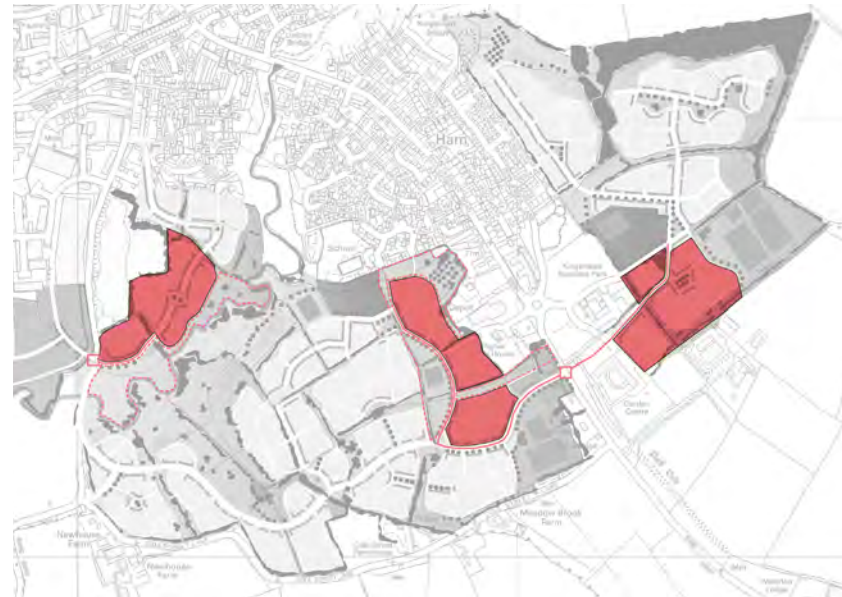


Figure 10.1: Indicative phasing plan



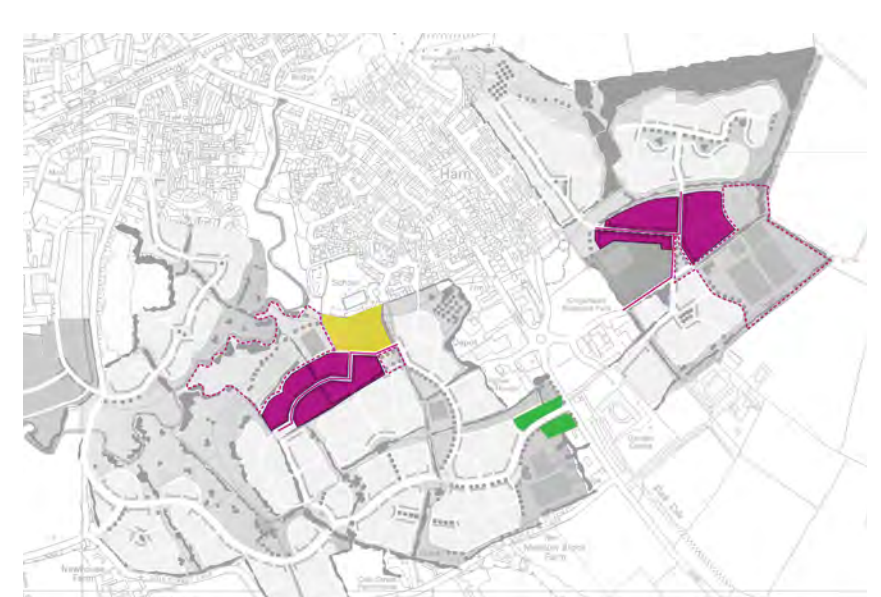
Phase 1 - approx 90 dwellings

- Lodden Lakes allocated and permitted outline application



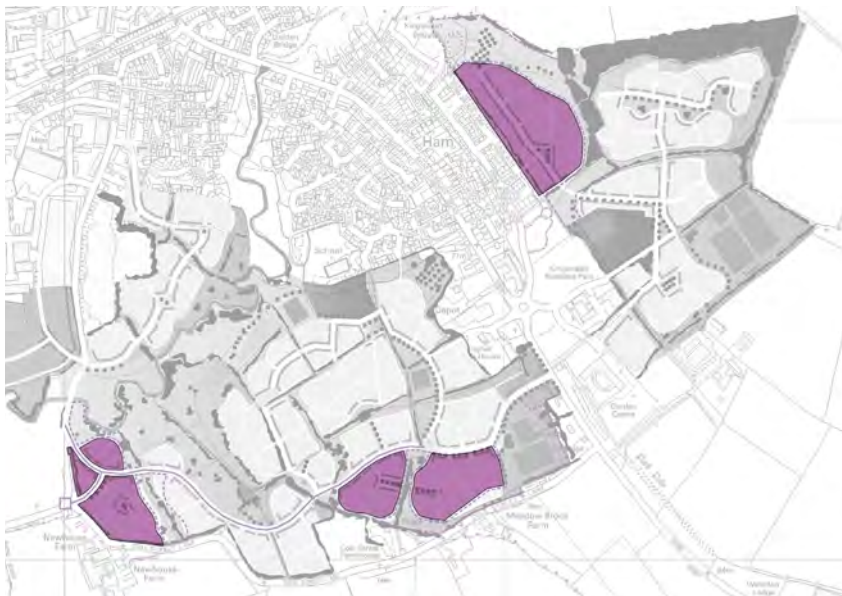
Phase 2 - approx 550 dwellings

- Housing
- Shaftesbury Road, principal street junction
- Allotments west of Shaftesbury Road
- Hill top park, including element of formal recreation
- Off site highway, as outlined on previous page
