



Appeal Reference: APP/W2275/Q/23/3333923 & APP/E2205/Q/23/3334094

Proof of Evidence

Andrew Leahy

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On behalf of:

Ashford Borough Council and Kent County Council

Site at:

Land at Chilmington Green, Ashford Road, Great Chart, Ashford, Kent

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PROOF OF EVIDENCE

Client: Ashford Borough Council and Kent County Council

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Proof of Evidence

1.0 Andrew Leahy – Bespoke Property Consultants

Experience and Qualifications

- 1.1 My CV is set out at Appendix I
- 1.2 I have been working in the development industry for 40 years. I have wide experience of residential development in general and Affordable Housing in particular.
- 1.3 I am co-author of the HCA Economic Appraisal Tool (HCA EAT) which is now in use throughout the country in support of planning applications and I have been an adviser to Homes England and MHCLG on policy matters relating to viability.
- 1.4 I have experience of both large and small schemes and in particular those requiring specialist build solutions, infrastructure and land remediation measures. I have previously worked for developers delivering large scale urban extensions and am familiar with the “Master Developer” method as adopted in this case.
- 1.5 I have a wide experience of development viability assessment and have spent most of my working life as a developer. Currently over half of my practice’s work is for LPAs carrying out reviews of Appellants’ submissions. We currently have four schemes of 2,000 plus units being worked on.
- 1.6 I have provided training on viability issues to local authority officers and councillors.
- 1.7 I have experience of the Ashford area having acted for the LPA as an affordable housing and viability consultant on numerous schemes in the LPA’s area of responsibility over the last 13 years.
- 1.8 I have been involved with the Chilmington Green scheme since the first viability assessment was carried out in 2014 through to the applications the subject of these appeals.

2.0 Executive Summary

- 2.1 It is my understanding that the Appellant's case is that the aggregate burden of S.106 obligations is frustrating it from being able to progress the scheme in the current market. They are seeking to reduce the level of S.106 obligations by c.£99M. They state at para 4.6 of their report dated January 2025 that the scheme is able to proceed if Hodson (the Appellant) receives a positive land value of c.£80M.
- 2.2 As this case is dealing with a scheme which has planning consent and is in progress, I have had regard to Para 9 of the NPPG on Viability (ref: 10-009-20190509) which responds to the question: "How should viability be reviewed during the lifetime of a project?". Whilst I accept this is intended to deal with review mechanisms to be incorporated in S.106 agreements, the principles of it are still relevant to this case. The advice in the NPPG is that risk in and of itself is not a reason to reduce compliance with the Councils' planning policy requirements. Indeed, in this case as the Appellant is the developer and landowner, it has both the profit margin and land value as income sources, which should diminish before the Councils should be asked to reduce the obligations in the S.106 agreement.
- 2.3 Quod have adopted a "Master Developer" methodology in putting forward their view of the viability of the scheme. This method of development is prevalent on large scale schemes and assumes that one developer (the Master) will construct all of the necessary infrastructure (incl S.106 obligations in kind) and pay the overarching S.106 contributions. They then sell serviced parcels of land to mainstream housebuilders. The housebuilders then develop the parcels and individual plots within them. I accept that this is a normal methodology for developing strategic sites like Chilimington Green.
- 2.4 Quod have carried out appraisals of the 10 review phases and treated each as a plot to be sold by the Master Developer (the Appellant) to a housebuilder. They have taken the residual land value from those appraisals and input them as the income into a Master Developer's cashflow appraisal. This appraisal has the costs of the Infrastructure, S.106 obligations, overheads and prelims deducted over time to calculate the interest payable to fund these items with the result being the receipt to the Master Developer. I have followed this methodology to allow the Inspector a "like for like" comparison but have some serious misgivings about the way Quod have approached it, as I identify in this proof.

2.5 I believe that the main issues in this case can be distilled down to the following:

- i) Quod have underestimated the sales values adopted for the residential units in each of their plot appraisals. They have not considered all the available evidence or ensured the values are brought up to date. They state the average value to be £350/sqft based on research of only 47 comparable properties which have sold over a number of years. My colleagues have identified 280 comparable properties from publicly available sources and indexed each value to Q1 2025. The latter is to match the valuation date being that of the Inquiry. This leads to an average value of £367/sqft. This difference increases the Gross Development value of the scheme as at today's date by c.£98.8M.
- ii) When the above value is applied with other minor corrections as noted below, I estimate the average plot value to be £50,404. This compares to Quod's figure of £25,592, which is approximately half what I have calculated. This provides the Master Developer with £142.67M of additional income.
- iii) As a cross-check I have identified the sale of land to Barratt David Wilson (BDW) in 2019 from HMLR records, which was for £11M (See Appendix G). This I believe to be the 165 units in Areas Q&R as there are no other records of BDW purchasing land here. This equates to a serviced plot value of £66,000, assuming the Appellant serviced the land. This shows that Quod's modelling underestimates what is achievable in the market in this area by 62%.
- iv) Quod have estimated the interest payable by the Master Developer to be £113.2M, however this is predicated on an interest rate of 11.2% being paid on a 100% debt basis. I have re-calculated the interest based on a rate of 7% which in my opinion is an appropriate rate in the current market. When taken with the other improvements to the cashflow I have identified, this reduces the interest cost to £32.2M, a difference of £81M.
- v) When the above changes are applied to the Master Developer appraisal, along with the Infrastructure and S.106 obligation costs as set out as the "consented base case" in the Quod report, the residual land value to the Master Developer is -£23.37M, which compares to Quod's figure of -£247M. The difference between these two outcomes is £223.63M.
- vi) In short, the Appellant is seeking a reduction in the S.106 obligations amounting to c.£99M which they say improves the residual land value over the cashflow period by £194M. However, I have

shown that with the above major changes and the more minor ones identified in this proof the land value is improved by £223.63M without changing the S.106 obligations.

vii) Further Quod have provided a sensitivity analysis based on an improvement in sales values of 2% per annum over the lifetime of the development. This they say will get the scheme to a positive residual land value of £80M and make it deliverable.

viii) I agree that 2% pa represents a reasonable level to test growth by and have done the same to my Master Developer appraisal. The result is a positive land value of £92.9M which is slightly above that estimated by Quod. This demonstrates that with the correct inputs in terms of sales values and interest rate the scheme is deliverable, using the metric that Quod has set of achieving a positive land value over time.

2.6 The Appellant has not provided all the information on actual costs and values achieved to date, that we have sought to verify if the modelling carried out by Quod is robust and accurate. I maintain that this information should be provided in order to complete a comprehensive review of the viability of the scheme.

2.7 The Councils have offered amendments to the obligations in S.106 agreement and Mr Sullivan has identified possible corrections to the Quod modelling of the S.106 payment triggers, which I believe should be resolved when we have the full information from the Appellant on the expenditure to date and the income from land sales. This will allow a fully accurate assessment to be completed.

3.0 Instructions and Scope of Evidence

- 3.1 I have been instructed by Ashford Borough Council and Kent County Council to provide evidence to the Inspector as an independent expert on financial viability assessments.
- 3.2 My practice has carried out a review of the viability assessment dated January 2025 submitted by Quod in support of the appeal. I am supported in this work by Mr Sullivan who is a Quantity Surveyor and has assessed all of the costs associated with the scheme. Mr Sullivan has provided the report attached as Appendix A to this proof of evidence.
- 3.3 In carrying out our review I and Mr Sullivan have had regard to the NPPG on Viability (Dec 24), the RICS Professional Practice Statement (May 2019), and the RICS Guidance on Assessing Viability in Planning (March 2021).
- 3.4 As noted above Quod have adopted a “Master Developer” methodology in putting forward their view of the viability of the scheme. For the reasons set out in the Executive Summary I accept that this is a normal methodology for developing strategic sites like Chilimington Green. I have followed this methodology to allow the Inspector a “like for like” comparison but have some serious misgivings about the way Quod have approached it as I identify in this proof.
- 3.5 Quod has provided a report (issued 8th January 2025) where at table 4.2 it is shown the Appellant is seeking a total reduction in S.106 obligations amounting to £99,148,994. They say at para 4.6 of their report that if this amount was omitted in terms of the S.106 obligations, the Appellant would be able to continue with the scheme and attract other housebuilders to buy land from them, because along with this saving they anticipate a “place making premium” which will enable values to increase. In effect Quod are making the achievement of a positive residual land value, the metric by which the viability of the scheme should be judged in this case.
- 3.6 Quod have carried out their appraisals on the special assumption that no “Master Developer” profit is applied, which in my view is consistent with Para 9 of the NPPG as noted above. I have therefore adopted the same approach. However, Quod still comment on the viability of the scheme being compared to a notional Benchmark Land Value (indexed) as per the S.106 agreement, whereas, as I note above, if the Master Developer owns the land, then that value also needs to diminish before the Councils should consider reducing the S.106 costs.

- 3.7 In a scheme (particularly a large one) where part of the development has been completed, and the Appellant is claiming that the costs of the scheme are outweighing the benefits to such an extent as to make it unattractive to proceed with, it would be normal for the Appellant to provide evidence of actual income and costs to date to support their assertion. This would give the decision maker evidence of the true position not a hypothetical one derived from estimates and modelling.
- 3.8 Despite requests, this information has not been forthcoming and Quod have simply updated the schedule of infrastructure and S.106 costs (see Quod Report Jan 25- appendix C) using indices from 2016, whilst providing a limited number of sales comparables in support of their appraisal assumptions. By not providing actual costs and values to date we are unable to ascertain if the methodology of indexing costs is accurate and thus whether Quod's overall appraisal of the scheme is supported by real world evidence.
- 3.9 In the background section below, I set out the information which is still outstanding from Quod and at Appendix C, I set out the correspondence requesting this information. I note, in particular, that evidence of the value of serviced plots actually sold by the Appellant, information which is fundamental to the appraisal, has not been provided. I do not understand how the Appellant has prepared and submitted what is claimed to be a Full Viability Appraisal of the current position of the scheme without this essential supporting evidence.
- 3.10 Bearing in mind the absence of relevant evidence from the Appellant, Mr Sullivan has been tasked with reviewing the submitted cost schedule and I have sought as much information from the Councils and other public sources as possible to support my evidence.
- 3.11 Whilst the Master Developer methodology was not considered when the scheme was originally granted consent, it is not out of the ordinary for this type of scheme and I have accepted it as a way of looking at the viability in this instance.
- 3.12 In accepting this methodology, it has to be borne in mind that the viability of the scheme will be judged by the outcome for the Master Developer and not the individual housebuilders. The latter have their plots appraised separately to arrive at a residual land value which will be the income for the Master Developer. In essence, for the Master Developer, the income over time, in terms of land sale receipts from the housebuilders, needs to exceed the costs of providing the land, infrastructure and S.106 obligations.

- 3.13 My evidence, taking account of the advice from Mr Sullivan, will demonstrate what I believe to be the viability position achievable by the Master Developer over the lifetime of the scheme, adopting for consistency the same special assumption on Master Developer profit as Quod have done, but with the additional point that, as the Master Developer owns the land, there is no specific Benchmark Land Value hurdle to overcome.
- 3.14 My evidence will demonstrate that the Appellant's position of seeking a reduction in S.106 costs of c.£99M can be easily overcome by adopting the correct value for the residential units, leading to a higher value per plot for the land sales and then with a market facing rate for Master Developer interest costs, and appropriate timing of land sale income achieves more than the Appellant has set out as holding the scheme back.

4.0 Background

- 4.1 The scheme was the subject of an outline planning application for development, of 5,750 residential units, plus five schools, a village centre and community facilities, which was granted consent in 2017.
- 4.2 The outline consent has a minimum requirement for the provision of 10% Affordable Housing, together with S.106 obligations with a total assumed cost of £133,784,694 at 2014 prices. This includes S.106 contributions, works in kind and the prelims & overheads of the developer.
- 4.3 In 2014 BPC undertook a review of the original viability report by Turner Morum (TM) in support of the outline application. It also undertook a review of the application to vary the S.106 agreement in April 2021. Our final review of the latter report (Dec 2021) concluded that we disagreed with some of the assumptions made by TM in their appraisal, and in particular the calculation of the interest cost.
- 4.4 It should be noted that, as now, a lot of information was outstanding at the time we reviewed the last TM report on the subject application, despite numerous requests for it to be provided. This lack of information has by and large carried forward to the current assessment by Quod as noted below and at Appendix C.
- 4.5 The TM report and our review of it are now out of date as 3 years have passed since they were carried out.
- 4.6 Quod who are the Appellant's new viability assessor submitted an updated viability report on 8 January 2025, which aligns with the valuation date being when the appeal decision is made as per RICS guidance.
- 4.7 This report concludes that the scheme generates a deficit against the Benchmark Land Value of -£356M and a peak debt requirement of £130M. Therefore, it could not viably support all of the obligations in the extant S.106 agreement.
- 4.8 The Appellant has proposed amendments to the S.106 agreement, which would see a reduction in S.106 obligations of c.£99M. The amendments to the S.106 agreement are extensive and also include the removal of the viability reviews during the life of the scheme.

- 4.9 We have engaged with Quod to close the differences on the appraisal assumptions, and this has led me to be able to agree those noted as such in the schedule of plot appraisal assumptions which is attached at Appendix B.
- 4.10 Bearing in mind the point I have made above that information relating to the actual sales values, build costs, Infrastructure costs, land sale and purchase details are all germane to the establishment of the viability of the scheme, I attach at Appendix C a chronology of email correspondence with Quod and with the Appellant's solicitor Fladgates seeking this detailed information. I also attach letters from the Councils to the Planning Inspectorate confirming the same.
- 4.11 At present the following items remain outstanding from the Appellant:
- i) Land purchase details including cost, timing and terms that may affect the viability of the scheme.
 - ii) Land sale agreements by the Master Developer to house builders including value, timing and terms that may affect the viability of the scheme.
 - iii) Infrastructure spend to date by area and item, inclusive of professional fees, and prelims.
 - iv) An explanation of the 11.2% interest rate used in the FVA in relation to Master Developer funding with evidence that this is a current market rate when applied to all costs ie: a 100% debt funding model.
 - v) Details of sales of affordable housing that have taken place to date (10 No. units)
- 4.12 A list of S.106 payments was issued in a draft statement of common ground on 3rd February 2025, and at the time of writing this proof the Councils are still checking it.
- 4.13 All of the above items can vary the viability appraisal, the outcome of which is very volatile to changes in such assumptions. For example:
- As advised by the NPPG on viability (Dec24) whilst the price paid for land is not in and of itself a reason to reduce planning obligations, the NPPG does suggest at para 14 (Ref: ID: 10-014-20190509) that *"Local Authorities can request data on price paid for land (or the price expected to be paid through an option or promotion agreement)."* My understanding is that this will allow Local Authorities to understand if there is any mechanism for the reduction or increase in land value based on a change in the cost of S.106 obligations. Such mechanisms in my experience are quite common.

