
South Lakeland Land Allocations DPD

Viability Study - Appendices

April 2013

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Issued 5th April 2013

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Appendix 1. Consultees

Stakeholders invited to Viability Event on 7th February 2013 (and record of attendance):

Invitations were sent out to promoters of the key development sites within the District and the representatives of the main developers, specific site owners (involved in the viability study) and Housing Providers.

Title	Surname	Organisation	Recorded as having attended Viability Event on 7 th Feb 2013
Mr	Pope	Nathaniel Lichfield and Partners	
Mr	Adams	Holcrest Ltd	
Mr	Scott	Rawdon Property	✓
Mr	Redmayne		✓
Mr	Bowes		✓
Ms	Batchelor		
Mr	Woodford	How Planning	
Mr	Oston	Davis & Bowring / Dallam Tower Estates	✓
Mr	Ferguson	Napthens LLP	✓
Mr	Lester	Steven Abbott Associates	✓
Mr	Williamson		
Mr	Sharp	Lakeland Agregates	
Mr	Galbraith		
Mr	Bagot	Trustee Owners of Levens Estate	✓
Mr	Honeybill	NLP Estates LTD	
Mr	Walker	Ulverston Auction Mart Ltd.	
Mr	Mashiter	M B Hodgson & Son / NWA Professional and Property	
Mr	Lord	Pure Leisure	
Mr	Peill	Peill & Co	
Mr	Leigh	Hackney & Leigh	
Mr	Barden	Stephen Abbot Associates	✓

Title	Surname	Organisation	Recorded as having attended Viability Event on 7 th Feb 2013
Mr	Garner	Garner Planning	✓
Mr	Denwood	Two Castles Housing Association	
Mr	Tomlinson	Michael C L Hodgson	
Mr	Evans	Hyde Harrington Chartered Surveyors	
Mr	Hamer	Lea Hough	
Mr	Sheppard	GVA	✓
Mr	Messenger	NPS NORTH WEST	✓
Mr.	Barton	Story Homes	✓
Mrs	Brailey	Home Housing	
Holker Estate	Gartland	Higham & Co	✓
Mr	Jackson	Persimmon Homes Lancashire	
Mr	Murphy	Leck Construction Ltd	✓
Mr	Thomas	South Lakes Housing	✓
Mr	Sayer	GVA	
Mr	Nicholson	Russell Armer / Cumbria House Builder Group	✓
Mrs	Willmott	Impact Housing Association	
Mr.	Dewhurst	Applethwaite Limited	
Mr	Henry	Eric Wright Group / Robert Hughes	✓
Mr	Peake	Holker Estates	✓
Mr	Hensman	Lake District Estates	✓
Mr	Middlebrook	Oakmere Homes	✓
Mr	Bailey	Lea Hough	✓
Mr	Buckingham	Michael C L Hodgson	✓
Mr	Phillipson		✓
Mr	Skelton	Steven Abbott Assoc	✓
Mr	Whittaker	SLDC	✓
Mr	Warren	NPL Estates	✓
Mr	Tait	Steven Abbott Assoc	✓
Miss	George	Persimmon Homes	✓
Mr	Drummond -Hay	HDH Planning	✓
Mr	Hudson	SLDC	✓
Mr	Withington	SLDC	✓
Mr	McNeill	SLDC	✓

The viability study and requested feedback was discussed among Housing Providers and developers at the scheduled Housing Advisory Group Meeting on the 12 February 2013. Feedback was fed into that from the 7th February event



Title	Surname	Organisation	Recorded as having attended Housing Advisory Group meeting 12th February
Cllr	Brook	SLDC Housing/ planning portfolio holder	✓
Mr	Hudson	SLDC	✓
Mss	Cambell	SLDC	✓
Mr	Pogson	NPS	✓
Mr	Withington	SLDC	✓
Ms	Stainton	Home Housing	✓
Mr	Denwood	Two Castles Housing Association	✓
Ms	Marie – Willmott	Impact Housing Association	✓
Mr	Whittaker	SLDC	✓
Mr	Nicholson	Russell Armer	✓
Ms	Allen	LDNPA	✓
Mr	Mcreesh	Cumbria Association Local Communities (CALC)	✓
Mrs	Derbyshire	Cumbria Rural Housing Trust	✓



Stakeholders invited to Viability Event on 22th February 2013 (and record of attendance):

Invitations were sent out to all those with an interest in sites included in the DPD including landowners, developers and other stakeholders

Title	Surname	Organisation	Recorded as having attended Viability Event 22 nd March 2013
Mr	Pleeth	C & J Clark International Ltd	
Mr	Harrison	PFK	✓
Mr	Haley	Edwin Thompson	✓
Ms	Allen	LDNPA	✓
Miss	George	Persimmon Homes	✓
Mr	Skelton	Steven Abbott Assoc	✓
Mr	Bailey	Lea Hough	✓
Mr	Peake	Holker Estates	✓
Mr	Buckingham	Michael C L Hodgson	✓
Mr	Bennett		
Mr	Messenger	NPS	✓
Mr	Henry	Applethwaite	✓
Mr & Mrs	Taylforth		
Mr	Ormrod		
Mr	Abbott	Moor solve Ltd	
Mr	Barden	Steven Abbott Associates LLP	✓
Mr	Walker	Lake District Estates	✓
Mrs	Pickering		
Mr	Bowers	Witherslack Group	
Mr	Pope	Nathaniel Lichfield and Partners	
Mr	Adams	Holcrest Ltd	
Mr	Burrow		✓
Mrs	Roberts		
Ms	Clarke	Network Rail, Town Planning Team LNW	
Mr	Redmayne		
Mr	Garner	Garner Planning Associates	✓
Mr	Bowes		
Mr	Crowe		
Ms	Batchelor		
		Mapeley Steps Ltd	
Ms	McGhee		✓
Mr	Stephenson	Stephenson Halliday NW Electricity Ltd	
Mr	Pennington		
Mr	Hodgson	Michael C L Hodgson	
Mr	Tomlinson	Michael CL Hodgson	
Mr & Mrs	Wilson & Appleby		
Mr	Woodford	HOW Planning LLP	



Title	Surname	Organisation	Recorded as having attended Viability Event 22 nd March 2013
Mr	Thompson		
Mr	Duckett		✓
Ms	Gartland	Higham & Co	✓
Mrs	Robinson		
Mr	Oston	Davis & Bowring / Dallam Tower Estates	✓
Mr & Mrs	Waterton		✓
Mr	Ferguson	Napthens LLP	
Mr	Hamer	Lea Hough	
Mrs	Kerr	Levens Parish Council	
Mr	Binks	Keyworker Homes North West Ltd	
Mr	Downham	M B Hodgson & Son	
Mr	Winter	PFK Planning	
Mr	Deverill	HM Architecture	✓
Mr	Pogson	NPS Group	
Ms	Shaw	NPS Group	
Dr	Edwards		
Mrs	Thompson		
Mr	Simm	Trustee of Estate of Late Albert Timms	
Mr	Price	Neil Price Ltd	
Mr & Mrs	Harvey		
Mr	McGriskin		
Mr	Barton	Story Homes	✓
Mr	Clarke	South Lakes Housing	
Mr	Sharp	Lakeland Aggregates	
Mr	Harling	Gedye & Sons, Solicitors	
Mr	Towers		
Mr	Wood	M T Wood & Sons	
Mr	Coward	John Coward Architects Ltd	
Mr	Cropper	Ellergreen Estates	
Mr	Redshaw	Furness Engineering & Technology Ltd	
Mr	Galbraith		
Mr	Bagot	Levens Hall Estate	
Mrs	Graham		
		Furness & South Cumberland Supply Association Ltd	
Mr	Ellis	Property Manager Religious Society of Friends in Britain	
Mr	Honeybill	NPL Estates Ltd	✓
Messrs	Fawcett		
Mr	Dixon	Chartered Architect	
Mr	Cummings		
		C/o The Planning Bureau	
Mr	Middlebrook	Oakmere Homes	✓
Mr	Julian		
Mrs	Burrow		
Ms	King	Walker Morris	✓
Mr	Jackson	Persimmon Homes	



Title	Surname	Organisation	Recorded as having attended Viability Event 22 nd March 2013
Mr	Cauldwell		
Ms	McEnaney	Cumbria County Council	✓
Mr	Wilson		✓
Mr & Mrs	Wilkin		
Ms	Caldwell		
Mr	Thornton		
Mr	Kitcherside	ChartPlan	
Mr	Hensman		
Mr	Sayer	GVA	✓
Mr	Sheppard	GVA	✓
Mr	Nicholson	Russell Armer Ltd*	✓
Mr	Woodburn		✓
Ms	Morgan	John Morgan & Co Ltd	
Mr	Walker	Ulverston Auction Mart Plc	
Ms	Ainscough	Ainscough Strategic Land Ltd	
Mr	Bell		
Mr	Greep	Roger Tym & Partners	
Mr	Whelan	Helsington Community Land Trust	
Mr	Hart Jackson	Hart Jackson & Sons, Solicitors	
Mr	Newby	Datum Design Company	
Mr	Garbutt	Tarmac Limited	
Mrs	Staedter		
Mr & Mrs	McKinley-Rooke		
Mr	Stohtert		✓
Mr	Dewhurst	Maple Grove Developments Ltd	
Mr	Broomby		✓
Mr	Shepherd	Kentdal Land Rover	
Mr	Nicholson		
Mr	lord	Pure Leisure Group	
Ms	Leigh	South Lakeland District Council	
Mr	Barrett	David Barrett Architect	
Mr & Mrs	Dodgson		
Mr	Coates	Coates Associates	
Mr	Stirzaker		
Mr	Howard		
Mr & Mrs	Smith	cargiet coven	✓
Mr	Ilett	Thomas Butler & Son, Solicitors	
Mr	Adcock	Cumbria County Council	
Mr	Etherington		
Mr	Whittaker	Whittaker & Co	
Mr & Mrs	Boak		
Mr	Irving		
		Citrosoft Ltd	
Mr	Birtwistle		



Title	Surname	Organisation	Recorded as having attended Viability Event 22 nd March 2013
Mr	Salmon		✓
Mr	Salmon		✓
Mr	Saunders	Saunders & Son Ltd	
Mr	Jackson		✓
Mr	Pearson		
Mr	Fishwick		
Mr	Holmes	Queen Elizabeth School	
Mr	Lancaster		
Mrs	Houghton	Houghton Parkhouse Ltd	✓
Mr	Ferguson	Napthens LLP	
		C/o The Planning Bureau	
Mr	Mashiter	M B Hodgson & Son / NWA Professional and Property	✓
Mr	Whittaker	SLDC	✓
Mr	Leigh	Hackney & Leigh	✓
Mr & Mrs	Dodgson		
Mr	Griffiths		✓
Mr	Homes	TWP Estate agency	✓
Mr	Denwood	Two Castles Housing Association	
Mrs	Willmott	Impact Housing Association	
Mrs	Brailey	Home Housing	
Mr	Thomas	South Lakes Housing	
Ms	Parr	Barrow Borough Council	✓
Ms	Battersby	Barrow Borough Council	✓
Mr	Warren	LDNPA	
Ms	Allen	LDNPA	✓
Mr	Austin Fell	EDC	
Mr	Hewitson	EDC	
Mr	Brophy	LCC	
Mr	Hale	CCC	
Mr	Bunnage	NYCC	
Ms	Nurser	LCC	
Mr	Peter Stockton	YDNPA	
Mss	McEnaney	CCC	✓
Mr	Brown	Craven DC	
Mr	Drummond -Hay	HDH Planning	✓
Mr	Hudson	SLDC	✓
Mr	Withington	SLDC	✓
Mr	McNeill	SLDC	✓



Stakeholders invited to Viability Event on 11th March 2013 (and record of attendance)

Invitations were sent out to members of the Cumbrian Builders Group and associated professionals:

Martyn Nicholson, (Chair, Cumbria Builders Group), John Leigh - Hackney & Leigh, Chris Garner - Garner Planning, Chris Middlebrook - Oakmere Homes, Duncan Peak – Holker Estates, Ian Story – Story Homes, Mike Henry – Eric Wright Group, Phil Houghton - Story Homes, Fred Story – Story Homes, John Pallister – Pallister & co, Barry Turner - Atkinsons Builders, Andrew Murphy – Leck Construction

Apologies - John Pallister,

Attendance

Title	Surname	Organisation	Recorded as having attended Viability Event on 11 th March 2013
Mr	Martyn Nicholson	Russell Armer / Chair Cumbria Builders Group	✓
Mr	Chris Garner	Garner Planning	✓
Mr	Gary Middlebrook	Oakmere Homes	✓
Mr	Rachael Bagshaw	Holker Estate	✓
Mr	Daniel Barton	Story Homes	✓
Mr	John Leigh	Hackney & Leigh	✓
Mr	Simon Drummond -Hay	HDH Planning	✓
Mr	Dan Hudson	SLDC	✓
Mr	Iain Withington	SLDC	✓
Mr	Alastair McNeill	SLDC	✓

Appendix 2. Consultation event presentations

7th February 2013

PLEASE NOTE THAT THE PAGES IN THIS APPENDIX ARE NOT NUMBERED



South Lakeland District Council
Viability Study

First Consultation Event
Methodology, Assumptions & Appraisals

7th February 2013

Agenda

- NPPF, Regulations and Guidance
- Viability Evidence and the use of evidence
 - Serious risk
 - Threatens delivery
- Main Assumptions
 - House prices
 - Affordable Housing
 - Commercial prices
 - Development costs
- The Viability Test
 - 'competitive return'
 - Reflecting developers risk (profit)
 - Land prices
- Infrastructure Requirements
- Moving Forward



Key issue

- Will the plan deliver what the Council want it to deliver (will it work)?
- If the Council allocate sites will they deliver?
– if not other sites should be sought...



NPPF 182

The Local Plan will be examined by an independent inspector whose role is to assess whether the plan has been prepared in accordance with the Duty to Cooperate, legal and procedural requirements, and whether it is sound. A local planning authority should submit a plan for examination which it considers is "sound" – namely that it is:

- **Positively prepared** – the plan should be prepared based on a strategy which seeks to meet objectively assessed development and infrastructure requirements, including unmet requirements from neighbouring authorities where it is reasonable to do so and consistent with achieving sustainable development;
- **Justified** – the plan should be the most appropriate strategy, when considered against the reasonable alternatives, based on proportionate evidence;
- **Effective** – the plan should be deliverable over its period and based on effective joint working on cross-boundary strategic priorities; and
- **Consistent with national policy** – the plan should enable the delivery of sustainable development in accordance with the policies in the Framework.



NPPF 173

Ensuring viability and deliverability

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



NPPF 174

Ensuring viability and deliverability

Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.

6



CIL Regulations

Regulation 14 - Setting rates

- (1) In setting rates (including differential rates) in a charging schedule, a charging authority must aim to strike what appears to the charging authority to be an appropriate balance between—
 - (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
 - (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.
- (2)

7



March 2010 CIL Guidance (10)

The examiner should not use the CIL examination to question a charging authority's choice in terms of 'the appropriate balance', unless the evidence available to the examination shows that the proposed rate (or rates) will put the overall development of the area at serious risk. The examiner should be ready to modify or reject the draft charging schedule if it puts at serious risk the overall development of the area. In considering whether the overall development of the area has been put at serious risk, the examiner will want to consider the implications for the priorities that the authority has identified in its Development Plan (for example planned targets for housing supply and affordable housing), or in the case of the Mayor's CIL, the implications for the London Plan. In considering whether the Development Plan and its targets have been put at serious risk, the examiner should only be concerned with whether the proposed CIL rate will make a material or significant difference to the level of that risk. It may be that the Development Plan and its targets would be at serious risk in the absence of CIL.

8



December 2012 CIL Guidance (9)

9. The independent examiner should establish that:

- the charging authority has complied with the requirements set out in Part 11 of the Planning Act 2008 and the Community Infrastructure Levy Regulations
- the charging authority's draft charging schedule is supported by background documents containing appropriate available evidence
- the proposed rate or rates are informed by and consistent with, the evidence on economic viability across the charging authority's area; and
- evidence has been provided that shows the proposed rate (or rates) would not threaten delivery of the relevant Plan as a whole.

10. The examiner should be ready to recommend modification or rejection of the draft charging schedule if it threatens delivery of the relevant Plan as a whole.

Refers to 173 of NPPF



9

December 2012 CIL Guidance (8)

By providing additional infrastructure to support development of an area, the levy is expected to have a positive economic effect on development across an area. In deciding the rate(s) of the levy for inclusion in its draft charging schedule, a key consideration is the balance between securing additional investment for infrastructure to support development and the potential economic effect of imposing the levy upon development across their area. The Community Infrastructure Levy regulations place this balance of considerations at the centre of the charge-setting process. In meeting the requirements of regulation 14(1), charging authorities should show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant Plan and support the development of their area. As set out in the National Planning Policy Framework in England, the ability to develop viably the sites and the scale of development identified in the Local Plan should not be threatened.



10

CIL, s106, 123 List and other sources of funding

88. Where the regulation 123 list includes a generic item (such as education or transport), section 106 contributions should not normally be sought on any specific projects in that category' Such site-specific contributions should only be sought where this can be justified with reference to the underpinning evidence on infrastructure planning made publicly available at examination.



11

Positively Prepared

In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at **should facilitate development throughout the economic cycle.**

NPPF 174

... charging authorities should show and explain how their proposed levy rate (or rates) **will contribute towards the implementation of their relevant Plan** and support the development of their area.

CIL Guidance (10)



12

SHLAA Guidance

40. A site is considered achievable for development where there is a reasonable prospect that housing will be developed on the site at a particular point in time. This is essentially a judgement about the economic viability of a site, and the capacity of the developer to complete and sell the housing over a certain period. It will be affected by:

- **market factors** – such as adjacent uses, economic viability of existing, proposed and alternative uses in terms of land values, attractiveness of the locality, level of potential market demand and projected rate of sales (particularly important for larger sites);
- **cost factors** – including site preparation costs relating to any physical constraints, any exceptional works necessary, relevant planning standards or obligations, prospect of funding or investment to address identified constraints or assist development; and
- **delivery factors** – including the developer's own phasing, the realistic build-out rates on larger sites (including likely earliest and latest start and completion dates), whether there is a single developer or several developers offering different housing products, and the size and capacity of the developer.

41. There are a number of residual valuation models available to help determine whether housing is an economically viable prospect for a particular site. In addition, the views of housebuilders and local property agents for example will also be useful where a more scientific approach is not considered necessary.



Viability Tests

NPPF

Plan deliverability (was PPS3 Paragraph 29 Affordable Housing Target to be broadly deliverable)

CIL Regulation 14

Assess impact of viability on delivery

SHLAA

Deliverability

Site Specific

s106 negotiations etc

Guidance: LGA/HBF (Harman), RICS Guidance, PAS, HCA and others.

14



Viability Testing - Guidance

THERE IS NO STATUTORY GUIDANCE

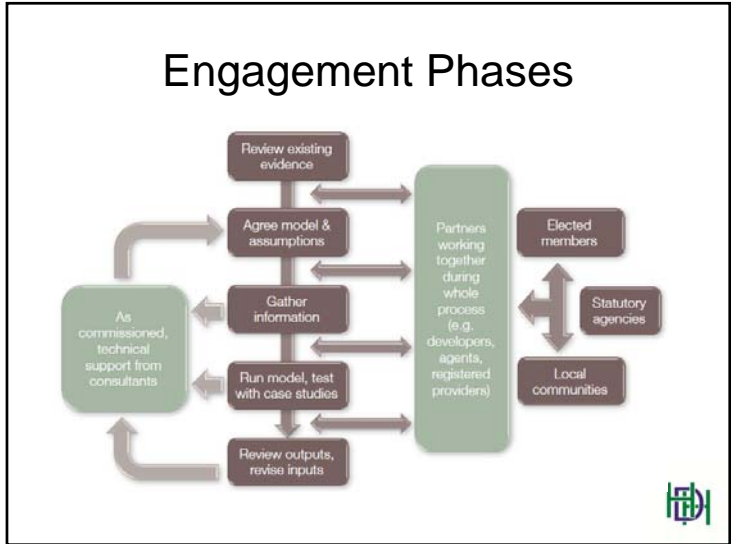
NPPF says:

'Evidence supporting the assessment should be proportionate, using only appropriate available evidence'.

The CIL guidance says:

'The legislation (section 212 (4) (b)) requires a charging authority to use 'appropriate available evidence' to inform their draft charging schedule. It is recognised that the available data is unlikely to be fully comprehensive or exhaustive. Charging authorities need to demonstrate that their proposed CIL rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole'.





Consultation

Viability considerations should already form part of the strategic housing land availability assessment (SHLAA) process. Good quality information provided by landowners/site promoters at this stage is vital to assist the testing of plan policy viability. The approach to assessing plan viability should therefore seek to maximise the use of relevant SHLAA information.

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

Harman Guidance – Page 23

Consultation

46. Charging authorities must consult on their proposed levy rates in a **preliminary draft charging schedule**. This should go beyond broad proposals for the Community Infrastructure Levy and the Government encourages authorities to prepare a draft charging schedule that is evidence based and that will reduce the need for subsequent modifications, so speeding up the process of introducing the levy.

49. Early engagement with local developers and others in the property industry is clearly good practice and should help the charging schedule consultation and examination process run more smoothly. The extent to which charging authorities can do this will depend on the level of engagement from local developers.

December 2012 CIL Guidance

Large Sites

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage..... This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

Harman Guidance – Page 23

.....In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability.

CIL Guidance (34)

Methodology

21



Standard Viability Test

Gross Development Value
(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT
(Construction + fees + finance charges)

=

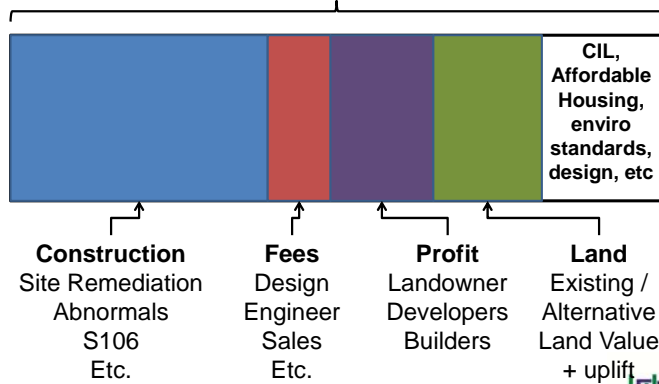
RESIDUAL VALUE

Residual Value v Existing / Alternative Use Value

22



Gross Development Value All income from a Scheme



Evidence

AHVS NPS Viability Impact Study

Site Specific 11 sites

Modelled sites

16 Residential

Non-residential key types

24

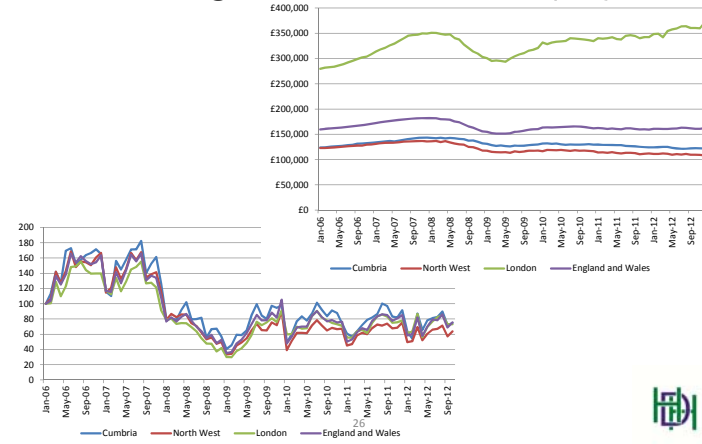


Key Assumptions

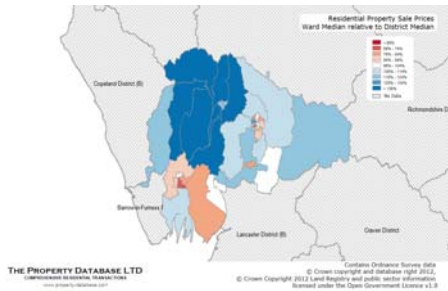
25



Average House Prices (all)



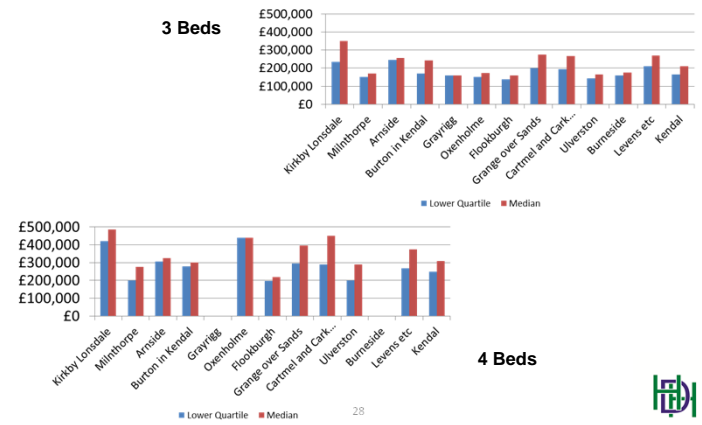
Average House Prices (semi)



27



New House Prices (all)



28



Asking Prices

Agent/developer	Address	Town	Area		Price		Price per m ²	
			Flat	House	Flat	House	Flat	House
Carter Jonas	Riverside Apartments	Kendal	57.6		£180,000		£3,125	
Poole Townsend	7 School Mews, Lund terrace	Ulverston		72	£142,500			£1,979
Hackney and Leigh	Pengarth, Ashmount RD	Grange-o-Sands		200	£455,000			
Hackney and Leigh	Greengate Gardens	levens			£425,000			
					£349,950			
Hackney and Leigh	Masters Grange	Kirkby Lonsdale			£399,950			
					£364,950			
					£349,950			
					£349,950			
					£355,000			
Ambleside residential Dev Ltd	16 Blue Hill park	Ambleside						
Cumberland Estate agents	Peggy nut croft	Shap			£169,950			
Ross Estate Agency	Folly Ct, Fallowfield Rd	Askam-in-Furness			£165,000			
Your Move	Wilkinson View	Backbarrow		72	£160,000			£2,222
H and L	1 Old Laundry Mews	Ingleton		100	£229,995			£2,300
				54.4	£132,500			£2,436
				54.4	£132,500			£2,436
				54.4	£129,950			£2,389
Cobble Country	7 Red Gable	Shap			£125,000			
H and L	The Barn, 1 Mill Farm	Newby Bridge		131.27	£295,000			£2,247



Table 4.3 Houses Prices used in 2009 Viability Impact Study (£/m²)

	Kendal	Rural Kendal	Milnthorpe	Grange and Cartmel	Ulverston and Furness
Flat - 1 bed	£2,563	£2,854	£2,375	£2,750	£2,292
Flat - 2 bed	£2,412	£2,676	£2,221	£2,574	£2,147
House - 2 bed	£2,413	£2,667	£2,213	£2,573	£2,147
House - 3 bed	£2,522	£2,789	£2,322	£2,689	£2,244
House - 4 bed	£2,743	£3,019	£2,533	£2,914	£2,457

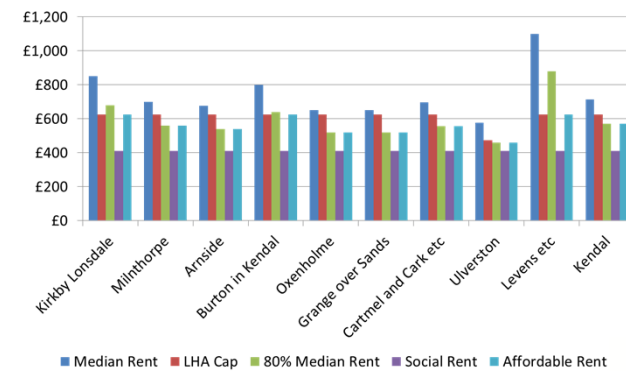


Affordable Rent

- Rent 80% of median rent / LHA Cap
- Management 10%
- Voids 4%
- Repairs 6%
- Yield 5.5% (18 YP)



Rents, £/month (3 bed)



Affordable Assumptions

- Affordable Rent 60% OMV
- Social rent 50% OMV
- Intermediate 70% OMV

- Historic Grant Was typically £35,000/social rent
Now zero

- Grant, recycled grant, Right-to-buy receipts,
Social to affordable rent conversions?

33



Price Assumptions

Table 9.5 Strategic Sites – Prices (£/m²)

East of Castle Green Road	Kendal	2,550
Land south of Quarry Lane	Storth	2,400
Croftlands	Ulverston	21,50
Canal Head	Ulverston	2,150

34



Price Assumptions

Table 9.6 Price assumptions

Number	Site	Units	Area	Market	Intermediate to Buy	Affordable Rent	Social Rent
			ha	£/m ²	£/m ²	£/m ²	£/m ²
1	Urban Edge 1	144	4.50	2,600	1,820	1,560	1,300
2	Urban Edge 2	175	5.00	2,550	1,785	1,530	1,275
3	Office re-development	13	0.31	2,300	1,610	1,380	1,150
4	Estate Infill	12	0.30	2,400	1,680	1,440	1,200
5	LSC Infill	35	1.00	2,350	1,645	1,410	1,175
6	LSC Infill	45	1.50	2,600	1,820	1,560	1,300
7	Cleared Urban	12	0.25	2,100	1,470	1,260	1,050
8	KSC Urban Edge	76	2.50	2,300	1,610	1,380	1,150
9	LSC Edge	24	0.75	2,500	1,750	1,500	1,250
10	LSC Edge	15	0.50	2,350	1,645	1,410	1,175
11	LSC Paddock	21	0.70	2,450	1,715	1,470	1,225
12	Small Village	4	0.15	3,000	2,100	1,800	1,500
13	Ex Garage Site	5	0.20	2,400	1,680	1,440	1,200
14	Village infill	10	0.40	2,650	1,855	1,590	1,325
15	Village Infill	3	0.30	3,200	2,240	1,920	1,600



Price Assumptions

Table 5.1 Capitalised typical rents £/m²

	Rent £/m ²	Yield	Capitalised Rent £/m ²
Industrial East	55	7.50%	£733
Industrial West	50	7.50%	£667
Office East	120	8.00%	£1,500
Office West	100	7.50%	£1,333
Supermarkets	160	5.50%	£2,909
Retail Warehouse	120	6.50%	£1,846
Shops	120	11.00%	£1,091
Leisure	100	11.00%	£909
Hotels	36	7.0%	2,150



Alternative Use Value

1. Agricultural	£25,000 /ha
2. Paddock	£50,000 /ha
3. Residential	£1,000,000 /ha
4. Industrial	£500,000 /ha

Per net developable ha

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Development Costs

1. Construction	BCIS + 6% for CFSH4
2. Infrastructure	10% - 20%
3. Fees	10%
4. Contingencies	2.5% to 5%
5. Additional s106	£2,500/unit
6. Interest	7%
7. Profit	20% (on Cost or GDV)

38



Market Pace

- Over plan period – not just now
- Large sites – multiple outlets
- 30 or so per outlet year
- Down to 4 per year

39



Cumulative Impact of Policy

- Sustainable Development – (CfSH4 +6%)
- Lifetime Homes - (£1,000)
- Affordable Housing 35%

40



Viable or not?

41



Standard Viability Test

Gross Development Value
(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT
(Construction + fees + finance charges)

=

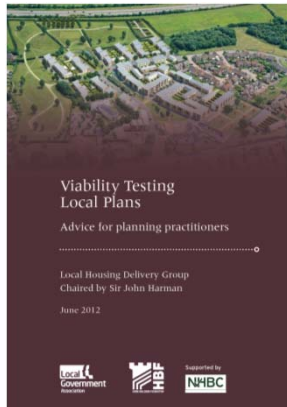
RESIDUAL VALUE

Residual Value v Existing / Alternative Use Value

42

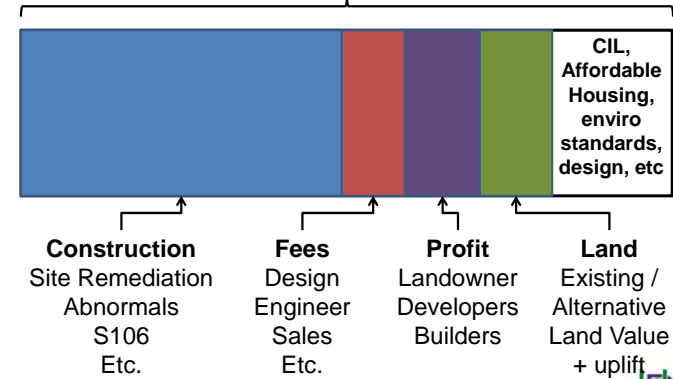


Harman / RICS



Gross Development Value

All income from a Scheme



A Pragmatic Viability Test

We are NOT trying to replicate a particular business model
 Test should be broadly representative

'Existing use value plus'
 – reality checked against market value

- Will EUV Plus provide competitive returns?
- Land owner's have expectations (*life changing?*)
- Will land come forward?



TO BE CLEAR

The Council understands:

1. That affordable housing, CIL, additional standards and s106 are 'paid' from the same pot – and that pot is not bottomless
2. The development market is difficult and uncertain.
3. That developers need to know that site specific infrastructure will be delivered.

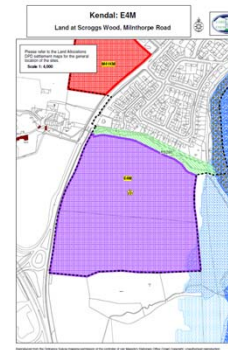


Key Sites

Table 1 Strategic Sites				
DPD Reference	Site	Location	Gross ha	Proposed Uses
E4M	Land at Scroggs Wood	Kendal	17.9	B1(a,b,c), B2, B8
M2M	Land East of Burton Road	Kendal	6.52	B1
R121	East of Castle Green Road	Kendal	4.11	Residential
E20/E33M	Land north of Gatebeck Lane	Endmoor	3.13	Employment
E13M	Land adjacent to Mainline Business Park	Milnthorpe	8.07	Employment
M683sM	Land south of Quarry Lane	Storth	1.58	Residential
E30/M26	Land at Canal Head	Ulverston	6.4	B1, B2, B8
M11M	Land at Lightburn Road	Ulverston	3.1	B1, B2 (Science Park)
R690, R691, R126M, RN184, RN234#, part R242	East Croftlands	Ulverston	14.13	Residential
R697, part 242, R135	West Croftlands	Ulverston	17.7	Residential
Part R242, R697, RN131M, RN141#, RN321#, RN284#	Gascow Farm	Ulverston	12.54	Residential



Land at Scroggs Wood, Kendal



- B1(a,b,c), B2, B8
- Access?
- Landscaping?
- Mix of uses?



Land East of Burton Road, Kendal



- B1
- Access?
- Landscaping?
- Mix of uses?



East of Castle Green Road, Kendal



- Residential
- Access
- Environmental considerations (Newts)



Land north of Gatebeck Lane, Endmoor



- Employment
- Historic element
- Mix / type of use
- Access
- Timing



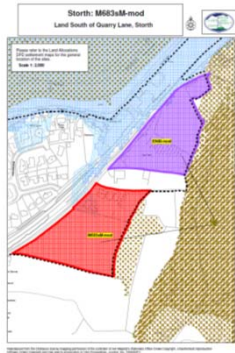
Land adjacent to Mainline Business Park, Milnthorpe



- Employment
- Road access
- Long access way
- Control



Land south of Quarry Lane, Storth



- Residential
- Flooding
- Constrained access to southwest



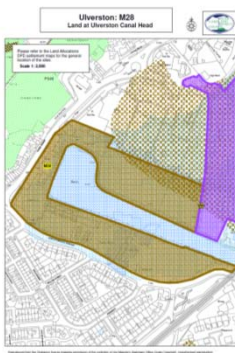
Land at Canal Head, Ulverston



- B1, B2, B8
- Mix ant type
- External funding
- Low lying
- Access to roundabout



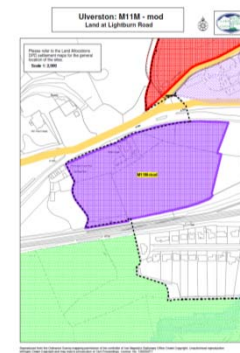
Canal Head, Ulverston



- B1, B2, B8 and Residential (86 flats)
- Masterplan
- +/- 7 owners
- Existing business



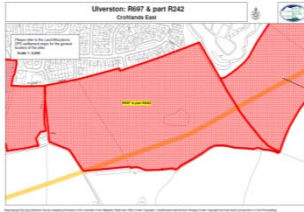
Land at Lightburn Road, Ulverston



- B1, B2 (Science Park)
- Access
- Earth moving
- Developable area



SITES East Croftlands, West Croftlands and Gascow Farm



- Residential
- Off site access
- Infrastructure requirements
- Primary school (£3.5m?)
- Future use of existing structures
- Product?



And Now?

- Comments on main assumptions
- Comments on methodology
- Draft report in 2 weeks or so
- Should the Council proceed with Site Allocation DPD?
- Develop CIL

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22nd February 2013

PLEASE NOTE THAT THE PAGES IN THIS APPENDIX ARE NOT NUMBERED





South Lakeland District Council
Viability Study

Second Consultation Event

22nd February 2013

Agenda

NPPF, Regulations and Guidance

Changes to Main Assumptions

The Viability Test

– 'competitive return' and land prices

Emerging Results

So what?



Key issue

In the context of the adopted Core Strategy and the NPPF. Will the sites in the Land Allocations DPD actually deliver the housing and workspace required?

– if not alternative sites should be sought?



NPPF 182

The Local Plan will be examined by an independent inspector whose role is to assess whether the plan has been prepared in accordance with the Duty to Cooperate, legal and procedural requirements, and whether it is sound. A local planning authority should submit a plan for examination which it considers is "sound" – namely that it is:

- **Positively prepared** – the plan should be prepared based on a strategy which seeks to meet objectively assessed development and infrastructure requirements, including unmet requirements from neighbouring authorities where it is reasonable to do so and consistent with achieving sustainable development;
- **Justified** – the plan should be the most appropriate strategy, when considered against the reasonable alternatives, based on proportionate evidence;
- **Effective** – the plan should be deliverable over its period and based on effective joint working on cross-boundary strategic priorities; and
- **Consistent with national policy** – the plan should enable the delivery of sustainable development in accordance with the policies in the Framework.



