Ribble Valley Core Strategy EiP

Additional Viability Work – Standen Strategic Site

15th January 2014 – Version 2

In the Spring of 2013 we undertook the Ribble Valley Core Strategy Viability Study to consider the cumulative impact of the policies in the Plan and the Plan's deliverability. This work did not give consideration to the Standen site due to the pending determination of a planning application.

The deliverability of this site is vital to the Core Strategy as it will accommodate a significant proportion of the housing planned. This very brief paper takes the assumptions from the Core Strategy Viability Study and applies them to the Standen Site. We have used the value assumptions set out in Chapter 4, land assumptions set out in Chapter 5 and cost assumptions set out in Chapter 6 of the Core Strategy Viability Study. We have used a 'single site' version of the model.

We have been provided with a copy of the committee report by the Council and the information set out in Appendix 1 by the site promoters. In addition to the information shown we have discussed the site with the promoter's agents who have advised us of the unit sizes. We have not checked the information provided to us.

In our analysis we have used the abnormal costs (as advised by the site promoter) as set out below:

Upgrade of Pendle Rd/A59 junction - roundabout (within Standen/highways land)	£2,000,000
POS (play) contingency (on site)	£1,624,800
SUDS	£2,700,000
Site abnormals	£250,000
Utility upgrades	£2,500,000
Planning obligations (S106)	
Public transport (bus) subsidies	£1,680,000
Travel plan	£500,000
Education	£4,375,000
Sports & recreation (off site)	£800,000
	£16,429,800

We have assumed that the market housing has a worth of £2,800/m^2, intermediate housing a worth of £1,820/m^2 and affordable housing to rent £1,125/m^2.

In normal circumstances we would expect a development of 1,040 or so units to have a net developable area of about 70%. In this scheme, in addition to the provision of open space there is a requirement to include B1 space and a school. We believe that this is realistic and

provides a density of less than 3,500m²/ha so would be in the 'normal' band that we would expect.

We have not modelled the provision of the workspace. Whilst this reduces the net developable area the delivery is not specifically linked to the provision of the housing. We have assumed that this will be developed separately. We note that the planned service centre is likely to be linked to the development of the scheme. We understand that this is likely to include a doctors surgery / health centre with small scale 'convenience' retail – a type of development we would anticipate to be a positive contributor to the overall site economics.

Build out rates are important on a site of this scale. As a rule of thumb we would expect a site of less than 100 units to have one outlet, from 100 to 300 (or sometimes 500) units to have two outlets and then up to about 1,000, three outlets, and then over about 1,000 outlets four outlets. The actual number of outlets will depend on the geographical relationship between outlets (are they adjacent or distant etc.) and the range of products offered – the greater the range of products being offered (i.e. different size, styles, levels of finish and price) the higher the overall build out rate. The rate of development within outlets is a factor of confidence in the market and the availability of mortgage finance. This is a very large project that will be delivered over many years it is inevitable that over the life of the project the rate of development will vary considerably – both in numbers of outlets and units per outlet per year. We have run two sets of appraisals, the first at a rate of 40 per site per year (i.e. 28 market and 12 affordable per year) over three outlets. This rate of 120 per year would be at the top end of the expected build out rates. We have run an alternative and more cautious appraisal based on a sale rate of 56 per year market units and 24 affordable units per year (80 in total).

Results

Appendix 2 contains the appraisal results.

In the first scenario with the higher build rate of 120 per year the residual value for the whole site, in this high level modelling, is in the region of £28,680,000. Over the whole site area this equates to over £570,000/ha. The existing use value (agricultural) for this site is about £1,250,000 or £25,000/ha. In our view this is sufficient to generate a sufficient 'competitive return' for the 'willing land owner' for the site to be released for development.

In the second scenario with the lower and more cautious build rate of 80 per year the residual value for the whole site, in this high level modelling, is in the region of £22,100,000. Over the whole site area this equates to over £440,000/ha. As above, the existing use value (agricultural) for this site is about £1,250,000 or £25,000/ha. In our view this is sufficient to generate a sufficient 'competitive return' for the 'willing land owner' for the site to be released for development.

In normal circumstances we would expect a developer to provide detailed information as the mix and type of development proposed, a break down by value and analysis of abnormal costs. In this case the developer has not provided this information so it is necessary to take

a cautious view. In spite of this we believe there is a significant margin to be able to accommodate further unexpected costs so this site is not at the limit of viability.