- the sale of parcels of land at an early stage (even if below the service cost) has the ability to improve cashflow and reduce interest costs, by reducing the level of capital locked up. Evidence of values obtained for serviced plots will also indicate whether the sales values of the parcels modelled by Quod are consistent with the real world.
- The provision of details of the actual infrastructure costs would enable us to establish if the indexation allowed in the S.106 agreement is accurate or not in establishing future costs.
- A report on the funding available in the market for schemes of this type and what terms were available enables us to confirm whether the allowance of 11.2% interest on all costs (ie: 100% debt funding) is appropriate. As this amounts to an allowance of £113M in the Quod appraisal this point is very significant.

4.14 In the absence of the detailed cost information, I visited the site with Mr Sullivan on 2nd December 2024 and have estimated the relevant progress from that visit and collated data from other sources as noted below. Mr Sullivan has used the information gathered from this site visit to estimate the amounts spent to date on infrastructure and S.106 obligations.

5.0 Matters in Dispute

5.1 Summary

5.1.1 The schedule of variations requested by the Appellant and the Councils' response dated 8th January 2025 are included in the Core Documents

5.1.2 The following items are important to the assessment of the viability of the scheme and are currently incorrect in the Quod report:

- i. the average sales value attributable to the housing units in the housebuilder plot appraisals
- ii. the average build cost per sqft for the housing units in the housebuilder plot appraisals
- iii. the calculation of the interest cost to the plot housebuilder
- iv. as a consequence of i) ii) and iii) above, Quod have incorrectly calculated the value achievable for each plot of land to be sold by the Master Developer
- v. the calculation of the interest cost to the Master Developer

5.2 Methodology

5.2.1 Quod have adopted a "Master Developer" approach to their appraisal format. This is an approach that I am both familiar with and accepting of in this case, as noted in section 2 above. This is on the proviso that there is no double counting of values and costs.

5.2.2 This method of assessing the scheme involves separating the appraisal of the development of individual plots of land by housebuilders from the appraisal of the Master Developer's work, who provides the land in serviced parcels to the housebuilders. In effect the serviced land parcel value is paid to the Master Developer.

5.2.3 Quod have tried, in part, to base their methodology and approach to the viability assessment, on the review mechanism in the extant S.106 agreement, where they deem it is appropriate. I disagree with this approach. If viability is relevant at all at this stage (which I understand is a matter for legal submissions) the extent of changes sought, is such that what is necessary is an assessment of viability for the purpose of setting viable and deliverable planning obligations. That requires an assessment of all revenue and expenditure based on available evidence taking into account the Master Developer role assumed by the Appellant. The viability assessment

should be considered afresh against the latest planning policy and guidance as identified at para 2.3 above. Mixing these assumptions and methods does not in my view assist the decision maker.

5.2.4 The guiding principle in the NPPG on viability Dec 24 (Ref: 10-009-20190509) which given the context here I consider should apply, is that the fact that risks have materialised is in and of itself not a reason to reduce compliance with the Councils' planning policy requirements. Indeed, in this case as the Appellant is the developer and landowner, they have the profit margin and land value as income sources which should diminish before the Councils should be asked to reduce the obligations in the S.106 agreement. This seems to be something that Quod implicitly agrees with as they have not applied a Master Developer's profit margin, and they state at para 4.6 of their report that, if Hodson receive a positive land value, that is sufficient for them to proceed given the current circumstances.

5.2.5 Within the Quod Plot Appraisals, I disagree with the following assumptions:

- a) Sales Values. The sales values used by the Appellant are based on limited and historic evidence without indexation to the valuation date, whereas costs have been indexed to date. This generates a difference as to the date the values and costs are being compared at (ie: the valuation date). As noted above, these should all be current to align with RICS guidance. Quod have used an average value of £350/sqft whereas my colleagues have calculated that the appropriate current value is £367/sqft based on the totality of the publicly available information on actual transactions to date (see Appendix E).
- b) The Base Build cost. The indexation has been wrongly calculated for the individual plot appraisals. The average cost per sqft advised by Mr Sullivan is £219.94 (See Appendix A). This may be compared to that of Quod of £220.46, which is a difference of 52p per sqft. This makes a difference of £3.28M by Mr Sullivan's calculation.
- c) The calculation of interest. It is not appropriate to take interest as a percentage of total costs including profit. Profit is not a physical cost to the scheme but an allowance against the income to provide the housebuilder a return for risk and reward. Using as an example, the appraisal of plot 2, which consists of 569 units (see Appendix Fi) this incorrect allowance increases the cost by £1.8M for that plot and by £18.2M over the whole development.

- d) Quod have allowed land interest at 3% of the residual land value. However, because they allow for land income to the Master Developer as residential sales proceed (ie: evenly over the plot development period), a reasonable assumption would be that the interest allowance should be nil or a nominal sum. The land cost should not be a significant part of the housebuilder's capital employed, as they are paying for it closer to when they sell each of the residential units.

5.2.6 Within the Quod Master Developer Appraisal, I disagree with the following assumptions:

- a) Calculating interest by reference to a year-end balance. The correct approach would be to apply it to the average capital locked up in any one year. The Appellant's approach overstates the figure against which the interest is charged.
- b) The use of a Master Developer interest rate of 11.2%. I have seen no adequate justification for this figure. Quod say this is the best the Appellant could get, but the question is not what interest rate the Appellant could secure but what rate would be charged in the open market for the development of this site on a 100% debt finance basis. The latter is the norm in viability assessments. I have used what I regard as a standard figure of 7% on a 100% debt basis applied to a rolling cashflow. This is the normal figure and approach in viability assessments because the RICS guidance sets out the 100% debt basis as being appropriate to remove the characteristics of the developer from the assumptions. The level of 7% has been adopted for some time now as the funding markets stabilised post the financial crisis of 2008-2012. My practice carries out approximately 200 FVAs a year and we currently use a finance rate of 7-7.5%, which is only varied to suit the scheme and not the developer.
- c) With regard to land sales, Quod have split the land income to the Master Developer evenly over the lifetime of a review phase and not accounted for it at the beginning of the review phase (when it is most likely to be paid). That increases the interest payable and is not in my view the appropriate approach.
- d) Quod state at para 4.6 (second bullet point) of their report that the peak debt is £130M, whereas their cashflow of the baseline (extant consent) scheme shows a peak debt of £53M.

6.0 Reassessment of the Scheme Appraisal

6.1 Individual Plot Appraisals

- 6.1.1 I attach at Appendix B a schedule of inputs to the appraisal of individual plots which Quod have used and noted where I agree with them and where not.
- 6.1.2 I attach at Appendix E the data from Land Registry on 280 open market sales which have happened to date on site and been recorded. This is out of the 436 sales that Quod have advised have taken place. This compares to the sales data for 47 units which Quod provided. From this limited dataset of 47 units, Quod established an average sales value of £350/sqft. Further Quod have simply averaged the values in their data and not sought to index them up to date. This is in comparison to £367/sqft established by indexing our much larger dataset. This more accurate greater sales value alone increases the GDV for the overall scheme by £99.67M.
- 6.1.3 The valuation date in accordance with the RICS guidance note “Assessing Viability in Planning under the NPPF 2019” (Para 3.9) must be the date of the decision on the planning appeal. My colleagues have indexed all of the sales data to Q1 2025. I have checked this and am satisfied that the average of £367/sqft represents a robust and up to date value.
- 6.1.4 With regard to Affordable Housing values, Quod have been unable to provide any evidence. We have been made aware that, thus far, Ashford Borough Council have bought 10 properties from Jarvis Homes with an average sales value of £218/sqft for rented units and £226/sqft for shared ownership units. The values for the rented units are higher than I would have anticipated and as they are only for 10 units overall, I think it would be unreasonable for these values to be extrapolated across the whole scheme. I have looked at the estimates that Quod have used and can advise that in my opinion they are within the normal range of activity in Ashford and I consider that they are reasonable.
- 6.1.5 In reviewing the build-up of the base build cost per sqft, Mr Sullivan has identified a discrepancy in the indexation of the individual elements (See Appendix A). Correcting this discrepancy reduces the rate by 52p per sqft, to £219.94/sqft. Whilst that might seem a small amount, because of the quantum of development on the scheme, it makes a difference of c.£3.2M to the overall cost.

- 6.1.6 In order to establish the correct average plot land value both per unit and per review phase, my colleagues have carried out an example appraisal of review Phase 2 which includes the updated sales values as per our market research and the corrected base build costs as noted above. (See Appendix Fi).
- 6.1.7 When the same assumptions are applied to the other plot appraisals, the values per plot summarised in Appendix F(ii) are achieved. The detailed appraisals have not been attached to this proof but can be supplied to the Appellant on request. The summary in Appendix F(ii) shows an increase in the in the average plot value from £25,592 as estimated by Quod to £50,404. This creates a positive difference in income to the Master Developer of £142.66M, which is substantial.
- 6.1.8 The RICS guides that we should not only use mathematical methodologies such as the residual land value calculation but where possible obtain comparable information to verify the results. In this case we have been asking Quod to provide details of land sales to be able to cross-check the outcome of their plot sales appraisal. This has not been forthcoming, so my colleagues have researched land registry data. They have identified what we believe to be the sale of Parcels Q & R by the Appellant to Barratt David Wilson (BDW) by reference to Land Registry data on companies who own land at Chilmington Green (see Appendix G(i) – HMLR schedule and Appendix G(ii) – HMLR Title 62668). These parcels have 165 units and were sold to BDW for £11M, making the serviced plot value £66,666 in 2019. This compares to the figure of £25,592 calculated by Quod and £50,404 calculated by my colleagues. This shows that both sets of modelling are potentially underestimating what the market is willing to pay for serviced plots in Chilmington Green.

6.2 Master Developer Appraisal

- a) The most appropriate evidence to use in the master developer appraisal would include actual parcel sales (equating that to £ per plot) to verify the results of the residual land value appraisals as noted above. That data has still not been provided by the Appellant and the information we have from Land Registry only covers 165 units. Therefore, I have adopted the same modelled approach as Quod for now. Having established the average plot value from the appraisal of review Phase 2 (£50,404) I have applied that figure to the Master Developer appraisals attached at Appendix D. This cashflow combines the plot value receivable as an

income by the Master Developer with the costs that they will incur in delivering the land to a housebuilder. These costs are as follows:

- b) Infrastructure Costs
- c) S.106 contributions
- d) S.106 works in kind (Direct Costs)
- e) Professional Fees and Local Authority Fees
- f) General Overheads and Prelims
- g) Interest on the above

6.2.1 Following on from the work carried out by Mr Sullivan I have been able to create a revised Master Developer appraisal and cashflow which is based on the same format and base figures for infrastructure and S.106 obligations that Quod have used. I have done this, so the appraisals are directly comparable.

6.2.2 As we have received no information on the actual income and expenditure to date, I have inputted the figures as if they were received and expended in 2024 based on the progress Mr Sullivan and I noted in our site visit in December 2024. This does not allow for interest in the period 2014-2023, but because the figures are indexed to Q4 2024 this should be satisfactory as an estimate (and of course having indexation and interest would be double counting). When the Appellant produces the necessary actual income and expenditure figures as requested, this element of the appraisal will be revised.

6.2.3 The revised "Master Developer" appraisals are attached at Appendix D. I have undertaken three separate appraisals: :

- i. Base Position assuming infrastructure costs, S.106 obligations, and indexation are per Quod's schedule at appendix C of their report. The total cost of Infrastructure and S.106 obligations is £281,007,627.
- ii) The projected position as per i) above but with 2% increase in sales values and build costs on the plot appraisal applied as a sensitivity test.

6.2.4 The format of appraisal used is the same as that provided by Quod to allow direct comparison save as follows:

- a) Interest costs are calculated against the average capital invested in the scheme per annum, not the year end.
- b) Parcel Land sales are assumed to be made and income received at the start of each review phase
- c) Interest is calculated based on a rate of 7% on a 100% debt funding basis (In reality this equates to a pay rate of 10% on the debt if the developer is required to provide 30% of cost as equity which is a normal assumption). This matches my experience of FVAs over the last few years where the lending market has stabilised following the financial crisis of 2008-2012. Indeed, when looking at this scheme which will take over 20 years to build out a view has to be taken on the long-term position with regard to interest rates, rather than a short-term view which is being impacted by immediate financial circumstances. In my opinion 7% on a 100% debt modelling basis is fair and reasonable for the subject scheme. Having dealt with two other major urban extensions of c.3,000 units each in the last few years I have always been able to agree a finance rate at this level with other assessors.

6.2.5 Adopting the corrected base position on Infrastructure costs and S.106 obligations with the changes noted above, the Master Developer base appraisal derives a residual land value of - £23,369,400. (See Appendix Di). This compares to Quod's baseline residual land value of - £247,066,810.

6.2.6 I have then reappraised the scheme assuming that sales prices and base build costs will rise by 2% per annum over the lifetime of the development in the same way that Quod did. This shows that the residual land value has the potential to increase to +£92,938,846 (See Appendix Dii). Looking at indices over the last 30 years this type of sales and cost increase per annum is reasonable to assume.

6.2.7 Looking back at the viability appraisals originally carried out in September 2014 in consideration of the original outline application, at that time we estimated that the scheme overall would be in surplus by just £0.9M. However, it was anticipated that it would only make a return for the developer in review phases 6 to 10.

