

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 26 April 2017 11:56
To: [REDACTED]
Subject: RE: Shepway DC - Princes Parade
Attachments: image001.png; image002.png; image003.png; image004.png; image005.png

Are you free now?

[REDACTED]

Strategic Development Projects Manager

t: [REDACTED]

m: [REDACTED]

f: [REDACTED]

Shepway District Council, Civic Centre,

Castle Hill Avenue, Folkestone, Kent, CT20 2QY.

E: [REDACTED]@shepway.gov.uk

www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [REDACTED] [mailto:[REDACTED]@betteridge-milsom.co.uk]
Sent: 26 April 2017 11:54
To: [REDACTED]
Cc: [REDACTED]
Subject: Shepway DC - Princes Parade

[REDACTED]

Tried to call you back this morning, but went to voice mail. If you would like to call [REDACTED] or I this afternoon please do.

Thanks,

[REDACTED] | BSc. MRICS

Director

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

INVOICE



Betteridge & Milsom Ltd.
The Old Bakehouse
18A Ivy Lane
Canterbury
Kent CT1 1TU

Project Ref: 3377
Invoice No: 6575
Date: 27/04/2017

VAT Reg No: 864 2061 34

Shepway District Council
Civic Centre
Castle Hill Avenue
Folkestone
Kent
CT20 2QY

invoices@shepway.gov.uk

Project:
Comm No:
Services:

Agreed Fee: as per purchase order dated 6th March 2017

Value of Work	£	-
Fee %		0.00%
Total fee	£	2,100.00

Works Carried out to date:	Fee Split	To Date	£
Preparing Cost Report for Princes Parade Scheme			2,100.00
Total costs to date			2,100.00
Less Previous Invoice No	N/A	dated	N/A
Total due excluding VAT			2,100.00
VAT @ 20%			420.00
Total Due including VAT			<u>£ 2,520.00</u>

Payment terms strictly 30 days

Payments by BACS to: Natwest Bank Plc, Account No: 90632257, Sort code: 60-04-27

INVOICE



Betteridge & Milsom Ltd.
The Old Bakehouse
18A Ivy Lane
Canterbury
Kent CT1 1TU

Project Ref: 3377
Invoice No: 6575
Date: 27/04/2017

VAT Reg No: 864 2061 34

Shepway District Council
Civic Centre
Castle Hill Avenue
Folkestone
Kent
CT20 2QY

invoices@shepway.gov.uk

Project:

Comm No:

Services:

Agreed Fee: as per purchase order dated 6th March 2017

Value of Work	£	-
Fee %		0.00%
Total fee	£	2,100.00

Works Carried out to date:	Fee Split	To Date	£
Preparing Cost Report for Princes Parade Scheme			2,100.00
Total costs to date			2,100.00
Less Previous Invoice No	N/A	dated	N/A
Total due excluding VAT			2,100.00
VAT @ 20%			420.00
Total Due including VAT			£ 2,520.00

Payment terms strictly 30 days

Payments by BACS to: Natwest Bank Plc, Account No: 90632257, Sort code: 60-04-27

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 28 April 2017 08:41
To: [REDACTED]@shepway.gov.uk
Cc: [REDACTED]@shepway.gov.uk
Subject: RE: 3375 - Princes Parade - RIBA Stage 1 Cost Plan
Attachments: image001.png; image002.png; image003.png; image004.png; image005.png; image953000.png; image634001.png; image969002.png; image559003.png; image982004.png

[REDACTED]

Thank you for the email. [REDACTED] & I can do Tuesday 2nd, so will put in the diary.

Thanks,

[REDACTED] | BSc. MRICS
Director

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

From: [REDACTED]@shepway.gov.uk [mailto:[REDACTED]@shepway.gov.uk]
Sent: 27 April 2017 14:38
To: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Cc: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>; [REDACTED]@shepway.gov.uk
Subject: RE: 3375 - Princes Parade - RIBA Stage 1 Cost Plan

[REDACTED]

Are you free to meet at 3pm on either 2nd or 5th May?

Thanks

[REDACTED]

[REDACTED]
Strategic Development Projects Manager

t: [REDACTED]

m: [REDACTED]

f: [REDACTED]

Shepway District Council, Civic Centre,

Castle Hill Avenue, Folkestone, Kent, CT20 2QY

E: [REDACTED]@shepway.gov.uk

www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [REDACTED] [mailto:[REDACTED]@betteridge-milsom.co.uk]
Sent: 24 April 2017 19:19
To: [REDACTED]
Cc: [REDACTED]
Subject: 3375 - Princes Parade - RIBA Stage 1 Cost Plan

[REDACTED]
We attach a "for comment" version of our full cost report, which indicates the likely cost of the scheme. This includes the leisure centre, hotel, residential units and canoe club, along with all external works, remedial works, infrastructure works, land sales costs etc.

What is not included in our report, is a calculation for sales of finance, which would be the obvious next step. This will allow a notional profit margin to be calculated in terms of "development viability".

I think we probably need to sit down and run through to make sure we have captured your requirements before closing out the report. If you would like to call [REDACTED] or I later this week to discuss.

Best,

[REDACTED] | BSc. MRICS
Director

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only



The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution or copying of this transmission, or misuse or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council.
All email to and from the council may be monitored in accordance with the council's policies.

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 28 April 2017 08:50
To: [REDACTED] [REDACTED] [REDACTED]
Subject: Princes Parade - cost plan

When: 02 May 2017 15:00-16:00 (UTC+00:00) Dublin, Edinburgh, Lisbon, London.
Where: Romm 101 - Civic Centre, Folkestone

Note: The GMT offset above does not reflect daylight saving time adjustments.

~~*~*~*~*~*~*~*~*

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 28 April 2017 08:51
To: [REDACTED]@shepway.gov.uk
Subject: Accepted: Princes Parade - cost plan

Further to below and our meeting earlier this week, I can confirm that our proposed fee would be as follows:-

- Initial validation of strategic phasing, including thoughts on likely risks and opportunities - [REDACTED]
- Once options agreed (including input from BNP Paribas), adjust cost plan report for phased options - [REDACTED]
- Above includes meetings to discuss outcomes on above

We could carry the initial piece of work out next week, if you can confirm above.

Kindest regards

[REDACTED] | BSc. MRICS
Director

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

From: [REDACTED]
Sent: 20 June 2017 15:59
To: [REDACTED]@shepway.gov.uk
Subject: Princes Parade development

[REDACTED]

Further to our earlier telecon regarding above project, we will await your call back later this week if you need us to carry out a strategic/phasing consideration and start putting the cost plan into suitable phased work packages. It will also start to flesh out the likely cash flow forecast and we could start putting together a project programme to give the bigger picture.

It would be worth popping over to run through, and so let me know when you are available (subject to Thursday).

Thanks,

Wignall, Peter

From: [redacted] <[redacted]@shepway.gov.uk>
Sent: 04 July 2017 09:46
To: [redacted]
Cc: [redacted] ([redacted]@tiballds.co.uk); [redacted]@callnetuk.com
Subject: RE: Princes Parade development
Attachments: image001.png; image002.png; image003.png; image004.png; image006.png

[redacted]

Thank you for your proposal. In terms of the current task of preparing the planning application we only need task 1 to be carried out at this moment in time in order to be able to give an indication of the likely phasing within the application. Grateful if you could undertake that piece of work. I will raise a purchase order.

Cabinet are considering a report on the future work programme, including the production of a detailed business plan, on 19th July. I suggest we revisit bullet point 2 after that date.

Regards

[redacted]

[redacted]
Strategic Development Projects Manager
t: [redacted]
m: [redacted]
f: [redacted]
Shepway District Council, Civic Centre,
Castle Hill Avenue, Folkestone, Kent, CT20 2QY.
E: [redacted]@shepway.gov.uk
www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [redacted] [mailto:[redacted]@betteridge-milsom.co.uk]
Sent: 29 June 2017 09:21
To: [redacted]
Cc: [redacted]
Subject: RE: Princes Parade development

[redacted]

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 22 June 2017 21:19
To: [REDACTED]
Cc: [REDACTED]@shepway.gov.uk; [REDACTED]@shepway.gov.uk;
[REDACTED]@tibbalds.co.uk; [REDACTED]@tibbalds.co.uk
Subject: RE: Princes Parade development
Attachments: image630000.png; image878001.png; image506002.png; image934003.png;
image783004.png

[REDACTED]

Thank you for the information below. I am out in meetings all day tomorrow, but will review and call you on Monday.

Thanks,

[REDACTED] | BSc. MRICS
Director

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

From: [REDACTED] [mailto:[REDACTED]@tibbalds.co.uk]
Sent: 22 June 2017 17:47
To: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Cc: [REDACTED]@shepway.gov.uk; [REDACTED]@shepway.gov.uk; [REDACTED]@tibbalds.co.uk;
[REDACTED]@tibbalds.co.uk
Subject: Re: Princes Parade development

Hi [REDACTED]

Please find attached our first go at a phasing strategy. Happy to go through the rationale behind it. I'm available on my mobile tomorrow.

Kind regards

[REDACTED]

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 22 June 2017 16:37
To: [REDACTED]@shepway.gov.uk
Subject: Accepted: Princes Parade phasing

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 22 June 2017 15:03
To: [REDACTED]
Subject: Princes Parade phasing

When: 27 June 2017 10:00-11:00 (UTC+00:00) Dublin, Edinburgh, Lisbon, London.
Where: Civic Centre

Note: The GMT offset above does not reflect daylight saving time adjustments.

~~*~*~*~*~*~*~*~*

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

> On 22 Jun 2017, at 14:26, "[REDACTED]@shepway.gov.uk" <[REDACTED]@shepway.gov.uk> wrote:

>

> When: 26 June 2017 10:00-11:00 (UTC+00:00) Dublin, Edinburgh, Lisbon, London.

> Where: Civic Centre

>

> Note: The GMT offset above does not reflect daylight saving time adjustments.

>

> *~*~*~*~*~*~*~*~*~*

>

>

>

>

>

>

>

> [[http://www.shepway.gov.uk/media/3196/CSEUK/image/CSEUK_Primary_\(r\)_Mono_\(300\).jpg](http://www.shepway.gov.uk/media/3196/CSEUK/image/CSEUK_Primary_(r)_Mono_(300).jpg)]

>

> The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution or copying of this transmission, or misuse or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council.

> All email to and from the council may be monitored in accordance with the council's policies.

> <meeting.ics>

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 22 June 2017 15:03
To: [REDACTED]
Subject: RE: Princes Parade phasing
Attachments: image001.png; image002.png; image003.png; image004.png; image005.png

Yes no problem. I should have read your e-mail properly!

[REDACTED]

Strategic Development Projects Manager

t: [REDACTED]

m: [REDACTED]

f: [REDACTED]

Shepway District Council, Civic Centre,

Castle Hill Avenue, Folkestone, Kent, CT20 2QY.

E: [REDACTED]@shepway.gov.uk

www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [REDACTED] [mailto:[REDACTED]@betteridge-milsom.co.uk]
Sent: 22 June 2017 15:00
To: [REDACTED]
Subject: Re: Princes Parade phasing

[REDACTED] as per my previous email, can the meeting be Tuesday 10am, not Monday 10am??

[REDACTED] | BSc. MRICS
Director

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 22 June 2017 15:03
To: [REDACTED]
Subject: Princes Parade phasing

When: 27 June 2017 10:00-11:00 (UTC+00:00) Dublin, Edinburgh, Lisbon, London.
Where: Civic Centre

Note: The GMT offset above does not reflect daylight saving time adjustments.

~~*~*~*~*~*~*~*~*

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 22 June 2017 14:26
To: [REDACTED]
Subject: Princes Parade phasing

When: 26 June 2017 10:00-11:00 (UTC+00:00) Dublin, Edinburgh, Lisbon, London.
Where: Civic Centre

Note: The GMT offset above does not reflect daylight saving time adjustments.

~~*~*~*~*~*~*~*~*

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU

Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only



The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution or copying of this transmission, or misuse or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council. All email to and from the council may be monitored in accordance with the council's policies.

Thanks

[REDACTED]

[REDACTED]

Strategic Development Projects Manager

t: [REDACTED]

m: [REDACTED]

f: [REDACTED]

Shepway District Council, Civic Centre,

Castle Hill Avenue, Folkestone, Kent, CT20 2QY.

E: [REDACTED][shepway.gov.uk](mailto:[REDACTED]@shepway.gov.uk)

www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [REDACTED] [[mailto:\[REDACTED\]@betteridge-milsom.co.uk](mailto:[REDACTED]@betteridge-milsom.co.uk)]

Sent: 20 June 2017 15:59

To: [REDACTED]

Subject: Princes Parade development

[REDACTED]

Further to our earlier telecon regarding above project, we will await your call back later this week if you need us to carry out a strategic/phasing consideration and start putting the cost plan into suitable phased work packages. It will also start to flesh out the likely cash flow forecast and we could start putting together a project programme to give the bigger picture.

It would be worth popping over to run through, and so let me know when you are available (subject to Thursday).

Thanks,

[REDACTED] | BSc. MRICS
Director

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 22 June 2017 14:11
To: [REDACTED]@shepway.gov.uk
Cc: [REDACTED]@tibbalds.co.uk; [REDACTED]@shepway.gov.uk; [REDACTED]@tibbalds.co.uk
Subject: Re: Princes Parade development
Attachments: image001.png; image002.png; image003.png; image004.png; image006.png; image975000.png; image691001.png; image515002.png; image878003.png; image959004.png

[REDACTED]

Thank you for confirmation. If Tibbalds can send over initial info as a starting point.

I can meet you on Tuesday as SDC at 10am if that works for you. Send me outlook invite if so.

All the best,

[REDACTED] | BSc. MRICS
Director

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

On 22 Jun 2017, at 13:03, "[REDACTED]@shepway.gov.uk" <[REDACTED]@shepway.gov.uk> wrote:

[REDACTED]

We had the telecall this morning and would like to go ahead with the work we discussed. Tibbalds have prepared some initial phasing concepts that they are going to send over. Have you got a free slot on Monday (or failing that Tuesday)? I can also bring you up to speed on the more general business plan work that we recently discussed with members.

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 19 May 2017 10:55
To: [REDACTED]@shepway.gov.uk
Subject: Automatic reply: Princes Parade Development - CDM

I am on leave until Monday 22 May 2017 and will not be able to respond to your email so if your enquiry is urgent please call the office on [REDACTED] where they will be able to assist you.

- Socio-economics
- Transport
- Lighting (as an appendix)

Regards

[REDACTED]

[REDACTED]

Strategic Development Projects Manager

t: [REDACTED]

m: [REDACTED]

f: [REDACTED]

Shepway District Council, Civic Centre,

Castle Hill Avenue, Folkestone, Kent, CT20 2QY.

E: [REDACTED][shepway.gov.uk](mailto:[REDACTED]@shepway.gov.uk)

www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."



The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution or copying of this transmission, or misuse or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council. All email to and from the council may be monitored in accordance with the council's policies.

Wignall, Peter

From: [REDACTED] <[REDACTED]walkersime.co.uk>
Sent: 19 May 2017 10:59
To: [REDACTED]shepway.gov.uk
Cc: [REDACTED]shepway.gov.uk; [REDACTED]@gt3architects.com;
[REDACTED]@gt3architects.com; [REDACTED]@gt3architects.com;
[REDACTED]tibbalds.co.uk; [REDACTED]tibbalds.co.uk;
[REDACTED]betteridge-milsom.co.uk; [REDACTED]@walkersime.co.uk
Subject: RE: Princes Parade Development - CDM
Attachments: image003.jpg; image004.jpg

Thanks [REDACTED]

It was our [REDACTED] [REDACTED] that met you yesterday and I also understand it was a positive meeting. Thanks again for the info and Shaun will move our services forward on this scheme.

Kind Regards,

[REDACTED]
Head of CDM Services
On Behalf of Walker Sime Ltd
M: [REDACTED] | W: www.walkersime.co.uk | [Tweet us @walkersime](#)



From: [REDACTED]shepway.gov.uk [mailto:[REDACTED]shepway.gov.uk]
Sent: 19 May 2017 10:54
To: [REDACTED]safersphere.co.uk
Cc: [REDACTED]shepway.gov.uk; [REDACTED]@gt3architects.com; [REDACTED]@gt3architects.com;
[REDACTED]@gt3architects.com; [REDACTED]tibbalds.co.uk; [REDACTED]tibbalds.co.uk;
[REDACTED]betteridge-milsom.co.uk
Subject: Princes Parade Development - CDM

[REDACTED]

It was good to meet on site yesterday to discuss the CDM aspects of the Princes Parade Affordable Recreation Centre. Please find attached some initial information including a Utilities Assessment and a Geo-environmental Assessment (I will send the GEA in a separate e-mail due to file sizes).

As discussed we are currently in the process of finalising the planning application that will include an Environmental Statement and a Planning Design and Access Statement. The ES will include a series of technical appendices covering the topics listed below. I will ensure that this information is made available to you once the application is finalised.

- Cultural Heritage
- Ecology
- Flood risk and Drainage
- Geo-Environment
- Landscape and Views

SOUTHERN WATER



The positions of pipes shown on this plan are believed to be correct, but Southern Water Services Ltd accepts no responsibility in the event of inaccuracy. The actual positions should be determined on site.

Based upon Ordnance Survey Digital Data with the permission of the controller of HMS O. Crown Copyright Reserved License No. W11 298330

O.S. REF: TR1734NE

Scale: 1:2500

Sewer Plot

WARNING: BAC pipes are constructed of Bonded Asbestos Cement

WARNING: Unknown (UNK) materials may include Bonded Asbestos Cement



Printed By: sierrob
Southern Water MapGuide Browser
Requested By:
Sewer Record Extract

Date: 7-6-2016

PUBLIC SEWER RECORD

Surface Water:

There is no existing surface water network into which the proposed development can be drained.

Surface water may be discharged to the Royal Military Canal or directly to the sea via an appropriately designed surface water system through single or multiple outfalls subject to the approval of all interested parties.

Before any connections are made, an application form needs to be completed and approved by Southern Water Services.

Please note: - The information provided above does not grant approval for any designs /drawings submitted for the capacity analysis. The results are an indicative hydraulic assessment and should not be used as a basis for design. The results quoted above are only valid for 12 months from the date of issue of this letter.

II. Results and Conclusions:

Foul Water:

There is currently inadequate capacity within the local foul sewerage network to accommodate the foul flow from the proposed development site at MH TR17344501. The proposed development would increase flows to the local network and as a result existing properties and land may be subject to a greater risk of flooding. Additional off-site sewers or improvements to existing sewers will be required to provide sufficient capacity to service the proposed development as indicated in Figure 2 and Table 2.

Figure 2 - Proposed Improvement – Foul system

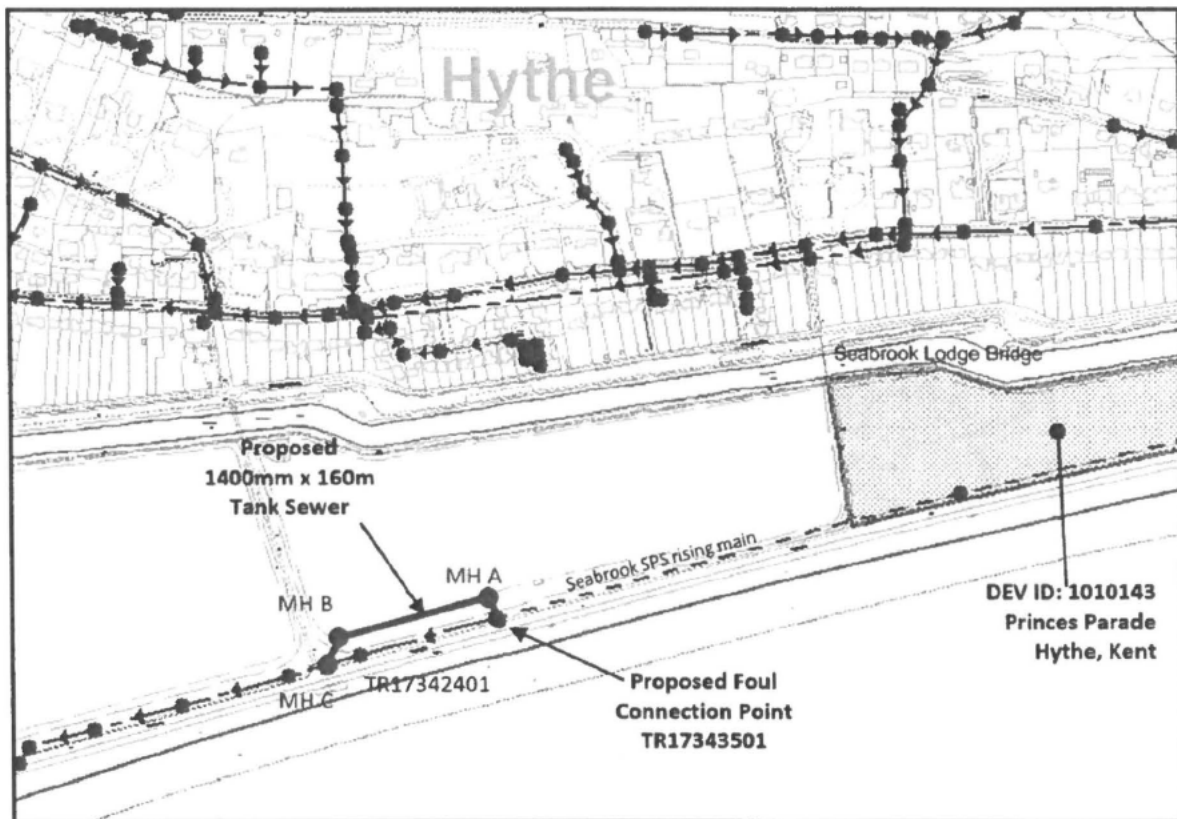


Table 2 Proposed Improvements Schedule

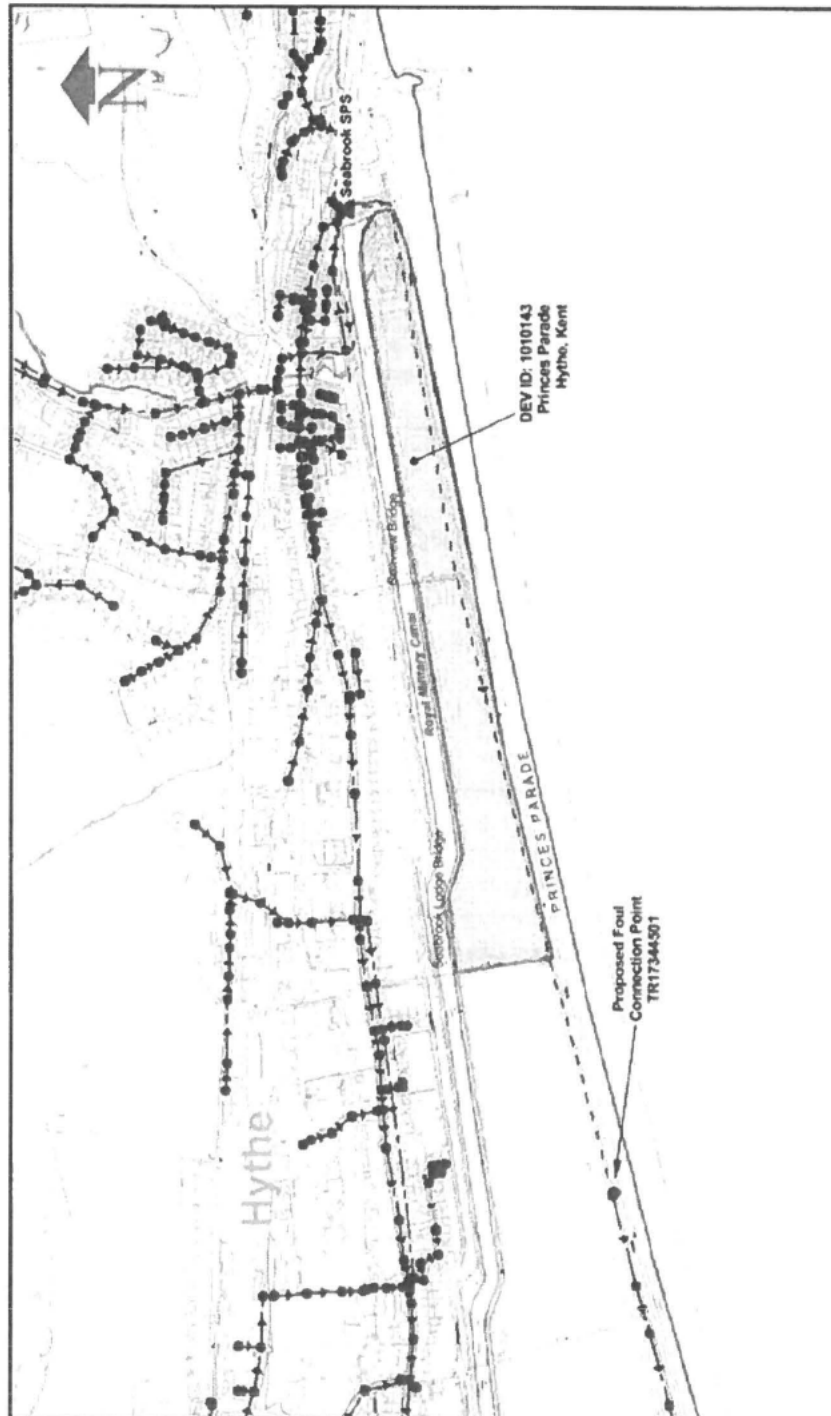
Manhole	Manhole	Sewer Diameter (mm)		Av. Depth (m)	Length (m)
		Existing	Proposed		
MH A	MH B	-	1400	2.3	160

Infrastructure Assessment for Foul Drainage at Princes Parade, Hythe, Kent

I. Development Details:

The proposal is to discharge foul flow from the proposed development site to the local foul sewerage system at manhole (MH) TR17344501 off Princes Parade and surface water to a new outfall(s) to the Royal Military Canal (disused) or directly to the sea.

