East Devon District Council

East Devon Housing and Employment Study

Final Report - Appendices

With:

VICKERY HOLMAN
PROPERTY CONSULTANTS
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APPENDIX 1

SECTOR DEFINITIONS AND CONVERSIONS TO B-SPACE REQUIREMENTS
**Converting Employment to Business Space Requirements**

Using the employment sector forecasts, we translate jobs into demand for employment space by following three steps:

- **Step 1: Sector-to-Space Mapping**
- **Step 2: Translating Employment into Demand for Space**
- **Step 3: Converting Floorspace into Land Area (Plot ratios)**
  
  To this end, there are three main areas where the assumptions are applied:
  
  - The definition of employment sectors and land use sectors
  - Employment density assumptions
  - Plot ratio assumptions

We look at each of these stages below.

**Step 1: Sector-to-Space Mapping**

The starting point for any modelling process is the definition of land use sectors, which comprises office jobs, industrial and warehousing jobs and is often referred to as business or B-space jobs.

We translate jobs by sector into jobs by type of space, using sector-to-space mapping.

To identify these jobs we use a range of economic sectors based on the Standard Industrial Classifications (SIC’03), which are listed below. Broadly, our analysis assumes that offices (which include R&D) are occupied by financial and business services, a sub section of public administration, and publishing. Industrial space is occupied by manufacturing, sewage and refuse disposal, some parts of construction, and motor repairs and maintenance. Warehousing is occupied by a variety of transport and distribution activities.

We merge production and distribution space (industrial and warehousing) into one category, called “industrial/warehousing” because our experience suggests that data on the supply of space - such as CLG floorspace statistics and planning data on completions and commitments – do not distinguish accurately between industrial factories and warehouses. This is not surprising since production and distribution can generally operate in the same buildings and, furthermore, subject to size limitations, space can be transferred between production and distribution without planning permission.
RTP Offices 2003 SIC

**SIC 2003 class (4 digit)**
7460 : Investigation and security activities
7485 : Secretarial and translation services
7486 : Call centre activities
7487 : Other business activities not elsewhere classified
9111 : Activities of business and employers organisations
9112 : Activities of professional organisations
9120 : Activities of trade unions
9132 : Activities of political organisations
9133 : Activities of other membership organisations not elsewhere classified
9211 : Motion picture and video production
9212 : Motion picture and video distribution
9220 : Radio and television activities
9240 : News agency activities

**SIC 2003 group (3 digit)**
221 : Publishing
741 : Legal, accounting, book-keeping and auditing activities; tax consultancy; market research and public opinion polling; business and management consultancy; holdings
742 : Architectural and engineering activities and related technical consultancy
743 : Technical testing and analysis
744 : Advertising
751 : Administration of the State and the economic and social policy of the community
753 : Compulsory social security activities

**SIC 2003 division (2 digit)**
65 : Financial intermediation, except insurance and pension funding
66 : Insurance and pension funding, except compulsory social security
67 : Activities auxiliary to financial intermediation
70 : Real estate activities
72 : Computer and related activities
73 : Research and development

RTP Industrial 2003 SIC

**SIC 2003 class (4 digit)**
5020 : Maintenance and repair of motor vehicles
5040 : Sale, maintenance and repair of motorcycles and related parts and accessories

**SIC 2003 group (3 digit)**
222 : Printing and services activities related to printing
223 : Reproduction of recorded media
453: Building installation
454: Building completion

SIC 2003 division (2 digit)
15: Manufacturing of food and beverages
16: Manufacture of tobacco products
17: Manufacture of textiles
18: Manufacture of wearing apparel; dressing and dyeing of fur
19: Tanning and dressing of leather; manufacture of luggage, handbags, saddlery, harness and footwear
20: Manufacture of wood and products of wood and cork, except furniture; manufacture of articles of straw and plaiting materials
21: Manufacture of pulp, paper and paper products
23: Manufacture of coke, refined petroleum products and nuclear fuel
24: Manufacture of chemicals and chemical products
25: Manufacture of rubber and plastic products
26: Manufacture of other non-metallic mineral products
27: Manufacture basic metals
28: Manufacture of fabricated metal products, except machinery and equipment
29: Manufacture of machinery and equipment not elsewhere classified
30: Manufacture of office machinery and computers
31: Manufacture of electrical machinery and apparatus not elsewhere classified
32: Manufacture of radio, television and communication equipment and apparatus
33: Manufacture of medical, precision and optical instruments, watches and clocks
34: Manufacture of motor vehicles, trailers and semi-trailers
35: Manufacture of transport equipment
36: Manufacture of furniture; manufacturing not elsewhere classified
37: Recycling
90: Sewage and refuse disposal, sanitation and similar activities

RTP Warehousing 2003 SIC

SIC 2003 class (4 digit)
6024: Freight transport by road
6311: Cargo handling
6312: Storage and warehousing
6321: Other supporting land transport activities
6411: National post activities
6412: Courier activities other than national post activities
7482: Packaging activities

SIC 2003 division (2 digit)
51: Wholesale trade and commission trade, except of motor vehicles and motorcycle
Step 2: Translating Employment into Demand for Space

To translate these employment forecasts into demand for space, we use the standard employment densities based on a 1997 study by Roger Tym & Partners for SERPLAN (The Use of Business Space: Employment Densities and Working Practices in South East England, 1997). These are as follows:

- Offices: 17.9 sq m per worker
- Industrial: 31.8 sq m per worker
- Warehousing: 40.1 sq m per worker

We prefer to use the densities above to the available alternatives because they are supported by a large and statistically rigorous survey. However, a more recent (albeit not statistically confident) survey by DTZ Pieda (2004) for SEERA found similar densities (18 sq m net for B1, 34 sq m for B2 and 41 sq m per B8). And similarly, Government Guidance on Use of Employment Densities (2001) offers a compendium of employment densities which also average around those reported above.

It is often asserted that employment densities are rising, especially in offices, because of changing working practices such as hot-desking, teleworking and homeworking, and increasing competitive pressure on corporate occupiers to use space cost-effectively. There is some evidence to support these views, with examples such as IBM and BP seeking ratios of 10-11 sq m per person, and the HM Treasury building refurbishment, which aims for a good, modern standard for use by the public sector, has around 8 sq m of space per job through use of flexible working patterns.

However, the view that office employment densities are rising overall – as opposed to rising in particular businesses or groups of businesses - is not supported by statistically reliable evidence so far. Indeed DTZ Pieda’s recent study for SEERA concluded that employment densities have not changed significantly from those in the RTP SERPLAN study.

Certainly it is possible that the average office density will increase substantially in the future. But, on the evidence available to date, it would not be right to incorporate such an increase into our forecasts. Even if we wanted to create a contingent ‘worst-case’ scenario to explore the impact of a possible rise in densities, from the data available we would not know what size of increase we should test. Therefore, we use constant employment densities.

Step 3: Converting Floorspace into Land Area

Planners have to make land allocations in development plans, which are normally controlled by site area (as opposed to floorspace) it is sometime necessary to translate floorspace into land. As a general ‘rule of thumb’ RTP adopts a 35% plot ratio in the South West region, which is equivalent to 3,500 sq m per hectare. However, a 35% ratio is probably reasonable for most industrial and warehouse sites, but for offices densities it may be considerably higher, at some sites, especially in town and city centres. Therefore, where possible, the 35% ratio should be replaced by site-specific figures which take account of local circumstances, and at a minimum be at least 40%, to reflect evidence about office locations in the RTP/SERPLAN (1997) report relating to South East England.
APPENDIX 2

Argus Viability Results (for illustration only)
Vickery Holman

Development Appraisal

East Devon District Council

Employment Land Study

Indicative Viability Appraisal
Industrial Leasehold

Report Date 21/07/2011

Prepared by AME
TIMESCALE & ASSUMPTIONS

East Devon District Council
Employment Land Study

Timescale (Duration in months)

Project commences Jul 2011
Phase 1

<table>
<thead>
<tr>
<th>Stage Name</th>
<th>Duration</th>
<th>Start Date</th>
<th>End Date</th>
<th>Anchored To</th>
<th>Aligned</th>
<th>Offset</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phase Start</td>
<td></td>
<td>Jul 2011</td>
<td></td>
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<tr>
<td>Pre-Construction</td>
<td>6</td>
<td>Jul 2011</td>
<td>Dec 2011</td>
<td>Purchase</td>
<td>End</td>
<td>0</td>
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<tr>
<td>Construction</td>
<td>12</td>
<td>Jan 2012</td>
<td>Dec 2012</td>
<td>Pre-Construction</td>
<td>End</td>
<td>0</td>
</tr>
<tr>
<td>Phase End</td>
<td></td>
<td></td>
<td>Jan 2013</td>
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</tr>
</tbody>
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Phase Length 18
Project Length 19 (Includes Exit Period)

Assumptions

Expenditure
Professional Fees are based on Construction
Purchaser's Costs are based on Gross Capitalisation
Purchaser's Costs Deducted from Sale (Not added to Cost)
Sales Fees are based on Net Capitalisation
Sales Fees Added to Cost (Not deducted from Sale)

Receipts
Show tenant's true income stream On
Offset income against development costs Off
Rent payment cycle Quarterly (Adv)
Apply rent payment cycle to all tenants On
Renewal Void and Rent Free apply to first renewal only Off

Initial Yield Valuation Method Off
Default Capitalisation Yield 0.0000%
Apply Default Capitalisation to All Tenants Off
Default stage for Sale Date Off
Align end of income stream to Sale Date Off
Apply align end of income stream to all tenants On
When the Capital Value is modified in the cash flow Recalculate the Yield
Valuation Tables are Annually in Arrears
Rent Free method Defer start of Tenant's Rent

Finance
Financing Method Basic (Interest Sets)
Interest Compounding Period Quarterly
Interest Charging Period Monthly
Nominal rates of interest used
Calculate interest on Payments/Receipts in final period Off
Include interest and Finance Fees in IRR Calculations Off
Automatic Inter-account transfers Off
Manual Finance Rate for Profit Erosion Off

Calculation
Site Payments In Arrears
Other Payments In Arrears
Negative Land In Arrears
Receipts In Arrears

Initial IRR Guess Rate 8.00%
Minimum IRR -100%
Maximum IRR 99999%
Manual Discount Rate Off
IRR Tolerance 0.001000

Letting and Rent Review Fees are calculated on Net of Deductions
Development Yield and Rent Cover are calculated on Rent at Sale Date(s)
Include Tenants with no Capital Value On
TIMESCALE & ASSUMPTIONS

East Devon District Council
Employment Land Study

Assumptions

- Include Turnover Rent: Off
- Net of Non-Recoverable costs: On
- Net of Ground Rent deductions: On
- Net of Rent Additions/Costs: On

Value Added Tax

- Global VAT Rate: 0.00%
- Global Recovery Rate: 0.00%
- Recovery Cycle every: 2 months
- 1st Recovery Month: 2 (Aug 2011)
- VAT Calculations in Cash Flow: On

Residual

- Land Cost Mode: Fixed Land Value

Distribution

- Construction Payments are paid on: S-Curve
- Sales Receipts are paid on: Single curve
- Sales Deposits are paid on: Monthly curve

Interest Sets

Interest Set 1

<table>
<thead>
<tr>
<th>Debit Rate</th>
<th>Credit Rate</th>
<th>Months</th>
<th>Start Date</th>
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<tbody>
<tr>
<td>6.00%</td>
<td>1.00%</td>
<td>Perpetuity</td>
<td>Jul 2011</td>
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</table>

Loan Set 1

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<thead>
<tr>
<th>Debit Rate</th>
<th>Credit Rate</th>
<th>Months</th>
<th>Start Date</th>
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<tr>
<td>0.00%</td>
<td>0.00%</td>
<td>Perpetuity</td>
<td>Jul 2011</td>
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</tbody>
</table>

Inflation and Growth

Growth Sets

Growth Set 1

- Inflation/Growth for this set is calculated in arrears
- This set is not stepped

<table>
<thead>
<tr>
<th>Rate</th>
<th>Months</th>
<th>Start Date</th>
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<tbody>
<tr>
<td>0.00%</td>
<td>Perpetuity</td>
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Inflation Sets

Inflation Set 1

- Inflation/Growth for this set is calculated in arrears
- This set is not stepped

<table>
<thead>
<tr>
<th>Rate</th>
<th>Months</th>
<th>Start Date</th>
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<tr>
<td>0.00%</td>
<td>Perpetuity</td>
<td>Jul 2011</td>
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East Devon District Council
Employment Land Study

Summary Appraisal for Phase 1

REVENUE

Rental Area Summary

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<thead>
<tr>
<th>ft²</th>
<th>Rate ft²</th>
<th>Gross MRV</th>
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<tbody>
<tr>
<td>17,500</td>
<td>£7.10</td>
<td>124,250</td>
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Investment Valuation

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<tr>
<th>Industrial Unit</th>
<th>Current Rent</th>
<th>YP @</th>
<th>8.500%</th>
<th>11.7647</th>
<th>1,461,765</th>
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NET REALISATION

1,461,765

OUTLAY

ACQUISITION COSTS

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
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<tbody>
<tr>
<td>Fixed Price (1.00 Acres £100,000.00 pAcre)</td>
<td>£100,000</td>
</tr>
<tr>
<td>Agent Fee</td>
<td>£1,500</td>
</tr>
<tr>
<td>Legal Fee</td>
<td>£500</td>
</tr>
<tr>
<td>Town Planning</td>
<td>£7,370</td>
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<tr>
<td>Survey</td>
<td>£10,000</td>
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<td>Total</td>
<td>£119,370</td>
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</table>

CONSTRUCTION COSTS

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<tr>
<th>Description</th>
<th>Cost</th>
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</thead>
<tbody>
<tr>
<td>Construction (17,500 ft² £50.00)</td>
<td>£875,000</td>
</tr>
<tr>
<td>Contingency</td>
<td>£43,750</td>
</tr>
<tr>
<td>Road/Site Works</td>
<td>£25,000</td>
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<td>Total</td>
<td>£943,750</td>
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CONSTRUCTION COSTS (Cont.)