- 6.2.8 When comparing the position today with that envisaged at the outset in 2014, it is clear that the premise that the developer will have to wait until late in the development to make a return still stands. The fact that the Appellant has a funder who started funding the development prior to knowing the result of this appeal shows that they, like the developer were willing to take a risk to secure their gain.
- 6.2.9 It is also clear in comparing the figures in my base appraisal to those in the ones provided by Quod that one of the highest costs is that of the interest payable by the Master Developer which in Quod's base appraisal is £113M. This compares to the interest figure I have calculated on the same basis of £32.2M.
- 6.2.10 Quod state the peak debt is £130M, however their cashflow only shows it to be £52M. In comparison the peak debt in my appraisal of Quod's base case at Appendix D(i) shows a peak debt of £43.5M.
- 6.2.11 Taking "a step back" as the RICS guidance advises, when comparing the allowance for Master Developer interest costs at £113M against the total expenditure of £281M this equates to 40% of actual costs, which in and of itself is far higher than I have ever seen on any scheme in my career to date.
- 6.2.12 The Appellant has advised that in respect of the interest rate of 11.2% it is "*Current lending rate HD have obtained from Cheyne Capital (7% +SONIA)*", This does not explain in a satisfactory manner whether the rate is the best in the market or whether it is all a developer of the Appellant's standing can secure. Viability assessments in planning are meant to be blind to the actual developer carrying out the development. Therefore, in the same way that price paid for land cannot be used to justify a reduction in the available monies to fund planning obligations, the fact that a specific developer cannot obtain finance at a fair market rate is also not a good reason to reduce planning obligations.
- 6.2.13 This Master Developer funding cost is in effect is undermining the viability of the scheme overall. I believe it should be much lower, as demonstrated by the revised Master Developer appraisals I have undertaken.
- 6.2.14 I would summarise the main changes in the plot appraisal and Master Developer appraisals that make a significant difference as follows:

- a) The average residential sales values should be at £367/sqft and not £350/sqft as at today's date, making a difference to the GDV of £98.8M
- b) The base build cost rate should be 52p less per sqft, making a difference of £3.2M
- c) The average plot value should be at least £50,404 which is 96% higher than the value calculated by Quod. This adds £142.66M of income to the Master Developer's cashflow. By reference to the sale of land to BDW at £66,666 per plot, even my figure looks low in the current marketplace.
- d) The income to the Master Developer is assumed to be taken when the land is sold at the beginning of a phase and not evenly across the phase as per Quod's modelling.
- e) The interest rate applied in the Master Developer appraisal should be 7% not 11.2%, which in and of itself I estimate reduces the interest cost by £42.38M.
- f) The combined effect of the above changes and the correct application of interest to the average capital lock up in any one year, leads to a reduction of £81M in interest costs to the Master Developer.

7.0 Conclusions

- 7.1 In my opinion the guiding principle to be adopted when reviewing a development that is under construction is that set out in Para 9 of the NPPG on Viability (ref: 10-009-20190509), specifically that a review of viability is there to check that where for reasons of viability a development was granted consent with less than policy compliant obligations, whether it can meet those obligations over time. The review is not there to protect the developer's profit margin and thereby its commercial position.
- 7.2 Quod have tacitly accepted this principle in their report by not adopting a Master Developer's profit margin in their appraisals and at para 4.6 of their report by suggesting that a positive land value is sufficient for the Appellant to move the development forward.
- 7.3 Taking the proposals put forward by the Appellant to amend the S.106 agreement, Quod have modelled changes in the cost of S.106 obligations in the sum of c.£99M. This they say together with a "*...placemaking premium or other factors having an equivalent impact.*" would be sufficient to allow the scheme to move forward.
- 7.4 When the plot residual land appraisals are revised in accordance with the changes, I have summarised in section 5 above, the plot values rise from £25,592 as estimated by Quod to £50,404 per residential unit, a total difference in income to the Master Developer of £142.66M.
- 7.5 When the amendments I have suggested to the Master Developer cashflow are taken into account, the residual land value based on the extant consent rises from -£247M as calculated by Quod to -£23.37M, a difference of £223.63M, which far exceeds the reduction in S.106 obligations being sought by the Appellant.
- 7.6 Quod have suggested in their report that a real terms increase in sales values and costs of 2% together with the amendments to the S.106 agreement the Appellant is seeking would get the scheme to a position where it can continue. They have modelled this and derive a positive land value of £80M.
- 7.7 I have carried out the same modelling and the land value derived is a positive £92.9M.

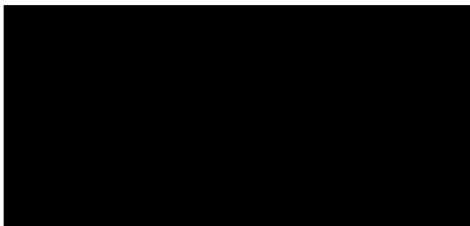
- 7.8 If the Appellant considers that a positive land value of £80M is sufficient to move the scheme forward, I see no reason why it cannot progress on the basis of the above sensitivity test which derives a land value higher than that which Quod says makes the scheme deliverable.
- 7.9 Whilst the figures are very large, the principle that a development of this size only makes a return for a Master Developer in the final stages and is reliant on market improvements to achieve a positive result, is not a new one. This issue was considered in a number of cases during the financial crisis of 2008-2012. Notably the Inspector on the Clay Farm appeal (See Appendix H) found that it was for the developer to trade out of the situation they found themselves in rather than for the Local Authority to subsidise their scheme. His comments at paras 14.2.28 and 29 are most pertinent:
- “14.2.28 On the appellants’ proposition, the 40% would render the schemes unprofitable and unattractive to financiers. It is claimed that the site would be left undeveloped waiting for the market to recover. That may well be an unfortunate consequence of the current economic conditions, though I don’t consider the argument is persuasive enough to allow the appeals on the terms sought.*
- 14.2.29 I take that view because the evidence and long-term predictions suggest that the housing market will recover.....”*
- 7.10 As Quod have said and I agree with, there is the opportunity for a “place making premium” to be achieved over time as the quantum of development increases and the scheme’s community facilities come online. It is therefore clear that viability reviews as set out in the extant S.106 agreement serve a useful purpose in trying to capture any improvement in the viability of the scheme to see if more Affordable Housing can be delivered. To omit the viability reviews would remove the Councils’ ability to achieve policy compliance over the lifetime of the development as envisaged by the NPPG on viability ((ref: 10-009-20190509).
- 7.11 The Councils have offered amendments to the obligations in S.106 agreement and Mr Sullivan has identified possible corrections to the Quod modelling of the S.106 payment triggers, which I believe should be resolved when we have the full information from the Appellant on the expenditure to date and the income from land sales. This will allow a fully accurate assessment to be completed.

7.12 For the above reasons I conclude that the amendments sought are not justified on the basis that they are necessary to enable the development to proceed.

8.0 Professional Statement

- 8.1 The evidence which I have prepared and provided for appeal reference APP/3320146 in this proof of evidence is true and reflect my professional opinion.
- 8.2 The evidence I have given has been prepared and given in accordance with the guidance of my professional institution, and in particular the RICS Professional Practice Statement (May 2019) which requires me to confirm the following:
- a) I have acted with objectivity, impartiality, without interference and with reference to all appropriate available sources of information.
 - b) I have identified no conflicts of interest or risk of conflicts in preparing this report
 - c) I am not working under a performance related fee agreement or on a contingent fee basis.
 - d) I advocate reasonable, transparent and appropriate engagement between the parties in the planning process and we will do all that we can to assist in that process.

Signed:

A large black rectangular box used to redact the signature of the professional.

A M Leahy BSc MIOD FRICS

February 2025

Appendix A



Appeal Reference: APP/W2275/Q/23/3333923 & APP/E2205/Q/23/3334094

Report on Infrastructure Schedule and Costs and s106 Obligations

On behalf of:

Ashford Borough Council and Kent County Council

Site at:

Land at Chilmington Green, Ashford Road, Great Chart, Ashford, Kent

January 2025

Bespoke Property Consultants

Registered office:

Barttelot Court, Barttelot Road, Horsham, W.Sussex

Tel. 01403 823425 Fax. 01403 824075

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 - 1.1 Original agreed Design Enhancements Build Up
 - 1.2 Schedule of Revised Build Costs for the Housing at Various Indexation Dates
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1.0 Terry Sullivan

Experience and Qualifications

- 1.1 My Curriculum Vitae is set out at Appendix 4.
- 1.2 I am a Quantity Surveyor and have been working in the construction and development industry for 48 years. I have wide experience of residential development in general and Affordable Housing in particular.
- 1.3 I have experience of both large and small schemes and in particular those requiring specialist build solutions, infrastructure and land remediation measures. I have previously worked for national contractors and developers delivering large scale projects including infrastructure.
- 1.4 I have a wide experience of development viability assessment through my own practice Anderson Bourne who provide viability and cost plan advice, direct to developers and Local Planning Authorities and to several other well known viability practitioners, along with my work as an Associate with Bespoke Property Consultants.
- 1.5 I have experience of the Ashford area having been directly involved in the construction of many projects in and around Ashford over the last 38 years and having acted alongside Mr Leahy for the Council as an affordable housing and viability consultant on numerous schemes in the LPA's area of responsibility over the last 12 years.
- 1.6 I have been involved in the Chilmington Green project since I was instructed to help negotiate the original Infrastructure Schedule and s106 Obligations with EC Harris back in 2012.

2.0 Instructions and Scope of Report

- 2.1 You have instructed me to assist in your instructions from Ashford Borough Council and Kent County Council to provide a report as an independent expert on cost and quantity surveying matters. I have carried out a review of the Infrastructure and s106 Payments and Costs submitted by Quod in support of the planning application and appeal.
- 2.2 This work has included checking the BCIS adjusted average price data used in the Base Housing Cost Build-up and checking the figure used for the Design Enhancement or Quality Uplift Cost, Appendices 1.1 and 1.2 as attached.
- 2.3 The other area of scope of this report is in regard to checking that the correct figures have been used in the Schedule of Infrastructure Costs as the approved s106 as set out in my Appendix 3 and addressed below in 4.3.3.

3.0 Background

- 3.1 As you are aware, I have worked from time to time on this scheme since 2012 and was involved in checking and negotiating on behalf of Ashford Borough Council the sums included in the Schedule of Infrastructure and s106 Contributions, produced by EC Harris (later Arcadis) on behalf of the Appellant in 2014.
- 3.2 I was again involved in early 2016 when various changes and updates were made to the Infrastructure Schedule and in the process met with Arcadis (formerly EC Harris) to agree a revised Infrastructure and s106 Schedule prior to the signing of the s106.
- 3.3 My last engagement on this project was from June 2021 through to around September 2021, when an request was made by the appellant for a review of the s106 and its financial implications. Much work was done at this time, but the Appellant did not provide the further information, and the discussions came to an end. Many of the questions raised at that time were never answered and have again now repeated themselves.
- 3.4 Having received the new viability report from Quod on the 8th January, 2025, I set about checking the data and information used. The most striking omission was any data on actual costs and timings of any works that have already been carried out in respect of the items included in the Infrastructure Schedule.
- 3.5 I do not understand why Quod consider it appropriate to rely on indexed historic estimates rather than actual, more recent costs. I have repeatedly asked for the actual costs incurred and the timings of those works but none has been provided until very recently and too late to be taken on board in this report, as set out in 4.3.6 below.
- 3.6 It is also odd not to check the historic estimates against current estimates of the cost of the obligations and infrastructure work that has yet to be carried out.
- 3.7 I therefore, do not accept that the indexation of ten-year-old estimates is the correct methodology. However, in the absence of the necessary information I have only been able to point out clear errors and have had to resort to adopting Quods figures with only slight adaption to recognise actual progress on site. However, this is I believe the only stance that can reasonably be taken to ensure consistency of approach across the data provided.

- 3.8 Mr Leahy and I made a site visit on Monday the 2nd December, 2024, in order that we could assess actual progress on site and attached as Appendices 2.1 to 2.5 is our progress report from that visit.

4.0 Methodology and Commentary

4.1 General Comments

- 4.1.1 There are two fundamental issues with the information provided by the Appellant: Firstly, the lack of any actual figures (real cost of these works) and information on what works have been carried out to date and when, and secondly the differences in the indices used.
- 4.1.2 I consider that this has to be judged in the context of NPPG 'Viability' Paragraph 8 Reference ID: 10-008-20190509 which states "*The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and viability evidence underpinning the plan is up to date, and site circumstances including any changes since the plan was brought into force, and the transparency of assumptions behind evidence submitted as part of the viability assessment.*" My underlining.
- 4.1.3 There are also a few differences to the base figures from the agreed s106 that I have corrected on my version of the Infrastructure Schedule as attached at Appendix 3 and detailed below.

4.2 Housing Base Build Cost

- 4.2.1 At Appendix 1.1, I attach a build-up of the originally agreed Quality Uplift Costs to enhance the external quality of properties in specific locations, as can be seen the agreed cost of these extras is £8.66/m² as agreed in January 2016.
- 4.2.2 At Appendix 1.2, is a build-up to the blended rate to be applied as a cost of building the housing. This shows using the latest index for first quarter of 2025 (1Q2025) an indexed Quality Uplift of £12.69/m² compared to the Quod figure on their Appendix A of their FVA dated 8th January 2025, of £16.57/m².

- 4.2.3 Quod use as a current index third quarter of 2024 (3Q2024), so adjusting to that date the revised Quality Uplift should be £12.38/m² not £16.57/m². There is no combination of indices that I can find to arrive at the Quod figure.
- 4.2.4 The combination of our increasing the base BCIS data to current and reducing back to the correctly indexed Quality Uplift results in a revised blended rate for the housing of £219.94/m² compared to the applicant's figure of £220.46/m². Whilst only a difference of £0.52/m² when applied to 6,267,559m² of housing this results in a reduction in cost of £3,279,753.72.
- 4.2.5 It is this revised rate of £219.94/m² for the housing that should be applied to the cashflows and appraisals to be carried out.