NPPF 173

Ensuring viability and deliverability

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



NPPF 174

Ensuring viability and deliverability

Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. **Evidence supporting the assessment should be proportionate, using only appropriate available evidence.**

6



CIL Regulations

Regulation 14 - Setting rates

- (1) In setting rates (including differential rates) in a charging schedule, a charging authority must aim to strike what appears to the charging authority to be an appropriate balance between—
 - (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and
 - (b) **the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.**
- (2)

7



December 2012 CIL Guidance (8)

By providing additional infrastructure to support development of an area, the levy is expected to have a positive economic effect on development across an area. In deciding the rate(s) of the levy for inclusion in its draft charging schedule, a key consideration is the balance between securing additional investment for infrastructure to support development and the potential economic effect of imposing the levy upon development across their area. The Community Infrastructure Levy regulations place this balance of considerations at the centre of the charge-setting process. **In meeting the requirements of regulation 14(1), charging authorities should show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant Plan and support the development of their area.** As set out in the National Planning Policy Framework in England, the ability to develop viably the sites and the scale of development identified in the Local Plan should not be threatened.

8



Positively Prepared

In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at **should facilitate development throughout the economic cycle**.

NPPF 174

... charging authorities should show and explain how their proposed levy rate (or rates) **will contribute towards the implementation of their relevant Plan** and support the development of their area.

CIL Guidance (10)



SHLAA Guidance

40. A site is considered achievable for development where there is a reasonable prospect that housing will be developed on the site at a particular point in time. This is essentially a judgement about the economic viability of a site, and the capacity of the developer to complete and sell the housing over a certain period. It will be affected by:

- **market factors** – such as adjacent uses, economic viability of existing, proposed and alternative uses in terms of land values, attractiveness of the locality, level of potential market demand and projected rate of sales (particularly important for larger sites);
- **cost factors** – including site preparation costs relating to any physical constraints, any exceptional works necessary, relevant planning standards or obligations, prospect of funding or investment to address identified constraints or assist development; and
- **delivery factors** – including the developer's own phasing, the realistic build-out rates on larger sites (including likely earliest and latest start and completion dates), whether there is a single developer or several developers offering different housing products, and the size and capacity of the developer.

41. There are a number of residual valuation models available to help determine whether housing is an economically viable prospect for a particular site. In addition, the views of housebuilders and local property agents for example will also be useful where a more scientific approach is not considered necessary.



Viability Tests

NPPF

Plan deliverability (was PPS3 Paragraph 29 Affordable Housing Target to be broadly deliverable)

CIL Regulation 14

Assess impact of viability on delivery

SHLAA

Deliverability

Site Specific

s106 negotiations etc

Guidance: LGA/HBF (Harman), RICS Guidance, PAS, HCA and others.

11



Viability Testing - Guidance

THERE IS NO STATUTORY GUIDANCE

NPPF says:

'Evidence supporting the assessment should be proportionate, using only appropriate available evidence'.

The CIL guidance says:

'The legislation (section 212 (4) (b)) requires a charging authority to use 'appropriate available evidence' to inform their draft charging schedule. It is recognised that the available data is unlikely to be fully comprehensive or exhaustive. Charging authorities need to demonstrate that their proposed CIL rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole'.



Consultations

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage..... This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability.

Harman Guidance – Page 23

.....In some cases, charging authorities could treat a major strategic site as a separate geographical zone where it is supported by robust evidence on economic viability.

CIL Guidance (34)



Methodology

14



Standard Viability Test

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

RESIDUAL VALUE

Residual Value v Existing / Alternative Use Value

15



Evidence

AHVS NPS Viability Impact Study

Site Specific 11 sites

Modelled sites

16 Residential

Non-residential key types

16

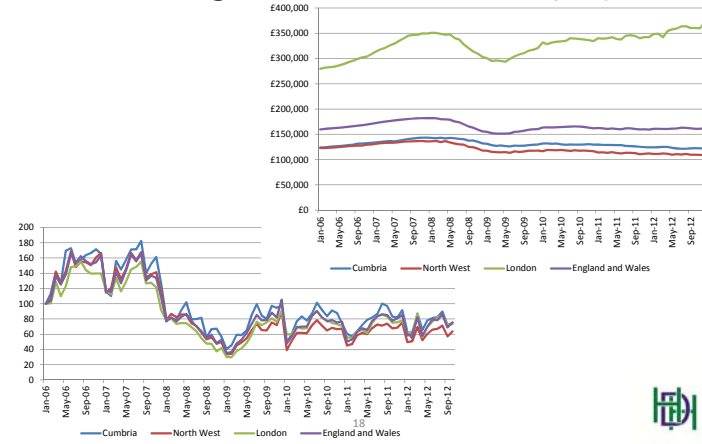


Key Assumptions

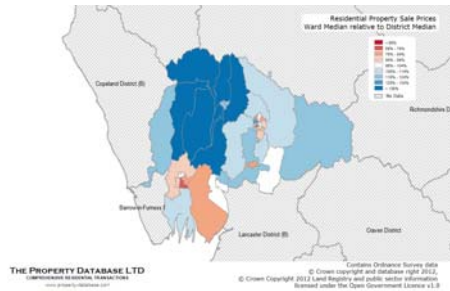
17



Average House Prices (all)



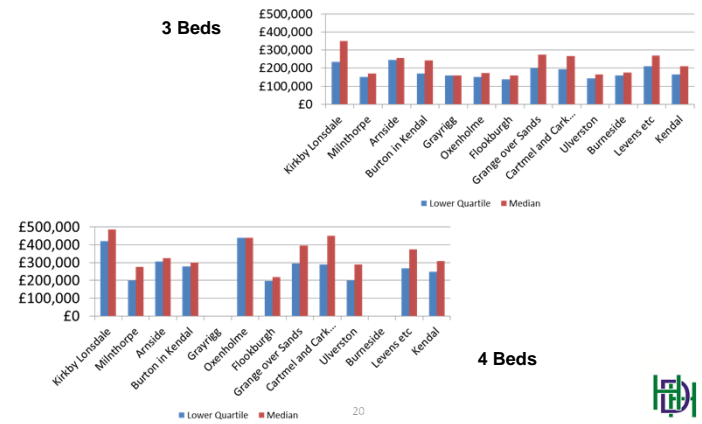
Average House Prices (semi)



19

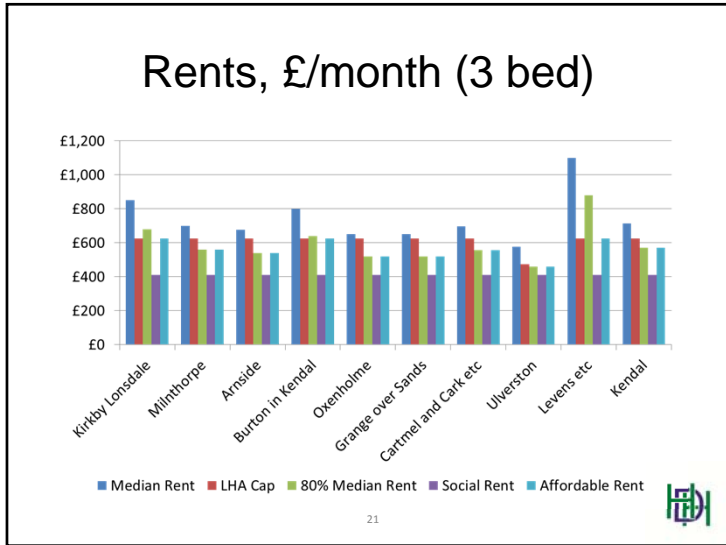


New House Prices (all)



20





Affordable Assumptions

	Pre Consultation	Post Consultation
Affordable Rent	60% OMV	£1,050/m ² – £1,270/m ² depending on location
Social rent	50% OMV	50% OMV
Intermediate	70% OMV	Small sites £1,465/m ² Large sites £1,800/m ²

- Mix as per policy and area
- Zero Grant

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Price Assumptions - Residential

	Site		Units	Area	Pre Consultation	Post Consultation
				ha	£/m ²	£/m ²
1	Urban Edge 1	Kendal	144	4.50	2,600	2,300
2	Urban Edge 2	Kendal	175	5.00	2,550	2,250
3	Office re-development	Kendal	13	0.31	2,300	2,150
4	Estate Infill	Kendal	12	0.30	2,400	2,300
5	LSC Infill	Arnside	35	1.00	2,350	2,000
6	LSC Infill	Grange	45	1.50	2,600	2,350
7	Cleared Urban	Ulverston	12	0.25	2,100	1,950
8	KSC Urban Edge	Milnthorpe	76	2.50	2,300	2,150
9	LSC Edge	Allithwaite	24	0.75	2,500	2,350
10	LSC Edge	Endmoor	15	0.50	2,350	2,100
11	LSC Paddock	Penny Bridge	21	0.70	2,450	2,300
12	Small Village	Lune Valley	4	0.15	3,000	3,000
13	Ex Garage Site	Central SLDC	5	0.20	2,400	2,200
14	Village Infill	Cartmel Peninsular	10	0.40	2,650	2,350
15	Village Infill	Eastern Area	3	0.30	3,200	2,750
16	Rural House	Rural west	1	1.00	3,750	3,000

Price Assumptions – no change

Table 5.1 Capitalised typical rents £/m²

	Rent £/m ²	Yield	Capitalised Rent £/m ²
Industrial East	55	7.50%	£733
Industrial West	50	7.50%	£667
Office East	120	8.00%	£1,500
Office West	100	7.50%	£1,333
Supermarkets	160	5.50%	£2,909
Retail Warehouse	120	6.50%	£1,846
Shops	120	11.00%	£1,091
Leisure	100	11.00%	£909
Hotels	24	7.0%	2,150

24

Alternative Use Value

	Pre Consultation	Post Consultation
Agricultural	£25,000	£25,000
Paddock	£50,000	£50,000
Residential	£1,000,000	£1,000,000
Industrial	£500,000	West £300,000 Remainder £400,000

25



Development Costs

Development Costs		
	Pre Consultation	Post Consultation
Construction	BCIS + 6% for CFSH4	BCIS + 6% for CFSH4
Infrastructure	10% - 20%	10% - 20%
Fees	10%	10%
Contingencies	2.5% to 5%	2.5% to 5%
Additional s106	£2,500/unit	£2,500/unit
Interest	7%	7%
Profit	20% on Cost	20% on GDV



Market Pace

- Large sites – multiple outlets
- **Reduced to no more than 20 market units per year for large sites (per outlet)**
- Down to 4 per year for small sites

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Cumulative Impact of Policy

- Sustainable Development – (CfSH4 +6%)
- Lifetime Homes - (£1,000)
- Affordable Housing 35% - Affordable rent - Now

Site Size / number of units in total		EAST		WEST	
		Urban %	Rural %	Urban %	Rural %
Up to 30	LCHO	100	30	100	30
	RENT	0	70	0	70
30 plus	LCHO	50	50	50	50
	RENT	50	50	50	50

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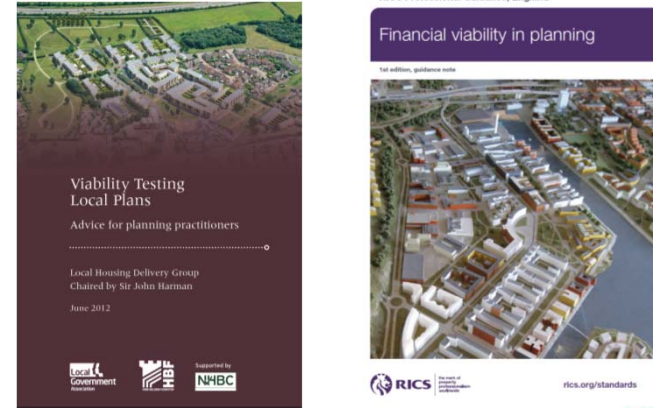


Viable or not?

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Harman / RICS



Standard Viability Test

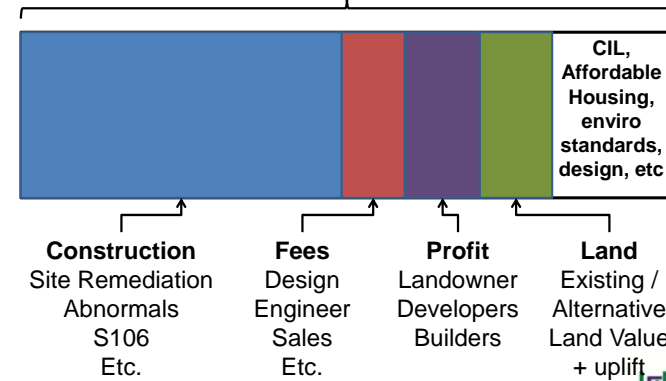
$$\begin{aligned}
 &\textbf{Gross Development Value} \\
 &\text{(The combined value of the complete development)} \\
 & \\
 &\text{LESS} \\
 & \\
 &\textbf{Cost of creating the asset, including PROFIT} \\
 &\text{(Construction + fees + finance charges)} \\
 & \\
 &= \\
 &\textbf{RESIDUAL VALUE} \\
 & \text{Residual Value v Existing / Alternative Use Value}
 \end{aligned}$$

31



Gross Development Value

All income from a Scheme



The Big Question

When is a site viable or not?

**MUST MAKE SOME BROAD
ASSUMPTIONS TO APPLY ACROSS THE
MODELLED SITES**



A Pragmatic Viability Test

We are NOT trying to replicate a particular business model
Test should be broadly representative

'Existing use value plus'
– reality checked against market value

- Will EUV Plus provide competitive returns?
- Land owner's have expectations (*life changing?*)
- Will land come forward?



The Big Question

Three suggested methodologies - the residual value should exceed:-

1. Exceed £1,000,000/ha
2. 25% of Gross Development Value
3. Existing use value plus a reasonable uplift to provide a 'competitive return'

HDH proposed	Brownfield 20%
	Greenfield 20% plus £250,000
Alternative suggestion	Brownfield 20%
	Greenfield 20% plus £400,000



Emerging Results

- Following the Harman Guidance
- Based on Consultation Responses
- For modelled and actual sites
- Infrastructure costs from CCC.



Non Residential

Table 11.1 Appraisal Results showing Additional Profit and Approximate Residual Value – Modelled Sites, Greenfield

	Industrial East	Industrial West	Offices East	Offices West	Supermarkets	Retail Warehouse	Shops	Hotel				
m2	1500	200	1500	200	500	150	500	150	1,620			
Additional Profit	-128,367	-83,884	-200,483	-93,504	-120,074	-51,761	-216,227	-81,920	2,965,225	-3,725,438	-27,424	437,203
Residual Land Worth (APPROX)	-3,567	-59,554	-75,683	-69,174	-107,474	-42,731	-203,627	-71,870	4,236,725	4,650,938	-11,254	598,703
£/m2	-86	-419	-134	-488	-240	-345	-432	-546	741	931	-183	270

Table 11.2 Appraisal Results showing Additional Profit and Approximate Residual Value – Modelled Sites Brownfield

	Industrial East	Industrial West	Offices East	Offices West	Supermarkets	Retail Warehouse	Shops	Hotel				
m2	1,500	200	1,500	200	500	150	500	150	4,000	4,000	150	1,620
Additional Profit	-264,102	-108,274	-300,780	-112,809	-232,938	-85,620	-389,152	-114,932	2,217,809	3,409,189	-48,015	311,371
Residual Land Worth (APPROX)	-148,202	-84,934	-210,480	-83,429	-220,638	-76,680	-325,652	-105,632	3,473,309	4,280,669	-30,365	570,871
£/m2	-176	-541	-201	-564	-466	-571	-738	-766	554	852	-307	192

37

Non Residential

Table 11.3 Appraisal Results showing Additional Profit and Approximate Residual Value – Strategic Sites

	Land at Scroggs Wood, Kendal	Land East of Burton Road	Gatebeck Lane, Endmoor	Mainline Business Park	Lightburn Road	Canal Head, Ulverston (£3.9)
m2	60000	22000	15000	40000	15000	35000
Additional Profit	-18,798,970	-7,166,707	-1,061,029	-2,926,775	-12,251,295	-16,882,646
Residual Land Worth (APPROX)	-12,856,970	-4,980,107	3,571	-228,675	-11,193,295	-14,685,646
£/m2	-313	-326	-71	-73	-817	-482

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Residual Value v £1,000,000/ha

Table 10.3 Modelled Sites Residual Value and £1,000,000/ha Viability Threshold

			Viability Threshold £/ha	Residual Value £/ha
Site 1	Urban Edge 1	Kendal	1,000,000	707,416
Site 2	Urban Edge 2	Kendal	1,000,000	673,136
Site 3	Office re-development	Kendal	1,000,000	352,669
Site 4	Estate Infill	Kendal	1,000,000	964,662
Site 5	LSC Infill	Arnside	1,000,000	852,515
Site 6	LSC Infill	Grange	1,000,000	234,993
Site 7	Cleared Urban	Ulverston	1,000,000	246,531
Site 8	KSC Urban Edge	Milnthorpe	1,000,000	690,061
Site 9	LSC Edge	Allithwaite	1,000,000	1,029,906
Site 10	LSC Edge	Endmoor	1,000,000	682,375
Site 11	LSC Paddock	Penny Bridge	1,000,000	865,760
Site 12	Small Village	Lune Valley	1,000,000	1,673,305
Site 13	Ex Garage Site	Central SLDC	1,000,000	163,386
Site 14	Village Infill	Cartmel Peninsular	1,000,000	558,985
Site 15	Village Infill	Eastern Area	1,000,000	647,840
Site 16	Rural House	Rural west	1,000,000	85,565

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Residual Value v £1,000,000/ha

Table 10.4 Strategic Sites Residual Value and £1,000,000/ha Viability Threshold

			Viability Threshold £/ha	Residual Value £/ha
1	East of Castle Green Road	Kendal	1,000,000	919,304
2	Land south of Quarry Lane	Storth	1,000,000	725,063
3	Croftlands	Ulverston	1,000,000	345,176
4	Canal Head	Ulverston	1,000,000	-289,302

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Residual Value v 25% GDV

Table 10.5 Modelled Sites Residual Value as % of GDV Viability Threshold

			Residual Value	GDV	
Site 1	Urban Edge 1	Kendal	5,305,621	23,319,177	23%
Site 2	Urban Edge 2	Kendal	5,607,226	28,779,452	19%
Site 3	Office re-development	Kendal	109,328	1,695,358	6%
Site 4	Estate Infill	Kendal	414,805	1,889,293	22%
Site 5	LSC Infill	Arnside	937,767	4,826,046	19%
Site 6	LSC Infill	Grange	469,986	2,743,943	17%
Site 7	Cleared Urban	Ulverston	61,633	1,751,766	4%
Site 8	KSC Urban Edge	Milnthorpe	2,622,230	12,886,707	20%
Site 9	LSC Edge	Allithwaite	1,029,906	4,395,244	23%
Site 10	LSC Edge	Endmoor	477,662	2,194,275	22%
Site 11	LSC Paddock	Penny Bridge	805,157	3,588,445	22%
Site 12	Small Village	Lune Valley	334,661	1,002,000	33%
Site 13	Ex Garage Site	Central SLDC	32,677	800,331	4%
Site 14	Village Infill	Cartmel Peninsular	447,188	1,892,070	24%
Site 15	Village Infill	Eastern Area	194,352	684,750	28%
Site 16	Rural House	Rural west	85,565	390,000	22%

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Residual Value v 25% GDV

Table 10.6 Modelled Sites Residual Value as % of GDV Viability Threshold

			Residual Value	GDV	
1	East of Castle Green Road	Kendal	3,778,340	15,367,529	25%
2	Land south of Quarry Lane	Storth	1,145,600	6,988,094	16%
3	Croftlands	Ulverston	15,308,568	111,867,918	14%
4	Canal Head	Ulverston	-289,302	7,138,352	-4%

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So What?

- If either of these two 'tests' are used to assess viability then the DPD is not deliverable.
- Plan fails

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Residual Value v EUV+20% +£250,000/ha (pre-consultation)

Table 10.7 Modelled Sites. Residual values compared to pre-consultation Viability Threshold
20% uplift on all sites, plus £250,000/ha for greenfield sites

			Alternative Use Value £/ha	Viability Threshold £/ha	Residual Value £/ha
Site 1	Urban Edge 1	Kendal	25,000	280,000	707,416
Site 2	Urban Edge 2	Kendal	25,000	280,000	673,136
Site 3	Office re-development	Kendal	400,000	480,000	352,669
Site 4	Estate Infill	Kendal	50,000	310,000	964,662
Site 5	LSC Infill	Arnside	50,000	310,000	852,515
Site 6	LSC Infill	Grange	50,000	310,000	234,993
Site 7	Cleared Urban	Ulverston	25,000	30,000	246,531
Site 8	KSC Urban Edge	Milnthorpe	25,000	280,000	690,061
Site 9	LSC Edge	Allithwaite	50,000	310,000	1,029,906
Site 10	LSC Edge	Endmoor	50,000	310,000	682,375
Site 11	LSC Paddock	Penny Bridge	50,000	310,000	865,760
Site 12	Small Village	Lune Valley	50,000	310,000	1,673,305
Site 13	Ex Garage Site	Central SLDC	400,000	480,000	163,386
Site 14	Village Infill	Cartmel Peninsular	50,000	310,000	558,985
Site 15	Village Infill	Eastern Area	50,000	310,000	647,840
Site 16	Rural House	Rural west	50,000	310,000	85,565

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Residual Value v EUV+20% +£250,000/ha (post-consultation)

Table 10.8 Strategic Sites. Residual values compared to pre-consultation Viability Threshold
20% uplift on all sites, plus £250,000/ha for greenfield sites

		Alternative Use Value	Viability Threshold	Residual Value
		£/ha	£/ha	£/ha
Castle Green Road	Kendal	25,000	280,000	919,304
Quarry Lane	Storth	25,000	280,000	725,063
South Ulverston	Ulverston	25,000	280,000	345,176
Ulverston Canal Head	Ulverston	300,000	360,000	-158,088



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Residual Value v EUV+20% +£400,000/ha (post-consultation)

Table 10.9 Modelled Sites. Residual values compared to Viability Threshold
20% uplift on all sites, plus £400,000/ha for greenfield sites

			Alternative Use Value	Viability Threshold	Residual Value
			£/ha	£/ha	£/ha
Site 1	Urban Edge 1	Kendal	25,000	430,000	707,416
Site 2	Urban Edge 2	Kendal	25,000	430,000	673,136
Site 3	Office re-development	Kendal	400,000	480,000	352,669
Site 4	Estate Infill	Kendal	50,000	460,000	964,662
Site 5	LSC Infill	Arnside	50,000	460,000	852,515
Site 6	LSC Infill	Grange	50,000	460,000	234,993
Site 7	Cleared Urban	Ulverston	25,000	30,000	246,531
Site 8	KSC Urban Edge	Milnthorpe	25,000	430,000	690,061
Site 9	LSC Edge	Allithwaite	50,000	460,000	1,029,906
Site 10	LSC Edge	Endmoor	50,000	460,000	682,375
Site 11	LSC Paddock	Penny Bridge	50,000	460,000	865,760
Site 12	Small Village	Lune Valley	50,000	460,000	1,673,305
Site 13	Ex Garage Site	Central SLDC	400,000	480,000	163,386
Site 14	Village Infill	Cartmel Peninsular	50,000	460,000	558,985
Site 15	Village Infill	Eastern Area	50,000	460,000	647,840



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Residual Value v EUV+20% +£400,000/ha (pre-consultation)

Table 10.10 Strategic Sites. Residual values compared to Viability Threshold
20% uplift on all sites, plus £400,000/ha for greenfield sites

		Alternative Use Value	Viability Threshold	Residual Value
		£/ha	£/ha	£/ha
Castle Green Road	Kendal	25,000	430,000	919,304
Quarry Lane	Storth	25,000	430,000	725,063
South Ulverston	Ulverston	25,000	430,000	345,176
Ulverston Canal Head	Ulverston	300,000	360,000	-158,088



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So What?

- If £400,000/ha does provide a competitive return then it would be safe to proceed with the Land Allocations DPD as deliverability can be shown
- But:
Specific assurances will be required on strategic sites
A way of facilitating the employment sites needs to be demonstrated



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Community Infrastructure Levy

- CIL is a tax
- CIL will have an adverse impact on land values
- Regardless of the merits of CIL and ideology the Council has little choice but to adopt CIL due to restrictions on pooling s106 contributions
- CIL is not calculated – it is set by the council.

... charging authorities should show and explain how their proposed levy rate (or rates) **will contribute towards the implementation of their relevant Plan** and support the development of their area.



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CIL - Matters to Weigh Up

1. Regulation and Guidance
2. Differential Rates
3. CIL v s106
4. Infrastructure Delivery (RISK)
5. Uncertain Market
6. Neighbouring Authorities
7. S106 History
8. Costs of Infrastructure and Sources of Funding
9. Consultations – with developers and providers
10. CIL Setting Strategy



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Central Lancashire	£70
Trafford	£20, £40, £80
Bolton	£50
West Lancashire	£0, £85
Newcastle	£0, £16, £88
Gateshead	£16, £88
Durham	£0, £15, £80, £250
Poole	£75, £100, £150
Bristol	£50, £70
Plymouth	£30
Exeter	£80
Mid Devon District Council	£90
Torbay	£100
South Somerset	£150, £100, £32
Taunton Deane	£0, £0, £70, £125
Swindon Borough Council	£55
Purbeck	£40, £100, £180
North Somerset	£0, £40, £60
East Devon	£56, £8, £12



Table 10.13 Impact of CIL on Development Viability

			Alternative Use Value	Viability Threshold	CIL Rate				
					£20	£40	£60	£80	£100
Site 1	Urban Edge 1	Kendal	25,000	430,000	735,657	715,277	694,897	674,518	654,138
Site 2	Urban Edge 2	Kendal	25,000	430,000	703,320	680,301	657,281	634,262	611,243
Site 3	Office re-development	Kendal	400,000	480,000	419,221	382,548	341,744	300,940	260,136
Site 4	Estate Infill	Kendal	50,000	460,000	1,007,339	977,955	948,571	919,187	889,803
Site 5	LSC Infill	Arnside	50,000	460,000	901,443	869,012	836,581	804,150	771,719
Site 6	LSC Infill	Grange	50,000	460,000	281,326	272,350	263,375	254,399	247,772
Site 7	Cleared Urban	Ulverston	25,000	30,000	319,727	265,315	210,903	156,490	102,078
Site 8	KSC Urban Edge	Milnthorpe	25,000	430,000	716,880	693,046	669,212	645,379	621,545
Site 9	LSC Edge	Allithwaite	50,000	460,000	1,061,147	1,031,584	1,002,021	981,675	951,832
Site 10	LSC Edge	Endmoor	50,000	460,000	714,166	690,633	667,101	643,568	620,035
Site 11	LSC Paddock	Penny Bridge	50,000	460,000	896,865	870,228	843,590	816,953	790,315
Site 12	Small Village	Lune Valley	50,000	460,000	1,690,450	1,655,954	1,621,459	1,586,963	1,552,468
Site 13	Ex Garage Site	Central SLDC	400,000	480,000	200,507	171,165	141,823	112,481	83,139
Site 14	Village Infill	Carmel Pen	50,000	460,000	575,046	558,835	542,624	526,412	510,201
Site 15	Village Infill	Eastern Area	50,000	460,000	656,686	639,205	621,725	604,245	586,765
Site 16	Rural House	Rural west	50,000	310,000	85,458	82,693	79,928	77,162	74,397

And Now?

- Proceed with the Land Allocation DPD?
- Develop CIL – in the context of facilitating development.

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Appendix 3. Specific Sites

This project includes viability testing of a number of specific sites. This appendix sets out the details of those sites.

The appraisals have been run using the following information:

- House prices from the assessment of the housing market, including market and affordable housing set out in Chapter 4 with the purpose of establishing the worth of different types of housing (size and tenure) in different areas.
- Non-residential prices from the assessment of the non-residential markets set out in Chapter 5.
- The Land prices and assumptions set out in Chapter 6.
- The cost and general development assumptions set out in Chapter 7.
- The various policy requirements and constraints that influence the type of development that come forward that are set out in Chapter 8.
- The modelling set out in Chapter 9.
- The results of the appraisals are set out in Chapters 10 and 11 and can be found in Appendices 7 and 8.

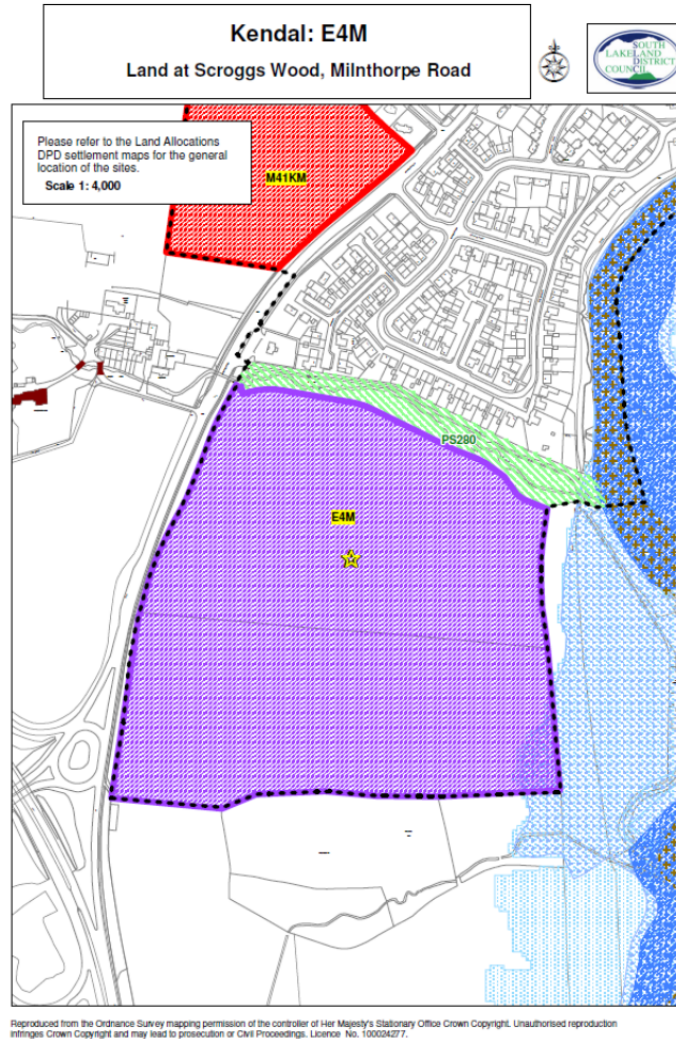
Table 1 Specific Sites				
DPD Reference	Site	Location	Gross ha	Proposed Uses
E4M	Land at Scroggs Wood	Kendal	17.9	Offices and Industrial
M2M	Land East of Burton Road	Kendal	6.52	Offices and Industrial
R121	East of Castle Green Road	Kendal	4.11	Residential
E20/E33M	Land north of Gatebeck Lane	Endmoor	3.13	Industrial
E13M	Land adjacent to Mainline Business Park	Milnthorpe	8.07	Offices
M683sM-mod	Land south of Quarry Lane	Storth	1.58	Residential
E30/M26	Land at Canal Head, to the rear of Booth's off Next Ness Lane	Ulverston	6.4	Industrial
M11M - Mod	Land at Lightburn Road	Ulverston	3.1	Offices
M28	Land at Canal Head Note – only residential use has been modelled	Ulverston	3.93	Mixed - include residential (1.93ha gross) and ,heritage, leisure and tourism (2ha gross)
South Ulverston comprising: R690, R691ulv, R126M, RN184, RN234#, part R242 R697, part R242, RN131M, RN141#,RN321#, RN284#	West Croftlands East Croftlands Gascow Farm	Ulverston	44.35	Residential

Source: SLDC Site Allocations and CIL Viability Study

The various plans included in this report are for identification purposes only and are not to scale. During the preparation of this report no site surveys, site investigations or other investigations have been made. The analysis is based on information provided to us by SLDC. No part of this report should be seen as a valuation – the analysis in this report is broad brush and high level for the purpose on plan making.



Land at Scroggs Wood, Kendal, E4M



Site Description	Greenfield site in agricultural use to the south of Kendal. Sloping gently to East with undulating topography. Key gateway site for Kendal in prominent open location.		
Gross Area	17.9 ha	Net Developable Area	11ha
Units/use	Assume 15,000m ² of high quality office and similar uses and 30,000m ² of industrial uses. This site could undoubtedly accommodate more development however we have taken a cautious approach due to the sensitive nature of the site.		
Constraints	Need for landscaping. Landscaping and green infrastructure framework required. Development to be centred away from eastern and western and northern perimeters and the southern part of the site to remain undeveloped with significant landscaping and planting required.		



On the Northern part of site 10m buffer no development zone to protect biodiversity value of Scroggs Wood.

Protection of setting of scheduled ancient monument and 2 other grade 2 buildings reduce the net developable area and require a high quality scheme.

Allow £150,000 for additional landscaping costs.

Access Good direct access to road but need for re-organisation and slip lane etc. Not considered to be abnormal costs. SLDC estimate site specific highways costs of £385,000.

Known Abnormals None

The owner's agent has engaged with the Council with a view to bringing the site forward during the plan period. They have confirmed that it is physically possible to provide access to the site. Prior to the provision of the IDP costing they had estimated the access may cost £250,000 – this actual cost is about £135,000 less than this.

An assessment has been made with regards to site services, we have had sight of a representation letter sent by Maple Grove Developments, dated 6 October 2010 in relation to site EM4. The letter briefly details the following;

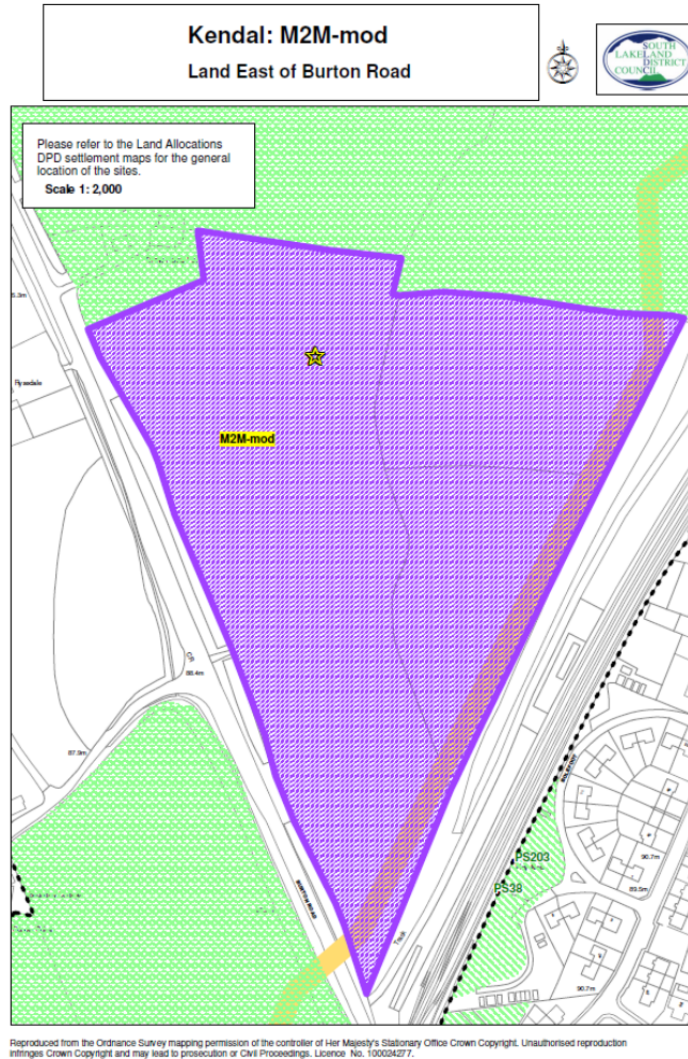
Electricity - The closest HV cable is on the A6 Milnthorpe Road to the north of the site. Our services consultant advised us that some upgrading will be required in the area as the closest cable has only a small capacity. The site is on the extremities of the HV Network. It is not considered that any abnormal cost required to upgrade the network would render the development unviable.

Water - Discussions with United Utilities Water have led us to believe the development can be fed from the passing 6 inch PV main in the opposite footpath to the site on Milnthorpe Road.

Gas - There is a 125mm PE low pressure main to the North of the site, again on the A6 Milnthorpe Road. This is a reasonable sized main and should be appropriate to supply the site for normal space heating loads.

It is understood the Council has been in close engagement with the owner's agent and that the agent is preparing further supporting documentation that contains a number of detailed technical assessments which considers the main issues'

Land East of Burton Road, Kendal, M2M



Site Description	Greenfield site in agricultural use to the east of Kendal		
Gross Area	6.52 ha	Net Developable Area	4ha
Units/use	Assume 7,000m ² of high quality office and similar uses and 14,000m ² of industrial uses		
Constraints	Sloping site restricting the use of very large scale single building. Prominent site running down to the railway line in need of high quality design.		
	Biodiversity – close to possible great crested newt habitat watercourse to north of site – possible mitigation measures required. No considered to be an abnormal cost as can be adequately and beneficially dealt with through site soft landscaping.		



10m Buffer zone either side of the edge of the line of the Thirlmere Aqueduct which runs through along the far eastern part of site from north to south.