<table>
<thead>
<tr>
<th>Description</th>
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<tbody>
<tr>
<td>Sales Agent Fee</td>
<td>£21,926</td>
</tr>
<tr>
<td>Sales Legal Fee</td>
<td>£7,309</td>
</tr>
<tr>
<td>Total</td>
<td>£29,235</td>
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</tbody>
</table>

PROFESSIONAL FEES

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<th>Description</th>
<th>Cost</th>
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<tbody>
<tr>
<td>All Professional Fees</td>
<td>£87,500</td>
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<td>Total</td>
<td>£87,500</td>
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DISPOSAL FEES

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<td>Sales Agent Fee</td>
<td>£21,926</td>
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<td>£7,309</td>
</tr>
<tr>
<td>Total</td>
<td>£29,235</td>
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</table>

FINANCE

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
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</thead>
<tbody>
<tr>
<td>Multiple Finance Rates Used (See Assumptions)</td>
<td>£8,982</td>
</tr>
<tr>
<td>Land</td>
<td>£29,371</td>
</tr>
<tr>
<td>Construction</td>
<td>£38,352</td>
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<tr>
<td>Total</td>
<td>£1,218,208</td>
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</table>

Profit

<table>
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<tr>
<th>Description</th>
<th>Cost</th>
</tr>
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<tbody>
<tr>
<td>Total</td>
<td>£243,557</td>
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Performance Measures

<table>
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<tr>
<th>Description</th>
<th>Cost</th>
</tr>
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<tbody>
<tr>
<td>Profit on Cost%</td>
<td>19.99%</td>
</tr>
<tr>
<td>Profit on GDV%</td>
<td>16.66%</td>
</tr>
<tr>
<td>Profit on NDV%</td>
<td>16.66%</td>
</tr>
<tr>
<td>Development Yield% (on Rent)</td>
<td>10.20%</td>
</tr>
<tr>
<td>Equivalent Yield% (Nominal)</td>
<td>8.50%</td>
</tr>
<tr>
<td>Equivalent Yield% (True)</td>
<td>8.50%</td>
</tr>
<tr>
<td>Gross Initial Yield%</td>
<td>8.50%</td>
</tr>
<tr>
<td>Net Initial Yield%</td>
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</tr>
<tr>
<td>IRR</td>
<td>39.79%</td>
</tr>
<tr>
<td>Rent Cover</td>
<td>1 yr 12 mths</td>
</tr>
<tr>
<td>Profit Erosion (finance rate 6.000%)</td>
<td>3 yrs 1 mth</td>
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East Devon District Council
Employment Land Study

Condensed Summary Appraisal for Phase 1

INCOME

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<tr>
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<td>Net Capital Value</td>
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<td>Net Realisation</td>
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OUTLAY

Acquisition

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<td>Site Purchase Fees</td>
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<td>Total Purchase Cost</td>
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Construction

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<td>Construction Costs</td>
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<tr>
<td>Professional Fees</td>
<td>87,500</td>
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<td>Total Construction</td>
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Disposal

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<td>Sales Costs</td>
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Finance

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<tr>
<td>Multiple Finance Rates</td>
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<td>Site Finance</td>
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<td>Construction Finance</td>
<td>29,371</td>
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<tr>
<td>Total Finance</td>
<td>38,352</td>
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</table>

Total Expenditure

<p>| | |</p>
<table>
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<tr>
<th></th>
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<tbody>
<tr>
<td>Total Expenditure</td>
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Profit

<p>| | |</p>
<table>
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Performance Measures

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<td>3 yrs 1 mth</td>
</tr>
<tr>
<td>Areas (Sq Feet)</td>
<td>Units</td>
</tr>
<tr>
<td>----------------</td>
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</tr>
<tr>
<td>Industrial Unit</td>
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</table>
Vickery Holman

Development Appraisal

East Devon District Council

Employment Land Study

Indicative Viability Appraisal
Industrial Freehold

Report Date 21/07/2011

Prepared by AME
TIMESCALE & ASSUMPTIONS  

East Devon District Council  
Employment Land Study  

Timescale (Duration in months)  

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Phase 1  

<table>
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<tr>
<th>Stage Name</th>
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<th>End Date</th>
<th>Anchored To</th>
<th>Aligned</th>
<th>Offset</th>
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<tr>
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<td></td>
<td>Jul 2011</td>
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<tr>
<td>Pre-Construction</td>
<td>6</td>
<td>Jul 2011</td>
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<td></td>
<td>Jan 2013</td>
<td></td>
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</table>

Phase Length: 18  
Project Length: 19  (Includes Exit Period)  

Assumptions  

Expenditure  
Professional Fees are based on Construction  
Purchaser's Costs are based on Gross Capitalisation  
Purchaser's Costs Deducted from Sale (Not added to Cost)  
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Renewal Void and Rent Free apply to first renewal only: Off  

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Default Capitalisation Yield: 0.0000%  
Apply Default Capitalisation to All Tenants: Off  
Default stage for Sale Date: Off  
Align end of income stream to Sale Date: Off  
Apply align end of income stream to all tenants: On  
When the Capital Value is modified in the cash flow: Recalculate the Yield  
Valuation Tables are: Annually in Arrears  
Rent Free method: Defer start of Tenant's Rent  

Finance  
Financing Method: Basic (Interest Sets)  
Interest Compounding Period: Quarterly  
Interest Charging Period: Monthly  
Nominal rates of interest used:  
Calculate interest on Payments/Receipts in final period: Off  
Include interest and Finance Fees in IRR Calculations: Off  
Automatic Inter-account transfers: Off  
Manual Finance Rate for Profit Erosion: Off  

Calculation  
Site Payments: In Arrears  
Other Payments: In Arrears  
Negative Land: In Arrears  
Receipts: In Advance  

Initial IRR Guess Rate: 8.00%  
Minimum IRR: -100%  
Maximum IRR: 99999%  
Manual Discount Rate: Off  
IRR Tolerance: 0.001000  

Letting and Rent Review Fees are calculated on Net of Deductions  
Development Yield and Rent Cover are calculated on Rent at Sale Date(s)  
Include Tenants with no Capital Value: On
TIMESCALE & ASSUMPTIONS

East Devon District Council
Employment Land Study

Assumptions

- Include Turnover Rent: Off
- Net of Non-Recoverable costs: On
- Net of Ground Rent deductions: On
- Net of Rent Additions/Costs: On

Value Added Tax
- Global VAT Rate: 0.00%
- Global Recovery Rate: 0.00%
- Recovery Cycle every: 2 months
  - 1st Recovery Month: 2 (Aug 2011)
  - VAT Calculations in Cash Flow: On

Residual
- Land Cost Mode: Fixed Land Value

Distribution
- Construction Payments are paid on: S-Curve
- Sales Receipts are paid on: Single curve
- Sales Deposits are paid on: Monthly curve

Interest Sets

Interest Set 1

<table>
<thead>
<tr>
<th>Debit Rate</th>
<th>Credit Rate</th>
<th>Months</th>
<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.00%</td>
<td>1.00%</td>
<td>Perpetuity</td>
<td>Jul 2011</td>
</tr>
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</table>

Loan Set 1

<table>
<thead>
<tr>
<th>Debit Rate</th>
<th>Credit Rate</th>
<th>Months</th>
<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.00%</td>
<td>0.00%</td>
<td>Perpetuity</td>
<td>Jul 2011</td>
</tr>
</tbody>
</table>

Inflation and Growth

Growth Sets

Growth Set 1
- Inflation/Growth for this set is calculated in arrears
- This set is not stepped

<table>
<thead>
<tr>
<th>Rate</th>
<th>Months</th>
<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.00%</td>
<td>Perpetuity</td>
<td>Jul 2011</td>
</tr>
</tbody>
</table>

Inflation Sets

Inflation Set 1
- Inflation/Growth for this set is calculated in arrears
- This set is not stepped

<table>
<thead>
<tr>
<th>Rate</th>
<th>Months</th>
<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.00%</td>
<td>Perpetuity</td>
<td>Jul 2011</td>
</tr>
</tbody>
</table>
## APPRAISAL SUMMARY

### East Devon District Council

**Employment Land Study**

**Summary Appraisal for Phase 1**

### REVENUE

<table>
<thead>
<tr>
<th>Sales Valuation</th>
<th>ft²</th>
<th>Rate ft²</th>
<th>Gross Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Unit</td>
<td>17,500</td>
<td>£83.53</td>
<td>1,461,851</td>
</tr>
</tbody>
</table>

### NET REALISATION

1,461,851

### OUTLAY

#### ACQUISITION COSTS

- **Fixed Price (1.00 Acres)**: £100,000.00 pAcre
- Agent Fee: 1.50% = 1,500
- Legal Fee: 0.50% = 500
- Town Planning: 7,370
- Survey: 10,000

Total: 119,370

#### CONSTRUCTION COSTS

<table>
<thead>
<tr>
<th>Construction</th>
<th>ft²</th>
<th>Rate ft²</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Unit</td>
<td>17,500</td>
<td>£50.00</td>
<td>875,000</td>
</tr>
</tbody>
</table>

Contingency: 5.00% = 43,750
Road/Site Works: 25,000

Total: 68,750

#### PROFESSIONAL FEES

- All Professional Fees: 10.00% = 87,500

Total: 87,500

#### DISPOSAL FEES

- Sales Agent Fee: 1.50% = 21,928
- Sales Legal Fee: 0.50% = 7,309

Total: 29,237

#### FINANCE

- Multiple Finance Rates Used (See Assumptions)
  - Land: 8,982
  - Construction: 29,371

Total Finance Cost: 38,352

### TOTAL COSTS

1,218,209

### PROFIT

243,642

### Performance Measures

- Profit on Cost%: 20.00%
- Profit on GDV%: 16.67%
- Profit on NDV%: 16.67%
- IRR: 39.81%
- Profit Erosion (finance rate 6.000%): 3 yrs 1 mth
**CONDENSED APPRAISAL SUMMARY**

**VICKERY HOLMAN**

**East Devon District Council**  
**Employment Land Study**

Condensed Summary Appraisal for Phase 1

<table>
<thead>
<tr>
<th><strong>INCOME</strong></th>
<th></th>
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<tbody>
<tr>
<td>Sales Valuation</td>
<td>1,461,851</td>
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<tr>
<td>Net Realisation</td>
<td>1,461,851</td>
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</table>

<table>
<thead>
<tr>
<th><strong>OUTLAY</strong></th>
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</thead>
<tbody>
<tr>
<td><strong>Acquisition</strong></td>
<td></td>
</tr>
<tr>
<td>Site Purchase Cost</td>
<td>100,000</td>
</tr>
<tr>
<td>Site Purchase Fees</td>
<td>19,370</td>
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<tr>
<td><strong>Total Purchase Cost</strong></td>
<td>119,370</td>
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<tr>
<td><strong>Construction</strong></td>
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<tr>
<td>Construction Costs</td>
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<tr>
<td>Professional Fees</td>
<td>87,500</td>
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<tr>
<td><strong>Total Construction</strong></td>
<td>1,031,250</td>
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<tr>
<td><strong>Disposal</strong></td>
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</tr>
<tr>
<td>Sales Costs</td>
<td>29,237</td>
</tr>
<tr>
<td><strong>Finance</strong></td>
<td></td>
</tr>
<tr>
<td>Project Length</td>
<td>19 months</td>
</tr>
<tr>
<td>Multiple Finance Rates Used (See Assumptions)</td>
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<td>1,218,209</td>
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</tbody>
</table>

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<thead>
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<tr>
<td>Profit Erosion (finance rate 6.000%)</td>
<td>3 yrs 1 mth</td>
</tr>
<tr>
<td>Areas (Sq Feet)</td>
<td>Units</td>
</tr>
<tr>
<td>----------------</td>
<td>-------</td>
</tr>
<tr>
<td>Industrial Unit</td>
<td>1</td>
</tr>
</tbody>
</table>
Vickery Holman