15th January 2014
Simon Drummond-Hay
HDH Planning and Development Ltd

Appendix 1 – Information provided by the site promoters

From: Steven Abbott [mailto:stevena@abbott-associates.co.uk]

Sent: 15 January 2014 00:03

To: simon@drummond-hay.co.uk

Cc: Andrew Taylorson; Harry Tonge

Subject: Urgent - RVBC CS EIP - Standen - Information to assist your VA for RVBC

Importance: High

Simon

I have spoken to our clients and also Andy Taylorson at Eckersley who is responsible for their DA work

I am pleased to be able to provide you with the attached information on costs which has been extracted from Eckersley's draft, working DA

As you will appreciate we are at outline stage, albeit using a very well informed illustrative master plan (following an EIA), and in any event your VA is to assist the Inspector on the CS only

Clearly, the attached is not a DA or VA and I have flagged up some of the matters which would be in a DA but are commercially sensitive. The information provided is to enable you to produce a VA model using the methodology you have been using for other site scenarios in the context of the CS.

There is one item missing from the costs we can give you. This is the potential cost of highways works (within the highway) at the junction of Whalley Road and the A59. This is referred to in draft condition 51 of the prospective outline planning permission. The reason for the gap is that this matter was raised very late in the day by LCC (without consultation with us) and although we know the gist of it from a meeting with LCC, we need to identify a cost estimate for the works. Our clients have contacted WYG Transport tonight (Peter Blair) and we hope to provide this very quickly – hopefully tomorrow. We do not think this will make a material difference given the scale of the development proposed and the land use mix. Indeed, your model may be able to make a contingency if we can't give you a number.

With regard to the planning obligations, please note that these are agreed in principle with RVBC and LCC. One area where the precise figure needs to be agreed is the education contribution to ensure that the figure is as relevant as possible to the educational requirements pertaining. My colleagues are in the process of liaisng with LCC and RVBC on that matter as well as detailed drafting aspects of the 106. This is not a contentious area having following many discussions with the two authorites involved.

I have copied this to Andy (whose E-mail address is above) and formally request, as a matter of professional courtesy, that you let him and me see the draft of your VA and any other information to be put to RVBC, the Inspector or the public domain. I am sure you intend to do so please forgive me mentioning it in terms.

I am sorry this is so late tonight but I hope our efforts this evening assist you make quick progress in the morning

I will be back at the EIP tomorrow but obviously am constrained time wise because I am a participant

Should you wish to contact Mr Taylorson direct – his contact details are set out below:

01772 272747

07768 706152

at@eckersleyproperty.co.uk

I hope this is helpful

Regards

Steve

Potential development - derived from the ES, Illustrative Master Plan, DAS etc which inform an outline planning application lodged in October 2012

Item	Units	Costs
Retirement apartments	45	£2,295,000
Retirement apartments (affordable)	5	£255,000
2 bed houses	23	£1,021,200
2 bed houses (affordable)	200	£8,880,000
3 bed semi - det houses	115	£6,003,000
3 bed semi - det houses (affordable)	107	£5,392,800
3 bed det houses	223	£13,848,300
4 bed det houses	223	£17,213,370
5 bed det houses	99	£12,870,000
Total residential	1040	
School site	2.1 ha	
Employment site (B1)	5,575m2 on 2.25ha	
Local centre (retail/service/community - A1-4;B1 & D1)	0.5ha	
Contingency 3%		£2,033,360
Developers contingency 3%		£2,033,360
Upgrade of Pendle Rd/A59 junction - roundabout (within Standen/highways land)		£2,000,000
Road/site works		£16,314,335
POS (play) contingency (on site)		£1,624,800
Other Construction		
Prelims		£5,720,000
Plot connections		£3,120,000
SUDS		£2,700,000
Site abnormals		£250,000
Utility upgrades		£ 2,500,000
Planning obligations (S106)		
Public transport (bus) subsidies		£1,680,000
Travel plan		£500,000
Education		£4,375,000
Sports & recreation (off site)		£800,000
Highways works (off site/in highway) -		

required		
by draft condition 51 on the prospective PP:		
Shaw Bridge junction improvement		£60,000
Whalley Road / A59 junction improvement	*cost tbc*	
Estimated Total:		**£113,489,525**

Notes

The following are not shown here:
Outlay - Acquisition costs
Stamp duty
Professional fees (various)
Finance
Performance measures -
profit on cost
profit on GDV
profit on NDV