- Increase in Shaftesbury Road corridor bus service frequency



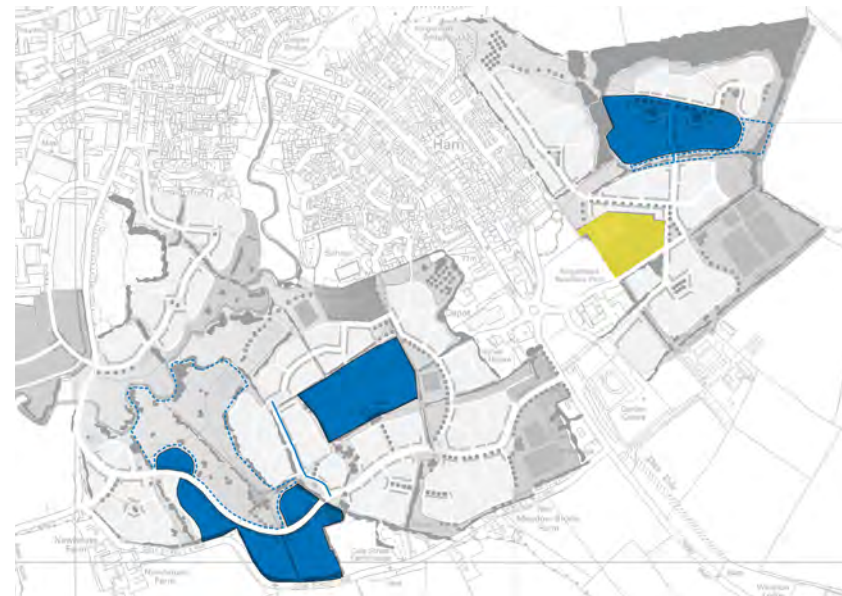
Phase 3 - approx 800 dwellings

- Housing
- Extension to St Mary's the Virgin primary school
- Recreation grounds east of Shaftesbury Road
- Local centre



Phase 4 - approx 1200 dwellings

- Housing
- Completion of the principal street connecting Shaftesbury Road and New Road
- Recreation grounds west of Shaftesbury Road including combined community hall and changing facilities