Figure 1 - Proposed Development





INFRASTRUCTURE ASSESSMENT FOR
FOUL DRAINAGE AT

PRINCES PARADE,

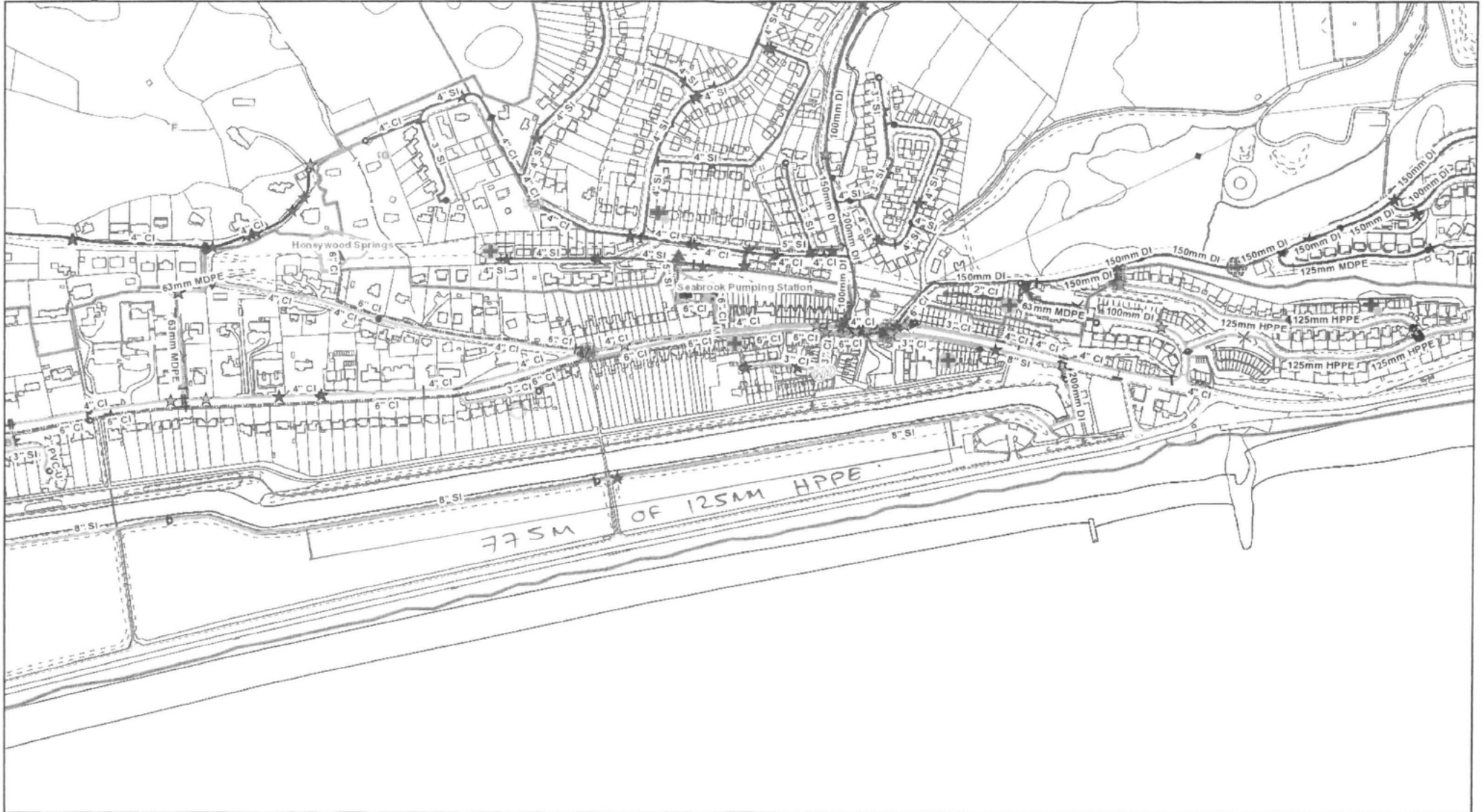
HYTHE

KENT

CT21 5QZ

6th June 2016

REQUESTED:
PETER BRETT ASSOCIATES LLP



© Affinity Water Limited. Based upon the Ordnance Survey map by Affinity Water Limited with the permission of Ordnance Survey on behalf of the Controller of Her Majesty's Stationery Office. © Crown copyright Affinity Water licence number 100053744. Plans are the property of Affinity Water Limited and may not be reproduced or distributed in any form (or any part) without the written permission of Affinity Water Limited.
 Plans are continuously being updated, so out of date plans should be destroyed and not relied upon. The position of apparatus shown on this plan is provided for guidance only and should not be relied upon as being precise. Therefore the Company accepts no responsibility in the event of inaccuracy. Service pipes are not necessarily shown on this plan. Cover is normally 915mm for mains and 750mm for communication pipes but this may vary. The actual position of apparatus must be determined on site by making hand dug trial holes. The Company requires a minimum of two working days notice of the intention to excavate trial holes.
 Except where a prior written permission has been obtained, it is an offence under Section 174 of the Water Industry Act 1991 to operate or interfere with any valves, hydrants or other apparatus vested in Affinity Water.
 Affinity Water, Tamblin Way, Hatfield, Hertfordshire, AL10 9EZ. Tel: 0845 782 3333 Web: www.affinitywater.co.uk

N
 1:4.112
 Map Centre
 618,474,134,902

Legend

● Fire Hydrant	• Air Valve
○ Washout	— Man
— Open Valve	— Communication Pipe
▶ Pressure Reducing Valve	— Supply Pipe
⊖ Closed Valve	□ District Meter Zone

- Larger diameter pipes (>180mm) are required (whether on and / or offsite), as the excavation is greater and the cost of the materials/fittings increases.
- Affinity Water is required to excavate and reinstate onsite works.
- Above ground asset reinforcement is required (e.g. a booster or new reservoir).

We require completion of the appropriate application form(s) and submission of supporting documentation to provide more accurate costs. Please note we cannot proceed if the application form is incomplete and you should estimate items such as loading units and build rates if the actual figures are currently unknown to you.

The start of mains and service connections works on your site is dependent upon our current programme of works, although every effort will be made to accommodate your timetable. It should be noted that construction in the public highway is governed by statutory regulation and under certain circumstances commencement of offsite works may be delayed by up to three months from the receipt of your payment to gain permission from the Local Authority.

If you need any further advice please do not hesitate to contact us.

Yours Sincerely,

[Redacted Signature]

[Redacted Name]

Project Manager, Developer Services

Onsite works: Large diameter service connections

Some types of developments require larger supplies, for example blocks of flats or offices, hospitals, industrial units or a new hotel. The approximate cost of a **single large diameter connection is £3,000**.

Infrastructure charges due on large diameter service connections for commercial premises are calculated using the Relevant Multiplier method, set out in our Charges Scheme. Please note that infrastructure charges are not included in the budget costs in this letter.

Offsite works

Where our assessment indicates that **diversion and / or reinforcement of the existing water mains network** is required to support your development, mains laid in High Density Polyethylene (HDPE) up to 180mm outside diameter are typically **£270 per linear metre** (including all excavation and reinstatement) where the following conditions are met:

- All works in the public highway (not A roads or motorways);
- Other utilities do not prevent access to the existing network (laid in accordance with NJUG).

The decision to undertake offsite works to support development activity is not taken lightly. The costs for the works are directly proportional to the extra demand required, i.e. we do not charge the developer for anything not related to his development. A basic hydraulic study is undertaken to assess the existing capacity of the network and is considered in our budget cost provided on Page 1 of this letter.

Where offsite reinforcement or diversions are required, it is because at least one of the following criteria applies:

- The existing network as currently sized is not capable of supporting any additional properties.
- The proposed development has a detrimental effect on the water supply to our existing customers.
- The development site proposed is on top of an existing asset and needs to be moved.
- New fittings (valves, washouts etc) are required to enable the connection to the new development to be made.

We would ask you to appreciate that the closest water main to your development may not be the most appropriate main to connect into, and at budget stage we cannot guarantee which main will be used. On receipt of a full mains requisition, we will undertake detailed analysis to identify the most cost effective option for your development; taking into account the above points as well as traffic management requirements.

New offsite service connections with an inline meter in Medium Density Polyethylene (MDPE) up to 32mm outside diameter are approximately **£2000 each** where the following conditions are met:

- The supply pipe is laid to the correct depth in the material specified by us to the boundary of the private land;
- The distance between the property boundary and water main is less than 10 metres;

Infrastructure charges are due on new service connections. Please check our website for the current infrastructure charge (search for Affinity Water's Charges Scheme).

Offsite works: Large diameter service connections

Some types of developments require larger supplies, for example blocks of flats or offices, hospitals, industrial units or a new hotel. The approximate cost of a **single large diameter connection is £4,000 (for bulk supplies with internal meters for flats of 12 or more please allow an extra charge for installing the meter of £82.33 for each property)**.

Infrastructure charges due on large diameter service connections for commercial premises are calculated using the Relevant Multiplier method, set out in our Charges Scheme. Please note that infrastructure charges are not included in the budget costs in this letter.

Other useful information

We have provided the cost information in good faith for your budgetary purposes.

Costs will increase when:

- Working in contaminated ground as a barrier pipe is required to protect water quality. Installations in barrier pipe are typically 30 – 50% more expensive than HDPE pipe.

In addition to the above, the following items may be required and **have not been included in the above budget estimate**:

- Infrastructure charges (refer to Affinity Water's current Charges Scheme);
- Traffic management costs (charges vary considerably between Local Authorities);
- Service connections to the existing network, e.g. show home supplies to water mains in the public highway (where Affinity Water is to excavate and reinstate);
- Disconnections of existing water mains and / or service pipes;
- Building water charges and Value Added Tax.

Please note that the cost information provided is an estimate and the actual costs may differ significantly. Detailed design (including full hydraulic analysis to size the water pipes, consultation with statutory bodies, e.g. fire brigades, and local authorities to establish traffic management requirements) and costs are supplied to the developer on correct completion of the appropriate application form(s), available on our website.

Summary

We enclose a record plan which shows the approximate positions of our existing water main distribution network in the vicinity of your development. This plan will help give you an indication of the likely connection points to serve your proposed development.

Our budgetary analysis considers whether your development requires any of the following:

- Onsite works: **new water mains**
- Onsite works: **new service connections**
- Onsite works: **large diameter service connections** (greater than 63mm diameter)
- Offsite works: **diversion** of existing assets
- Offsite works: **reinforcement** (upgrade) of the existing network
- Offsite works: **new service connections**

Onsite works

New onsite water mains laid in High Density Polyethylene (HDPE) up to 180mm outside diameter are typically **£130 per linear metre** where the following conditions are met:

- The trenches for the new water mains are fully excavated by the developer in accordance with the Affinity trench specification (enclosed);
- Other onsite utilities are laid in accordance with NJUG regulations, maintaining the necessary access to the new water mains and safe distances from other utilities.

The approximate scope of works is based on the information you supplied with your budget request. We have indicated our proposal for onsite mains on the record plan enclosed.

For developments with complex proposals, we strongly suggest you complete a full mains requisition to allow us to review in detail and schedule a meeting to discuss your needs.

New onsite service connections with an inline meter in Medium Density Polyethylene (MDPE) up to 32mm outside diameter are approximately **£400 each** where the following conditions are met:

- The supply pipe is laid to the correct depth in the material specified by us;
- The trench for the communication pipe is fully excavated by the developer;
- The distance between the property boundary and water main is less than 10 metres;
- The connection point to the onsite water main is exposed by the developer.

Infrastructure charges are due on new service connections. Please check our website for the current infrastructure charge (search for Affinity Water's Charges Scheme).

Developer Services
Affinity Water
Tamblin Way
Hatfield
Hertfordshire
AL10 9EZ

Tel: 0345 357 2428
E-Mail: ds@affinitywater.co.uk

14th April 2016

Scheme No: NC48643

M. Willson
Peter Brett Associates LLP
Calgarth House
39-41 Bank Street
Ashford
TN23 1DQ

FAO: [REDACTED]

Dear [REDACTED]

Re: Request for a Budget Price for Water Infrastructure at Princes Parade, Hythe CT21 5QZ

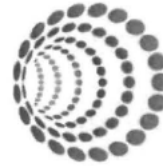
We are pleased to enclose this information in response to your request for a budget estimate to supply your development. As there is no scaled site layout plan with the layout of the properties, this is an indicative budget.

Your Budget

Item	Excavation	Approx. Unit Cost	Approx. Scope	Budget Price	Estimated Contribution
Onsite (development) water mains	Not included	£130/m	775m of 125mm HPPE	£100,750	20%
Onsite (development) service connections	Not included	£400 ea	150	£60,000	100%
Onsite large diameter (>63mm) services	Not included	£3,000 ea		N/A	100%
Off Site (in public Highway) (>63mm) services	Included	£4000	N/A	N/A	100%
Offsite water mains laying (e.g. reinforcement)	Included	£270/m	N/A	N/A	100%
Offsite (in public highway) Service connections	Not included	£2000 ea	N/A.	N/A	100%

Please note the cost information provided in this letter is for budgetary purposes only and is subject to change.

The developer's contribution for onsite water mains is usually much less than the cost of installation. This is in accordance with the legislation set out by the Water Industry Act 1991 for the recovery of water company costs. The contribution varies significantly from scheme to scheme but **typically ranges from 10 – 30%**. It is not possible to give a more accurate figure without a full water mains requisition, so we would advise using a contribution figure of 30%.



SGN
Connections

1 April 2016

Our Ref: 1126065
Your Ref: N/A

SGN Connections
St Lawrence House
Station Approach
Horley
Surrey
RH6 9HJ

[REDACTED]
Calgarth House 39-41
Bank Street
Ashford
Kent
TN23 1DQ

Customer Service 0800 912 1700*

Dear [REDACTED]

New connection at Princess Parade, Seabrook Grove, Hythe, Kent, CT21 5QZ

Thank you for choosing us to give you a budget indication for a new connection at the above site, and please find our detailed quote below.

Work to be carried out

SGN Connections to connect to the existing 8" CI LP main in Seabrook Road and install appropriately sized gas infrastructure to the suitable locations. SGN Connections to carry out all the necessary excavation and reinstatement work up to the site boundary.
No meter/meter housing work is included.

Your budget indication is £192,000 (excluding VAT)

Please note that this figure is a budget indication only, based on the information you've given us, and doesn't represent an offer to carry out the work.

We won't be able to give you a more accurate quote until a full design study has been carried out, and there's a charge for this. We'll be able to tell you how much the study will be once you ask us for a firm quote.

We're assuming no easements or third party permissions are required to carry out the work.

Please note that this budget indication doesn't allow for any diversion of our existing infrastructure if we find it's necessary. You can get further detail on this by calling SGN Diversions/Isolations on 0800 912 1722.

If you have any further questions, please feel free to contact me on the number at the top of this letter.

Yours sincerely

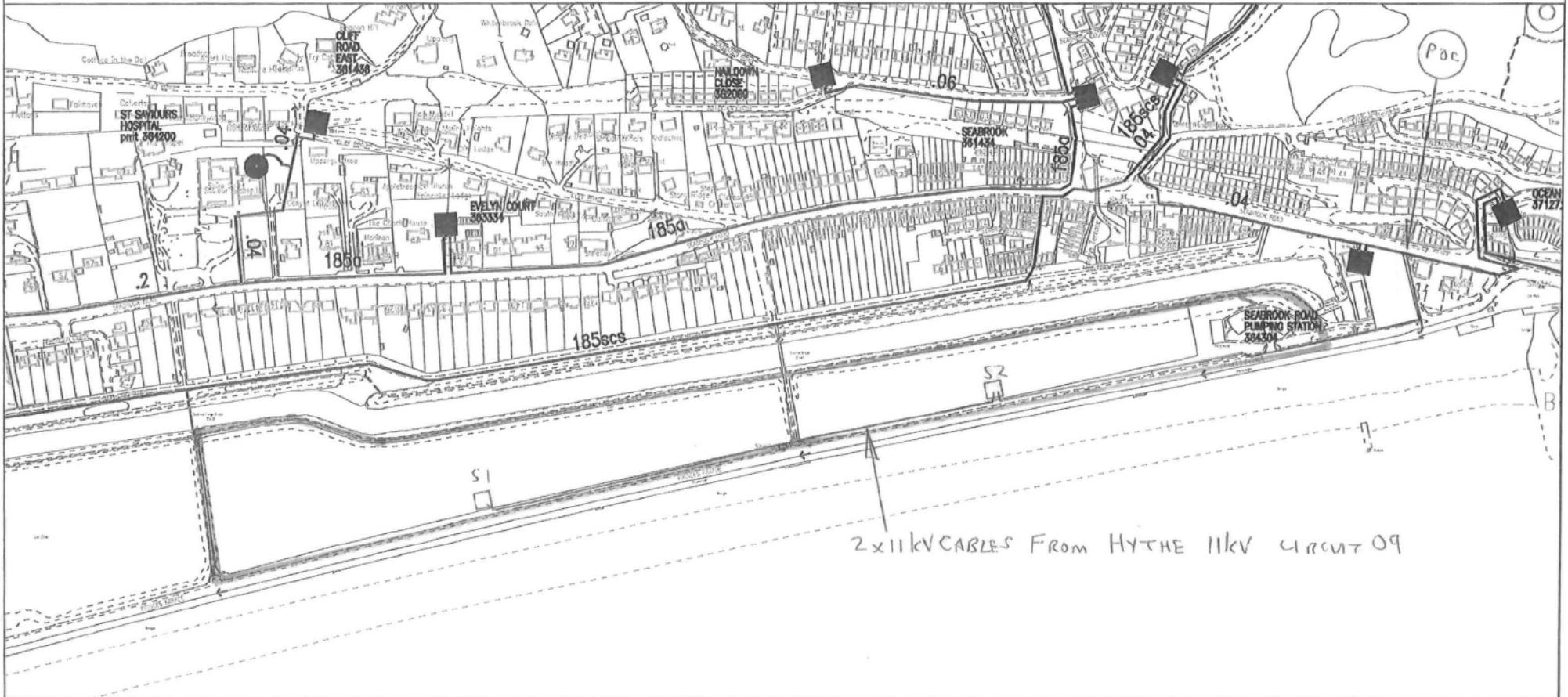
[REDACTED]
Technical Assistant

Smell gas?
Call 0800 111 999

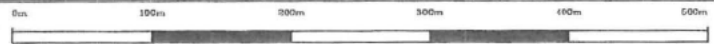
* All calls are recorded and may be monitored

SGN Connections Limited
Registered in England & Wales No. 05618886
Registered Office: St Lawrence House | Station Approach | Horley | Surrey RH6 9HJ

NF129b
v4.0



2 x 11kV CABLES FROM HYTHE 11kV CIRCUIT 09



The quality and accuracy of any print will depend on your printer, your computer and its print settings. Measurements scaled from this plan may not match measurements between the same points on the ground.

LV Cable or Line	
HV Cable or Line	
EHV Cable or Line	
Approx. position	
Duct/line	
Pole & Street Furniture	
Substation & Link Box	

- The position of the apparatus shown on this drawing is believed to be correct but the original landmarks may have been altered since the apparatus was installed.
 - The exact position of the apparatus should be verified - use approved cable avoidance tools prior to excavation using suitable hand tools.
 - It is essential that trial holes are carefully made avoiding the use of mechanical tools or picks until the exact location of all cables have been determined.
 - It must be assumed that each property and item of street furniture has an electricity supply. Service cables shown only where known.
 - All cables must be treated as being live unless proved otherwise by UK Power Networks.
 - The information provided must be given to all people working near UK Power Networks plant & equipment. Do not use plans more than 3 months after the issue date for excavation purposes.
 - Please be aware that electric cables/lines belonging to other owners of licensed electricity distribution systems may be present and it is your responsibility to identify their location.
- VISITING AN OPEN POINT? Please mark on this plan all locations visited and open points as found, then return updated map to your Business Unit - Thank You.

- UK Power Networks does not warrant that the information provided to you is correct. You rely upon it at your own risk.
- UK Power Networks does not exclude or limit its liability if it causes the death of any person or causes personal injury to a person where such death or personal injury is caused by its negligence.
- Subject to paragraph 2 UK Power Networks has no liability to you in contract, in tort (including negligence), for breach of statutory duty or otherwise for any loss, damage, cost, claims, demands, or expenses that you or any third party may suffer or incur as a result of using the information provided whether for physical damage to property or for any economic loss (including without limitation loss of profit, loss of opportunity, loss of savings, loss of goodwill, loss of business, loss of use) or any special or consequential loss or damage whatsoever.
- This plan has been provided to you on the basis of the terms of use set out in the covering letter that accompanies this plan. If you do not accept and/or do not understand the terms of use set out in the covering letter you must not use the plan and you must return it to the sender of the letter.
- You are responsible for the security of the information provided to you. It must not be given, sold or made available upon payment of a fee to a third party.

Contact UK Power Networks on 0800 056 5866 for details of EHV Cable routes before commencing work.

Grid Ref: TR 18326 34843

Scale: 1:5000

(When Plotted at A4)

Plotted on: 18/03/2016

Plotted by: Bob, Alexander



Plan Provision
 CHECK IT OUT BEFORE YOU DIG IT OUT
 CALL 0800 056 5866
 EMERGENCY- If you damage a cable or line
 Phone 0800 096 3766 (24hrs) URGENTLY



ALWAYS LOOK UP BEFORE YOU START WORK
 Refer to HSE Guidance note GS6

Maps produced at 1:2500 scale are LV Geo-Schematics which show LV mains cables and overhead lines (in some cases all voltages). Prior to carrying out excavations you must refer to the 1:500 records to determine the location of all known underground plant and equipment.

Connections

[REDACTED]@ukpowernetworks.co.uk

Two complexes of commercial/flats above, one supply to each, 400 Amps, 285 kVA.