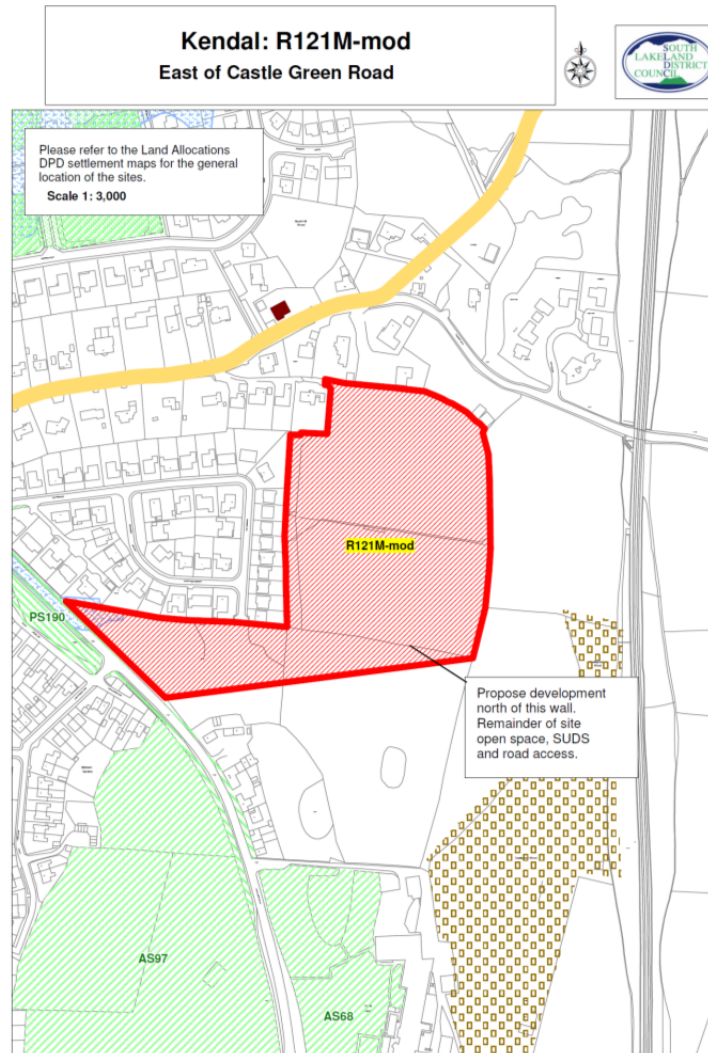
Surface water drainage/flooding– on site flood attenuation measures required/sustainable urban drainage system required. This not considered an abnormal cost.

Allow additional £150,000 for soft landscaping

Access Good direct access to road. Not considered to be abnormal costs. SLDC estimate site specific highways costs of £380,000.

Known Abnormals None

East of Castle Green Road, Kendal, R121-mod



Site Description	Greenfield site to the east of Kendal		
Gross Area	4.11ha	Net Developable Area	2ha
Units	30 x 2ha = 60		
Constraints	Landscaping required to the southwest		
	Biodiversity – site is adjacent to great crested newt habitat.		
Flood	Surface water drainage/flooding– on site flood attenuation measures required.		
Access	Access in separate ownership but owners co-operating. Access from either or both Oak Tree Road and/or Castle Green Road. Based on current design guide (manual for streets) recommends permeability. In order to ‘open up’ the development and move away from a cul-de-sac		



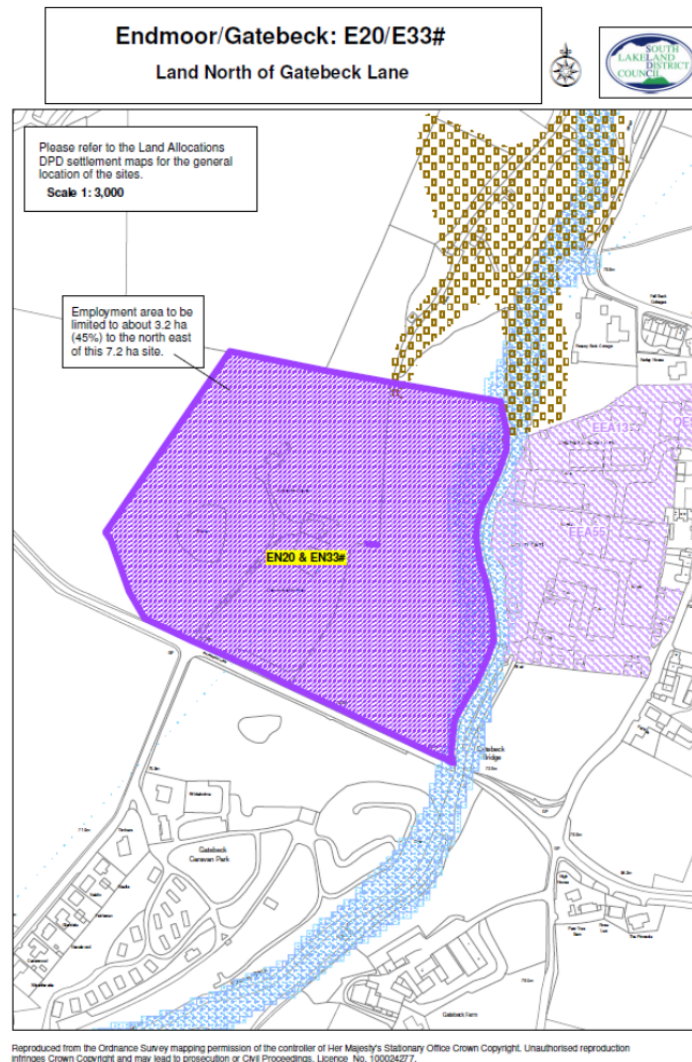
approach, both roads could be used for access. Traffic calming is likely to be required on Castle Green Road. A secondary access should be considered in this context.

No further costings from transport study.

Known Abnormals The promoter of this site has put forward abnormal costs of £336,176 for this site. We have used this in our appraisals. We do stress that the above figure includes a 10% 'management / overhead charge. We are unclear as to why this has been included.

Overall we have made an allowance of £400,000 for abnormals.

Land north of Gatebeck Lane, Endmoor, E20/E33M



Site Description	Greenfield site accessed through historic gun-powder store leaving only north eastern part of the site developable. Parts of the site currently used for employment uses.		
Gross Area	7.2ha	Net Developable Area	3.2ha
Units/use	15,000m ² of industrial/distribution space.		
Constraints	In part constrained by potential flood risks.		
	SLDC Environment Protection state the land is recorded as an explosives depot and railway in association with former gunpowder works. All land subject to or adjacent to previous industrial use should assume contamination and considered in individual planning applications. Bearing in mind the proposed uses (industrial) we do not consider this to be an additional cost.		



Measures to ensure no increased flood risk – avoid development eastern part of site.

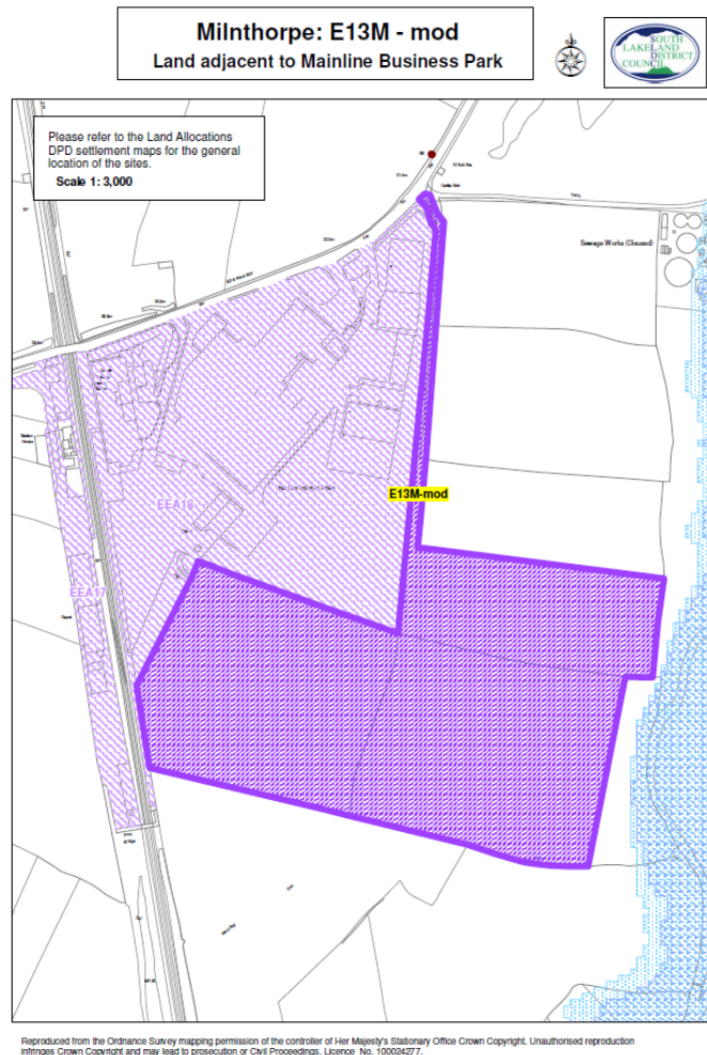
Far east part of site within Flood Zone 2 and 3a we have assumed this area will not be developed.

Access Access to be upgraded (120m @ £1,300/m)

SLDC estimate site specific highways costs of £346,896.

Known Abnormals None

Land adjacent to Mainline Business Park, Milnthorpe, E13M



Site Description	Greenfield site by mainline but accessed via long track.
Gross Area	8.07ha Net Developable Area 8.07ha
Units/use	40,000m ² of industrial space.
Constraints	The site requires a new access to the north. We understand the cost is included below.
Access	SLDC estimate site specific highways costs of £1,047,000. In addition to the above access the bridge over the canal at Crooklands is very narrow. It is in need of re-alignment and or replacing. We understand that this work is required regardless of whether the site comes forward as it would relieve HGV traffic through



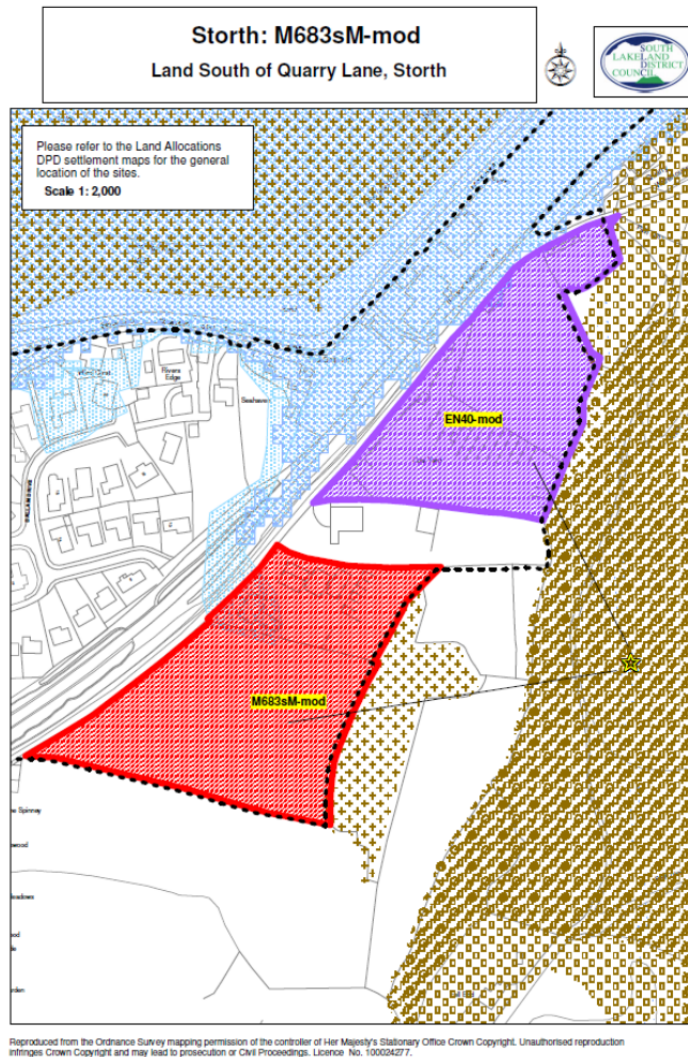
Milnthorpe and importantly improve the traffic flows for the Westmorland Showground.

There are 5 options with costs that range from £233,798 to £1,240,274 (some of which may be subject to other third party land assembly costs). We have assumed that this would be carried out by the County Council and the owners of the Mainline Business Park would not be expected to bear this whole cost.

Known Abnormals None



Land south of Quarry Lane, Storth, M683sM



Site Description	Back-land on village edge.		
Gross Area	1.58 ha	Net Developable Area	1.42 ha
Units	1.42 ha x 30 dph = 42 units		
Constraints	<p>Site is within the Arnside and Silverdale AONB so may need special landscape/boundary treatment/other mitigation as a result.</p> <p>Site adjacent to areas designated for biodiversity importance and this will need to be taken into account mitigation measures</p> <p>Potential low level contamination issue. Allow £100,000.</p>		
Access	Currently access is via a relatively narrow tarmacked but unadopted lane – Quarry Lane. It is used regularly by the existing businesses		



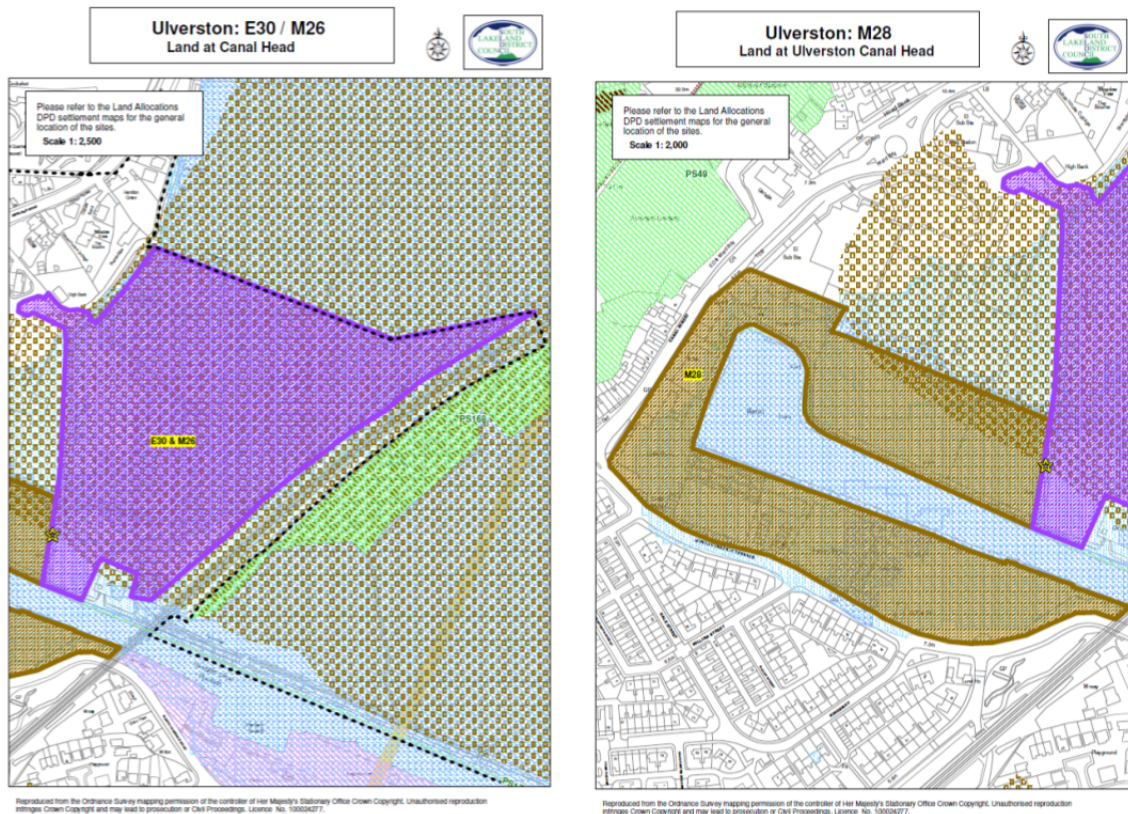
operating in the immediate area and also by other vehicles, including as a short cut or as an alternative route when the main road is flooded.

Four access options were assessed by SLDC in terms of gaining suitable access. The estimated costs is £712,500.

- Flood Very small parts of both sites fall within flood zones 2 or 3a.
- Additional open space Provision as per Core Strategy policy and open space study results although some onsite buffering to separate the residential from the adjacent employment site could be beneficial.
- Education provision None required – local primary school close by. CCC project that there will be sufficient spaces within the primary school. .
- Third Parties The access to this site is in third party control. In this study we have assumed that the principles set out at the end of Chapter 6 (Stokes v Cambridge) will apply and that the owner of the site will adjust their expectations to reflect that.



Land at Canal Head



These two sites form part of the Canal Head Regeneration area addressed in Core Strategy policy CS3.2. In 2005 a comprehensive master-plan plan was produced for the whole of the canal area and the adjoining business park. This is somewhat historic however in terms of what exists on the ground little has changed and, the logic and vision behind the project remains valid and appropriate.

See the master-plan document for full details of the site – including a general description and the identified constraints. The site has significant challenges, not least in terms of land assembly and the willingness of the various owners to co-operate and bring the site forward.

We have been asked to consider a flatted residential scheme on 1ha of M28 and the business park (that behind the Booths supermarket). The residential element has been included for illustrative purposes but it is unlikely that any one element of development around the canal would come forward in isolation – although the business park elements may well do so.

In order to provide some advice to the Council as to the deliverability of this area we have updated the costs set out in Section 14 of the 2005 master-plan. We have done this through

indexing all the costs in line with the BCIS Index¹. This is clearly a very approximate approach and we would urge caution in using the results. The master-plan does not include a business plan or an estimate of the income that may be derived from the project so we have attributed the values used elsewhere in this report to the appropriate elements. For those elements that are of limited commercial potential (the leisure and museum elements) we have assumed that funding equal to the costs would be forthcoming. These are set out in full below.

It is important to note that whilst we believe that these are comprehensive we have not checked them and have not been provided with any detailed breakdown.

The following costs are for the whole master-plan area and not just the M28 and the E30/M26 sites. Whilst these could be disaggregated to some degree it is unlikely that would provide any further insight

¹ The BCIS Index tracks price changes in construction and has increased by 33% since 2005.



Location	Item/Element	Quantity	Unit	Item Cost	Masterplan Cost	Indexed	Income	
							Rate	Total
Canal head, Phase 1 -	A & B Tourism Business units / Light industry	3,656	m2	479	£1,751,224	133% £2,329,478	700	£2,559,200
Canal head, Phase 1 -	B Heritage / Visitor Centre	676	m2	1600	£1,081,600	£1,438,744		£1,438,744
Canal head, Phase 1 -	B Relocated Auction Rooms	650	m2	850	£552,500	£734,936		£734,936
Canal head, Phase 1 -	E Technology Business Park, two storey office facilities	1,300	m2	6108	£7,940,400	£10,562,320	1,300	£1,690,000
Canal head, Phase 1 -	E Technology Business Park, single storey manufacturing facilities	641	m2	2974	£1,906,334	£2,535,805	700	£448,700
Schooners Wharf	Housing development site (not inclusive of site)	22	Units	85000	£1,870,000	£2,487,474	1,990	£4,378,000
Steel Street	Site Value				£0	£0		
Steel Street	Industrial development site, local re-locations, various buildings @25% site area built density	3,990	m2	450	£1,795,500	£2,388,374	700	£2,793,000
The 'Elms' site, North Lonsdale Road	Redevelop as Industrial / Commercial business - mix 28% office / 72%manufacturing facilities @ 35% site area built occupancy	3,500		1300/479	£3,797,500	£5,051,435	1,300	£4,550,000
Canal Head - Phase 1	Exterior paving, artworks, planting, street furniture and signage at Sites A, B & E	5,900	m2	20	£118,000	£156,964		
Canal side Development including Schooner's Wharf	Tarmac pathways, street furniture, signage and planting				£121,403	£161,490		
Canal Greenway - Phase 1	Construction of Greenway along the Canal including tarmac path, planting, signage, drainage and street furniture				£77,440	£103,011		
Canal foot, Lock Keeper's Cottage	Renovation as interpretation centre associated with 'Hearts of Oak' Boat moored in lock.				£125,000	£166,275		
Canal foot, Viewing Tower	Construction of freestanding canopied structure at Canal Foot, excluding landscaping				£35,000	£46,557		
Car Parking at Canal Foot	Construction of car park - tarmac, planting, street furniture, drainage and signage at Canal Foot, near pier				£42,000	£55,868		
GSK Screening	Planting of Willow in Gabions within the canal to screen GSK				£52,050	£69,237		
Public Open Space	Planting of trees, shrubs grassed				£56,773	£75,519		



including 'Kennedy Street' area and 'Green Space' adj. Sliding rail bridge		areas, paving and street furniture at areas near to Kennedy Street - Phase 2							
Historic sliding rail bridge and footbridge		Renovation of historic rail bridge and construction of new independent footbridge			£205,000	£272,691			
Recreational Ground at 'Green Space' adj. Sliding rail bridge		Recreational/Sports area, grass open space, seating, planting, signage, teenage shelter and street furniture			£215,998	£287,321			
Skateboard Park adjacent to Kennedy Street		Phase I installation of a skateboard park in the public open space near the allotments			£62,540	£83,191			
Street Furniture along the canal and Canal Head Artwork		Ancillary street furniture for the use along the canal environment Artwork features within paving, as commissioned items or within signage			£56,500	£75,156			
					£60,000	£79,812			
Rame Farm.		Tourism based business development - Equestrian, Holiday accommodation	8	Bedspaces	30000	£240,000	£319,248		£319,248
Canal Head - Phase 2,	D	Redevelopment of agricultural suppliers to Abattoir site - relocated Auction Mart	865	m2	479	£414,335	£551,148	700	£605,500
Canal Head - Phase 2,	D	Redevelopment of footbridge crossing canal, Abattoir site - construction of associated path to canal side.				£180,000	£239,436		
Canal Head - Phase 2,	C	Canal-side Hotel, three storey	2,445	m2	1150	£2,811,750	£3,740,190	1,800	£4,401,000
Canal Head - Phase 2,	C	Function room, single storey	325	m2	1200	£390,000	£518,778		£518,778
Canal Head - Phase 2,	C	Leisure facility, two storey	450	m2	1220	£549,000	£730,280		£730,280
Canal Head - Phase 2,	C	Canal-side Restaurant	688	m2	1220	£839,360	£1,116,517		£1,116,517
Canal Head - Phase 2,	C	Canal-side Café / Bar	606		1220	£739,320	£983,443		£983,443
Acrastyle site		Housing development, site area= 1.37 ha, housing density @30 dwellings per ha =40units, average	90x40		925	£3,330,000	£4,429,566	1,990	£7,164,000
Kennedy Street site		Relocation 'Rathbones' training centre to existing buildings				£30,000	£39,906		£39,906
		Social housing (supported living)- independent living, single floor dwellings.	6x65	m2	800	£312,000	£415,022	1,050	£409,500
		Eco Housing development, 10nr 3/4 bed units @ 90sq.m per unit	900	m2	900	£810,000	£1,077,462	1,990	£1,791,000
Canal side Development including Acrastyle		Roads, car parking, exterior paving, planting street furniture and signage at Sites C, D & E	33,598	m2	20	£671,960	£893,841		

Canal Greenway - Phase 2	Tarmac pathways, street furniture, signage and planting, boardwalks and piers			£121,403	£161,490		
Car Parking at field near GSK	Construction of Greenway along the Canal including tarmac path, planting, signage, drainage and street furniture			£77,440	£103,011		
Rame Farm Screening / Footpath	Construction of car park - tarmac, planting, street furniture, drainage and signage at field opposite GSK near Canal Foot			£138,730	£184,539		
Art work	Planting trees and hedgerows to screen the views from the proposed footpath construction			£41,000	£54,538		
Fountains	Water fountains within the canal			£65,000	£86,463		
Industrial Area, Canal side, North Lonsdale Road.	Long term mixed social housing development site, area 1.15ha @ 30 units per ha = 34 units @85sq.m	34x85	900	£2,601,000	£3,459,850	1,050	£3,034,500
				£36,285,060	£48,266,387		£39,706,252

The above costs make no allowance for land assembly costs, planning costs or finance charges.

In the above we have shown those costs that relate to the business park in red. Of the above costs about £15,428,00,000 of costs and £4,698,000 of income relates directly to the development of the business park.

The overall results are summarised in the table below:

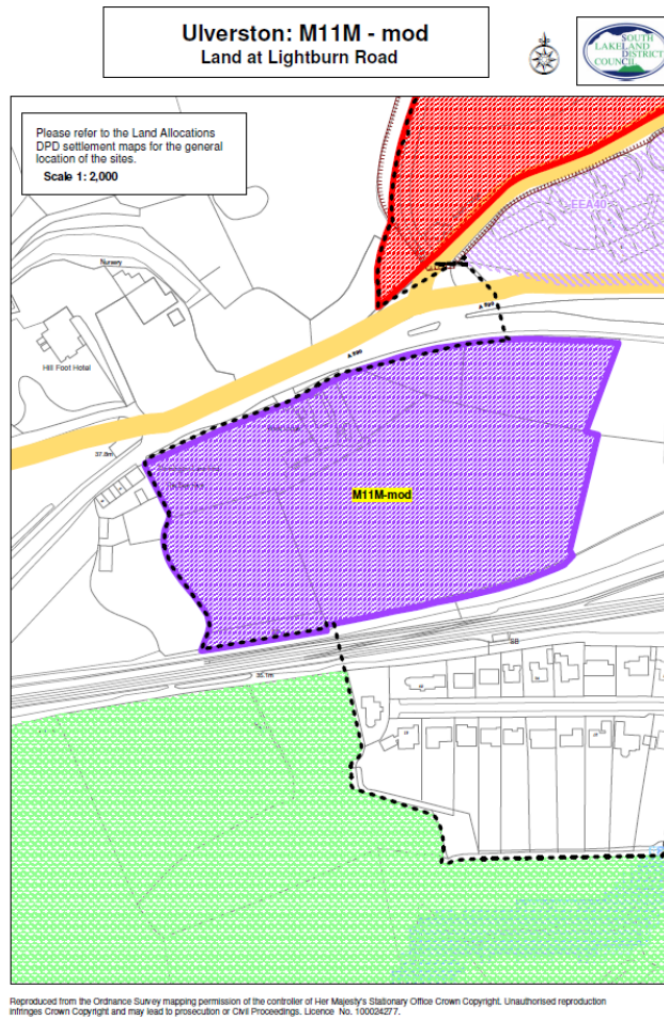
Summary of Canal Head Costs – Full Master-plan (£)	
Anticipated Income	39,706,252
Updated Construction Costs	48,266,387
Fees	4,826,639
Contingency	2,413,319
Sales	1,389,719
Developer's Profit	9,653,277
Profit/Loss before land assembly and interest	-26,843,089

Source Masterplan and HDH

These results are discussed in the body of the report.



Land at Lightburn Road, Ulverston, M11M - Mod



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Site Description	Greenfield site in Agricultural use to the west of Ulverston.		
Gross Area	3.1ha	Net Developable Area	Approximately 2ha
Units	15,000m ² of high quality offices		
Constraints	<p>Site 'broken' by existing residential use. Undulating topography, but developable. Prominent position.</p> <p>Some protected (TPO'd) trees in the eastern boundary hedge line overhang the site. Need to protect their rooting areas from development. There are other trees on the boundaries and within the hedges. No additional cost.</p> <p>Flooding. There are some wetter patches of land on the lower lying part of the site on the eastern boundary near to the Beehive Cottages.</p>		



Still within Flood Zone 1 (FLZ 1). Sustainable Drainage Scheme potentially required.

We have assumed the existing buildings are retained. Buffer zone with Beehive Cottages boundary to protect amenity / privacy.

United Utilities aqueduct outwith but near to the site – runs along the A590 (no development within 10.5 metres either side of each side of the aqueduct wall).

Gas /Electricity	Development feasible but with minor infrastructure / service constraint. – No abnormal costs.
Access	Good direct highways access, however SLDC estimate site specific highways costs of £1,079,000.
Known Abnormals	None



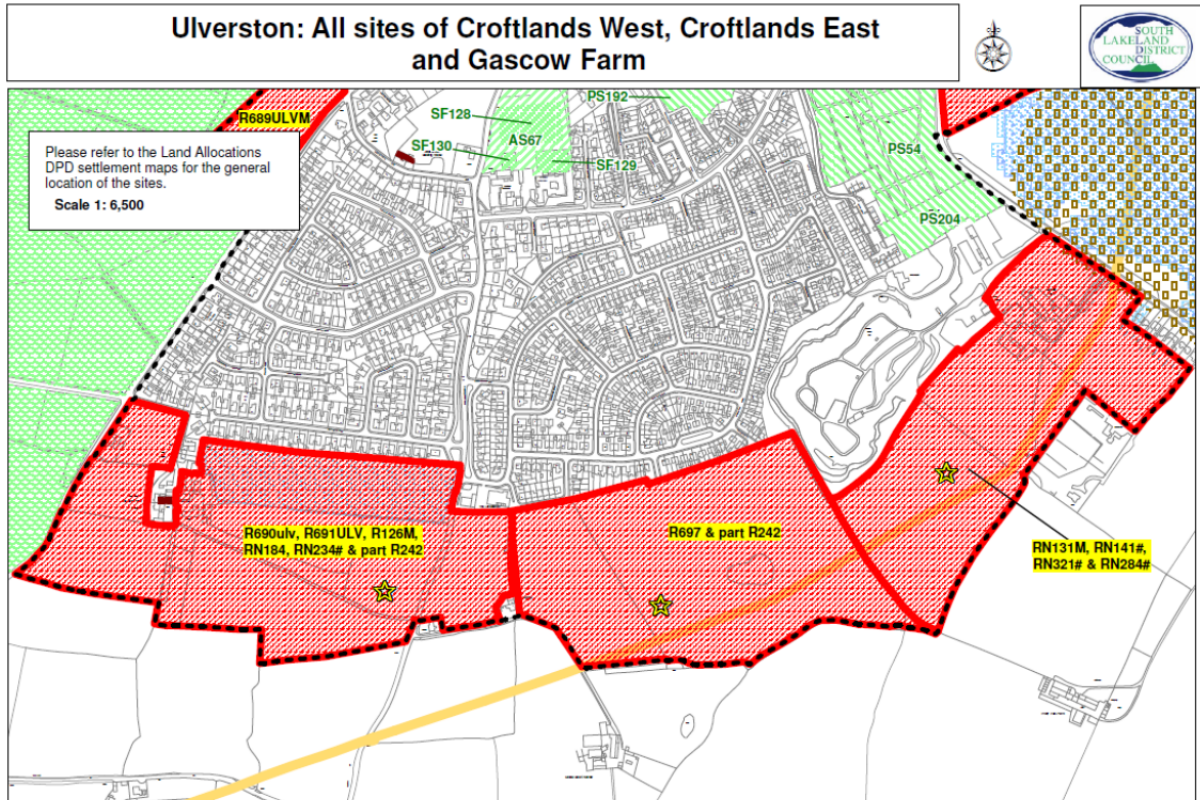
South Ulverston sites

West Croftlands, Ulverston, R690, R691ULV, R126M, RN184, RN234#, part R242

East Croftlands, Ulverston, R697, part 242,

Gascow Farm, Ulverston, RN131M, RN141#, RN321#, RN284#

These sites are treated as one site



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Site Description Large relatively flat greenfield sites to the south of Ulverston. Currently in Agricultural Uses The site is a compilation of the three sites at the south of Ulverston. It is made up of a series of fields, currently mainly in agricultural use running in a strip from Nook Farm on Urswick Road east across Mountbarrow Road and down to Gascow farm

Gross Area	44.35 ha	Net Developable Area	22.18ha
Units	747 – mixture of det 4, 3 bed, 2, 3, 4 semi, 2,3 bed terrace of high quality design incorporating open space etc.... which will be subject to a development brief (we have not had sight of this)		
Constraints	Aqueduct crosses part of the site 10m easement		



Landscape requirements – buffer zone around Quarry face, safeguard rural nature of entrance to Gascow Farm,

Surface water management is a fundamental consideration in the development of the site and a sound strategic solution is required across all the sites addressing culvert capacities, attenuation and surface water management. A triangle of land which forms part of Croftlands East is identified for public open space, surface water management and infrastructure. There is a requirement to safeguard landscape setting of the entrance to Gascow farm / Bardsea leisure maintaining rural aspect through appropriate design and landscape use.

Access

Croftlands West off Urswick Road and Mountburrow Road. Stepped junction into Croftlands East and local access into existing Croftlands estate. Gascow farm access existing off Priory Road requires improvements with requirements to safeguard rural setting. Potential for through road / local link roads throughout site.

No off site requirements

Abnormal Costs

On a large site such as this it is difficult to assess what is normal and what is abnormal as some costs are inherent to a development of this scale. During the preparation of this study a number of key items have been raised. These include:

- Highways – to and through the site
- The requirement to open up a culvert
- Education requirements – the combined impact of all the development planned in the town will necessitate a new primary school – although the timing and location remains uncertain
- The need to incorporate SUDS

It is not possible to make an assessment of each of these, however working from the existing available evidence that we do have we have assumed an overall abnormal costs of £3,500,000. We fully appreciate that this is substantially more than that estimated by the landowners however believe that this is a prudent assumption to make.

Appendix 4. Non-Residential Property

Offices

[14-14 Kent Street, Kendal, Cumbria](#)

Rent: 9500.00 / Annum

Size: 79 sq m

Date Updated: 09/02/2012

Description: THE PROPERTY COMPRISES OF GROUND, FIRST AND SECOND FLOOR WITH GOOD QUALITY OFFICE ACCOMMODATION INCLUDING TWO TOILETS AND KITCHEN AREA. POSSIBILITY OF CHANGE OF USE TO RETAIL. IDEAL FOR COMPANY WISHING TO BE REPRESENTED IN CENTRE OF BUSY MARKET TOWN



[Eskdale House, Shap Road, Kendal, Cumbria](#)

Price: £575,000.00 (GBP)

Rent: £5.0000

Size: 0.78

Date Added: 12/07/2012

Description: The property comprises a detached, three storey office building together with adjoining car park to accommodate 57 vehicles. Prominently positioned fronting Shap Road immediately to the north of Kendal town centre. The immediate area is of a mixed commercial and re...



[Riverside Place, Kendal, Cumbria](#)

Size: 1200 - 25000 sq ft

Date Added: 24/11/2011

Description: High Quality newly developed offices - To Let (Agency Pilot Software Ref: 14085640)

[Unit 12, Moss End Business Village, Milnthorpe, Cumbria](#)

Price: £600,000.00

Rent: 49000.00 / Annum

Size: 3029 sq ft

Date Updated: 09/02/2012

Description: A high quality office development providing contemporary office accommodation within a sympathetically developed rural setting minutes from J36 of M6. Modern flexible office space with ample on site parking.

[Unit 11, Moss End Business Village, Milnthorpe, Cumbria](#)

Price: £275,000.00

Rent: 20000.00 / Annum

Size: 1252 sq ft

Date Updated: 09/02/2012

Description: A high quality stone built barn conversion offering high quality contemporary office accommodation over 2 floors a matter of minutes from J36 of M6. Ample on site parking

[Unit J \(Ground floor Offices\), Main Line Industrial Estate, Crooklands Road, Milnthorpe, Cumbria](#)

Rent: 5.00 / sq ft

Size: 2405 sq ft

Date Added: 27/02/2012

Description:

[Unit J \(First Floor Offices\), Main Line Industrial Estate, Crooklands Road, Milnthorpe, Cumbria](#)

Rent: 5.00 / sq ft

Size: 2510 sq ft
Date Added: 27/02/2012
Description:

[Craggs Barn, Dent, Sedbergh, Cumbria](#)

Price: £250,000.00 (Freehold)
Rent: £4300 / Annum
Size: 46 sq m
Date Added: 17/04/2012
Description:

[RISE HILL MILL, DENT, SEDBERGH, Cumbria](#)

Price: £395,000.00 (OFFERS IN THE REGION OF)
Date Updated: 13/12/2011
Description:



[Ford Park, Ulverston](#)

Price: POA
Size: 290 - 9900
Date Updated: 11/02/2012
Description: Built in the mid-eighteen hundreds, the building provides bright and spacious office accommodation for a number of clients, from community groups to the Princes Trust. With meeting rooms, hot desks, broadband and teleconferencing facilities, as well as the option of a f...

[First Floor, Ulverston Town Hall, Queens Street, Ulverston, Cumbria](#)

Rent: £1,300 - £2,600 / Annum
Size: 13.9 - 26.9 sq m
Date Added: 17/04/2012
Description:



[12 Victoria Street, Morecambe, Lancashire](#)

Size: 1,290.7 sq m
Date Added: 02/06/2011
Description: Prominent A2 corner unit with ancillary offices at first floor. Enclosed yard at rear currently used for car parking. Suitable for variety of uses, subject to planning. Due to Relocation.FREEHOLD - £350,000



[20 Westgate, MORECAMBE, Lancashire](#)

Rent: 21000.00 / Annum
Size: 5673 sq ft
Date Updated: 17/10/2012
Description: Premises situated in a prominent position fronting Westgate, close to its junction with Morecambe Road, Broadway and Lancaster Road. The premises form part of larger mixed industrial/office facility being of both rendered brick and clad portal frame construction. The ind...

[Whitegate, Morecambe, Lancashire](#)

Rent: 30000.00 / Annum
Size: 3724 - 10516 sq ft
Date Updated: 14/09/2010

Description: Two self contained buildings are available either individually or combined both with extensive car parking accessed off a secure site.



[61 Rosemary House, North Road, LANCASTER, Lancashire](#)

Rent: £11.00 - £12.00 / sq ft

Size: 1156 - 4098 sq ft

Date Added: 11/01/2013

Description: Rosemary House was constructed in 2004 and provides office accommodation on the ground, first, second and third floors. There is a single central core providing the main staircase and an eight person passenger lift. The building benefits from comfort cooling/heating to op...



[1, Sun Street, Lancaster, Lancashire](#)

Rent: £5,500 / Annum

Size: 938 sq ft

Date Added: 21/12/2012

Description: The property comprises a corner building of brick elevations rendered to the gable end, arranged over the first and second floors. The entrance to the office suite is on Sun Street. There is no car parking with the property.



[80 Church Street, Lancaster, Lancashire](#)

Price: £300,000.00 (GBP)

Size: 6500.00 sq ft

Date Added: 02/03/2012

Description: 80 Church Street is a Grade II* Listed residential building which has been converted to provide office accommodation and training facilities. It retains many original character features throughout. The property comprises a number of separate offices over lower ground, ...



[White Cross Business Park, Lancaster, Lancashire](#)

Size: 12 - 3232 sq ft

Date Added: 13/02/2012

Description: White Cross Business Park is a unique business community providing high quality office, workshop and warehousing space in an attractive historic setting. The site enjoys a city centre location, easily accessible via the M6 motorway and by train on the West Coast Mainline...



[Bridge Street, Appleby](#)

Rent: 100.00 / sq ft

Size: 260 - 9600

Date Updated: 11/02/2012

Description: A terraced house style building that offers furnishings in a traditional style, in keeping with the building's exterior. Providing secretarial, 24 hour access with excellent security within the building. Flexible lease terms and competitive prices make this an ideal cen...



[Enterprise House, Gillan Way, Penrith](#)

Size: 4995.00 sq ft

Date Added: 29/11/2012

Description: · Perimeter Trunking · Gas Central heating · Suspended ceiling · Cat II lighting · DDA compliant · Open plan and partitioned accommodation For more information about this property, click on "Visit this property..."