Development Appraisal

East Devon District Council

Employment Land Study

Indicative Viability Appraisal
  Office Leasehold

Report Date 21/07/2011

Prepared by AME
## Timescale & Assumptions

### East Devon District Council
Employment Land Study

**Timescale (Duration in months)**

Project commences Jul 2011

### Phase 1

<table>
<thead>
<tr>
<th>Stage Name</th>
<th>Duration</th>
<th>Start Date</th>
<th>End Date</th>
<th>Anchored To</th>
<th>Aligned</th>
<th>Offset</th>
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<tbody>
<tr>
<td>Phase Start</td>
<td></td>
<td>Jul 2011</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Pre-Construction</td>
<td>6</td>
<td>Jul 2011</td>
<td>Dec 2011</td>
<td>Purchase</td>
<td>End</td>
<td>0</td>
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<tr>
<td>Construction</td>
<td>12</td>
<td>Jan 2012</td>
<td>Dec 2012</td>
<td>Pre-Construction</td>
<td>End</td>
<td>0</td>
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<tr>
<td>Phase End</td>
<td></td>
<td>Jan 2013</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>

**Phase Length**: 18

**Project Length**: 19 (Includes Exit Period)

### Assumptions

**Expenditure**
- Professional Fees are based on Construction
- Purchaser's Costs are based on Gross Capitalisation
- Purchaser's Costs Deducted from Sale (Not added to Cost)
- Sales Fees are based on Net Capitalisation
- Sales Fees Added to Cost (Not deducted from Sale)

**Receipts**
- Show tenant's true income stream: On
- Offset income against development costs: Off
- Rent payment cycle: Quarterly (Adv)
- Apply rent payment cycle to all tenants: On
- Renewal Void and Rent Free apply to first renewal only: Off

**Initial Yield Valuation Method**: Off
**Default Capitalisation Yield**: 0.0000%
**Apply Default Capitalisation to All Tenants**: Off
**Default stage for Sale Date**: Off
**Align end of income stream to Sale Date**: On
**When the Capital Value is modified in the cash flow**: Recalculate the Yield
**Valuation Tables are**: Annually in Arrears
**Rent Free method**: Defer start of Tenant's Rent

**Finance**
- **Financing Method**: Basic (Interest Sets)
- **Interest Compounding Period**: Quarterly
- **Interest Charging Period**: Monthly
- **Nominal rates of interest used**: Off
- **Calculate interest on Payments/Receipts in final period**: Off
- **Include interest and Finance Fees in IRR Calculations**: Off
- **Automatic Inter-account transfers**: Off
- **Manual Finance Rate for Profit Erosion**: Off

**Calculation**
- **Site Payments**: In Arrears
- **Other Payments**: In Arrears
- **Negative Land**: In Arrears
- **Receipts**: In Advance

**Initial IRR Guess Rate**: 8.00%
**Minimum IRR**: -100%
**Maximum IRR**: 99999%
**Manual Discount Rate**: Off
**IRR Tolerance**: 0.001000

**Letting and Rent Review Fees are calculated on**: Net of Deductions
**Development Yield and Rent Cover are calculated on**: Rent at Sale Date(s)
**Include Tenants with no Capital Value**: On
**TIMESCALE & ASSUMPTIONS**

**East Devon District Council**
**Employment Land Study**

**Assumptions**

Include Turnover Rent Off
Net of Non-Recoverable costs On
Net of Ground Rent deductions On
Net of Rent Additions/Costs On

**Value Added Tax**

Global VAT Rate 0.00%
Global Recovery Rate 0.00%
Recovery Cycle every 2 months
1st Recovery Month 2 (Aug 2011)
VAT Calculations in Cash Flow On

**Residual**

Land Cost Mode Fixed Land Value

**Distribution**

Construction Payments are paid on S-Curve
Sales Receipts are paid on Single curve
Sales Deposits are paid on Monthly curve

**Interest Sets**

**Interest Set 1**

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**Inflation and Growth**

**Growth Sets**

**Growth Set 1**

Inflation/Growth for this set is calculated in arrears
This set is not stepped

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**Inflation Set 1**

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<td>Jul 2011</td>
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</tbody>
</table>
APPRAISAL SUMMARY

East Devon District Council
Employment Land Study

Summary Appraisal for Phase 1

REVENUE

Rental Area Summary

<table>
<thead>
<tr>
<th></th>
<th>ft²</th>
<th>Rate ft²</th>
<th>Gross MRV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office Unit</td>
<td>14,875</td>
<td>£15.30</td>
<td>227,588</td>
</tr>
</tbody>
</table>

Investment Valuation

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Office Unit</td>
<td></td>
<td>Current Rent</td>
<td>227,588</td>
</tr>
</tbody>
</table>

NET REALISATION

2,677,500

OUTLAY

ACQUISITION COSTS

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Price (1.00 Acres £150,000.00 pAcre)</td>
<td>150,000</td>
</tr>
<tr>
<td>Stamp Duty</td>
<td>1,500</td>
</tr>
<tr>
<td>Agent Fee</td>
<td>2,250</td>
</tr>
<tr>
<td>Legal Fee</td>
<td>750</td>
</tr>
<tr>
<td>Town Planning</td>
<td>7,370</td>
</tr>
<tr>
<td>Survey</td>
<td>10,000</td>
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</table>

171,870

CONSTRUCTION COSTS

<table>
<thead>
<tr>
<th>Description</th>
<th>ft²</th>
<th>Rate ft²</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office Unit</td>
<td>17,500</td>
<td>£95.00</td>
<td>1,662,500</td>
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</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contingency</td>
<td>5.00%</td>
<td>83,125</td>
</tr>
<tr>
<td>Road/Site Works</td>
<td></td>
<td>25,000</td>
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</table>

108,125

PROFESSIONAL FEES

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Professional Fees</td>
<td>10.00%</td>
<td>166,250</td>
</tr>
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166,250

DISPOSAL FEES

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Agent Fee</td>
<td>1.50%</td>
<td>40,163</td>
</tr>
<tr>
<td>Sales Legal Fee</td>
<td>0.50%</td>
<td>13,388</td>
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53,550

FINANCE

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multiple Finance Rates Used (See Assumptions)</td>
<td>66,769</td>
</tr>
<tr>
<td>Land</td>
<td>13,605</td>
</tr>
<tr>
<td>Construction</td>
<td>53,164</td>
</tr>
</tbody>
</table>

2,229,064

PROFIT

448,436

Performance Measures

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit on Cost%</td>
<td>20.12%</td>
</tr>
<tr>
<td>Profit on GDV%</td>
<td>16.75%</td>
</tr>
<tr>
<td>Profit on NDV%</td>
<td>16.75%</td>
</tr>
<tr>
<td>Development Yield% (on Rent)</td>
<td>10.21%</td>
</tr>
<tr>
<td>Equivalent Yield% (Nominal)</td>
<td>8.50%</td>
</tr>
<tr>
<td>Equivalent Yield% (True)</td>
<td>8.50%</td>
</tr>
<tr>
<td>Gross Initial Yield%</td>
<td>8.50%</td>
</tr>
<tr>
<td>Net Initial Yield%</td>
<td>8.50%</td>
</tr>
<tr>
<td>IRR</td>
<td>41.82%</td>
</tr>
<tr>
<td>Rent Cover</td>
<td>1 yr 12 mths</td>
</tr>
<tr>
<td>Profit Erosion (finance rate 6.000%)</td>
<td>3 yrs 1 mth</td>
</tr>
</tbody>
</table>
## Condensed Appraisal Summary

### East Devon District Council

#### Employment Land Study

**Condensed Summary Appraisal for Phase 1**

#### INCOME

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Rental Income</td>
<td>227,588</td>
</tr>
<tr>
<td>Net Capital Value</td>
<td>2,677,500</td>
</tr>
<tr>
<td>Net Realisation</td>
<td>2,677,500</td>
</tr>
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#### OUTLAY

**Acquisition**

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Site Purchase Cost</td>
<td>150,000</td>
</tr>
<tr>
<td>Site Purchase Fees</td>
<td>21,870</td>
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<tr>
<td>Total Purchase Cost</td>
<td>171,870</td>
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</table>

**Construction**

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction Costs</td>
<td>1,770,625</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>166,250</td>
</tr>
<tr>
<td>Total Construction</td>
<td>1,936,875</td>
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</table>

**Disposal**

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Costs</td>
<td>53,550</td>
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</table>

**Finance**

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Length</td>
<td>19 months</td>
</tr>
<tr>
<td>Multiple Finance Rates Used (See Assumptions)</td>
<td></td>
</tr>
<tr>
<td>Site Finance</td>
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</tr>
<tr>
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<tr>
<td>Total Finance</td>
<td>66,769</td>
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</table>

**Total Expenditure**

<table>
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<tr>
<th>Description</th>
<th>Value</th>
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<tbody>
<tr>
<td>Total Expenditure</td>
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</table>

**Profit**

<table>
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<th>Description</th>
<th>Value</th>
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<tbody>
<tr>
<td>Profit</td>
<td>448,436</td>
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**Performance Measures**

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<td>8.50%</td>
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</tr>
<tr>
<td>Profit Erosion (finance rate 6.000%)</td>
<td>3 yrs 1 mth</td>
</tr>
</tbody>
</table>
### RENT & SALES SCHEDULE

**East Devon District Council**  
Employment Land Study

#### RENT AND CAPITALISATION

<table>
<thead>
<tr>
<th>Areas (Sq Feet)</th>
<th>Units</th>
<th>Total Net Area ft²</th>
<th>Rent £ ft²</th>
<th>Gross MRV £ pa</th>
<th>Adjustment</th>
<th>Net MRV £ pa</th>
<th>Yield%</th>
<th>YP</th>
<th>Net Capital Value</th>
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<tbody>
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<td>0</td>
<td>227,588</td>
<td>8.50</td>
<td>11.7647</td>
<td>2,677,500</td>
</tr>
</tbody>
</table>
Vickery Holman

Development Appraisal

East Devon District Council

Employment Land Study

Indicative Viability Appraisal
Office Freehold

Report Date 21/07/2011

Prepared by AME
TIMESCALE & ASSUMPTIONS

VICKERY HOLMAN

East Devon District Council
Employment Land Study

Timescale (Duration in months)

Project commences Jul 2011
Phase 1

<table>
<thead>
<tr>
<th>Stage Name</th>
<th>Duration</th>
<th>Start Date</th>
<th>End Date</th>
<th>Anchored To</th>
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<tbody>
<tr>
<td>Phase Start</td>
<td></td>
<td>Jul 2011</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>Pre-Construction</td>
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<td>Jul 2011</td>
<td>Dec 2011</td>
<td>Purchase</td>
<td>End</td>
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<td>Construction</td>
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<td>Jan 2012</td>
<td>Dec 2012</td>
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<tr>
<td>Phase End</td>
<td></td>
<td>Jan 2013</td>
<td></td>
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</table>

Phase Start: Jul 2011
Phase End: Jan 2013
Phase Length: 18
Project Length: 19 (Includes Exit Period)

Assumptions

Expenditure
Professional Fees are based on Construction
Purchaser’s Costs are based on Gross Capitalisation
Purchaser’s Costs Deducted from Sale (Not added to Cost)
Sales Fees are based on Net Capitalisation
Sales Fees Added to Cost (Not deducted from Sale)

Receipts
Show tenant’s true income stream: On
Offset income against development costs: Off
Rent payment cycle: Quarterly (Adv)
Apply rent payment cycle to all tenants: On
Renewal Void and Rent Free apply to first renewal only: Off
Initial Yield Valuation Method: Off
Default Capitalisation Yield: 0.0000%
Apply Default Capitalisation to All Tenants: Off
Default stage for Sale Date: Off
Align end of income stream to Sale Date: Off
Apply align end of income stream to all tenants: On
When the Capital Value is modified in the cash flow: Recalculate the Yield
Valuation Tables are: Annually in Arrears
Rent Free method: Defer start of Tenant’s Rent

Finance
Financing Method: Basic (Interest Sets)
Interest Compounding Period: Quarterly
Interest Charging Period: Monthly
Nominal rates of interest used: 
Calculate interest on Payments/Receipts in final period: Off
Include interest and Finance Fees in IRR Calculations: Off
Automatic Inter-account transfers: Off
Manual Finance Rate for Profit Erosion: Off

Calculation
Site Payments: In Arrears
Other Payments: In Arrears
Negative Land: In Arrears
Receipts: In Advance

Initial IRR Guess Rate: 8.00%
Minimum IRR: -100%
Maximum IRR: 99999%
Manual Discount Rate: Off
IRR Tolerance: 0.001000

Letting and Rent Review Fees are calculated on: Net of Deductions
Development Yield and Rent Cover are calculated on: Rent at Sale Date(s)
Include Tenants with no Capital Value: On
TIMESCALE & ASSUMPTIONS

East Devon District Council
Employment Land Study

Assumptions

- Include Turnover Rent: Off
- Net of Non-Recoverable costs: On
- Net of Ground Rent deductions: On
- Net of Rent Additions/Costs: On