Higher Standen Farm (balance sheet fig)
Demolition (for those buildings not being retained for business use)
Farm compensation (relocation)

Source:
Eckersley's ongoing development appraisal produced for The Trustees of the Standen Estate

PAS SINGLE SITE - FULL RV and CIL 15.1.13
Single Site Viability Model - FOR TRAINING PURPOSES ONLY

[redacted] ENTER SITE NAME

INCOME	Av Size m2	%	Number 1040	Price £/m2	GDV £	GIA m2
Market Housing	95.3	70%	728	[redacted]	180,345,820	69,364
Shared Ownership	95.3	[redacted]	94	[redacted]	16,231,186	8,918
Affordable Rent	95.3	[redacted]	218	[redacted]	23,418,348	20,800
Social Rent	95.3	[redacted]	0	[redacted]	0	0
Grant and Subsidy	Shared Ownership / Affordable Rent / Social Rent			[redacted]	0 / 0 / 0	
SITE AREA - Net	30.00 ha		35 /ha		219,995,375	99,091
SITE AREA - Gross	[redacted] ha		31 /ha			

Sales per Quarter	[redacted]	
Unit Build Time		Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	[illegible]	[illegible]	[illegible]
Alternative Use Value	1,260,000		[redacted]
Uplift [redacted]	250,000		5,000
Prop fig	15,000,000		300,000
Viability Threshold [redacted]			[illegible]

£m2

Additional Profit	[illegible]

RUN Residual MACRO ctrl+r — Closing balance = 0

RUN CIL MACRO ctrl+l — Closing balance = 0

Check on planning dwgs not correct

DEVELOPMENT COSTS		Acre or m2	Total	
LAND	Land	37,577		28,060,585
	Stamp Duty		1,434,029	
	Easements etc.		[redacted]	
	Legals Acquisition	[redacted]	286,806	1,720,835
PLANNING	Planning Fee	[redacted]	495,000	
	Architects		8,619,867	
	QS / PM		1,103,311	
	Planning Consultants		551,656	
	Other Professional		2,758,278	11,528,112
CONSTRUCTION	Build Cost - BCIS Based	895	88,642,080	
	s106 / CIL	3,500	2,400,000	
	Contingency	[redacted]	2,608,262	
	Abnormals		[redacted]	118,331,121
FINANCE	Fees		[redacted]	
	Interest	[redacted]		
	Legal and Valuation		[redacted]	550,000
SALES	Agents	[redacted]	6,599,609	
	Legals		1,099,935	
	Misc.		[redacted]	7,799,544
				166,916,166
Developers Profit	% of costs (before interest)	[redacted]		[redacted]
	% of GDV			

Planning fee calc	dwgs	rate	
Planning app fee			
No dwgs	1040		
No dwgs under l	500	[redacted]	381,150
No dwgs over 5(	500	[redacted]	113,850
		Total	495,000

Stamp duty calc - Resident			28,060,585
Land payment			
125,000	[redacted]	1%	
250,000		3%	
500,000		4%	
1,000,000		5%	
above		5%	
		Total	1,434,029

Stamp duty calc - Add Profit			16,600,000
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	825,000