4.3 Inputs to the Infrastructure and s106 Schedule – Base Position

- 4.3.1 Attached at Appendix 3 is a Schedule of Infrastructure and s106 Contributions, based on the Schedule provided by Quod.
- 4.3.2 Many of the infrastructure works, preliminary items, fees etc required to be done by the Appellant have now been carried out on the project and as noted above, I would have expected to receive build ups to the actual costs incurred so that they could be verified and inserted into the Schedule including their timings. These could and should replace the cost estimates provided ten years ago. Neither this data nor any information relating to when works were carried out has been provided, excepting only the items discussed in my Addendum at 4.3.6 below.
- 4.3.3 There are some figures in the original Infrastructure Cost Schedule that have been altered from the s106 figures or should be changed to now known or advised figures from our clients and these are listed below:
- .1 5100.2a -A28 Highway improvements – KCC have provided an updated estimate of £29,700,000 current as at February 2024.
 - .2 5200.6 – Secondary School Bonds - The requirement for a bond for the first stage payments has been removed, therefore, a reduced cost of providing bonds pro-rata for the cost split between the first and second stage payments, should be made.

- .3 Reference 5200.7 - Primary School 1 Bond – This school was completed some time ago and the Appellant only provided one of the required bonds for this school. This cost should therefore be reduced pro-rata to the actual bond issued.
- .4 Reference 5300.23 - Viability Review Fee - The Appellant has increased this from £90,000 in the s106 to £240,000 without explanation.
- .5 Reference 5500.33 -Commutated sum for woodland management - This item cannot be found in the s106 and therefore, it should be removed.
- .6 Reference 5700.6 - Variable Deficit Grant – The Appellant has increased this to £3,400,000 from the correct s106 figure of £3,350,000.
- .7 7900.1 – County Council Approval of Travel Plan – KCC do not charge for such approvals, so this figure should be removed.

Please note that the Appellant has reduced the cost of the Secondary School based on their understanding of a Deed of Variation. KCC do not accept this and it is a matter of separate litigation but for the purposes of this viability exercise I use Quod's figure for consistency.

- 4.3.4 For consistency none of the items shown in 4.3.3.1 to 4.3.3.7 have yet been adjusted and pending correction of actual figures and indexation these adjustments that result in savings that can be adopted later.
- 4.3.5 In addition to this the Councils have made amendments to the triggers for certain payments and these aid cashflow but again these have not been picked up by the appellant or it appears the timing of existing unchanged triggers.
- 4.3.6 **Addendum** On the afternoon of Friday the 31st January, 2025, Quod provided some limited figures on infrastructure costs in relation to the various access construction costs. The only one with any detailed information is in respect of Access C Reference 1200.2 on the Infrastructure and S106 Schedule.
- 4.3.7 There is a good amount of information included in the email chain in regard to the costs of Access C. I have not had time to fully analyse these costs that I am told date back to 2022, although there are some quotes in there dated 2023. However, these costs potentially include items for which there are other budgets in the Infrastructure Schedule namely: 2200.9 BT off site diversions; 6200.5 attendance on Stats; 6200.6 Site Offices (infrastructure construction) and 7600.1 Site supervision.

- 4.3.8 Clearly some time will be needed to interrogate these costs and discussion over the elements included and whether they are double counted with other Infrastructure Schedule budgeted figures.
- 4.3.9 Of clear note is the fact that these costs at £888,757.21 are slightly higher than the budget figure of £617,591.00, which if indexed to December 2022 arrives at a figure of £842,169.55. This is contrary to the Appellant's assertion that is discussed at 4.5 below, where they assert that the BCIS indexation over inflates the true cost.
- 4.3.10 This also shows the need to use actual costs and current estimates which will differ up or down from costs predicted ten years ago.

4.4 Indexation of the Costs and s106 Contributions – Base Position

- 4.4.1 As noted above Quod have only updated their indexation to the third quarter of 2024 (3Q2024) and not up to the current date January 2025 or first quarter of 2025 (1Q2025) the valuation date as prescribed by the RICS.
- 4.4.2 They also apply incorrect indices to their data or omit indices that are set out in the "Relevant Index" definition in the signed s106.
- 4.4.3 Once corrected I will review their approach to the indexation.

4.5 "Indexation Overstates Costs"

- 4.5.1 The Appellant states in Request No 6 of their Modifications Table, that the indexation of the sums in the s106 is far above the true inflation that has occurred and seeks to amend the base date from April 2014 to August 2018. Although Quod have used April 2018 as the revised date in Quod's schedules not the August 2018 that the Appellant requests.
- 4.5.2 The Appellant provides no data or information to support this view and most notably, still indexes all its own costs, based on ten-year-old estimates, back to January 2016 and not to their proposed August 2018 date. This cannot be correct.

- 4.5.3 I am not aware of anyone arguing that BCIS indices are too high. Indeed, in my work over the years, it is much more likely that developers and builders argue that BCIS indices lag the market and are low.

5.0 Conclusions

- 5.1 As can be seen from the foregoing, generally due to no specific real data provided by the appellant on costs and having to use ten-year-old estimates, along with the errors regarding choice of index and dates of indexation it is impossible to form a cohesive and definitive position. I have therefore, only been able to point out clear errors and have had to resort to adopting Quods figures with only slight adaption to recognise actual progress on site. However, this is I believe the only stance that can reasonably be taken to ensure consistency of approach across the data provided.
- 5.2 Presumably, if the Appellant is correct in its assertion at Request No 6, that BCIS indices are over inflated, then if real cost data were to be provided, we would see a reduction in these costs and of course if dates are applied to when work was carried out there would be less adjustment for indexation.
- 5.3 However, contrary to the comment in 5.2 above the one detailed breakdown of actual cost provided by the Appellant for Access C, is slightly higher than the ten-year-old budget figure plus indexation.

Appendix 1.1

APPENDIX 1.1

Quality Uplift to BCIS based costs

The schedule below shows the calculation used to arrive at the required design enhancements requested by Ashford Borough Council to improve the external appearance and fenestration of properties adjacent to or visible from roads and thoroughfares.

The below schedule takes each element and gives a design code uplift per square foot that is then applied to the percentage of dwellings that are affected by the enhanced design.

E/O Items	Base Rate per FT2	Weighted Uplift per FT2 (Design Code)	% dwellings	Weighted cost per FT2
Stone	£3.31	£3.69	5%	£0.18
Brickwork	£3.31	£0.73	55%	£0.40
Weatherboarding	£0.55	£0.18	25%	£0.05
Render	£0.60	£0.15	10%	£0.02
Feature brickwork	£3.31	£2.69	10%	£0.27
Hand Made clay tiles	£3.31	£1.40	5%	£0.07
Timber Windows	£2.60	£2.33	45%	£1.05
Metal (or composite) Windows	£2.60	£4.40	7.50%	£0.33
Roof Tiling	£2.00	£0.67	35%	£0.23
Eaves Details	£1.00	£0.35	70%	£0.25
Balconies	£5.00	£1.65	5.5%	£0.09
Front doors	£0.40	£0.40	100%	£0.40
Chimneys	£1.00	£1.50	25%	£0.38
Network wiring	£0.00	£0.18	50%	£0.09
Rainwater goods	£0.40	£1.00	100%	£1.00
Feature porches	£0.25	£0.26	30%	£0.08
Externals boundary treatment		£0.65	75%	£0.49
Street Lighting		£0.23	60%	£0.14
Hard Landscaping (Surface)		£0.79	50%	£0.39
Hard Landscaping (Crossings)		£0.31	20%	£0.06
Hard Landscaping (Kerbs)		£1.47	20%	£0.29
Garages - Single	£3.00	£3.00	30%	£0.90
Garages - Double	£7.50	£7.50	20%	£1.50
				£8.66

Appendix 1.2

Chilmington Green , Ashford

TS Appendix 1.2

BCIS Build Cost-5Year max age of results

£8.66 Orig Quality Uplift

Indexed from 1Q2016	Median Average M2	Median Average ft2	NIA to GIA 15%	External Costs 12%	Contingency 5%	E/O Quality Indexed £12.69	BCIS FIGURE	apportionment	Blended Rate
Estate Housing - Generally	£ 1,852.00	£172.05		£192.70	£202.33	£215.02	£215.02	92%	£197.82
Flats (Apartments) - Generally	£2,052.00	£190.63	£224.27	£251.19	£263.74	£276.44	£276.44	8%	£22.11
									£ 219.94

All in TPI

Default	1,697	1Q2016	275						£ 0.52
	1,965	1Q2025	403	46.55%					

6,267,559 £ 3,279,753.72 Reduction in build cost

Appendix 2.1

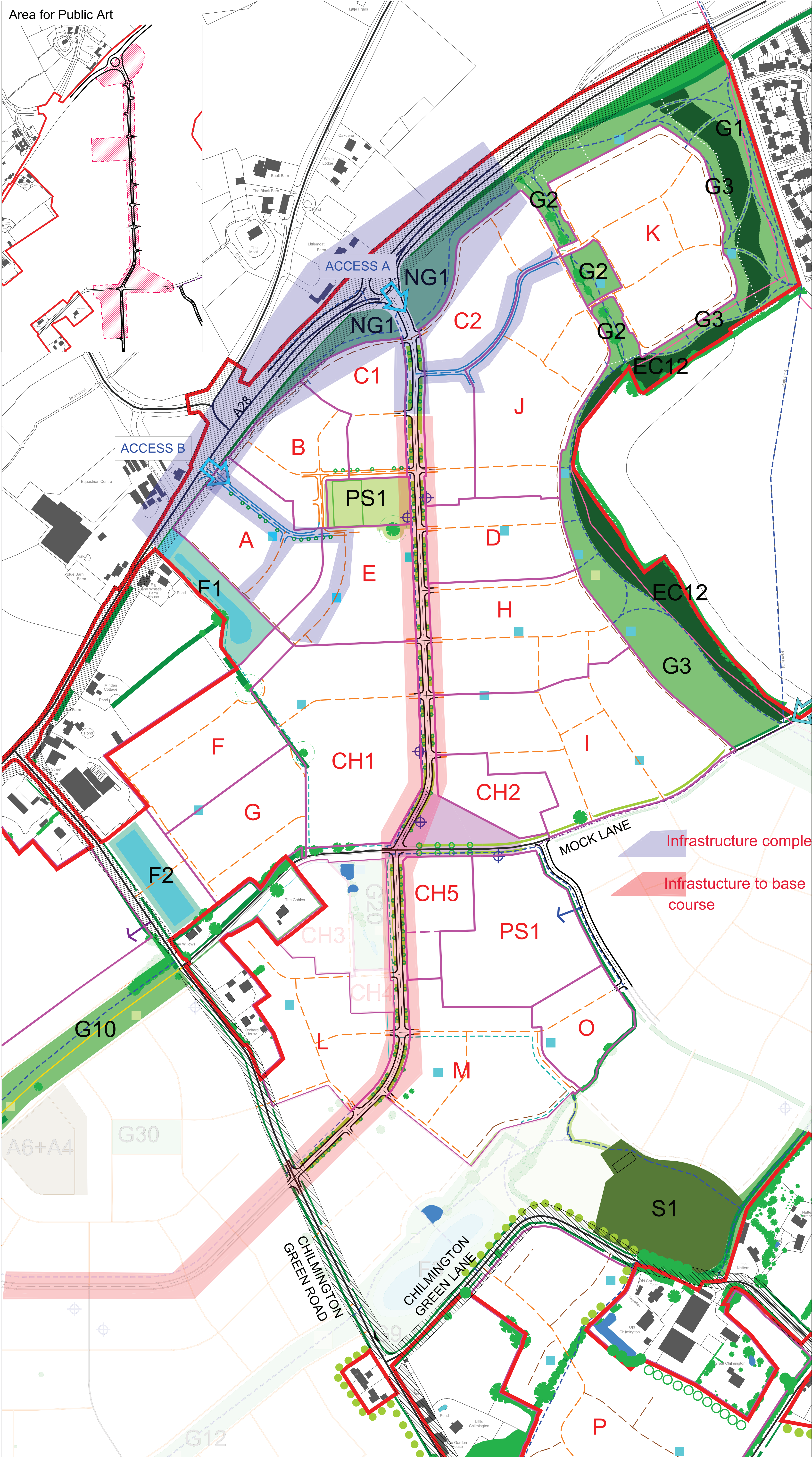
APPENDIX 2.1

CHILMINGTON GREEN PROGRESS

2nd December 2024

PHASE	SUB-AREA	DEVELOPER	NAME	STATUS	COMMENTS
1	A	Hodson	The Lakes	Almost Build Complete	67 out of 91 units occupied
	B	Mann Gp/Thakeham		Under Construction	All structures complete to roof level. No occupations
	C1	Mann Gp/Thakeham		Under Construction	All structures complete to roof level. No occupations
	C2	Hodson		Complete	All Occupied
	D	Hodson		No Construction	Infrastructure and Services to the boundary
	E	Hodson	The Lakes	Almost Build Complete	48 flats remaining to be completed
	F	Hodson		No Construction	
	G	Hodson		No Construction	
	H	Hodson		No Construction	Infrastructure and Services to the boundary
	I	Hodson		No Construction	Infrastructure and Services to the boundary
	J	Mann Gp/Thakeham		Under Construction	All structures complete to roof level. No occupations
	K	Hodson		No Construction	Infrastructure and Services to the boundary
	L	Hodson		No Construction	Infrastructure and Services to the boundary
	CH1	Hodson		No Construction	Infrastructure and Services to the boundary
	CH2	Hodson		No Construction	Infrastructure and Services to the boundary
	CH5	Hodson		No Construction	Infrastructure and Services to the boundary
	PS1		Primary School	Complete	In operation
	PS1		Green Space	Not started	Occupied by Hodson Offices
	M	Hodson		No Construction	Infrastructure and Services to the boundary
	O	Hodson		No Construction	Infrastructure and Services to the boundary
			Mock Lane	Complete	S.278 works
	P	Jarvis		Build Complete	82 out of 99 units occupied
	Q	Barratt		Build Complete	All Occupied
	R	Barratt		Build Complete	All Occupied
			Footpath	Build Complete	From Bartlets Lane to Phase 1
2			Secondary School	Under Construction	Looks like it will be ready for September 2025
			Access C A28	Under Construction	Road complete to base course with services from Access C to Chilmington Green Rd