Phase 5 - approx 1550 dwellings

- Housing
- New primary school to the east of Shaftesbury Road
- Completion of landscape works along the River Lodden corridor



Phase 6 - approx 1650 dwellings

- Housing



Phase 7 - approx 1800 dwellings

- Housing
- Completion of development

Infrastructure requirements

10.6 Policy 21 sets out NDDC's expectations with regard to the provision of supporting infrastructure and facilities at the southern extension, based on evidence collected as part of NDDC's plan making work. The IDS will progress those requirements, setting out more detail on the total infrastructure budget and on the triggers for delivery. The Consortium will work with stakeholders to seek to mitigate the effect of the southern extension on cemetery provision. The list of infrastructure that will be addressed in the IDS will include the following:

- Transportation including improvements to highways, pedestrian & cycle provision and public transport together with a travel plan
- Green infrastructure including formal and informal open space, green corridors and allotments
- Education
- Health
- Social infrastructure
- Sport
- Public services
- Emergency services
- Utilities e.g. water/electricity/telecoms/drainage

10.7 Construction effects on existing and new residents could be managed through a Construction and Environmental Management Plan (generic site-wide common to all permissions and more focussed site specific) that would be secured through a planning condition attached to the outline planning permissions.

Transportation infrastructure

10.8 Discussions between the Consortium and the Councils regarding transportation requirements have been ongoing for some time. As a consequence the transportation infrastructure requirements are already well understood. The trigger points for delivering social and community infrastructure will be discussed further with NDDC and other stakeholders. The trigger points will be reflected in the IDS and appropriate trigger points will be included in the S106 agreements relating to individual planning applications.

10.9 The following transportation infrastructure is to be delivered as part of the Southern extension.

10.10 A phased increase in the bus service frequency on the Gillingham to Shaftesbury corridor will be implemented at 300 dwellings and 750 dwellings.

450 dwellings

- B3081 Shaftesbury Road / B3092 New Road junction improvement scheme
- B3081 Shaftesbury Road / Newbury (High Street) junction improvement scheme
- Provision of SCOOT UTC on B3081 / B3092 corridor at the following junctions:
 - B3081 Le Neubourg Way / Station Road;
 - B3081 Le Neubourg Way / Newbury (High Street)
 - B3081 Shaftesbury Road / B3092 New Road
 - B3081 Shaftesbury Road / King John Road
 - B3092 Le Neubourg Way / B3081 Wyke Road

1,100 dwellings

- Principal street (a new road link between the B3081 Shaftesbury Road and B3092 New Road)

10.11 As agreed with DCC, the phasing of the sustainable transport strategy will be determined by the location of the development parcels that come forward first, i.e. to ensure adequate pedestrian/cycling/bus infrastructure is provided to serve those areas.

Securing Southern extension Infrastructure

10.12 As noted above, the total infrastructure budget associated with the Southern extension will be established through the IDS. This

will include evidentially supported infrastructure sought by the NDLP Policy 21 and additional infrastructure required to support the Southern extension such as utility connections and improvements. The IDS will be finalised prior to the submission of outline planning applications (OPA's).

10.13 The IDS will also establish the trigger points for delivering infrastructure. Again, these will be established prior to the submission of outline planning applications, noting that the trigger points for the delivery of transportation infrastructure have been established in order to provide certainty at the outset. The IDS will play a co-ordinating role by ensuring that the proposed triggers can be readily translated into individual section 106 agreements as described below.

10.14 The MPF and IDS will provide the framework for infrastructure delivery. The delivery of infrastructure and supporting facilities will then be secured within each OPA area through legal agreements under section 106 of the Town and Country Planning Act 1990, relating to each outline planning application. The individual section 106 agreements will progress the MPF and IDS by identifying the specific type and scale of infrastructure to be delivered within each OPA area. The triggers for delivery set out in the IDS will be translated into the section 106 agreements. The objective is to secure the comprehensive delivery of infrastructure across the entire Southern extension.