[Home & Garden Centre, Ullswater Road, Penrith, Cumbria](#)

Rent: 80000.00 / Annum

Size: 1450 sq m

Date Updated: 09/02/2012

Description: retail/trade showroom with a prominent roadside frontage. The unit is located on the main arterial route leading into Penrith with access to the M6 and A66 within a quarter of a mile. With parking to front and side.



[Furness House](#)

Date Added: 24/08/2012

Description: Barrow in Furness is situated in south west Cumbria on the Furness Peninsula, 34 miles from Kendal and approximately the same distance from access to the M6 motorway at junction 36. The town is a sub regional centre with a growing economy and a very well defined catchm...



[The Canteen Media Arts Centre, Michaelson Road, Barrow In Furness, Cumbria](#)

Price: £175,000.00

Size: 10470 sq ft

Date Added: 10/08/2012

Description: Multi functional commercial property. Suitable for redevelopment subject to planning. Main function hall with 500 person capacity. (Agency Pilot Software Ref: 2835)

Industrial

[Unit J \(Ground floor Offices\), Main Line Industrial Estate, Crooklands Road, Milnthorpe, Cumbria](#)

Rent: 5.00 / sq ft

Size: 2405 sq ft

Date Added: 27/02/2012

Description:

[Unit J \(First Floor Offices\), Main Line Industrial Estate, Crooklands Road, Milnthorpe, Cumbria](#)

Rent: 5.00 / sq ft

Size: 2510 sq ft

Date Added: 27/02/2012

Description:

[Main Line Industrial Estate, Crooklands Road, nr Kendal, Cumbria](#)

Price: POA

Size: 6000 - 50000 sq ft

Date Added: 27/02/2012

Description: Design and Build opportunities exist at this strategic industrial estate in South Lakeland approx. 3 miles from J36 of M6 on outskirts of Kendal. Planning has now been secured to develop 2no.6,000 1no.18,000 and 1no.20,000 sqft units.

[Craggs Barn, Dent, Sedbergh, Cumbria](#)

Price: £250,000.00 (Freehold)

Rent: £4300 / Annum

Size: 46 sq m

Date Added: 17/04/2012

Description:

[St. Marys Lane, Ambleside, Cumbria](#)

Rent: £20000 / Annum

Size: 4360 sq ft

Date Added: 07/11/2011

Description:

[RISE HILL MILL, DENT, SEDBERGH, Cumbria](#)

Price: £395,000.00 (OFFERS IN THE REGION OF)

Date Updated: 13/12/2011

Description:

[Unit A + B, Canal head, Ulverston, Cumbria](#)

Price: This spacious former joiner's workshop, previously two units which has been knocked into one is all on the ground floor with two large external entrances. There is also an external fenced yard. (Fence is due to be erected in the near future.

Rent: £4500 / Annum

Size: 142 sq m

Date Added: 17/04/2012

Description:



[20 Westgate, MORECAMBE, Lancashire](#)

Rent: 21000.00 / Annum

Size: 5673 sq ft

Date Updated: 17/10/2012

Description: Premises situated in a prominent position fronting Westgate, close to its junction with Morecambe Road, Broadway and Lancaster Road. The premises form part of larger mixed industrial/office facility being of both rendered brick and clad portal frame construction. The ind...

[Whitegate, Morecambe, Lancashire](#)

Rent: 30000.00 / Annum

Size: 3724 - 10516 sq ft

Date Updated: 14/09/2010

Description: Two self contained buildings are available either individually or combined both with extensive car parking accessed off a secure site.

[JW, Unit 6 Middlegate, Morecambe, Lancashire](#)

Rent: 21500.00 / Annum

Size: 5000 sq ft

Date Updated: 28/02/2012

Description: Industrial Unit on the popular White Lund Ind Est - Can be divided into 2x2500 sq ft units

[Southgate Trade Park, White Lund Industrial Estate , Morecambe](#)

Price: POA

Size: 8907 - 38072 sq ft

Date Updated: 29/02/2012

Description: Newly refurbished trade counter/warehouse units with the benefit of excellent loading and parking.

[Hackthorpe Hall, Penrith, Cumbria](#)

Rent: 29750.00 / Annum

Size: 7418 sq ft

Date Updated: 09/02/2012

Description: High quality warehouse/workshop unit situated in an excellent rural location adjacent to the A6 main trunk road and within 4 miles of Penrith & the junction of the M6 motorway & A66 Trans-Pennine trunk road. Floor area 689sqm / 7,418sq



[White Cross Business Park, Lancaster, Lancashire](#)

Size: 12 - 3232 sq ft

Date Added: 13/02/2012

Description: White Cross Business Park is a unique business community providing high quality office, workshop and warehousing space in an attractive historic setting. The site enjoys a city centre location, easily accessible via the M6 motorway and by train on the West Coast Mainline...



[Middleton Business Park, Morecambe, Lancashire](#)

Size: 10 - 30 Acres

Date Added: 29/06/2011

Description: 3 plots are being offered for sale: Site A - 14.44 Site B - 4 Site C - 12.11 TOTAL - 30.55 The sites are categorised either within the existing employment area or as community woodland. The northern element of site A benefits from an existing consent for a Biomass Plant (ref: 07...

[Home & Garden Centre, Ullswater Road, Penrith, Cumbria](#)

Rent: 80000.00 / Annum

Size: 1450 sq m

Date Updated: 09/02/2012

Description: retail/trade showroom with a prominent roadside frontage. The unit is located on the main arterial route leading into Penrith with access to the M6 and A66 within a quarter of a mile. With parking to front and side.



[Unit 3, Furness Business Park, Peter Green Way, BARROW-IN-FURNESS, Cumbria](#)

Size: 19,380 sq ft

Date Updated: 19/09/2012

Description: The property constitutes a modern warehouse unit offering a total of 19,380 sq.ft. of space. The unit benefits from two storey office facilities to the front and goods access, via full height roller shutter doors, to the warehouse. Ample parking and yard area is provide...



[Hollywood Retail and Leisure Park, Barrow-In-Furness](#)

Date Added: 29/11/2012

Description: 125,000 sq.ft retail and leisure scheme. For more information about this property, click on "Visit this property's website"

Retail



[99 Highgate, Kendal, South Lakeland](#)

Price: GBP

Date Added: 15/11/2012

Description: The property comprises a 3 storey, mid terraced building of local stone construction under a shallow pitched tiled roof. Previously fitted out as a bar and restaurant. Small yard area with off street parking for one vehicle. - Vacant retail unit- Suitable for a variety ...



[37 Highgate, Kendal, Cumbria](#)

Price: GBP

Date Added: 25/07/2012

Description: The freehold property comprises a vacant 3 storey, plus basement, mid terrace retail unit extending approximately 6,700 sq ft. The ground floor comprises the main sales area with staff room and WC. The first floor comprises further sales area with store to the rear. The...



[68 Highgate, Kendal, Cumbria](#)

Price: GBP

Rent: £27500 / Annum

Size: 2162 sq ft

Date Added: 12/07/2012

Description: The premises are arranged over ground and first floors with the following approximate dimensions and net internal areas: Gross Frontage: 28 ft 3 in Net Frontage: 23 ft 7 in Shop Depth: 81 ft 2 in Ground Floor Sales: 2,162 ft² First Floor Ancillary: 935 ft² The pro...

[14-14 Kent Street, Kendal, Cumbria](#)

Rent: 9500.00 / Annum

Size: 79 sq m

Date Updated: 09/02/2012

Description: THE PROPERTY COMPRISES OF GROUND, FIRST AND SECOND FLOOR WITH GOOD QUALITY OFFICE ACCOMMODATION INCLUDING TWO TOILETS AND KITCHEN AREA. POSSIBILITY OF CHANGE OF USE TO RETAIL. IDEAL FOR COMPANY WISHING TO BE REPRESENTED IN CENTRE OF BUSY MARKET TOWN



[133 Stricklandgate, Kendal, Cumbria](#)

Price: £100,000.00

Size: 1131 sq ft

Date Added: 25/01/2013

Description: Retail premises. Town centre location. Ancillary accommodation to the first floor. (Agency Pilot Software Ref: 2834)



[Ground, Grizedale Visitors Centre, Grizedale, Ambleside, Cumbria](#)

Price: Tender

Size: 138 - 190 sq m

Date Updated: 01/11/2012

Description: •A rare opportunity to lease a retail unit within a unique South Lakeland setting. •Major Lake District Tourist attraction. •Ground floor, self contained, lock-up shop. •Sales area of 138 sq.m (1,485 sq.ft) + stockroom. •Gross internal area of 154 sq.m (1,658 sq.ft) •Adja...

[4, Ashtrees Way, Carnforth, Lancashire](#)

Rent: £7500 / Annum

Size: 546 sq ft

Date Added: 29/11/2011

Description:



[52-54 Marine Road, Morecambe, Lancashire](#)

Price: £225,000.00 (OIRO)

Rent: £22,500 / Annum

Size: 11432 sq ft

Date Updated: 18/10/2012

Description: The property is situated in a prominent position overlooking Morecambe Bay at the eastern end of Marine Road West at its junction with Regent Road. The unit forms part of a larger late Victorian building being the former Alhambra Theatre. The property has an ornate stone...

[Arndale Centre, MORECAMBE, Lancashire](#)

Price: POA

Date Added: 11/01/2013

Description: PRIME RETAIL UNITS TO LET The Arndale Shopping Centre is the town's principal retail offer comprising of approximately 107,000 sq ft of retail accommodation. For further details please see attached Brochure.

[Royalty Mall, Morecambe, Lancashire](#)

Rent: £14600 - £45000 / Annum

Size: 263 - 3224 sq ft

Date Added: 07/09/2011

Description:



[12 Victoria Street, Morecambe, Lancashire](#)

Size: 1,290.7 sq m

Date Added: 02/06/2011

Description: Prominent A2 corner unit with ancillary offices at first floor. Enclosed yard at rear currently used for car parking. Suitable for variety of uses, subject to planning. Due to Relocation. FREEHOLD - £350,000

[15, Regent Road, Morecambe, Lancashire](#)

Price: £220,000.00

Rent: 18500.00 / Annum

Size: 1231 sq ft

Date Updated: 19/02/2012

Description: sales accommodation at ground floor and ancillary storage/staff facilities at first floor

[Southgate Trade Park, White Lund Industrial Estate , Morecambe](#)

Price: POA

Size: 8907 - 38072 sq ft

Date Updated: 29/02/2012

Description: Newly refurbished trade counter/warehouse units with the benefit of excellent loading and parking.



[17-19 St Nicholas Arcade, Ashton Walk, Lancaster](#)

Price: GBP

Rent: £86750.0000

Size: 3124.00 sq ft

Date Added: 31/08/2012

Description: The subject property is situated adjacent to Argos, Ryan and the new 15,000 sq ft Next store within St Nicholas Arcades, the prime shopping area within Lancaster.



[16-18 Ashton Walk, Lancaster](#)

Price: GBP

Rent: £75000.0000

Size: 3774.00 sq ft

Date Added: 24/09/2012

Description: The subject property is situated adjacent to Argos, Ryan and the new Next store within St Nicholas Arcades, the prime shopping area within Lancaster.



[St. Nicholas Arcades, Lancaster, Lancashire](#)

Price: GBP

Size: 991.00 - 1,042.00 sq ft

Date Added: 28/01/2013

Description: The subject unit occupies a prominent position within the newly extended phase of the St Nicholas Arcades, the prime covered shopping centre in Lancaster, directly opposite The Entertainer and the new 15,000sq ft Next anchor store. Other occupiers include Argos, Boots, ...



[St. Nicholas Arcades, Lancaster, Lancashire](#)

Price: GBP

Date Added: 28/01/2013

Description: The subject premises occupy the former Game unit on Ashton Walk within the St Nicholas Arcades Shopping Centre, the prime covered shopping centre in Lancaster. The unit is adjacent to the Yorkshire Building Society and opposite Costa Coffee. Other occupiers include a ne...



[St. Nicholas Arcades, Lancaster, Lancashire](#)

Price: GBP

Size: 626.00 - 1,308.00 sq ft

Date Added: 28/01/2013

Description: The subject premises comprise the former T-Mobile unit, prominently situated at the Lancaster Gate entrance to the St Nicholas Arcades Shopping Centre, the prime covered shopping centre in Lancaster. Other occupiers in the centre include a new 15,000 sq ft Next anchor s...



[St. Nicholas Arcades, Lancaster, Lancashire](#)

Price: GBP

Size: 524.00 - 1,031.00 sq ft

Date Added: 28/01/2013

Description: The subject premises are situated in the newly extended phase of the St Nicholas Arcades, the prime covered shopping centre in Lancaster, directly opposite the new 15,000 sq ft Next anchor store. Other occupiers include Boots, The Entertainer, Argos, Superdrug, Game and...



[St. Nicholas Arcades, Lancaster, Lancashire](#)

Price: GBP

Date Added: 28/01/2013

Description: The subject premises are situated adjacent to the new 15,000 sq ft Next anchor and the new The Entertainer store in the recently extended phase of the St Nicholas Arcades, the prime covered shopping centre in Lancaster. Other tenants include Boots, Poundland, Yorkshire ...



[St. Nicholas Arcades, Lancaster, Lancashire](#)

Price: GBP

Size: 500.00 - 9000.00 sq ft

Date Added: 31/08/2012

Description: St Nicholas Arcades is in the very heart of Lancaster, a top 100 UK retail town. Retail units to let from 500 sq ft to 9,000 sq ft

[8-10 Marketgate Shopping Centre, Marketgate, LANCASTER, Lancashire](#)

Price: POA

Date Added: 11/01/2013

Description: Prominent unit Affordable terms High pedestrian flow The property arranged on ground and first floors.

[UNIT 24 MARKETGATE, LANCASTER](#)

Rent: £39250 / Annum

Size: 1904 sq ft

Date Added: 04/09/2012

Description: SHOP AVAILABLE

[2 Marketgate Shopping Centre, James Street, LANCASTER, Lancashire](#)

Price: POA

Date Added: 11/01/2013

Description: Affordable terms Good location High pedestrian flow The unit is available on the basis of a new flexible full repairing and insuring lease for a term of years to be agreed.





[25 Penny Street, Lancaster](#)

Size: 191 sq m

Date Updated: 17/10/2012

Description: The available space comprises retail accommodation.



[24 Penny Street, LANCASTER, Lancashire](#)

Size: 3426 - 3426 sq ft

Date Added: 07/09/2012

Description: Retail investment for sale. Imposing three storey property trading from the ground and basement floor levels. The upper floors have independent access. The first floor is sub-let as offices and the second floor is used for training and office purposes. Prime location on ...

[12 Marketgate Shopping Centre, Corn Market, LANCASTER, Lancashire](#)

Price: POA

Date Added: 11/01/2013

Description: Affordable termsExcellent visibilityHigh footfall location The premises are arranged over ground and first floors.



[46/48 Penny Street, Lancaster](#)

Price: GBP

Rent: £43000 / Annum

Size: 5108.59 - 5109.05 sq ft

Date Added: 08/03/2012

Description: Lancaster is a strong regional town that benefits from its own catchment area and a large student population during term time. The property is located in the prime retail area around the pedestrian streets of Penny Street and Market Street which is close to M&S and othe...

[29 Common Garden Street, Lancaster, Lancashire](#)

Price: £240,000.00

Size: 2320 sq ft

Date Added: 22/12/2011

Description:



[1 Market Place, HAWES, North Yorkshire](#)

Price: £425,000.00

Date Added: 06/06/2012

Description: Prime trading location within popular Dales Market Town in the heart of the Yorkshire Dales National Park approximately 8 miles from Aysgarth Falls. A double fronted retail premises with split level sales area and storage incorporating spacious 4 bedroom living accommo...

[Home & Garden Centre, Ullswater Road, Penrith, Cumbria](#)

Rent: 80000.00 / Annum

Size: 1450 sq m

Date Updated: 09/02/2012

Description: retail/trade showroom with a prominent roadside frontage. The unit is located on the main arterial route leading into Penrith with access to the M6 and A66 within a quarter of a mile. With parking to front and side.

[Land, Southend Road, Penrith, Cumbria](#)

Price: POA

Size: 1415 sq ft

Date Updated: 09/02/2012

Description: Site with Planning Consent for a Ground Floor Retail Unit & 6 Flats above. Potential Shop Sales Area 131.5 sqm /1,415 sqft. Adjacent to New Squares Development. For Sale or To Let.



[3 Middlegate, Penrith, Cumbria](#)

Price: £400,000.00

Rent: £27500 / Annum

Size: 938 - 2830 sq ft

Date Updated: 10/09/2012

Description: Three storey mid terraced building with accommodation comprising sales and ancillary on ground floor, staff and ancillary on first floor and ancillary on second floor. Located in prominent position within this popular market town.



[3, Middlegate, Penrith, Cumbria](#)

Price: £400,000.00 (offers in the region of)

Rent: £27,500 / Annum

Size: 410 - 938 sq ft

Date Updated: 10/01/2012

Description: The property comprises a mid terraced building on the ground and two upper floors of rendered stone construction. The ground floor provides sales accommodation to the front, with a storage area to the rear. Stairs from the rear store are lead to the first floor accommodation...

[Brunswick Road, Penrith, Cumbria](#)

Size: 2971 - 6093 sq ft

Date Added: 07/09/2011

Description:



[116 Dalton Road, Barrow-In-Furness, Cumbria](#)

Rent: £26000 - £26000 / Annum

Size: 1238 - 1238 sq ft

Date Updated: 20/04/2012

Description: Ground floor self contained retail unit in highly prominent corner position on the east side of Dalton Road. The premises have return frontage adjacent to Home Bargains and other nearby retailers include Barclays, Sports Direct, Bon Marche and Argos. The premises have r...



[122 Dalton Road, Barrow-in-Furness](#)

Price: GBP

Size: 1673.00 sq ft

Date Added: 10/01/2013

Description: The property is located on the pedestrianised Dalton Road in the centre of Barrow-in-Furness opposite the entrance to Portland Walk Shopping Centre, the prime shopping centre in the town. The premises are arranged on ground, first and second floors.

[Cornerhouse & Hindpool Retail Park, Hindpool Road, Barrow-In-Furness, Cumbria](#)

Price: POA

Date Added: 11/01/2013

Description: 7,524 sq ft unit immediately available The former Roseby's unit on Hindpool Retail Park is immediately available Unit of 7,524 sq ft Approximately 365,000 sq ft of retail/leisure in the immediate area



[Hollywood Retail and Leisure Park, Barrow-In-Furness](#)

Date Added: 29/11/2012

Description: 125,000 sq.ft retail and leisure scheme. For more information about this property, click on "Visit this property's website"

Land

[Main Line Industrial Estate, Crooklands Road, nr Kendal, Cumbria](#)

Price: POA

Size: 6000 - 50000 sq ft

Date Added: 27/02/2012

Description: Design and Build opportunities exist at this strategic industrial estate in South Lakeland approx. 3 miles from J36 of M6 on outskirts of Kendal. Planning has now been secured to develop 2no.6,000 1no.18,000 and 1no.20,000 sqft units.

[St John the Baptist Church, Blawith, Ulverston, Cumbria](#)

Price: £100,000.00 (GUIDE PRICE)

Size: 0.31 Acres

Date Updated: 21/02/2012

Description:



[Moor Platt Home for the Elderly, Lancaster Road, LANCASTER, Lancashire](#)

Price: £800,000.00 (Offers Over)

Size: 2.0 - 3.0 Acres

Date Updated: 23/07/2012

Description: The property is a former care home located in the centre of the village of Caton, approx 4 miles from Lancaster city centre & 2 miles from junction 34 of the M6. The site comprises approx 1.074 hectares (2.65 acres). The property comprises a collection of buildings withi...



[Murphy's Irish Bar, 17 Lines Street, Morecambe, Lancs](#)

Price: £180,000.00

Size: 4949 sq ft

Date Added: 05/10/2012

Description: Close to Morecambe town centre. Spacious living accommodation above. Additional parcel of land totalling 0.05 hectares (0.124 acres). (Agency Pilot Software Ref: 2833)

[Bank Terrace, Lindal in Furness, Cumbria](#)

Price: £750,000.00 (Offers)

Size: 3 acres - 11 acres sq ft

Date Added: 13/08/2012

Description:



[Lawson, Lancaster, Lancashire](#)

Date Added: 29/11/2012

Description: The site is of irregular shape and elongated with extensive frontage to Caton Road (275 metres). The southern section of the site extends to the full width between Caton Road and Bulk Road, a distance of approximately 60 metres (200ft). For more information about this p...



[Middleton Business Park, Morecambe, Lancashire](#)

Size: 10 - 30 Acres

Date Added: 29/06/2011

Description: 3 plots are being offered for sale: Site A - 14.44 Site B - 4 Site C - 12.11 TOTAL - 30.55 The sites are categorised either within the existing employment area or as community woodland. The northern element of site A benefits from an existing consent for a Biomass Plant (ref: 07...



[Barrow-in-Furness, Cumbria](#)

Size: 14

Date Updated: 03/10/2012

Description: The site forms part of the land holding owned by Blyth INc on which Partylite Manufacturing are located and will remain. Partylite will retain circa 3-4 acres for their own use, leaving 14.5 acres available for development. We understand that all mains services are lo...



[Redhills, Mainsgate Road, Barrow-In-Furness](#)

Price: GBP

Size: 26.4

Date Updated: 26/02/2012

Description: 26.4 Ha site allocated for leisure and tourism uses. (From Caldes Software. Property Ref: N21783. Nov 8 2011 8:24AM)



[The Canteen Media Arts Centre, Michaelson Road, Barrow In Furness, Cumbria](#)

Price: £175,000.00

Size: 10470 sq ft

Date Added: 10/08/2012

Description: Multi functional commercial property. Suitable for redevelopment subject to planning. Main function hall with 500 person capacity. (Agency Pilot Software Ref: 2835)

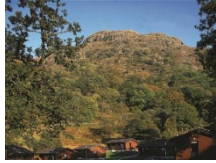
Leisure

[9 Cambridge House, Oak Street, WINDERMERE, Cumbria](#)

Price: £460,000.00

Date Added: 23/03/2012

Description:



[HARTSOP FOLD LAKELAND LODGES, Penrith, Cumbria](#)

Price: Guide Price £985,000

Date Added: 28/01/2013

Description: For Further Information: Prime Lake District holiday lodge letting business. Including 12 detached holiday lodges. Offered for sale for the first time. Includes stone built barn and timber reception.



[52-54 Marine Road, Morecambe, Lancashire](#)

Price: £225,000.00 (OIRO)

Rent: £22,500 / Annum

Size: 11432 sq ft

Date Updated: 18/10/2012

Description: The property is situated in a prominent position overlooking Morecambe Bay at the eastern end of Marine Road West at its junction with Regent Road. The unit forms part of a larger late Victorian building being the former Alhambra Theatre. The property has an ornate stone...



[Murphy's Irish Bar, 17 Lines Street, Morecambe, Lancs](#)

Price: £180,000.00

Size: 4949 sq ft

Date Added: 05/10/2012

Description: Close to Morecambe town centre. Spacious living accommodation above. Additional parcel of land totalling 0.05 hectares (0.124 acres). (Agency Pilot Software Ref: 2833)

[Victoria Hotel, Victoria Street, Morecambe, Lancashire](#)

Price: Offers Invited

Date Added: 11/01/2013

Description: FREEHOLD PUB A three storey end terraced property of brick construction, with rendered elevations, set beneath a pitched slate roof. To the rear there is a single storey extension set beneath a flat roof. Externally to the rear there is a bin yard.

[57 Melbourne Social Club, Slyne Road, Lancaster, Lancashire](#)

Price: Guide Price £135,000

Date Added: 11/01/2013

Description: The Property is located fronting the A6 in the Skirton District of Lancaster The Property comprises a detached two storey social club which was originally constructed in 1891 as a private dwelling. Original elevations are of stone construction set beneath a pitched sl...



[Grapes Inn, The Sands, APPLEBY-IN-WESTMORLAND, Cumbria](#)

Price: Offers Invited plus VAT

Size: 2396 sq ft

Date Added: 19/11/2012

Description: The Grapes Inn is a Grade II Listed public house located in Appleby-in-Westmorland. Attractive character property. Good sized ground floor trading area. 3 Letting bedrooms. Prominent main road position. Alternative use opportunity subject to obtaining the necessary permissio...



[Former Little Chef Restaurant, A66, APPLEBY-IN-WESTMORLAND, Cumbria](#)

Price: £85,000.00

Rent: £10000 / Annum

Size: 1016 sq ft

Date Updated: 22/01/2013

Description: Facing A66 trunk road. Approx. 2.5 miles east of Appleby and 15.5 miles east of Penrith. Comprising 94.38 sq m (1,016 sq ft). Site area 0.24 ha (0.60 acres).



[ESKDALE CAMPSITES, Holmrook, Cumbria](#)

Price: Guide Price £2.5m

Date Added: 25/01/2013

Description: For further information:- A fantastic opportunity to acquire two successful Lake District tourist businesses. Both within the Lake District National Park - the busiest National Park in the UK. Comprises a total 119 grass pitches, 56 hardstanding touring pitches, 13 campi...



[1 Market Place, HAWES, North Yorkshire](#)

Price: £425,000.00

Date Added: 06/06/2012

Description: Prime trading location within popular Dales Market Town in the heart of the Yorkshire Dales National Park approximately 8 miles from Aysgarth Falls. A double fronted retail premises with split level sales area and storage incorporating spacious 4 bedroom living accommo...

[Former Chaste Restaurant, Market Place, Hawes, North Yorkshire](#)

Price: £225,000.00

Size: 1664 sq ft

Date Updated: 15/01/2013

Description: Excellent position within Hawes. Rare opportunity to acquire freehold restaurant facilities. Available with immediate vacant possession. (Agency Pilot Software Ref: 2770)



[Butterflowers Holiday Home Park, Port Haverigg, Millom, Cumbria](#)

Price: £6,000,000.00 (GBP)

Date Added: 23/04/2012

Description: Picturesque beach-side location for both parks by attractive fishing village Combined consent for 345 holiday pitches (including lodges/touring), plus new permission for 100 holiday homes, 70 motorhome/touring pitches and camping (total: 515) Currently 236 owners...



[Redhills, Mainsgate Road, Barrow-In-Furness](#)

Price: GBP

Size: 26.4

Date Updated: 26/02/2012

Description: 26.4 Ha site allocated for leisure and tourism uses. (From Caldes Software. Property Ref: N21783. Nov 8 2011 8:24AM)

[The Steelworks, 3-7 Buccleuch Street, Barrow-in-Furness, Cumbria](#)

Price: Guide Price £100,000

Date Added: 11/01/2013

Description: Barrow in Furness is a large industrial town and seaport in the county of Cumbria. The property comprises a three storey end terraced public house which was originally constructed in the late 19th Century. The property comprises a three storey end terraced public house ...



[Hollywood Retail and Leisure Park, Barrow-In-Furness](#)

Date Added: 29/11/2012

Description: 125,000 sq.ft retail and leisure scheme. For more information about this property, click on "Visit this property's website"



[The Canteen Media Arts Centre, Michaelson Road, Barrow In Furness, Cumbria](#)

Price: £175,000.00

Size: 10470 sq ft

Date Added: 10/08/2012

Description: Multi functional commercial property. Suitable for redevelopment subject to planning. Main function hall with 500 person capacity. (Agency Pilot Software Ref: 2835)

Other



[Former Residential School, Woodlands & Low Slack, Queens Road, KENDAL, Cumbria](#)

Size: 1163.93 sq m

Date Added: 16/11/2012

Description: Size (Sq ft / acres) - 577.34 sq m & 586.59 sq m A rare opportunity to acquire two adjoining properties, situated in the Kendal Conservation Area which have picturesque views of Kendal.



[Frostwaite Farm, Dove Cottages and Farm House, A590, KENDAL, Cumbria](#)

Price: Price on application

Size: 597 - 2123 sq ft

Date Added: 02/11/2011

Description: Dove Cottages and Farmhouse at The Former Frostwaite Farm, Sizergh, Kendal, Cumbria LA8 8DY. Holiday Let Investment Opportunity. Five Bedroom Farmhouse. Six Cottages Remaining Providing Once, Two or Three Bedrooms.

[RISE HILL MILL, DENT, SEDBERGH, Cumbria](#)

Price: £395,000.00 (OFFERS IN THE REGION OF)

Date Updated: 13/12/2011

Description:

[St John the Baptist Church, Blawith, Ulverston, Cumbria](#)

Price: £100,000.00 (GUIDE PRICE)

Size: 0.31 Acres

Date Updated: 21/02/2012

Description:



[Moor Platt Home for the Elderly, Lancaster Road, LANCASTER, Lancashire](#)

Price: £800,000.00 (Offers Over)

Size: 2.0 - 3.0 Acres

Date Updated: 23/07/2012

Description: The property is a former care home located in the centre of the village of Caton, approx 4 miles from Lancaster city centre & 2 miles from junction 34 of the M6. The site comprises approx 1.074 hectares (2.65 acres). The property comprises a collection of buildings withi...



[VICTORIA COURT, ASHTON ROAD, LANCASTER, LANCASHIRE](#)

Price: £200,000.00

Size: 6

Date Added: 30/01/2013

Description: A purpose built block of 6 self contained 3 bedroomed flats, each centrally heated together with 6 car parking spaces forming part of a larger development. Until recently let as a whole to the National Health Service for the occupation of doctors and other health profes...



[1 Market Place, HAWES, North Yorkshire](#)

Price: £425,000.00

Date Added: 06/06/2012

Description: Prime trading location within popular Dales Market Town in the heart of the Yorkshire Dales National Park approximately 8 miles from Aysgarth Falls. A double fronted retail premises with split level sales area and storage incorporating spacious 4 bedroom living accommo...

[Home & Garden Centre, Ullswater Road, Penrith, Cumbria](#)

Rent: 80000.00 / Annum

Size: 1450 sq m

Date Updated: 09/02/2012

Description: retail/trade showroom with a prominent roadside frontage. The unit is located on the main arterial route leading into Penrith with access to the M6 and A66 within a quarter of a mile. With parking to front and side.

[Arnison Court/Salutation House, Southend Road, Penrith, Cumbria](#)

Price: £1,200,000.00

Size: 0

Date Updated: 09/02/2012

Description: Arnison Court has 25 Studio Apartments and 1 one-bedroom flatSalutation House has 4 two-bedroom flats, 1 single studio apartment and 1 double studio apartment. Fully let on Assured Shorthold Tenancies and part on a Lease to Centre Parcs. Potenti



[Redhills, Mainsgate Road, Barrow-In-Furness](#)

Price: GBP

Size: 26.4

Date Updated: 26/02/2012

Description: 26.4 Ha site allocated for leisure and tourism uses. (From Caldes Software. Property Ref: N21783. Nov 8 2011 8:24AM)



[Former Magistrates Court and Police Station](#)

Price: £475,000.00

Date Updated: 17/08/2012

Description: A former Magistrates Court and Police Station dating from approximately 1901, the property has been constructed over two floors with basement utilising typical construction methods for that period.

Appendix 5. BCIS Costs

Rebased to a location index of 89 Edit						
£/m2 study						
Description: Rate per m2 gross internal floor area for the building Cost including prelims.						
Last updated: 26-Jan-2013 12:19						
Building function	£/m² gross internal floor area					

(Maximum age of projects)	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest
New build						
Agricultural storage buildings (40)	390	154	-	370	-	669
Food/drink/tobacco factories (15)	916	326	652	1,099	1,179	1,234
Factories for mechanical engineering (20)	734	368	-	739	-	1,094
Factories for electronics, computers, or the like (20)	808	251	702	756	973	1,356
Factories for paper, printing and publishing (20)	550	190	366	425	615	1,233
Builders yards, Local Authority maintenance depots (15)	675	385	512	609	873	960
Factories						
Generally (20)	585	142	357	491	706	2,325
Up to 500m2 GFA (20)	753	276	525	651	970	1,663
500 to 2000m2 GFA (20)	571	142	361	484	680	2,325
Over 2000m2 GFA (20)	529	190	337	425	705	1,309
Advance factories						
Generally (15)	478	243	337	455	584	1,015
Up to 500m2 GFA (15)	611	480	496	571	669	886
500 to 2000m2 GFA (15)	480	243	343	429	594	1,015
Over 2000m2 GFA (15)	369	244	292	337	433	587
Advance factories/offices - mixed facilities (class B1)						
Generally (15)	741	265	436	744	949	1,382
Up to 500m2 GFA (20)	1,049	584	-	1,114	-	1,382
500 to 2000m2 GFA (15)	669	265	432	678	883	1,147
Over 2000m2 GFA (15)	677	285	396	672	843	1,309
Purpose built factories						
Generally (25)	629	142	370	555	761	2,325
Up to 500m2 GFA (20)	791	425	553	680	1,073	1,176
500 to 2000m2 GFA (25)	618	142	392	493	670	2,325
Over 2000m2 GFA (25)	620	190	342	583	781	1,695
Purpose built factories/Offices - mixed facilities (15)	606	244	359	528	897	1,360
Warehouses/stores						
Generally (15)	484	122	317	381	536	2,580
Up to 500m2 GFA (15)	821	380	518	609	691	2,580
500 to 2000m2 GFA (15)	497	250	318	392	621	971
Over 2000m2 GFA (15)	427	122	303	352	447	1,733
Advance warehouses/stores (15)	358	122	297	327	375	681
Purpose built warehouses/stores						
Generally (15)	510	153	318	389	527	2,580
Up to 500m2 GFA (15)	861	380	507	641	704	2,580
500 to 2000m2 GFA (15)	476	250	311	345	588	971
Over 2000m2 GFA (15)	448	153	317	385	449	1,733
Cold stores/refrigerated stores (20)	778	408	494	602	1,030	1,590
County, City, Town halls (25)	1,397	871	1,068	1,109	1,903	2,033
Local admin buildings (15)	1,158	512	1,008	1,095	1,344	1,938
Law courts (20)	1,683	1,272	1,484	1,736	1,843	2,042
Offices						
Generally (15)	1,045	452	794	990	1,186	3,329
Air-conditioned						
Generally (15)	1,143	452	919	1,050	1,241	3,329
1-2 storey (15)	1,017	452	814	1,008	1,072	1,943
3-5 storey (15)	1,175	717	988	1,071	1,278	3,329
6+ storey (15)	1,392	944	1,149	1,196	1,585	2,453

Not air-conditioned						
Generally (15)	969	494	727	893	1,092	1,862
1-2 storey (15)	892	494	699	851	1,025	1,819
3-5 storey (15)	1,041	513	839	993	1,168	1,862
6+ storey (20)	1,340	1,048	-	1,397	-	1,518
Offices with shops, banks, flats, etc						
Generally (15)	997	664	753	837	1,251	1,844
1-2 storey (15)	756	664	693	731	775	957
3-5 storey (15)	1,025	717	792	862	1,289	1,437
6+ storey (15)	1,183	801	927	1,160	1,355	1,844
Artist's studios (15)	880	517	-	953	-	1,096
Banks/Building Society branches (25)	1,408	625	1,325	1,398	1,581	2,234
Mixed commercial developments (25)	1,099	618	-	1,235	-	1,307
Wholesale trading building/auction rooms (25)	699	492	-	736	-	833
Retail warehouses						
Generally (20)	487	248	385	433	509	1,524
Up to 1000m2 (20)	607	386	434	494	605	1,524
1000 to 7000m2 GFA (20)	470	248	354	429	509	1,011
7000 to 15000m2 (20)	449	305	361	410	476	683
Over 15000m2 GFA (25)	393	287	-	396	-	495
Market building providing accommodation for pens stalls etc (20)	597	222	-	569	-	1,027
Shopping centres (20)	796	623	-	755	-	1,010
Department stores (40)	826	288	650	689	941	1,561
Hypermarkets, supermarkets						
Generally (30)	889	154	629	824	1,169	1,608
Up to 1000m2 (25)	949	632	-	833	-	1,498
1000 to 7000m2 GFA (30)	910	154	631	943	1,199	1,608
7000 to 15000m2 (30)	662	599	614	631	700	779
Shops						
Generally (30)	686	302	449	571	810	1,697
1-2 storey (30)	691	302	441	571	811	1,697
3-5 storey (30)	633	492	535	625	708	816
Shops with domestic, office accommodation (15)	1,021	439	790	879	1,134	1,782
Mountain and cave rescue stations (15)	1,007	817	-	1,043	-	1,126
Fire stations						
Generally (15)	1,552	308	1,340	1,582	1,741	2,286
Up to 500m2 GFA (15)	1,640	308	1,479	1,645	1,894	2,286
500 to 2000m2 GFA (15)	1,378	816	1,323	1,455	1,559	1,669
Fire service admin/control buildings (25)	1,822	1,183	-	1,819	-	2,468
Fire training buildings (15)	1,115	574	968	1,079	1,321	1,614
Ambulance stations (25)	824	465	701	776	977	1,217
Police stations (15)	1,392	1,108	1,353	1,450	1,459	1,560
Police admin/control buildings (15)	1,234	894	1,171	1,235	1,262	1,744
Military buildings (30)	1,360	516	846	977	1,363	3,916
Air Force facilities, operations building (30)	1,146	1,001	-	1,016	-	1,422
Territorial Army Centres (20)	791	516	750	843	864	953
Civil defence facilities (25)	3,095	1,105	-	3,679	-	3,916
Camps, depots, bases, ranges (30)	1,161	723	-	797	-	2,328
Reformatories, borstals, secure residential units for children (20)	1,957	1,046	1,500	1,831	2,404	3,010
Hospital teaching centres (15)	1,271	1,058	1,178	1,263	1,311	1,566
General hospitals, GP hospitals, cottage hospitals						
Generally (25)	1,421	520	1,151	1,341	1,586	4,057
Up to 1000m2 (25)	1,533	520	1,191	1,420	1,737	4,057
1000 to 7000m2 GFA (25)	1,371	730	1,165	1,331	1,541	2,858
7000 to 15000m2 (25)	1,267	826	1,067	1,233	1,497	1,779
Over 15000m2 GFA (25)	1,486	969	1,144	1,412	1,603	2,614
Hospital - mixed specialist facilities (20)	1,349	826	-	1,224	-	2,120
Maternity, gynaecological hospital facilities (25)	1,415	1,015	1,213	1,317	1,448	2,310
Genito-urinary facilities (25)	1,437	1,204	1,328	1,414	1,581	1,658
Day hospitals (20)	1,453	1,196	1,227	1,535	1,549	1,758
Health Centres, clinics, group practice surgeries						
Generally (15)	1,132	338	938	1,110	1,289	2,416
Public (15)	1,235	338	974	1,259	1,421	2,416
Private (15)	1,067	664	933	1,049	1,214	1,440
Welfare consultation centres (15)	1,116	681	905	983	1,205	2,623