- In cases where the Point of Connection (POC) is to be at High Voltage, that a substation(s) can be located on your premises at or close to the position we have drawn on the attached plan.
- Where electric lines are to be installed in private land UK Power Networks will require an easement in perpetuity for its electric lines and in the case of electrical plant the freehold interest in the substation site, on UK Power Networks terms, without charge and before any work commences.
- You will carry out, at no charge to UK Power Networks, all the civil works within the site boundary, including substation bases, substation buildings where applicable and the excavation/reinstatement of cable trenches , including the supply and laying of cable ducts.
- Unless stated in your application, all loads are assumed to be of a resistive nature. Should you intend to install equipment that may cause disturbances on UK Power Networks' electricity distribution system (e.g. motors; welders; etc.) this may affect the estimate considerably.
- All UK Power Networks' work is to be carried out as a continuous programme of work that can be completed substantially within 12 months from the acceptance of the formal offer.

Please note that if any of the assumptions prove to be incorrect, this may have a significant impact on the price in any subsequent quotation. You should note also that UK Power Networks' formal connection offer may vary considerably from the budget estimate. If you place reliance upon the budget estimate for budgeting or other planning purposes, you do so at your own risk.

If you would like to proceed to a formal offer of connection then you should apply for a quotation, Please refer to our website https://www.ukpowernetworks.co.uk/internet/en/help-and-advice/documents/the_connection_process.pdf for '**The Connection Process**' which details our application process. To help our progress any future enquiry as quickly as possible please quote the UK Power Networks Reference Number from this letter on all correspondence.

If you have any questions about your budget estimation or need more information please do not hesitate to contact me. The best time to call is between 9am to 4pm, Wednesday to Friday.

If I am unavailable or engaged on another call when you ring, you can leave a message with another member of staff. I will call you back as soon as I am free.

Your feedback is important to us, and we would be grateful if you would complete a short questionnaire to tell us about the service that you have received in relation to this Budget Estimate. The customer relations team do contact a small number of customers by telephone as well. You can remain anonymous if you prefer when you provide this feedback. Please follow this [link](#) to complete the survey; it will take you only a few minutes. Thank you in advance for your help.

I will call you in a couple of days to ensure that you have received the Estimate and that it has met all of your requirements, however if you have any questions in the meantime please contact me.

Yours sincerely

[Redacted Signature]

[Redacted Name]

Senior Designer,



Registered
Office:
Newington
House
237 Southwark
Bridge Road London
SE1 6NP

Company:
UK Power
Networks
(Operations)
Limited

Registered in England and Wales
No: 3870728

Peter Brett Associates LLP
Calgarth House
39-41 Bank Street
Ashford
TN23 1DQ

FAO
[REDACTED]

18/3/2016

Our Ref: 8500029873

Dear [REDACTED]

Site Address: Princes Parade, Hythe

Thank you for your recent enquiry regarding the above premises. I am writing to you on behalf of South Eastern Power Networks PLC the licensed distributor of electricity for the above address trading as UK Power Networks.

I am pleased to be able to provide you with a budget estimate for the work. It is important to note that this budget estimate is intended as a guide only. It has been carried out without a site visit. No enquiry has been made as to the availability of consent or the existence of any ground conditions that may affect the ground works. It is not an offer to provide the connection and nor does it reserve any capacity on UK Power Networks electricity distribution system.

1. Budget estimate:

The budget estimation for the cost of this work is : £300,000.00 (exclusive of VAT). Please see the attached plot for details.

If you would like to proceed to a formal offer of connection then you should apply for a quotation. Please refer to our website https://www.ukpowernetworks.co.uk/internet/en/help-and-advice/documents/the_connection_process.pdf for "The Connection Process" which details our application process. To help our progress of any future enquiry as quickly as possible please quote the UK Power Networks Reference Number from this letter in all correspondence.

This budget estimate is based on the following assumptions:

- The most appropriate Point of Connection (POC) is as described above.
- A viable road cable route exists along the route we have assumed between the Point of Connection (POC) and the substation(s) required on your site. 100 metres of 2 x 11 kV cable laid in the road from the POC to site. 830 metres of 11 kV cable laid on site to the two substations. 13 blocks of flats. 58 houses.

Appendix D Correspondence



- KEY
- 100' 0" 50' 0" 0' 0" 50' 0" 100' 0"
 - EXISTING ELECTRICITY LVS
 - EXISTING ELECTRICITY (NG)
 - EXISTING GAS (NG)
 - EXISTING GAS (MP)
 - EXISTING WATER
 - EXISTING FT
 - EXISTING FT OVERHEAD
 - EXISTING W/WH/MECA
 - EXISTING F/LL/SHAW
 - EXISTING COMBINED SEWER
 - EXISTING COMBINED RISING MAIN

A. APPROVED FOR BIDD FOR INFORMATION		MAP 2508 W/ 73	Sheet	Drawn	Checked
Scale	1:1000	Date	12/10/11	Author	12/10/11
<p>THIS DRAWING IS THE PROPERTY OF PETERBRET LIMITED. IT IS TO BE USED ONLY FOR THE PROJECT AND SITE SPECIFICALLY IDENTIFIED HEREON. IT IS NOT TO BE REPRODUCED, COPIED, EITHER WHOLLY OR IN PART, OR TRANSMITTED IN ANY FORM OR BY ANY MEANS, ELECTRONIC OR MECHANICAL, INCLUDING PHOTOCOPYING, RECORDING, OR BY ANY INFORMATION STORAGE AND RETRIEVAL SYSTEM, WITHOUT THE WRITTEN PERMISSION OF PETERBRET LIMITED.</p>					
<p>FOR INFORMATION</p> <p>PRINCES PARADE HYTHE</p> <p>EXISTING SERVICES LAYOUT</p> <p>SHEPWAY DISTRICT COUNCIL</p> <p>374702501001 A</p>					

Appendix C Existing Utilities Layout



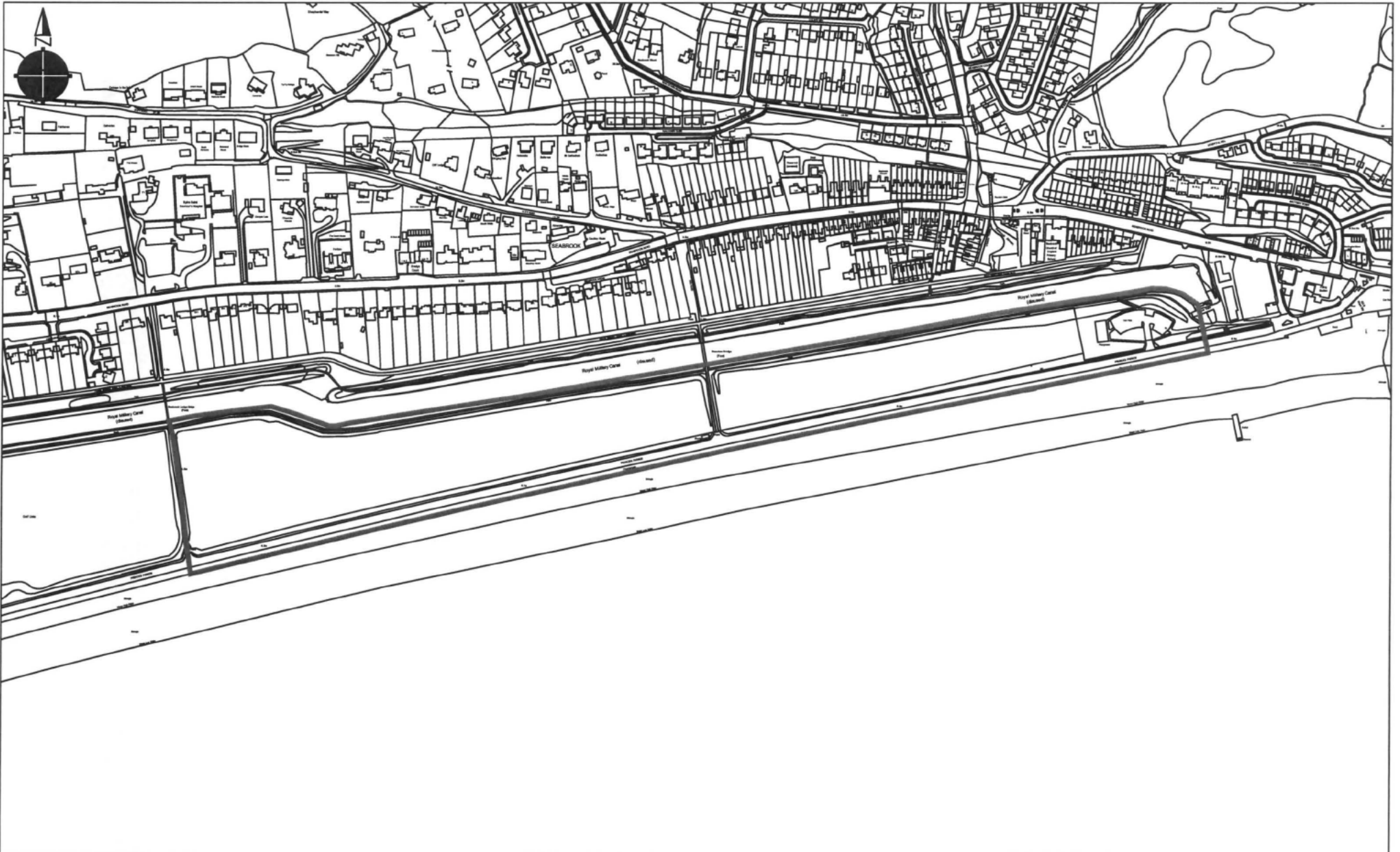
Development shows 148 units:
92 Flats
56 Houses


Lee Evans Partnership

Proposed Development of Prince's Parade
Sketch Layout of Possible Housing Scheme



Appendix B Proposed Development Layout



 <p>Folkestone Hythe & Romney Marsh Shepway District Council www.shepway.gov.uk</p>	<p>Shepway District Council Strategic Development Team, Civic Centre, Castle Hill Avenue, Folkestone, Kent, CT20 2QY Tel: 01303 853000</p>		<p>Scale 1:5000</p>	<p>Drawing Number 2015/LV/001</p>	<p>Rev 00</p>	<p>ORIGINAL DRAWING SIZE A4</p>	<p>Revision 00</p>	<p>Drawn Checked Approved Date</p>	<p>LS AJ AJ 03/09/15</p>	<p>First Issue</p>	
	<p>Project Hythe Pool Feasibility</p>					<p>Drawing Title Site option 1 - Princes Parade</p>					
								<p>Revision</p>	<p>Drawn Checked Approved Date</p>		

Appendix A Site Location

5 Conclusion

This report shows that there is existing electricity, gas, water and telecom infrastructure within the vicinity of the site that could serve the proposed development. At this stage no off-site reinforcement works have been identified, but further detailed assessments would be carried out by the utilities upon submission of a formal application with an agreed site layout and accommodation schedule.

The existing foul sewer system has insufficient capacity to accommodate the proposed foul flow, and off-site reinforcement works will be required.

The combined sewer running within the site may require diverting to accommodate the proposed development layout; this would be determined upon submission of an application and an agreed site layout to Southern Water.

The enquiries to the incumbent utility providers to date have been based on direct connection to each unit and will be subject to formal application following planning consent.

New supplies within the site will generally be routed along proposed road corridors. The requirements for easement agreements for supplies located outside of the proposed highway will need to be agreed with the relevant statutory undertaker as part of the design process.

PBA can design and procure firm prices for new utility infrastructure in which various market discounts may apply. We manage this within the context of the wider infrastructure layout to provide a coherent, coordinated and programme sensitive approach.

4 Programme

The programme timescales below are provided for guidance only.

A defined Masterplan will be required to allow detailed estimates to be prepared.

Table 4: Programme Timescales

Electricity	Produce firm price	6 weeks
	Lead in for planning / allocation of materials and labour	8 weeks
Gas	Produce firm price	4 weeks
	Lead in for planning / allocation of materials and labour	6 weeks
	Lead in for high pressure gas main	18 months
Water	Produce firm price	6 weeks
	Lead in for planning / allocation of materials and labour	8 weeks
Telecom	Produce firm price	4 weeks
	Lead in for planning / allocation of materials and labour	4 weeks
Foul Drainage	Section 98 requisition	8 months
	Section 104 / Section 106	2 months

3.6 Foul Drainage

3.6.1 Existing Infrastructure

Southern Water (SW) sewer network records show a combined rising main running within the site, adjacent to the southern site boundary.

At the far eastern end of the site there is a small surface water sewer shown outfalling to the sea.

3.6.2 Network Modifications

According to Southern Water's records the combined sewer runs underneath the footprint of the development buildings shown on the current proposed layout, and is therefore likely to require diverting.

3.6.3 Network Capacity

A Level 2 Foul Sewer Capacity Check has been carried out by Southern Water, this has identified insufficient capacity within their existing network to accommodate the proposed foul flow from the development.

SW have identified a point of connection to their existing sewer (the Seabrook SPS rising main) to the south-west of the site in Princes Parade. They propose to install a 160m length of 1400mm main and three new manholes to reinforce the existing network; connected to the existing sewer between MH2401 and MH3501, and connecting back into the original sewer at MH4501. We estimate a budget cost of £224,000 for these works.

Capacity Check Results and a plan showing the proposed reinforcement works can be found in Appendix D of this report. It would be normal to further develop and clarify the extent of these works with Southern Water.

3.7 Summary of Budget Estimates

The following utility allowances have been determined via a desktop study based on early and limited information and are offered on the basis that they are broad in nature and for "guidance purposes" only. Should the site progress, PBA would be pleased to procure firm prices and provide a best value utility strategy for the development in which various market discounts may apply from competitive utility infrastructure providers.

Table 3: Summary of Budget Estimates

Electricity (UK Power Networks)	Diversions	£ -
	New infrastructure	£ 300,000
Gas (Southern Gas Networks)	Diversions	£ -
	New infrastructure	£ 192,000
Water (Affinity Water)	Diversions	£ -
	Off-site reinforcement	£ -
* Estimated developer contribution of 20% for on-site mains	New on-site mains	£ 100,750*
	New service connections	£ 60,000
	Infrastructure charges	£ 53,100
Telecoms (BT)	Diversions	£ -
	New infrastructure	£ -
Cable (Virgin Media)	Diversions	£ -
Foul Drainage (Southern Water)	Diversions	TBC
	New infrastructure	TBC

Note: All prices exclude professional/local authority fees

3.3.5 Financial Considerations

Procurement Options

The client (developer) will be required to submit a formal requisition to Affinity Water for potable water supply, under the terms of Section 41 of the Water Industry Act.

Contestable / Non Contestable Work

All modifications and diversion of existing apparatus generally fall under a “non-contestable” banner, which must remain under the direct control of the incumbent provider.

Generally, builder’s work in association is considered to be a contestable element of both new and diversionary work.

Provision of the offsite works is contestable as a self-lay option.

3.4 Telecommunications Infrastructure

A summary of the BT Openreach infrastructure likely to be affected by the proposed development is outlined below.

3.4.1 Existing Infrastructure

BT records show existing underground and overhead lines located to the north of the canal and in the built up areas off of Seabrook Road.

3.4.2 Network Modifications

There is no BT apparatus shown within or around the site boundary, and therefore no diversionary works are anticipated.

3.4.3 Network Capacity

There are no issues with capacity; BT have an obligation to serve new developments with both telecoms and broadband services.

3.4.4 New Infrastructure

It is normal practise for BT to free issue materials for the developer to install, and a rebate of approximately £50/flat and £135/house may apply.

BT Openreach do not provide design proposals prior to planning; they require a design fee to produce a detailed design and estimate, and this can be applied for following outline planning consent and once the detailed technical drawings are prepared.

3.5 Cable

3.5.1 Existing Infrastructure

Virgin Media has infrastructure located within both footways of Seabrook Road to the north of the site.

3.5.2 Network Modifications

There is no Virgin Media apparatus shown within or around the site boundary, and therefore no diversionary works are anticipated.

3.2.5 Financial Considerations

Contestable / Non Contestable Work

All new gas infrastructure from the pressure reducing station (PRS) (if applicable) or connection point to the metered supply will generally fall under the “contestable” heading allowing self-lay as an optional procurement route.

All modifications and diversions of existing apparatus generally fall under a “non-contestable” banner, which must remain under the direct control of the incumbent provider.

Generally, builder’s work associated with the installation is considered to be a contestable element of both new and diversionary work.

3.3 Potable Water

The incumbent water provider is Affinity Water (AW).

A summary of the infrastructure likely to be affected by the proposed development is outlined below.

3.3.1 Existing Infrastructure

Affinity Water records show an 8” water main running along the northern site boundary, adjacent to the canal.

3.3.2 Network Modifications

There are no water mains shown within site boundary and the main along the northern boundary does not appear to be affected by the proposed layout. Therefore no diversionary works are anticipated at this stage.

3.3.3 Network Capacity

The estimated peak flow for the proposed development is 11.82/s (117.13m³/day).

AW has advised that there is currently sufficient capacity within their existing network to serve the proposed development and that off-site reinforcement works should not be required to accommodate the estimated demand.

3.3.4 New Infrastructure

AW has provided a budget estimate to install a new 125mm HPPE main through the middle of the site, connecting to their existing 8” main along the northern site boundary in order to supply the proposed development.

The estimated cost to supply the proposed development is as follows:

Off-site reinforcement	Nil
On-site mains (775m of 125mm main)	£100,750*
Standard connection charge (£400 per connection)	£ 60,000
Infrastructure charge (£354 per connection)	£ 53,100

* AW estimate a developer contribution of 20% of this figure

A copy of this estimate is included in Appendix D.

embedded system within the incumbent's licensed area and alternative quotations could be procured.

Contestable / Non Contestable Work

All new electricity infrastructure from the point of connection to the existing network to the point of metered supply will generally fall under the "contestable" heading allowing "self lay" as an optional procurement route.

All modifications and diversions of existing apparatus generally fall under a "non-contestable" banner, which must remain under the direct control of the incumbent provider.

Generally, building and civils work in association is considered to be a contestable element in terms of both new and diversionary work.

A detailed review of the electricity scope of work offered by UK Power Networks should be undertaken once a formal connection offer and quotation has been received.

3.2 Gas Infrastructure

The incumbent gas provider is Southern Gas Networks (SGN).

A summary of the infrastructure likely to be affected by the proposed development is outlined below.

3.2.1 Existing Infrastructure

SGN records show low pressure (LP) and medium pressure (MP) mains located to the north of the canal and in the carriageway of Seabrook Road to the north of the site. There are no mains or existing services shown within the site boundary.

3.2.2 Network Modifications

There are no gas mains shown within or along the site boundary and therefore no diversionary works are anticipated.

3.2.3 Network Capacity

It is estimated that a peak hourly demand of approximately 2,094 kWh and an annual demand of approximately 6,565,262 kWh will be required to serve the development.

SGN has not advised of any constraints in their existing network; however, on submission of a formal application they would run further network analysis in order to determine sufficient capacity to serve the new development or whether off-site reinforcement would be required.

3.2.4 New Infrastructure

SGN has provided a budget estimate of £192,000 exc. VAT to supply the proposed development, with a point of connection to their existing 8" cast iron (CI) LP main located in Seabrook Road to the north of the site.

A copy of this estimate is included in Appendix D.

3 Utility Infrastructure

3.1 Electricity

The incumbent electricity provider is UK Power Networks (UKPN).

A summary of the infrastructure likely to be affected by the proposed development is outlined below.

3.1.1 Existing Infrastructure

UKPN records show two existing LV supplies entering the site from the east, connecting to a kiosk and a pumping station within the car park.

The nearest low voltage (LV) and high voltage (HV) networks are located to the north of the site in Seabrook Road.

3.1.2 Network Modifications

The existing supplies to the site are likely to be affected by the proposed development, and may require disconnecting or relocating.

3.1.3 Network Capacity

It is estimated that the electricity demand for the proposed development would be approximately 1MVA based on gas heated units.

Off-site reinforcement is not envisaged at this stage, but this would be determined by a network assessment at formal quotation stage.

3.1.4 New Infrastructure

UKPN has provided a budget estimate of £300,000 exc. VAT to supply the site from their existing 11kV network in Seabrook Road, which includes a new 11kV circuit and two new on-site substations.

A copy of this estimate is included in Appendix D of this report.

3.1.5 Legal Tenure (Wayleaves / Easements)

Where electricity lines are to be installed in private land UKPN will require an easement in perpetuity for its electric lines, and in the case of electrical plant the freehold interest in the substation site, on UK Power Network terms, without charge and before any work commences.

Each GRP substation will require a footprint area of 4m x 4m (5m x 5m for a brick built enclosure), and will require provision for 24-hour access directly from the public highway.

3.1.6 Financial Considerations

Procurement Options

The estimated electricity demand proposed for this development would be of sufficient scale to encourage an "out of area" licensed Distribution Network Operator (DNO) to establish an

2 Contacts Directory

Table 2: Statutory Undertakers Contacts Directory

Title	Address	Contact Details
Electricity	UK Power Networks Bircholt Road Park Wood Maidstone Kent ME15 9XH	Tel: 01622 352160
Gas	Southern Gas Networks St Lawrence House Station Approach Horley Surrey RH6 9HJ	Tel: 01293 818143
Potable Water	Affinity Water Developer Services Tamblin Way Hatfield Hertfordshire AL10 9EZ	Tel: 0345 357 2428
Foul Drainage	Southern Water Developer Services Southern House Sparrowgrove Otterbourne Hampshire, SO21 2SW	Tel: 0330 303 0119
Telecommunications	Openreach: Repayments PP B402 Becket House 4-6 New Dover Road Canterbury Kent CT1 3BB	Email: networkalts.canterbury@openreach.co.uk

1.4 Requested Loads

Capacity checks were requested from the incumbent distribution network operators in March 2016.

Anticipated loads for this high level assessment have been calculated based upon a representative development quantum as described in the Foreword above. It is expected that the exact development quantum may fluctuate, but this is unlikely to have any significant overall impact on the strategic delivery of utility services to this site.

Table 1: Calculated Utility Loads

Utility	Energy Demand
Electricity	1,052 kW (with gas heating)
Gas	2,094 kWh peak (6,565 MWh annual)
Potable Water	11.82 l/s peak flow (117.13m ³ /day)
Foul Drainage	6.94 l/s peak flow for the whole site

1 Introduction

1.1 Foreword

Peter Brett Associates LLP has been commissioned by Shepway District Council to undertake a high level Utilities Assessment for land at Princes Parade in Hythe. The site covers an area of approximately 10.9 hectares and is proposed for a mixed use development comprising approximately 150 residential units, 4 restaurants/bars/cafes, 4 retail units/kiosks and a leisure centre.

The site is located along the seafront in Hythe, bounded to the south by Princes Parade and to the north by the Royal Military Canal. The site is centred at approximate National Grid Reference TR182347 and is mainly undeveloped, with a car park and a playground at the eastern end. Records also show a pumping station located within the car park.

A site boundary plan can be found within Appendix A of this report.

A copy of the proposed development layout current at the date of this assessment is attached in Appendix B.

Existing utility infrastructure within and adjacent to the proposed development is presented on PBA's drawing number 37470/2501/001 within Appendix C. This information has been taken from existing asset records provided to us by Shepway District Council.

1.2 Scope of Works

This assessment aims to achieve the following: -

- Liaise with all utility suppliers providing services within the proposed development zone.
- Establish the nature, extent and location of any existing utility company distribution infrastructure relating to electricity, gas, telecommunication and water supply.
- Confirm with the utility suppliers the capacity of the existing infrastructure and the requirements for such infrastructure to be diverted, extended, adapted or renewed to cater for the proposed development, and the broad cost estimates.
- Advise the client of the need for any specialist surveys (e.g. network modelling requirements).

1.3 Basis of Report

This report has been compiled from correspondence received from the incumbent utility providers (electricity, gas, potable water, telecommunications and foul drainage) with regard to new utility supplies.