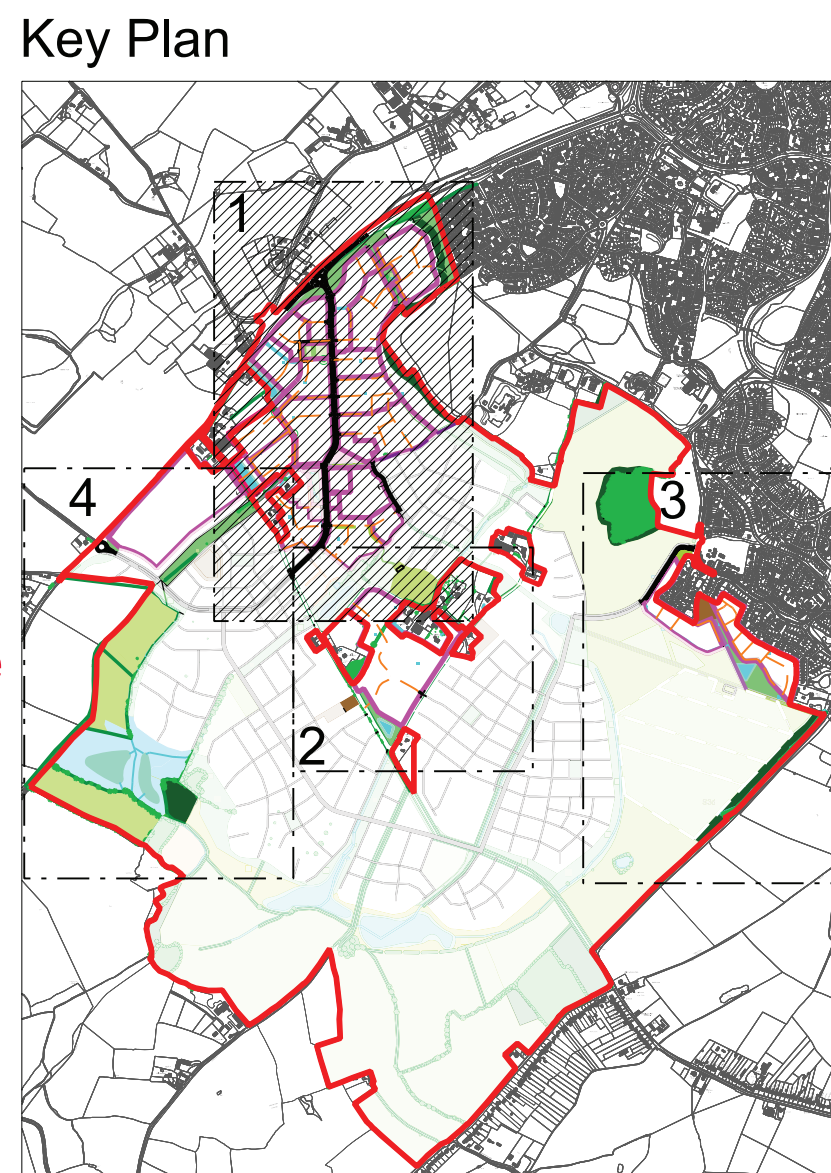
Appendix 2.2



Notes:
Do not scale from this drawing.
All contractors must visit the site and be responsible for taking and checking Dimensions.
All construction information should be taken from figured dimensions only.
Any discrepancies between drawings, specifications and site conditions must be brought to the attention of the supervising officer.
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- Site boundary
- Land parcel boundary (indicative)
- Fixed main access points
- Existing road
- Strategic routes
- Local access streets
- Minor access streets & shared spaces
- Minor access streets & shared spaces (indicative)
- Lanes & edge streets (indicative)
- Foot/cycleway (indicative)
- Foot/cycleway - Exact location to be determined at Reserved Matters stage for Mock Lane
- Realignment of existing footways (indicative)
- Bridleway (indicative)
- Byway (indicative)
- Bus stops (indicative)
- Area for public art (indicative location)
- Informal open space (indicative extent)
- Market square (indicative extent)
- Equipped play facilities (indicative location)
- Doorstep play (indicative location)
- Sport pitches and pavilion (indicative location)
- Soft landscaping in public realm (indicative extent)
- Tree with root protection area - retained
- Tree - proposed (indicative)
- Indicative location for advanced planting
- Hedgerow - retained
- Woodland - proposed (indicative extent)
- Woodland - existing
- Existing pond
- Watercourse (indicative)
- SUDS (indicative location and extent)
- Noise contour
- Indicative location of primary school access point
- Indicative location of secondary school access point



P12	31.08.17	Final - updates to foot/cycleways and doorstep play locations	ECC	CSM
P11	25.07.17	Final - updates to Parcels C, J & D and incl. indicative locations of doorstep play	ECC	CSM
P10	29.06.17	Final	ECC	CSM
P9	16.05.17	Final - Update street hierarchy, footpath, etc	YQ	ECC
P8	21.04.17	Final - updates to CH5 and PS1	EW	ECC
P7	28.02.17	Final - Key plan added	YQ	ASL
P6	23.02.17	Final	ECC	CSM
P5	03.10.16	Final - updates to Parcel O, CH5 and Primary School	ECC	CSM
P4	22.09.16	Final - updates to Parcel O	ECC	CSM
P3	06.09.16	Final - updates to Parcel O	ECC	CSM
P2	05.09.16	Final - changes to Parcels M & O	ECC	CSM
P1	25.07.16	Final	ECC	CSM

Rev	Date	Description	Drawn	Chkd
FINAL				

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Project
Chilmington Green

Drawing Title
Detailed Masterplan Phase 1
Plan 1 of 4

Scale @ A1	1:2000	Job Ref.	00122
Drawing No.	00122_SK24	Revision	P12
Scale Bar			

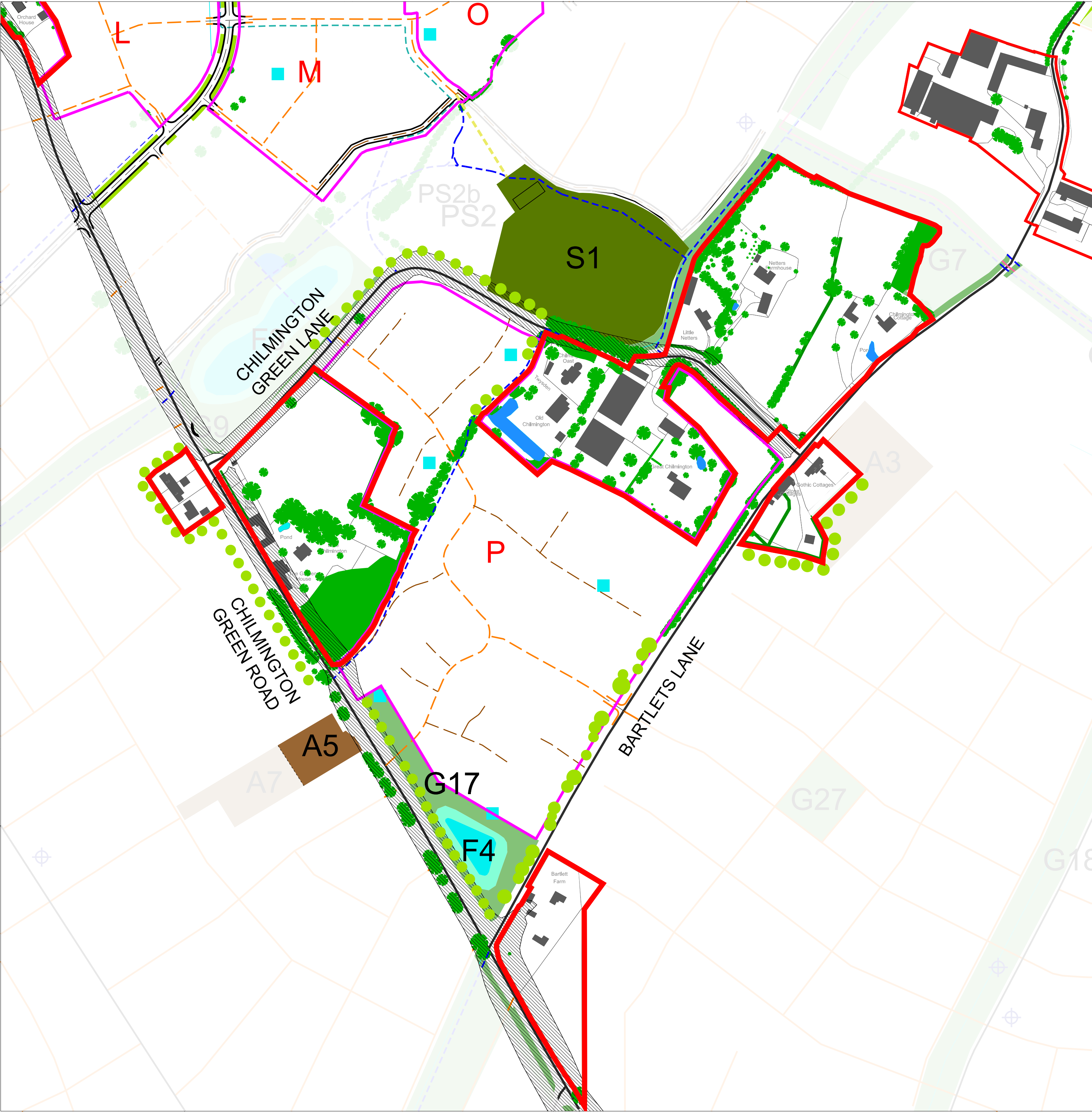
Appendix 2.3

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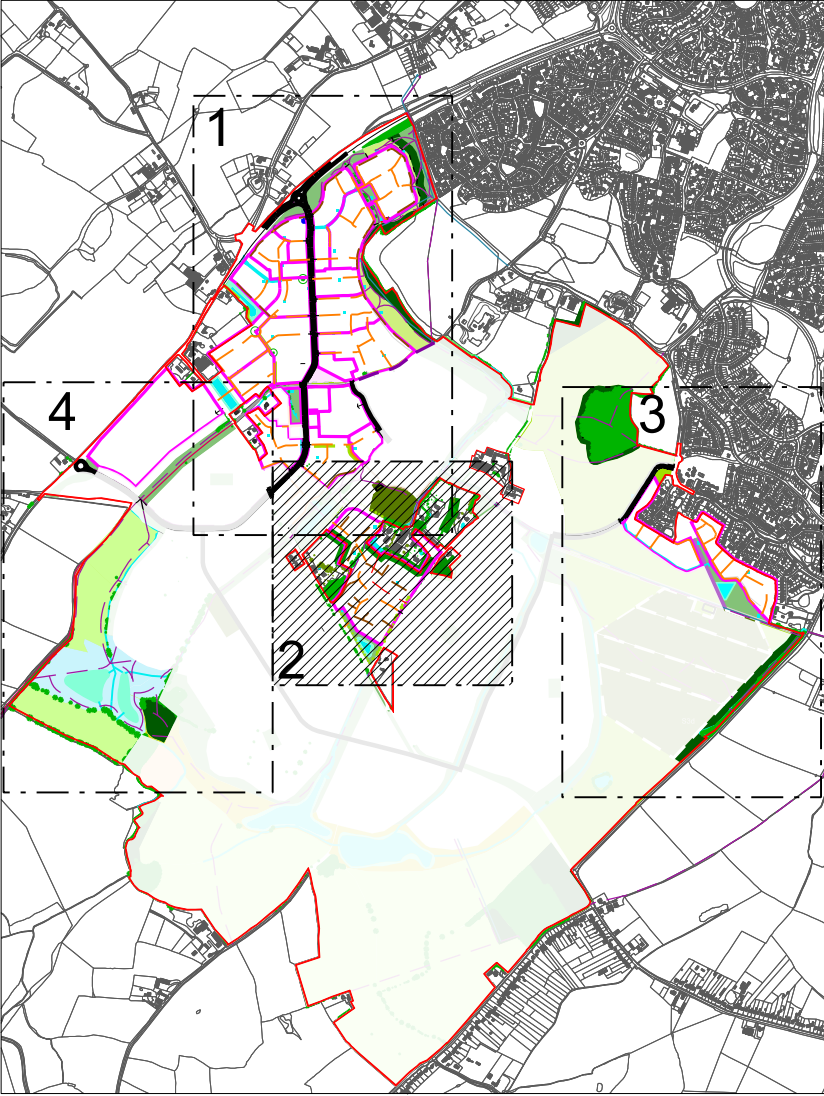
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Key

- Site boundary
- Land parcel boundary (indicative)
- Fixed main access points
- Existing road
- Strategic routes
- Local access streets
- Minor access streets & shared spaces
- Minor access streets & shared spaces (indicative)
- Lanes & edge streets (indicative)
- Foot/cycleway (indicative)
- Realignment of existing footways (indicative)
- Bridleway (indicative)
- Informal open space (indicative extent)
- PS Equipped play facilities (indicative location)
- Doorstep play (indicative location)
- Sport pitches and pavilion (indicative location)
- Soft landscaping in public realm (indicative extent)
- Tree with root protection area - retained
- Tree - proposed (indicative)
- Indicative location for advanced planting
- Hedgerow - retained
- Woodland - proposed (indicative extent)
- Woodland - existing
- Allotments (indicative extent)
- Existing pond
- Watercourse (indicative)
- SUDS (indicative location and extent)
- Noise contour



Key Plan



P9	30.07.19	Final - amend A5 allotment	ECC	ABL
P8	31.08.17	Final - amend footway/cycleway	ECC	CSM
P7	28.07.17	Final - incl. indicative locations of doorstep play	ECC	CSM
P6	30.06.17	Final	ECC	CSM
P5	16.05.17	Final - Update street hierarchy, footpath, etc	YQ	ECC
P4	28.02.17	Final- Adjust existing trees	YQ	ABL
P3	24.02.17	Final- advanced planting added	YQ	ABL
P2	23.02.17	Final	ECC	CSM
P1	28.07.16	Final	ECC	CSM

Rev	Date	Description	Drawn	Chkd
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Drawing Status
FINAL