10.15 It may well be that some of the land holdings (likely OPA areas) appear to deliver more infrastructure than would normally be required on that site if the proposal was a stand-alone scheme. This is commonplace in major strategic developments and reflects the individual characteristics of individual sites and their differing roles in securing the comprehensive aims of the new development. Accordingly, the developers will enter into an agreement that secures "equalisation" payments to compensate those developers who shoulder a greater burden of infrastructure delivery to ensure that there is equal incentive for individual applications and developments to come forward. These agreements will also include provisions to ensure that infrastructure critical to the Southern extension as a whole (eg transportation and drainage) is delivered on all sites across the Southern extension in accordance with the IDS even where the landowner or developer in question is for whatever reason not proceeding with development at the required pace.

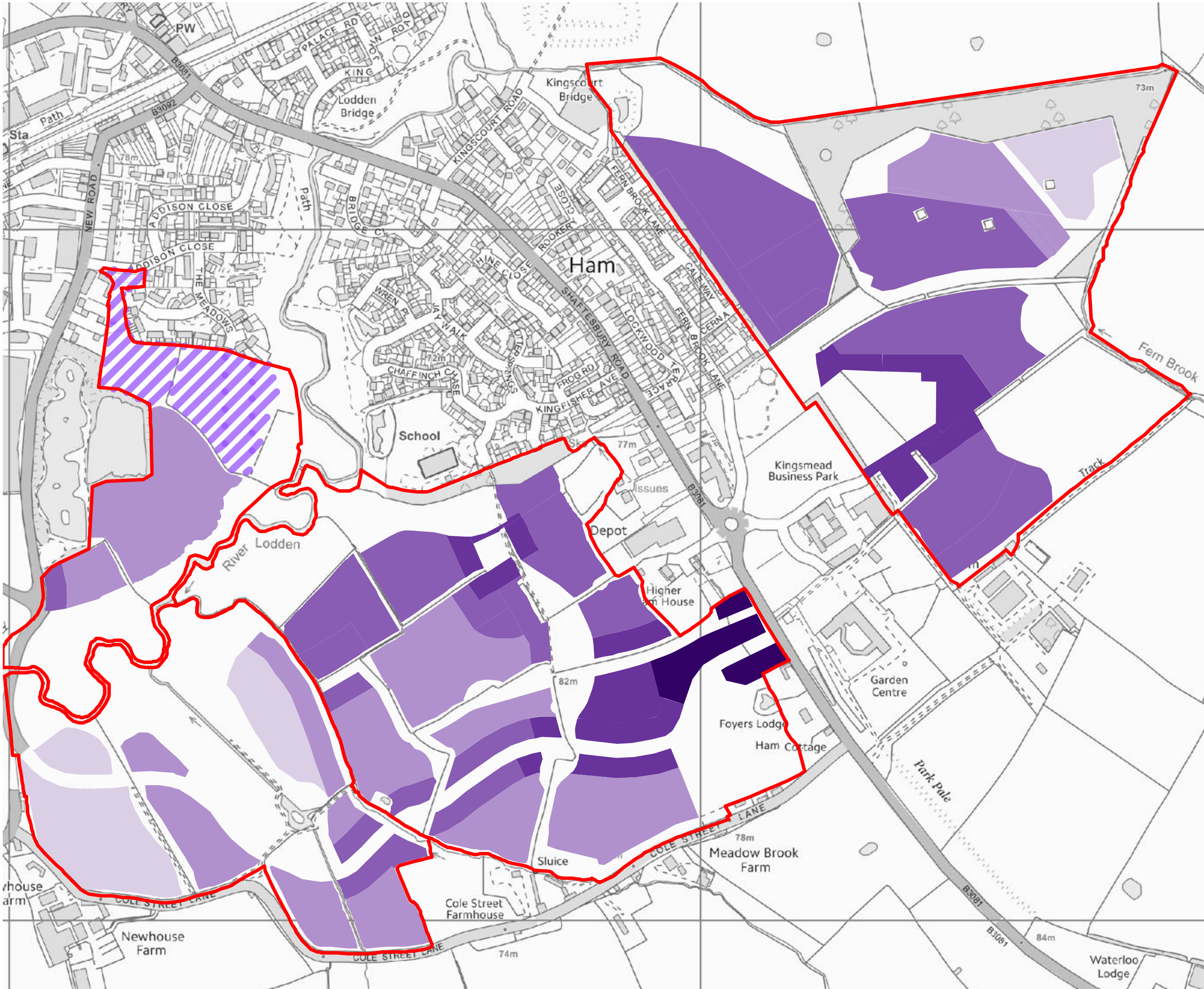
10.16 The overarching aim is to ensure that the development of the Southern extension takes place in a comprehensive and coherent manner and that it secures the objectives of NDLP Policy 21 and this MPF.