A high level desk top study and review of existing utility services information has been completed to identify constraints to the proposed development, and to establish the need for any diversions and protections to the incumbent utility services to accommodate redevelopment.

This page is intentionally blank

Contents

1	Introduction	1
1.1	Foreword	1
1.2	Scope of Works	1
1.3	Basis of Report	1
1.4	Requested Loads	2
2	Contacts Directory	3
3	Utility Infrastructure	4
3.1	Electricity	4
3.2	Gas Infrastructure	5
3.3	Potable Water	6
3.4	Telecommunications Infrastructure	7
3.5	Cable	7
3.6	Foul Drainage	7
3.7	Summary of Budget Estimates	8
4	Programme	9
5	Conclusion	10

Tables

Table 1: Calculated Utility Loads	2
Table 2: Statutory Undertakers Contacts Directory	3
Table 3: Summary of Budget Estimates	8
Table 4: Programme Timescales	9

Appendices

Appendix A	Site Location
Appendix B	Proposed Development Layout
Appendix C	Existing Utilities Layout
Appendix D	Correspondence

Document Control Sheet

Project Name: Princes Parade, Hythe

Project Ref: 37470/2501

Report Title: Utilities Assessment

Date: June 2016

	Name	Position	Signature	Date
Prepared by:	[REDACTED]	Technician	[REDACTED]	30/06/16
Reviewed by:	[REDACTED]	Associate	[REDACTED]	30/06/16
Approved by:	[REDACTED]	Partner	[REDACTED]	30/06/16
For and on behalf of Peter Brett Associates LLP				

Revision	Date	Description	Prepared	Reviewed	Approved
-	07/06/16	Draft Issue	MW	TH	TW
A	30/06/16	Final Issue	MW	TH	TW

Peter Brett Associates LLP disclaims any responsibility to the Client and others in respect of any matters outside the scope of this report. This report has been prepared with reasonable skill, care and diligence within the terms of the Contract with the Client and generally in accordance with the appropriate ACE Agreement and taking account of the manpower, resources, investigations and testing devoted to it by agreement with the Client. This report is confidential to the Client and Peter Brett Associates LLP accepts no responsibility of whatsoever nature to third parties to whom this report or any part thereof is made known. Any such party relies upon the report at their own risk.

© Peter Brett Associates LLP 2016



Princes Parade, Hythe

Utilities Assessment

On behalf of **Shepway District Council**

Project Ref: 37470/2501 | Rev: A | Date: June 2016

Office Address: Calgarth House, 39-41 Bank Street, Ashford TN23 1DQ
T: +44 (0)123 365 1740 E: ashford@peterbrett.com





Appendix F

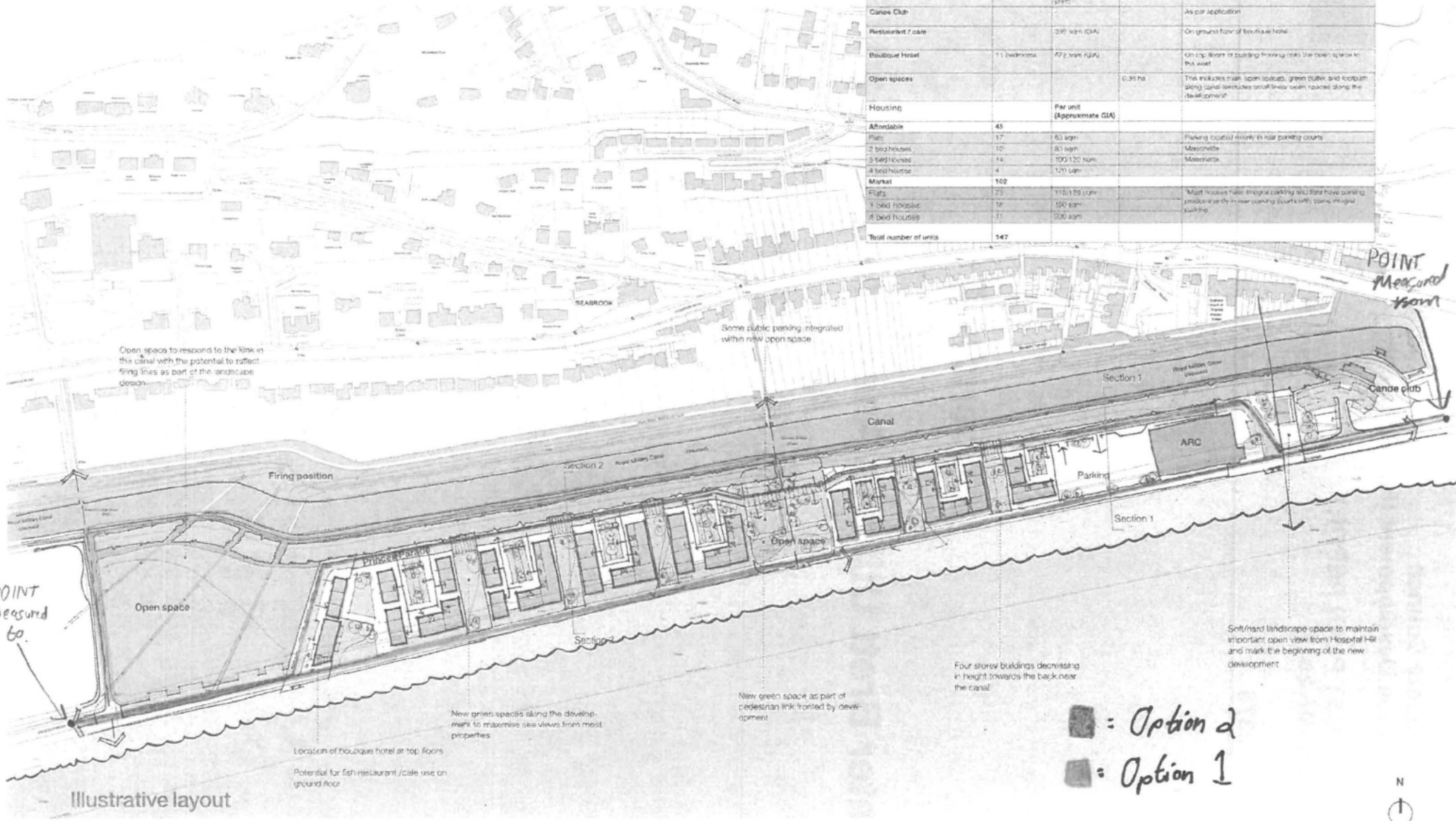
Peter Brett Utilities Assessment Report (Rev A) (dated 30/06/2016)

DRAFT (FOR REVIEW / COMMENTS)

OPTION 2

Schedule of accommodation

Use	Units	Area (Approximate)	Site area (Approximate)	Comments
Leisure				
ARC		2,852 sqm (incl. private)	5,895 sqm	Parking for 150 spaces
Canoe Club				As per application
Restaurant / cafe		336 sqm (GIA)		On ground floor of boutique hotel
Boutique Hotel	11 bedrooms	472 sqm (GIA)		On top floors of building forming into the open space to the west
Open spaces			0.38 ha	This includes main open spaces, green buffer, and footpath along canal (excludes small linear open spaces along the development)
Housing		Per unit (Approximate GIA)		
Affordable	45			
Flats	17	63 sqm		Parking located nearby in rear parking courts
2 bed houses	10	81 sqm		Mossburnie
3 bed houses	14	100-120 sqm		Mossburnie
4 bed houses	4	120 sqm		
Market	102			
Flats	73	110-120 sqm		Must houses have integral parking and flats have parking provided nearby in rear parking courts with some integral parking
1 bed houses	18	50 sqm		
4 bed houses	11	200 sqm		
Total number of units	147			



Princes Parade

Option 2 - New road alignment to the north of the site

Draft

scale 1: 2,000 @ A2
date 12-09-2016





Manholes within line of new run; additional for orientation	4	Nr	
Formation of new Princes Parade road to the North of the site: including traffic calming, kerbing and street lighting	866	m	
Extra over for disposal of excavated material (contaminated sub-soil)	3118	m3	
Reinstatement of road surface; including preparation works; line markings (at ends)	180	m2	
Total Works Cost			
Main Contractor Preliminaries and Overheads/Profit		20%	
Total Contract Estimate (Budget)		£	
		Say £	

6.00 Conclusion

6.01 It can be seen from above that Option 1 (Retention of Road Alignment as Existing) is more cost effective than Option 2 (New Road Alignment). In the main this is due to the additional length of the required new main, but also the fact that a new road is being formed, rather than re-using the existing.

Prepared by:

For Betteridge & Milsom
Date: 23rd September 2016



B&M Ref: 3375

preparation works; line markings	6450 m2		
Total Works Cost			
Main Contractor Preliminaries and Overheads/Profit		20%	
Total Contract Estimate (Budget)		£	
		Say £	

5.01d It should be noted that these costs include the reinstatement of the existing Princes Parade.

5.02 Option 2 – New road alignment to the North of the site

5.02a We have assumed for this option that the new main will follow the line of the new road formed within the development boundary, with connections into the main route at each end. Similarly, to Option 1, we assume that road closures are required whilst works are carried out on the existing Princes Parade.

5.02b We have calculated that there is approximately 1155m of new pipe required, which includes a number of road intersections.

5.02c We have also allowed for forming the new Princes Parade road to allow like for like comparison of the options. The

5.02d The budget cost estimate is as follows:-

Item	Quant	Rate	Cost
New Rising Main pipe; comprising Machine excavation grade bottom, earthwork support, bed and surround, laying and jointing pipes; granular backfill and compact; dispose of excavated material;			
say 1200mm diameter pipe	1155 m		
Extra over for disposal of excavated material (contaminated sub-soil)	3465 m3		
Manholes and connections to existing system	2 Nr		



4.00 Qualifications/Exclusions

- 4.01 The costs detailed below are budget figures based on likely costs. The costs are current, without allowance for inflation. Costs exclude fees, surveys, licences, professional fee costs, legal costs and VAT.
- 4.02 The costs also exclude the removal of the existing combined sewer pipe, as the cost will be identical for either option, and therefore not relevant in terms of option choice.

5.00 Option Costs

5.01 Option 1 – Retention of road alignment as existing

- 5.01a We have assumed for this option that the existing Princes Parade will be closed as part of the overall development, prior to any works taking place to re-align the combined pumped main.
- 5.01b We have calculated that there is approximately 1075m of new pipe required, from the East end of the site (Seapoint Centre end) to the West end. See attached marked up drawing for extent of pipe. We have assumed that new manhole connections are required at junction with existing runs.
- 5.01c The budget cost estimate is as follows:-

Item	Quant	Rate	Cost
New Rising Main pipe; comprising Machine excavation grade bottom, earthwork support, bed and surround, laying and jointing pipes; granular backfill and compact; dispose of excavated material;			
say 1200mm diameter pipe	1075 m		
Extra over for disposal of excavated material (contaminated sub-soil)	3225 m3		
Manholes and connections to existing system	2 Nr		
Base course and binder coarse to trench	1075 m2		
Forming traffic calming along existing Princes Parade road	2 Nr		
Reinstatement of road surface; including			



1.00 Introduction	Actions
1.01 Betteridge & Milsom have been appointed to prepare a review of costs for the Combined Sewer Drain diversion, for Options 1 and 2 of the Princes Parade scheme, in Hythe.	
1.02 Options 1 & 2 refer to draft sketch plans prepared by Tibbalds and detailed on four drawings dated 12 th September 2016.	
1.03 The two scheme options are: 1 – Retention of road alignment as existing 2 – New road alignment to the North of the site	
2.00 Scope of Cost Assessment	
2.01 According to Southern Water’s records, the combined sewer runs underneath the footprint of the development buildings shown on the current proposed layout, and is therefore likely to require diverting.	
2.02 This cost assessment is solely to compare the cost of diversion of the combined drainage sewer, currently running along the side of Princes Parade.	
2.03 This report also does not include any other costs associated with the scheme, for example site wide land remediation, including contaminants, ground water and ground gas remediation; external works; hard/soft landscaping; new drainage provision (see below); or new incoming utility provision.	
2.04 It should be noted that a Level 2 Foul Sewer Capacity Check has been carried out by Southern Water, which has identified insufficient capacity within their existing network, to accommodate the proposed flow from the development. Cost for this network upgrade has been budget estimated by Peter Brett Associates as circa £224,000; this cost is <u>not</u> included in our diversion cost calculations.	
2.05 It should also be noted that there is no existing surface water network (other than the combined sewer), therefore an appropriate designed surface water system will be required for the development, which is not included in these costs.	
3.00 Information Used	
3.01 The following information has been provided to Betteridge & Milsom and used in our assessment of costs:- <ul style="list-style-type: none">• Tibbalds draft scheme plans and sections (Options 1 & 2) dated 12th September 2016• Peter Brett Associates’ Utility Assessment (Rev A) dated June 2016: specifically<ul style="list-style-type: none">○ PBA drawing 37470/2501/001 Rev A: Existing Services Layout○ Southern Water foul drainage report dated 6th June 2016• Idom Merebrook Geo-Environmental Assessment dated July 2015	
3.02 We have attached a mark up of the proposed site scheme, showing the extent of the new combined sewer for both options.	

Appendix E

B&M Princes Parade Diversion Cost Estimate (dated 23/09/2016)

DRAFT (FOR REVIEW AND COMMENTS)



ELEMENTAL BREAKDOWN

Description	Total	£/m2
Enabling Works		
Ground remediation and stabilisation		
Building Works		
<i>Substructure</i>		
Substructure		
<i>Superstructure</i>		
Frame		
Upper Floors		
Roof		
Stairs		
External Walls		
Windows and External Doors		
Internal Walls and Partitions		
Internal Doors		
<i>Internal Finishes</i>		
Wall Finishes		
Floor Finishes		
Ceiling Finishes		
<i>Fittings, Furnishings & Equipment</i>		
Fittings, Furnishings & Equipment		
<i>Services</i>		
Sanitary Installations		
Services Equipment		
Disposal Installations		
Water Installations		
Heat Source		
Space Heating and Air Conditioning		
Ventilation		
Electrical Installations		
Fuel Installations		
Lift and Conveyor Installations		
Fire and Lightning Protection		
Communication, Security and Control Systems		
Specialist Installations		
Builders Work in Connection with Services		
Site Works		
External Works		
Drainage		
External Services		
Total		



COST SUMMARY

Base Date of Cost Plan	27-Feb-2017	
Gross Internal Floor Area	3013 m2	
Construction Works Estimate	11,071,495.00	Total (A) - see details below
Contract Cost Estimate	12,618,772.94	Total (B) - see details below
Project Cost Estimate (Exc. VAT)	12,934,242.26	Total (C) - see details below

Elemental Cost Summary

Ref	Description	Total (£)	Notes	£/m2
1	Construction Works			
1.1	Enabling Works		Ground Remediation	
1.2	Substructure		See Breakdown	
1.3	Superstructure		See Breakdown	
1.4	Internal Finishes		See Breakdown	
1.5	Fittings, Furnishings & Equipment		See Breakdown	
1.6	Services		See Breakdown	
1.7	Site Works		See Breakdown	
	Sub-Total			
2	Main Contractor's Preliminaries Estimate		based on 70 weeks	
	Sub-Total			
3.1	Main Contractor's OHP (total 7%)		based on 7.0%	
3.2	Scape OHP (?)		not applicable	
3.3	Framework Fee (?)		based on 0.5%	
(A) Construction Works Estimate (Total)				
4	Inflation			
4.1	Tender Inflation Estimate		above figures based	
4.2	Construction Inflation Estimate		on commence Q3 2018	
5	Risk Allowances Estimate			
5.1	Design Development Risks Estimate		based on 2.5%	
5.2	Construction Risks Estimate		based on 2.5%	
5.3	Dayworks		not applicable	
	Sub-Total			
6	Main Contractor Fees / Surveys			
6.1	Pre Construction Fees		included in 6.2	
6.2	Professional / Design Fees		based on 7.0%	
6.3	Surveys / Reports		based on 0.5%	
(B) Contract Cost Estimate (Total)				
7	Project/Design Team Fees			
7.1	Client Direct Consultant Fees		based on 2.0%	
7.2	Other Fees / Surveys		based on 0.5%	
	Sub-Total			
8	Other Development / Project Costs			
8.1	Client Direct Costs		excluded - to discuss	
8.2	Loose Fittings and Equipment		excluded - to discuss	
	Sub-Total			
9	Employer Risk Allowance ?? To discuss		based on 0.0%	
(C) Project Cost Estimate (excl VAT)				

Appendix D

B&M Cost Summary for Leisure Centre – 3,013m² GIFA scheme (dated 27/02/2017)

DRAFT (FOR REVIEW / COMMENTS)

REVENUE		File: Appraisal Rd Divert 280916	
Ground Rent	73 units at [REDACTED] /pa		21,900
Inv.Value-A	Net annual income		21,900
	Capitalised at 5.25% Yield		417,143
Advance Income		for Inv.Value-A (1 months net rent)	
Affordable Flats	-E		
Affordable Houses	-E		
Private Flats	73 units at [REDACTED] ea.		
Pri 3 Bed	18 units at [REDACTED] ea.		
Pri 4 Bed	11 units at [REDACTED] ea.		
(Net Income: 21,900)		(Inv.Sales: 417,143) (Dir.Sales: 58,439,320)	REVENUE
		(Revenue Totals labelled -E do not attract Fees)	
COSTS			
Site Value			
Site Stamp Duty	at 5.00%		
Site Legal Fees			
C I L			
		Initial Payments	
Affordable Flats	12,629.00 sq-ft at 165.00 psf		
Affordable Houses	28,841.96 sq-ft at 160.00 psf		
Private Flats	88,147.50 sq-ft at 170.00 psf		
Private Houses	39,399.98 sq-ft at 165.00 psf		
Road Diversion X 700 M			
Contingency	at 5.00%		
Professional Fees	at 7.50%		
		Build Costs	
Invest.sale Agents Fee	at 2.00%		
Invest.sale Legal Fees	at 1.00%		
Direct Sale Marketing	at 3.00%		
		Disposal Fees	
INTEREST		(See CASHFLOW)	
7.00% pa		on Debt charged Quarterly and compounded Quarterly	
Site Costs		Month 1 (Oct 16)	
C I L		Month 1 to 24 (Oct 16 - Sep 18)	
Affordable Flats (bld.)		Month 8 to 31 (May 17 - Apr 19)	
Affordable Houses (bld.)		Month 16 to 21 (Jan 18 - Jun 18)	
Private Flats (bld.)		Month 8 to 43 (May 17 - Apr 20)	
Private Houses (bld.)		Month 6 to 43 (Mar 17 - Apr 20)	
Road Diversion X 700 M		Month 3 to 38 (Dec 16 - Nov 19)	
Investment Sales		Month 43 (Apr 20)	
Advance Income		Month 42 to 43 (Mar 20 - Apr 20)	
Affordable Flats (sale)		Month 9 to 32 (Jun 17 - May 19)	
Affordable Houses (sale)		Month 16 to 22 (Jan 18 - Jul 18)	
Private Flats (sale)		Month 18 to 46 (Mar 18 - Jul 20)	
Pri 3 Bed (sale)		Month 12 to 46 (Sep 17 - Jul 20)	
Pri 4 Bed (sale)		Month 12 to 46 (Sep 17 - Jul 20)	
PROFIT	[REDACTED]	COSTS	[REDACTED]
PROFIT/SALE	16.66%	PROFIT/COST	20.00%
IRR	N/A		

Appendix C

Cost Appraisal for Residential Units (dated 28/09/2016)

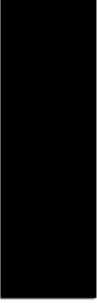
DRAFT (FOR REVIEW / COMMENTS)

Stabilisation for piling mat

Screen
Stabilise
150 mm running layer



12,000 m3
12,000 m3
4,500 m3



Assumes piled solution with ground beams placed on existing level and overall levels to be made up by 450 mm. Placed

Upgraded pipes!

1,944 m

Length of site

Services arisings

Haz
Non-haz
Inert

1,166 m3
1,944 m3
778 m3

Estimates only

Princes Parade Seabrook

Site Area

7.5 ha
75000 m2

Item	Unit Cost (£)	No.	Unit	Total (£)	Comment
Vegetation Clearance On site Off Site					Under ecology budget
Earthworks 100 mm scrape		7,500	m3		100 mm scrape to remove roots and organic matter
Disposal Haz Non-haz Inert		1,500 3,000 3,000	m3 m3 m3		
Clean Cover		13,500	m3		Assumes 40% site area.
Gas Protection		30,000	m2		Assumes 40% site area.
Groundwater Remediaton					Estimate only
Unforseen Contamintion					Estimate only
Prelims					10 % of total
Contingency					10 % of total
Total					

Other items that should be considered:

Groundworks

Appendix B

Idom Merebrook Cost Assessment (dated Feb 2017)

DRAFT (FOR REVIEW / COMMENTS)



(B) Contract Cost Estimate (Total)						£ 59,076,133	Notes
16.00	Project / Design Team Fees						
16.01	Client Direct Consultant Fees						
	Architect	0 %	£	-	£	-	
	Employer's Agent / Quantity Surveyor	0 %	£	-	£	-	
	Structural Engineer / Civils Engineer	0 %	£	-	£	-	
	Landscape Architect	0 %	£	-	£	-	
	Mechanical Services Consultant	0 %	£	-	£	-	
	Electrical Services Consultant	0 %	£	-	£	-	
	Principal Designer	0 %	£	-	£	-	
	Network Rail Liaison	1 item	£	-	£	-	
	NHBC fees (per unit)	0 nr	£	-	£	-	
	All of the above	12 %	£	██████████	£	██████████	
					£	██████████	
16.20	Other Fees / Surveys						
	Planning Application	1 item	£	-	£	-	
	Building Control	1 item	£	-	£	-	
	Ecology	1 item	£	-	£	-	
	Tree Survey	1 item	£	-	£	-	
	Flood Risk Assessment	1 item	£	-	£	-	
	Ground Investigation	1 item	£	-	£	-	
	Traffic Assessment	1 item	£	-	£	-	
	All of the above	2 %	£	██████████	£	██████████	
					£	██████████	
							Project / Design Team Fees Total: £ ██████████
17.00	Client Direct Costs - Excluded						
17.01	Site Purchase Costs						
	Site Value	1 item	£	-	£	-	
	Site Stamp Duty	1 item	£	-	£	-	
	Site Legal Fees	1 item	£	-	£	-	
						£ -	
17.02	Community Infrastructure Levy						
	Community Infrastructure Levy	1 item	£	-	£	-	
						£ -	
17.03	Sales fees						
	Invest.sale Agents Fee	1 item	£	-	£	-	
	Invest.sale Legal Fees	1 item	£	-	£	-	
	Direct Sale Marketing	1 item	£	-	£	-	
						£ -	
							Client Direct Costs Total: £ - EXCLUDED
18.00	Employer Risk Allowance						
18.01	Employer Risk Allowance	1 %	£	██████████	£	██████████	
							Employers Risk Allowance Total: £ ██████████
(C)	Project Cost Estimate (excl VAT)						