Value Added Tax

- Global VAT Rate: 0.00%
- Global Recovery Rate: 0.00%
- Recovery Cycle every: 2 months
- 1st Recovery Month: 2 (Aug 2011)
- VAT Calculations in Cash Flow: On

Residual

- Land Cost Mode: Fixed Land Value

Distribution

- Construction Payments are paid on: S-Curve
- Sales Receipts are paid on: Single curve
- Sales Deposits are paid on: Monthly curve

Interest Sets

<table>
<thead>
<tr>
<th>Interest Set 1</th>
<th>Debit Rate</th>
<th>Credit Rate</th>
<th>Months</th>
<th>Start Date</th>
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<td></td>
<td>6.00%</td>
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<table>
<thead>
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<th>Debit Rate</th>
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<th>Start Date</th>
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<tr>
<td></td>
<td>0.00%</td>
<td>0.00%</td>
<td>Perpetuity</td>
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Inflation and Growth

Growth Sets

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<th>Growth Set 1</th>
<th>Inflation/Growth for this set is calculated in arrears</th>
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<tbody>
<tr>
<td>This set is not stepped</td>
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</table>

<table>
<thead>
<tr>
<th>Rate</th>
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<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.00%</td>
<td>Perpetuity</td>
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Inflation Sets

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<tr>
<td>This set is not stepped</td>
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</table>

<table>
<thead>
<tr>
<th>Rate</th>
<th>Months</th>
<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.00%</td>
<td>Perpetuity</td>
<td>Jul 2011</td>
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</table>
## REVENUE

<table>
<thead>
<tr>
<th>Sales Valuation</th>
<th>ft²</th>
<th>Rate ft²</th>
<th>Gross Sales</th>
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<tbody>
<tr>
<td>Office Unit</td>
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<td>£179.82</td>
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</table>

## NET REALISATION

2,674,813

## OUTLAY

### ACQUISITION COSTS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Fixed Price (1.00 Acres £150,000.00 pAcre)</td>
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</tr>
<tr>
<td>Stamp Duty</td>
<td>1,500</td>
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<tr>
<td>Agent Fee</td>
<td>2,250</td>
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<tr>
<td>Legal Fee</td>
<td>750</td>
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<tr>
<td>Town Planning</td>
<td>7,370</td>
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<tr>
<td>Survey</td>
<td>10,000</td>
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<tr>
<td><strong>Total Acquisition Costs</strong></td>
<td>171,870</td>
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</tbody>
</table>

### CONSTRUCTION COSTS

<table>
<thead>
<tr>
<th>Construction</th>
<th>ft²</th>
<th>Rate ft²</th>
<th>Cost</th>
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</thead>
<tbody>
<tr>
<td>Office Unit</td>
<td>17,500</td>
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<td>1,662,500</td>
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</table>

### Contingency

5.00% 83,125

### Road/Site Works

25,000

### PROFESSIONAL FEES

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>All Professional Fees</td>
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### DISPOSAL FEES

<table>
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<tr>
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<tr>
<td>Sales Agent Fee</td>
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<tr>
<td>Sales Legal Fee</td>
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<td><strong>Total Disposal Fees</strong></td>
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## FINANCE

### Multiple Finance Rates Used (See Assumptions)

<table>
<thead>
<tr>
<th>Description</th>
<th>%</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td></td>
<td>13,605</td>
</tr>
<tr>
<td>Construction</td>
<td></td>
<td>53,164</td>
</tr>
<tr>
<td><strong>Total Finance Cost</strong></td>
<td></td>
<td>66,769</td>
</tr>
</tbody>
</table>

## TOTAL COSTS

2,229,010

## PROFIT

445,802

### Performance Measures

<table>
<thead>
<tr>
<th>Description</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit on Cost%</td>
<td>20.00%</td>
</tr>
<tr>
<td>Profit on GDV%</td>
<td>16.67%</td>
</tr>
<tr>
<td>Profit on NDV%</td>
<td>16.67%</td>
</tr>
<tr>
<td>IRR</td>
<td>41.60%</td>
</tr>
<tr>
<td>Profit Erosion (finance rate 6.000%)</td>
<td>3 yrs 1 mth</td>
</tr>
</tbody>
</table>
East Devon District Council
Employment Land Study

Condensed Summary Appraisal for Phase 1

**INCOME**
Sales Valuation
2,674,813
Net Realisation
2,674,813

**OUTLAY**

**Acquisition**
- Site Purchase Cost
  150,000
- Site Purchase Fees
  21,870
- Total Purchase Cost
  171,870

**Construction**
- Construction Costs
  1,770,625
- Professional Fees
  166,250
- Total Construction
  1,936,875

**Disposal**
Sales Costs
53,496

**Finance**
- Project Length
  19 months
- Multiple Finance Rates Used (See Assumptions)
- Site Finance
  13,605
- Construction Finance
  53,164
- Total Finance
  66,769

**Total Expenditure**
2,229,010

**Profit**
445,802

**Performance Measures**
- Profit on Cost%
  20.00%
- Profit on GDV%
  16.67%
- Profit on NDV%
  16.67%
- IRR
  41.60%
- Profit Erosion (finance rate 6.000%)
  3 yrs 1 mth
## RENT & SALES SCHEDULE

East Devon District Council  
Employment Land Study  

<table>
<thead>
<tr>
<th>Areas (Sq Feet)</th>
<th>Units</th>
<th>Total Net Area ft²</th>
<th>Sales £ pf²</th>
<th>Gross Sales £ pa</th>
<th>Adjustment</th>
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<tbody>
<tr>
<td>Office Unit</td>
<td>1</td>
<td>14,875</td>
<td>179.82</td>
<td>2,674,813</td>
<td>0</td>
<td>2,674,813</td>
</tr>
</tbody>
</table>
APPENDIX 3

Employment Site Appraisals
## Liverton Business Park

### Location

Eastern edge of Exmouth on the B3178 Salterton Road. The proposed phases II and III are extensions of the existing estate (known as phase I) located adjacent to the north and east boundaries.

### Ownership

Site is controlled by Clinton Devon Estates who is an active developer.

### Description

The proposed development site is a relatively flat greenfield parcel of land. It has been split into two phases with Phase II being 7.93ha and Phase III 2.96ha in size.

### Planning

Planning consent was granted for Phase II in September 2010 under reference 09/2533/MOUT for the following:

*Outline application (layout, scale, appearance & landscaping reserved) for extension to existing business park for classes B1 Light industry) B2 (General Industry) B8 (Storage & Distribution) and Sui Generis uses; construction of associated access.*

The design and access statement indicates that the development could deliver 10,500 sqm (113,000 sq.ft) of accommodation. This permission is due to expire in 2015 should an application for reserved matters not be submitted for each development plot. There have been no relevant planning applications submitted in relation to the Phase III land.

### Accessibility

The estate is in a reasonably sustainable location with good road access through the town and on main bus routes. The estate junction with the B3178 is of a good standard and should have space capacity for additional traffic. There is the prospect that Phase III could have an additional access off the B3178.

### Environment

The site is located within an urban area, but is bordered by either agricultural land or employment uses on three sides. The site is in proximity to residential uses on the western boundary of Phase II, however this is separated by a copse. We believe the location of this site will not create conflicts with surrounding uses. We do not believe that the proposed development sites have been serviced. As such, the additional phases are likely to utilise the existing infrastructure.

### Potential Development

Taking the calculations detailed in the introduction into consideration, we believe the subject land has the capacity to produce the following sized developments:

- Phase II – 29,500 sq m (317,000 sq.ft)
- Phase III – 11,000 sq m (118,500 sq.ft)
The existing planning consent granted on Phase II is for an area of employment space significantly below the potential capacity. Without absolute knowledge of the site, we assume that this is due to site conditions reducing the net developable area. In the light of this, the potential provision of 10,500 sqm (113,000 sq.ft) in Phase II as detailed in the planning consent should take precedent.

**Attractiveness of Scheme**

Liverton Business Park is already established as an employment area with reasonable transport links on a main road. Planning consent has been granted meaning delivery of space in Phase II could be implemented quickly should the demand arise. In the light of this, it should prove popular location within Exmouth for a developer or an occupier to build new employment accommodation.

Demand for space in this area could also be improved if a range on tenures could be offered to occupiers.

**Site Map**
## Exmouth Town Centre Regeneration Sites

### General Location

The largest site identified is the Royal Navy Avenue/Estuary Side land located on the western extremity of the town, between the A376, being the main route into Exmouth, and the River Exe.

The second site is town centre parcel of land known as the London Inn area. This site takes in Union Street and Lower Fore Street, with Albion Street, Chapel Street, Church Street and Fore Street forming three of the boundaries.

### Ownership

We understand that the sites are both in multi-ownership.

### Description

The Royal Navy Avenue/Estuary site is made up of 13.2ha of land comprising mainly playing fields, but also a sports centre and the main bus station. A long terrace of 1 to 2 storey poor conditioned industrial units run inside the site’s southern boundary.

The London Inn site is a brownfield parcel on land accommodating an area of 2.17ha. It contains one of the town centre car parks, Jewsons trade counter, gas depot, post office, public house and a number of other mixed use properties.

### Planning

East Devon District Council and Devon County Council commissioned LDA Design to develop an Exmouth Masterplan to encourage regeneration of the Town. These sites have been included for consideration but specific site development briefs have not yet been drawn up to provide an indication of the form of future developments.

### Accessibility

Both sites are located in sustainable locations with good amenities and transport links, both by private and public means.

### Environment

In terms of flood plain, the entire Royal Navy Avenue site is within some form of flood zone. Also the western extremity of the London Inn land is within a flood plain.

In addition the majority of the Royal Navy Avenue site is in sports use, through either the recreation centre or playing fields. This is largely protected through either planning policy or potentially Sports England intervention provided alternative facilities are not identified.

The sites are located centrally within an urban area, in close proximity to a large amount of residential us

### Potential Development

The redevelopment prospects to deliver B class uses extensively on either development site are limited. Mitigation of flood risk, remediation of contaminated land and site clearance will prove
expensive. This combined with the fact that most of the land is in economic use, means that the land value could be prohibitively expensive for regeneration.

The proximity to residential uses and the respective high land value is likely to rule out development for B class uses in favour of more lucrative residential, retail and leisure developments. The possible exception may be the prospect for some office development subsidised by higher value uses with the mix of a development.

**Attractiveness of Scheme**

Given the high level of development costs associated with redevelopment of town centre locations, it is unlikely that any developer will be considering B Class uses, as they could negatively affect viability. Instead they are likely to focus on residential and retail uses.

Industrial occupiers are also likely to find these locations less attractive as new schemes are likely to be of higher density meaning access for large vehicles will be constrained and availability of yard space will be limited.

Office occupiers may find this type of location attractive seeking to take advantage of the availability of central amenities and transport links. However, the likely amount of demand arising from this type of uses may be minimal.

**Site Plan**
**Pound Lane**

**General Location**
The site is located within a central urban area approximately 1 mile north east of the own centre. Fronting Pound Lane it has reasonable access via road, however access into the interior of the site is via a poor single lane estate road.

**Ownership**
We understand that the entire site is in multi-ownership.

**Description**
The land fronting Pound Lane is largely developed and contains a number of industrial buildings of a mix of quality. They are largely accommodated by local covenants with Brandon Tool Hire being the best covenant.

The rear of the site is accessed via a single lane estate road and has been separated into a number of secure open storage plots. We understand that part of this area remains in use for land fill. This area is possibly the best prospect for development and provides an area of 2.24ha of relatively flat land.

**Planning**
We have undertaken a search on the East Devon Council website and cannot identify any planning application relevant to a redevelopment. We understand that the entire site has been designated for employment use.

**Accessibility**
The estate is in a reasonably sustainable location with good road access through the town and on main bus routes. An upgrade of the existing internal estate roads would be required if any development within the interior of the site is possible.

**Environment**
The site is located in a position that could prove sensitive to future uses within the estate. Residential housing borders the north western corner of the site, while a school is adjacent to the western boundary. As such any uses within the B2 class could come into conflict with existing surrounding uses.

As this is a brownfield site, there is the potential for contamination remediation required as part of a development.

**Potential Development**
Assuming development is only proposed on the rear of the site, this could create a scheme of 89,600 sq.ft. However, given the access restrictions likely to affect the capacity of the site, we believe a scheme of circa 40,000 sq.ft is more likely.

Within this area, development is likely to be limited to B1 class developments with some B8
warehouses and trade counters, in order not to conflict with surrounding uses.

**Attractiveness of Scheme**

Pound Lane is a reasonably well located estate in terms of prominence on a main road, however the potential expansion land identified is poorly accessed and lacks frontage. There is also concern arising from its use as landfill, creating a contamination issue with remediation costing money. These aspects will create doubts over a potential scheme’s viability and its attractiveness to an occupier.

**Site Map**
Goodmores Farm

General Location
The site is part of an overall proposed mixed use development located on the northern periphery of the Town. It is accessed primarily from Hulham Road and Dinan Way, to reasonably busy routes through Exmouth.