Medical research facilities (15)	1,609	1,012	1,059	1,518	1,956	2,702
Nursing homes, convalescent homes, short stay medical homes (15)	1,101	649	803	1,104	1,255	1,822
Homes for mentally handicapped/deficient						
Generally (20)	992	622	866	1,007	1,161	1,297
Up to 500m2 GFA (20)	848	622	688	846	893	1,227
500 to 2000m2 GFA (20)	1,084	715	1,022	1,119	1,165	1,297
Over 2000m2 GFA (25)	1,078	935	-	1,073	-	1,228
Homes for physically handicapped (20)	1,401	870	-	1,162	-	2,410
Childrens homes (15)	1,308	737	993	1,285	1,528	2,149
Homes for children with special needs (5)	1,895	1,306	-	1,453	-	2,927
Old people's home						
Generally (15)	981	660	828	966	1,076	2,027
Up to 500m2 GFA (25)	941	763	-	976	-	1,086
500 to 2000m2 GFA (15)	1,043	660	857	977	1,056	2,027
Over 2000m2 GFA (15)	955	680	772	933	1,077	1,543
Day centres (15)	1,191	843	994	1,182	1,257	2,005
Restaurants (20)	1,535	1,118	1,195	1,373	1,581	2,408
Cafes, snack bars, coffee bars, milk bars (25)	1,481	710	-	1,255	-	2,703
Public houses, licensed premises						
Generally (20)	1,306	804	1,172	1,268	1,508	1,807
Up to 500m2 GFA (20)	1,294	1,142	-	1,268	-	1,497
500 to 2000m2 GFA (20)	1,311	804	1,170	1,273	1,548	1,807
Cinemas (25)	926	708	-	899	-	1,197
Community Centres						
Generally (15)	1,220	522	972	1,147	1,328	3,884
Up to 500m2 GFA						
Generally (15)	1,305	522	818	1,173	1,448	3,884
Steel framed (15)	1,490	703	934	1,193	1,720	3,884
Brick construction (15)	891	522	738	835	1,018	1,456
Timber framed (15)	1,607	1,197	1,381	1,440	1,909	2,109
500 to 2000m2 GFA						
Generally (15)	1,166	648	1,015	1,124	1,304	1,917
Steel framed (15)	1,173	741	1,031	1,134	1,323	1,689
Brick construction (15)	1,117	648	996	1,090	1,245	1,917
Timber framed (15)	1,265	1,015	-	1,258	-	1,529
Over 2000m2 GFA						
Generally (15)	1,142	931	-	1,196	-	1,242
Steel framed (20)	1,121	794	-	1,196	-	1,297
General purpose halls						
Generally (15)	1,216	712	1,057	1,204	1,363	1,893
Up to 500m2 GFA (15)	1,232	712	1,072	1,217	1,399	1,893
500 to 2000m2 GFA (15)	1,137	771	915	1,019	1,346	1,798
Clubs, youth clubs, students unions, etc (15)	1,468	983	1,073	1,381	1,596	2,541
Mixed recreation buildings, holiday camps, caravan sites, etc (20)	1,221	950	1,079	1,083	1,444	1,547
Covered swimming pools						
Generally (20)	1,802	813	1,486	1,712	2,073	3,689
Up to 500m2 GFA (25)	1,761	436	1,214	1,258	2,359	3,689
500 to 2000m2 GFA (20)	1,635	813	1,424	1,636	1,923	2,521
Over 2000m2 GFA (20)	2,057	1,553	1,799	2,073	2,194	2,908
Small swimming pools (15)	1,981	1,279	1,374	1,611	1,952	3,689
25 metre swimming pools (15)	1,593	813	1,379	1,580	1,870	2,397
50 metre swimming pools (25)	2,132	2,028	-	2,038	-	2,329
Leisure pools (20)	2,154	1,635	2,067	2,085	2,133	2,908
Sports centre/recreation centres inc swimming pools						
Generally (15)	1,397	790	1,197	1,436	1,543	1,913
500 to 2000m2 GFA (15)	1,471	1,127	1,154	1,445	1,714	1,913
Over 2000m2 GFA (15)	1,385	790	1,225	1,428	1,532	1,798
Gymnasia/sports halls						
Generally (15)	927	381	765	917	1,067	1,439
Up to 500m2 GFA (15)	1,138	721	1,002	1,197	1,303	1,439
500 to 2000m2 GFA (15)	918	429	763	911	1,047	1,377
Over 2000m2 GFA (15)	845	381	692	827	1,095	1,275
Sports pavilions, club houses and changing rooms						
Generally (15)	1,133	325	871	1,065	1,319	3,382
Steel framed (15)	1,180	518	938	1,117	1,396	2,142

Brick construction (15)	1,089	325	843	1,027	1,262	2,921
Timber framed (15)	1,424	585	1,027	1,230	1,552	3,382
Sports changing rooms						
Generally (15)	1,213	325	988	1,204	1,421	2,180
Steel framed (15)	1,232	857	1,108	1,172	1,295	1,768
Brick construction (15)	1,205	325	950	1,186	1,432	2,180
Sports pavilions and club houses						
Generally (15)	1,094	518	841	1,019	1,223	3,382
Steel framed (15)	1,162	518	931	1,100	1,371	2,142
Brick construction (15)	1,045	556	828	977	1,172	2,921
Timber framed (15)	1,321	585	990	1,065	1,495	3,382
Golf club houses						
Generally (20)	1,192	639	709	947	1,585	2,333
Steel framed (20)	1,046	639	730	987	1,322	1,585
Brick construction (20)	1,008	689	709	928	947	1,768
Churches, chapels (15)	1,384	583	978	1,196	1,435	3,889
Mission halls, meeting houses (15)	1,444	920	1,262	1,360	1,528	2,397
Temples, mosques, synagogues (20)	1,343	1,008	-	1,382	-	1,638
Schools						
Generally (15)	1,172	403	962	1,137	1,349	3,048
Public (15)	1,173	425	965	1,137	1,351	3,048
Private (15)	1,160	403	954	1,118	1,318	2,204
Nursery schools/creches						
Generally (15)	1,299	403	1,097	1,250	1,454	2,323
Up to 500m2 GFA (15)	1,340	403	1,124	1,268	1,527	2,323
500 to 2000m2 GFA (15)	1,214	704	1,023	1,223	1,392	1,795
Primary schools						
Generally (15)	1,187	535	1,003	1,146	1,349	2,079
Up to 500m2 GFA (15)	1,251	637	1,015	1,215	1,389	1,857
500 to 2000m2 GFA (15)	1,154	535	968	1,125	1,323	2,079
Over 2000m2 GFA (15)	1,211	732	1,029	1,164	1,385	1,822
Middle schools (15)	1,025	816	934	1,013	1,156	1,197
Sixth form/tertiary colleges (15)	1,114	445	867	1,055	1,311	1,867
Special schools (15)	1,256	734	1,061	1,244	1,417	2,507
Universities (15)	1,292	861	1,022	1,361	1,400	1,798
Colleges						
Generally (15)	1,117	639	834	1,003	1,224	2,883
1-2 storey (15)	1,103	707	881	1,105	1,215	1,789
3-5 storey (15)	1,094	639	838	995	1,325	1,815
Museums, planetaria (15)	1,429	528	883	1,103	1,821	2,969
Art galleries, facilities for special displays (15)	1,834	1,025	1,208	1,706	2,406	2,878
Exhibition buildings (15)	2,041	1,000	1,233	1,286	2,702	4,645
Computer buildings						
Generally (30)	1,516	765	1,101	1,351	2,022	2,655
Air-conditioned (30)	1,850	1,101	1,364	2,110	2,300	2,377
Not air-conditioned (30)	1,201	765	-	1,008	-	2,022
Record offices, archives, patent offices (20)	1,415	917	-	1,635	-	1,694
Housing, mixed developments (15)	728	368	613	706	817	1,596
Estate housing						
Generally (15)	710	366	607	693	785	1,475
Single storey (15)	782	423	673	755	885	1,355
2-storey (15)	691	366	601	675	767	1,321
3-storey (15)	695	458	581	645	777	1,475
4-storey or above (25)	998	760	-	912	-	1,320
Estate housing detached (15)	715	563	591	643	784	970
Estate housing semi detached						
Generally (15)	710	370	606	694	793	1,355
Single storey (15)	828	522	700	828	941	1,355
2-storey (15)	684	370	599	676	764	1,003
3-storey (15)	621	492	554	593	677	861
Estate housing terraced						
Generally (15)	729	367	607	703	823	1,475
Single storey (15)	774	478	645	723	891	1,190
2-storey (15)	718	367	609	705	815	1,118
3-storey (15)	711	464	583	642	750	1,475
Flats (apartments)						
Generally (15)	836	424	696	804	933	2,571
1-2 storey (15)	803	473	693	776	892	1,500
3-5 storey (15)	823	424	691	803	928	1,693
6+ storey (15)	1,094	636	838	1,034	1,231	2,571

Housing with shops, offices, workshops or the like (15)	949	476	730	857	1,134	2,140
'One-off' housing detached (3 units or less)						
Generally (15)	1,145	503	857	1,016	1,351	2,553
Single storey (15)	942	503	819	896	1,050	1,388
2-storey (15)	1,189	584	900	1,028	1,428	2,370
3-storey (15)	1,502	934	1,345	1,414	1,657	2,553
4-storey or above (25)	1,395	910	-	1,192	-	2,284
'One-off' housing semi-detached (3 units or less) (15)	808	539	716	803	896	1,180
'One-off' housing terraced (3 units or less) (15)	1,114	654	707	763	882	3,861
Housing provided in connection with other facilities (15)	928	740	-	892	-	1,187
Sheltered housing						
Generally (15)	881	482	713	816	982	1,927
Single storey (15)	977	596	687	857	1,088	1,927
2-storey (15)	846	482	706	796	982	1,422
3-storey (15)	861	679	785	806	867	1,273
4-storey or above (15)	811	615	669	789	864	1,224
Sheltered housing with shops, restaurants or the like (5)	892	642	760	876	1,067	1,267
Hotels (15)	1,123	636	987	1,111	1,232	1,730
Motels (15)	801	605	738	759	929	975
Students' residences, halls of residence, etc (15)	1,074	663	842	1,062	1,210	1,866
Youth hostels (15)	1,369	861	-	1,363	-	1,890
Short stay hostels for homeless etc (15)	1,136	639	847	1,035	1,173	3,099

Appendix 6. Specific Sites Highways Costs.

PLEASE NOTE THAT THE PAGES IN THIS APPENDIX ARE NOT NUMBERED



SLDC Costings
 Outline Budget Cost Estimate Assumptions
 Assumptions and Overview - Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

	Description	Unit	Rate	Comments
Base costings	Upgrade of existing carriageway	m	£880	Includes for earthworks, structures, drainage, pavements, line markings, reflective studs, footway signs, lighting, fencing and barrier works if appropriate, allowance for accommodation of works, statutory undertakings and landscapings as appropriate.
	New priority junction (without signals)	no.	£50,000	Includes for new access onto existing highway with associated road markings and dropped kerbs. Does not account for level differences between the access road and the site. This cost is applied per arm on roundabouts.
	New carriageway	m	£1,300	Includes for earthworks, structures, drainage, pavements, line markings, reflective studs, footway signs, lighting, fencing and barrier works if appropriate, allowance for accommodation of works, statutory undertakings and landscapings as appropriate.
	New vehicle bridge	m2	£3,000	Reinforced concrete bridge with re-cast beams
	New pedestrian bridge	m2	£3,000	Includes for excavation, reinforcement, formwork, concrete, bearings, expansion joints, deck waterproofing, deck finishings, P6 parapet.
	Footway	m2	£45	Costs include excavation, base course as necessary and precast concrete edgings on foundations to one or both sides.
	Traffic signals per arm	no.	£19,000	Based on 4 way traffic signals installation costing up to £76,000 for a major road, making one arm £19,000.
	Uncontrolled crossing	no.	£5,000	Includes for road markings, beacons, lights, signs, advance danger signs etc but excludes associated service trenches, ducts etc.
	Bus stop including basic shelter	no.	£6,000	Taken from SPONS 2012 26th edition
	Bus stop including quality shelter	no.	£20,000	Taken from SPONS 2012 26th edition
	Lighting to pedestrian areas	no.	£350	Taken from SPONS 2012 26th edition
	Lighting to main roads (per column)	no.	£1,250	Taken from SPONS 2012 26th edition
	Steel bollard	no.	£250	Taken from SPONS 2012 26th edition
	TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	Taken from SPONS 2012 26th edition
Adjustment for risk	Contingency for risks	-	10% basic	The majority of the schemes have had a contingency of 10% applied to take account of the impact of quantified risks. Where different percentages have been applied, these are shown in the corresponding individual sheets.
Adjustment for optimism bias uplift	Optimism bias uplift	-	44%	In line with DfT government guidance in TAG Unit 3.5.9, The Estimation and Treatment of Scheme Costs, using the optimism bias uplift for road projects at stage 1 (programme entry).
TOTAL				

Exclusions
The following items are excluded from the costing process: Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Site(s): Kendal - Land at Scroggs Wood, E4M

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	100	£ 88,000.00	100m of carriageway upgraded to accommodate right turn pocket into site
New priority junction (without signals)	no.	£50,000	1	£ 50,000.00	New access point into site from existing road
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300	0	£ -	
New vehicle bridge	m2	£3,000	0	£ -	
New pedestrian bridge	m2	£3,000	0	£ -	
Footway	m2	£45	40	£ 1,800.00	Footway on either side of stub into site (based on 20m2 on each side of the junction)
Traffic signals per arm	no.	£19,000	4	£ 76,000.00	Signalised junction with 4 arms
Uncontrolled crossing	no.	£5,000	0	£ -	
Bus stop including basic shelter	no.	£6,000	2	£ 12,000.00	One bus stop on each side of the road.
Bus stop including quality shelter	no.	£20,000	0	£ -	
Lighting to pedestrian areas	no.	£350	0	£ -	
Lighting to main roads (per column)	no.	£1,250	10	£ 12,500.00	Extension of lighting to site.
Steel bollard	no.	£250	0	£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	1	£ 3,000.00	Speed change - Includes the order and on-site works to implement such as changing signs and speed markings
Contingency for risks		10%		£ 24,330.00	
Optimism bias uplift	-	44%	-	£ 117,757.20	
TOTAL			-	£ 385,387.20	

Exclusions/Notes

1

Exclusions
<p>The following items are excluded from the costing process:</p> <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Outline Budget Cost Estimate Assumptions

Site(s): Milnthorpe - Land Adj Mainline Business Park, E13M

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	100	£ 88,000.00	Upgraded carriageway to accommodate junction
New priority junction (without signals)	no.	£50,000	3	£ 150,000.00	3 armed roundabout
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300	300	£ 390,000.00	300m new carriageway into site
New vehicle bridge	m2	£3,000	0	£ -	
New pedestrian bridge	m2	£3,000	0	£ -	
Footway	m2	£45	600	£ 27,000.00	Footway along access to site (based on 290m in length)
Traffic signals per arm	no.	£19,000	0	£ -	
Uncontrolled crossing	no.	£5,000	0	£ -	
Bus stop including basic shelter	no.	£6,000	0	£ -	
Bus stop including quality shelter	no.	£20,000	0	£ -	
Lighting to pedestrian areas	no.	£350	0	£ -	
Lighting to main roads (per column)	no.	£1,250	0	£ -	
Steel bollard	no.	£250	0	£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	2	£ 6,000.00	Introduction of a weight limit - signage and legal order
Contingency for risks		10%		£ 66,100.00	
Optimism bias uplift	-	44%	-	£ 319,924.00	
TOTAL				£ 1,047,024.00	

Exclusions/Notes

1

Exclusions
<p>The following items are excluded from the costing process:</p> <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings
Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

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Outline Budget Cost Estimate Assumptions
Site(s): Ulverston - Next to Oubas Hill, to the rear of former Heron Glass premises (adjacent Booth's Ltd.), E30 & M26

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880		£ -	
New priority junction (without signals)	no.	£50,000	4	£ 200,000.00	New junction with A590, new junction with Next Ness Road northern side and southern side into site (with some localised junction widening with Next Ness Lane). New junction with bridge and North Lonsdale Terrace.
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300	107	£ 139,100.00	90m new carriageway from Next Ness Lane to A590 17m new carriageway from North Lonsdale Terrace to connect with
New vehicle bridge	m2	£3,000	330	£ 990,000.00	New bridge at 30m long by 11m wide
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45	135	£ 6,075.00	90m of new footway along new carriageway from Next Ness Lane to A590 at 1.5m wide.
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000		£ -	
Bus stop including basic shelter	no.	£6,000		£ -	
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250		£ -	
Steel bollard	no.	£250		£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	1	£ 3,000.00	Extension of 30mph zone to cover new junction on A590
Contingency for risks		25%		£ 334,543.75	
Optimism bias uplift	-	44%	-	£ 735,996.25	
TOTAL				£ 2,408,715.00	

Exclusions/Notes

1 Some items are optional, depending on access approach

Exclusions
The following items are excluded from the costing process: Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Site(s): Endmoor - Land North of Gatebeck Lane, Gatebeck, EN20, EN33#

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	0	£ -	
New priority junction (without signals)	no.	£50,000	1	£ 50,000.00	New junction with existing road
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300	130	£ 169,000.00	New access road up to first existing structure (130m)
New vehicle bridge	m2	£3,000	0	£ -	
New pedestrian bridge	m2	£3,000	0	£ -	
Footway	m2	£45	0	£ -	
Traffic signals per arm	no.	£19,000	0	£ -	
Uncontrolled crossing	no.	£5,000	0	£ -	
Bus stop including basic shelter	no.	£6,000	0	£ -	
Bus stop including quality shelter	no.	£20,000	0	£ -	
Lighting to pedestrian areas	no.	£350	0	£ -	
Lighting to main roads (per column)	no.	£1,250	0	£ -	
Steel bollard	no.	£250	0	£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	0	£ -	
Contingency for risks	-	10%	-	£ 21,900.00	
Optimism bias uplift	-	44%	-	£ 105,996.00	
TOTAL			-	£ 346,896.00	

Exclusions/Notes

1 Access road into site may be of an acceptable standard that it may not required new carriageway but could be upgraded instead (which would be a cost of £114,400)

Exclusions
The following items are excluded from the costing process: Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Site(s): Storth & Sandside - Land south of Quarry Lane, EN40-mod and M683sM-mod Option A

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880		£ -	
New priority junction (without signals)	no.	£50,000	3	£ 150,000.00	New junctions from Park Road into TP site, second with Quarry Lane from TP site and third from Quarry Lane in to EN40-mod.
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300	50	£ 65,000.00	New access road through TP site
New vehicle bridge	m2	£3,000		£ -	
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45		£ -	
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000		£ -	
Bus stop including basic shelter	no.	£6,000		£ -	
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250		£ -	
Steel bollard	no.	£250		£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000		£ -	
Contingency for risks		10%		£ 21,500.00	
Optimism bias uplift	-	44%	-	£ 104,060.00	
TOTAL				£ 340,560.00	

Exclusions/Notes

1 Option A - New route through TP site to serve EN40

2 This access will ultimately support site M683M-mod and initial access costs from Park Road would likely need to be shared.

Exclusions
The following items are excluded from the costing process:
Utility works
Legal Fees/Planning costs/Professional fees/public enquiry
Land purchase
Client Insurances and financing costs
Site services investigations and general SI costs
Inflation/Deflation
Capital tax allowances or other Government incentives/grants
UK Value Added Tax
Significant ground contamination and remediation costs
Abnormal ground conditions
Maintenance Cost Savings
Conservation and Environmental considerations
Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Site(s): Storth & Sandside - Land south of Quarry Lane, M683sM-mod Option B

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880		£ -	
New priority junction (without signals)	no.	£50,000	1	£ 50,000.00	New junction from Quarry Lane to M683sM-mod (assumes accessed from Storth Road on to Quarry Lane)
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300		£ -	
New vehicle bridge	m2	£3,000		£ -	
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45		£ -	
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000		£ -	
Bus stop including basic shelter	no.	£6,000		£ -	
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250		£ -	
Steel bollard	no.	£250		£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	1	£ 3,000.00	Traffic calming measures on Storth Road to reduce speeds past junction with Quarry Lane
Contingency for risks		10%		£ 5,300.00	
Optimism bias uplift	-	44%	-	£ 25,652.00	
TOTAL				£ 83,952.00	

Exclusions/Notes

- 1 New site access into M683 from Quarry Lane and traffic management works on Storth Road
- 2 Not reliant upon delivery of site EN40

Exclusions
The following items are excluded from the costing process:
Utility works
Legal Fees/Planning costs/Professional fees/public enquiry
Land purchase
Client Insurances and financing costs
Site services investigations and general SI costs
Inflation/Deflation
Capital tax allowances or other Government incentives/grants
UK Value Added Tax
Significant ground contamination and remediation costs
Abnormal ground conditions
Maintenance Cost Savings
Conservation and Environmental considerations
Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Site(s): Storth & Sandside - Land south of Quarry Lane, M683sM-mod Option C

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880		£ -	
New priority junction (without signals)	no.	£50,000	2	£ 100,000.00	New junction from proposed bridge on to Quarry Lane and from Quarry Lane in to M683sM-mod
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300	20	£ 26,000.00	New carriageway and associated works either side of bridge
New vehicle bridge	m2	£3,000	180	£ 540,000.00	20m span bridge over historic railway cutting
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45		£ -	
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000		£ -	
Bus stop including basic shelter	no.	£6,000		£ -	
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250		£ -	
Steel bollard	no.	£250		£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000		£ -	
Contingency for risks		10%		£ 66,600.00	
Optimism bias uplift	-	44%	-	£ 322,344.00	
TOTAL				£ 1,054,944.00	

Exclusions/Notes

- 1 Road bridge spanning pedestrian/cycleway in historic railway cutting from Dallam Drive on to Quarry Lane. New junction from Quarry Lane in to site
- 2 Not reliant upon delivery of site EN40

Exclusions
The following items are excluded from the costing process:
Utility works
Legal Fees/Planning costs/Professional fees/public enquiry
Land purchase
Client Insurances and financing costs
Site services investigations and general SI costs
Inflation/Deflation
Capital tax allowances or other Government incentives/grants
UK Value Added Tax
Significant ground contamination and remediation costs
Abnormal ground conditions
Maintenance Cost Savings
Conservation and Environmental considerations
Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Site(s): Storth & Sandside - Land south of Quarry Lane, M683sM-mod Option D

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	210	£ 184,800.00	Upgrade of carriageway from connection through TP site to suitable access point into site just west of pinch point.
New priority junction (without signals)	no.	£50,000	1	£ 50,000.00	New access into site from Quarry Lane
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300		£ -	
New vehicle bridge	m2	£3,000		£ -	
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45		£ -	
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000		£ -	
Bus stop including basic shelter	no.	£6,000		£ -	
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250		£ -	
Steel bollard	no.	£250		£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000		£ -	
Contingency for risks		10%		£ 23,480.00	
Optimism bias uplift	-	44%	-	£ 113,643.20	
TOTAL				£ 371,923.20	

Exclusions/Notes

- 1 Upgrade of Quarry Lane from new connection (costed in EN40) from Park Road through TP site.
- 2 Relies upon delivery of site EN40

Exclusions
<p>The following items are excluded from the costing process:</p> <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings
Outline Budget Cost Estimate Assumptions
Site(s): Ulverston - Canal Head, M28

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	45	£ 39,600.00	Upgrade of carrageway past main site access
New priority junction (without signals)	no.	£50,000	5	£ 250,000.00	Three new access points into the southern side of the site and one in from the west. Potential connection in from Booths car park.
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300		£ -	
New vehicle bridge	m2	£3,000		£ -	Bridge costed as part of E30/M26
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45		£ -	
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000		£ -	
Bus stop including basic shelter	no.	£6,000		£ -	
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250		£ -	
Steel bollard	no.	£250		£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000		£ -	
Contingency for risks		25%		£ 72,400.00	
Optimism bias uplift		44%		£ 159,280.00	
TOTAL				£ 521,280.00	

Exclusions/Notes

1 Bridge is costed for in E30/M26

Exclusions
<p>The following items are excluded from the costing process:</p> <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Site(s): Kendal - Land East of Burton Road, M2M-mod

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	170	£ 149,600.00	170m of carriageway to upgrade to accommodate new right turn pockets
New priority junction (without signals)	no.	£50,000	1	£ 50,000.00	New access into site
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300	15	£ 19,500.00	Section of new carriageway on northbound side to accommodate right turn pockets
New vehicle bridge	m2	£3,000	0	£ -	
New pedestrian bridge	m2	£3,000	0	£ -	
Footway	m2	£45	240	£ 10,800.00	120m of new footway in each direction
Traffic signals per arm	no.	£19,000	0	£ -	
Uncontrolled crossing	no.	£5,000	2	£ 10,000.00	Crossings to link to existing footway on western side of Burton Road.
Bus stop including basic shelter	no.	£6,000	0	£ -	
Bus stop including quality shelter	no.	£20,000	0	£ -	
Lighting to pedestrian areas	no.	£350	0	£ -	
Lighting to main roads (per column)	no.	£1,250	0	£ -	
Steel bollard	no.	£250	0	£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	0	£ -	
Contingency for risks		10%		£ 23,990.00	
Optimism bias uplift	-	44%	-	£ 116,111.60	
TOTAL			-	£ 380,001.60	

Exclusions/Notes

1 May require bus stop on northbound carriageway to be re-located further north of the crossing.

Exclusions
The following items are excluded from the costing process: Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Site(s): Ulverston - Land at Lightburn Road, M11M - mod and Stone Cross Mansion, RN250#

Description	Unit	Rate	No.	Total Cost	Comments
Upgrade of existing carriageway	m	£880	300	£ 264,000.00	Upgrade of A590
New priority junction (without signals)	no.	£50,000	1	£ 50,000.00	Potential new access point in to RN250 from Daltongate
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,300	200	£ 260,000.00	New access into RN250 and Daltongate realignment and new access in to MN11M-mod
New vehicle bridge	m2	£3,000	0	£ -	
New pedestrian bridge	m2	£3,000	0	£ -	
Footway	m2	£45	440	£ 19,800.00	Upgrade of footways to connect in to RN250 and Daltongate realignment
Traffic signals (per arm)	no.	£19,000	4	£ 76,000.00	
Uncontrolled crossing	no.	£5,000	0	£ -	
Bus stop including basic shelter	no.	£6,000	2	£ 12,000.00	New shelters and bus stop facilities added to existing layby bus stops eitherside of proposed junction.
Bus stop including quality shelter	no.	£20,000	0	£ -	
Lighting to pedestrian areas	no.	£350	0	£ -	
Lighting to main roads (per column)	no.	£1,250	0	£ -	
Steel bollard	no.	£250	0	£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	0	£ -	
Contingency for risks		10%		£ 68,180.00	
Optimism bias uplift	-	44%	-	£ 329,991.20	
TOTAL				£ 1,079,971.20	

Exclusions/Notes

- 1 This costing is based on the assumption that both sites are developed together
- 2 Some items are site specific, as noted

Exclusions
The following items are excluded from the costing process: Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings
Outline Budget Cost Estimate Assumptions
Site(s): Croftlands and Gascow sites, Ulverston

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

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R690ulv, R691ULV, R126M, RN184, RN234# & part R242, Part R242, R697, RN131M, RN141#, RN321# & RN284#

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	60	£ 52,800.00	Upgrade of carriageway to accommodate roundabout on Mountbarrow Road
New priority junction (without signals)	no.	£50,000	7	£ 350,000.00	New junctions into the site at: Mountbarrow Road (x4 arms on roundabout), Birchwood Close, Parkhead Road and Priory Road.
New carriageway (Based on SPONS Civil Engineering & Highway Works Price Book, 26th Edition, 2012)	m	£1,150	2140	£ 2,461,000.00	1180m approx length of new link road through the site 140m length of connection from Birchwood Close access point to link road
New vehicle bridge	m2	£3,000		£ -	
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45	6000	£ 270,000.00	1440m footway along each sides of new link road and connections to access points. 210m extension of footway along Mountbarrow Road for length of site.
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000	1	£ 5,000.00	Uncontrolled crossing point across Mountbarrow Road
Bus stop including basic shelter	no.	£6,000	4	£ 24,000.00	Two sets of bus stops located along link road
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250	15	£ 18,750.00	Lighting along link road and connection up to access points (one light every 100m)
Steel bollard	no.	£250		£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	3	£ 9,000.00	Introduction of 30mph speed limit through sites, extension of 30mph on Mountbarrow Road and Priory Road.
Contingency for risks		10%		£ 319,055.00	
Optimism bias uplift	-	44%	-	£ 1,544,226.20	
TOTAL				£ 5,053,831.20	

Exclusions/Notes

- 1 Maximum access points have been costed for with connections in from Parkhead Road and Birchwood Close included.
- 2 Likely to be undertaken in a phased approach.
- 3 Full link road has been costed through from Priory Road to Urswick Road.
- 4 Basic bus stops costed for to serve a potential link road route

Exclusions
The following items are excluded from the costing process:
Utility works
Legal Fees/Planning costs/Professional fees/public enquiry
Land purchase
Client Insurances and financing costs
Site services investigations and general SI costs
Inflation/Deflation
Capital tax allowances or other Government incentives/grants
UK Value Added Tax
Significant ground contamination and remediation costs
Abnormal ground conditions
Maintenance Cost Savings
Conservation and Environmental considerations
Possession overrun penalties

SLDC Costings
Outline Budget Cost Estimate Assumptions
 Assumptions used

	Description	Unit	Rate	Comments
Base costings	Upgrade of existing carriageway	m	£3	Includes for earthworks, structures, drainage, pavements, line markings, reflective studs, footway signs, lighting, fencing and barrier works if appropriate, allowance for accommodation of works, statutory undertakings and landscapings as appropriate.
	New priority junction (without signals)	no.	£300	Includes for new access onto existing highway with associated road markings and dropped kerbs. Does not account for level differences between the access road and the site.
	New carriageway	m	£1,300	Includes for earthworks, structures, drainage, pavements, line markings, reflective studs, footway signs, lighting, fencing and barrier works if appropriate, allowance for accommodation of works, statutory undertakings and landscapings as appropriate.
	New vehicle bridge	m2	£3,000	Reinforced concrete bridge with re-cast beams
	New pedestrian bridge	m2	£600	Includes for excavation, reinforcement, formwork, concrete, bearings, expansion joints, deck waterproofing, deck finishings, P6 parapet.
	Footway	m2	£45	Costs include excavation, base course as necessary and precast concrete edgings on foundations to one or both sides.
	Traffic signals per arm	no.	£19,000	Based on 4 way traffic signals installation costing up to £76,000 for a major road, making one arm £19,000.
	Uncontrolled crossing	no.	£5,000	Includes for road markings, beacons, lights, signs, advance danger signs etc but excludes associated service trenches, ducts etc.
	Bus stop including basic shelter	no.	£6,000	Taken from SPONS 2012 26th edition
	Bus stop including quality shelter	no.	£20,000	Taken from SPONS 2012 26th edition
	Lighting to pedestrian areas	no.	£350	Taken from SPONS 2012 26th edition
	Lighting to main roads (per column)	no.	£1,250	Taken from SPONS 2012 26th edition
	Steel bollard	no.	£2	Taken from SPONS 2012 26th edition
	TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	Taken from SPONS 2012 26th edition
Adjustment for risk	Contingency for risks	-	10% basic	The majority of the schemes have had a contingency of 10% applied to take account of the impact of quantified risks. Where different percentages have been applied, these are shown in the corresponding individual sheets.
Adjustment for optimism bias uplift	Optimism bias uplift	-	44%	In line with DfT government guidance in TAG Unit 3.5.9, The Estimation and Treatment of Scheme Costs, using the optimism bias uplift for road projects at stage 1 (programme entry).
TOTAL				

Exclusions
<p>The following items are excluded from the costing process:</p> <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Option: Crooklands Bridge (direct straight realignment) Option A

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	20	£ 17,600.00	Upgrade of carriageway at junction to Milton Lane, and maintaining access along old alignment for Canal unit and access to property
New priority junction (without signals)	no.	£50,000	0	£ -	
New carriageway	m	£1,300	250	£ 325,000.00	New carriageway to connect from existing alignment to bridge
New vehicle bridge	m2	£3,000	0	£ -	
New pedestrian bridge	m2	£3,000	0	£ -	
Footway	m2	£45	0	£ -	
Traffic signals per arm	no.	£19,000	0	£ -	
Uncontrolled crossing	no.	£5,000	0	£ -	
Bus stop including basic shelter	no.	£6,000	0	£ -	
Bus stop including quality shelter	no.	£20,000	0	£ -	
Lighting to pedestrian areas	no.	£350	0	£ -	
Lighting to main roads (per column)	no.	£1,250	0	£ -	
Steel bollard	no.	£250	3	£ 750.00	Carriageway stopped up south of access point.
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	0	£ -	
Contingency for risks		10%	-	£ 34,335.00	
Optimism bias uplift	-	44%	-	£ 166,181.40	
TOTAL				£ 543,866.40	

Exclusions/Notes

- 1 Does not account for land purchase and associated site reviews
- 2 Does not include safety audit

Exclusions
<p>The following items are excluded from the costing process:</p> <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Outline Budget Cost Estimate Assumptions

Option: Crooklands Bridge (relaxed realignment) Option B

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	20	£ 17,600.00	Upgrade of carriageway at junction to Milton Lane, and maintaining access along old alignment for Canal unit and access to property
New priority junction (without signals)	no.	£50,000	0	£ -	
New carriageway	m	£1,300	170	£ 221,000.00	New carriageway to connect from existing alignment to bridge
New vehicle bridge	m2	£3,000	0	£ -	
New pedestrian bridge	m2	£3,000	0	£ -	
Footway	m2	£45	0	£ -	
Traffic signals per arm	no.	£19,000	0	£ -	
Uncontrolled crossing	no.	£5,000	0	£ -	
Bus stop including basic shelter	no.	£6,000	0	£ -	
Bus stop including quality shelter	no.	£20,000	0	£ -	
Lighting to pedestrian areas	no.	£350	0	£ -	
Lighting to main roads (per column)	no.	£1,250	0	£ -	
Steel bollard	no.	£250	3	£ 750.00	Carriageway stopped up south of access point.
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	0	£ -	
Contingency for risks		10%	-	£ 23,935.00	
Optimism bias uplift		44%	-	£ 115,845.40	
TOTAL				£ 379,130.40	

Exclusions/Notes

- 1 Does not account for land purchase and associated site reviews
- 2 Does not include safety audit

Exclusions
<p>The following items are excluded from the costing process:</p> <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Outline Budget Cost Estimate Assumptions

Option: Crooklands Bridge ('S' alignment) Option C

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880	20	£ 17,600.00	Upgrade of carriageway at junction to Milton Lane.
New priority junction (without signals)	no.	£50,000	0	£ -	
New carriageway	m	£1,300	100	£ 130,000.00	New carriageway to connect from existing alignment to bridge
New vehicle bridge	m2	£3,000	0	£ -	
New pedestrian bridge	m2	£3,000	0	£ -	
Footway	m2	£45	0	£ -	
Traffic signals per arm	no.	£19,000	0	£ -	
Uncontrolled crossing	no.	£5,000	0	£ -	
Bus stop including basic shelter	no.	£6,000	0	£ -	
Bus stop including quality shelter	no.	£20,000	0	£ -	
Lighting to pedestrian areas	no.	£350	0	£ -	
Lighting to main roads (per column)	no.	£1,250	0	£ -	
Steel bollard	no.	£250	0	£ -	
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	0	£ -	
Contingency for risks		10%	-	£ 14,760.00	
Optimism bias uplift		44%	-	£ 71,438.40	
TOTAL				£ 233,798.40	

Exclusions/Notes

- 1 Does not account for land purchase and associated site reviews
- 2 Does not include safety audit

Exclusions
<p>The following items are excluded from the costing process:</p> <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions
Option: Crooklands Bridge (new bridge - existing access on A65) Option D

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880		£ -	
New priority junction (without signals)	no.	£50,000	1	£ 50,000.00	Upgraded junction with A65.
New carriageway	m	£1,300	130	£ 169,000.00	40m new carriageway from old alignment to connect to the bridge and 90m from the bridge to the A65
New vehicle bridge	m2	£3,000	180	£ 540,000.00	New bridge over the canal (20m*9m)
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45	150	£ 6,750.00	Footway over new bridge, to connect with canal footpath and A65
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000		£ -	
Bus stop including basic shelter	no.	£6,000	1	£ 6,000.00	Whilst there is an existing bus stop on the westernside of the A65, it is likely that this will require relocation and upgrading in light of the infrastrucutre changes.
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250	6	£ 7,500.00	Lighting over bridge (may be refined in future)
Steel bollard	no.	£250	3	£ 750.00	Carriageway stopped up north of Canal and River Trust Unit.
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	1	£ 3,000.00	Change of priotiry introduced at junction with Milton Lane on western side of existing bridge.
Contingency for risks		10%		£ 78,300.00	
Optimism bias uplift	-	44%	-	£ 378,972.00	
TOTAL					
				£ 1,240,272.00	

Exclusions/Notes

- 1 Does not account for land purchase and associated site reviews
- 2 Does not include safety audit
- 3 Does not include Bridge Feasibility study or any pre application works
- 4 Does not include any maintenance or operation payments/fees required to the Highway Authority for new structures

Exclusions
The following items are excluded from the costing process: <ul style="list-style-type: none"> Utility works Legal Fees/Planning costs/Professional fees/public enquiry Land purchase Client Insurances and financing costs Site services investigations and general SI costs Inflation/Deflation Capital tax allowances or other Government incentives/grants UK Value Added Tax Significant ground contamination and remediation costs Abnormal ground conditions Maintenance Cost Savings Conservation and Environmental considerations Possession overrun penalties

SLDC Costings

Based on SPONS Civil Engineering & Highway Works Price Book, 27th Edition, 2013 (unless otherwise stated)