			Notes		
		154 nr	£		Allowance for trenching or alike (150 residential buildings, restaurant/hotel, leisure centre, canoe club & information kiosk)
9.03	Gas				
	Gas	1 item	£		As per Peter Brett Report dated June 2016 (refers to SGN estimate dated 01/04/2016)
		154 nr	£		Allowance for trenching or alike (150 residential buildings, restaurant/hotel, leisure centre, canoe club & information kiosk)
9.04	Telecommunications and Other				
	Telecommunications and Other	154 nr	£		Allowance for trenching or alike (150 residential buildings, restaurant/hotel, leisure centre, canoe club & information kiosk)
9.05	Street Lighting				
	Columns	30 nr	£		Quantity estimated
10.00	Soft Landscaping				
10.01	Seeding and Turfing				
	Grassed areas; private rear gardens	4318 m2	£		Assumed turf
	Grassed areas; communal grass areas	3291 m2	£		Assumed turf
	Grassed areas; open spaces	27956 m2	£		Assumed grass
10.02	External Planting				
	Trees; large semi-mature trees	32 Nr	£		
11.00	Fencing, Railings and Walls				
11.01	Fencing and Railings				
	Fencing; to all rear gardens	1711 m	£		Assumed 1.8m high timber fencing with concrete posts
	Fencing; to front courtyards	394 m	£		Assumed picket fencing or alike
	Garden gates; details to be stated	75 Nr	£		Assumed timber gates to match timber fencing
12.00	Off Site Highway Works				
12.01	Junction Works				
	Connection to existing footpath	2 nr	£		
CONSTRUCTION WORKS (EXCLUDING PRELIMINARIES)					
13.00	Construction Preliminaries				
13.01	Preliminaries	13 %	£		
14.00	Construction Overheads and Profit				
14.01	Overheads & Profit	8 %	£		
(A)	Construction Works Estimate (Total)				
15.00	Contingency				
15.01	Design Development Risks Estimate	5 %	£		
15.02	Construction Risks Estimate	5 %	£		

Princes Parade, Hythe
 Cost Estimate
 May 2017



						Notes	
5.01	Unit Construction Canoe Club	1	item	£	-	£ -	
						£ -	
						Canoe Club Total: £ -	EXCLUDED
6.00	Information / food kiosk - Excluded						
6.01	Unit Construction Information / food kiosk	1	item	£	-	£ -	
						£ -	
						Information / Food Kiosk Total: £ -	EXCLUDED
7.00	External Works						
7.01	Diversion of Princes Parade						B&M Review Combined Rising Main Costs dated 23rd September 2016 (construction costs)
	Say 1200mm diameter pipe	1155	item	£			Foul water drainage diversion
	Extra over for disposal of excavated material (contaminated subsoil)	3465	m	£			
	Manholes and connections to existing system	2	m2	£			
	Manholes within line of new run; additional for orientation	4	m2	£			
	Formation of new Princes Parade road to the North of site; including traffic calming, kerbing and street lighting	866	m	£			
	Extra over for disposal of excavated material (contaminated subsoil)	3118	m3	£			
	Reinstatement of road surface; including preparation works, line markings (at ends)	180	m2	£			
7.02	Other External Works						
	Other roads (non-Princes Parade road)	5157	m2	£			
	Kerbs to other roads	1749	m	£			
	Footpaths	2263	m2	£			
	Footpath: between canoe club and beach	409	m2	£			Allowed for special finish
	Footpath; between RMC bridge and promenade	550	m2	£			Allowed for special finish
	Parking bays; street	1869	m2	£			
	Parking bays; public parking off-street	1668	m2	£			
	Parking bays; private	3306	m2	£			
	Other hard surfacings; unknown make up and finish	5570	m2	£			
	Patios	750	m2	£			10m2 allowed per ground floor unit
	Playground areas	464	m2	£			Assumed rubber safety mat or alike special finish. Playground equipment excluded.
	Making good promenade after diversion of Princes Parade road	4780	m2	£			
	Allowance for jetty to canoe club and enhancement to access route between canoe club and beach	1	item	£			
	Allowance for enhanced external 'features'	1	item	£			
	Deduct; external works allowance included in leisure centre cost plan	-1	item	£			
8.00	Drainage						
8.01	Surface Water Drainage Surface water drainage	40189	m2	£			
8.02	Foul Water Drainage Foul Water Drainage	13822	m2	£			
9.00	Services						
9.01	Electric Electric	1	item	£			As per Peter Brett Report dated June 2016 (refers to UKPN estimate dated 18/03/2016)
		154	nr	£			Allowance for trenching or alike (150 residential buildings, restaurant/hotel, leisure centre, canoe club & information kiosk)
9.02	Water Water	1	item	£			As per Peter Brett Report dated June 2016 (refers to Affinity Water estimate dated 14/04/2016)



COST SUMMARY

Base Date of Cost Plan 10/05/2017
Site Area 75000 m2
Construction Works Estimate [REDACTED] Total (A) - see details below
Contract Cost Estimate [REDACTED] Total (B) - see details below
Project Cost Estimate (Exc. VAT) [REDACTED] Total (C) - see details below

Elemental Cost Summary

Ref	Description	Total (£)	Notes	£/m2
1	Construction Works	[REDACTED]		[REDACTED]
1.1	Site Clearance & Groundworks	[REDACTED]	See Breakdown	[REDACTED]
1.2	Residential Units	[REDACTED]	See Breakdown	[REDACTED]
1.3	Lesiure Centre	[REDACTED]	See Breakdown	[REDACTED]
1.4	Boutique Hotel & Resturant Building	[REDACTED]	Excluded	[REDACTED]
1.5	Canoe Club	[REDACTED]	Excluded	Allowance
1.6	Information / Food Kiosk	[REDACTED]	Excluded	Allowance
1.7	External Works	[REDACTED]	See Breakdown	[REDACTED]
1.8	Drainage	[REDACTED]	See Breakdown	[REDACTED]
1.9	Services	[REDACTED]	See Breakdown	[REDACTED]
1.10	Soft Landscaping	[REDACTED]	See Breakdown	[REDACTED]
1.11	Fencing, Railings & Walls	[REDACTED]	See Breakdown	[REDACTED]
1.12	Off Site Highway Works	[REDACTED]	See Breakdown	[REDACTED]
	Sub-Total	[REDACTED]		[REDACTED]
2	Main Contractor's Preliminaries Estimate	[REDACTED]	based on 13.0%	[REDACTED]
	Sub-Total	[REDACTED]		[REDACTED]
3	Main Contractor's Overheads & Profit	[REDACTED]	based on 8.0%	[REDACTED]
(A) Construction Works Estimate (Total)		[REDACTED]		[REDACTED]
4	Inflation			
4.1	Tender Inflation Estimate	-	Excluded. Cost based on base date of cost plan	0
4.2	Construction Inflation Estimate	-	Excluded. Cost based on base date of cost plan	0
5	Risk Allowances Estimate			
5.1	Design Development Risks Estimate	[REDACTED]	based on 5.0%	[REDACTED]
5.2	Construction Risks Estimate	[REDACTED]	based on 5.0%	[REDACTED]
	Sub-Total	[REDACTED]		[REDACTED]
6	Main Contractor Fees / Surveys			
6.1	Pre Construction Fees	[REDACTED]	Excluded	0
6.2	Professional / Design Fees	[REDACTED]	Excluded	0
6.3	Surveys / Reports	[REDACTED]	Excluded	0
(B) Contract Cost Estimate (Total)		[REDACTED]		[REDACTED]
7	Project/Design Team Fees			
7.1	Client Direct Consultant Fees	[REDACTED]	based on 12.0%	[REDACTED]
7.2	Other Fees / Surveys	[REDACTED]	based on 2.0%	[REDACTED]
	Sub-Total	[REDACTED]		[REDACTED]
8	Other Development / Project Costs			
8.1	Client Direct Costs	[REDACTED]	Excluded	0
8.2	Loose Fittings and Equipment	[REDACTED]	Excluded	0
	Sub-Total	[REDACTED]		[REDACTED]
9	Employer Risk Allowance	[REDACTED]	based on 1.0%	[REDACTED]
(C) Project Cost Estimate (excl VAT)		[REDACTED]		[REDACTED]

Appendix A

Cost Plan Estimate

DRAFT (FOR REVIEW / COMMENTS)

STAGE 1 COST PLAN REPORT
Updated 10/05/2017

B&M Ref. 3375

Quantity – review the areas being provided within the scheme.

Quality – review of each element to consider if appropriate value has been used.

Extent – review to ensure that the project scope has not shifted.

Allowances – review of design development and construction risks as these have a bearing on project cost.

13 - Value Engineering Criteria

As an overall process we would recommend considering any value engineering criteria as a set of sub-criteria; namely

Must haves – elements that are key to the brief of the project.

Should haves – elements that are good practice and of inherent value for the project

Could haves – elements that are potentially achievable within the project budget.

Won't haves – elements which need to be avoided; from lessons learned on previous schemes

As we move into the next RIBA Stage, we plan to explore the criteria with the project team and focus on those matters detailed above under alternative proposals.

14 - Conclusions & Recommendations

This report is issued to assist the client in any decision making and allow budgets to be ascertained going forward. Additional budget information is required before a statement can be made about the Cost Plan and its accordance with budget. As the design process continues, strategic decisions will need to be made. We would recommend that continued cost assessments are carried out as the scheme develops into the next RIBA stages.

STAGE 1 COST PLAN REPORT
Updated 10/05/2017

B&M Ref. 3375

10 - Risk Allowances

Risk allowances are allocated against a number criteria and are treated as two separate cost targets, which are used to “top up” other overspending cost targets as the project progresses. As a package of works exceeds its cost target, a transfer is made from the appropriate risk target pot. Similarly, if a cost target is likely to under run, the surplus is transferred into the appropriate risk allowance. The cost targets are:-

- Design Development risks – an allowance for use during the design process to provide for the risks associated with design development, changes in estimating data, third party risks (e.g. planning requirements, legal agreements, covenants, environmental issues and pressure groups), statutory requirements, procurement methodology and delays in tendering.
- Construction risks – an allowance for use during the construction process to provide for the risks associated with site conditions (e.g. access restrictions/limitations, existing buildings, boundaries, and existing occupants and users), ground conditions, existing services and delays by statutory undertakers.

11 - Changes to Previous Cost Targets

As this is the initial Formal Cost Plan, there are no changes to previous cost targets.

12 - Decisions on Alternative Proposals

There are key decisions which will need to be made as we move through **RIBA Stage 2**. The following matters are considered key to the next project stage:-

Item 1

Further details of the Boutique Hotel and Restaurant (excluded from this report)

Item 2

Further details of the Canoe Club building(s) (excluded from this report)

Item 3

Further details of the Information/Food kiosk (excluded from this report)

Item 4

The extent of site clearance and planting north of the Princes Parade road.

There are key decisions which will need to be made as we move through **RIBA Stage 2**. The process could be reviewed in light of:-

**STAGE 1 COST PLAN REPORT
Updated 10/05/2017**

B&M Ref. 3375

Off Site Highway Works

An allowance has been made for connecting to the existing footpath to the existing bridge and altered promenade.

A full detailed cost plan is included within Appendix A.

Construction Preliminaries and Overheads & Profit

We have currently allowed 13% for Preliminaries and 8% for overheads and profit on the elemental costs for main contractor's costs. This cost is dependant much on programme timescale and can be effected by any phasing of logistical restrictions on site. Therefore, a review of logistics is advised.

Inflation

Excluded.

Risk Allowances

See section 10 below for further details. A total of 10% risk contingency has been included for the construction works. A risk review is advised to seek further clarity with these cost targets.

Project/Design Team Fees and Other Fees/Surveys

Project/Design team fees have been based on 12% of the contract cost estimate. An allowance of 2% of the contract cost estimate has been included for other fees/surveys.

Client Direct Costs

Allowances for site purchase costs, community infrastructure levy (CIL) and sales fees are excluded from this report. An Employer Risk Allowance has also been included.

Exclusions

The following matters are excluded from the project cost report:-

- Hotel / Restaurant
- Canoe Club
- Information Kiosk
- Land compensation costs
- Structural engineering or services costs or other abnormals
- Interest on finance
- Temporary buildings
- Any works beyond the boundaries of the areas of works
- Cost inflation
- Increase in NI, taxation or other levies.
- VAT.
- Loose furniture and fittings and white goods.
- Client direct costs, such as site purchase costs, CIL and sales fees

**STAGE 1 COST PLAN REPORT
Updated 10/05/2017**

B&M Ref. 3375

Leisure Centre

The construction cost included has been taken from the previously issued Betteridge and Milsom cost plan (see Appendix D).

Hotel and Restaurant

Excluded from this report.

Canoe Club

Excluded from this report.

Information / Food Kiosk

Excluded from this report.

Diversion of Princes Parade (External Works)

The costs included have been taken from the previously issued Betteridge and Milsom cost plan (see Appendix E).

External Works Generally

Allowances have been made for road constructions excluding Princes Parade road, footpaths, parking bay areas, other hard surfaces (details unknown), patios and playground areas. Allowances have also been made for making good the promenade area after diversion of Princes Parade road, for a jetty to the canoe club and enhancements to the access road between the canoe club and beach and for enhanced external 'features'.

Drainage

Allowances made for surface and foul water drainage.

Services

Allowances have been made based on the Peter Brett Report (dated June 2016). As described in the report a budget estimate has been provided by UKPN for the electric, Affinity Water for water and SGN for the gas and these costs have been detailed accordingly.

Soft Landscaping

Allowances have been made for turfing to all private gardens and communal areas south of the Princes Parade road, and planting of trees shown on Masterplan.

Fencing, Railings & Walls

Allowances have been made for 1.8m high timber fencing to private gardens and access gates. Allowance for small timber fencing to front courtyards.

STAGE 1 COST PLAN REPORT
Updated 10/05/2017

B&M Ref. 3375

7 - Statement of Floor Areas

Based on current issued drawings, the following are the calculated Gross Internal Areas (GIA/GFA):-

Residential Units

Affordable Flats	1,172m2 (12,629 ft2)
Affordable Houses	2,680m2 (28,842 ft2)
Private Flats	8,189m2 (88,148 ft2)
Private Houses	3,660m2 (40,000 ft2)
Total	15,702m2 (169,619 ft2)

Leisure

Leisure Centre	3,013 m2
Total	3,013 m2

The entire site area is **75,000m2** (as stated on Idom Morebrook cost assessment).

8 - Cost Plan

A breakdown of the Costs of this project are included in Appendix A.

9 - Basis of Cost Estimates

A cost estimate plan has been produced, based on the information available (see above). The following sections have been developed to allow cost review:-

Site Clearance

Areas of various vegetation measured and estimated using those indicated on the masterplan DWG and through site maps and pictures.

Preparatory Groundworks

Works and associated costs taken from Idom Morebrook cost assessment (Appendix B).

Residential Units

Costs included are based on the previous Cost Appraisal for the Residential Scheme. These quantities have been verified against the most recent accommodation schedule included on the latest Tibbalds masterplan dated 24/01/2017. An extra over allowance has been made for piled foundations to the residential units to allow for the known ground conditions.

STAGE 1 COST PLAN REPORT
Updated 10/05/2017

B&M Ref. 3375

6 - Information on which the Cost Plan was prepared

The following information was made available by the Design Team at time of Cost Plan preparation:-

Tibbalds (Architect)

Information provided:

- Masterplan and Accommodation Schedule – Illustrative Layout (dated 24/01/2017)

Cost Appraisal for Residential Scheme (dated 28/09/2016)

Information included:

- Costs for housings per square foot.
- Site costs, including site value, site stamp duty and site legal fees.
- Community Infrastructure Levy fee.
- Investment sale Agents Fee, investment sale Legal Fees and Direct Sale Marketing fees.

Idom Merebrook (Environmental Consultants)

Information provided:

- Site preparatory works and groundwork costs (see details in cost plan – Appendix A).
- Drawings;
 - 307/001 (Rev-) – Isopachyte Analysis Between Proposed Landform Contours & Topographic Survey
 - 307/002 (Rev-) – Proposed Landform Contours
 - 307/003 (Rev-) – X-Sections Through Proposed Landform

Previous Cost Assessments (Betteridge and Milsom)

Information provided:

- Leisure Centre cost plan, excluding external works (dated 05/10/2016).
- Diversion of Princes Parade road, including sewer works (dated 23/09/2016).

Utilities Assessment (Peter Brett)

Information provided:

- Utilities Assessment (Rev A) (dated 30/06/2016)

STAGE 1 COST PLAN REPORT
Updated 10/05/2017

B&M Ref. 3375

3 - Project Budget

At the time of generating this cost plan report there was no knowledge of a budget for the project.

4 - Status of Cost Plan

This document is a RIBA Stage 1 cost plan (also known as Formal Cost Plan 1), and is an intrinsic part of the Stage 1 Report. The level of this report is based on RIBA Works Stage 1: Preparation and Brief being the following:-

"Development of initial statement of requirements into the Design Brief by or on behalf of the Employer, confirming key requirements and constraints. Identification of procurement method, procedures, organisational structure and range of consultants and others to be engaged for the project."

This cost plan has been produced by reviewing each Element of the project. It should be noted that elemental cost planning is an iterative process, which is performed in steps of increasing detail as more design information becomes available. Therefore, this cost plan is based on information available at this stage.

5 - Statement of Cost

The following costs have been estimated for this project. Further breakdown of costs are included elsewhere.

Construction Cost Estimate (A)	Project Cost Estimate exc. VAT (B)
██████████	██████████

Definitions:-

A: Construction Cost Estimate – the cost of the building works, including main contractor's preliminary cost, overheads & profit, and design and construction risks. Excludes inflation, project/design team/survey fees, client direct costs and employer risk allowance.

B: Project Cost Estimate – the Contract Cost Estimate, plus project/design/survey fees, client direct costs and employer risk allowance. Excludes inflation and VAT. Please note that we are not VAT specialists and advice should be sought as necessary.

**STAGE 1 COST PLAN REPORT
Updated 10/05/2017**

B&M Ref. 3375

2 - Project Description

The project is located on the coast between Hythe and Seabrook along Princes Parade road. The site is located between the Royal Military Canal to the north and the beach to the south, and is flanked by Hythe Golf Course to the west. As part of the project the Princes Parade road will be diverted. There shall be 45 affordable residential units including 26 flats and 19 houses, and 105 market residential units including 79 flats, 8 maisonettes and 18 houses. The leisure centre provides two indoor swimming pools, changing rooms, café and fitness suites. The hotel / restaurant, canoe club and information kiosk are excluded from this report. Public spaces shall include a playground and public walkways to connect the diverted Princes Parade and the promenade. 130 street on parking spaces and a further 116 off street parking spaces shall be provided for visitors to the coast and leisure facilities provided, as well as, 230 residential parking bays.

The Project Description should be read in connection with the drawings issued to us, of which extracts are included below:-

Masterplan, Illustrative Layout:



Source: Tibbalds Masterplan (Illustrative Layout)

STAGE 1 COST PLAN REPORT
Updated 10/05/2017

B&M Ref. 3375

1 - Executive Summary

The Project is to provide residential housing and leisure facilities, including 45 affordable residential units, 105 market residential units, leisure centre, boutique hotel and restaurant (excluded from this report), canoe club (excluded from this report), information kiosk (excluded from this report) and recreational public open spaces. Details are included within this report under **Project Description**.

We currently have not been advised on a budget for the project.

This Cost Plan report is based on a RIBA Stage 1 stage. The status of this is described within the report under **Status of Cost Plan**.

This report details the expected costs for this project as £ [REDACTED] (exc VAT). Cost details are included within this report under **Statement of Cost**.

Further details including information used to prepare the report, the basis of the estimate and commentary of risk allowances are contained within later sections of this document.

There are a number of decisions required for some potential extra works, and associated costs have been provided where possible. These will need to be explored and considered during the next stage of the project – details are included within the report under **Decisions on Alternative Proposals**.

We have also made some commentary on Value Engineering criteria and have provided **Conclusions & Recommendations**.

**STAGE 1 COST PLAN REPORT
Updated 10/05/2017**

B&M Ref. 3375

Contents

1. Executive Summary
2. Project Description
3. Project Budget
4. Status of Cost Plan
5. Statement of Cost
6. Information on which the Cost Plan was prepared
7. Statement of Floor Areas
8. Cost Plan
9. Basis of Cost Estimates
10. Risk Allowances
11. Changes to Previous Cost Targets
12. Decisions on Alternative Proposals
13. Value Engineering Criteria
14. Conclusions & Recommendations

Appendices

- A** - Cost Plan Estimate
- B** - Idom Merebrook Cost Assessment (dated Feb 2017)
- C** - Cost Appraisal for Residential Units (dated 28/09/2016)
- D** - B&M Cost Summary for Leisure Centre based on 3,013m2 GIFA scheme (dated 27/02/2017)
- E** - B&M Princes Parade Diversion Cost Estimate (dated 23/09/2016)
- F** - Peter Brett Utilities Assessment Report (Rev A) (dated 30/06/2016)

B&M

betteridge - milsom

**Princes Parade Development
Stage 1 Cost Plan
(Full Scheme)**

For

Shepway County Council

DRAFT (FOR REVIEW / COMMENTS)

BETTERIDGE & MILSOM

10th May 2017

T: (01227) 471186

W: www.betteridge-milsom.co.uk

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 11 May 2017 08:56
To: [REDACTED]@shepway.gov.uk
Cc: [REDACTED]
Subject: Princes Parade Development (Full Scheme): Updated Cost Plan Report
Attachments: Princes Parade Development (Full Scheme) - Stage 1 Cost Plan Report (upd....pdf)

Princes Parade Development (Full Scheme): Updated Cost Plan Report

Good Morning [REDACTED]

Please find attached updated Cost Plan Report for the above. The attached captures the matters discussed at last Tuesday's meeting:

1. The costs for Residential Units have been to adjusted accordingly to rectify the previous doubling up on preliminaries and OH&P. Also, these rates have been cross checked against other similar projects.
2. Hotel / Restaurant, Canoe Club and Information Kiosk costs are now excluded.
3. Main Contractor's Preliminaries have been reviewed and 13% is a fair allowance for the size of the project.
4. The fees and surveys percentages have been reviewed and 12% and 2% respectively seem fair allowances for the size of the project.
5. Client Direct Costs (such as site purchase costs, CIL and sales fee) are now excluded.

I trust the above and attached is as discussed, if you have any queries please do not hesitate to contact me.

Kind regards

[REDACTED]

[REDACTED] | BSc (Hons) MRICS
Senior Project Surveyor

T. [REDACTED]
M. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 28 April 2017 09:09
To: [REDACTED]@shepway.gov.uk
Subject: Accepted: Princes Parade - cost plan

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 11 July 2017 14:55
To: [REDACTED] peterradmall@outlook.com
Cc: [REDACTED] shillito@tibbalds.co.uk; [REDACTED]@lloydbore.co.uk; [REDACTED] [REDACTED]
Subject: RE: Princes Parade: Phasing and duration of Construction...
Attachments: image004.png; image005.png; image006.png; image007.png; image009.png; image010.jpg; image011.jpg; image012.jpg

[REDACTED]

Thanks – I am generally around this week if [REDACTED] wants to give me a call.

[REDACTED]

[REDACTED]
Strategic Development Projects Manager
t: [REDACTED]
m: [REDACTED]
f: [REDACTED]
Shepway District Council, Civic Centre,
Castle Hill Avenue, Folkestone, Kent, CT20 2QY.
E: [REDACTED]@shepway.gov.uk
www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [REDACTED] [mailto:[REDACTED]@betteridge-milsom.co.uk]
Sent: 11 July 2017 14:50
To: [REDACTED] peterradmall@outlook.com
Cc: [REDACTED]@tibbalds.co.uk; [REDACTED]@lloydbore.co.uk; [REDACTED] [REDACTED]
Subject: RE: Princes Parade: Phasing and duration of Construction...

[REDACTED]

We should have our report completed in the next day or so. I trust this is as expected.

[REDACTED] may call you to discuss any details further.

Thanks,

[REDACTED] | BSc. MRICS
Director

T. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

From: [REDACTED]@shepway.gov.uk [mailto:[REDACTED]@shepway.gov.uk]

Sent: 06 July 2017 11:46

To: [REDACTED]@outlook.com

Cc: [REDACTED]@tibbon.co.uk; [REDACTED]@lloydbore.co.uk; [REDACTED]@shepway.gov.uk; [REDACTED]

<[REDACTED]@betteridge-milsom.co.uk>

Subject: RE: Princes Parade: Phasing and duration of Construction....

[REDACTED]

Thanks – The review being undertaken by Betteridge and Milsom should allow the phasing to be pinned down.

[REDACTED] – Are you able to prepare an indicative timescale as part of the work that you are undertaking? Give me a call if you need to discuss.