Pre CIL s106	[redacted]	£/ Unit (all)	
		Total	2,400,000

Post CIL s106	[redacted]	£/ Unit (all)	
CIL		£m2	
		Total	1,040,000

Build Cost	£m2	
BCIS	710	0.06
CfSH	[redacted]	
Energy	[redacted]	
Over-extra 1	[redacted]	
Over-extra 2	[redacted]	
Over-extra 3	[redacted]	
Over-extra 4	[redacted]	
Infrastructure	142	[redacted]
	895	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME												
UNITS Started												
Market Housing	-	[illegible]	[illegible]	13,872,740	17,240,[illegible]	20,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10,404,[illegible]
Shared Ownership		512,127	[illegible]	1,248,347	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,472,820	[illegible]
Affordable Rent		680,[illegible]	[illegible]	1,800,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,701,143	1,350,[illegible]
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	0	4,2[illegible],919	12,691,[illegible]	16,922,876	21,1[illegible]	28,3[illegible],112	28,3[illegible],112	28,3[illegible],112	28,3[illegible],112	28,3[illegible],112	28,3[illegible],112	12,691,[illegible]
EXPENDITURE												
Stamp Duty	1,434,029											
Easements etc.	0											
Legals Acquisition	286,806											
Planning Fee	495,000											
Architects	8,619,867		0									
QS	1,103,311		0									
Planning Consultants	551,656		0									
Other Professional	2,758,278		0									
Build Cost - BCIS Base		1,704,658	5,113,985	6,818,620	8,523,275	10,227,930	10,227,930	10,227,930	10,227,930	10,227,930	10,227,930	5,113,965
s106/CIL	80,000	180,000	300,000	250,000	300,000	300,000	300,000	300,000	300,000	300,000	180,000	0
Contingency		87,140	183,419	204,858	[illegible]	306,836	306,836	306,836	306,836	306,836	306,836	153,419
Abnormals		318,956	847,873	1,369,831	1,579,785	1,695,746	1,695,746	1,695,746	1,695,746	1,695,746	1,695,746	847,873
Finance Fees	500,000											
Legal and Valuation	50,000											
Agents	0	126,916	380,747	507,662	634,578	761,493	761,493	761,493	761,493	761,493	761,493	380,747
Legals	0	21,153	63,458	84,610	105,763	126,916	126,916	126,916	126,916	126,916	126,916	63,458
Misc.			100,000									
COSTS BEFORE LAND INT AND PROFIT	13,069,947	2,3[illegible]	[illegible],461	9,12[illegible]	11,3[illegible]	13,619,[illegible]	13,619,[illegible]	13,619,[illegible]	13,619,[illegible]	13,619,[illegible]	13,499,[illegible]	[illegible],681
For Residual Valuation — Land	[illegible]											
Interest		2,877,087	[illegible],315	2,887,831	2,522,664	2,016,[illegible]	[illegible]	[illegible]	0	0	0	0
Profit on Costs												
Profit on GDV												
Cash Flow	-42,529,532	-1,116,389	2,916,582	4,924,962	7,230,487	9,747,234	10,429,548	11,150,806	11,764,160	11,764,160	11,914,168	8,032,085
Opening Balance	0											
Closing Balance	-42,529,532	-43,645,901	-40,859,029	-36,044,068	-28,813,581	-19,066,417	-8,636,876	2,522,732	14,286,821	26,051,111	37,965,300	43,997,395

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
Market Housing	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	0	0	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs												[redacted]
Cash Flow	0	0	0	0	0	0	0	0	0	0	0	-43,997,395
Closing Balance	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME — As Above												
INCOME	0	4,2[illegible],919	12,691,[illegible]	16,922,876	21,1[illegible]	28,3[illegible],112	28,3[illegible],112	28,3[illegible],112	28,3[illegible],112	28,3[illegible],112	28,3[illegible],112	12,691,[illegible]
EXPENDITURE												
Land	[redacted]								0	0	0	0
Stamp Duty	425,800	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	165,000	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	495,000	0	0	0	0	0	0	0	0	0	0	0
Architects	8,619,867	0	0	0	0	0	0	0	0	0	0	0
QS	1,103,311	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	551,656	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,758,278	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	1,704,658	5,113,985	6,818,620	8,523,275	10,227,930	10,227,930	10,227,930	10,227,930	10,227,930	10,227,930	5,113,965
POTENTIAL CIL	[redacted]											
Post CIL s106		30,000	90,000	80,800	100,000	120,000	120,000	120,000	120,000	120,000	120,000	60,000
Contingency	0	51,140	153,419	204,559	256,[illegible]	306,836	306,836	306,836	306,836	306,836	306,836	153,419
Abnormals	0	315,956	847,873	1,263,831	1,579,785	1,695,746	1,695,746	1,695,746	1,695,746	1,695,746	1,695,746	847,873
Finance Fees	500,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	50,000	0	0	0	0	0	0	0	0	0	0	0
Agents	0	126,916	380,747	507,662	634,578	761,493	761,493	761,493	761,493	761,493	761,493	380,747
Legals	0	21,153	63,458	84,610	105,763	126,916	126,916	126,916	126,916	126,916	126,916	63,458
Misc.	0	0	100,000	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	30,873,614	[illegible]	[illegible]	10,3[illegible]	12,[illegible]	14,744,430	14,744,430	14,744,430	14,744,430	14,744,430	14,744,430	[illegible]
Per CIL calculation — Interest		2,161,153	2,364,470	2,103,321	1,784,644	1,364,102	650,681	0	0	0	0	0
Profit on costs												
Profit on GDV												
Cash Flow	-30,873,614	-1,475,957	2,302,123	4,553,970	8,863,446	9,334,[illegible]	[illegible]	10,938,687	10,938,687	10,938,687	10,698,687	4,666,583
Opening Balance	0											
Closing Balance	-30,873,614	-32,349,571	-30,047,448	-26,493,479	-18,630,033	-9,295,448	602,590	11,291,245	21,999,933	32,908,821	43,247,308	47,913,901