Client
Chilmington Green Consortium

ChilmingtonGreen

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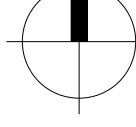
Project
Chilmington Green, Ashford

Drawing Title
**Detailed Masterplan Phase 1
Plan 2 of 4**

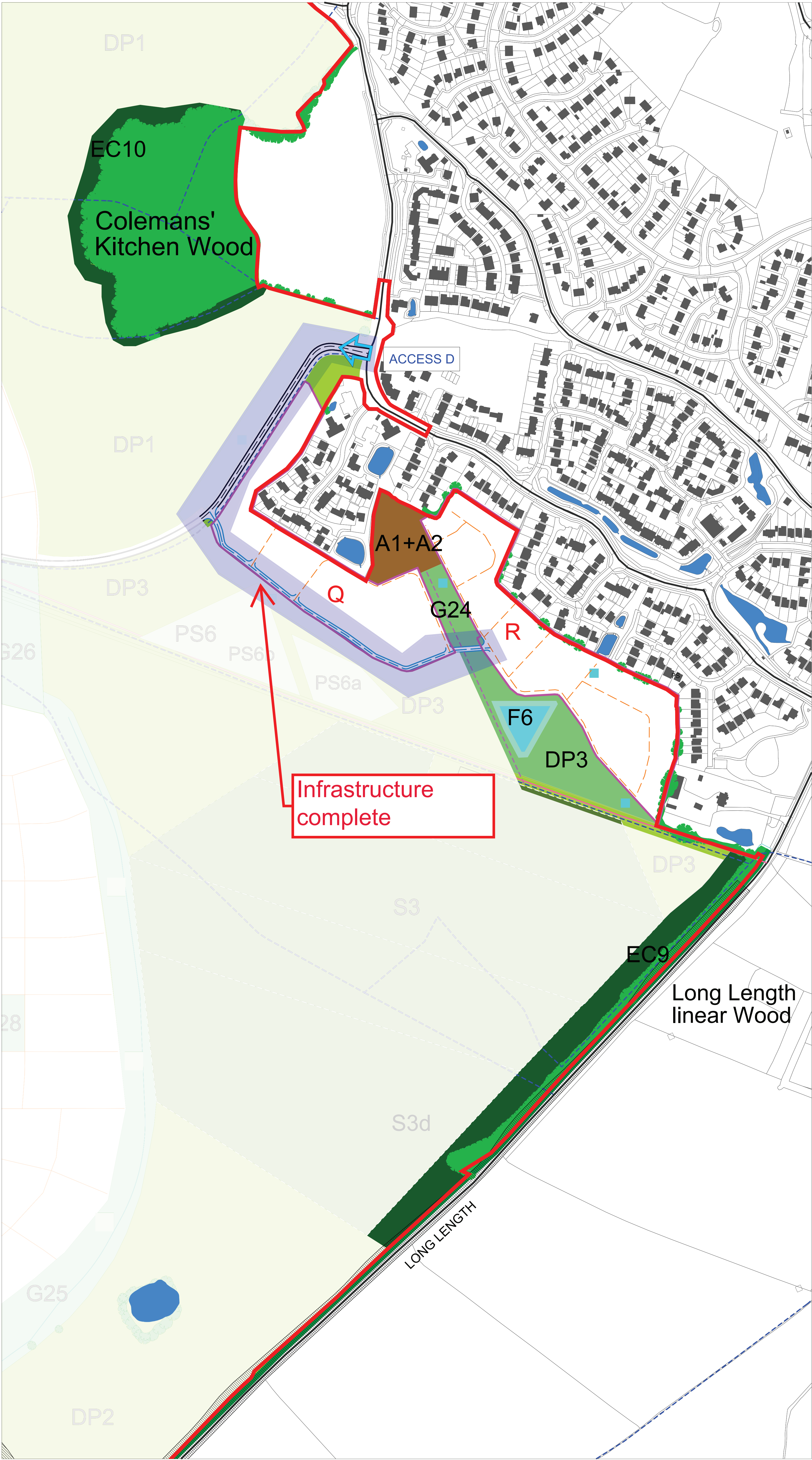
Scale @ A1 1:2000 Job Ref. 00122/H

Drawing No. 00122_SK27 Revision P9

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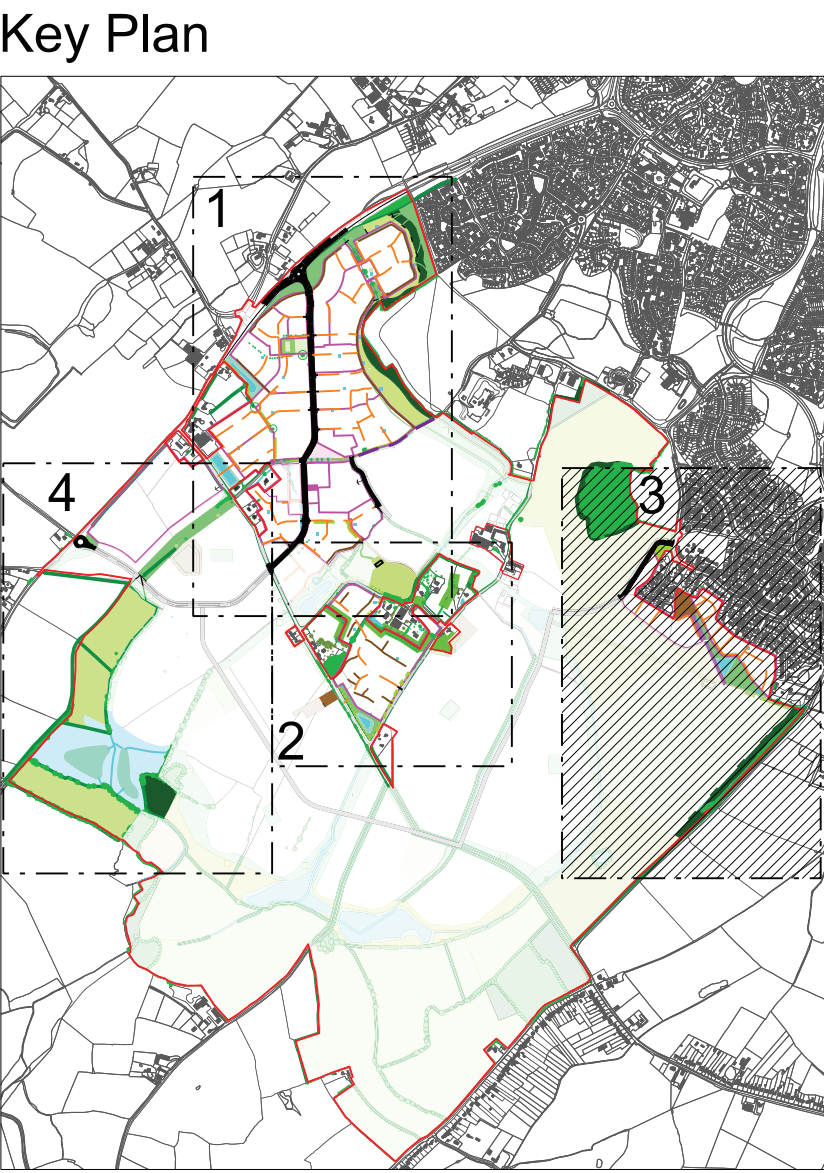
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- Site boundary
- Land parcel boundary (indicative)
- Fixed main access points
- Existing road
- Strategic routes
- Local access streets
- Minor access streets & shared spaces (indicative)
- Lanes & edge streets (indicative)
- Foot/cycleway (indicative)
- Realignment of existing footways (indicative)
- Bridleway (indicative)
- Footpath (indicative)
- Informal open space (indicative extent)
- PS Equipped play facilities (indicative location)
- Doorstep play (indicative location)
- Sport pitches and pavilion (indicative location)
- Soft landscaping in public realm (indicative extent)
- Tree - proposed (indicative)
- Tree with root protection area - retained
- Hedgerow - retained
- Woodland - proposed (indicative extent)
- Woodland - existing
- Allotments (indicative extent)
- Existing pond
- Watercourse (indicative)
- SUDS (indicative location and extent)
- Noise contour



P8	31.08.17	Final - Updates to foot/cycleway	ECC	CSM
P7	26.07.17	Final - incl. indicative locations of doorstep play	ECC	CSM
P6	30.06.17	Final	ECC	CSM
P5	16.05.17	Final - Update street hierarchy, footpath, etc	YO	ECC
P4	27.02.17	Final - Adjust DP3 and F6	YO	ABL
P3	24.02.17	Final	YO	ABL
P2	23.02.17	Final	ECC	CSM
P1	28.07.16	Final	ECC	CSM

Rev	Date	Description	Drawn	Chkd
Drawing Status				
FINAL				

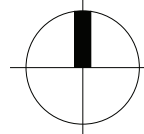
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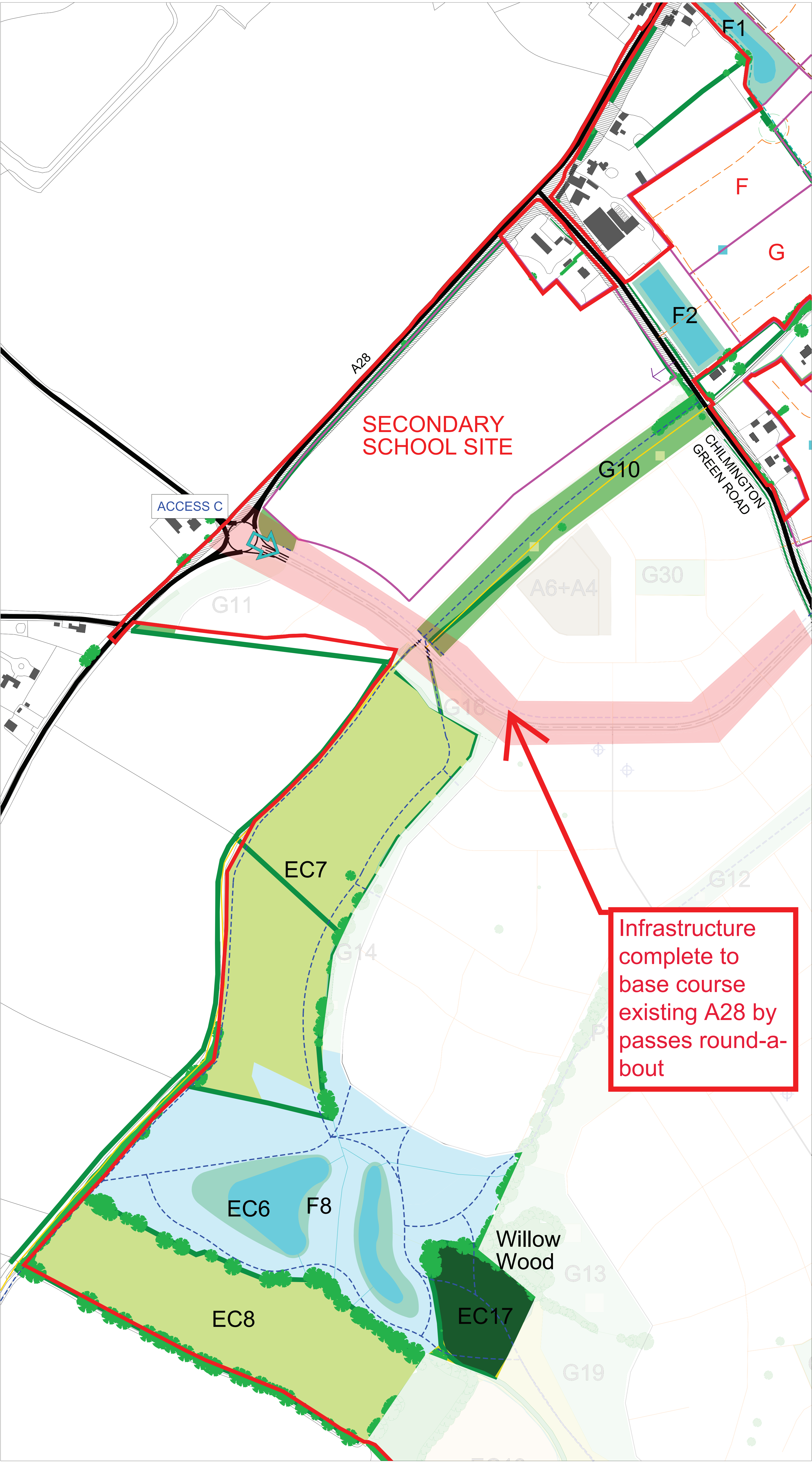
Project
Chilmington Green

Drawing Title
Detailed Masterplan Phase 1
Plan 3 of 4

Scale @ A1	1:2000	Job Ref.	00122
Drawing No.	00122_SK28	Revision	P8
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Appendix 2.5