[REDACTED]

[REDACTED]
Strategic Development Projects Manager

t: [REDACTED]

m: [REDACTED]

f: [REDACTED]

Shepway District Council, Civic Centre,
Castle Hill Avenue, Folkestone, Kent, CT20 2QY.

E: [REDACTED]@shepway.gov.uk

www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by

return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [REDACTED] [mailto:[REDACTED]@outlook.com]
Sent: 06 July 2017 11:40
To: [REDACTED]
Cc: [REDACTED]@tibbalds.co.uk; [REDACTED] Whatley
Subject: RE: Princes Parade: Phasing and duration of Construction....

Thanks, [REDACTED] Have just spoken to [REDACTED] The phasing ideally needs to be pinned down, rather than presented as options, on the understanding that it can (and probably will) change (depending on the preferences of the final developer/contractor etc). In addition, we need to put indicative times (in weeks or months) to each phase, and nominate sensible start/completion dates (month/year).

Regards,

[REDACTED]

From: [REDACTED]@shepway.gov.uk [mailto:[REDACTED]@shepway.gov.uk]
Sent: 06 July 2017 11:21
To: [REDACTED]@outlook.com; [REDACTED]@lloydbore.co.uk
Cc: [REDACTED]@tibbalds.co.uk; [REDACTED]@betteridge-milsom.co.uk; [REDACTED]@shepway.gov.uk
Subject: RE: Princes Parade: Phasing and duration of Construction....

[REDACTED]

Please find attached a draft phasing plan prepared by Tibbalds that is currently being reviewed by Betteridge and Milsom. Given the overall objectives of the scheme the first phase will involve the construction of the leisure centre, hence the reason why this element of the application is detailed rather than in outline.

[REDACTED]

[REDACTED]
Strategic Development Projects Manager
t: [REDACTED]
m: [REDACTED]
f: [REDACTED]
Shepway District Council, Civic Centre,
Castle Hill Avenue, Folkestone, Kent, CT20 2QY.
E: [REDACTED]@shepway.gov.uk
www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [REDACTED] [mailto:[REDACTED]@outlook.com]
Sent: 06 July 2017 10:53
To: [REDACTED]
Cc: [REDACTED]tibbalds.co.uk; [REDACTED]
Subject: RE: Princes Parade: Phasing and duration of Construction....

Thanks, [REDACTED] My understanding is that the Leisure Centre would be built first, but we are otherwise still awaiting confirmation of phasing. [REDACTED] please copy in [REDACTED] everyone else) when this is confirmed.

Regards,

[REDACTED]

From: [REDACTED] [mailto:[REDACTED]@lloydbore.co.uk]
Sent: 04 July 2017 12:53
To: [REDACTED] <[REDACTED]@outlook.com>
Cc: [REDACTED] <[REDACTED]tibbalds.co.uk>; [REDACTED] <[REDACTED]shepway.gov.uk>; [REDACTED] <[REDACTED]@lloydbore.co.uk>
Subject: Princes Parade: Phasing and duration of Construction....

Hi [REDACTED]

Apologies if you've answered this one already or if I have missed it in the package of assessment material already provided, but what is the proposed Phasing of the development?

Or is it all to be constructed in a single phase?

Please could you provide us with indicative timescales for each phase, so that the duration of construction effects can be accurately reported.

Many thanks,

[REDACTED]

--

[REDACTED] BA (Hons) CMLI
Associate Director / Landscape Architect



Lloyd Bore Ltd. 21 YEARS 1996 – 2017.
33 St. George's Place, Canterbury, Kent CT1 1UT | T: 01227 464 340
59 Lambeth Walk, London, SE11 6DX | T: 02075 822 363
www.lloydbore.co.uk | E: [REDACTED]@lloydbore.co.uk | M: [REDACTED]

We are fully committed to improving the quality of the work and services we provide. We welcome your feedback, and would be grateful if you could complete our [Customer Feedback Questionnaire](#).

Follow Us on Twitter!





The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution or copying of this transmission, or misuse or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council. All email to and from the council may be monitored in accordance with the council's policies.



The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution or copying of this transmission, or misuse or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council. All email to and from the council may be monitored in accordance with the council's policies.

INITIAL VALIDATION OF STRATEGIC PHASING
Drafted: 12/07/2017

B&M Ref. 3375

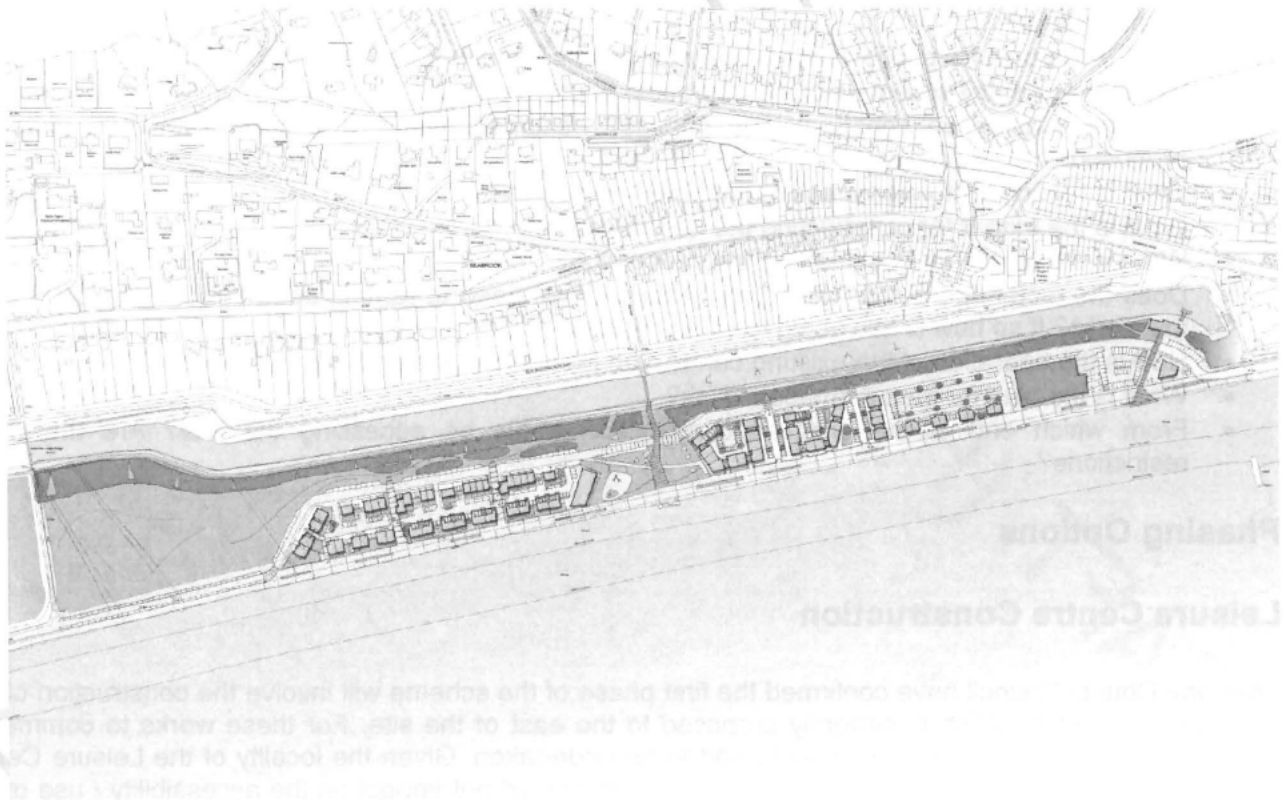
Introduction

Betteridge & Milson have been appointed to prepare a report to initially validate the strategic phasing of the Princes Parade Development.

The Project is to provide residential housing and leisure facilities, boutique hotel and restaurant and canoe club, information kiosk and recreational public open spaces.

The project is located on the coast between Hythe and Seabrook along Princes Parade road. The site is located between the Royal Military Canal to the north and the beach to the south, and is flanked by Hythe Golf Course to the west. As part of the project the Princes Parade road will be diverted. There shall be 150 mixed tenure residential units. The leisure centre provides two indoor swimming pools, changing rooms, café, and fitness suites. The hotel / restaurant, canoe club and information kiosk. Public spaces shall include a playground and public walkways to connect the diverted Princes Parade and the promenade. 130 street on parking spaces and a further 116 off street parking spaces shall be provided for visitors to the coast and leisure facilities provided, as well as, 230 residential parking bays.

This report has been based on the following illustrative masterplan layout:



Source: Tibbalds Masterplan (Illustrative Layout)

INITIAL VALIDATION OF STRAEGIC PHASING
Drafted: 12/07/2017

B&M Ref. 3375

Considerations

Reviewing the strategic phasing of the site has highlighted many considerations some of which are listed below:

- Do all areas of the site currently accessible to the public need to be available / operational throughout the works?
- What is the trigger for constructing the first element of works?
- What environmental requirements need to be met initially?
- Does the Royal Military Canal have to be accessible throughout the works? Are there any policies governing its use? How is the Canoe club affected by this?
- What is the extent of the remedial works required at the beginning of the project? Could this be phased?
- Diversion of Princes Parade road, what impact will road closures have on the area? Can the road construction be phased? How does this impact on the combined sewer diversion? Can the combined sewer diversion works be phased? Can temporary connections be made whilst works are ongoing?
- Does the entire site remediation have to happen at once? Can these works be phased? What is the implication if this happens?
- What is the impact of the works on the neighbouring golf course? Does the golf course have any requirements?
- What is the plan for public usage of the promenade / beach /coast during the works?
- Will the residential scheme include affordable housing units?
- Will the housing be constructed in phases? Assumed this will be case given 150 units are proposed.
- What is the trigger for constructing the hotel / restaurant?
- What is the trigger for constructing the leisure centre?
- What is the trigger for constructing the canoe club?
- Does the footbridge across the Royal Military Canal need to remain open through the duration of the works? If so how is this going to work logistically?
- How is the operation of the existing canoe club likely to be affected during the works?
- What is the plan for the information kiosk?
- From which end of the site will construction traffic be accessing the site? Are there any restrictions?

Phasing Options

Leisure Centre Construction

Shepway County Council have confirmed the first phase of the scheme will involve the construction of the new Leisure Centre, which is currently proposed to the east of the site. For these works to commence remediation of this part of the site would need to be undertaken. Given the locality of the Leisure Centre this phase could be undertaken in isolation. The works should not impact on the accessibility / use of the existing Princes Parade Road, which runs south of the site parallel with the coast. The remediation works to the Royal Military Canal could be undertaken during this phase? however it is not critical to the construction of the Leisure Centre.

INITIAL VALIDATION OF STRATEGIC PHASING
Drafted: 12/07/2017

B&M Ref. 3375

Combined Sewer Diversion / Construction of Princes Parade Road and Leisure Centre Construction

Princes Parade Road is to be relocated from its existing location to the north of the site to allow a pedestrian promenade to be formed in its place. A previous cost review by Betteridge and Milsom (dated 23/09/2017) for the combined sewer drain diversion suggested that the most cost effective option (option 2) is to install a new combined sewer drain to the north of the site within the new Princes Parade Road. It is assumed the diversion will be undertaken in conjunction with construction of the new road. The construction of the Leisure Centre will be affected by these works. However, the extent of the works to be undertaken as part of the Leisure Centre phase is yet to be established. There are several phasing options to deliver the sewer diversion / new road works;

1. The sewer diversion is installed and the entire new Princes Parade Road is constructed?
2. Enabling works, the sewer diversion is installed and a temporary road surface is installed to access the remaining site? The road could then be constructed by others dependant on how the other buildings are procured?
3. Given its locality the new Leisure Centre could connect into the existing sewer and include an element of sewer enabling works within its construction to provide future proof connections?

Residential Construction

The residential works comprise 150 mixed tenure units. It is assumed the main parking area and central open space would be included within these works. The number of units and topography of the site lends itself to these being constructed in three to four phases, working from east to west of the site from the Leisure Centre. The current residential proposal incorporates an open space (centrally located). This space could be utilised when dividing the works into phases. As with the Leisure Centre, the remediation works could also be phased in line with each phase of the residential works. The remediation works to the Royal Military Canal could also be procured this way?

There is currently access via a bridge over the Royal Military Canal to the beach / coast. It is assumed this will need to remain open to the public during the works and therefore due allowance will need to be made when deciding on how the phasing is split. The remediation works to the land adjacent to the Royal Military Canal and the construction of Princes Parade Road will also need to consider this access requirement.

Combined Sewer Diversion / Construction of Princes Parade Road and Residential Construction

As with the Leisure Centre there are a several phasing options for the combined sewer diversion / Princes Parade Road construction (in relation to the residential construction). These options are dependent on the extent of works to be constructed as part of the Leisure Centre phase. The options include:

1. The sewer diversion is installed and a temporary road surface is initially created for construction traffic to access the remaining site. A permanent road surface is then constructed in line with the agreed residential phases. Assuming public vehicular access is required throughout construction works from one side of the site to the other (east to west or vice versa), then the existing Princes Parade Road will have to remain open? This would cause implications for the construction of the pedestrian promenade and opening of the main parking area.
2. The sewer diversion is installed and the entire new Princes Parade Road is constructed and opened for public use? This would enable the pedestrian promenade to be constructed

**INITIAL VALIDATION OF STRATEGIC PHASING
Drafted: 12/07/2017**

B&M Ref. 3375

concurrently with the residential phases. However, the new road would have to also be used by construction traffic.

3. The sewer diversion is installed and half of the new road is permanently constructed (from Leisure Centre to middle of site (east to west)) and connected to the existing Princes Parade Road. This would be beneficial if not all the residential units are built. It further allows the pedestrian promenade to be constructed concurrently with the residential phases and opening of / access to the main parking area. However, if all units are constructed this would likely incur abortive works.

Promenade Construction

The construction of the pedestrian promenade is dependent on the outcome of the phasing for the residential works and combined sewer diversion / construction of Princes Parade Road. Will its construction form part of the residential works or be a standalone project? Is there a relationship between house sales and when it is constructed? What extent of the existing area needs to be open / accessible to the public during the various construction phases?

Open Space (west end of site) and Linear Park Construction

As with the promenade, the construction of the open space and linear park will be linked to the outcome of the residential phasing and combined sewer diversion / construction of Princes Parade Road. Remediation works are required to this area. Will its construction form part of the residential works or be a standalone project? This will influence not only its construction but also its remediation. As with the promenade, is there a relationship between house sales and when these areas are constructed? What affect will the open space construction works have on the neighbouring golf course?

Hotel / Restaurant Construction

It is assumed the hotel / restaurant will be initially procured / constructed on a shell and core basis. As this is currently centrally located to the site, it is assumed this would be constructed at a similar time to the adjacent residential units. This could potentially be phase two or three of the residential construction? If it is required to be opened / accessible sooner, then this needs to be considered when finalising the residential phases and the construction of the combined sewer diversion / Princes Parade road.

Canoe Club Construction

Like the Leisure Centre, the Canoe club can be constructed in isolation to the other works. There is proposed a direct walkway from the Canoe Club to the pedestrian promenade. It is assumed the walkway (majority of) will be constructed as part of either car park works connected to the Leisure Centre or the Information Kiosk works. The phasing of this needs to be considered in relation to its operational requirements and any potential access clashes with the combined sewer diversion / Princes Parade road construction.

INITIAL VALIDATION OF STRAEGIC PHASING
Drafted: 12/07/2017

B&M Ref. 3375

Information Kiosk Construction

The information kiosk can also be constructed in isolation to the other works. As the kiosk is located at the east entrance to the site its phasing needs to be considered alongside the construction of pedestrian promenade. If it is not constructed what is the plan for the area? as it will be the first predominate feature when entering the new development from the east of the site.

Conclusion

It can be seen from the above there are number of matters still to consider before a finalised strategic phasing strategy can be agreed. The residential works and combined sewer diversion / Princes Parade road construction phasing are key to this decision.

Prepared by:


For Betteridge & Milsom
Date: 12th July 2017

DRAFT (FOR REVIEW / COMMENTS)

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 13 July 2017 21:00
To: [REDACTED]@shepway.gov.uk
Cc: [REDACTED]
Subject: RE: Princes Parade: Initial Validation of Strategic Phasing Report
Attachments: image001.png; image002.png; image003.png; image004.png; image005.png; image826000.png; image959001.png; image599002.png; image855003.png; image559004.png

Hi [REDACTED]

I am in the office all day tomorrow, so call when is best works for you.

Kind regards

[REDACTED]

[REDACTED] | BSc (Hons) MRICS
Senior Project Surveyor

T. [REDACTED]
M. [REDACTED]
E. [REDACTED]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only

From: [REDACTED]@shepway.gov.uk [mailto:[REDACTED]@shepway.gov.uk]
Sent: 13 July 2017 15:30
To: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Subject: RE: Princes Parade: Initial Validation of Strategic Phasing Report

[REDACTED]

Thanks – Is there a good time to call tomorrow?

[REDACTED]

From: [redacted] [mailto:[redacted]@betteridge-milsom.co.uk]
Sent: 13 July 2017 10:47
To: [redacted]
Cc: [redacted]
Subject: Princes Parade: Initial Validation of Strategic Phasing Report

Princes Parade: Initial Validation of Strategic Phasing Report

Good Morning [redacted]

Please find attached Initial Validation of Strategic Phasing Report for the Princes Parade Development. As you will see from the attached there are a few matters still to be considered / confirmed.

Please can you kindly give me call me to discuss further once you have had time to digest the report. I am in the office for the majority of the day.

Also, please can you confirm the status of the hotel planning application? And; what is the status of the canoe club, do Shepway own this?

Kind regards

[redacted]

[redacted] | BSc (Hons) MRICS
Senior Project Surveyor

T. [redacted]
M. [redacted]
E. [redacted]@betteridge-milsom.co.uk

Betteridge & Milsom

The Old Bakehouse, 18A Ivy Lane, Canterbury, Kent, CT1 1TU



Celebrated 30 years 1986 - 2016



Betteridge & Milsom Limited, Registered in England No 05487591 at 37 St Margaret's Street, Canterbury, Kent CT1 2TU
This email, and any files transmitted with it, are strictly confidential and may contain information that is legally privileged. It is for the intended recipient(s) only



The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution or copying of this transmission, or misuse or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council. All email to and from the council may be monitored in accordance with the council's policies.

Wignall, Peter

From: [REDACTED] <[REDACTED]@betteridge-milsom.co.uk>
Sent: 19 July 2017 10:38
To: [REDACTED]@shepway.gov.uk
Subject: Accepted: Princes Parade - phasing

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 19 July 2017 10:39
To: [REDACTED]
Subject: Princes Parade - phasing

Wignall, Peter

From: [REDACTED] <[REDACTED]@shepway.gov.uk>
Sent: 19 July 2017 10:43
To: [REDACTED]
Subject: FW: Princes Parade
Attachments: Princes Parade Report - Draft July 2017.pdf

[REDACTED]

As discussed please find attached the first draft of the Marketing and Disposal Advice for Princes Parade from BNP Paribas.

See you Friday.

[REDACTED]

[REDACTED]
Strategic Development Projects Manager
t: [REDACTED]
m: [REDACTED]
f: [REDACTED]
Shepway District Council, Civic Centre,
Castle Hill Avenue, Folkestone, Kent, CT20 2QY.
E: [REDACTED]@shepway.gov.uk
www.shepway.gov.uk

Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

From: [REDACTED] [mailto:[REDACTED]@realestate.bnpparibas]
Sent: 18 July 2017 16:52
To: [REDACTED]
Cc: [REDACTED] Emma WOOD; [REDACTED]@bnpparibas.com
Subject: Re: Princes Parade

[REDACTED] further to the email which I sent you earlier today, please find attached our draft report in respect of Princes Parade.

As you know, I would be happy to meet with [REDACTED] and you next week to discuss our recommendations.

In the meantime, I would be grateful if you could acknowledge safe receipt.

Kind regards

[REDACTED]
Director, Development Consultancy & Agency
BNP Paribas Real Estate

020 7338 4010
07775 702963

From: [REDACTED]@shepway.gov.uk <[REDACTED]@shepway.gov.uk>
Sent: Tuesday, July 18, 2017 2:43:44 PM
To: Duncan THOMAS
Subject: RE: Princes Parade

[REDACTED]

I will let you know tomorrow morning when [REDACTED] is back from leave.

[REDACTED]

From: [REDACTED] [mailto:[REDACTED]@realestate.bnpparibas]
Sent: 18 July 2017 14:37
To: [REDACTED] duncan.thomas@bnpparibas.com
Cc: [REDACTED]
Subject: Re: Princes Parade

Thanks [REDACTED]
I think 11am on Tuesday 25th would probably work best, if that's definitely ok with both [REDACTED] and yourself?
Kind regards

[REDACTED]
Director, Development Consultancy & Agency
BNP Paribas Real Estate

From: [REDACTED]@shepway.gov.uk
Sent: Tuesday, July 18, 2017 1:23 pm
Subject: Princes Parade
To: [REDACTED]@bnpparibas.com>
Cc: <[REDACTED]@shepway.gov.uk>

[REDACTED]

I got your message regarding a meeting. It would be useful to involve [REDACTED] as he is on leave early August but in the office late August when I am on leave. His diary is very full like we could do some time on Monday 24th July or between 11am and 1pm on Tuesday 25th July. Do either of those work for you?

[REDACTED]

[REDACTED]
Strategic Development Projects Manager
t: [REDACTED]
m: [REDACTED]
f: [REDACTED]
Shepway District Council, Civic Centre,
Castle Hill Avenue, Folkestone, Kent, CT20 2QY.
E: [REDACTED]@shepway.gov.uk
www.shepway.gov.uk
Follow us on [Twitter](#) and [Facebook](#)

"The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution, or copying of this transmission, or mis-use or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council."

This message and any attachments (the "message") is intended solely for the intended addressees and is confidential.

If you receive this message in error, or are not the intended recipient(s), please delete it and any copies from your systems and immediately notify the sender. Any unauthorized view, use that does not comply with its purpose, dissemination or disclosure, either whole or partial, is prohibited. Since the internet cannot guarantee the integrity of this message which may not be reliable, BNP PARIBAS (and its subsidiaries) shall not be liable for the message if modified, changed or falsified. Do not print this message unless it is necessary, consider the environment.

Ce message et toutes les pieces jointes (ci-apres le "message") sont etablis a l'intention exclusive de ses destinataires et sont confidentiels. Si vous recevez ce message par erreur ou s'il ne vous est pas destine, merci de le detruire ainsi que toute copie de votre systeme et d'en avertir immediatement l'expediteur. Toute lecture non autorisee, toute utilisation de ce message qui n'est pas conforme a sa destination, toute diffusion ou toute publication, totale ou partielle, est interdite. L'Internet ne permettant pas d'assurer l'integrite de ce message electronique susceptible d'alteration, BNP Paribas (et ses filiales) decline(nt) toute responsabilite au titre de ce message dans l'hypothese ou il aurait ete modifie, deforme ou falsifie. N'imprimez ce message que si necessaire, pensez a l'environnement.