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	[redacted]											
Post CIL s106	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	1,306,802	1,306,802	1,306,802	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	[redacted]
Cash Flow	-1,306,802	-1,306,802	-1,306,802	0	0	0	0	0	0	0	0	-43,997,395
Closing Balance	46,606,[illegible]	45,302,097	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	0

Name	ENTER SITE	Units	Area	Density	Average Unit Size	Developed	Density	Total Cost	Rate
			ha	Units/ha	m2	m2	m2/ha		£/m2
[redacted]									

	Beds	No	m2	Total		BCIS	COST
Retirement apartments				2,835.00			2,435,265
Retirement apartments (affordabl				315.00			270,585
2 bed houses				1,564.00			1,190,204
2 bed houses (affordable)				13,600.00			10,349,600
3 bed semi - det houses				9,315.00			6,716,115
3 bed semi - det houses (affordabl				8,667.00			6,248,907
3 bed det houses				21,185.00			14,554,095
4 bed det houses				26,760.00			18,384,120
5 bed det houses				14,850.00			10,201,950
Semi 2	2			0.00			0
Semi 3	3			0.00			0
Semi 4	3			0.00			0
Semi 5	4			0.00			0
Ter 1	2			0.00			0
Ter 2	2			0.00			0
Ter 3	3			0.00			0
Ter 4	3			0.00			0
Flat 1	1			0.00			0
Flat 2	2			0.00			0
Flat 3	3			0.00			0
Flat 1 High	1			0.00			0
Flat 2 High	2			0.00			0
Flat 3 High	3			0.00			0

Planning & Development

[redacted] ENTER SITE NAME

INCOME	As Site m2	%	Number 1040	Price £/m2	GDV £	GIA m2
Market Housing	95.3	70%	728	[redacted]	180,345,620	89,364
Shared Ownership	95.3	[redacted]	94	[redacted]	16,231,106	8,918
Affordable Rent	95.3	[redacted]	218	[redacted]	23,410,249	20,609
Social Rent	95.3	[redacted]	0	[redacted]	0	0
Grant and Subsidy	Shared Ownership			[redacted]	0	
	Affordable Rent				0	
	Social Rent				0	
SITE AREA - Net	30.00 ha		35	/ha	[illegible]	[illegible]
SITE AREA - Gross	[redacted] ha		21	/ha		

Sales per Quarter	[redacted]	
Unit Build Time		Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	[illegible]	[illegible]	[illegible]
Alternative Use Value	1,250,000	[redacted]	
Uplift	250,000		5,000
Plus /ha [redacted]	15,000,000		300,000
Viability Threshold [redacted]			[illegible]

		£/m2
Additional Profit	[illegible]	[illegible]

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+t
Closing balance = 0

Check on phasing dwgs Not correct

DEVELOPMENT COSTS

		build or m2	Total		
LAND	Land	21,240		22,089,309	
	Stamp Duty		1,104,485		
	Easements etc.		[redacted]		
	Legals Acquisition	[redacted]	220,893	1,325,359	
PLANNING	Planning Fee	[redacted]	495,000		
	Architects		6,619,867		
	QS / PM		1,103,311		
	Planning Consultants		551,656		
	Other Professional		2,758,278	11,528,112	
CONSTRUCTION	Build Cost - BCIS Based	895	88,842,080		
	s106 / CIL	2,500	2,800,000		
	Contingency	[redacted]	2,859,262		
	Abnormals		[redacted]	110,331,121	
FINANCE	Fees		[redacted]		
	Interest	[redacted]			
	Legal and Valuation		[redacted]	550,000	
SALES	Agents	[redacted]	8,589,609		
	Legals		1,089,935		
	Misc.		[redacted]	7,799,544	183,623,444
Developers Profit	% of costs (before Interest)	[redacted]			[redacted]
	% of GDV				