Scope of the Outline Planning Applications

10.17 As described earlier in this MPF the outline planning applications (OPAs) will progress the MPF, IDS and mitigation measures (as set out in the ES) to a greater level of detail than is possible here. They will also set the context for post-outline master planning work, which will have a

Appendix 4 – Density Plan

DRAFT



Key

Park Farm (35.65 Ha)

Up to 60 dph - 0ha = 0 dw
(note: this include extra care housing)

37.5 - 45 dph - 1.88Ha = 71-85 dw

32.5 - 37.5 dph - 12.07Ha = 392-452 dw

25 - 32.5 dph - 1.97Ha = 49-64 dw

15 - 25 dph - 1.33Ha = 20-33 dw

Total dwellings = 532 - 634
Total resi area = 17.25 Ha
Average density = 30.8 - 36.8dph

Ham & Newhouse Farm (51.36 Ha)

Up to 60 dph - 1.17ha = 70-70 dw
(note: this include extra care housing)

37.5 - 45 dph - 2.83Ha = 106-127 dw

32.5 - 37.5 dph - 7.61Ha = 247-285 dw

25 - 32.5 dph - 11.31Ha = 383-368 dw

15 - 25 dph - 4.32Ha = 65-108 dw

Total dwellings = 771 - 961
Total resi area = 27.24 Ha
Average density = 28.3 - 35.3 dph

Lodden Lakes (6.68 Ha)

Up to 60 dph - 0ha = 0 dw
(note: this include extra care housing)

37.5 - 45 dph - 0Ha = 0 dw

32.5 - 37.5 dph - 0.183Ha = 6-7dw

25 - 32.5 dph - 3.40Ha = 85-110 dw

15 - 25 dph - 0Ha = 0 dw

37.5 - 45 dph (allocated) = 90 dw

Total dwellings = 181-207
Total resi area = 6.468 Ha
Average density = 28 - 32 dph

SSA Total

Up to 60 dph - 1.17ha = 52-71 dw
(note: this include extra care housing)

37.5 - 45 dph - 4.71Ha = 177-213 dw

32.5 - 37.5 dph - 12.96Ha = 421-486 dw

25 - 32.5 dph - 24.64Ha = 616-801 dw

15 - 25 dph - 5.65Ha = 85-141 dw

Total dwellings = 1351- 1712
Total resi area = 49.14 Ha
Average density = 27.9- 34.8 dph

Notes/Revisions
Please note plans and illustrative master plans are subject to alterations following additional survey information.

South Gillingham
South Gillingham Consortium

Density Draft	
220703/URB/DEN/SSA/007	Revision: A
	Date issued: Jan 2017
1:5000@A3	Drawn by: IP Checked by: RB

© Terence O'Rourke Ltd 2017 Do not scale from this drawing

Terence O'Rourke
Planning | Design | Environment

London
3 Whitcomb Street London WC2H 7HA
Bournemouth
Everdene House Deansleigh Road Bournemouth BH7 7DU
020 3664 6755 enquiries@toritd.co.uk www.toritd.co.uk