Ownership
We understand that the entire site is in a single ownership.

Description
The majority of the site is currently agricultural land with a variety of levels across the land. It is proposed that circa 5 ha be designated for employment uses, but the actual area for this use has not been confirmed.

Planning
We have undertaken a search on the East Devon Council website and cannot identify any planning application relevant to a redevelopment. We understand that the entire site has been proposed for mixed use development within the Local Development Core Strategy Preferred Approach Report September 2010.

Accessibility
The estate is in a reasonably sustainable location with good road access through the town and on main bus routes.

Environment
The site is located in a position that will prove sensitive to future uses within the estate. Residential housing borders the site and will no doubt be included within a future masterplanned scheme. As such any uses within the B2 class could come into conflict with existing surrounding uses.

Potential Development
Assuming the site achieves a designation of 5ha, we believe the site has the potential to deliver circa 200,000 sq.ft of accommodation. Within this area, development is likely to be limited to B1 class developments with some B8 warehouses and trade counters, not to conflict with surrounding uses.

Attractiveness of Scheme
The overall planned designation is for development on a greenfield parcel of land, and as such the initial site servicing and infrastructure costs should be manageable to allow developers to consider some B Class development on part of the site. A masterplanned scheme with B class employment areas focussed on newly formed main roads could provide an appropriate alternative for occupiers. The development of hybrid units available on a flexible tenure could offer occupiers opportunities...
not currently available when demand arises. However, a planned development has not yet been provided so we are unable to comment on whether the product will prove attractive.

---

**St Johns Wood**

**General Location**
The site is part of an overall proposed mixed use development located on the eastern periphery of the Town. It is accessed from a number of access roads permeating through this side of Exmouth.

**Ownership**
We are not aware of the ownership details of this site.

**Description**
The majority of the site is currently agricultural land or mature woodland with a variety of levels across the land. It is proposed that circa 15ha be designated for employment uses, but the actual area for this use has not been confirmed.

**Planning**
We have undertaken a search on the East Devon Council website and cannot identify any planning application relevant to a redevelopment. We understand that the entire site has been proposed for mixed use development within the Local Development Core Strategy Preferred Approach Report September 2010.

**Accessibility**
The estate is in a reasonably sustainable location with good road access through the town and on main bus routes.

**Environment**
The site is located in a position that could prove sensitive to future uses within the estate. Residential housing borders the west of the site, and any proposed scheme will no doubt involve residential uses. As such any uses within the B2 class could come into conflict with existing surrounding uses.

**Potential Development**
Assuming the site achieves the full designation of 15ha, we believe it could have the potential to deliver circa 600,000 sq.ft of accommodation. Within this area, development is likely to be limited to B1 class developments with some B8 warehouses and trade counters, not to conflict with surrounding uses.

**Attractiveness of Scheme**
The overall planned designation is for development on a greenfield parcel of land, and as such the
initial site servicing and infrastructure costs should be manageable to allow developers to consider some B Class development on part of the site. A masterplanned scheme with B class employment areas focussed on newly formed main roads could provide an appropriate alternative for occupiers. The development of hybrid units available on a flexible tenure could offer occupiers opportunities not currently available when demand arises.

However, a planned development has not yet been provided so we are unable to comment on whether the product will prove attractive.

Alexandra Road

General Location

The site is the main industrial estate serving Sidmouth located on the western extremity of the town, close to the B3176 being the main access route through to Sidmouth. The estate is split into two with separate access points.

The first part containing Bradleys building supplies, is accessed directly off Alexandra Road.

The second is accessed via Pathwhorlands being part of a residential estate and contains Fords of Sidmouth, together with a number of car repair workshops and stores. The identified future expansion sites are based on this second part of the estate.

Ownership

We understand that the entire site is in multiple ownership.

Description

The estate is made up of a number of plateaus and is quite densely developed. The majority of the accommodation provided is relatively poor.

There are four plots of land within the sites which could possibly accommodate future employment. These are:

- Site 1 – A 0.34ha site located on the front of the estate on the junction with Pathwhorlands. A flat, secure, brownfield site owned solely by National Grid.
- Site 2 – A rectangular parcel of land positioned between Fords of Sidmouth and the B3176. The site measures 0.15ha and is accessible through the main estate.
- Site 3 – A flat parcel of land currently used as a domestic storage depot. Measuring 0.36ha it is flat and accessed via a steep single track lane.
- Site 4 – A flat site currently utilised as additional car parking for the Fords unit. It is brownfield in nature and 0.25ha in size.

Planning

Whilst there have not been any planning applications regarding the wholesale redevelopment of the estate, there have been several which provide insight into the prospect of development.

There are a number of applications regarding the use of the site for storage containers, changes of use and other minor works which have been approved. However, there have been several
refusals, most notably 04/P1445 and 07/0086/COU.

Application 04/P1445 was made regarding the development of new light industrial units. Whilst we have not been able to identify where or what the development entailed, the fact that it was refused with no subsequent application, indicates that the reasons were significant.

Application 07/0086/COU proposed to change the use of the National Grid depot to a bus depot. We have seen the decision notice of this application which indicates that Alexandria Road and Pathwhorlands are unsuitable for further commercial development due to road capacity. The decision notice also suggests that there could be a conflict between a commercial use on this site with surrounding properties.

**Accessibility**

Pathwhorlands it not an ideal access to the estate as it runs through a residential estate which often has parked vehicles on either side of the road. As such the access is not suitable for large vehicles. By limiting the access to cars, vans and trailers, it is likely that only local service businesses will be attracted to any new accommodation provided. However businesses in Sidmouth are generally small and serving a local market and are the staple of the Sidmouth market.

It could be possible to create further access to the estate, through site 2 and connecting to the B3176. However, we envisage that such works would be prohibitively expensive, especially considering the relatively small amount of development and economic benefits this will create.

Site 1 is the most accessible being positioned on the entrance to the estate, while sites 2 and 4 offer relative flat easy access for development. The access to site 3 appears constrained due to the topography of the site, which will restrict development opportunities.

**Environment**

Sites 1, 3 and 4 all have residential properties adjoining, and recent planning applications suggest that this will present a significant restriction on commercial development. Site 3 also has the added complication of being on a prominently raised section of the site.

**Potential Development**

In assessing the development potential of the respective sites, we envisage the following could be created:

- Site 1 – 13,600 sq ft
- Site 2 – 6,000 sq ft
- Site 3 – 14,400 sq ft
- Site 4 – 10,000 sq ft

**Attractiveness of Scheme**

Sidmouth is a constrained town in terms of the availability of new employment sites, while existing accommodation is of a poor standard. Therefore, any available employment opportunities could prove popular with occupiers seeking expansion opportunities.

The Alexandria Road Estate is poor in quality in both access and prominence, but if any possible
development opportunity can be identified it could prove attractive for a developer once an end occupier is identified.

Site Map
**Millway Rise Sites**

**General Location**

The Millway Rise estate is located on the periphery of Axminster, approximately 0.85 miles north east of the town centre. Whilst it is at the further point in the town away from the A35, it does have good access to the B3261 Chard Road, and has greater potential for expansion than the physically constrained Woodmead Road Estate. The estate is on the main bus route through Axminster which offer a limited service throughout the day.

**Ownership**

We understand that the entire site is in multiple ownership.

**Description**

The site is already a busy commercial location accommodating mainly local/Regional companies, with occupiers such as Axminster Power Tools, Axe Valley Motors and Nu Type.

There are three development sites that can be identified within the existing estate and one further as an extension. The sites can be identified as follows:

- **Site 1** – A relatively flat site on the entrance to the estate currently accommodating the vacant Rodney, Rendell Weycroft depot. Approximately a 0.58 ha brownfield development site.

- **Site 2** – A 0.36 ha flat site located adjacent to the Nu Type premises offering potential expansion possibilities.

- **Site 3** – A 0.68 ha greenfield site located opposite the Axminster Power Tools premises.

- **Extension** – Located adjacent to the southern boundary of Site 3, it offers the potential for a 4.5 ha greenfield expansion. The site itself does slope from North to South and adjoins a residential estate on its western boundary.

**Planning**

Site 1 has recently been subject to a planning application under reference 09/0747/MOUT for redevelopment for a proposed live/work scheme comprising 2,730 sqm (29,975 sq.ft) of lock-up/office accommodation. This consent was a renewal of an existing scheme, but we are not aware of any material start on site to commence development.

There have not been any relevant applications affecting the other potential development sites identified. Across the estate, the majority of applications for the creation on new commercial space concerns the expansion of existing businesses.

**Accessibility**

All the sites are located fronting a main road, and therefore are accessible for development.

The potential expansion site will rely on access being created through site 3. If this site is to be allocated, securing future access through any development proposed on site 3 should be
considered.

Environment

Sites 1 and 2 should both be considered as brownfield and would not appear to have any environmental restrictions to development. Site 3 is greenfield but does represent a natural infill of the estate to complete the building line.

The expansion site does have a reasonable slope which will require the creation of plateaus. However, the proximity to residential properties on the western boundary could create conflicts for B2 or B8 uses with unrestricted operating hours.

Potential Development

In assessing the development potential of the respective sites, we envisage the following could be created:

- Site 1 – 23,200 sq.ft
- Site 2 – 14,400 sq.ft
- Site 3 – 27,200 sq.ft
- Expansion – 180,000 sq.ft

The planning application on site 1 involves a greater amount of development than indicated above. This provides evidence that this site has a greater capacity to deliver commercial accommodation.

Attractiveness of Scheme

The majority of sites identified for development in the Millway Rise estate offer serviced plots, which should involve minimal infrastructure costs. As such the opportunities will be attractive to developers if an end occupier can be identified.

An exception could be the expansion land, where viewed independently will depend on access through another site creating a ransom. As such this could make it as less attractive to a developer.

Millway Rise is an existing estate and as such could prove attractive to occupiers who could take advantage of the existing infrastructure. There is also limited scope for other employment opportunities in Axminster.

The Axminster market has been largely dominated by a few major occupiers, and a number of previous designations have been provided to secure expansion opportunities for them. This is a future source of demand for sites and should be maintained as a major source of job supply and creation.

Consideration has also to be given to the prospect of future development for new occupiers for which demand is likely to arise for small and new businesses. The development of hybrid units available on a flexible tenure could offer occupiers opportunities not currently available when demand arises.

Sites 1 and 2 are the most likely to be relevant to this source of demand as they are largely independent of other large users. Site 1 has an existing planning consent for live-work units and offices. This would indicate that the land owner is seeking options to maximise their return but
having to address the loss of employment issue. This appears to have been unsuccessful, as this and a previous consent remain unimplemented affected by declines in both the commercial and residential markets. As it is clearly the land owners intent to maximise a return, development of an alternative purely B class scheme is unlikely. A scheme on this site in unlikely to be delivered in the short to medium term.

Alternatively, the development of hybrid units on site 2, marketed with a flexible tenure, could offer occupiers opportunities not currently available when demand arises.

**Site Maps**

![Site Map of Axminster Millwey Rise Industrial Estate](image)
# Land Around the Airfield at Dunkeswell

## General Location
The commercial estates in Dunkeswell centre around the airfield positioned approximately 0.6 miles north of the settlement. It is in a somewhat isolated rural position with relatively poor road access to either the A35 or the A373.

## Ownership
We understand that the entire site is in multiple ownership.

## Description
The whole estate comprises a mix of poor quality former hangers and buildings associated with the airfield to the south of the estate, with more modern industrial buildings to the north.

The proposed estate boundary is quite tightly drawn around the existing infrastructure. There is little prospect of expansion of the estate.

In the light of this, we have focused on the prospect of infill development and have identified 4 potential sites, which are currently under-utilised. All are located on the southern end of the estate before the unit currently occupier by MST Auctioneers, and accessed off the central road. They are all brownfield in nature containing either a former hanger or car parking, and are only separated by roads or occupied storage premises.

The sites are sized as follows:
- Site 1 – 0.24ha
- Site 2 – 0.61ha
- Site 3 – 0.32ha
- Site 4 – 0.96ha

## Planning
There are no planning applications affecting the development sites detailed above.

However we are aware of two planning applications currently not implemented which would create further supply:
- Peter Quinain Timber Merchants have applied for the extension of their existing consent to demolish an existing 385 sqm (4,140 sq.ft) hanger to create 9 starter units totalling 2,868 sq m (30,860 sq.ft). The application reference 11/1739/OUT has yet to be determined and affects their site on the junction of Marcus Road and Hemyock Road.
- Application 09/0561/FUL has been granted to create a terrace of 6 units totalling 418 sq m (4,500 sq.ft) to the rear of the existing New Way Estate.

A large amount of other applications relate to extensions for existing business.

## Accessibility
All of the potential development sites are accessed via estates roads and will use existing infrastructure.
Environment

All of the sites are largely flat brownfield parcels of land. As such we do not envisage any environmental matters posing restrictions on future developments.