Planning fee calc	dwgs	rate	
Planning app fee			
No dwgs	1040		
No dwgs under 50	980	[redacted]	381,150
No dwgs over 50	990		113,850
		Total	495,000

Stamp duty calc - Residual			22,089,309
Land payment			
125,000	[redacted]	1%	
250,000		3%	
500,000		4%	
1,000,000		5%	
above		5%	
		Total	1,104,485

Stamp duty calc - Add Profit			18,500,000
Land payment			
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	825,000

Pre CIL s106	[redacted]	£/ Unit (all)	
		Total	[illegible]

Post CIL s106	[redacted]	£/ Unit (all)	
CIL		£/m2	
		Total	[illegible]

Build Cost	m2	
BCIS	710	0.06
CfSH	[redacted]	
Energy		
Over-extra 1		
Over-extra 2		
Over-extra 3		
Over-extra 4		
Infrastructure	142	[redacted]
	896	

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME												
UNITS Started	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Market Housing		867,046	1,734,093	3,468,185	6,936,370	10,404,555	13,872,740	13,872,740	13,872,740	13,872,740	13,872,740	13,872,740
Shared Ownership		78,034	156,068	312,137	624,273	936,410	1,248,547	1,248,547	1,248,547	1,248,547	1,248,547	1,248,547
Affordable Rent		112,549	225,099	450,197	900,394	1,350,591	1,800,788	1,800,788	1,800,788	1,800,788	1,800,788	1,800,788
Social Rent		0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0
INCOME	0	1,057,630	2,115,259	4,228,519	8,461,037	12,691,556	16,922,075	16,922,075	16,922,075	16,922,075	16,922,075	16,922,075
EXPENDITURE												
Stamp Duty	1,104,485											
Easements etc	0											
Legals Acquisition	220,893											
Planning Fee	495,000											
Architects	6,619,867		0									
QS	1,103,311		0									
Planning Consultants	551,656		0									
Other Professional	2,758,278		0									
Build Cost - BCIS Base		426,164	852,327	1,704,655	3,409,310	5,113,965	6,818,620	6,818,620	6,818,620	6,818,620	6,818,620	6,818,620
s106/CIL	12,500	25,000	50,000	100,000	150,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Contingency		12,785	25,570	51,140	102,279	153,419	204,559	204,559	204,559	204,559	204,559	204,559
Abnormals		78,989	157,979	315,958	631,916	947,873	1,263,831	1,263,831	1,263,831	1,263,831	1,263,831	1,263,831
Finance Fees	500,000											
Legal and Valuation	50,000											
Agents	0	31,729	63,458	126,916	253,831	380,747	507,662	507,662	507,662	507,662	507,662	507,662
Legals	0	5,288	10,576	21,153	42,305	63,458	84,610	84,610	84,610	84,610	84,610	84,610
Misc.			100,000									
COSTS BEFORE LAND INT AND PROFIT	13,415,971	579,955	1,259,916	2,319,829	4,589,641	6,859,461	9,079,282	9,079,282	9,079,282	9,079,282	9,079,282	9,079,282
For Residual Valuation — Land	[illegible]											
Interest		2,485,870	2,625,906	2,749,847	2,608,586	2,734,181	2,517,338	2,144,556	1,745,680	1,316,862	882,308	373,567
Profit on Costs												
Profit on GDV												
Cash Flow	-35,505,280	-2,007,695	-1,770,559	-839,149	1,062,808	3,097,904	5,325,455	5,698,231	6,097,113	6,523,911	6,980,585	7,469,226
Opening Balance	0											
Closing Balance	-35,505,280	-37,512,975	-39,283,534	-40,122,683	-39,059,875	-35,961,971	-30,636,516	-24,938,279	-18,841,166	-12,317,254	-5,336,669	2,132,557