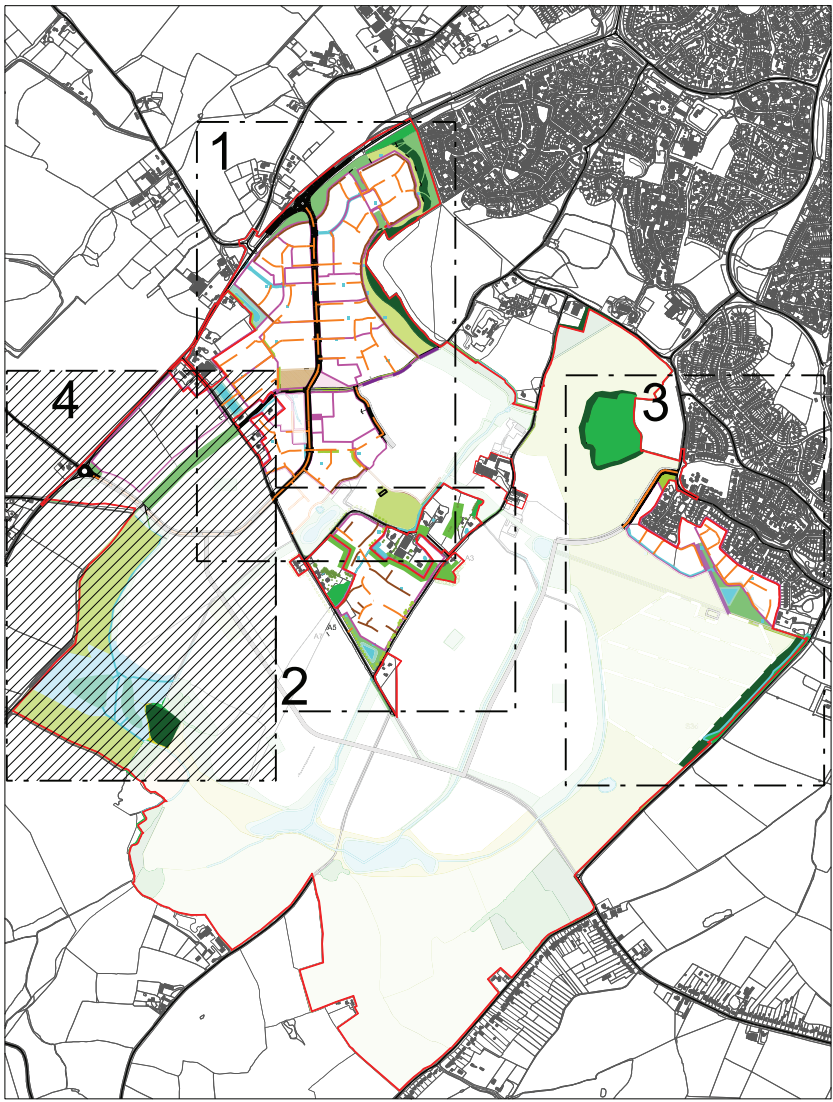


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—	Site boundary
—	Land parcel boundary (indicative)
➡	Fixed main access points
—	Existing road
—	Strategic routes
—	Local access streets
—	Minor access streets & shared spaces (indicative)
—	Lanes & edge streets (indicative)
—	Foot/cycleway (indicative)
—	Realignment of existing footways (indicative)
—	Bridleway (indicative)
—	Byway (indicative)
—	Informal open space (indicative extent)
—	Ecologically managed farmland (indicative extent)
—	Flooded meadow ecology park (indicative extent)
PS	Equipped play facilities (indicative location)
—	Sport pitches and pavillion (indicative location)
—	Soft landscaping in public realm (indicative extent)
○	Tree - proposed (indicative)
●	Tree with root protection area - retained
—	Hedgerow - retained
—	Woodland - proposed (indicative extent)
—	Woodland - existing
—	Existing pond
—	Watercourse (indicative)
—	SUDS (indicative location and extent)
—	Noise contour
—	Indicative location of secondary school access point

Key Plan



P7	31.08.17	Final	Updates to foot/cycleways	ECC	CSM
P6	26.07.17	Final		ECC	CSM
P5	28.06.17	Final		ECC	CSM
P4	16.05.17	Final	Update street hierarchy, footpath, etc	YQ	ECC
P3	24.02.17	Final		YQ	ABL
P2	23.02.17	Final		ECC	CSM
P1	29.07.16	Final		ECC	CSM

Rev	Date	Description	Drawn	Chkd
Drawing Status				
FINAL				

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Project
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Drawing Title
Detailed Masterplan Phase 1
Plan 4 of 4

Scale @ A1	1:2000	Job Ref.	00122/H
Drawing No.	00122_SK29	Revision	P7
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Appendix 3

APPENDIX 3
Chilmington Green - Development Appraisal
Development Site

REF	INDEX	HEAD	DESCRIPTION	TOTAL	Index	Index
Direct Works						
ENABLING WORKS						
1100.1	BCIS All In TPI		UXO / Airfield	E412,918	1.43	E590,473
1100.2	BCIS All In TPI		Contamination	E249,999	1.43	E357,499
1100.3	BCIS All In TPI		Earthworks (cut & Fill)	E499,999	1.43	E714,999
1100.4	BCIS All In TPI		Haul Roads	E266,234	1.43	E380,715
SECTION 278 HIGHWAYS						
1200.1	BCIS All In TPI		Northern Access off A28 - Access A	E548,102	1.43	E783,786
1200.2	BCIS All In TPI		Southern Access - Access C	E617,591	1.43	E883,156
1200.3	BCIS All In TPI		Coulter Road - Access D	E113,795	1.43	E162,726
1200.4	BCIS All In TPI		Chart Road	E500,000	1.43	E715,000
1200.5	BCIS All In TPI		Maggie Hall Road Junction With Kingsnorth Road	E350,000	1.43	E500,500
1200.6	BCIS All In TPI		Priority Junction off A28 - Access B	E154,018	1.43	E220,246
1200.7	BCIS All In TPI		Knoll Bus Lane	E137,652	1.43	E196,843
1200.8	BCIS All In TPI		Beaver Bridge bus stop extension (Drig A66)	E225,626	1.43	E322,645
1200.9	BCIS All In TPI		Enhancement of Northern Access Roundabout to 40m OD High Capacity	E276,568	1.43	E395,492
1200.1	BCIS All In TPI		Maggie Hall Road Footpath Improvements	E50,000	1.43	E71,500
FOOTWAY / CYCLEWAY						
1300.1	BCIS All In TPI		Temporary closures / diversions of public right of way	E50,000	1.43	E71,500
1300.2	BCIS All In TPI		Bridges over Chilmington Brook swale (15m wide)	E240,000	1.43	E343,200
1300.3	BCIS All In TPI		Footways / Cycleways	E2,026,836	1.43	E2,898,375
1300.4	BCIS All In TPI		Bridleways	E127,984	1.43	E183,017
INFRASTRUCTURE S38 WORKS						
1400.1a	BCIS All In TPI	6.3.1	Chilmington Avenue (Typical) - Phase 1	E936,084	1.43	E1,338,600
1400.1b	BCIS All In TPI	6.3.2	Chilmington Avenue (Through Urban Square) - Phase 1	E770,478	1.43	E1,101,784
1400.1c	BCIS All In TPI	6.3.3	Chilmington Avenue (with bus stop - Typical)) - Phase 1	E559,690	1.43	E800,357
1400.2	BCIS All In TPI	6.3.4	Chilmington High Street (High Street)	E514,191	1.43	E735,293
1400.3	BCIS All In TPI		Chilmington Square	E1,110,092	1.43	E1,587,432
1400.4	BCIS All In TPI	6.3.5	Chilmington Gardens	E562,402	1.43	E804,235
1400.5a	BCIS All In TPI	6.3.3	Mock Lane - (6.3.3)	E1,408,860	1.43	E2,014,670
1400.5b	BCIS All In TPI		Mock Lane - section after square	E682,960	1.43	E976,633
1400.6	BCIS All In TPI	Extg	Chilmington Green Road (Phase 1)	E50,000	1.43	E71,500
1400.7	BCIS All In TPI	6.3.1	Avenue from Chilmington Square to Southern Access - Phase 2	E2,955,462	1.43	E4,226,311
1400.8	BCIS All In TPI	6.3.9	Discovery Park Link	E1,087,386	1.43	E1,554,962
1400.9	BCIS All In TPI	6.3.8	Green Spine (West of Bartletts Lane)	E264,074	1.43	E377,626
1400.1	BCIS All In TPI	6.3.3	Green Spine (East of Bartletts Lane)	E2,326,789	1.43	E3,327,308
1400.11	BCIS All In TPI	Extg	Chilmington Green Road (Phase 2)	E174,906	1.43	E250,116
1400.12	BCIS All In TPI	6.3.6	Orchard Way (Phase 3)	E2,697,006	1.43	E3,856,719
1400.13	BCIS All In TPI	6.3.3	Orchard Way (Phase 4)	E1,405,803	1.43	E2,010,298
1400.14	BCIS All In TPI	??	Criol Lane	E1,356,144	1.43	E1,939,286
1400.15	BCIS All In TPI	6.3.7	Chilmington Brook	E2,512,185	1.43	E3,592,425
1400.16	BCIS All In TPI	Extg	Chilmington Green Road Phase 4	E125,339	1.43	E179,235
1400.17	BCIS All In TPI	Extg	Chilmington Green Road Phase 3	E254,420	1.43	E363,821
INFRASTRUCTURE SURFACE WATER DRAINAGE						
1500.1	BCIS All In TPI		Surface Water Sewers in Open Spaces (Phase 1)	E118,831	1.43	E169,928
1500.2	BCIS All In TPI		Surface Water Sewers in Open Spaces (Phase 2)	E118,948	1.43	E170,096
1500.3	BCIS All In TPI		Surface Water Sewers in Open Spaces (Phase 3)	E397,902	1.43	E569,000
1500.4	BCIS All In TPI		Surface Water Sewers in Open Spaces (Phase 4)	E568,892	1.43	E813,516
1500.5	BCIS All In TPI		Surface Water Sewer to on site roads (Phase 1)	E288,791	1.43	E412,971
1500.6	BCIS All In TPI		Surface Water Sewer to on site roads (Phase 2)	E269,746	1.43	E385,737
1500.7	BCIS All In TPI		Surface Water Sewer to on site roads (Phase 3)	E0	1.43	E0
1500.8	BCIS All In TPI		Surface Water Sewer to on site roads (Phase 4)	E39,432	1.43	E56,388
1500.9	BCIS All In TPI		Attenuation Ponds (Phase 1)	E427,616	1.43	E611,491
1500.1	BCIS All In TPI		Attenuation Ponds (Phase 2)	E71,232	1.43	E101,862
1500.11	BCIS All In TPI		Attenuation Ponds (Phase 3)	E159,637	1.43	E228,281
1500.12	BCIS All In TPI		Attenuation Ponds (Phase 4)	E235,744	1.43	E337,114
INFRASTRUCTURE SURFACE WATER DRAINAGE						
1600.1	BCIS All In TPI		Off Site Foul Water Improvements	E1,504,062	1.43	E2,150,809
1600.2	BCIS All In TPI		Foul Sewers to on site roads (Phase 1)	E205,253	1.43	E293,512
1600.3	BCIS All In TPI		Foul Sewers to on site roads (Phase 2)	E168,856	1.43	E241,464
1600.4	BCIS All In TPI		Foul Sewers to on site roads (Phase 3)	E0	1.43	E0
1600.5	BCIS All In TPI		Foul Sewers to on site roads (Phase 4)	E148,481	1.43	E212,328
1600.6	BCIS All In TPI		Rising main / station (Phase 1)	E994,159	1.43	E1,421,647
1600.7	BCIS All In TPI		Rising main / station (Phase 3)	E958,177	1.43	E1,370,193
1600.8	BCIS All In TPI		Rising main / station (Phase 4)	E237,749	1.43	E339,981
1600.9	BCIS All In TPI		Upgrading existing foul outfall pipework	E275,000	1.43	E393,250
DIVERSIONS IN CONNECTION WITH S278 WORKS						
2100.1	BCIS All In TPI		Northern Access off A28	E82,215	1.43	E117,567
2100.2	BCIS All In TPI		Southern Access	E92,639	1.43	E132,474
2100.3	BCIS All In TPI		Coulter Road - Access D	E17,069	1.43	E24,409
2100.4	BCIS All In TPI		Chart Road	E75,000	1.43	E107,250
2100.5	BCIS All In TPI		Maggie Hall Road Junction With Kingsnorth Road	E52,500	1.43	E75,075
2100.6	BCIS All In TPI		Secondary Signalised Access off A28	E23,103	1.43	E33,037
2100.7	BCIS All In TPI		Knoll Bus Lane	E20,648	1.43	E29,527
2100.8	BCIS All In TPI		Victoria Road / A2042 Junction - Bus Lane Prioritization	E33,844	1.43	E48,397
SITE RELATED UTILITIES						
2200.1a	BCIS All In TPI		Water - Off site reinforcement (Phase 1 & 2)	E3,303,823	1.43	E4,724,467
2200.1b	BCIS All In TPI		Water - Off site reinforcement (Phase 3)	E952,177	1.43	E1,361,613
2200.2a	BCIS All In TPI		Water - On site infrastructure mains in connection with Infrastructure S38 (Phase 1)	E413,783	1.43	E591,710
2200.2b	BCIS All In TPI		Water - On site infrastructure mains in connection with Infrastructure S38 (Phase 2)	E235,354	1.43	E336,556
2200.2c	BCIS All In TPI		Water - On site infrastructure mains in connection with Infrastructure S38 (Phase 3)	E219,317	1.43	E313,623
2200.2d	BCIS All In TPI		Water - On site infrastructure mains in connection with Infrastructure S38 (Phase 4)	E266,850	1.43	E381,595
2200.3	BCIS All In TPI		Gas - Off site reinforcement	E23,731	1.43	E33,935
2200.4a	BCIS All In TPI		Gas - On site infrastructure mains in connection with Infrastructure S38 (Phase 1)	-E2,099,071	1.43	-E3,001,671
2200.4b	BCIS All In TPI		Gas - On site infrastructure mains in connection with Infrastructure S38 (Phase 2)	E0	1.43	E0
2200.4c	BCIS All In TPI		Gas - On site infrastructure mains in connection with Infrastructure S38 (Phase 3)	E0	1.43	E0
2200.4d	BCIS All In TPI		Gas - On site infrastructure mains in connection with Infrastructure S38 (Phase 4)	E0	1.43	E0
2200.5a	BCIS All In TPI		Electricity - Off site reinforcement (Main Site) (Phase 1)	E7,448,000	1.43	E10,650,640
2200.5b	BCIS All In TPI		Electricity - Off site reinforcement (Main Site) (Phase 2)	E1,941,800	1.43	E2,776,774
2200.6	BCIS All In TPI		Electricity - Off site reinforcement (Brisley Farm)	E281,960	1.43	E403,203
2200.7a	BCIS All In TPI		LV Electricity - on site infrastructure mains in connection with Infrastructure S38 (Ph1)	E661,856	1.43	E946,454
2200.7b	BCIS All In TPI		LV Electricity - on site infrastructure mains in connection with Infrastructure S38 (Ph2)	E378,835	1.43	E541,734
2200.7c	BCIS All In TPI		LV Electricity - on site infrastructure mains in connection with Infrastructure S38 (Ph3)	E347,750	1.43	E497,282
2200.7d	BCIS All In TPI		LV Electricity - on site infrastructure mains in connection with Infrastructure S38 (Ph4)	E424,118	1.43	E606,488
2200.8a	BCIS All In TPI		Electricity substations (Phase 1)	E600,000	1.43	E858,000
2200.8b	BCIS All In TPI		Electricity substations (Phase 2)	E500,000	1.43	E715,000
2200.8c	BCIS All In TPI		Electricity substations (Phase 3)	E600,000	1.43	E858,000
2200.8d	BCIS All In TPI		Electricity substations (Phase 4)	E600,000	1.43	E858,000
2200.9	BCIS All In TPI		BT - Off site diversions	E532,000	1.43	E760,760
2200.10a	BCIS All In TPI		BT - On site infrastructure mains in connection with Infrastructure S38 (Phase 1)	E288,325	1.43	E412,305
2200.10b	BCIS All In TPI		BT - On site infrastructure mains in connection with Infrastructure S38 (Phase 2)	E146,270	1.43	E209,167
2200.10c	BCIS All In TPI		BT - On site infrastructure mains in connection with Infrastructure S38 (Phase 3)	E136,435	1.43	E195,102
2200.10d	BCIS All In TPI		BT - On site infrastructure mains in connection with Infrastructure S38 (Phase 4)	E166,368	1.43	E237,906
2200.11	BCIS All In TPI		Duct crossings	E447,504	1.43	E639,931
Direct Works Subtotal				E55,004,304	1.43	E78,656,154