Potential Development

In assessing the development potential of the respective sites, we envisage the following could be created:

- Site 1 – 9,600 sq.ft
- Site 2 – 24,400 sq.ft
- Site 3 – 12,800 sq.ft
- Site 4 – 38,400 sq.ft

A further 35,000 sq.ft could be provided through existing applications.

Attractiveness of Scheme

The availability of existing accommodation on the Airfield/Flightway estates and existing unimplemented planning consents are likely to mean that any existing demand or future demand for occupiers will be limited to those areas. As such any prospect of interest from developers will be minimal.

Site Map

Dunkeswell, Land around Airfield 1:8,069
**Finnamore Business Park**

**General Location**

Finnamore Industrial Estate is located on the western periphery of Ottery St Mary on the B3174 Barrack Road, providing reasonable access to the A30 being 2 miles to the west.

**Ownership**

The majority of the site is controlled by a single private investor, Whatcote Ltd. However, there are a few owner occupiers.

**Description**

Finnamore is an already trading estate and there is a proposed extension to include land accessed from Hansford Way, which it is assumed was speculatively built to facilitate some form of development.

In applying this extended boundary, we can identify three potential development sites, which are largely green field in nature and relatively flat. They are:

- Site 1 – 0.67ha site located to the north of Hansford Way
- Site 2 – 1.30ha site located to the south of Hansford Way
- Site 3 – 0.34ha site located on the eastern periphery of the site access through the estate road.

**Planning**

The site has a mix of planning history mainly relating to proposed developments on Site 1. Following several refusals, due to access capacity constraints, a scheme of 2 units to provide 320 sqm (3,440 sq.ft) of accommodation was granted under reference 07/1809. The underlying factor in obtaining this consent was by accessing the development through the new Hansford Way estate road, rather than through the existing estate. We are not aware whether this consent has been implemented.

A further application under reference 06/2475 was refused, which proposed the erection of a warehouse on part of Site 1 closest to the residential estate. The reason for refusal was the potential overbearing impact on residential uses. This would suggest a reasonable area of Sites 1 and 2 would be blighted through this impact.

**Accessibility**

Sites 1 and 2 can be accessed through the newly formed Hansford Way estate road, while Site 3 will rely on the existing estate roads. The proposed planning application will effectively create a circular route through the estate providing two entrance points to the B3174. We are not aware whether this would create sufficient highway capacity through the current estate to enable development of Site 3.

The estate is on the main bus route through Ottery St Mary which offer a limited service throughout the day.

**Environment**
We understand that the entire site is designated as within a floodplain. Residential properties and a hospital border the western sides of Sites 1 and 2 which could cause a conflict of uses.

**Potential Development**

We believe the subject land has the capacity to produce the following sized developments:

- Site 1 – 2,500 sqm (26,800 sq.ft)
- Site 2 – 4,830 sqm (52,000 sq.ft)
- Site 3 – 1,265 sqm (13,600 sq.ft)

However, due to the likely conflict with residential uses, we believe the capacity of Sites 1 and 2 are likely to reduce to closer to 25,000 sq.ft per hectare as greater landscaping and car parking areas are likely to be required close to boundaries. This would have the effect of reducing the potential level of development to:

- Site 1 – 1,550 sqm (16,750 sq.ft)
- Site 2 – 3,000 sqm (32,500 sq.ft)

**Attractiveness of Scheme**

The Finnamore estate is already established and the previous planning applications indicate an active developer owner able to consider opportunities as they arise. The location will also likely be attractive to occupiers seeking locations in Ottery St Mary, but the amount of space likely to be sought will be limited. The development of hybrid units available on a flexible tenure could offer occupiers opportunities not currently available when demand arises.

Sites 1 and 2 as identified are in close proximity to residential uses and as such could create a conflict between certain types of occupiers (manufacturing or workshops) and will require a buffer. Site 3 is a logical extension of the existing estate for an occupier to take advantage of existing infrastructure.

**Site Map**
**Cutler Hammer Site**

**General Location**

The Cutler Hammer site is located on the western periphery of Ottery St Mary on the B3174 Barrack Road, providing reasonable access to the A30 being 2 miles to the west.

**Ownership**

We understand that the site is owned by the Churchill Property Group, who specialise in retirement housing.

**Description**

The site is a relatively flat brownfield site 1.35ha in size. It contains a number of existing employment units mainly comprising 9 single storey industrial style units and a 4 storey brick built warehouse/office. We understand that the site was vacated by its previous owners in 1997 and has been vacant since then.

**Planning**

The site has been subject to a number of recent planning applications for redevelopment, which have been refused. None of these applications have contained any B class uses.

**Accessibility**

The property is on the B3174 Barrack Road, one of the main roads through Ottery St Mary, and is on the main bus route through the village offering a limited service throughout the day.

**Environment**

We understand that parts of the site are Grade II listed and the entire site is designated as within a floodplain.

We are unaware of the current condition of the buildings and whether they are suitable for occupation in their current form. The sites are located centrally within an urban area, in close proximity to a large amount of residential uses.

**Potential Development**

Any large scale new build scheme is extremely unlikely given the likely demand from occupiers and prohibitive costs of demolition. We therefore consider what space could be provided within the existing buildings. We have not been able to undertake a measured inspection of the building and therefore have to rely on gross external areas calculated from promap.

In terms of the single storey industrial style units a total of 5,120 sqm (55,000 sq.ft) is available. Whilst this equates to an average of over 6,000 sq.ft per unit, an assumption that units could be carved up cannot realistically be made as each building has lateral support.

The additional warehouse/office building would have the potential to provide 5,580 sq.ft (60,000 sq.ft).
Re-use of the existing buildings could be possible, offering cheap storage space for occupiers. This will satisfy, and more than likely exceed, any future employment requirement for Ottery St Mary, but the relative size and inflexibility of the space will not suit the vast majority of occupiers.

We also expect that the costs of returning the existing accommodation to a habitable condition against the relatively meagre rental and capital values will mean this proposal is unviable.

**Attractiveness of Scheme**

The offer of cheap space may prove attractive to occupiers within the existing accommodation, provided the space is in a satisfactory habitable condition. However, the likely costs of maintenance and voids, created through the scale of accommodation potentially available, will prove detrimental to any land owner marketing the site for B class uses.

Any new build scheme is also likely to prove unviable due to the likely costs of remediation.

**Site Map**
### Darts Business Park

#### General Location
Darts Business Park is located off the A376 positioned between Ebford and Topsham. Whilst access to the A376 is good it is in somewhat of an isolated position in relation to a settlement. The main business park itself is opposite the Darts Farm Shopping Village.

#### Ownership
We understand that the entire site is in multiple ownership.

#### Description
The estate is a relatively flat parcel of land containing a number of units of varying age and styles. The main part of the estate is located on the road frontage and comprising a single older unit which has been split into a variety of uses.

A one way system runs along the perimeter of this building and provides access to the rear where a new estate has been built (known as the Topsham Units), and generally let well.

The proposed planning policy highlights two main Greenfield sites which would act as extensions to the existing estate and could be designated for future employment uses. The sites are:
- Site 1 – A 1.84ha site located immediately south of the exiting units.
- Site 2 – A 4.8ha site located to the east of the exiting units between the A376.

#### Planning
There have not been any planning applications made on the identified development sites.

In considering other applications made on Darts Business Park, we are aware of another application for the development of circa 9,156 sq ft of industrial accommodation granted under reference 08/0134. We understand that this consent has now expired.

#### Accessibility
The respective expansion sites are currently accessed through the existing estate entrance. This is a narrow entrance from the main road, which we expect will have capacity issues for future development. We note that the application for 08/0134 was granted without any objections from highways, and would suggest that this level of development represents the likely maximum using current infrastructure.

We note that to the south of Site 1 there is an additional lane with a junction with the A376, which acts as an existing access to the commercial accommodation in Odhams Wharf. We would expect any additional development of Sites 1 and 2 will require access onto this southern road or a new junction to the A376, rather than utilise the existing estate road.

#### Environment
The sites are located on a rural isolated location. Whilst this means there is no conflict with residential uses, future development will have to be considered carefully in light of other
environmental concerns.
The western part of Site 1 is located within a floodplain.

**Potential Development**

In assessing the development potential of the respective sites, we envisage the following could be created:

- Site 1 – 73,600 sq.ft
- Site 2 – 192,000 sq.ft

The expired planning application on the existing estate provides the potential to deliver a further 9,000 sq ft of accommodation.

**Attractiveness of Scheme**

The estate is already established and the previous planning applications indicate an active developer owner able to consider opportunities as they arise. The success of the Topsham unit development indicate some inherent demand in the area. However, this is a rural location which will limit sources of demand highlighted by the recent expiry of planning consent on an expansion.

The development of hybrid units available on a flexible tenure could offer occupiers opportunities not currently available when demand arises.

In considering a potential allocation, Site 1 presents the most logical location as occupiers and developers can utilise existing infrastructure.

**Site Map**
**Heath Park**

**General Location**

The Heathpark Estate is located on the western periphery of Honiton, with access off the A35 close to the junction with the A30. Being positioned close to two arterial routes through East Devon has meant that Heathpark has become a popular location for small/medium sized businesses and larger distributors.

**Ownership**

We understand that the site is within multiple ownerships.

**Description**

The current estate comprises around 24.5ha and contains a mix of large detached buildings and terraced industrial units varying in age and styles.

Within the estate there are a number of sites that can be identified for future development either for expansion of existing buildings or as new estates. These are:

- Site 1 – A 1.56ha parcel of land accessed between two units on Devonshire Road and backing onto the A30.
- Site 2 – A 0.41ha on the entrance of Alliance Court
- Site 3 – 0.6ha of scrubland not currently included within the estate boundary. Located north of the junction between Devonshire Road and Hayne Lane, adjoining residential dwellings.
- Site 4 – A 1.38ha site located south of the junction between Devonshire Road and Hayne Lane, abutting the railway line.

**Planning**

We are not aware of a relevant planning consent affecting Sites 1, 2 and 4. Planning consent for 13 office units totalling 3,312 sqm (35,660 sq.ft) and two bungalows was granted on Site 3 under reference 07/3056/MFUL. We understand that this has been implemented through the construction of the two bungalows.

**Accessibility**

The estate has good transport links through Devonshire Road the A30 and A35, and is also on main bus routes through Honiton. There has been significant concern expressed over the capacity of the Turks Head junction that may affect future capacity of the estate.

**Environment**

The vast majority of the existing estate is confined between the A30 and railway and offers no conflict with surrounding uses.

Of the subject sites, most are contained within the estate and we are not aware of any environmental constraints that would affect development. Site 3 does share a boundary with residential dwellings, but the existing planning consent negates any concerns over potential
Potential Development

We believe the subject land has the capacity to produce the following sized developments:

- Site 1 – 5,800 sq m (62,400 sq.ft)
- Site 2 – 1,525 sq m (16,400 sq.ft)
- Site 3 – 2,230 sq m (24,000 sq.ft)
- Site 4 – 5,130 sq m (55,200 sq.ft)

The existing planning consent granted on Site 3 is for an area of employment space significantly above that stated above as it includes multi-floors. In the light of this, the potential provision of 3,312 sqm (35,660 sq.ft) as detailed in the consent should take precedent.

Attractiveness of Scheme

Heathpark is the primary established commercial location with good transport links to the A30 and throughout Honiton via public transport. As such, it will prove to be a popular destination for developers and occupiers alike when considering Honiton as a location.

A mix of accommodation is likely to have to be considered, including large scale manufacture and distribution as well as small start up businesses, as Honiton already accommodates a wide range of occupiers. The development of hybrid units available on a flexible tenure could offer occupiers opportunities not currently available when demand arises.

Site Map
# Heath Park Extension

## General Location

The Heathpark Estate is located on the western periphery of Honiton, with access off the A35 close to the junction with the A30. The proposed sites are located to the west of the current estate on the opposite side of Haynes Lane.

## Ownership

We understand that the sites are both in multi-ownership.

## Description

Both sites form agricultural greenfield land located to the north and south of the railway line. We are unfortunately unable to provide comment on the condition and overall topography of the sites.

In terms of area, they provide the following:

- North site – 15.35ha
- South site – 11.45ha

## Planning

We are not aware of any relevant planning applications determined which affect the subject sites.

We are aware that the LDF Core Strategy Preferred Approach Report (September 2010), is seeking to designate the north site for commercial and the south for residential only. Therefore, we have discounted the southern site from our considerations.

## Accessibility

Both sites are currently accessed primarily from Haynes Lane, which would represent a poor access lane to an industrial estate. Junction improvements with Devonshire Road would be possible to enable access to the north site. For the same to be possible on the south site access would be required through a residential estate which is likely to be inappropriate for any large scale commercial development.

There has been significant concern expressed over the capacity of the Turks Head junction that may affect future capacity of the estate.

## Environment

The sites are greenfield in nature, and we are unaware of any specific environmental issues which would restrict commercial development on the respective sites.

## Potential Development

If the guide density is applied across the entire of the northern site, 57,000 sqm (614,000 sq.ft) of new commercial accommodation could be provided.