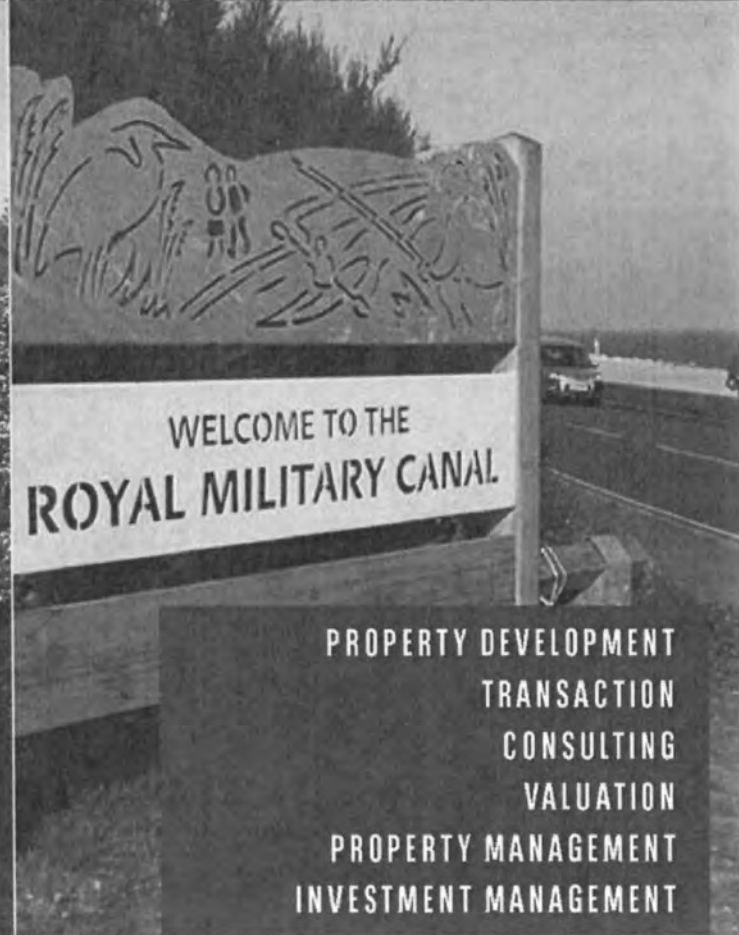
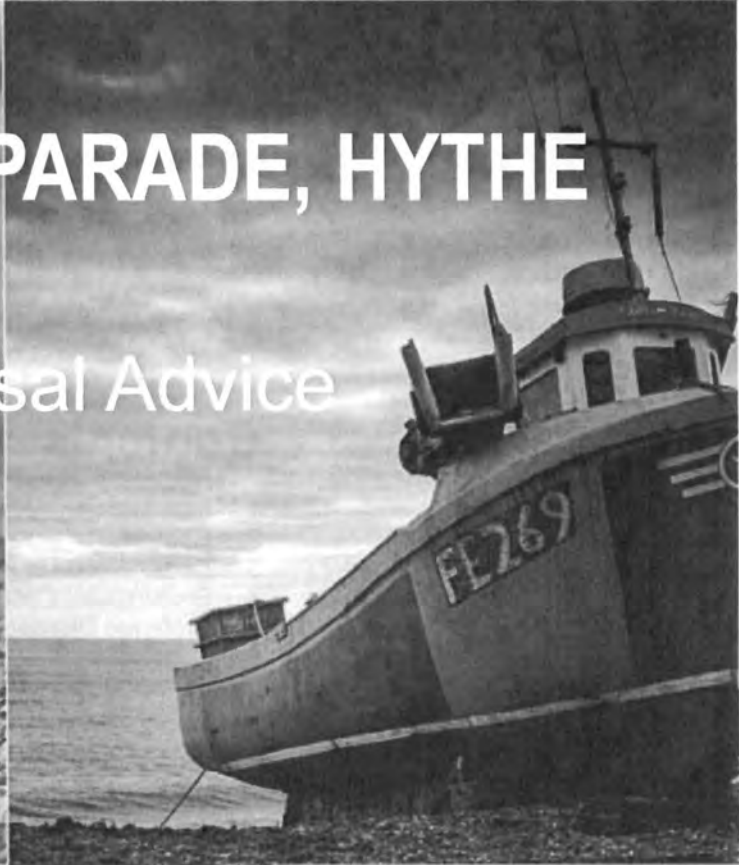


The contents and any attachments of this e-mail message are confidential and intended only for the named addressees. If you have received it in error, please advise the sender immediately by return email and then delete it from your system. Any unauthorised distribution or copying of this transmission, or misuse or wrongful disclosure of information contained in it, is strictly prohibited. Shepway District Council cannot accept liability for any statements made which are clearly the sender's own and not expressly made on behalf of the council. All email to and from the council may be monitored in accordance with the council's policies.

LAND AT PRINCES PARADE, HYTHE

Marketing and Disposal Advice

DRAFT



PROPERTY DEVELOPMENT
TRANSACTION
CONSULTING
VALUATION
PROPERTY MANAGEMENT
INVESTMENT MANAGEMENT



**BNP PARIBAS
REAL ESTATE**

Real Estate
for a changing world

Folkestone

Hythe & Romney Marsh
Shepway District Council



www.shepway.gov.uk



Contents

1	Introduction	2
2	Context	3
3	Consideration of Alternative Disposal Strategy Options	5
4	Procurement Options	10
5	Preferred Disposal Option	13
6	Conclusions	15

Appendices

1. Princes Parade Masterplan
2. Comparable Residential Sales Evidence



1 Introduction

BNPP Paribas Real Estate have been appointed by Shepway District Council to provide advice on marketing and disposal options in respect of the Princes Parade site, located on the seafront in Hythe.

In particular, our aim is to assist the Council in identifying a preferred disposal strategy for the site, having regard to a range of alternative options identified by the Council. The preferred option will ideally need to maximise the likely financial returns to Shepway District Council (SDC), while minimising risk. Importantly, a preferred option will also need to prove attractive to the development market, if it is to prove successful.

In preparing this report, we have relied upon a number of sources of information, including an initial briefing provided by SDC at an inception meeting (and subsequent site visit) held on 27 June 2017, together with the following documents:

- Princes Parade, Planning Design & Access Statement (Tibbalds, June 2017)
- Princes Parade Development Stage 1 Cost Plan (Betteridge and Milsom, 10 May 2017)
- Princes Parade Indicative Phasing Plan (Tibbalds, 22 June 2017)
- Princes Parade Development Appraisal Report (Savills, February 2017)

In accordance with our instructions, our advice is qualitative at this stage, and we have not prepared our own financial viability assessment of the emerging development proposals.

The remainder of this report is structured as follows:-

- Section 2 Context
- Section 3 Consideration of Alternative Disposal Options
- Section 4 Procurement Options
- Section 5 Preferred Option and Indicative Timescales
- Section 6 Conclusions

We also provide a number of Appendices.

2 Context

2.1 Overview

The Princes Parade site is located to the East of Hythe Town Centre and is separated from Hythe beach via Princes Parade, which acts as a relief road for the A259. The site was previously used as a municipal tip, and currently has very limited recreational or amenity value, being overgrown by scrub and containing a degree of contamination as a result of this previous use. As such, the site provides a prominent opportunity to create both new public open space, and to accommodate a range of amenities and uses. In particular, SDC has identified Princes Parade as providing the most appropriate site for relocation of the existing Hythe swimming pool which is currently in a poor state of repair and has arguably exceeded its economic life.

SDC is in the process of preparing a hybrid planning application for a mixed-use redevelopment of the Princes Parade site, to incorporate a new Recreation Centre, together with circa 150 residential units (of which currently 30% are proposed to be affordable), and with public open space to the western end of the site, and with re-alignment of the existing road layout, in order to ensure that the majority of the site has direct access to the beach-front (a new public promenade will separate development from the beach itself).

It should be noted that a particular design constraint - but also opportunity for the development - is the existence of the Royal Military Canal (RMC) immediately to the rear (North) of the site. The RMC is both a Scheduled Monument and a Local Wildlife Site.

While this represents a design constraint upon any new development, it also creates an opportunity in design terms, providing an attractive green corridor to the North of the site, in addition to the uninterrupted sea views to the South.

We attach a copy of the emerging masterplan at Appendix 1, below.

2.2 Recreation Centre Funding Package

As indicated above, the redevelopment proposals are intended to include a new Recreation Centre for Hythe. Whilst the funding package for the Centre and new public open space is still being developed, it is likely to include the following components:

- The capital receipt from the disposal of the residential development land included within the Princes Parade Masterplan (see below)
- A S.106 payment of £3.2m from the development of the Nickolls Quarry site, to the west of Hythe
- The capital receipt from the sale of the existing Hythe swimming pool site (which represents a smaller scale residential development opportunity: we estimate circa 30 apartments)
- The use of an off-site Section 106 contribution for affordable housing related to the recent residential development on land adjoining the Hythe Imperial Hotel
- CIL funding

In other words, the capital receipt from the residential development land at Princes Parade will in all likelihood represent the single largest component of this funding package.

While no formal decisions have yet been made, we understand that SDC has a clear corporate commitment to the delivery of the Recreation Centre, at the earliest opportunity. There is therefore, potentially, a willingness within SDC to commit capital funding to the development of the Centre (either through SDC's capital reserves or PWLB funding), in advance of a disposal of the residential development land in anticipation of future capital receipts.

2.3 Development Proposals – Financial Overview

From the information provided to us, we understand that the likely cost of the Recreation Centre is in the region of £11m (excluding professional fees etc) and that the site clearance and groundworks associated with the site are likely to be in the region of £2.1m. Betteridge & Milsom's cost plan includes initial financial analysis undertaken by Savills in September 2016 which indicates a potential residual land value, to SDC, of circa £8.7m, from disposal of the residential development opportunity. This appraisal appears to assume a remediated site, although it does make provision for the necessary road diversion works – an estimated cost of some £2.8m.

We note that residential sales values in Hythe are relatively strong, as indicated by recent sales evidence from schemes such as Fisherman's Beach (Kentish Projects), Imperial Green (adjacent to the Imperial Hotel) and Olivia Court, all of which arguably represent comparable developments – particularly Fisherman's Beach and Olivia Court, given that they occupy seafront locations. It does, however, seem likely that average sales values across the Princes Parade scheme as a whole may be lower than those achieved from these comparable projects given that it has a somewhat greater number of units.

A more recent development appraisal prepared by Savills (February 2017) of half of the overall residential development opportunity suggests a residual land value of circa £4.73m (unlike the previous appraisal, this appears to exclude the cost of the road re-alignment). We attach a schedule of comparable unit sales at Appendix 2 below.

Overall, we consider that the Princes Parade masterplan has the potential to create a very attractive development opportunity, in a location with evidence of strong residential sales values, despite the East Kent location which can potentially be seen as less attractive by some residential developers. The site benefits from both the seafront location, the amenity value of which will be maximised by the road re-alignment, and from the presence of the RMC to its rear.

We note that the masterplan makes indicative provision for a possible hotel/restaurant in a central location within the site. We understand, however, that this is an *aspiration* from SDC's perspective, rather than a clear *requirement*, and it will therefore be left to the market to determine whether or not such a use should be included within developers' proposals. In addition, we understand that a very small number of residential units – potentially six – may be designated as a custom build opportunity.

3 Consideration of Alternative Disposal Strategy Options

3.1 Introduction

In this section of our report, we provide our overview of the alternative disposal options identified by SDC within their Consultancy Brief. In assessing these options, our assessment has been undertaken against the backdrop that SDC's key objectives are as follows:

- i) Delivery of the Recreation Central at as early a stage as possible in the development programme.
- ii) Delivery of the wider site regeneration proposals, in the form of circa 150 residential units, new park/open space, seafront promenade and re-aligned road.
- iii) Delivery of 30% affordable housing.
- iv) In addition to the above key requirements, we understand SDC's aspiration for a high-quality development; the delivery of commercial uses (eg boutique hotel/fish restaurant) as part of the scheme is not a core requirement, but will rather form an optional element for the market to deliver.

For each disposal option, we aim to provide an overview of the option together with an assessment of the key pros and cons for SDC, as well as from a developer's perspective. We also seek to identify the key risks with each option. Section 4 below, addresses the particular procurement issues associated with each option.

3.2 Option 1 – Single Phase Development

Under this option, SDC would appoint a single developer to deliver all aspects of the Princes Parade scheme. This would include the initial ground and decontamination works, provision of site infrastructure (including access roads, flood defences, foul drainage, SUDS and utilities), the Recreation Centre and public parking, residential development and new open space provision including new beach front promenade.

Given that SDC would be specifying certain elements of the scheme (such as the Recreation Centre) to be delivered in considerable detail, and is likely to require a high degree of control over the delivery of such elements, this option could not be undertaken by way of a "simple" land sale but will, in our view, require a full OJEU procurement or use of an OJEU compliant framework, and with detailed contractual documentation akin to a Development Agreement.

Superficially, this appears to be the most straightforward approach, given that it only requires the appointment of a single developer who will be responsible for delivering all aspects of the entire project. There are a number of ways in which the financial elements of the transaction could be structured. However, given that the work undertaken to-date suggests that a number of funding sources will be required to deliver the Recreation Centre, it seems likely that a developer would commit to delivering the Recreation Centre and residential elements, with a guaranteed land price being paid by the developer to SDC. SDC would make up the remaining shortfall of the Recreation Centre costs through the wider CIL funding package outlined above. In practice, it seems unlikely that any money would change hands between developer and SDC, but rather that the "land price" would be offset against the cost of the Recreation Centre, hence reducing SDC's financial outlay.

Other than the ability to deal with a single developer/contractor, a key advantage of this option, from SDC's perspective is that, unlike some of the other options, it would not, at the outset, need to commit to funding the entire Recreation Centre project, in advance of a marketing exercise to secure a residential developer. This significantly decreases the peak funding requirement, and hence risk, to SDC.

One possible benefit of this approach is that it may reduce the overall development programme for the whole project, given that a single party can deliver the entire construction programme from start to finish.

There are, however, a number of significant disadvantages associated with this option, as follows:

- While the detailed phasing of the project delivery would need to be considered further, it seems likely that any developer/contractor would be committing to the delivery of the Recreation Centre well in advance of the completion and sale of the residential components, and hence there is a very significant upfront cost/peak funding requirement for any development partner.
- Furthermore, we anticipate that SDC will require stringent controls around the delivery of the Recreation Centre and these, combined with the specialised nature of this element of the construction works, may well act as a deterrent to many developers (and in particular smaller and medium sized residential developers, including more locally based firms) who may not have the capacity/experience of undertaking such works. Such firms may also not wish to manage sub-contractors (representing circa 30% of the value of the main construction works excluding landscaping, fees etc). These factors, together with the likely need for a formal OJEU procurement, means that to our mind, this approach is likely to have only very limited market appeal.
- A further potential disadvantage to this approach, from SDC's perspective, is that while SDC may not necessarily receive an actual capital receipt (rather, the notional capital receipt will be used to part fund the cost of the Centre), this element of the funding package for the Recreation Centre may well be less than the capital receipt which would be realised under the other scenarios. This is because, in appointing a single developer to deliver the entire project, it is possible that this party will apply a developer's margin (likely minimum of 20% profit on cost) to the entire contract value, rather than the lower contractor's margin (perhaps typically 8% to 13% profit on cost) which a specialist construction firm might apply, if appointed to deliver the Centre and site remediation/preparation. The cashflow implications referred to above may also serve to depress SDC's land value.

3.3 Option 2 – Multi-phase development (a)

Under this option, SDC would appoint a contractor, to provide the site infrastructure and ground/decontamination works, as well as the Recreation Centre, public car parking and open space provision. SDC would then separately dispose of a single serviced/decontaminated land parcel for residential/commercial development to a developer.

From SDC's perspective, it would need to pay the contractor up front for the cost of the various site preparatory works and delivery of the Recreation Centre before subsequently recouping a significant proportion of these costs from the sale of the serviced development parcel. There is therefore at least a theoretical risk that the actual capital receipt could be considerably less than anticipated by SDC, resulting in a funding shortfall, or – in extremis – SDC might fail to sell the site (though at present, based upon our existing knowledge and market conditions, this would seem to be an unlikely scenario). This is, however, a risk which SDC would need to acknowledge.

As far as possible the two processes could be run in parallel – ie the Council could tender the construction contract, while at the same time marketing the development opportunity. However, the contractor would presumably be able to commence the construction works relatively soon after appointment (within say 3 months), whereas the residential developer would still need to secure Reserved Matters consent for the residential development, a process which could easily take 12 months or longer. It would certainly be unlikely that a developer would pay a significant proportion of the purchase price up-front, unless the Council were to dispose of the site on an unconditional basis, which would be likely to erode the land value – perhaps by 20% or 30%. Certainly, the disposal price is likely to be maximised if the serviced development land is sold on a conditional basis.

There is, therefore a degree of risk associated with this approach. SDC could mitigate this risk by only letting the Recreation Centre construction contract, once it has exchanged legally binding contracts with a developer, but this would then delay the delivery of the Recreation Centre which we understand would prove unacceptable to the Council.

However, we believe that there are significant benefits to the Council which would derive from adopting this approach, as follows:-

- In theory, this approach should lead to a higher payment, from the residential developer. The developer will be purchasing a serviced plot; while SDC will have paid the contractor to undertake necessary works to ensure that the site is “oven ready” for development, it will effectively pay a contractor’s margin for these works, rather than the greater margin which a developer might apply, whether undertaking these works directly, or managing a specialist sub-contractor.
- The sale value may also be improved, given that the cashflow/peak funding commitment of the developer will be significantly improved, compared to a situation whereby the developer has to fund all the necessary site preparation and infrastructure costs, including delivery of the Recreation Centre. In other words, the developer’s Return on Capital Employed (ROCE) should be significantly improved. This will enable them to bid more competitively for the site.
- In addition, the separation of the site preparation/Recreation Centre works, from the residential development opportunity, will reduce the scale and complexity of the project, and in our view this should significantly improve the attractiveness of the opportunity, thus arousing greater market interest and competitive bidding. This may increase the site’s appeal to smaller and more regionally based housebuilders/residential developers, as well as larger more nationally based companies. This attractiveness will increase further, given that an OJEU procurement should not be necessary to appoint a residential developer under this scenario.

3.4 Option 3 – Multi-phase Development (b)

This approach is similar to Option 2, except that instead of disposing of a single parcel for residential and commercial development, SDC would dispose of a number of such parcels, which would each be serviced and decontaminated.

This would have the same general features as Option 2. The key potential advantages are that, by disposing of multiple serviced parcels, SDC could further broaden the appeal of the development opportunity to encompass a greater range of potential purchasers/developers, by reducing the individual lot sizes. This could, in turn, help to create a more organic and less homogenous form of development, by involving two or more development partners who would deliver products which are slightly different in terms of market positioning/architectural style (while still being consistent with any design codes for the project). Furthermore, if SDC had a clear *requirement* to see the delivery of some commercial uses as part of the scheme, then this approach would enable separate targeting of commercial/mixed use developers – as opposed to housebuilders – to deliver this element (however, we understand that at present delivery of the commercial uses illustrated within the masterplan is not considered to be a core requirement).

We note that the current masterplan proposals appear to facilitate a parcelisation of the site, if desired, eg with two possible separate residential phases/plots to the East and West of the central open space.

A disadvantage of this approach is the time/cost implications associated with multiple marketing exercises in relation to individual parcels. Some developers (eg smaller companies) may view the smaller lot size as advantageous, whereas larger developers may take a contrary view. Overall, the financial implications, for SDC of Option 3 are likely to be very similar to those for Option 2.

3.5 Option 4 – Multi-phase Development (c)

In broad terms, this option is similar to Option 2. SDC would appoint a contractor to deliver the ground/decontamination works (but for only part of the site, excluding the land allocated for commercial and residential development), as well as the site infrastructure, Recreation Centre, public parking and open space. The Council would dispose of the land allocated for residential development as a single parcel which would still require servicing and remediation (unlike Option 2, where the land would already be serviced and remediated).

In some respects, this option is a half-way house between Option 1 and Option 2, in that, while the land for residential development would not be serviced or remediated, a number of key abnormal elements, such as the Recreation Centre, would be delivered by SDC's contractor.

In our view this would have broadly similar benefits and dis-benefits to Option 2. The key difference is that, because the land would not be serviced and remediated, the cost of these works would need to be deducted from any land payment to the Council, and a residential developer will be likely to apply a developer's margin to the cost of these works, rather than the contractor's margin which would apply, if the works were to be undertaken by SDC's contractor. In addition, there may be certain practical benefits, eg in terms of economies of scale, as well as the logistics associated with such works, if these were to be undertaken by the Council's contractor across the entire site, rather than by a number of different parties.

While our understanding is that the basic approach to site remediation should not prove unduly onerous, and also that the site is not particularly heavily contaminated, given that many housebuilders are currently quire risk averse, this option may have more limited appeal than Option 2.

3.6 Option 5 – Multi-phase Development d)

In essence, this approach is similar to Option 4, except that (as per Option 3), the unremediated development land would be sold to two or more developers, rather than a single party. There are therefore significant similarities to Option 3, except that the developers would need to remediate and service the development parcels. As we indicate above (for Option 4) this may reduce the level of market interest.

We would suggest that the fragmentation of the development land into two or more parcels may create a further degree of inefficiency for the servicing and remediation works, which will therefore be spread across at least three parties (ie SDC contractor for Recreation Centre/open space, Residential Developer 1 and Residential Developer 2) creating a greater requirement for co-ordination of these works, and reducing cost effectiveness.

Below, we seek to summarise the key features of each of the options, and their respective advantages and disadvantages for SDC, as well as their likely attractiveness to the development market.

Princes Parade – Summary of Alternative Disposal Strategy Options

Option	Key Features	Comment
Option 1 – Single Phase development	<ul style="list-style-type: none"> One party delivers entire masterplan 	<p>Pros</p> <ul style="list-style-type: none"> One party delivers entire masterplan Reduces financial exposure to SDC SDC maintains high degree of control over entire project <p>Cons</p> <ul style="list-style-type: none"> Unlikely to maximise SDC capital receipts Requires OJEU – resource implications for SDC/bidders Limited market appeal May not secure best residential developer
Option 2 – Multi-phased development (a)	<ul style="list-style-type: none"> SDC contractor delivers Recreation Centre, whole site infrastructure and remediation/services site Single residential developer builds on “oven ready” plot 	<p>Pros</p> <ul style="list-style-type: none"> Likely to generate higher capital receipt Enables land sale of residential development opportunity Significantly greater market appeal and wider/better choice of residential developer <p>Cons</p> <ul style="list-style-type: none"> May require high initial capital outlay by SDC Careful phasing required
Option 3 – Multi-phase development (b)	<ul style="list-style-type: none"> SDC contractor deliver Recreation Centre, whole site infrastructure and remediates/services site Multiple residential developers build on “oven ready” plots. 	<p>Pros</p> <ul style="list-style-type: none"> Likely to generate higher capital receipt Enables land sale of residential development opportunity Significantly greater market appeal and wider/better choice of residential developer Smaller lot sites may appeal to smaller developers <p>Cons</p> <ul style="list-style-type: none"> May require high initial capital outlay by SDC Requires careful phasing
Option 4 – Multi-phase (c) development	<ul style="list-style-type: none"> SDC contractors deliver Recreation Centre and partial site infrastructure Single residential developer remediates/services and builds out residential plot 	<p>Pros</p> <ul style="list-style-type: none"> Similar to Option 2 <p>Cons</p> <ul style="list-style-type: none"> Similar to Option 2 Requires careful co-ordination between SDC contractor and residential developer Need to remediate/service site may impact capital receipt More limited market appeal than Option 2
Option 5 – Multi-phase (d) development	<ul style="list-style-type: none"> SDC contractor delivers Recreation Centre and partial site infrastructure Multiple residential developers remediate/service and build out residential plots 	<p>Pros</p> <ul style="list-style-type: none"> Similar to Option 4 <p>Cons</p> <ul style="list-style-type: none"> Similar to Option 4 Requires careful consideration between SDC contractor and residential developers Need to remediate/service site may impact capital receipt More limited market appeal than Option 4

In the next section of our report we consider the alternative procurement options available to SDC for this project.

4 PROCUREMENT OPTIONS

4.1 Overview

In addition to alternative disposal strategy options (as considered in Section 3 above), a key issue for SDC to consider is its approach to the marketing/procurement of the various elements of the Prince's Parade masterplan.

In essence, where SDC is imposing a detailed specification for the works in question, and /or is seeking to impose positive delivery obligations upon a contractor or developer (eg via a Development Agreement or similar contract), and the value of the works exceeds the relevant threshold (currently circa £4.104m) then SDC will need to follow OJEU compliant procurement procedures. If SDC is procuring works below this threshold, then while we would still expect a degree of competitive tendering, the full requirements of OJEU need not apply.