Outline Budget Cost Estimate Assumptions

Option: Crooklands Bridge (new bridge - new access on A65) Option E

Description	Unit	Rate	No.	Cost	Comments
Upgrade of existing carriageway	m	£880		£ -	
New priority junction (without signals)	no.	£50,000	1	£ 50,000.00	Upgraded junction with A65.
New carriageway	m	£1,300	90	£ 117,000.00	40m new carriageway from old alignment to connect to the bridge and 50m from the bridge to the A65
New vehicle bridge	m2	£3,000	180	£ 540,000.00	New bridge over the canal (20m*9m)
New pedestrian bridge	m2	£3,000		£ -	
Footway	m2	£45	110	£ 4,950.00	Footway over new bridge, to connect with canal footpath and A65
Traffic signals per arm	no.	£19,000		£ -	
Uncontrolled crossing	no.	£5,000		£ -	
Bus stop including basic shelter	no.	£6,000	1	£ 6,000.00	Whilst there is an existing bus stop on the westernside of the A65, it is likely that this will require relocation and upgrading in light of the infrastrucutre changes.
Bus stop including quality shelter	no.	£20,000		£ -	
Lighting to pedestrian areas	no.	£350		£ -	
Lighting to main roads (per column)	no.	£1,250	6	£ 7,500.00	Lighting over bridge (may be refined in future)
Steel bollard	no.	£250	3	£ 750.00	Carriageway stopped up north of Canal and River Trust Unit.
TRO introduction (e.g. Speed changes, traffic calming etc)	no.	£3,000	1	£ 3,000.00	Change of priotiry introduced at junction with Milton Lane on western side of existing bridge.
Contingency for risks		10%	-	£ 72,920.00	
Optimism bias uplift	-	44%	-	£ 352,932.80	
TOTAL					£ 1,155,052.80

Exclusions/Notes

- 1 Does not account for land purchase and associated site reviews
- 2 Does not include safety audit
- 3 Does not include Bridge Feasibility study or any pre application works
- 4 Does not include any maintenance or operation payments/fees required to the Highway Authority for new structures

Exclusions
The following items are excluded from the costing process:
Utility works
Legal Fees/Planning costs/Professional fees/public enquiry
Land purchase
Client Insurances and financing costs
Site services investigations and general SI costs
Inflation/Deflation
Capital tax allowances or other Government incentives/grants
UK Value Added Tax
Significant ground contamination and remediation costs
Abnormal ground conditions
Maintenance Cost Savings
Conservation and Environmental considerations
Possession overrun penalties

Appendix 7. Base Appraisal Results – Residential

PLEASE NOTE THAT THE PAGES IN THIS APPENDIX ARE NOT NUMBERED

Modelled Sites





Number	Units	NET Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Urban Edge 1	168	5.25	32.00	81	13,674	2,605	9,185,073	671.72	Kendal	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4	8		92.00	736.00		645	474,720
Det 4	4	11		111.00	1,221.00		645	787,545
Det 5	5	6		130.00	780.00		645	503,100
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2	24		75.00	1,800.00		676	1,216,800
Semi 3	3	36		76.00	2,736.00		676	1,849,536
Semi 4	3	30		83.50	2,505.00		676	1,693,380
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2	18		64.00	1,152.00		705	812,160
Ter 3	3	19		72.00	1,368.00		705	964,440
Ter 4	3	16		86.00	1,376.00		642	883,392
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Urban Edge 2	203	5.80	35.00	86	17,357	2,993	11,736,135	676.16	Kendal	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4	10		92.00	920.00		645	593,400
Det 4	4	15		111.00	1,665.00		645	1,073,925
Det 5	5	15		130.00	1,950.00		645	1,257,750
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2	20		75.00	1,500.00		676	1,014,000
Semi 3	3	34		76.00	2,584.00		676	1,746,784
Semi 4	3	32		83.50	2,672.00		676	1,806,272
Semi 5	4	12		110.00	1,320.00		676	892,320
Ter 1	2			59.00	0.00		705	0
Ter 2	2	21		64.00	1,344.00		705	947,520
Ter 3	3	17		72.00	1,224.00		705	862,920
Ter 4	3	15		86.00	1,290.00		642	828,180
Flat 1	1			61.00	0.00		803	0
Flat 2	2	12		74.00	888.00		803	713,064
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0



Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Office re-development	13	0.31	41.94	70	915	2,952	669,240	731.41	Kendal	Brown	Offices

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	645	0
Det 2	3		90.50	0.00	645	0
Det 3	4		92.00	0.00	645	0
Det 4	4		111.00	0.00	645	0
Det 5	5		130.00	0.00	645	0
Det 6 Small Sc	4		92.00	0.00	1,028	0
Det 7 Small Sc	4		111.00	0.00	1,028	0
Det 8 Single	5		130.00	0.00	1,028	0
Semi 1	2		69.00	0.00	676	0
Semi 2	2		75.00	0.00	676	0
Semi 3	3		76.00	0.00	676	0
Semi 4	3	2	83.50	167.00	676	112,892
Semi 5	4		110.00	0.00	676	0
Ter 1	2	4	59.00	236.00	705	166,380
Ter 2	2		64.00	0.00	705	0
Ter 3	3	3	72.00	216.00	705	152,280
Ter 4	3		86.00	0.00	642	0
Flat 1	1		61.00	0.00	803	0
Flat 2	2	4	74.00	296.00	803	237,688
Flat 3	3		90.00	0.00	803	0
Flat 1 High	1		61.00	0.00	1,034	0
Flat 2 High	2		74.00	0.00	1,034	0
Flat 3 High	3		90.00	0.00	1,034	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Estate Infill	12	0.30	40.00	78	941	3,137	628,132	667.52	Kendal	Green	Scrub

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	645	0
Det 2	3		90.50	0.00	645	0
Det 3	4		92.00	0.00	645	0
Det 4	4		111.00	0.00	645	0
Det 5	5		130.00	0.00	645	0
Det 6 Small Sc	4		92.00	0.00	1,028	0
Det 7 Small Sc	4		111.00	0.00	1,028	0
Det 8 Single	5		130.00	0.00	1,028	0
Semi 1	2		69.00	0.00	676	0
Semi 2	2	2	75.00	150.00	676	101,400
Semi 3	3	2	76.00	152.00	676	102,752
Semi 4	3	2	83.50	167.00	676	112,892
Semi 5	4		110.00	0.00	676	0
Ter 1	2		59.00	0.00	705	0
Ter 2	2	2	64.00	128.00	705	90,240
Ter 3	3		72.00	0.00	705	0
Ter 4	3	4	86.00	344.00	642	220,848
Flat 1	1		61.00	0.00	803	0
Flat 2	2		74.00	0.00	803	0
Flat 3	3		90.00	0.00	803	0
Flat 1 High	1		61.00	0.00	1,034	0
Flat 2 High	2		74.00	0.00	1,034	0
Flat 3 High	3		90.00	0.00	1,034	0



Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
LSC Infill	35	1.00	35.00	77	2,683	2,683	1,828,272	681.43	Arnside	Green	Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	645	0
Det 2	3		90.50	0.00	645	0
Det 3	4		92.00	0.00	645	0
Det 4	4		111.00	0.00	645	0
Det 5	5		130.00	0.00	645	0
Det 6 Small Sc	4		92.00	0.00	1,028	0
Det 7 Small Sc	4		111.00	0.00	1,028	0
Det 8 Single	5		130.00	0.00	1,028	0
Semi 1	2		69.00	0.00	676	0
Semi 2	2		75.00	0.00	676	0
Semi 3	3	2	76.00	152.00	676	102,752
Semi 4	3	6	83.50	501.00	676	338,676
Semi 5	4	2	110.00	220.00	676	148,720
Ter 1	2		59.00	0.00	705	0
Ter 2	2	11	64.00	704.00	705	496,320
Ter 3	3	7	72.00	504.00	705	355,320
Ter 4	3	7	86.00	602.00	642	386,484
Flat 1	1		61.00	0.00	803	0
Flat 2	2		74.00	0.00	803	0
Flat 3	3		90.00	0.00	803	0
Flat 1 High	1		61.00	0.00	1,034	0
Flat 2 High	2		74.00	0.00	1,034	0
Flat 3 High	3		90.00	0.00	1,034	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
LSC Infill	45	1.50	30.00	77	3,483	2,322	2,456,826	705.38	Grange	Green	Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	645	0
Det 2	3		90.50	0.00	645	0
Det 3	4		92.00	0.00	645	0
Det 4	4		111.00	0.00	645	0
Det 5	5		130.00	0.00	645	0
Det 6 Small Sc	4		92.00	0.00	1,028	0
Det 7 Small Sc	4		111.00	0.00	1,028	0
Det 8 Single	5		130.00	0.00	1,028	0
Semi 1	2		69.00	0.00	676	0
Semi 2	2		75.00	0.00	676	0
Semi 3	3	2	76.00	152.00	676	102,752
Semi 4	3	6	83.50	501.00	676	338,676
Semi 5	4	2	110.00	220.00	676	148,720
Ter 1	2		59.00	0.00	705	0
Ter 2	2	11	64.00	704.00	705	496,320
Ter 3	3	7	72.00	504.00	705	355,320
Ter 4	3	8	86.00	688.00	642	441,696
Flat 1	1		61.00	0.00	803	0
Flat 2	2	6	74.00	444.00	803	356,532
Flat 3	3	3	90.00	270.00	803	216,810
Flat 1 High	1		61.00	0.00	1,034	0
Flat 2 High	2		74.00	0.00	1,034	0
Flat 3 High	3		90.00	0.00	1,034	0



Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Cleared Urban	12	0.25	48.00	82	984	3,936	790,152	803.00	Ulverston	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4			92.00	0.00		645	0
Det 4	4			111.00	0.00		645	0
Det 5	5			130.00	0.00		645	0
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2			75.00	0.00		676	0
Semi 3	3			76.00	0.00		676	0
Semi 4	3			83.50	0.00		676	0
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2			64.00	0.00		705	0
Ter 3	3			72.00	0.00		705	0
Ter 4	3			86.00	0.00		642	0
Flat 1	1			61.00	0.00		803	0
Flat 2	2	6		74.00	444.00		803	356,532
Flat 3	3	6		90.00	540.00		803	433,620
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
KSC Urban Edge	76	2.50	30.40	90	6,877	2,751	4,611,520	670.57	Milnthorpe	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4	3		92.00	276.00		645	178,020
Det 4	4	4		150.00	600.00		645	387,000
Det 5	5	4		210.00	840.00		645	541,800
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2	8		75.00	600.00		676	405,600
Semi 3	3	14		76.00	1,064.00		676	719,264
Semi 4	3	14		83.50	1,169.00		676	790,244
Semi 5	4	6		110.00	660.00		676	446,160
Ter 1	2			59.00	0.00		705	0
Ter 2	2	9		64.00	576.00		705	406,080
Ter 3	3	8		72.00	576.00		705	406,080
Ter 4	3	6		86.00	516.00		642	331,272
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0



Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
LSC Edge	24	0.75	32.00	94	2,244	2,992	1,480,748	659.87	Allithwaite	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4	3		92.00	276.00		645	178,020
Det 4	4			150.00	0.00		645	0
Det 5	5	2		210.00	420.00		645	270,900
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2	6		75.00	450.00		676	304,200
Semi 3	3			76.00	0.00		676	0
Semi 4	3	8		83.50	668.00		676	451,568
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2			64.00	0.00		705	0
Ter 3	3			72.00	0.00		705	0
Ter 4	3	5		86.00	430.00		642	276,060
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
LSC Edge	15	0.50	30.00	82	1,227	2,454	826,553	673.64	Endmoor	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4			92.00	0.00		645	0
Det 4	4	3		111.00	333.00		645	214,785
Det 5	5			130.00	0.00		645	0
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2			75.00	0.00		676	0
Semi 3	3	4		76.00	304.00		676	205,504
Semi 4	3	4		83.50	334.00		676	225,784
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2	4		64.00	256.00		705	180,480
Ter 3	3			72.00	0.00		705	0
Ter 4	3			86.00	0.00		642	0
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0



Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
LSC Paddock	21	0.70	30.00	89	1,863	2,661	1,230,847	660.68	Penny Bridge	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4			92.00	0.00		645	0
Det 4	4	3		111.00	333.00		645	214,785
Det 5	5	3		130.00	390.00		645	251,550
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2	4		75.00	300.00		676	202,800
Semi 3	3	4		76.00	304.00		676	205,504
Semi 4	3			83.50	0.00		676	0
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2	3		64.00	192.00		705	135,360
Ter 3	3			72.00	0.00		705	0
Ter 4	3	4		86.00	344.00		642	220,848
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Small Village	4	0.15	26.67	84	334	2,227	225,784	676.00	Lune Valley	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4			92.00	0.00		645	0
Det 4	4			111.00	0.00		645	0
Det 5	5			130.00	0.00		645	0
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			200.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2			75.00	0.00		676	0
Semi 3	3			76.00	0.00		676	0
Semi 4	3	4		83.50	334.00		676	225,784
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2			64.00	0.00		705	0
Ter 3	3			72.00	0.00		705	0
Ter 4	3			86.00	0.00		642	0
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0



Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Ex Garage Site	5	0.20	25.00	85	425	2,123	278,453	655.95	Central SLD Brown		Garage

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3	1		90.50	90.50		645	58,373
Det 3	4	2		92.00	184.00		645	118,680
Det 4	4			111.00	0.00		645	0
Det 5	5			130.00	0.00		645	0
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			300.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2	2		75.00	150.00		676	101,400
Semi 3	3			76.00	0.00		676	0
Semi 4	3			83.50	0.00		676	0
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2			64.00	0.00		705	0
Ter 3	3			72.00	0.00		705	0
Ter 4	3			86.00	0.00		642	0
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Village infill	10	0.40	25.00	97	966	2,415	632,959	655.24	Cartmel Per Green		Paddock

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4	2		92.00	184.00		645	118,680
Det 4	4	3		111.00	333.00		645	214,785
Det 5	5	1		130.00	130.00		645	83,850
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2			75.00	0.00		676	0
Semi 3	3	2		76.00	152.00		676	102,752
Semi 4	3	2		83.50	167.00		676	112,892
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2			64.00	0.00		705	0
Ter 3	3			72.00	0.00		705	0
Ter 4	3			86.00	0.00		642	0
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0



Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Village Infil	3	0.30	10.00	83	249	830	207,396	832.92	Eastern	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4			92.00	0.00		645	0
Det 4	4			111.00	0.00		645	0
Det 5	5			130.00	0.00		645	0
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4	1		111.00	111.00		1,028	114,108
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2	2		69.00	138.00		676	93,288
Semi 2	2			75.00	0.00		676	0
Semi 3	3			76.00	0.00		676	0
Semi 4	3			83.50	0.00		676	0
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2			64.00	0.00		705	0
Ter 3	3			72.00	0.00		705	0
Ter 4	3			86.00	0.00		642	0
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

Number	Units	Area ha	Density Units/ha	Average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Rural House	1	1.00	1.00	130	130	130	133,640	1,028.00	Rural west	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4			92.00	0.00		645	0
Det 4	4			111.00	0.00		645	0
Det 5	5			130.00	0.00		645	0
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5	1		130.00	130.00		1,028	133,640
Semi 1	2			69.00	0.00		676	0
Semi 2	2			75.00	0.00		676	0
Semi 3	3			76.00	0.00		676	0
Semi 4	3			83.50	0.00		676	0
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2			64.00	0.00		705	0
Ter 3	3			72.00	0.00		705	0
Ter 4	3			86.00	0.00		642	0
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

17.3.13 Base Modelled % adjusted GIA 35% Aff
For Apps



			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Location			Kendal	Kendal	Kendal	Kendal	Arnside	Grange	Ulverston	Ailinthorpe	Allithwaite	Endmoor	ny Bridge	une Valley	ntral SLDC	Peninsular	stern Area	Rural west
Green/brown field Use			Green	Green	Brown	Green	Green	Green	Brown	Green	Green	Green	Green	Green	Brown	Green	Green	Green
			Agricultural	gricultural	Offices	Scrub	Paddock	Paddock	Industrial	gricultural	Paddock	Paddock	Paddock	Paddock	Garage	Paddock	Paddock	Paddock
Site Area	Gross	ha	7.50	8.33	0.31	0.43	1.10	2.00	0.25	3.80	1.00	0.70	0.93	0.20	0.20	0.80	0.30	1.00
	Net	ha	5.25	5.80	0.31	0.30	1.00	1.50	0.25	2.50	0.75	0.50	0.70	0.15	0.20	0.40	0.30	1.00
Units			168	203	13	12	35	45	12	76	24	15	21	4	5	10	3	1
Average Unit Size		m2	81.39	85.50	70.38	78.42	76.66	77.40	82.00	90.49	93.50	81.80	88.71	83.50	84.90	96.60	83.00	130.00
Mix	Intermediate to Buy		13.90%	13.90%	27.80%	27.80%	13.90%	13.90%	27.80%	8.30%	8.30%	8.30%	8.30%		13.90%	8.30%		
	Affordable Rent		13.90%	13.90%			13.90%	13.90%		19.40%	19.40%	19.40%	19.40%		13.90%	19.40%		
	Social Rent																	
Price	Market	£/m2	2,300	2,250	2,150	2,300	2,000	2,350	1,950	2,150	2,350	2,100	2,300	3,000	2,200	2,350	2,750	3,000
	Intermedi	£/m2	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465	1,465
	Affordable	£/m2	1,137	1,137	1,137	1,137	1,050	1,086	1,050	1,173	1,132	1,100	1,132	1,245	1,137	1,132	1,245	1,245
	Social Ren	£/m2	1,150	1,125	1,075	1,150	1,000	1,175	975	1,075	1,175	1,050	1,150	1,500	1,100	1,175	1,375	1,500
Grant and	Intermedi	£/unit																
	Affordable	£/unit																
	Social Ren	£/unit																
Sales per Quarter			12	16	6	4	5	8	3	9	6	3	3	1	2	2	1	1
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value	£/ha		25,000	25,000	400,000	50,000	50,000	50,000	300,000	25,000	50,000	50,000	50,000	50,000	400,000	50,000	50,000	50,000
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift	£/ha		400,000	400,000		400,000	400,000	400,000		400,000	400,000	400,000	400,000		400,000	400,000	250,000	
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning F <50	£/unit		335	335	335	335	335	335	335	335	335	335	335	335	335	335	335	335
>50	£/unit		100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Architects	%		6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
QS / PM	%		0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants	%		1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional	%		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Build Cost - BCIS Bas	£/m2		672	676	731	668	681	705	803	671	660	674	661	676	656	655	833	1,028
CFSH	%		6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Energy	£/m2																	
Design	£/m2							35		33		33		34		33	42	
Lifetime	£/m2		11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11
Over-extra 3	£/m2																	
Over-extra 4	£/m2																	
Infrastructure	%		20%	20%	10%	10%	15%	15%	10%	20%	15%	10%	10%	10%	10%	15%	10%	10%
Pre CIL s106	£/Unit		1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
Post CIL s106	£/Unit		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	£/m2			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	%		2.50%	2.50%	5.00%	2.50%	2.50%	2.50%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	2.50%	2.50%	2.50%
Abnormals	%				10.00%				10.00%									
	£/site			750,000	200,000	100,000			150,000					50,000	150,000			
FINANCE	Fees	£	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Interest	%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
	Legal and	£	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Developer	% of costs (before int		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	% of GDV		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%

50.00%

5.00%



SITE NAME Site 1

Table with columns: INCOME, Av Size m2, % Number, Price €/m2, GDV £, GIA m2. Rows include Market Housing, Shared Ownership, Affordable Rent, Social Rent, Grant and Subsidy, and Site Area - Net/Gross.

Table with columns: Sales per Quarter, Unit Build Time, Quarters.

Table with columns: Whole Site, Per ha NET, Per ha GROSS. Rows include Residual Land Value, Alternative Use Value, Uplift, Viability Threshold, Additional Profit.

RUN Residual MACRO ctrl+r Closing balance = 0
RUN CIL MACRO ctrl+l Closing balance = 0
Check on phasing diag: nos correct

Table with columns: DEVELOPMENT COSTS, LAND, PLANNING, CONSTRUCTION, FINANCE, SALES, Developers Profit. Rows include Land, Stamp Duty, Easements etc., Legals Acquisition, Planning Fee, Architects, QS / PM, Planning Consultants, Other Professional, Build Cost - BCIS Based, s106 CIL, Contingency, Abnormals, Fees, Interest, Legal and Valuation, Agents, Legals, Misc.

Table with columns: Planning fee calc, Planning app f, No dwgs, No dwgs unde, No dwgs over, dwgs, rate.

Table with columns: Build Cost, /m2, BCIS, CISH, Energy, Over-extra 1, Over-extra 2, Over-extra 3, Over-extra 4, Infrastructure.

Table with columns: Stamp duty calc - Residual, Land payment, 125,000, 250,000, 500,000, 1,000,000, above.

Table with columns: Stamp duty calc - Add Profit, Land payment, 125,000, 250,000, 500,000, 1,000,000, above.

Table with columns: Pre CIL s106, 1,500 €/Unit (all), Total.

Table with columns: Post CIL s106, 1,000 €/Unit (all), CIL, Total.

RESIDUAL CASH FLOW FOR INTEREST Year 1 Year 2 Year 3 Year 4 Year 5 Year 6

Large table showing cash flow for interest with columns for Year 1-6 (Q1-Q4) and rows for INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND, For Residual Value, Cash Flow, Opening Bal, Closing Bal.

CASH FLOW FOR CIL ADDITIONAL PROFIT Year 1 Year 2 Year 3 Year 4 Year 5 Year 6

Large table showing cash flow for CIL additional profit with columns for Year 1-6 (Q1-Q4) and rows for INCOME, EXPENDITURE, COSTS BEFORE LAND INT AND, For CIL calculation, Cash Flow, Opening Bal, Closing Bal.



SITE NAME Site 2						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	85.5	72%	147	2,250	28,196,447	12,532
Shared Ownership	85.5	14%	28	1,465	3,534,493	2,413
Affordable Rent	85.5	14%	28	1,137	2,743,152	2,413
Social Rent	85.5	0%	0	1,125	0	0
Grant and Subsidy					0	0
SITE AREA - Net	5.80 ha		35	/ha	34,474,092	17,357
SITE AREA - Gross	8.33 ha		24	/ha		

DEVELOPMENT COSTS		
LAND	/unit or m2	Total
Land	28,179	5,720,430
Stamp Duty		286,021
Easements etc.		0
Legals Acquisition	1.50%	85,806
PLANNING		
Planning Fee		66,555
Architects	6.00%	984,445
QS / PM	0.50%	82,037
Planning Consultants	1.00%	164,074
Other Professional	2.50%	410,185
CONSTRUCTION		
Build Cost - BCIS Based	863	14,979,457
s106 CIL	1,500	304,500
Contingency	2.50%	374,461
Abnormals		750,000
FINANCE		
Fees		10,000
Interest	7.00%	17,500
Legal and Valuation		7,500
SALES		
Agents	3.0%	1,034,223
Legals	0.5%	172,370
Misc.		5,000
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	6,894,818

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	203		
No dwgs under	153	335	51,255
No dwgs over	153	100	15,300
Total			66,555

Build Cost /m2		
BCIS	/m2	
BCIS	676	
CISH	41	6.00%
Energy	0	
Over-extra 1	0	
Over-extra 2	11	
Over-extra 3	0	
Over-extra 4	0	
Infrastructure	135	20%
Total	863	

Stamp duty calc - Residual				
Land payment	%	Stamp duty	%	Total
125,000	0%	0	1%	
250,000	1%	2,500	3%	
500,000	3%	15,000	4%	
1,000,000	4%	40,000	5%	
above	5%	138,523	5%	
Total		197,523		286,021

Stamp duty calc - Add Profit				
Land payment	%	Stamp duty	%	Total
125,000	0%	0	1%	
250,000	1%	2,500	3%	
500,000	3%	15,000	4%	
1,000,000	4%	40,000	5%	
above	5%	138,523	5%	
Total		197,523		179,095

Pre CIL s106	
1.500 £/ Unit (all)	Total
	304,500

Post CIL s106	
1.000 £/ Unit (all)	Total
	203,000

Sales per Quarter	16
Unit Build Time	3 Quarters

RUN Residual MACRO ctrlr			
	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	5,720,430	896,281	686,724
Alternative Use Value	208,250		25,000
Uplift	20%	41,650	5,000
Plus /ha 4000000%	3,332,000		400,000
Viability Threshold	3,581,900		430,000

Closing balance = 0

RUN CIL MACRO ctrlr

Closing balance = 0

Check on phasing diagrams correct

Additional Profit	2,486,392	198
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RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	1,358,585	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	1,698,231	1,528,408	0	0	0	0
EXPENDITURE																								
Stamp Duty	286,021																							
Easements etc.	0																							
Legals Acquisition	85,806																							
Planning Fee	66,555																							
Architects	492,223		492,223																					
QS	41,019		41,019																					
Planning Consultants	82,037		82,037																					
Other Professional	205,093		205,093																					
Build Cost - BCIS Base	0	196,761	590,284		983,807	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,032,997	860,831	467,308	221,357	0	0	0	0	0	0
s106 CIL	0	394,500			394,500				394,500				394,500				394,500				0	0	0	0
Contingency	0	4,919	14,757		24,595	29,514	29,514	29,514	29,514	29,514	29,514	29,514	29,514	29,514	25,825	21,521	11,683	5,534	0	0	0	0	0	0
Abnormals	0	9,852	29,557		49,261	59,113	59,113	59,113	59,113	59,113	59,113	59,113	59,113	59,113	51,724	43,103	23,399	11,084	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	40,758	81,515	81,515	81,515	81,515	81,515	81,515	81,515	81,515	81,515	81,515	81,515	50,947	45,852	0	0	0	0
Legals	0	0	0	0	0	0	6,793	13,586	13,586	13,586	13,586	13,586	13,586	13,586	13,586	13,586	13,586	13,586	8,491	7,642	0	0	0	0
Misc.	0	0	0	0	0	0	5,000																	
COSTS BEFORE LAND INT AND	1,276,254	0	1,341,404	634,598	1,057,663	1,269,196	1,316,746	1,364,296	1,364,296	1,364,296	1,364,296	1,364,296	1,364,296	1,364,296	1,205,647	1,020,556	597,491	333,075	59,438	53,494	0	0	0	0
For Residual Value	Land	5,720,430																						
Interest		122,442	124,585	150,239	163,974	185,353	210,807	213,764	193,830	173,547	152,908	131,909	110,542	88,801	66,680	41,395	12,429	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								6,894,818
Cash Flow	-6,996,683	-122,442	-1,465,988	-784,837	-1,221,637	-1,454,548	-1,668,969	-1,139,109	-1,159,043	-1,179,327	-1,199,965	-1,220,964	-1,242,331	-1,264,072	-1,444,843	-1,655,218	-2,107,250	-2,384,095	-1,638,793	-1,474,914	0	0	0	-6,894,818
Opening Bal	0																							
Closing Bal	-6,996,683	-7,119,125	-8,585,114	-9,369,951	-10,591,588	-12,046,136	-12,215,105	-11,075,996	-9,916,953	-8,737,626	-7,537,661	-6,316,697	-5,074,366	-3,810,294	-2,365,451	-710,233	-1,397,017	-3,781,112	-5,419,905	-6,894,818	-6,894,818	-6,894,818	-6,894,818	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	0	0	0	1,358,585	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	2,717,170	1,698,231	1,528,408	0	0	0	0
EXPENDITURE																								
Stamp Duty	179,095																							
Easements etc.	0																							
Legals Acquisition	53,729																							
Planning Fee	66,555																							
Architects	492,223		492,223																					
QS	41,019		41,019																					
Planning Consultants	82,037		82,037																					
Other Professional	205,093		205,093																					
Build Cost - BCIS Base	0	196,761	590,284		983,807	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,180,568	1,032,997	860,831	467,308	221,357	0	0	0	0	0	0
POTENTIAL CIL			2,486,392																					
Post CIL s106					8,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	10,000	9,000	0	0	0	0	0	0
Contingency	0	4,919	14,757		24,595	29,514	29,514	29,514	29,514	29,514	29,514	29,514	29,514	29,514	25,825	21,521	11,683	5,534	0	0	0	0	0	0
Abnormals	0	9,852	29,557		49,261	59,113	59,113	59,113	59,113	59,113	59,113	59,113	59,113	59,113	51,724	43,103	23,399	11,084	0	0	0	0	0	0</



SITE NAME Site 6						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	77.4	72%	32	2,350	5,909,606	2,515
Shared Ownership	77.4	14%	6	1,465	709,261	484
Affordable Rent	77.4	14%	6	1,086	525,773	484
Social Rent	77.4	0%	0	1,175	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.50 ha		30	/ha	7,144,640	3,483
SITE AREA - Gross	2.00 ha		23	/ha		

Sales per Quarter	8
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,324,299	882,866
Alternative Use Value	100,000	50,000
Uplift	20%	20,000
Plus /ha 4000000%	800,000	400,000
Viability Threshold	920,000	460,000

Additional Profit	£/m2	471,860	188
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RUN Residual MACRO ctrlr	Closing balance = 0
RUN CIL MACRO ctrlr	Closing balance = 0
Check on phasing diagr nos	correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	29,429	1,324,299
Stamp Duty		66,215
Easements etc.		0
Legals Acquisition	1.50%	19,864
PLANNING		
Planning Fee		15,075
Architects	6.00%	196,786
QS / PM	0.50%	16,399
Planning Consultants	1.00%	32,798
Other Professional	2.50%	81,994
CONSTRUCTION		
Build Cost - BCIS Based	900	3,133,914
s106 CIL	1.500	67,500
Contingency	2.50%	78,348
Abnormals		0
FINANCE		
Fees		10,000
Interest	7.00%	
Legal and Valuation		7,500
SALES		
Agents	3.0%	214,339
Legals	0.5%	35,723
Misc.		5,000
Developers Profit		0
% of costs (before interest)	0.00%	
% of GDV	20.00%	1,428,928

Planning fee calc		
Planning app f	dwgs	rate
No dwgs	45	
No dwgs unde	45	335
No dwgs over	0	100
		15,075
Total		15,075

Stamp duty calc - Residual		
Land payment	%	Total
125,000	0%	0
250,000	1%	2,500
500,000	3%	15,000
1,000,000	4%	40,000
above	5%	66,215
Total		1,324,299

Stamp duty calc - Add Profit		
Land payment	%	Total
125,000	0%	0
250,000	1%	2,500
500,000	3%	15,000
1,000,000	4%	40,000
above	5%	46,000
Total		920,000

Pre CIL s106	
1.500 £/ Unit (all)	Total
	67,500

Post CIL s106	
1.000 £/ Unit (all)	Total
	45,000

Build Cost /m2	
BCIS	Total
705	
42	6.00%
Energy	0
Over-extra 1	35
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	106
900	15%

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			4	8	8	8	8	8	1															
Market Housing			0	0	0	0	0	525,298	1,050,597	1,050,597	1,050,597	1,050,597	131,325	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	0	63,045	126,091	126,091	126,091	126,091	15,761	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	0	46,735	93,471	93,471	93,471	93,471	11,684	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	635,079	1,270,158	1,270,158	1,270,158	1,270,158	158,770	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	66,215																							
Easements etc.	0																							
Legals Acquisition	19,864																							
Planning Fee	15,075																							
Architects	98,393																							
QS	8,199																							
Planning Consultants	16,399																							
Other Professional	40,997																							
Build Cost - BCIS Base		0	92,857	278,570	464,284	557,140	557,140	557,140	394,641	208,928	23,214	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL																								
Contingency		0	2,321	6,964	11,607	13,929	13,929	13,929	9,866	5,223	580	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	0	19,052	38,105	38,105	38,105	38,105	4,763	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	3,175	6,351	6,351	6,351	6,351	794	0	0	0	0	0	0	0	0	0	0	0
Misc.																								
COSTS BEFORE LAND INT AND	282,643	0	331,666	285,534	475,891	571,069	593,296	615,524	448,963	258,606	68,250	44,456	5,557	0	0	0	0	0	0	0	0	0	0	0
For Residual Value																								
Land	1,324,299																							
Interest		28,121	28,614	34,919	40,526	49,564	60,425	60,751	50,358	36,868	19,811	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-1,606,942	-28,121	-360,280	-320,453	-516,417	-620,632	-18,642	593,883	770,838	974,683	1,182,097	1,225,703	153,213	0	0	0	0	0	0	0	0	0	0	-1,428,928
Opening Balan																								
Closing Balan	-1,606,942	-1,635,063	-1,995,343	-2,315,796	-2,832,213	-3,452,846	-3,471,488	-2,877,605	-2,106,768	-1,132,084	50,012	1,275,715	1,428,928	1,428,928	1,428,928	1,428,928	1,428,928	1,428,928	1,428,928	1,428,928	1,428,928	1,428,928	1,428,928	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
As Above																								
INCOME	0	0	0	0	0	0	0	635,079	1,270,158	1,270,158	1,270,158	1,270,158	158,770	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	920,000																							
Stamp Duty	46,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	13,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	15,075	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	98,393	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	16,399	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	40,997	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	92,857	278,570	464,284	557,140	557,140	557,140	394,641	208,928	23,214	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								



SITE NAME Site 7							
INCOME	Av Size	%	Number	Price	GDV	GIA	
	m2			£/m2	£	m2	
Market Housing	82.0	72%	9	1,950	1,385,374	710	
Shared Ownership	82.0	28%	3	1,465	400,754	274	
Affordable Rent	82.0	0%	0	1,050	0	0	
Social Rent	82.0	0%	0	975	0	0	
Grant and Subsidy	Shared Ownership			0	0		
	Affordable Rent			0	0		
	Social Rent			0	0		
SITE AREA - Net	0.25 ha		48	/ha	1,786,127	984	
SITE AREA - Gross	0.25 ha		48	/ha			

Sales per Quarter	3
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	10,955	43,821	43,821
Alternative Use Value	75,000	300,000	
Uplift	20%	15,000	60,000
Plus /ha	0%	0	0
Viability Threshold	90,000	360,000	

Additional Profit	-76,456	-108
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+I
Closing balance = 0

Check on phasing diagr nos
correct

DEVELOPMENT COSTS			
LAND	Unit or m2	Total	
Land	913	10,955	
Stamp Duty		0	
Easements etc.		0	
Legals Acquisition	1.50%	164	164
PLANNING			
Planning Fee		4,020	
Architects	6.00%	68,506	
QS / PM	0.50%	5,709	
Planning Consultants	1.00%	11,418	
Other Professional	2.50%	28,544	118,197
CONSTRUCTION			
Build Cost - BCIS Based	842	927,400	
s106 CIL	1,500	18,000	
Contingency	5.00%	48,370	
Abnormals		150,000	1,141,770
FINANCE			
Fees		10,000	
Interest	7.00%		
Legal and Valuation		7,500	17,500
SALES			
Agents	3.0%	53,584	
Legals	0.5%	8,931	
Misc.		5,000	67,514
Developers Profit			1,356,101
% of costs (before interest)		0.00%	0
% of GDV		20.00%	357,225

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	12		
No dwgs unde	12	335	4,020
No dwgs over	0	100	0
Total			4,020

Build Cost		/m2	
BCIS		803	
CFSH		48	6.00%
Energy		0	
Over-extra 1		0	
Over-extra 2		11	
Over-extra 3		0	
Over-extra 4		0	
Infrastructure		80	10%
Total		942	

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	10,955
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	90,000
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
Total			0

Pre CIL s106	1,500	£/ Unit (all)	
Total			18,000

Post CIL s106	1,000	£/ Unit (all)	
CIL	0	£/m2	
Total			12,000

RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				4	4			4	4			4	4			4	4			4	4			4	4
Market Housing				0	0			0	0			0	0			0	0			0	0			0	0
Shared Ownership				0	0			0	0			0	0			0	0			0	0			0	0
Affordable Rent				0	0			0	0			0	0			0	0			0	0			0	0
Social Rent				0	0			0	0			0	0			0	0			0	0			0	0
Grant and Subsidy				0	0			0	0			0	0			0	0			0	0			0	0
INCOME		0	0	0	0	0	0	595,376	595,376	595,376	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty		0																							
Easements etc.		0																							
Legals Acquisition		164																							
Planning Fee		4,020																							
Architects		34,253			34,253																				
QS		2,854			2,854																				
Planning Consultants		5,709			5,709																				
Other Professional		14,272			14,272																				
Build Cost - BCIS Base			0	103,044	206,089	309,133	206,089	103,044	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL				18,000																					
Contingency			0	5,152	10,304	15,457	10,304	5,152	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	16,667	33,333	50,000	33,333	16,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		10,000																							
Legal and Valuation		7,500																							
Agents		0	0	0	0	0	0	17,861	17,861	17,861	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	2,977	2,977	2,977	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				5,000																					
COSTS BEFORE LAND INT AND		78,773	0	204,952	249,727	374,590	249,727	145,702	20,838	20,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																									
Land			10,955																						
Interest			1,570	1,598	5,212	9,674	16,398	21,056	13,555	3,738	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																									
Profit on GDV																									
Cash Flow		-89,728	-1,570	-206,550	-254,939	-384,264	-266,125	428,619	560,983	570,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-357,225
Opening Balan		0																							
Closing Balan		-89,728	-91,298	-297,848	-552,787	-937,051	-1,203,176	-774,557	-213,575	357,225	357,225	357,225	357,225	357,225	357,225	357,225	357,225	357,225	357,225	357,225	357,225	357,225	357,225	357,225	0

CASH FLOW FOR CIL ADDITIONAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		0	0	0	0	0	0	595,376	595,376	595,376	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land		90,000																							
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		1,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		4,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		34,253	0		34,253	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		2,854	0		2,854	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		5,709	0		5,709																				



SITE NAME Site 9						
INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	93.5	72%	17	2,350	3,812,668	1,622
Shared Ownership	93.5	8%	2	1,465	272,859	186
Affordable Rent	93.5	19%	5	1,132	492,800	435
Social Rent	93.5	0%	0	1,175	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.75 ha		32	/ha	4,578,328	2,244
SITE AREA - Gross	1.00 ha		24	/ha		

Sales per Quarter	6
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	980,886	1,207,848
Alternative Use Value	50,000	50,000
Uplift	20%	10,000
Plus /ha	400,000	400,000
Viability Threshold	460,000	460,000