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME												
UNITS Started	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Market Housing	13,872,740	13,872,740	13,872,740	13,872,740	13,872,740	4,335,231	0	0	0	0	0	0
Shared Ownership	1,248,547	1,248,547	1,248,547	1,248,547	1,248,547	390,177	0	0	0	0	0	0
Affordable Rent	1,800,788	1,800,788	1,800,788	1,800,788	1,800,788	562,746	0	0	0	0	0	0
Social Rent	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	16,922,075	16,922,075	16,922,075	16,922,075	16,922,075	5,288,148	0	0	0	0	0	0
Build Cost - BCIS Base	6,818,620	6,818,620	6,818,620	6,818,620	6,818,620	2,130,819	0	0	0	0	0	0
s106/CIL	200,000	200,000	200,000	200,000	62,500	0	0	0	0	0	0	0
Contingency	204,559	204,559	204,559	204,559	204,559	63,925	0	0	0	0	0	0
Abnormals	1,263,831	1,263,831	1,263,831	1,263,831	1,263,831	394,947	0	0	0	0	0	0
Agents	507,662	507,662	507,662	507,662	507,662	158,644	0	0	0	0	0	0
Legals	84,610	84,610	84,610	84,610	84,610	26,441	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	9,079,282	9,079,282	9,079,282	9,079,282	8,941,782	2,774,776	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	0
Profit												[redacted]
Cash Flow	7,842,793	7,842,793	7,842,793	7,842,793	7,980,293	2,513,373	0	0	0	0	0	-43,997,395
Closing Balance	9,975,350	17,818,143	25,660,936	33,503,729	41,484,022	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
INCOME As Above												
INCOME	0	1,057,630	2,115,259	4,228,519	8,461,037	12,691,556	16,922,075	16,922,075	16,922,075	16,922,075	16,922,075	16,922,075
EXPENDITURE												
Land	[redacted]											
Stamp Duty	825,000	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	165,000	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	495,000	0	0	0	0	0	0	0	0	0	0	0
Architects	6,619,867	0	0	0	0	0	0	0	0	0	0	0
QS	1,103,311	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	551,656	0	0	0	0	0	0	0	0	0	0	0
Other Professional	2,758,278	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	426,164	852,327	1,704,655	3,409,310	5,113,965	6,818,620	6,818,620	6,818,620	6,818,620	6,818,620	6,818,620
POTENTIAL CIL	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Post CIL s106		5,000	10,000	20,000	40,000	60,000	80,000	80,000	80,000	80,000	80,000	80,000
Contingency	0	12,785	25,570	51,140	102,279	153,419	204,559	204,559	204,559	204,559	204,559	204,559
Abnormals	0	78,989	157,979	315,958	631,915	947,873	1,263,831	1,263,831	1,263,831	1,263,831	1,263,831	1,263,831
Finance Fees	500,000	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	50,000	0	0	0	0	0	0	0	0	0	0	0
Agents	0	31,729	63,458	126,916	253,831	380,747	507,662	507,662	507,662	507,662	507,662	507,662
Legals	0	5,288	10,576	21,153	42,305	63,458	84,610	84,610	84,610	84,610	84,610	84,610
Misc.	0	0	100,000	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
For CIL calculation — Interest		2,116,124	2,279,912	2,425,186	2,503,958	2,448,894	2,290,826	1,899,131	1,523,030	1,120,803	690,006	229,268
Profit on cost												
Profit on GDV												
Cash Flow	-30,258,916	-2,311,254	-2,075,367	-1,125,293	788,634	2,832,397	5,021,363	5,372,859	5,748,858	6,151,365	6,541,962	7,042,721
Opening Balance	0											
Closing Balance	-30,258,916	-32,570,170	-34,645,537	-35,770,830	-34,984,196	-32,151,799	-27,130,436	-21,757,578	-16,008,820	-9,857,234	-3,275,252	3,767,470

	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	16,922,075	16,922,075	16,922,075	16,922,075	16,922,075	5,288,148	0	0	0	0	0	0
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	6,818,620	6,818,620	6,818,620	6,818,620	6,818,620	2,130,819	0	0	0	0	0	0
POTENTIAL CIL	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]		
Post CIL s106	80,000	80,000	80,000	80,000	80,000	25,000	0	0	0	0	0	0
Contingency	204,559	204,559	204,559	204,559	204,559	63,925	0	0	0	0	0	0
Abnormals	1,263,831	1,263,831	1,263,831	1,263,831	1,263,831	394,947	0	0	0	0	0	0
Finance Fees	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0
Agents	507,662	507,662	507,662	507,662	507,662	158,644	0	0	0	0	0	0
Legals	84,610	84,610	84,610	84,610	84,610	26,441	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0	[redacted]
Cash Flow	7,271,989	7,271,989	7,271,989	7,962,793	7,962,793	2,488,373	0	0	0	0	0	-43,997,395
Closing Balance	11,039,458	18,311,447	25,583,436	33,546,229	41,509,022	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	43,997,395	0