## Attractiveness of Scheme

If an expansion is to be considered, it is appropriate to look at Heathpark, as any development can
still utilise existing infrastructure. As such it is likely to prove most viable for developers. However, should a large financial contribution be required to increase the capacity of Turks Head junction, then it could leave any development as unviable.

We are not yet able to assess the likely impact of the schemes in the West Area on Honiton as a commercial location. It is possible that with improved access to the M5, they will attract demand away from Honiton, and therefore the need for an identified expansion will reduce.

A mix of accommodation is likely to have to be considered, including large scale manufacture and distribution as well as small start up businesses, as Honiton already accommodates a wide range of occupiers. The development of hybrid units available on a flexible tenure could offer occupiers opportunities not currently available when demand arises.

Site Map
### Ottery Moor Lane

#### General Location

The Otter Moor Lane estate is located to the north western extremity of Honiton, between the A30 and High Street, from which its primary access leads.

#### Ownership

We understand that the site is in multi-ownership.

#### Description

The site is already in commercial uses with occupiers such as Plumb Center, Jewsons in a mix of older style units. Within the proposed estate boundaries, we can identify two possible expansion sites:

- The first is located to the north of the site which is currently used primarily for hard standing and slopes slightly from north to south. The site could provide a development area of circa 1.05ha.
- The second site is located to the south corner of the estate adjacent to the Goonvean Textiles unit. It measures 0.24ha and is also adjacent to some residential uses to the south.

#### Planning

There have been several planning decisions affecting the subject sites. A decision was made under reference 07/2664/FUL to refuse the development of 4,485 sqm (48,260 sq.ft) of industrial units.

A further application under reference 09/1993/FUL for an extension of the Goonvean unit adjacent to site 2. Under this application 648 sqm (6,975 sq.ft) could be developed but has not yet been implemented.

#### Accessibility

The site is accessed via Ottery Moor Lane leading from High Street, and is base on the main bus routes through Honiton. There has been significant concern expressed over the capacity of the Turks Head junction that may affect future capacity of the estate.

#### Environment

The site is based within an urban area adjoining a school playing field and residential uses. As such it could be sensitive to conflicting uses.

#### Potential Development

In assessing the development potential of the respective sites, we envisage the following could be created:

- Site 1 – 3,900 sqm (42,000 sq.ft)
- Site 2 – 890 sqm (9,600 sq.ft)

Whilst the previous planning application suggested that 48,260 sq.ft would be over-development.
on site 1, the area we have assumed is larger than that featured in the application. In total, taking into account potential development sites and existing consents, an additional 58,575 sq.ft could be provided on the Ottery Moor Lane Estate.

**Attractiveness of Scheme**

Moorpark is a less accessible location than Heathpark and does not offer any significant prominence. Whilst it could prove a source of potential new accommodation, it is likely to be less attractive to occupiers. The estate is more likely to support a small development of hybrid style units which, could offer occupiers opportunities not currently available when demand arises.

**Site Map**

![Site Map Image](image-url)
## Fosseway Industrial Estate

### General Location

The prospective development land is an extension of a new estate located to the northern periphery of the settlement. It is accessed from Harepath Road, being one of the main routes through the town through to the A3052 link road to the north.

### Ownership

We understand that the entire site is in multiple ownership.

### Description

A single unit has been built on the frontage, with Lyme Bay Auctions the primary occupier. To the rear are two serviced plots, currently used for open storage. These provide a total of 0.36 ha of development land.

In addition, there is a proposed extension of the settlement to the north, involving a relatively flat parcel of agricultural land. We understand that a mixed use development is planned, with the potential to deliver 2.2ha of employment space.

### Planning

Planning consent was granted on the existing estate under references 05/0965/FUL and 05/0967/FUL for employment uses. However, we have been unable to establish how much accommodation was to be provided. We are aware that the grant of consent in both instances contained stringent landscaping conditions that could affect delivery.

We are not aware of any relevant planning applications being submitted nor any planning policy designation affecting the extension land.

### Accessibility

Harepath Road is a main road leading through Seaton and provides good access to the site and the A3052. It also benefits from being located on one of the main bus routes through the settlement.

### Environment

The site is adjacent to residential uses to the south and agricultural land elsewhere. It is also in a sensitive location in terms of planning policy with part designated as an Area of Great Landscape Value. As a result any potential commercial uses will likely to be restricted to B1 and B8 uses only.

### Potential Development

The additional land within the existing estate currently has planning consent as we understand they were implemented. However, we are not aware of how much development could be accommodated. Given what we know regarding the restrictions placed upon the existing consents regarding landscaping, it is envisaged that what is possible will be significantly below the guide 40,000 sq.ft per ha. In light of this we feel that this site has the potential to deliver half this rate,
being 7,200 sq.ft of accommodation.
In terms of the urban expansion, the 2.2ha considered could have the potential to deliver 88,000 sq.ft of accommodation.

**Attractiveness of Scheme**

Seaton is a small relatively isolated settlement and therefore demand for occupiers will be limited.
The Fosseway Estate is located in an edge of town location with reasonable road access and is therefore a reasonable position for businesses.
The existing planning applications highlight a land owner actively seeking opportunities, and therefore a commercial scheme could perform well where occupiers are identified.
The development of hybrid units available on a flexible tenure could offer occupiers opportunities not currently available when demand arises.
## Hill Barton Business Park

### General Location

Hill Barton is an existing business park located off the A3052 approximately 2 miles east of the M5. The estate contains a number of large warehousing occupiers, garaging and manufacturers in floorspace of circa 430,000 sq.ft over 21ha. More recent development to the west of the estate have involved some smaller units now occupied by locally and regionally centred businesses.

The proposed site boundary is relatively tight around the estate, and existing uses mean intensification of accommodation provision within the estate are minimal. However, we are aware of an extension proposal to the south of the estate between the A3052.

### Ownership

We understand that the entire estate is within multi-ownership with the potential estate expansion land being owned by AE Stuart & Sons.

### Description

The potential expansion land is current utilised as agricultural fields and generally flat in nature. The entire site area is 7.78ha in size.

### Planning

A planning application was submitted under reference 09/0282/MOUT regarding an outline consent to expand the estate. A masterplan exercise was undertaken as part of the application which demonstrated the site could accommodate 20,000 sqm (215,200 sq.ft) of accommodation.

A subsequent details application was submitted on part of this site known as phase 1, to deliver 5,575 sqm (59,987 sq.ft). This would increase the overall capacity of the site to 20,075 sqm (216,000 sq.ft).

### Accessibility

The estate itself is well accessed via the A3052 arterial road and served by a regular bus service. There are also extensive footpaths and a cycleway connecting to Exeter.

### Environment

The site is greenfield in nature but we are not aware of any specific planning protections over the land. There is also unlikely to be any conflict with surrounding uses.

### Potential Development

Given that there is an existing planning consent for this site stating that 216,000 sq.ft could be delivered on site, equating to 27,750 sq.ft per ha, then we would be agreeable to adopt this in principle.

In terms of use, we would expect that the ongoing consent for B1, B2 and B8 uses will be maintained.
Attractiveness of Scheme

The Hill Barton Estate is already established with existing infrastructure in place and with sufficient capacity to accommodate further growth. The proposed expansion sites are also Greenfield in nature and therefore will involve minimal remedial costs. In the light of this, it is likely to be of interest to developers. The existing planning applications also highlight an intention for the current owners to develop additional accommodation.

The new planned developments closer to the M5 are likely to remove demand from some occupiers, particularly for offices and storage premises, due to their better access to the motorway network and Exeter.

However, as it is in an isolated location and unlikely to be affected by conflicts with surrounding uses it could prove popular for manufacturers and workshops who will not be accommodated on the new estates.

Site Map
<table>
<thead>
<tr>
<th><strong>Greendale Business Park</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>General Location</strong></td>
</tr>
<tr>
<td>Greendale is an existing business park located off the A3052 approximately 3.5 miles east of the M5. The estate contains a number of large warehousing occupiers and manufacturers, as well as a good supply of open secure storage areas. The proposed site boundary is relatively tight around the estate, and existing uses mean intensification of accommodation provision within the estate are minimal. However, we are aware of an extension proposal to the north west of the estate.</td>
</tr>
<tr>
<td><strong>Ownership</strong></td>
</tr>
<tr>
<td>We understand that the entire estate is owned by FWS Carter &amp; Sons.</td>
</tr>
<tr>
<td><strong>Description</strong></td>
</tr>
<tr>
<td>The potential expansion land is currently brownfield and generally flat in nature. The entire site area is 6.2ha in size. In addition the land owners are seeking to allocate a further 8ha for development within the proposed plan period.</td>
</tr>
<tr>
<td><strong>Planning</strong></td>
</tr>
<tr>
<td>A planning application was submitted under reference 09/1195/MOUT regarding an outline consent to expand the estate. A masterplan exercise was undertaken as part of the application which demonstrated the site could accommodate 20,000 sqm (215,200 sq.ft) of accommodation. We are aware of several subsequent applications for use of parts of this land for secure storage and a concrete batching plant. There are also several other applications involving the proposal to build small units within the existing estate which have not been implemented and could increase capacity,</td>
</tr>
<tr>
<td><strong>Accessibility</strong></td>
</tr>
<tr>
<td>The estate itself is well accessed via the A3052 arterial road.</td>
</tr>
<tr>
<td><strong>Environment</strong></td>
</tr>
<tr>
<td>The site is greenfield in nature but we are not aware of any specific planning protections over the land. There is also unlikely to be any conflict with surrounding uses.</td>
</tr>
<tr>
<td><strong>Potential Development</strong></td>
</tr>
<tr>
<td>Given that there is an existing planning consent for this site stating that 216,000 sq.ft could be delivered on site, equating to 27,750 sq.ft per ha. We understand from the land owner that 3.7ha of this allocation has already been taken up by occupiers, while the remainder is still available to accommodate new buildings should the need arise. In light of this, we would maintain this figure as the overall capacity.</td>
</tr>
</tbody>
</table>

The additional 8ha could have the prospect of delivering an additional 320,000 sq.ft of
accommodation if planning is secured.

In terms of use, we would expect that the ongoing consent for B1, B2 and B8 uses will be maintained.

**Attractiveness of Scheme**

The Greendale Estate is already established with existing infrastructure in place and with sufficient capacity to accommodate further growth. The proposed development sites are brownfield in nature but we would expect minimal remedial costs in this location. In the light of this, it is likely to be of interest to developers.

The existing planning applications also highlight an intention for the current owners to develop additional accommodation, but we are aware this will be on a leasehold basis and therefore not offering occupiers any flexibility in tenure.

The new planned developments closer to the M5 are likely to remove demand from some occupiers, particularly for offices and storage premises, due to their better access to the motorway network and Exeter. However, this estate has established itself as a location for secure open storage, which is not being delivered in other locations, and we expect this will continue.

Despite this, we expect any new development on the additional 8ha will face significant competition from other sites with benefit of planning consent.

**Site Map**

![Site Map Image](image-url)
Exeter Science Park

General Location
The site a proposed new employment estate located adjacent to the M5 and Exeter City boundary. It is accessed primarily from the A30 close to its junction with the M5.

Ownership
We understand that the entire site is currently in the ownership of Devon County Council.

Description
The majority of the site is currently agricultural land with a variety of levels across the land. It is proposed that circa 25ha be designated for employment uses within a phased development.

Planning
Outline planning consent for the development was granted under reference 09/1107/MOUT for 76,450 sqm of commercial accommodation, 61,350 sq m of which are for B Class uses.

As a condition of the consent, the use of the properties created will be largely restricted to B1(b) Research & Development uses. B1(a) and B1(c) uses will be allowed where it can be demonstrated that they will specifically benefit from being located on the science park.

Accessibility
The proposed development is intended to be sustainably constructed with improved transport links throughout.

Environment
As this scheme has been masterplanned, we assume any environmental impacts have been mitigated.

Potential Development
The current planning consent for 76,450 sqm (822,500 sq.ft) of accommodation equates to just under 33,000 sq.ft per ha, and satisfactorily represents the capacity of the site.

An initial phase 1 of 18,800 sqm (202,288 sq.ft) is planned with the remainder to be delivered in future planned phases.

Attractiveness of Scheme
We are aware that funding for the infrastructure works are secure and have already been largely implemented. The involvement of public sector bodies in funding and land ownership are likely to ensure the scheme is delivered.

The use of the properties created will be largely restricted to B1(b) Research & Development uses. B1(a) and B1(c) uses will be allowed where it can be demonstrated that they will specifically benefit from being located on the science park. This has been proposed in relation to a specific identified demand, and an intention to boost the knowledge economy and is unique in comparison to other
planned developments.

The phased proposal will ensure that development will occur as and when demand is proven and identified.