Additional Profit	582,540	359
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	40,870	980,886
Stamp Duty		39,235
Easements etc.		0
Legals Acquisition	1.50%	14,713
PLANNING		
Planning Fee		8,040
Architects	6.00%	118,421
QS / PM	0.50%	9,868
Planning Consultants	1.00%	19,737
Other Professional	2.50%	49,342
CONSTRUCTION		
Build Cost - BCIS Based	842	1,890,426
s106 CIL	1.500	36,000
Contingency	2.50%	47,261
Abnormals		0
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
SALES		
Agents	3.0%	137,350
Legals	0.5%	22,892
Misc.		5,000
Developers Profit		0
% of costs (before interest)	0.00%	0
% of GDV	20.00%	915,666

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	24		8,040
No dwgs unde	24	335	8,040
No dwgs over	0	100	0
Total 8,040			

Stamp duty calc - Residual			
Land payment			980,886
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total 39,235			

Stamp duty calc - Add Profit			
Land payment			460,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total 18,400			

Pre CIL s106	1.500 £/ Unit (all)	
CIL		36,000
Total 36,000		

Post CIL s106	1.000 £/ Unit (all)	
CIL		24,000
Total 24,000		

Build Cost /m2	
BCIS	680
CFSH	40
Energy	0
Over-extra 1	33
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	99
Total	842

6.00%

15%

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	3	6	6	3																				
Market Housing	0	0	0	0	476,584	953,167	953,167	476,584	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	34,107	68,215	68,215	34,107	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	61,600	123,200	123,200	61,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	572,291	1,144,582	1,144,582	1,144,582	572,291	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	39,235																							
Easements etc.	0																							
Legals Acquisition	14,713																							
Planning Fee	8,040																							
Architects	59,211				59,211																			
QS	4,934				4,934																			
Planning Consultants	9,868				9,868																			
Other Professional	24,671				24,671																			
Build Cost - BCIS Base	0	78,768	236,303		393,839	472,607	393,839	236,303	78,768	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL	0	36,000			36,000				36,000															
Contingency	0	1,969	5,908		9,846	11,815	9,846	5,908	1,969	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	7,500																							
Agents	0	0	0	0	0	0	17,169	34,337	34,337	34,337	17,169	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,861	5,723	5,723	5,723	2,861	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	178,173	0	220,421	242,211	403,685	484,422	423,715	282,271	120,797	40,060	20,030	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Value																								
Land	980,886																							
Interest	20,284	20,638	24,857		29,531	37,112	46,239	44,448	30,135	12,746	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-1,159,059	-20,284	-241,060	-267,068	-433,216	-521,534	-102,337	817,863	993,649	1,091,775	552,261	0	0	0	0	0	0	0	0	0	0	0	0	-915,666
Opening Bal	0																							
Closing Bal	-1,159,059	-1,179,342	-1,420,402	-1,687,470	-2,120,686	-2,642,219	-2,539,882	-1,722,020	-728,370	363,405	915,666	915,666	915,666	915,666	915,666	915,666	915,666	915,666	915,666	915,666	915,666	915,666	915,666	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	460,000																							
Stamp Duty	18,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	6,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	8,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	59,211	0	0	0	59,211	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,934	0	0	0	4,934	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	9,868	0	0	0	9,868	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	24,671	0	0	0	24,671	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	78,768	236,303		393,839	472,607	393,839	236,303	78,768	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL																								
Post CIL s106	0	3,000	6,000		3,000	6,000	6,000	3,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	1,969	5																					



SITE NAME Site 10

INCOME	Av Size	%	Number	Price	GDV	GIA
	m2			£/m2	£	m2
Market Housing	81.8	72%	11	2,100	1,862,954	887
Shared Ownership	81.8	8%	1	1,465	149,197	102
Affordable Rent	81.8	19%	3	1,100	261,842	238
Social Rent	81.8	0%	0	1,050	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.50 ha		30	/ha	2,273,993	1,227
SITE AREA - Gross	0.70 ha		21	/ha		

Sales per Quarter 3
Unit Build Time 3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	444,579	635,113
Alternative Use Value	35,000	50,000
Uplift	20%	7,000
Plus /ha 40000000%	280,000	400,000
Viability Threshold	322,000	460,000

Additional Profit £/m2
141,119 159

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+h
Closing balance = 0

Check on phasing degn nos
correct

DEVELOPMENT COSTS	Unit or m2	Total
LAND		
Land	29,639	444,579
Stamp Duty		13,337
Easements etc.		0
Legals Acquisition	1.50%	6,669
PLANNING		
Planning Fee		5,025
Architects	6.00%	61,146
QS / PM	0.50%	5,096
Planning Consultants	1.00%	10,191
Other Professional	2.50%	25,478
CONSTRUCTION		
Build Cost - BCIS Based	792	972,298
s106 / CIL	1,500	22,500
Contingency	2.50%	24,307
Abnormals		0
FINANCE		
Fees		10,000
Interest	7.00%	
Legal and Valuation		7,500
SALES		
Agents	3.0%	68,220
Legals	0.5%	11,370
Misc.		5,000
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	454,799

Planning fee calc	dwgs	rate
Planning app f	15	
No dwgs	15	335
No dwgs unde	0	100
No dwgs over	0	5,025
Total		5,025

Build Cost	/m2
BCIS	674
CFSH	40
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	67
Total	792

Stamp duty calc - Residual		
Land payment		444,579
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	5%	3%
Total		13,337

Stamp duty calc - Add Profit		
Land payment		322,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	5%	3%
Total		9,660

Pre CIL s106	1,500	£/ Unit (all)
CIL		22,500
Total		22,500

Post CIL s106	1,000	£/ Unit (all)
CIL		15,000
Total		15,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6												
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4									
INCOME	0																																
UNITS Started	3				3				3				3				3				3												
Market Housing	0				372,591				372,591				372,591				372,591				0												
Shared Ownership	0				29,839				29,839				29,839				29,839				0												
Affordable Rent	0				52,368				52,368				52,368				52,368				0												
Social Rent	0				0				0				0				0				0												
Grant and Subsidy	0				0				0				0				0				0												
EXPENDITURE	0																																
Stamp Duty	13,337				0				0				0				0				0												
Easements etc.	0				0				0				0				0				0												
Legals Acquisition	6,669				0				0				0				0				0												
Planning Fee	5,025				0				0				0				0				0												
Architects	30,573				0				0				0				0				0												
QS	2,548				0				0				0				0				0												
Planning Consultants	5,096				0				0				0				0				0												
Other Professional	12,739				0				0				0				0				0												
Build Cost - BCIS Base	0				64,820				194,460				194,460				194,460				64,820												
s106/CIL	0				22,500				0				0				0				0												
Contingency	0				1,620				4,861				4,861				4,861				1,620												
Abnormals	0				0				0				0				0				0												
Finance Fees	10,000				0				0				0				0				0												
Legal and Valuation	7,500				0				0				0				0				0												
Agents	0				0				13,644				13,644				13,644				13,644												
Legals	0				0				2,274				2,274				2,274				2,274												
Misc.	0				5,000				0				0				0				0												
COSTS BEFORE LAND INT AND	93,486	0	144,896	132,881	199,321	199,321	215,239	148,799	82,358	15,918	15,918	0	0	0	0	0	0	0	0	0	0	0	0	0									
For Residual Value	Land	444,579				9,416				9,581				12,284				14,825				18,572				22,385				18,585			
	Interest	0				0				0				0				0				0				0				0			
	Profit on Costs	0				0				0				0				0				0				0				0			
	Profit on GDV	0				0				0				0				0				0				0				0			
Cash Flow	-538,065	-9,416	-154,477	-145,165	-214,146	-217,893	-217,174	-287,415	358,885	431,606	438,881	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Opening Balan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Closing Balan	-538,065	-547,482	-701,958	-847,123	-1,061,269	-1,279,163	-1,061,988	-774,573	-415,688	15,918	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	0					

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4					
INCOME	0																												
As Above	0				0				0				0				0				0								
EXPENDITURE	0																												
Land	322,000				0				0				0				0				0								
Stamp Duty	9,660				0				0				0				0				0								
Easements etc.	0				0				0				0				0				0								
Legals Acquisition	4,830				0				0				0				0				0								
Planning Fee	5,025				0				0				0				0				0								
Architects	30,573				0				0				0				0				0								
QS	2,548				0				0				0				0				0								
Planning Consultants	5,096				0				0				0				0				0								
Other Professional	12,739				0				0				0				0				0								
Build Cost - BCIS Base	0				64,820				194,460				194,460				194,460				64,820								
POTENTIAL CIL	0				141,119				3,000				3,000				3,000				3,000								
Post CIL s106	0				0				0				0				0				0								
Contingency	0				1,620				4,861				4,861				4,861				1,620								
Abnormals	0				0				0				0				0				0								
Finance Fees	10,000				0				0				0				0				0								
Legal and Valuation	7,500				0				0				0				0				0								
Agents	0				0				13,644				13,644				13,644				13,644								
Legals	0				0				2,274				2,274				2,274				2,274								
Misc.	0				5,000				0				0				0				0								
COSTS BEFORE LAND INT AND	409,970	0	263,515	132,881	202,321	202,321	216,239	151,799	85,358	15,918	15,918	0	0	0	0	0	0	0	0	0	0	0	0	0					
For CIL calculation	Interest	7,174				7,300				12,039				14,575				18,371				22,233				18,482			
	Profit on cost	0				0				0				0				0				0				0			
	Profit on GDV	0				0				0				0				0				0				0			
Cash Flow	-409,970	-7,174	-270,815	-144,920	-216,897	-220,692	-214,326	-284,517	355,937	431,606	438,881	0	0	0	0	0	0	0	0	0	0	0	0	0					
Opening Balan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Closing Balan	-409,970	-417,145	-687,960	-832,880	-1,049,776	-1,270,469	-1,056,142	-771,625	-415,688	15,918	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	454,799	0					



SITE NAME Site 11						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	88.7	72%	15	2,300	3,097,983	1,347
Shared Ownership	88.7	8%	2	1,465	226,531	155
Affordable Rent	88.7	19%	4	1,132	409,130	361
Social Rent	88.7	0%	0	1,150	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.70 ha		30	/ha	3,733,644	1,863
SITE AREA - Gross	0.93 ha		23	/ha		

Sales per Quarter	3
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	818,710	1,169,596
Alternative Use Value	46,500	50,000
Uplift	20%	9,300
Plus /ha 4000000%	372,000	400,000
Viability Threshold	427,800	460,000

Additional Profit	£/m2	326
		439,204

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	38,986	818,710
Stamp Duty		32,748
Easements etc.		0
Legals Acquisition	1.50%	12,281
45,029		
PLANNING		
Planning Fee		7,035
Architects	6.00%	94,744
QS / PM	0.50%	7,895
Planning Consultants	1.00%	15,791
Other Professional	2.50%	39,477
164,941		
CONSTRUCTION		
Build Cost - BCIS Based	810	1,509,818
s106 CIL	1.500	31,500
Contingency	2.50%	37,745
Abnormals		0
1,579,063		
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
17,500		
SALES		
Agents	3.0%	112,009
Legals	0.5%	18,668
Misc.		5,000
135,678		
2,760,921		

Developers Profit	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	746,729

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	21		
No dwgs unde	21	335	7,035
No dwgs over	0	100	0
Total			7,035

Build Cost /m2	
BCIS	681
CISH	40
Energy	0
Over-extra 1	33
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	66
Total	810

Stamp duty calc - Residual			
Land payment			818,710
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			32,748

Stamp duty calc - Add Profit			
Land payment			427,800
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
Total			17,112

Pre CIL s106	1,500 £/ Unit (all)	
Total		31,500

Post CIL s106	1,000 £/ Unit (all)	
CIL	0	£/m2
Total		21,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME																												
UNITS Started	3				3				3				3				3				3							
Market Housing	0				0				442,569				442,569				442,569				442,569							
Shared Ownership	0				0				32,362				32,362				32,362				32,362							
Affordable Rent	0				0				58,447				58,447				58,447				58,447							
Social Rent	0				0				0				0				0				0							
Grant and Subsidy	0				0				0				0				0				0							
INCOME	0				0				533,378				533,378				533,378				533,378							
EXPENDITURE																												
Stamp Duty	32,748				0				0				0				0				0							
Easements etc.	0				0				0				0				0				0							
Legals Acquisition	12,281				0				0				0				0				0							
Planning Fee	7,035				0				0				0				0				0							
Architects	47,372				0				0				0				0				0							
QS	3,948				0				0				0				0				0							
Planning Consultants	7,895				0				0				0				0				0							
Other Professional	19,738				0				0				0				0				0							
Build Cost - BCIS Base	0				71,896				143,792				215,688				215,688				215,688							
s106 CIL	0				31,500				31,500				31,500				31,500				31,500							
Contingency	0				1,797				3,595				5,392				5,392				5,392							
Abnormals	0				0				0				0				0				0							
Finance Fees	10,000				0				0				0				0				0							
Legal and Valuation	7,500				0				0				0				0				0							
Agents	0				0				0				0				0				0							
Legals	0				0				0				0				0				0							
Misc.	0				0				0				0				0				0							
COSTS BEFORE LAND INT AND	148,517				0				189,147				147,387				221,080				221,080				239,749			
For Residual Value																												
Land	818,710				16,926				17,223				20,834				23,778				28,063				32,423			
Interest	0				0				0				0				0				0				0			
Profit on Costs	0				0				0				0				0				0				0			
Profit on GDV	0				0				0				0				0				0				0			
Cash Flow	-967,227				-16,926				-206,369				-168,221				-244,858				-249,144				-261,206			
Opening Bal	0				0				0				0				0				0				0			
Closing Bal	-967,227				-984,154				-1,190,523				-1,358,744				-1,603,603				-1,852,746				-1,591,540			

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above	0				0				0				0				0				0			
EXPENDITURE																								
Land	427,800				0				0				0				0				0			
Stamp Duty	17,112				0				0				0				0				0			
Easements etc.	0				0				0				0				0				0			
Legals Acquisition	6,417				0				0				0				0				0			
Planning Fee	7,035				0				0				0				0				0			
Architects	47,372				0				0				0				0				0			
QS	3,948				0				0				0				0				0			
Planning Consultants	7,895				0				0				0				0				0			
Other Professional	19,738				0				0				0				0				0			
Build Cost - BCIS Base	0				71,896				143,792				215,688				215,688				215,688			
POTENTIAL CIL	0				0				0				0				0				0			
Post CIL s106	0				0				0				0				0				0			
Contingency	0				0				0				0				0				0			
Abnormals	0				0				0				0				0				0			
Finance Fees	10,000				0				0				0				0				0			
Legal and Valuation	7,500				0				0				0				0				0			
Agents	0				0				0				0				0				0			
Legals	0				0				0				0				0				0			
Misc.	0				0				0				0				0				0			
COSTS BEFORE LAND INT AND	554,817				0				596,850				147,387				224,080				224,080			
For CIL calculation																								
Interest	9,709				9,879				20,497				23,435				27,766				32,174			
Profit on cost	0				0				0				0				0				0			
Profit on GDV	0				0				0				0				0				0			
Cash Flow	-554,817				-9,709				-606,730				-167,884				-247,515				-251,847			
Opening Bal	0				0				0				0				0				0			
Closing Bal	-554,817				-64,526				-1,171,256				-1,339,140				-1,586,656				-1,838,502			



SITE NAME Site 12						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	83.5	100%	4	3,000	1,002,000	334
Shared Ownership	83.5	0%	0	1,465	0	0
Affordable Rent	83.5	0%	0	1,245	0	0
Social Rent	83.5	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.15 ha		27	/ha	1,002,000	334
SITE AREA - Gross	0.20 ha		20	/ha		

Sales per Quarter	1
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	292,831	1,454,153
Alternative Use Value	10,000	50,000
Uplift	20%	10,000
Plus /ha	400,000%	400,000
Viability Threshold	92,000	460,000

Additional Profit	£/m2	657
		219,512

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	73,208	292,831
Stamp Duty		8,785
Easements etc.		0
Legals Acquisition	1.50%	4,392
13,177		
PLANNING		
Planning Fee		1,340
Architects	6.00%	20,388
QS / PM	0.50%	1,699
Planning Consultants	1.00%	3,398
Other Professional	2.50%	8,495
35,319		
CONSTRUCTION		
Build Cost - BCIS Based	829	276,873
s106 CIL	1,500	6,000
Contingency	2.50%	6,922
Abnormals		50,000
339,794		
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
17,500		
SALES		
Agents	3.0%	30,060
Legals	0.5%	5,010
Misc.		5,000
40,070		
738,692		

Developers Profit	% of costs (before interest)	0.00%	0
	% of GDV	20.00%	200,400

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	4		1,340
No dwgs unde	4	335	1,340
No dwgs over	0	100	0
Total			1,340

Stamp duty calc - Residual			
Land payment			292,831
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			8,785

Stamp duty calc - Add Profit			
Land payment			92,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
Total			2,760

Pre CIL s106	1,500 £/ Unit (all)	
		6,000
Total		6,000

Post CIL s106	1,000 £/ Unit (all)	
CIL	0 £/m2	
		4,000
Total		4,000

Build Cost /m2	
BCIS	676
CISH	41
Energy	0
Over-extra 1	34
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	68
829	

6.00%
10%

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
INCOME																																
UNITS Started	1				1				1				1				1				1											
Market Housing	0				0				250,500				250,500				250,500				250,500											
Shared Ownership	0				0				0				0				0				0											
Affordable Rent	0				0				0				0				0				0											
Social Rent	0				0				0				0				0				0											
Grant and Subsidy	0				0				0				0				0				0											
INCOME	0				0				250,500				250,500				250,500				250,500											
EXPENDITURE																																
Stamp Duty	8,785																															
Easements etc.	0																															
Legals Acquisition	4,392																															
Planning Fee	1,340																															
Architects	10,194				10,194																											
QS	849				849																											
Planning Consultants	1,699				1,699																											
Other Professional	4,247				4,247																											
Build Cost - BCIS Base	0				23,073				46,145				69,218				69,218				46,145				23,073							
s106 CIL	0				6,000																											
Contingency	0				577				1,154				1,730				1,730				1,154				577							
Abnormals	0				4,167				8,333				12,500				12,500				8,333				4,167							
Finance Fees	10,000																															
Legal and Valuation	7,500																															
Agents	0				0				0				7,515				7,515				7,515				7,515							
Legals	0				0				0				1,253				1,253				1,253				1,253							
Misc.	0				5,000																											
COSTS BEFORE LAND INT AND	49,007				55,806				55,632				83,449				83,449				64,400				36,584							
For Residual Value																																
Land	292,831																															
Interest	5,982				6,087				7,170				8,269				9,874				11,507				8,452							
Profit on Costs																																
Profit on GDV																																
Cash Flow	-341,838				-5,982				-61,893				-62,802				-91,718				-93,323				174,593				205,464			
Opening Balan	0																															
Closing Balan	-341,838				-347,820				-409,713				-472,515				-564,233				-657,555				-482,962				-277,498			

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
INCOME																																
As Above	0				0				250,500				250,500				250,500				250,500											
EXPENDITURE																																
Land	92,000																															
Stamp Duty	2,760																															
Easements etc.	0																															
Legals Acquisition	1,380																															
Planning Fee	1,340																															
Architects	10,194				10,194																											
QS	849				849																											
Planning Consultants	1,699				1,699																											
Other Professional	4,247				4,247																											
Build Cost - BCIS Base	0				23,073				46,145				69,218				69,218				46,145				23,073							
POTENTIAL CIL	0				219,512																											
Post CIL s106	0				1,000				1,000				1,000				1,000				1,000											
Contingency	0				577				1,154				1,730				1,730				1,154				577							
Abnormals	0				4,167				8,333				12,500				12,500				8,333				4,167							
Finance Fees	10,000																															
Legal and Valuation	7,500																															
Agents	0				0				0				7,515				7,515				7,515				7,515							
Legals	0				0				0				1,253				1,253				1,253				1,253							
Misc.	0				5,000																											
COSTS BEFORE LAND INT AND	131,970				269,318				55,632				84,449				84,449				65,400				37,584							
For CIL calculation																																
Interest	2,309				2,350				7,104				8,202				9,823				11,473				8,435							
Profit on cost																																
Profit on GDV																																
Cash Flow	-131,970				-2,309				-271,668				-62,736				-92,651				-94,272				173,627				204,482			
Opening Balan	0																															
Closing Balan	-131,970				-134,279				-405,947				-468,684				-561,335				-655,607				-481,980				-277,498			



SITE NAME Site 13						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	84.9	72%	4	2,200	674,276	306
Shared Ownership	84.9	14%	1	1,465	86,443	59
Affordable Rent	84.9	14%	1	1,137	67,089	59
Social Rent	84.9	0%	0	1,100	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.20 ha		25 /ha		827,806	425
SITE AREA - Gross	0.20 ha		25 /ha			

Sales per Quarter	2
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	20,701	103,507
Alternative Use Value	80,000	400,000
Uplift	20%	16,000
Plus /ha	0%	0
Viability Threshold	96,000	480,000

RUN Residual MACRO ctrl+r	
Closing balance =	0

RUN CIL MACRO ctrl+I	
Closing balance =	0

Check on phasing diag: nos	
correct	

Additional Profit	
£/m2	-76,357 -249

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	4,140	20,701
Stamp Duty		0
Easements etc.		0
Legals Acquisition	1.50%	311
PLANNING		
Planning Fee		1,675
Architects	6.00%	30,093
QS / PM	0.50%	2,508
Planning Consultants	1.00%	5,016
Other Professional	2.50%	12,539
		51,831
CONSTRUCTION		
Build Cost - BCIS Based	772	327,674
s106 CIL	1,500	7,500
Contingency	5.00%	16,364
Abnormals		150,000
		501,558
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
		17,500
SALES		
Agents	3.0%	24,834
Legals	0.5%	4,139
Misc.		5,000
		33,973
		625,874
Developers Profit		
% of costs (before interest)	0.00%	0
% of GDV	20.00%	165,562

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	5		
No dwgs unde	5	335	1,675
No dwgs over	0	100	0
			1,675

Build Cost /m2	
BCIS	656
CFSH	39
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	66
	772

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
			20,701

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
			96,000

Pre CIL s106	
1,500 £/ Unit (all)	
Total	7,500

Post CIL s106	
1,000 £/ Unit (all)	
CIL	0 £/m2
Total	5,000

RESIDUAL CASH FLOW FOR INTEREST																												
	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME																												
UNITS Started	1				2				2				2				2				2							
Market Housing				0				134,855				269,710				269,710				0				0				0
Shared Ownership				0				17,289				34,577				34,577				0				0				0
Affordable Rent				0				15,418				26,836				26,836				0				0				0
Social Rent				0				0				0				0				0				0				0
Grant and Subsidy				0				0				0				0				0				0				0
INCOME	0	0	0	0	0	0	0	165,562	331,123	331,123	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																												
Stamp Duty	0																											
Easements etc.	0																											
Legals Acquisition	311																											
Planning Fee	1,675																											
Architects	15,047																											
QS	1,254																											
Planning Consultants	2,508																											
Other Professional	6,269																											
Build Cost - BCIS Base				21,845				65,535				109,225				87,380				43,690				0				0
s106 CIL	7,500																											
Contingency				0				1,092				3,277				5,461				4,369				2,184				0
Abnormals				0				10,000				30,000				50,000				40,000				20,000				0
Finance Fees	10,000																											
Legal and Valuation	7,500																											
Agents				0				0				4,967				9,934				9,934				0				0
Legals				0				0				828				1,656				1,656				0				0
Misc.	5,000																											
COSTS BEFORE LAND INT AND	44,563	0	70,515	98,812	164,686	131,749	71,669	11,589	11,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Value																												
Land	20,701																											
Interest				1,142				1,162				2,416				4,188				7,143				9,574				8,098
Profit on Costs	0																											
Profit on GDV	165,562																											
Cash Flow	-65,265	-1,142	-71,677	-101,228	-168,874	-138,892	84,319	311,436	316,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Bal	0																											
Closing Bal	-65,265	-66,407	-138,084	-239,312	-408,186	-547,078	-462,760	-151,324	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	0

CASH FLOW FOR CIL ADDITIONAL PROFIT																												
	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME																												
As Above	0																											
EXPENDITURE																												
Land	96,000																											
Stamp Duty	0																											
Easements etc.	0																											
Legals Acquisition	1,440																											
Planning Fee	1,675																											
Architects	15,047																											
QS	1,254																											
Planning Consultants	2,508																											
Other Professional	6,269																											
Build Cost - BCIS Base				21,845				65,535				109,225				87,380				43,690				0				0
POTENTIAL CIL				-76,357				0				0				1,000				2,000				2,000				0
Post CIL s106				0				0				0				0				0				0				0
Contingency				0				1,092				3,277				5,461				4,369				2,184				0
Abnormals				0				10,000				30,000				50,000				40,000				20,000				0
Finance Fees	10,000																											
Legal and Valuation	7,500																											
Agents				0				0				4,967				9,934				9,934				0				0
Legals				0				0				828				1,656				1,656				0				0
Misc.	5,000																											
COSTS BEFORE LAND INT AND	141,693	0	-13,342	98,812	165,686	133,749	73,669	11,589	11,589	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																												
Interest	2,480																											
Profit on cost	2,523																											
Profit on GDV	2,334																											
Cash Flow	-141,693	-2,480	10,819	-101,145	-169,790	-140,824	82,353	311,436	316,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Bal	0																											
Closing Bal	-141,693	-144,173	-133,354	-234,499	-404,269	-545,113	-462,760	-151,324	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	165,562	0



SITE NAME Site 14

INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	96.6	72%	7	2,350	1,641,282	698
Shared Ownership	96.6	8%	1	1,465	117,461	80
Affordable Rent	96.6	19%	2	1,132	212,141	187
Social Rent	96.6	0%	0	1,175	0	0
Grant and Subsidy					0	0
SITE AREA - Net	0.40 ha		25 /ha		1,970,884	966
SITE AREA - Gross	0.80 ha		13 /ha			

Sales per Quarter	2
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	422,426	528,023
Alternative Use Value	40,000	50,000
Uplift	8,000	10,000
Plus /ha 4000000%	320,000	400,000
Viability Threshold	368,000	460,000

Additional Profit	64,551
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing diag: nos
correct

DEVELOPMENT COSTS	Unit or m2	Total
LAND		
Land	42,243	422,426
Stamp Duty		12,673
Easements etc.		0
Legals Acquisition	1.50%	6,336
PLANNING		
Planning Fee		3,350
Architects	6.00%	50,601
QS / PM	0.50%	4,217
Planning Consultants	1.00%	8,434
Other Professional	2.50%	21,084
CONSTRUCTION		
Build Cost - BCIS Based	837	808,154
s106 CIL	1,500	15,000
Contingency	2.50%	20,204
Abnormals		0
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
SALES		
Agents	3.0%	59,127
Legals	0.5%	9,854
Misc.		5,000
Developers Profit		394,177
% of costs (before interest)	0.00%	0
% of GDV	20.00%	394,177

Planning fee calc	dwgs	rate
Planning app f	10	
No dwgs	10	335
No dwgs unde	0	100
No dwgs over	0	3,350
Total		3,350

Build Cost	/m2
BCIS	655
CFSH	39
Energy	0
Over-extra 1	33
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	98
Total	837

Stamp duty calc - Residual	Land payment	Total
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	5%	3%
Total		422,426

Stamp duty calc - Add Profit	Land payment	Total
125,000	0%	1%
250,000	1%	3%
500,000	3%	0%
1,000,000	4%	0%
above	5%	3%
Total		368,000

Pre CIL s106	1.500 £/ Unit (all)	Total
		15,000

Post CIL s106	1.000 £/ Unit (all)	Total
		10,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		2	2		2	2	2																	
Market Housing		0	0	0	0	0	328,256	328,256	328,256	328,256	328,256	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		0	0	0	0	0	23,492	23,492	23,492	23,492	23,492	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		0	0	0	0	0	42,428	42,428	42,428	42,428	42,428	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	394,177	394,177	394,177	394,177	394,177	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	12,673																							
Easements etc.	0																							
Legals Acquisition	6,336																							
Planning Fee	3,350																							
Architects	25,301		25,301																					
QS	2,108		2,108																					
Planning Consultants	4,217		4,217																					
Other Professional	10,542		10,542																					
Build Cost - BCIS Base		0	53,877	107,754	161,631	161,631	161,631	107,754	53,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL			15,000																					
Contingency		0	1,347	2,694	4,041	4,041	4,041	2,694	1,347	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		10,000																						
Legal and Valuation		7,500																						
Agents		0	0	0	0	0	11,825	11,825	11,825	11,825	11,825	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	1,971	1,971	1,971	1,971	1,971	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND	82,027	0	117,392	110,448	165,672	165,672	179,468	124,244	69,020	13,796	13,796	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land		422,426																						
Interest		8,828	8,882	11,194	13,323	16,455	19,642	16,229	11,789	6,305	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								394,177
Cash Flow	-504,454	-8,828	-126,374	-121,642	-178,994	-182,127	-195,067	-253,704	-313,368	-374,076	-380,381	0	0	0	0	0	0	0	0	0	0	0	0	-394,177
Opening Balan	0																							
Closing Balan	-504,454	-513,282	-639,656	-761,297	-940,292	-1,122,419	-927,352	-673,648	-360,280	-13,796	-394,177	-394,177	-394,177	-394,177	-394,177	-394,177	-394,177	-394,177	-394,177	-394,177	-394,177	-394,177	-394,177	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	394,177	394,177	394,177	394,177	394,177	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land		368,000																						
Stamp Duty		11,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		5,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		3,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		25,301	0	25,301	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		2,108	0	2,108	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		4,217	0	4,217	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		10,542	0	10,542	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	53,877	107,754	161,631	161,631	107,754	53,877	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0



SITE NAME Site 16						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	130.0	100%	1	3,000	390,000	130
Shared Ownership	130.0	0%	0	1,465	0	0
Affordable Rent	130.0	0%	0	1,245	0	0
Social Rent	130.0	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.00 ha		1	/ha	390,000	130
SITE AREA - Gross	1.00 ha		1	/ha		

Sales per Quarter	1
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	75,454	75,454
Alternative Use Value	50,000	50,000
Uplift	20%	10,000
Plus /ha 2500000%	250,000	250,000
Viability Threshold	310,000	310,000

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing depts nos
correct

Additional Profit	-245,935	-1,892
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	75,454	75,454
Stamp Duty		0
Easements etc.		0
Legals Acquisition	1.50%	1,132
PLANNING		
Planning Fee		335
Architects	6.00%	9,712
QS / PM	0.50%	809
Planning Consultants	1.00%	1,619
Other Professional	2.50%	4,047
		16,521
CONSTRUCTION		
Build Cost - BCIS Based	1,203	156,452
s106 CIL	1,500	1,500
Contingency	2.50%	3,911
Abnormals		0
		161,864
FINANCE		
Fees		10,000
Interest	7.00%	7,500
Legal and Valuation		7,500
		17,500
SALES		
Agents	3.0%	11,700
Legals	0.5%	1,950
Misc.		5,000
		18,650
Developers Profit		78,000
% of costs (before interest)	0.00%	0
% of GDV	20.00%	78,000

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	1		335
No dwgs unde	1	335	335
No dwgs over	0	100	0
Total			335

Build Cost /m2	
BCIS	1,028
CFSH	62
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	103
Total	1,203

Stamp duty calc - Residual			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	2,500
500,000	3%	0%	15,000
1,000,000	4%	0%	40,000
above	5%	0%	37,954
Total			75,454

Stamp duty calc - Add Profit			
Land payment			
125,000	0%	0%	0
250,000	1%	0%	2,500
500,000	3%	0%	15,000
1,000,000	4%	0%	40,000
above	5%	0%	37,954
Total			310,000

Pre CIL s106	1,500	£/ Unit (all)	
Total	1,500		

Post CIL s106	1,000	£/ Unit (all)	
CIL	0	£/m2	
Total	1,000		

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
INCOME																																
UNITS Started	1																															
Market Housing	0																															
Shared Ownership	0																															
Affordable Rent	0																															
Social Rent	0																															
Grant and Subsidy	0																															
INCOME	0				0				390,000				0				0				0											
EXPENDITURE																																
Stamp Duty	0																															
Easements etc.	0																															
Legals Acquisition	1,132																															
Planning Fee	335																															
Architects	4,856																															
QS	405																															
Planning Consultants	809																															
Other Professional	2,023																															
Build Cost - BCIS Base	0																															
s106 CIL	1,500																															
Contingency	0																															
Abnormals	0																															
Finance Fees	10,000																															
Legal and Valuation	7,500																															
Agents	0																															
Legals	0																															
Misc.	5,000																															
COSTS BEFORE LAND INT AND	27,060				0				68,048				53,455				53,455				0				27,060				0			
For Residual Valuation																																
Land	75,454																															
Interest	1,794																															
Profit on Costs	1,825																															
Profit on GDV	3,048																															
	4,037				5,043				5,131				0				0				0				0							
Cash Flow	-102,514																															
Opening Balan	0																															
Closing Balan	-102,514																															

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	As Above																											
INCOME	0				0				390,000				0				0				0							
EXPENDITURE																												
Land	310,000																											
Stamp Duty	0																											
Easements etc.	0																											
Legals Acquisition	4,650																											
Planning Fee	335																											
Architects	4,856																											
QS	405																											
Planning Consultants	809																											
Other Professional	2,023																											
Build Cost - BCIS Base	0																											
POTENTIAL CIL	0																											
Post CIL s106	1,000																											
Contingency	0																											
Abnormals	0																											
Finance Fees	10,000																											
Legal and Valuation	7,500																											
Agents	0																											
Legals	0																											
Misc.	5,000																											
COSTS BEFORE LAND INT AND	340,578				-179,387				53,455				54,455				0				13,650				0			
For CIL calculation																												
Interest	5,960																											
Profit on cost	6,064																											
Profit on GDV	3,031																											
	4,020				5,043				5,131				0				0				0							
Cash Flow	-340,578																											
Opening Balan	0																											
Closing Balan	-340,578																											

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16
Location			Kendal	Kendal	Kendal	Kendal	Arnside	Grange	Ulverston	Milnthorpe	Allithwaite	Endmoor	Penny Bridge	Lune Valley	Central SLDC	Peninsular	Eastern Area	Rural west
Green/brown field Use			Green Agricultural	Green Agricultural	Brown Offices	Green Scrub	Green Paddock	Green Paddock	Brown Industrial	Green Agricultural	Green Paddock	Green Paddock	Green Paddock	Green Paddock	Brown Garage	Green Paddock	Green Paddock	Green Paddock
Site Area	Gross	ha	7.5	8.33	0.31	0.43	1.1	2	0.25	3.8	1	0.7	0.93	0.2	0.2	0.8	0.3	1
	Net	ha	5.25	5.8	0.31	0.3	1	1.5	0.25	2.5	0.75	0.5	0.7	0.15	0.2	0.4	0.3	1
Units	0	0	168	203	13	12	35	45	12	76	24	15	21	4	5	10	3	1
Mix	Market		72.20%	72.20%	72.20%	72.20%	72.20%	72.20%	72.20%	72.30%	72.30%	72.30%	72.30%	100.00%	72.20%	72.30%	100.00%	100.00%
	Intermediate to Buy		13.90%	13.90%	27.80%	27.80%	13.90%	13.90%	27.80%	8.30%	8.30%	8.30%	8.30%	0.00%	13.90%	8.30%	0.00%	0.00%
	Affordable Rent		13.90%	13.90%	0.00%	0.00%	13.90%	13.90%	0.00%	19.40%	19.40%	19.40%	19.40%	0.00%	13.90%	19.40%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value	£/ha		25,000	25,000	400,000	50,000	50,000	50,000	300,000	25,000	50,000	50,000	50,000	50,000	400,000	50,000	50,000	50,000
	£ site		187,500	208,250	124,000	21,500	55,000	100,000	75,000	95,000	50,000	35,000	46,500	10,000	80,000	40,000	15,000	50,000
Uplift	£/ha		405,000	405,000	80,000	410,000	410,000	410,000	60,000	405,000	410,000	410,000	410,000	410,000	80,000	410,000	410,000	260,000
	£ site		3,037,500	3,373,650	24,800	176,300	451,000	820,000	15,000	1,539,000	410,000	287,000	381,300	82,000	16,000	328,000	123,000	260,000
Viability Threshold	£/ha		430,000	430,000	480,000	460,000	460,000	460,000	360,000	430,000	460,000	460,000	460,000	460,000	480,000	460,000	460,000	310,000
	£ site		3,225,000	3,581,900	148,800	197,800	506,000	920,000	90,000	1,634,000	460,000	322,000	427,800	92,000	96,000	368,000	138,000	310,000
Residual V. Gross Net	£/ha		711,976	686,726	272,991	878,002	685,556	662,150	43,821	597,851	980,886	635,113	880,333	1,464,153	103,507	528,033	552,018	75,454
	£/ha		1,017,109	986,281	272,991	1,258,469	754,112	882,866	43,821	908,733	1,307,848	889,158	1,169,586	1,952,203	103,507	1,056,066	552,018	75,454
	£ site		5,339,823	5,720,430	84,627	377,541	754,112	1,324,299	10,955	2,271,833	980,886	444,579	818,710	292,831	20,701	422,426	165,605	75,454
Additional Profit	£ site		2,439,656	2,486,392	-60,260	201,068	291,609	471,860	-76,456	749,548	582,540	141,119	439,204	219,512	-76,357	64,551	30,947	-245,935
	£/m2		247	198	-91	296	151	188	-108	151	359	159	326	657	-249	92	124	-1,892

Specific Sites





Number	Units	NET Area ha	Density Units/ha	average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Castle Green Road	60	3.08	19.48	83	5,005	1,625	3,358,521	671.03	Kendal	Green	Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	645	0
Det 2	3		90.50	0.00	645	0
Det 3	4	3	92.00	276.00	645	178,020
Det 4	4	5	111.00	555.00	645	357,975
Det 5	5	3	130.00	390.00	645	251,550
Det 6 Small Sc	4		92.00	0.00	1,028	0
Det 7 Small Sc	4		111.00	0.00	1,028	0
Det 8 Single	5		130.00	0.00	1,028	0
Semi 1	2		69.00	0.00	676	0
Semi 2	2	6	75.00	450.00	676	304,200
Semi 3	3	16	76.00	1,216.00	676	822,016
Semi 4	3	20	83.50	1,670.00	676	1,128,920
Semi 5	4		110.00	0.00	676	0
Ter 1	2		59.00	0.00	705	0
Ter 2	2	7	64.00	448.00	705	315,840
Ter 3	3		72.00	0.00	705	0
Ter 4	3		86.00	0.00	642	0
Flat 1	1		61.00	0.00	803	0
Flat 2	2		74.00	0.00	803	0
Flat 3	3		90.00	0.00	803	0
Flat 1 High	1		61.00	0.00	1,034	0
Flat 2 High	2		74.00	0.00	1,034	0
Flat 3 High	3		90.00	0.00	1,034	0