Where SDC is disposing of the development land within the masterplan, and is content to rely more heavily upon its powers as local planning authority and is not imposing a detailed specification upon a developer (eg to deliver the Recreation Centre), and is not seeking positive delivery obligations from a developer, then the disposal can be treated as a land sale, and an OJEU procurement is not necessary.

4.2 OJEU Compliant Options

Where SDC seeks to select a developer partner via OJEU, there are two principal routes which can be used – either Competitive Dialogue (CD) or the Competitive Procedure with Negotiation (CPN). There are potential variations to each of these procurement routes, ie two stage or three stage OJEU but in each case we would expect the relevant procurement to require a minimum period of between approximately 9 to 12 months. Where SDC seeks to appoint a contractor to deliver some/all of the site preparation and infrastructure works as well as the Recreation Centre, then again OJEU (or use of a OJEU compliant framework – see below) will be required (if exceeding the OJEU works threshold), but it may well be possible to utilise a somewhat swifter process, eg the Restricted Procedure.

In our experience, OJEU is an expensive and resource intensive process for both the procuring authority, and potential bidders. As such, we would typically recommend that this is avoided where possible, and only used for larger and more complex regeneration projects, or in situations where its use is unavoidable due to the specific requirements of the project. As such, for an opportunity such as Princes Parade, we anticipate that the use of an OJEU procurement process would significantly reduce the level of developer interest, possibly to an extent which could prove prejudicial to the successful delivery of the project. However, based upon our understanding of the project, the OJEU procurement of a *developer* (as opposed to a *contractor*) is only likely to apply in relation to Option 1, as outlined in Section 3, above.

As an alternative to a full OJEU procurement of a development partner, SDC would have the option of using an OJEU compliant framework ie a developer or contractor framework whose members have already been procured using an OJEU compliant process. In our experience there are a limited number of frameworks which could potentially fulfil this requirement including:

- HCA's DPP2 – this is a panel of residential developers/contractors, divided into a number of regional lots: in the case of Hythe, the South East lot would apply. A number of panel members are traditional residential developers/housebuilders, and the requirement to deliver the Recreation Centre, in particular, could prove a deterrent to them, albeit a limited number of these parties eg Taylor Wimpey, have contracting arms, for whom this would not necessarily be insurmountable.

- SCAPE Framework – this is a construction framework, and our understanding is that – for a project such as Prince’s Parade – there is a single relevant supplier on the framework, namely Willmott Dixon. We are aware that this approach has been used by other Local Authorities eg Westminster City Council, in relation to the delivery of new leisure facilities, albeit in these instances, the residential elements were constructed on top of the new leisure centre, ie it was logical to appoint a single contractor to deliver both the Recreation Centre and residential elements. However, with a single supplier available via this framework, we would have reservations around the ability of SDC to ensure value for money, and also to ensure that the chosen developer is best suited to delivering a high quality residential product in this particular location.
- Southern Construction Framework - For a project of this size (£5m+), contractors available under this framework would include parties such as Kier, Mace, Willmott Dixon, Galliford Try and others (various parties are available depending on contract value).

4.3 Land Sale

In contrast to the use of OJEU, if SDC is willing to accept a lesser degree of control over the implementation of the residential elements of the masterplan, then a land sale may well be appropriate and sufficient.

It may potentially be possible to identify, and agree contracts with, an appropriate party (or parties) within 6 months of commencing marketing. A key feature of the land sale approach is that it should prove significantly less cost/resource intensive for SDC, and bidders, than an OJEU process. It would therefore have much greater appeal to residential developers, of varying size, than the OJEU approach with which not all parties may be familiar or willing to resource.

SDC has two principal options in terms of structuring a land sale:

- i) Conditional contract – ie subject to planning. In theory this could yield a higher land value to SDC. This is because of the reduced risk to a developer, as the sale contract would only become unconditional upon grant of planning permission.
- ii) Unconditional contract – ie the purchaser is contractually committed to purchase the site upon completion of the sale contract. Whilst this could arguably result in a lower capital receipt, as the purchaser is assuming planning risk, such an approach may be applicable to Prince’s Parade, given that SDC intends to secure outline consent for the residential elements of the masterplan as part of its hybrid application. The use of the unconditional approach could prove attractive to SDC in this instance, given that it could minimise or obviate any time period between SDC appointing a contractor for the Recreation Centre/site abnormalities, and receiving a capital receipt from the residential developer.

A further factor to consider is that, if SDC is willing to see a delay between letting the Recreation Centre contract, and receiving a capital receipt from the residential developer, a deferred payment profile should increase/maximise the quantum of receipt because of the positive benefits for the developer’s ROCE.

4.4 Summary

The following table highlights the key features of the alternative procurement options.

Princes Parade – Summary of Alternative Procurement Options	
OJEU	Comments
OJEU	<ul style="list-style-type: none"> • Applicable to delivery of Recreation Centre and other SDC contractor elements; could apply to residential elements • Provides SDC with a degree of control over delivery • Open marketing required • Not necessary for residential development • Resource intensive for both SDC and bidders • Limited market appetite
Framework	<ul style="list-style-type: none"> • Applicable to delivery of Recreation Centre and other SDC contractor elements could apply to residential elements • Similar to OJEU, but less resource intensive for bidders and SDC • Open marketing not required • Limited pool of potential bidders = limited choice for SDC; not all parties may be appropriate
Land Sale	<ul style="list-style-type: none"> • Not appropriate for delivery of Recreation Centre • Suitable for disposal of residential development opportunity • SDC more reliant on use of its planning powers • Tried and trusted approach = likely to maximise market interest including smaller/more local developers • Conditional/subject to planning and unconditional options

The following table highlights the procurement options which would apply to each of the disposal strategy options outlined in Section 3.

Princes Parade – Procurement Options Summary	
Option	Procurement Implication
Option 1 – Single Phase Development	<ul style="list-style-type: none"> • Full OJEU procurement¹ of a single developer/contractor for entire project; OR • Use of OJEU compliant framework²
Option 2 – Multi-phased Development (a)	<ul style="list-style-type: none"> • OJEU³ procurement (full OJEU or framework²) of contractor for whole site remediation and infrastructure and Recreation Centre • Land Sale of serviced and remediated residential development to single developer plot
Option 3 – Multi-phase Development (b)	<ul style="list-style-type: none"> • OJEU³ procurement (full OJEU or framework²) of contractor for whole site remediation and infrastructure and Recreation Centre • Land sale of multiple residential development plots to separate developers
Option 4 – Multi-phase (c) Development	<ul style="list-style-type: none"> • OJEU³ procurement (full OJEU or framework²) of contractor for partial site remediation and infrastructure and Recreation Centre • Land sale of unremediated/unserviced development plot to single developer
Option 5 – Multi-phase (d) Development	<ul style="list-style-type: none"> • OJEU³ procurement (further OJEU of framework) of contractor for partial site remediation and infrastructure and Recreation Centre • Land sale of multiple unremediated/unserviced development plots to separate developers.
NOTES: <ol style="list-style-type: none"> 1. Potentially 2 stage or 3 stage OJEU: CD or CPN 2. Potential frameworks include SCAPE, DPP2, Southern Construction Framework 3. Potentially use Restricted Procedure 	

5 Preferred Disposal Option

5.1 Analysis

In the preceding sections, we have considered the alternative disposal strategy and procurement options for SDC for the Princes Parade site.

We believe that the key determinants of a preferred disposal strategy should be as follows:-

- i) **Maximise financial receipt** – SDC will naturally wish to maximise the land receipt arising from any disposal of the residential development opportunity at Princes Parade. In our view, Options 2 and 3 have the potential to maximise SDC's land receipt. This is because (while paying a contractor to deliver the Recreation Centre and whole site remediation/infrastructure), both options should serve to maximise the level of receipt, as these costs will then be subject to a contractor's margin, rather than the (higher) margin which a traditional residential developer/housebuilder would apply to these costs.
- ii) **Reduce Complexity and Procurement Risk** – all other things being equal, it is preferable for SDC to adopt the most straightforward solution. While it can be argued that, in some respects, Option 1 is the most straightforward approach, this option would be likely to require full OJEU procurement of the entire masterplan (both the Recreation Centre and residential components). This is likely to prove extremely resource intensive for both SDC and bidders, and off-putting to the market.
- iii) **Maximise market interest** – traditionally, the development land market within Kent (particularly East Kent) has been relatively "thin", compared to some other Home Counties locations. This is due to perceptions around matters such as relative prosperity and accessibility. By way of recent example, the most recent phase of residential development, for 75 units, at King's Hill, West Malling, (arguably North Kent's pre-eminent residential development location), marketed on behalf of Liberty Land, attracted interest from only two bidders: Bellway and Countryside. If developer interest in Princes Parade is to be maximised, both to ensure a successful outcome, and to maximise competitive bidding and hence SDC's land value, then it is important that the disposal strategy has the greatest possible appeal. This is reinforced by the fact, at the current time, many plc housebuilders are risk averse and – in some instances – have strong supplies of strategic land. SDC should therefore avoid a disposal strategy which would be viewed as onerous to the market, or which limits the number of potentially interested parties and excludes smaller/more locally based developers. This argues against the use of either a "full" OJEU, or an OJEU compliant framework for the residential element of the masterplan.

In order to maximise market appeal, we would suggest removing the requirement for the residential developer (or developers) to deliver: (a) the Recreation Centre; and (b) the site-wide remediation and infrastructure work and instead for SDC to procure these works. This argues in favour of Options 2 or 3, ahead of Options 4 or 5. In addition, Options 4 and 5 (with three or more parties responsible for delivering the site remediation and infrastructure works) is unlikely to prove cost effective, but rather will result in a significantly greater overall cost than if a single party undertook these works.

5.2 Preferred Option

For these reasons, our recommended disposal strategy is Option 3 (or a possible hybrid of Options 2 and 3 – see below) as follows:

- SDC appoints a contractor (either through OJEU or a framework) to undertake the delivery of the Recreation Centre and site-wide infrastructure provision/decontamination, in accordance with SDC's hybrid planning application. While this is likely to require OJEU, contractors will be used to such a process in relation to contracts of this scale, and

it may also be possible to utilise a more streamlined procedure (if a suitable framework is not available) such as the Restricted Procedure, as opposed to the more complex Competitive Dialogue or Competitive Procedure with Negotiation routes.

- SDC would separately market the residential development opportunity. We would recommend that the residential development is split into two opportunities to reduce the lot size and further broaden market appeal. This may also serve to assist the delivery of a less homogeneous and more organic residential development.

As we highlight in Section 3, above, a key potential risk with this option is that, in decoupling the residential development from the Recreation Centre and site preparation works, there is a potential delay between SDC letting the construction contract for the Recreation Centre and site preparation works, and receiving a capital payment (or payments) from a residential developer/developers. There is also a theoretical risk that, having let the construction contract, SDC would potentially fail to sell the residential development opportunity, or only be able to sell for a lesser sum than expected/budgeted for. While this is perhaps unlikely, and might only occur if there were rapidly changing and unforeseen market conditions, it is a risk which should be acknowledged.

We would therefore suggest that the correct approach would be to “twin-track” the letting of the construction contract and the selection of a residential developer through an open marketing campaign. Thus, the Council could formally commit to the construction contract, once it has exchanged contracts with a residential developer. The residential developer would then progress a reserved matters application for the residential elements of the masterplan, while the site preparation works are underway. The marketing of the residential development opportunity would then be predicated on SDC committing, contractually, to the delivery of the Recreation Centre and site preparation works to an agreed standard.

A further refinement to the approach, which SDC may wish to consider, is providing residential developers with the option of bidding on one or both phases of the residential development, in order to help identify the optimal choice in terms of both the proposed level of capital receipts, and also the identity of the bidding party eg in terms of their track record and financial standing.

We consider that the fine detail of such an approach (and a final decision in terms of the choice between Option 3 and the hybrid referred to above) could be worked up in further detail, post submission of SDC’s planning application, and once greater certainty exists with regard to the potential phasing and timescales associated with the development.

However, in broad terms, we suggest that the programme could be as follows:-

- SDC submits hybrid planning application - July 2017
- Planning application determined – October 2017
- SDC formal approval to proceed - November 2017
- SDC launches contractor selection process (or Recreation Centre/site preparation works) - January 2018
- SDC commences marketing of the first phase (or both phases?) of the residential development opportunity - January 2018
- Contractor selected - June 2018
- Residential developer bids received - early March 2018
- Residential developer best and final offers received - late March 2018
- Preferred purchaser identified - April 2018
- Heads of Terms agreed - May 2018
- Contracts exchanged - July 2018
- Recreation Centre/site preparation works commence – late Summer/early Autumn 2018
- Residential developer reserved matters application – ongoing post July 2018

The above is very much indicative, and is not intended to be prescriptive, rather it is a guide as to how the process might develop, and should not be regarded as definitive at this stage.

6 Conclusions

Princes Parade represents an opportunity to provide a high quality and attractive regeneration of a key seafront site in Hythe.

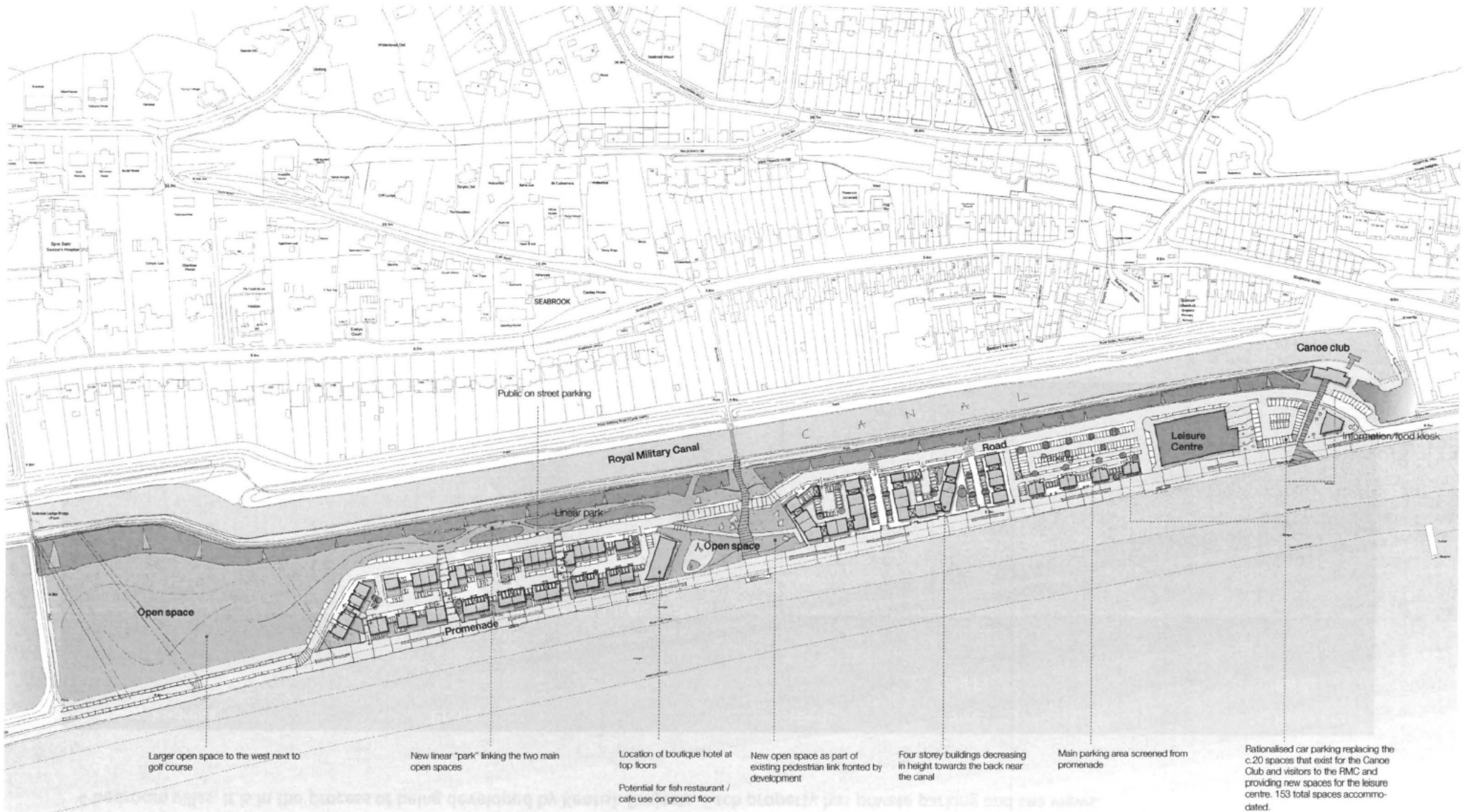
Based upon our analysis, we consider that the most appropriate disposal/procurement strategy would be based upon SDC commissioning the Recreation Centre and site preparation works with the residential components of the masterplan to be the subject of a separate disposal (land sale) to one or more residential developers.

We believe that such an approach will provide the following key benefits to the Council:

- Maximise the overall level of capital receipt achievable
- Generate the greatest level of interest in the market.
- Provide the Council with the greatest level of choice in terms of the range/quality of residential developers
- Provide certainty with regard to the delivery of the Recreation Centre, at as early stage as possible

This is an exciting opportunity, and we would welcome the opportunity to assist SDC further, in refining and finalising the strategy, in conjunction with your other consultants, and ultimately to implementing our recommendations.

DRAFT



Illustrative layout



Princes Parade

Masterplan

APPENDIX 1 - PRINCES PARADE MASTERPLAN

scale 1: 2,000 @ A2
 date 27-01-2017

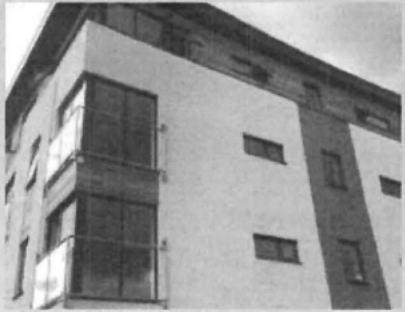


APPENDIX 2 - COMPARABLE RESIDENTIAL SALES EVIDENCE



Townhouses & Flats: Hythe Seafront




Fisherman's Beach

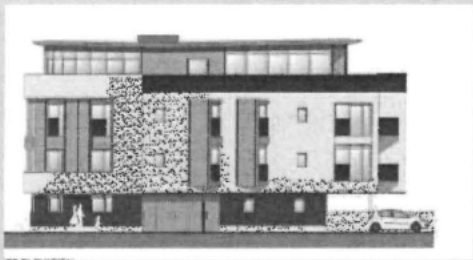
Fisherman's Beach is a beach front development in Hythe, which comprises of high quality 1, 2 and 3 bedroom flats, 3 bedroom townhouses and detached 4 bedroom villas. It is in the process of being developed by Kentish Projects. Each property has private parking and sea views.

Property Address	Photo	Bed	Size Sq Ft	Price	Price Per Sq Ft
Drift Fisherman's Beach CT21 6FN Number 8 ¹		1	635	£66,500 November 2016	£105
Number 4		1	635	£58,500 November 2016	£92

¹ The Drift Apartments are affordable units.

Ebb Fisherman's Beach					
Unit 6		3	1,744	£650,000 November 16	£372
Unit 1		2	1,023	£395,000	£386
Unit 2		3	1,367	£535,000	£391
Unit 3		2	1,119	£475,000	£424
Unit 5	2	1,119	£485,000	£433	
Shore Fisherman's Beach					
Unit 2		2	861	£425,000 March 16	£492
Unit 5		3	1,098	£529,000 February 16	£482
Unit 4		3	1,098	£525,000 February 16	£478
Unit 3		3	1,098	£525,000 February 16	£478
Unit 1	3	1,022	£435,000 January 16	£426	
Droplet Fisherman's beach		4	2,799	£1,300,000	£464


Oyster Fisherman's beach		4	2,799	£1,350,000	£482
Ocean Gateway Fisherman's Beach Unit 1 Unit 3, 4, 6 & 9		3	1,378	£495,000	£359
		3	1,378	£485,000	£352
Bayside		3	1,378	£485,000	£352
		3	1,377	£470,000	£341
		3	£1,377	£465,000	£338

Flow Fisherman's Beach					
Unit 1		2	1,023	£495,000	£483
Unit 2		3	1,367	£555,000	£406
Unit 3		2	1,119	£495,000	£442
Unit 5		2	1,119	£505,000	£451
Unit 6		3	1,765	£850,000	£482

Imperial Green

Imperial Green comprises of 75 townhouses and apartments in Hythe. There is also a spa, gym and fitness centre at Imperial Green and residents will be offered membership.


Property Address	Photo	Bed	Size Sq Ft	Price	Price Per Sq Ft
------------------	-------	-----	---------------	-------	--------------------

Imperial Gardens CT21 6FA		3 bed semi-detached	1,302	£465,000 May 16	£357
Unit 1		4 bed detached	1,798	£550,000 May 16	£306
Unit 2		3 bed semi-detached	1,302	£475,000 May 16	£365
Unit 3		4 bed detached	1,302	£430,000 April 16	£330
Unit 4		3 bed semi-detached	1,798	£595,000 April 16	£331
Unit 5		4 bed detached	1,302	£430,000 April 16	£330
Unit 6		3 bed semi-detached	1,798	£595,000 March 16	£331
Unit 7		3 bed semi-detached	1,615	£490,000 March 16	£303
Unit 8		3 bed semi-detached	1,615	£490,000 March 16	£303
Unit 10		4 bed detached	1,302	£450,000 February 16	£346
Unit 11		2 bed flat	1,302	£430,000 February 16	£330
Unit 12			1,302	£430,000 February 16	£330
Unit 14			1,79	£550,000 February 16	£306
Unit 16			968	£425,000 OTM	£439

Osborne Court – Victoria Road


This is a small new build scheme of 8 townhouses on the seafront. They were completed in May 2016 and are currently being marketed. Plot 4 and 7 have recently sold.

Property Address	Photo	Bed	Size Sq Ft	Price	Price Per Sq Ft
------------------	-------	-----	---------------	-------	--------------------


4 Osbourne Court, Victoria Road CT21 6DR		2 bed mid-terraced house	732	£265,000 September 16	£362
7 Osborne Court		2 bed terrace	710	£280,000 November 16	£394
6 Osborne Court		2 bed terrace		£280,000 OTM	
5 Osborne Court		2 bed terrace		£275,000	

Olivia Court – Seabrook Road

Property Address	Photo	Bed	Size Sq Ft	Price	Price Per Sq Ft
------------------	-------	-----	---------------	-------	--------------------

Flat 1, Block 1		2 bed	1,001	£320,000 September 16	£320
Flat 2, Block 1		2 bed	893	£375,000 May 16	£420
Flat 3, Block 1		2 bed	980	£330,000 March 16	£337
Flat 4, Block 1		2 bed	1,001	£320,000 February 16	£320
Flat 5, Block 1		2 bed	1,001	£330,000 March 16	£330
Flat 6, Block 1		2 bed	833	£390,000 March 2017	£468
Flat 7, Block 1		2 bed	979	£395,000 February 16	£403
Flat 8, Block 1		2 bed	1,001	£435,000 June 16	£435
Flat 10, Block 1		2 bed	904	£500,000 April 16	£553

Property Address	Photo	Bed	Size Sq Ft	Price	Price Per Sq Ft
------------------	-------	-----	---------------	-------	--------------------

Flat 1, Block 2		2 bed	1,001	£285,000 February 16	£285
Flat 2, Block 2		2 bed	904	£280,000 August 16	£310
Flat 3, Block 2		2 bed	979	£265,000 February 16	£271
Flat 4, Block 2		2 bed	1,001	£270,000 February 16	£270
Flat 5, Block 2		2 bed	1,001	£320,000 March 2016	£320
Flat 6, Block 2		2 bed	904	£275,000 March 16	£304
Flat 7, Block 2		2 bed	979	£285,000 November 16	£291
Flat 8, Block 2		2 bed	1,001	£285,000 February 16	£285
Block 1		2 bed	980	£315,000 GUIDE	£321