Site Map

Exeter Science Park 1:5,848
**Intermodal Freight Terminal**

<table>
<thead>
<tr>
<th>General Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>The site a proposed new employment estate located approximately 2 miles east of the M5 and Exeter. It is accessed primarily from the former A30 known as Honiton/London Road, and is positioned between this road and the Exeter to Honiton rail line. It is also adjacent to the airport, to which it is proposed to benefit on completion.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Ownership</th>
</tr>
</thead>
<tbody>
<tr>
<td>We understand that the entire site is currently owned by the Church Commissioners for England.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>The majority of the site is currently agricultural land with a variety of levels across the land. It is proposed that circa 66 ha be designated for employment uses within a phased development.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Planning</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outline planning consent was granted under reference 00/P1394 for 65,757 sq m of warehousing space as part of a first phase. A more recent renewal planning application was submitted under reference 10/2184/MOUT for which a decision has not yet been made.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Accessibility</th>
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</thead>
<tbody>
<tr>
<td>The proposed development is intended to be sustainably constructed with improved transport links throughout.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Environment</th>
</tr>
</thead>
<tbody>
<tr>
<td>As this scheme has been masterplanned, we assume any environmental impacts have been mitigated.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Potential Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>The 65,757 sqm (707,500 sq.ft) of warehousing class accommodation is acknowledged as a first phase, for which we understand Sainsburys are planning to accommodate 500,000 sq.ft as a new distribution centre for the south west. Applying our associated development densities, this is likely to be accommodated in approximately 18ha.</td>
</tr>
</tbody>
</table>

In total the site has the prospect of delivering close to 2.5 million sq.ft of accommodation.

<table>
<thead>
<tr>
<th>Attractiveness of Scheme</th>
</tr>
</thead>
<tbody>
<tr>
<td>The site is a new Greenfield opportunity with good links to the motorway network located in an area which is due to have some large scale infrastructure improvements. As a result we believe this will prove an attractive opportunity for both developers and occupiers.</td>
</tr>
</tbody>
</table>

The overall use of the properties created will be largely restricted to B8 Storage & Distribution. This has been proposed in relation to a specific identified demand. It is aimed to take advantage and improve existing transport haulage networks, and is unique in comparison to other planned
developments.

We are aware that the first major occupier has been identified which will enable Phase 1 to be progressed, which will improve the attractiveness to both developers and occupiers.

Whilst, we believe the overall capacity of the entire site is unlikely to be reached, the phased proposal will ensure that development will occur as and when demand is proven and identified.

The overall allocation of this site creates a difficulty in assessing land supply within the West End area as the overall scale has the potential to flood the market. It would be sensible to consider the overall allocation in three parts, with phase 1 already identified, at approximately 18ha. Phase 2 could accommodate a similar sized development should a similar requirement arise of 18ha. The remainder can then be assessed for long term potential, infrastructure and associated works.

Site Map
**Land North of Black Horse**

### General Location

The site is part of an overall proposed mixed use development located 0.5 miles east of the M5 and Exeter. It is accessed primarily from the former A30 known as Honiton/London Road, and is position between this road and the Exeter to Honiton rail line.

### Ownership

We are not aware of the ownership details of this site.

### Description

The majority of the site is currently agricultural land with a variety of levels across the land. It is proposed that circa 9ha be designated for employment uses, but the actual area for this use has not been confirmed.

### Planning

We have undertaken a search on the East Devon Council website and cannot identify any planning application relevant to a redevelopment. We understand that the entire site has been proposed for mixed use development within the Local Development Core Strategy Preferred Approach Report September 2010, to accommodate 2,200 new homes and 9 ha of employment space.

### Accessibility

The proposed development is intended to be sustainably constructed with improved transport links throughout.

### Environment

The proposed designation is predominantly residential therefore the prospect of employment uses to accommodate large scale manufacturing or B2 uses will be limited.

### Potential Development

Assuming the site achieves the full designation of 9ha, we believe it could have the potential to deliver circa 360,000 sq.ft of accommodation

Within this area, development is likely to be limited to B1 class developments with some B8 warehouses and trade counters, in order not to conflict with surrounding uses.

### Attractiveness of Scheme

The planned development at Blackhorse will be primarily residential led, and as such there will be conflict with a potential number of B class uses. It is also within an area where there is a vast amount of employment led development being created. These schemes, including the employment provision within Cranbrook, is likely to be on stream before any development on this subject site begins. As such any developer is likely to actively resist the inclusion of B Class development, as it will not prove competitive.

Occupiers are likely to consider accommodation available in ready made business/industrial parks.
to take advantage of existing infrastructure and agglomeration effects. It is therefore difficult to justify any additional major development as part of this scheme beyond small pockets of offices or hybrid style units in close proximity to a retail centre or other transport node.

Site Map

Proposed North of Blackhorse Allocation

1:9,047
## Cranbrook

### General Location

The site is part of an overall proposed new settlement located approximately 2.5 miles east of the M5 and Exeter. It is accessed primarily from the former A30 known as Honiton/London Road, and is position between this road and the Exeter to Honiton rail line.

### Ownership

We understand that the entire site is in control of a consortium of residential led developers.

### Description

Cranbrook is planned to be a new community comprising 5,000 homes, new local centre and employment space. The majority of the site is currently agricultural land with a variety of levels across the land. It is proposed that circa 14ha be designated for employment uses, which will include 17,500 sqm (potentially equating to 4.71ha) of B class accommodation.

The actual area for this use has not been confirmed, but it is expected to be within parcel B located centrally in the scheme and released in years 4 to 6 of the scheme, taken from the scheme phasing report.

### Planning

Outline planning consent for the new community was granted under reference 03/P1900 for 2,900 homes and 14ha of employment land. A more recent reserved matters application was submitted under reference 11/0053/MRES and granted in April 2011 and now implemented with work progressing on site.

An employment study was submitted as part of the application which provided the intent to provide 14,000 sqm (150,000 sq.ft) of offices and 3,500 sqm (37,660 sq.ft) of industrial units.

The overall designation of the Cranbrook development is proposed to be 5,000 homes with the 14ha of employment land already identified. We can therefore expect further residential development.

### Accessibility

The proposed development is intended to be sustainably constructed with improved transport links throughout.

### Environment

As this scheme has been masterplanned, we assume any environmental impacts have been mitigated. However, as the scheme is predominantly residential, the prospect of employment uses to accommodate large scale manufacturing or B2 uses will be limited.

### Potential Development

The 17,500 sqm (188,300 sq.ft) of commercial B class accommodation to be provided as part of this development has been determined following market research into what could be required and
possible to satisfy the new settlement’s created demand. In the light of this, we are satisfied to adopt these figures as the potential delivery from this site.

**Attractiveness of Scheme**

The planned new settlement at Cranbrook will be primarily residential led, but will involve some B class development borne out on an identified market demand resulting from their research. As such we believe the accommodation identified will be delivered.

Whilst occupiers are likely to consider accommodation available in ready made business/industrial parks, the populace and new commercial hubs created as part of this development will no doubt suit a number of different users.

**Site Map**
**Skypark**

<table>
<thead>
<tr>
<th>General Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>The site a proposed new employment estate located approximately 2 miles east of the M5 and Exeter. It is accessed primarily from the former A30 known as Honiton/London Road, and is based on part of the existing airport land.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Ownership</th>
</tr>
</thead>
<tbody>
<tr>
<td>We understand that the entire site is currently owned by the Devon County Council.</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>The majority of the site is currently a relatively flat parcel of land forming the north eastern part of the existing airport land. It is proposed that circa 38ha be designated for employment uses within a phased development.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Planning</th>
</tr>
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<tbody>
<tr>
<td>Outline planning consent for the development was granted under reference 06/3300/MOUT for 140,000 sqm of commercial accommodation split 62% for B1 and 38% for B8 class uses.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Accessibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>The proposed development is intended to be sustainably constructed with improved transport links throughout.</td>
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<tr>
<th>Environment</th>
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<tbody>
<tr>
<td>As this scheme has been masterplanned, we assume any environmental impacts have been mitigated.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Potential Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>We are aware that Devon County Council were seeking a development partner to assist with the delivery of this 15 year project. We are aware that St Modwen were chosen as a partner and work has recently started.</td>
</tr>
</tbody>
</table>

The current planning consent for 140,000 sqm (1,500,000 sq.ft) of accommodation equates to just under 40,000 sq.ft per ha, and satisfactorily represents the capacity of the site.

<table>
<thead>
<tr>
<th>Attractiveness of Scheme</th>
</tr>
</thead>
<tbody>
<tr>
<td>We are aware that funding for the infrastructure works are secure and has already been largely implemented. The involvement of public sector bodies in land ownership and the appointment of a preferred developer are likely to ensure the scheme is delivered.</td>
</tr>
</tbody>
</table>

The site has good links to the motorway network located in an area which is due to have some large scale infrastructure improvements. It is also in close proximity to sources of employment within Exeter and Cranbrook. As a result we believe this will prove an attractive opportunity for both developers and occupiers |
The use of the properties created will be split between B1 and B8 uses, and we assume a mix of tenures will be offered meaning a flexible approach is offered to occupiers. This would have the benefit of maximising the target market. We assume that a phased scheme will be undertaken, which will ensure that development will occur as and when demand is proven and identified.

Site Map
Pinhoe

General Location
The site is part of an overall proposed mixed use development located on the north eastern periphery of Exeter. It is accessed from a number of access roads permeating through this side of the city.

Ownership
We are not aware of the ownership details, but understand residential led developers hold options over the subject sites.

Description
We are aware that the council are actively seeking the allocation of 3 individual sites in the Pinhoe area for mixed use development. Each of these sites are currently agricultural or woodland in nature, with a variety of levels across the land. It is proposed that circa 3ha be designated for employment uses, but the actual area for this use has not been confirmed.

Planning
We have undertaken a search on the East Devon Council website and understand that one of the proposed sites is subject to an outline application under reference 10/0641/OUT. The application comprises 450 residential units and 2,000 sq.ft of business use accommodation.

We understand that the entire area has been proposed for mixed use development within the Local Development Core Strategy Preferred Approach Report September 2010, comprising 800 residential units and 3ha of employment land.

Accessibility
The estate is in a reasonably sustainable location with reasonable road access through the residential areas of Exeter and on main bus routes. Whilst the M5 is in close proximity to the site, access is possible over 1.5 miles to the south through the existing residential area.

Environment
The area is predominantly residential and the new developments will also concentrate on this use. The prospect of employment uses to accommodate large scale manufacturing or B2 uses will be limited.

Potential Development
Assuming the site achieves the full designation of 3ha, we believe it could have the potential to deliver circa 120,000 sq.ft of accommodation. Within this area, development is likely to be limited to B1 class developments with some B8 warehouses and trade counters, not to conflict with surrounding uses.

Attractiveness of Scheme
Any planned development on the sites at Pinhoe will be primarily residential led, and as such there
will be conflict with a potential number of B class uses. It is also within an area where there is a vast amount of employment led development being created. These schemes, including the employment provision within Cranbrook, which is likely to be on stream before any development on this subject site begins. As such any developer is likely to actively resist the inclusion of B Class development, as it will not prove competitive.

Occupiers will likely consider accommodation available in ready made business/industrial parks to take advantage of existing infrastructure and agglomeration effects. It is difficult to justify any additional major development as part of this scheme beyond small pockets of offices or hybrid style units in close proximity to a retail centre or other transport node.

**Site Map**
**Exeter Airport Extension**

**General Location**
The exact location of the site has not been specified, however we understand it is located to the east of Exeter Airport, adjacent to the A30 trunk road.

**Ownership**
We understand that the current site is in the ownership of Regional and City Airports (Exeter).

**Description**
The actual area affected by this proposed designation has not been specified. However we understand that there is an initial allocation of 5ha, based on existing flat agricultural land. However, the current owners are proposing a further 10ha be allocated.

**Planning**
We understand that an initial 5ha site has been proposed for employment development within the Local Development Core Strategy Preferred Approach Report September 2010. The additional 10ha proposed by the current owners has not been considered yet within the existing consultation into planning policy.

**Accessibility**
It is envisaged that the airport extension will be accessed off the A30 or through the existing estate.

**Environment**
The overall site is adjacent to the existing industrial estate and the airport. Otherwise, the surrounding area is predominantly agricultural. In light of this, we do not believe there will be a substantial conflict in uses, with the main issue centring around the loss of further greenscape.

**Potential Development**
Assuming the site achieves a designation of 5ha, we believe it could have the potential to deliver circa 200,000 sq.ft of accommodation. If the full designation is achieved then the potential level of supply could increase to 600,000 sq.ft.

**Attractiveness of Scheme**
Considering the site in isolation, its access to the A30 and other links via the airport will prove attractive to occupiers.

However, it will effectively compete with the other schemes proposed at Skypark, the Exeter Science Park and the Intermodal Freight Terminal. However, it will be further away from the M5 junction which could affect its marketability in competition. However, its location is also likely to present competition to those potential allocations in Honiton.

The site is not yet ready to deliver development as planning has not yet been determined on site, which would also place the allocation at a significant disadvantage to competing sites. This is particularly the case in a market dependant on pre-let/sales were proof of ability to deliver
accommodation is critical.