Number	Units	Area ha	Density Units/ha	average Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	Native Use
Quarry Lane	42	1.42	29.58	83	3,505	2,468	2,353,694	671.52	Storth	Green	Agricultural

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	645	0
Det 2	3		90.50	0.00	645	0
Det 3	4	4	92.00	368.00	645	237,360
Det 4	4	4	111.00	444.00	645	286,380
Det 5	5	3	130.00	390.00	645	251,550
Det 6 Small Sc	4		92.00	0.00	1,028	0
Det 7 Small Sc	4		111.00	0.00	1,028	0
Det 8 Single	5		130.00	0.00	1,028	0
Semi 1	2		69.00	0.00	676	0
Semi 2	2	6	75.00	450.00	676	304,200
Semi 3	3	8	76.00	608.00	676	411,008
Semi 4	3	6	83.50	501.00	676	338,676
Semi 5	4		110.00	0.00	676	0
Ter 1	2		59.00	0.00	705	0
Ter 2	2	6	64.00	384.00	705	270,720
Ter 3	3	5	72.00	360.00	705	253,800
Ter 4	3		86.00	0.00	642	0
Flat 1	1		61.00	0.00	803	0
Flat 2	2		74.00	0.00	803	0
Flat 3	3		90.00	0.00	803	0
Flat 1 High	1		61.00	0.00	1,034	0
Flat 2 High	2		74.00	0.00	1,034	0
Flat 3 High	3		90.00	0.00	1,034	0



Number	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	native Use
South Ulverston	747	22.18	33.68	84	62,759	2,830	42,169,020	671.92	Ulverston	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4			92.00	0.00		645	0
Det 4	4	100		111.00	11,100.00		645	7,159,500
Det 5	5	50		130.00	6,500.00		645	4,192,500
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2	150		75.00	11,250.00		676	7,605,000
Semi 3	3	150		76.00	11,400.00		676	7,706,400
Semi 4	3	150		83.50	12,525.00		676	8,466,900
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2	75		64.00	4,800.00		705	3,384,000
Ter 3	3	72		72.00	5,184.00		705	3,654,720
Ter 4	3			86.00	0.00		642	0
Flat 1	1			61.00	0.00		803	0
Flat 2	2			74.00	0.00		803	0
Flat 3	3			90.00	0.00		803	0
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

Number	Units	Area ha	Density Units/ha	verage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	Green/Brown	native Use
Ulverston Canal Head	86	1.93	44.56	80	6,844	3,546	5,223,992	763.30	Ulverston	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Det 1	3			83.50	0.00		645	0
Det 2	3			90.50	0.00		645	0
Det 3	4			92.00	0.00		645	0
Det 4	4			111.00	0.00		645	0
Det 5	5			130.00	0.00		645	0
Det 6 Small Sc	4			92.00	0.00		1,028	0
Det 7 Small Sc	4			111.00	0.00		1,028	0
Det 8 Single	5			130.00	0.00		1,028	0
Semi 1	2			69.00	0.00		676	0
Semi 2	2			75.00	0.00		676	0
Semi 3	3			76.00	0.00		676	0
Semi 4	3			83.50	0.00		676	0
Semi 5	4			110.00	0.00		676	0
Ter 1	2			59.00	0.00		705	0
Ter 2	2	10		64.00	640.00		705	451,200
Ter 3	3	10		72.00	720.00		705	507,600
Ter 4	3	10		86.00	860.00		642	552,120
Flat 1	1			61.00	0.00		803	0
Flat 2	2	26		74.00	1,924.00		803	1,544,972
Flat 3	3	30		90.00	2,700.00		803	2,168,100
Flat 1 High	1			61.00	0.00		1,034	0
Flat 2 High	2			74.00	0.00		1,034	0
Flat 3 High	3			90.00	0.00		1,034	0

**17.3.13 Base Sites % adjusted GIA 35% Aff
For Apps**



			Site 1	Site 2	Site 3	Site 4	
Location			Kendal	Storth	Ulverston	Ulverston	
Green/brown field Use			Green Paddock	Green gricultural	Green gricultural	Brown Industrial	
Site Area	Gross	ha	4.11	1.58	44.35	1.93	
	Net	ha	3.08	1.42	22.18	1.93	
Units			60	42	747	86	
Average Unit Size	m2		83.42	83.45	84.01	79.58	
Mix	Intermediate to Buy		13.90%	13.90%	13.90%	13.90%	
	Affordable Rent		13.90%	13.90%	13.90%	13.90%	
	Social Rent						
Price	Market	£/m2	2,550	2,300	1,975	1,990	
	Intermedi:	£/m2	1,465	1,465	1,465	1,465	70.00%
	Affordable	£/m2	1,137	1,050	1,050	1,050	60.00%
	Social Ren:	£/m2	1,275	1,150	988	995	50.00%
Grant and	Intermedi:	£/unit					
	Affordable	£/unit					
	Social Ren:	£/unit					
Sales per Quarter			8	8	60	0	
Unit Build Time			3	3	3	3	
Alternative Use Value	£/ha		25,000	25,000	25,000	25,000	
Up Lift %	%		20%	20%	20%	20%	
Additional Uplift	£/ha		400,000	400,000	400,000	400,000	
Easements etc	£		0	0	0	0	
Legals Acquisition	% land		1.5%	1.5%	1.5%	1.5%	
Planning F <50	£/unit		335	335	335	335	
>50	£/unit		100	100	100	100	
Architects	%		7.00%	7.00%	7.00%	7.00%	
QS / PM	%		0.50%	0.50%	0.50%	0.50%	
Planning Consultants	%		1.00%	1.00%	1.00%	1.00%	
Other Professional	%		2.50%	2.50%	2.50%	2.50%	
Build Cost - BCIS Base	£/m2		671	672	672	763	
CfSH	%		6.00%	6.00%	6.00%	6.00%	
Flood	£/m2			0	0	0	
Design	£/m2						5.00%
Lifetime	£/m2		11	11	11	11	
Over-extra 3	£/m2						
Over-extra 4	£/m2						
Infrastructure	%		15%	15%	20%	20%	
Pre CIL s106	£/Unit		1,500	1,500	1,500	1,500	
Post CIL s106	£/Unit		1,000	1,000	1,000	1,000	
	£/m2			0	0	0	
Contingency	%		2.50%	2.50%	2.50%	2.50%	
Abnormals	%						
	£/site		100,000	450,000	3,500,000		
FINANCE	Fees	£	25,000	25,000	25,000	25,000	
	Interest	%	7.00%	7.00%	7.00%	7.00%	
	Legal and	£	10,000	10,000	10,000	10,000	
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	
	Legals	%	0.50%	0.50%	0.50%	0.50%	
	Misc.	£	5,000	5,000	5,000	5,000	
Developer	% of costs (before int		0%	0%	0%	0%	
	% of GDV		20%	20%	20%	20%	



SITE NAME Site 1						
INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	83.4	72%	43	2,550	9,214,706	3,614
Shared Ownership	83.4	14%	8	1,465	1,019,193	696
Affordable Rent	83.4	14%	8	1,137	791,005	696
Social Rent	83.4	0%	0	1,275	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	3.08 ha		19	/ha	11,024,904	5,005
SITE AREA - Gross	4.11 ha		15	/ha		

Sales per Quarter	8
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,314,982	751,618	583,250
Alternative Use Value	102,750		25,000
Uplift	20%	20,550	5,000
Plus /ha	400,000	1,644,000	400,000
Viability Threshold	1,767,300		430,000

Additional Profit	639,517	177
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RUN Residual MACRO ctrl+r Closing balance = 0

RUN CIL MACRO ctrl+l Closing balance = 0

Check on phasing diag: nos correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	38,583	2,314,982
Stamp Duty		115,749
Easements etc.		0
Legals Acquisition	1.50%	34,725
150,474		
PLANNING		
Planning Fee		4,350
Architects	7.00%	329,829
QS / PM	0.50%	23,559
Planning Consultants	1.00%	47,118
Other Professional	2.50%	117,796
522,652		
CONSTRUCTION		
Build Cost - BCIS Based	823	4,118,865
s106 CIL	1,500	90,000
Contingency	2.50%	102,972
Abnormals		400,000
4,711,837		
FINANCE		
Fees		25,000
Interest	7.00%	10,000
Legal and Valuation		35,000
SALES		
Agents	3.0%	330,747
Legals	0.5%	55,125
Misc.		5,000
390,872		
Developers Profit		8,125,817
% of costs (before interest)	0.00%	0
% of GDV	20.00%	2,204,981

Planning fee calc			
Planning app f	dwgs	rate	
No dwgs	60		
No dwgs unde	10	335	3,350
No dwgs over	10	100	1,000
			4,350

Build Cost /m2	
BCIS	671
CISH	40
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	101
823	15%

Stamp duty calc - Residual		
Land payment		2,314,982
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
115,749		

Stamp duty calc - Add Profit		
Land payment		1,767,300
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
88,365		

Pre CIL s106	1,500	£/ Unit (all)	
			90,000

Post CIL s106	1,000	£/ Unit (all)	
CIL	0	£/m2	
			60,000

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	8	8	8	8	8	8	8														
Market Housing			0	0	0	0	614,314	1,228,627	1,228,627	1,228,627	1,228,627	1,228,627	1,228,627	1,228,627	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	67,946	135,892	135,892	135,892	135,892	135,892	135,892	135,892	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	52,734	105,467	105,467	105,467	105,467	105,467	105,467	105,467	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	734,994	1,469,987	1,469,987	1,469,987	1,469,987	1,469,987	1,469,987	1,469,987	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	115,749																							
Easements etc.	0																							
Legals Acquisition	34,725																							
Planning Fee	4,350																							
Architects	164,914			164,914																				
QS	11,780			11,780																				
Planning Consultants	23,559			23,559																				
Other Professional	58,898			58,898																				
Build Cost - BCIS Base	0	0	91,530	274,591	457,652	549,182	549,182	549,182	549,182	549,182	366,121	183,061	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL	90,000																							
Contingency	0	0	2,288	6,865	11,441	13,730	13,730	13,730	13,730	13,730	9,153	4,577	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	8,889	26,667	44,444	53,333	53,333	53,333	53,333	53,333	35,556	17,778	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000																							
Legal and Valuation	10,000																							
Agents	0	0	0	0	0	0	22,050	44,100	44,100	44,100	44,100	44,100	44,100	44,100	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,675	7,350	7,350	7,350	7,350	7,350	7,350	7,350	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	448,975	0	456,859	308,122	513,537	616,245	641,970	667,694	667,694	667,694	462,280	256,865	51,450	51,450	0	0	0	0	0	0	0	0	0	0
For Residual Value																								
Land	2,314,982																							
Interest	48,369	49,216	58,072		64,480	74,596	86,685	86,575	74,049	61,305	48,338	31,549	10,871	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-2,763,957	-48,369	-506,074	-366,194	-578,018	-690,841	-6,338	715,718	728,243	740,987	959,370	1,181,574	1,407,666	1,418,538	0	0	0	0	0	0	0	0	0	2,204,981
Opening Bal	0																							
Closing Bal	-2,763,957	-2,812,327	-3,318,401	-3,684,595	-4,262,613	-4,953,454	-4,947,115	-4,231,397	-3,503,154	-2,762,167	-1,802,797	-621,223	786,443	2,204,981	2,204,981	2,204,981	2,204,981	2,204,981	2,204,981	2,204,981	2,204,981	2,204,981	2,204,981	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	734,994	1,469,987	1,469,987	1,469,987	1,469,987	1,469,987	1,469,987	1,469,987	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	1,767,300																							
Stamp Duty	88,365	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	26,510	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	164,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0							



SITE NAME Site 2						
INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	83.5	72%	30	2,300	5,820,403	2,531
Shared Ownership	83.5	14%	6	1,465	713,741	487
Affordable Rent	83.5	14%	6	1,050	511,555	487
Social Rent	83.5	0%	0	1,150	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.42 ha		30	/ha	7,045,698	3,505
SITE AREA - Gross	1.58 ha		27	/ha		

Sales per Quarter 8
Unit Build Time 3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,035,333	729,108	655,274
Alternative Use Value	30,500		25,000
Uplift	20%	7,900	5,000
Plus /ha	400,000	632,000	400,000
Viability Threshold	679,400		430,000

Additional Profit £/m2 416,672 165

RUN Residual MACRO ctrlr Closing balance = 0

RUN CIL MACRO ctrlr Closing balance = 0

Check on phasing diagr nos correct

DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	24,651	1,035,333
Stamp Duty		51,767
Easements etc.		0
Legals Acquisition	1.50%	15,530
Legal and Valuation		67,297
PLANNING		
Planning Fee		14,070
Architects	7.00%	243,018
QS / PM	0.50%	17,358
Planning Consultants	1.00%	34,717
Other Professional	2.50%	86,792
		395,956
CONSTRUCTION		
Build Cost - BCIS Based	824	2,886,525
s106 CIL	1,500	63,000
Contingency	2.50%	72,163
Abnormals		450,000
		3,471,688
FINANCE		
Fees		25,000
Interest	7.00%	10,000
Legal and Valuation		35,000
SALES		
Agents	3.0%	211,371
Legals	0.5%	35,228
Misc.		5,000
		251,599
Developers Profit		5,256,873
% of costs (before interest)	0.00%	0
% of GDV	20.00%	1,409,140

Planning fee calc		
Planning app f	dwgs	rate
No dwgs	42	
No dwgs unde	42	335
No dwgs over	0	100
		14,070
Total		14,070

Stamp duty calc - Residual		
Land payment		
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
Total		51,767

Stamp duty calc - Add Profit		
Land payment		
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
Total		33,970

Pre CIL s106 1,500 £/ Unit (all)	
Total	63,000

Post CIL s106 1,000 £/ Unit (all)	
CIL	0
Total	42,000

Build Cost /m2	
BCIS	672
CFSH	40
Energy	0
Over-extra 1	0
Over-extra 2	11
Over-extra 3	0
Over-extra 4	0
Infrastructure	101
Total	824

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	8	8	8	8	6																
Market Housing			0	0	0	0	554,324	1,108,648	1,108,648	1,108,648	1,108,648	831,486	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	67,975	135,951	135,951	135,951	135,951	101,963	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	46,720	97,439	97,439	97,439	97,439	73,079	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	671,019	1,342,038	1,342,038	1,342,038	1,342,038	1,006,528	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	51,767																							
Easements etc.	0																							
Legals Acquisition	15,530																							
Planning Fee	14,070																							
Architects	121,509			121,509																				
QS	8,679			8,679																				
Planning Consultants	17,358			17,358																				
Other Professional	43,396			43,396																				
Build Cost - BCIS Base		0	91,636	274,907	458,179	549,814	549,814	503,996	320,725	137,454	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106 CIL			63,000																					
Contingency		0	2,291	6,873	11,454	13,745	13,745	12,600	8,018	3,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	14,286	42,857	71,429	85,714	85,714	78,571	50,000	21,429	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000																							
Legal and Valuation	10,000																							
Agents	0	0	0	0	0	0	20,131	40,261	40,261	40,261	40,261	30,196	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,355	6,710	6,710	6,710	6,710	5,033	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			5,000																					
COSTS BEFORE LAND INT AND	307,309	0	367,155	324,637	541,062	649,274	672,760	642,139	425,714	209,290	46,971	35,228	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Value																								
Land	1,035,333																							
Interest		23,496	23,907	30,751	36,970	47,086	59,272	60,340	49,148	33,972	14,743	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-1,342,643	-23,496	-391,063	-355,388	-578,032	-696,360	-61,013	639,559	867,176	1,098,776	1,280,323	971,300	0	0	0	0	0	0	0	0	0	0	0	-1,409,140
Opening Bal	0																							
Closing Bal	-1,342,643	-1,366,139	-1,757,201	-2,112,589	-2,690,621	-3,386,981	-3,447,994	-2,808,435	-1,941,259	-842,483	437,840	1,409,140	1,409,140	1,409,140	1,409,140	1,409,140	1,409,140	1,409,140	1,409,140	1,409,140	1,409,140	1,409,140	1,409,140	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	671,019	1,342,038	1,342,038	1,342,038	1,342,038	1,006,528	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	679,400																							
Stamp Duty	33,970	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	10,191	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	121,509	0	121,509	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	8,679	0	8,679	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	17,358	0	17,358	0	0	0	0																	



SITE NAME Site 3						
INCOME	Av Size m2	%	Number	Price €/m2	GDV £	GIA m2
Market Housing	84.0	72%	539	1,975	89,491,196	45,312
Shared Ownership	84.0	14%	104	1,465	12,779,929	8,724
Affordable Rent	84.0	14%	104	1,050	9,159,676	8,724
Social Rent	84.0	0%	0	988	0	0
Grant and Subsidy	Shared Ownership				0	0
	Affordable Rent				0	0
	Social Rent				0	0
SITE AREA - Net	22.18 ha		34	/ha	111,430,801	62,759
SITE AREA - Gross	44.35 ha		17	/ha		

Sales per Quarter	60
Unit Build Time	3 Quarters

Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	11,581,459	522,158
Alternative Use Value	1,108,750	25,000
Uplift	20%	221,750
Plus /ha	400,000	17,740,000
Viability Threshold	19,070,500	430,000

Additional Profit	-7,776,048	-172
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DEVELOPMENT COSTS		
LAND	Unit or m2	Total
Land	15,504	11,581,459
Stamp Duty		579,073
Easements etc.		0
Legals Acquisition	1.50%	173,722
PLANNING		
Planning Fee		303,195
Architects	7.00%	4,185,258
QS / PM	3.50%	298,947
Planning Consultants	1.00%	597,894
Other Professional	2.50%	1,494,735
CONSTRUCTION		
Build Cost - BCIS Based	858	53,823,314
s106 / CIL	1,500	1,120,500
Contingency	2.50%	1,345,583
Abnormals		3,500,000
FINANCE		
Fees		25,000
Interest	7.00%	10,000
Legal and Valuation		35,000
SALES		
Agents	3.0%	3,342,924
Legals	0.5%	557,154
Misc.		5,000
Developers Profit		22,286,160

Stamp duty calc - Residual			
Land payment	0%	1%	11,581,459
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			579,073

Stamp duty calc - Add Profit			
Land payment	0%	1%	19,070,500
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			953,525

Pre CIL s106	1,500 £/ Unit (all)	
Total		1,120,500

Post CIL s106	1,000 £/ Unit (all)	
CIL	0	£/m2
Total		747,000

Build Cost			
BCIS	672		
CISH	40		6.00%
Energy	0		
Over-extra 1	0		
Over-extra 2	11		
Over-extra 3	0		
Over-extra 4	0		
Infrastructure	134		20%
Total	858		

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started		15	30		45	60	60	60	60	60	60	60	60	60	45	30	30	12						
Market Housing																								
Shared Ownership																								
Affordable Rent																								
Social Rent																								
Grant and Subsidy																								
INCOME	0	0	0	0	0	0	2,237,566	4,475,133	6,712,699	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	6,712,699	4,475,133	4,475,133	1,790,053	0	0
EXPENDITURE																								
Stamp Duty	579,073																							
Easements etc.	0																							
Legals Acquisition	173,722																							
Planning Fee	303,195																							
Architects	2,092,629																							
QS	149,473																							
Planning Consultants	298,947																							
Other Professional	747,367																							
Build Cost - BCIS Base	0	360,263	1,080,789		2,161,579	3,242,368	3,962,895	4,323,158	4,323,158	4,323,158	4,323,158	4,323,158	4,323,158	4,323,158	3,962,895	3,242,368	2,521,842	1,729,263	1,008,737	288,211				
s106/CIL	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	9,007	27,020		54,039	81,059	99,072	108,079	108,079	108,079	108,079	108,079	108,079	108,079	99,072	81,059	63,046	43,232	25,218	7,205				
Abnormals	0	23,427	70,281		140,562	210,843	257,697	281,124	281,124	281,124	281,124	281,124	281,124	281,124	257,697	210,843	163,989	112,450	65,596	18,742				
Finance Fees	25,000																							
Legal and Valuation	10,000																							
Agents	0	0	0		0	0	67,127	134,254	201,381	268,508	268,508	268,508	268,508	268,508	268,508	268,508	268,508	268,508	201,381	134,254	134,254	53,702	0	0
Legals	0	0	0		0	0	11,188	22,376	33,563	44,751	44,751	44,751	44,751	44,751	44,751	44,751	44,751	44,751	33,563	22,376	22,376	8,950	0	0
Misc.	0	0	0		0	0	5,000																	
COSTS BEFORE LAND INT AND	4,379,407	0	4,806,614	1,178,090	2,356,181	3,534,271	4,397,979	4,868,991	4,947,306	5,025,620	5,025,620	5,025,620	5,025,620	5,025,620	4,632,924	3,847,530	3,062,137	2,198,204	1,334,495	470,787	156,630	62,652	0	0
For Residual Valuation																								
Land	11,581,459																							
Interest		279,315	284,203	373,292	400,442	448,683	518,384	565,263	582,048	561,339	502,481	442,594	381,658	319,655	256,568	185,505	99,453	0	0	0				
Profit on Costs																								
Profit on GDV																								
Cash Flow	-15,960,866	-279,315	-5,090,817	-1,551,383	-2,756,622	-3,982,953	-2,678,797	-959,121	1,183,345	3,363,305	3,422,163	3,482,051	3,542,987	3,604,989	4,060,773	4,917,230	5,788,675	6,752,061	5,378,203	4,004,346	4,318,503	1,727,401	0	-22,286,160
Opening Balance	-15,960,866	-16,240,181	-21,330,998	-22,882,380	-25,639,003	-29,621,956	-32,300,753	-33,259,875	-32,076,529	-28,713,224	-25,291,061	-21,809,010	-18,266,023	-14,661,033	-10,600,260	-5,683,030	105,646	6,857,707	12,235,911	16,240,256	20,558,759	22,286,160	22,286,160	0

CASH FLOW FOR CL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
As Above																								
INCOME	0	0	0	0	0	0	2,237,566	4,475,133	6,712,699	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	8,950,265	6,712,699	4,475,133	4,475,133	1,790,053	0	0
EXPENDITURE																								
Land	19,070,500																							
Stamp Duty	579,073																							
Easements etc.	0																							
Legals Acquisition	173,722																							
Planning Fee	303,195																							
Architects	2,092,629																							
QS	149,473																							
Planning Consultants	298,947																							
Other Professional	747,367																							
Build Cost - BCIS Base	0	360,263	1,080,789		2,161,579	3,242,368	3,962,895																	

			Site 1	Site 2	Site 3	Site 4
Location			Kendal	Storth	Ulverston	Ulverston
Green/brown field			Green	Green	Green	Brown
Use			Paddock	Agricultural	Agricultural	Industrial
Site Area	Gross	ha	4.11	1.58	44.35	1.93
	Net	ha	3.08	1.42	22.18	1.93
Units		0 0	60	42	747	86
Mix	Market		72.20%	72.20%	72.20%	72.20%
	Intermediate to Buy		13.90%	13.90%	13.90%	13.90%
	Affordable Rent		13.90%	13.90%	13.90%	13.90%
	Social Rent		0.00%	0.00%	0.00%	0.00%
Alternative Land Value	£/ha		25,000	25,000	25,000	25,000
	£ site		102,750	39,500	1,108,750	48,250
Uplift	£/ha		405,000	405,000	405,000	405,000
	£ site		1,664,550	639,900	17,961,750	781,650
Viability Threshold	£/ha		430,000	430,000	430,000	430,000
	£ site		1,767,300	679,400	19,070,500	829,900
Residual Value	Gross	£/ha	563,256	655,274	261,138	495,210
	Net	£/ha	751,618	729,108	522,158	495,210
		£ site	2,314,982	1,035,333	11,581,459	955,755
Additional Profit	£ site		639,517	416,672	-7,776,048	190,035
	£/m2		177	165	-172	38

Appendix 8. Base Appraisal Results – Non-Residential

Modelled Sites

		Greenfield										Brownfield										
		Industrial East		Industrial West		Offices East		Offices West		Distribution		Industrial East		Industrial West		Offices East		Offices West		Distribution		
Income																						
	m2	1500	200	1500	200	500	150	500	150	5,000	1,500	200	1,500	200	500	150	500	150	500	150	5,000	
	£/m2	750	750	700	700	1,500	1,500	1,300	1,300	700	750	750	700	700	1,500	1,500	1,300	1,300	700	700		
	Capital Value	1,125,000	150,000	1,050,000	140,000	750,000	225,000	650,000	195,000	3,500,000	1,125,000	150,000	1,050,000	140,000	750,000	225,000	650,000	195,000	3,500,000			
Costs																						
	Land Used	ha	0.230	0.033	0.230	0.033	0.100	0.030	0.100	0.030	1.000	0.230	0.033	0.230	0.033	0.100	0.030	0.100	0.030	1.000		
		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	250,000	400,000	400,000	300,000	300,000	400,000	400,000	300,000	300,000	300,000	300,000	
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	2,000,000	0	0	0	0	0	0	0	0	0	0	
		20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	50,000	80,000	80,000	60,000	60,000	80,000	80,000	60,000	60,000	60,000	60,000	
		Cost	64,400	9,240	64,400	9,240	28,000	8,400	28,000	8,400	500,000	110,400	15,840	82,800	11,880	48,000	14,400	36,000	10,800	360,000		
	Strategic Promotion		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
	Planning		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
	Misc Land		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	
	Construction	/m2	429	571	429	571	990	990	990	990	385	429	571	429	571	990	990	990	990	990	385	
		£	643,500	114,200	643,500	114,200	495,000	148,500	495,000	148,500	1,925,000	643,500	114,200	643,500	114,200	495,000	148,500	495,000	148,500	495,000	1,925,000	
	Infrastructure	15.00%	96,525	17,130	96,525	17,130	74,250	22,275	74,250	22,275	288,750	96,525	17,130	96,525	17,130	74,250	22,275	74,250	22,275	74,250	288,750	
	Abnormals	15.00%	96,525	17,130	96,525	17,130	74,250	22,275	74,250	22,275	288,750	96,525	17,130	96,525	17,130	74,250	22,275	74,250	22,275	74,250	288,750	
	Fees	8.00%	51,480	9,136	51,480	9,136	39,600	11,880	39,600	11,880	154,000	51,480	9,136	51,480	9,136	39,600	11,880	39,600	11,880	39,600	154,000	
	Contingency	2.5% & 5%	16,088	2,855	16,088	2,855	12,375	3,713	12,375	3,713	48,125	32,175	5,710	32,175	5,710	24,750	7,425	24,750	7,425	96,250		
	Finance Costs		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
	Sales	3.00%	33,750	4,500	31,500	4,200	22,500	6,750	19,500	5,850	105,000	33,750	4,500	31,500	4,200	22,500	6,750	19,500	5,850	105,000		
	Misc Financial		5,000	5,001	5,002	5,003	5,004	5,005	5,006	5,007	5,008	5,000	5,001	5,002	5,003	5,004	5,005	5,006	5,007	5,008		
	Subtotal		923,243	174,562	920,995	174,264	689,229	219,023	686,231	218,125	3,038,383	1,081,855	201,147	1,052,007	196,889	795,854	251,010	780,856	246,512	3,235,258		
	Interest	7.00%	64,627	12,219	64,470	12,198	48,246	15,332	48,036	15,269	212,687	75,730	14,080	73,640	13,782	55,710	17,571	54,660	17,256	226,468		
	Profit % Costs	20.00%	197,574	37,356	197,093	37,292	147,495	46,871	146,853	46,679	650,214	231,517	43,045	225,129	42,134	170,313	53,716	167,103	52,754	692,345		
	COSTS		1,185,443	224,138	1,182,557	223,755	884,970	281,225	881,121	280,072	3,901,284	1,389,102	258,273	1,350,777	252,805	1,021,877	322,297	1,002,619	316,521	4,154,071		
	Additional Profit		-60,443	-74,138	-132,557	-83,755	-134,970	-56,225	-231,121	-85,072	-401,284	-264,102	-108,273	-300,777	-112,805	-271,877	-97,297	-352,619	-121,521	-654,071		
	Residual Land Worth (APPROX)		11,457	-57,398	-60,657	-67,015	-99,470	-40,325	-195,621	-69,172	106,216	-146,202	-84,933	-210,477	-93,425	-216,377	-75,397	-309,119	-103,221	-286,571		
	£/ha		49,811	-1,739,321	-263,726	-2,030,757	-994,700	-1,344,163	-1,956,206	-2,305,729	106,216	-635,660	-2,573,720	-915,117	-2,831,075	-2,163,765	-2,513,228	-3,091,191	-3,440,714	-286,571		
	£/m2		-40	-371	-88	-419	-270	-375	-462	-567	-80	-176	-541	-201	-564	-544	-649	-705	-810	-131		



Specific Sites

		Greenfield							
		Land at Scroggs Wood, Kendal		Land East of Burton Road		Gatebeck Lane, Endmoor		Mainline Business Park	Lightbourn Road
		Offices	Industrial	Offices	Industrial	Industrial		Industrial	Offices
Income									
	m2	15,000	30,000	7,000	14,000	15,000		40,000	15,000
	£/m2	1,500	750	1,500	750	750		750	1,300
	Capital Value	22,500,000	22,500,000	10,500,000	10,500,000	11,250,000		30,000,000	19,500,000
Costs									
	Land Used	ha	3.50	7.50	1.50	3.00	3.12	8.07	3.10
		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000
		Uplift £/ha	250,000	250,000	250,000	250,000	250,000	250,000	250,000
		20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000
		Cost	980,000	2,100,000	420,000	840,000	873,600	2,259,600	868,000
	Strategic Promotion		10,000		10,000		10,000		10,000
	Planning		25,000		25,000		25,000		25,000
	Misc Land								
	Construction	/m2	990.00	429.00	990.00	429.00	429.00	429.00	990.00
		£	14,850,000	12,870,000	6,930,000	6,006,000	6,435,000	17,160,000	14,850,000
	Infrastructure	10.00%	1,485,000	1,287,000	693,000	600,600	643,500	1,716,000	1,485,000
	Abnormals		535,000		530,000		346,896	1,047,000	1,079,000
	Fees	8.00%	1,188,000	1,029,600	554,400	480,480	514,800	1,372,800	1,188,000
	Contingency	2.5% & 5%	371,250	321,750	173,250	150,150	160,875	429,000	371,250
	Finance Costs		5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Sales	3.00%	675,000	675,000	315,000	315,000	337,500	900,000	585,000
	Misc Financial		5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Subtotal		20,129,250	18,293,350	9,660,650	8,402,230	9,357,171	24,929,400	20,471,250
	Interest	7.00%	1,409,048	1,280,535	676,246	588,156	655,002	1,745,058	1,432,988
	Profit % Costs	20.00%	4,307,660	3,914,777	2,067,379	1,798,077	2,002,435	5,334,892	4,380,848
	COSTS		25,845,957	23,488,661	12,404,275	10,788,463	12,014,608	32,009,350	26,285,085
	Additional Profit		-3,345,957	-988,661	-1,904,275	-288,463	-764,608	-2,009,350	-6,785,085
	Residual Land Worth (APPROX)		-2,330,957	1,111,339	-1,449,275	551,537	143,992	285,250	-5,882,085
	TOTAL			-1,219,618		-897,738	143,992	285,250	-5,882,085
	£/ha			-110,874		-199,497	46,151	35,347	-1,897,447

Appendix 9. S106 Track Record

Since 2010

ID	UPRN	ADDRESS	PARISH	AFFORDABLE HOUSING	LOCAL OCCUPANCY RESTRICTION	PLANNING REFERENCE	DETAILS		Total housing	Affordable	%	finance	NOTES
195086	3/DA0808	Kendal, Cock and Dolphin, Land at Milnthorpe Road	KENDAL	TRUE	TRUE	SL/2009/1143	4 affordable dwellings (flats)	Complete	18	4	22.22%		
196451	3/DA0815	Natland, Land at Sedgwick Road	NATLAND	TRUE	TRUE	sl/2010/0653 & SL/2011/0447	4 affordable dwellings	Complete	12	4	33.33%		
198371	3/DA0818	Kendal, The Auction Mart, Appleby Road	KENDAL	TRUE	TRUE	sl/2010/1015	47 affordable dwellings	Not started	94	47	50.00%		
198630	3/DA0822	Mutton Hall, Killington	KILLINGTON	TRUE		sl/2010/0722	1 affordable dwelling	Not started	3	1	33.33%		
198631	3/DA0823	Levens, Land at Greengate House	LEVENS	TRUE	TRUE	sl/2010/1094	2 affordable dwellings	Under construction	6	2	33.33%		
198910	3/DA0827	Aikrigg Farm, Killington	KILLINGTON	TRUE		sl/2009/0528	3 affordable dwelling	Not started	6	3	50.00%		
199537	3/DA0830	Great Urswick, Land at The Coot and Bankfield Hall, Church Road,	URSWICK	TRUE		SL/2010/0182	2 affordable flats	Not started	7	2	28.57%		
199776	3/DA0833	Grange, Land at Fox Rock, Allithwaite Road	GRANGE	TRUE	TRUE	SL/2010/0047 + SL/2004/0920	4 affordable dwellings	Not started	10	4	40.00%		
200798	3/DA0845	Kirkby Lonsdale, Tram Lane, Land at Dodgson Croft,	KIRKBY LONSDALE	TRUE		SL/2012/0425	financial contribution to off-site affordable housing	Not started				£502,186	payment to SLDC
194355	3/DA0794	Shap Road, Kendal Rugby Union FC Milnthorpe, Grisley mires Lane,	KENDAL			SL/2008/1219		application refused					
198609	3/DA0819	Houghton Parkhouse Coachworks	MILNTHORPE			SL/2011/0180	travel plan co-ordinator and contribution to costs	completed				£ 30,713 and £ 6,600	payable to county council
198621	3/DA0820	Kirkby Lonsdale, Land at Biggins Road,	KIRKBY LONSDALE			SL/2009/0838 & SL/2010/1090	12 affordable houses and contribution to provision of open space	under construction	35	12	34.29%	£ 8,000 and £ 3,200	payable to SLDC
	3/DA0828	Union Lane, Ulverston	ULVERSTON			SL/2010/0806	8 affordable house + contribution to playground	not started	25	8	32.00%	£8,100	payable to SLDC
199780	3/DA0835	Kendal RUFC Ground,	KENDAL			sl/2010/0180		application refused					
199819	3/DA0838	Crooklands, Moss End, Auction Mart	PRESTON PATRICK			SL/2011/0794	travel plan co-ordinator and contribution to costs	under construction ? (unsure of status)				£ 24,375 and £ 6,125	payable to county council



Before 2010

ID	UPRN	ADDRESS	PARISH	STATUS	AFFORDABLE HOUSING	LOCAL OCCUPANCY RESTRICTION	PLANNING REFERENCE	DETAILS	%	
190343	3/DA0714	Kendal, Ann Street, Premises At (Affordable Dwellings) (Local Occupancy Restriction)	KENDAL		TRUE	TRUE	SL/2005/1095	19 units - 4 affordable	21%	complete
190668	3/DA0750	Burton, Land off Boon Town, Land Off (Affordable Housing) (Local Occupancy Restriction)	BURTON		TRUE	TRUE	sl/2007/0008	7 units - 7 affordable	100%	complete
190682	3/DA0754	Lound Road/Lound Street, Former K Village (2 Areas one on Lound Road and one on Lound Street) (Affordable Housing) (Local Occupancy Restriction) DEED OF VARIATION	KENDAL		TRUE	TRUE	sl/2006/1094	40 units - 40 affordable	100%	complete
192253	3/DA0765	Flookburgh, Winder Lane (Affordable Housing) (Local Occupancy Restriction)	LOWER HOLKER	LIVE	TRUE	TRUE	sl/2007/0184	18 units - 18 affordable	100%	complete
193093	3/DA0770	New Inn Yard, Former Highgate Gym and Underley School (Affordable Housing) (Local Occupancy Restriction)	KENDAL		TRUE	TRUE	sl/2008/0150	8 units - 8 affordable	100%	complete
193702	3/DA0779	Milnthorpe, Harmony Hill, Land at the former Depot	MILNTHORPE		TRUE	TRUE	SL/2008/0114	10 units - 10 units	100%	complete
193830	3/DA0783	Grange Fell Road, Land Off	GRANGE-OVER-SANDS		TRUE	TRUE	sl/2008/1061	11 units - 11 affordable	100%	complete
193892	3/DA0785	Baycliffe, Baycliff Farm	ALDINGHAM		TRUE	TRUE	sl/2008/0852	21 units - 7 affordable	33%	under cons
193989	3/DA0789	Whinfell Drive, Land at	KENDAL		TRUE	TRUE	sl/2005/0976	94 units - 47 affordable	50%	under cons
194107	3/DA0791	Beast Banks, No. 6	KENDAL		TRUE	TRUE	sl/2008/0156	5 units - 5 affordable	100%	complete
194400	3/DA0796	Grange, Lindale Road, Glenedyth, Land At	GRANGE		TRUE	TRUE	SL/2009/0118	1 unit - 1 affordable	100%	complete
194447	3/DA0797	Anchorite Fields, Gillinggrove Works	KENDAL		TRUE	TRUE	SL/2008/0348	8 units - 1 affordable	12%	not started
190130	3/DA0708	Wainwright's Yard, Units 4, 5, 6 and 7 (Postal addresses 3, 5, 7 & 9 Wainwright's Yard, Kendal, LA9 4DP) (Confirmed with Mike Dudfield area is red area as shown outlined on plan attached to the Agreement - LG)	KENDAL				SL/2006/0810	limitations on use of site		
190133	3/DA0711	Firbank, Waterside Farm	FIRBANK				SL/2006/0055	limitations on use of site		
193369	3/DA0775	Kings Arms Hotel	BURTON				SL/2006/0113	restriction on occupation		

HDH Planning and Development (HDH) is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers.

The firm is led by Simon Drummond-Hay who is a Chartered Surveyor, Associate of Chartered Institute of Housing and senior development professional with a wide experience of both development and professional practice. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL) testing
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments
- Future Housing Numbers Analysis (post RSS target setting)

HDH Planning and Development have clients throughout England and Wales.

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