Section 106						
PRIMARY TRANSPORT						
5100.1	TBA	35	RIF Payment M20 J9 Phases 1-3 / Bridge / Drower	£5,622,588	1.00	£5,622,588
5100.2a	TBA	29	A28 High Improvements (Based on KCC Costing of Jacobs design)	£24,525,180	1.00	£24,525,180
5100.2b	TBA		A28 Bond (assumed start bond in 2018)	£5,385,219	1.00	£5,385,219
5100.3	BCIS All In TPI	30	Learning Link / Discovery Path / Strategic Cycle Path	£532,000	1.53	£813,960
5100.4	All In TPI	32	Bus Service Contribution	£3,000,000	1.53	£4,590,000
5100.5	All In TPI	40 & 43	Travel Plan Costs	£68,883	1.53	£105,392
5100.6	All In TPI	32	Bus vouchers	£2,587,500	1.53	£3,958,875
5100.7	All In TPI	34	Off Site Traffic Calming - Contribution 1	£204,249	1.53	£312,501
5100.8	All In TPI	34	Off Site Traffic Calming - Contribution 2	£204,249	1.53	£312,501
5100.9	TBA	43	Travel Plan Monitoring fee	£25,000	1.00	£25,000
5100.1	TBA	44	S106 Monitoring Fees	£1,000,000	1.00	£1,000,000
EDUCATION						
5200.1	BCIS General Building Cost	19	Secondary School	£13,549,998	1.45	£19,647,497
5200.2	BCIS General Building Cost	18	Primary School 1	£6,000,000	1.45	£8,700,000
5200.3	BCIS General Building Cost	18	Primary School 2	£6,000,000	1.45	£8,700,000
5200.4	BCIS General Building Cost	18	Primary School 3	£6,000,000	1.45	£8,700,000
5200.5	BCIS General Building Cost	18	Primary School 4	£4,500,000	1.45	£6,525,000
5200.6	BCIS General Building Cost	19	Secondary School Bond	£972,000	1.45	£1,409,400
5200.7	BCIS General Building Cost	18	Primary School 1 Bond	£457,866	1.45	£663,906
5200.8	BCIS General Building Cost	18	Primary School 2 Bond	£637,500	1.45	£924,375
5200.9	BCIS General Building Cost	18	Primary School 3 Bond	£693,000	1.45	£1,004,850
5200.1	BCIS General Building Cost	18	Primary School 4 Bond	£180,750	1.45	£262,088
COMMUNITY & SOCIAL SERVICES						
5300.1	ALL IN TPI	14	District Centre Community Hub	£5,152,127	1.53	£7,882,754
5300.2	ALL IN TPI	14	Professional Fees for District Centre Hub	£618,255	1.53	£945,930
5300.3	No Index listed	14	CMO Legal fees for land registry (District Community Hub)	£1,500	1.00	£1,500
5300.4	TBA	14	Council Legal Fees for transfer (District Community Hub)	£1,000	1.00	£1,000
5300.5			Integrated Dementia Care Services	£0	1.00	£0
5300.6			Local Hub for Elderly	£0	1.00	£0
5300.7			Co-Location with Health	£0	1.00	£0
5300.8	BCIS General Building Cost	Other	Archeological Archive	£40,000	1.45	£58,000
5300.9	OPI for Public Works	13	Cemetery	£800,000	1.00	£800,000
5300.1	BCIS General Building Cost	20 - 24	Library	£900,000	1.45	£1,305,000
5300.11	BCIS General Building Cost	20 - 24	Community Learning	£213,000	1.45	£308,850
5300.12	BCIS General Building Cost	20 - 24	Telecare Contribution	£26,450	1.45	£38,353
5300.13	ALL IN TPI	38	Public Art	£750,000	1.53	£1,147,500
5300.14	BCIS General Building Cost	Other	Heritage Interpretation	£60,000	1.45	£87,000
5300.15	BCIS General Building Cost	Other	Archeological Contribution	£45,000	1.45	£65,250
5300.16	ALL IN TPI	42	Quality Agreement	£1,600,000	1.53	£2,448,000
5300.17	ALL IN TPI	15	Local Centre Hubs (Capital Cost) - Orchard Village	£733,971	1.53	£1,122,976
5300.18	ALL IN TPI	15	Local Centre Hubs (Capital Cost) - Chilmington Brook	£748,190	1.53	£1,144,731
5300.19	ALL IN TPI	15	Professional Fees on Local Centre Hubs	£177,859	1.53	£272,124
5300.2	No Index listed	15	CMO Legal fees for land registry (District Community Hub)	£3,000	1.00	£3,000
5300.21	TBA	15	Council Legal Fees for transfer (District Community Hub)	£2,000	1.00	£2,000
5300.22	TBA	20 - 24	Family Social Care Contribution	£272,000	1.00	£272,000
5300.23	TBA	NEW	Viability Review Fee (ABC & Consortium Professional Team)	£240,000	1.00	£240,000
YOUTH PROVISION						
5400.1	Other KCC services index	Other	Youth Services Contribution	£239,000	1.00	£239,000
LANDSCAPING						
5500.1	OPI Public Works	11	Allotments (Phase 1)	£313,542	1.00	£313,542
5500.2	OPI Public Works	11	Allotments (Phase 2)	£255,313	1.00	£255,313
5500.3	OPI Public Works	11	Allotments (Phase 3)	£322,500	1.00	£322,500
5500.4	OPI Public Works	11	Allotments (Phase 4)	£344,896	1.00	£344,896
5500.5	No Index listed	11	CMO Legal fees for land registry (Allotments Phase 1 - 4)	£6,000	1.00	£6,000
5500.6	TBA	11	Council Legal Fees for transfer (Allotments Phase 1 - 4)	£4,000	1.00	£4,000
5500.7	BCIS All In TPI	8	Informal Open Space - Phase 1	£522,722	1.53	£799,765
5500.8	BCIS All In TPI	8	Informal Open Space - Phase 2	£432,597	1.53	£661,873
5500.9	BCIS All In TPI	8	Informal Open Space - Phase 3	£540,747	1.53	£827,343
5500.1	BCIS All In TPI	8	Informal Open Space - Phase 4	£576,797	1.53	£882,499
5500.11	No Index listed	8	CMO Legal fees for land registry (IOS Phase 1 - 4)	£6,000	1.00	£6,000
5500.12	TBA	8	Council Legal Fees for transfer (IOS Phase 1 - 4)	£4,000	1.00	£4,000
5500.13	BCIS All In TPI		Ecological Mitigation - Phase 1	£365,115	1.53	£564,626
5500.14	BCIS All In TPI		Ecological Mitigation - Phase 2	£419,181	1.53	£641,347
5500.15	BCIS All In TPI		Ecological Mitigation - Phase 3	£808,850	1.53	£1,237,541
5500.16	BCIS All In TPI		Ecological Mitigation - Phase 4	£322,393	1.53	£493,261
5500.17	OPI Public Works		Existing Woodland Management - Phase 1	£111,694	1.00	£111,694
5500.18	OPI Public Works		Existing Woodland Management - Phase 2	£118,870	1.00	£118,870
5500.19	OPI Public Works		Existing Woodland Management - Phase 3	£143,651	1.00	£143,651
5500.2	OPI Public Works		Existing Woodland Management - Phase 4	£29,485	1.00	£29,485
5500.21	BCIS All In TPI		Flood Attenuation Planting - Phase 1	£94,850	1.53	£145,121
5500.22	BCIS All In TPI		Flood Attenuation Planting - Phase 2	£20,903	1.53	£31,982
5500.23	BCIS All In TPI		Flood Attenuation Planting - Phase 3	£53,897	1.53	£82,462
5500.24	BCIS All In TPI		Flood Attenuation Planting - Phase 4 (G22)	£93,879	1.53	£143,635
5500.25	BCIS All In TPI		Incidental Open Space not included in Informal Open Space Calcs - Phase 1	£134,401	1.53	£205,634
5500.26	BCIS All In TPI		Incidental Open Space not included in Informal Open Space Calcs - Phase 2	£132,215	1.53	£202,289
5500.27	BCIS All In TPI		Incidental Open Space not included in Informal Open Space Calcs - Phase 3	£0	1.53	£0
5500.28	BCIS All In TPI		Incidental Open Space not included in Informal Open Space Calcs - Phase 4	£86,730	1.53	£132,697
5500.29	BCIS All In TPI		Discovery Park Landscaping (DP3)	£2,056,813	1.53	£3,146,924
5500.3	No Index listed	12	CMO Legal fees for land registry (DP 3 Area 1 - 4)	£6,000	1.00	£6,000
5500.31	TBA	12	Council Legal Fees for transfer (DP3 Area 1 - 4 Phase 1 - 4)	£4,000	1.00	£4,000
5500.32	BCIS All In TPI		Advanced Planting	£300,000	1.53	£459,000
5500.33	TBA	NEW	Commuted sum for existing woodland management	£15,338	1.00	£15,338
5500.34	12.50%		Professional Fees in connection with Landscaping	£1,105,922	1.00	£1,105,922
SPORTS PITCHES / PLAY SPACE						
5600.1	BCIS All In TPI	9	Chilmington Hamlet	£1,266,000	1.53	£1,936,980
5600.2	No Index listed	9	CMO Legal fees for land registry (Chilmington Hamlet)	£1,500	1.00	£1,500
5600.3	TBA	9	Council Legal Fees for transfer (Chilmington Hamlet)	£1,000	1.00	£1,000
5600.4	BCIS All In TPI		Tennis Courts (S2)	£302,971	1.53	£463,546
5600.5	BCIS All In TPI	12	DP Sports Hub	£7,778,157	1.53	£11,900,580
5600.6	No Index listed	12	CMO Legal fees for land registry (Sports Hub)	£3,000	1.00	£3,000
5600.7	TBA	12	Council Legal Fees for transfer (Sports Hub)	£2,000	1.00	£2,000
5600.8	BCIS All In TPI		G14 Green Arch (S4)	£149,788	1.53	£229,176
5600.9	OPI Public Works	10	PS1	£235,013	1.00	£235,013
5600.1	OPI Public Works	10	PS2	£705,039	1.00	£705,039
5600.11	OPI Public Works	10	PS4	£705,039	1.00	£705,039
5600.12	OPI Public Works	10	PS5	£705,039	1.00	£705,039
5600.13	OPI Public Works	12	PS6 (Discovery Park Playspace)	£676,837	1.00	£676,837
5600.14	OPI Public Works	10	PS7	£235,013	1.00	£235,013
5600.15	No Index listed	10	CMO Legal fees for land registry (Play Areas)	£7,500	1.00	£7,500
5600.16	TBA	10	Council Legal Fees for transfer (Play Areas)	£5,000	1.00	£5,000
5600.17	12.5% except PS @ 7.5%		Professional Fees in connection with Sports Pitches / Play Areas	£1,597,362	1.00	£1,597,362
CMO						
5700.1	BCIS ALL In TPI	5	First Operating Premises	£200,000	1.53	£306,000
5700.2	BCIS ALL In TPI	5	Second Operating Premises	£250,000	1.53	£382,500
5700.3	BCIS ALL In TPI	5	Start up Grant	£150,000	1.53	£229,500
5700.4	BCIS ALL In TPI	5	Commercial Estate Basic Provision	£2,921,000	1.53	£4,469,130
5700.5	BCIS ALL In TPI	5	Commercial Estate Second Tranche	£2,190,750	1.53	£3,351,848
5700.6	BCIS ALL In TPI	5	Commercial Estate Third Tranche	£2,190,750	1.53	£3,351,848
5700.6	BCIS ALL In TPI	5	Variable Deficit Grant	£3,400,000	1.53	£5,202,000
5700.7	BCIS ALL In TPI	6	Early Community Development	£250,000	1.53	£382,500
5700.8	BCIS ALL In TPI	5	Commercial Space legal fees	£6,000	1.53	£9,180
5700.9	BCIS ALL In TPI	5	SUD's Maintenance	£827,302	1.53	£1,265,772
SUSTAINABLE DEVELOPMENT PROJECTS						
5800.1	OPI for Public Works	2	CS10 Part C Carbon Offsetting contribution	£2,300,000	1.00	£2,300,000
S106 Subtotal				£133,784,694	1.32	£175,982,407

General Overheads and Prelims					
SITE PRELIMINARIES					
6200.1	BCIS ALL IN TPI	Roadsweeping of infrastructure & S38 works	£149,400	1.43	£213,642
6200.2	BCIS ALL IN TPI	Wheel wash facility (during bulk earthworks operations)	£46,140	1.43	£66,980
6200.3	BCIS ALL IN TPI	Maintenance of Unadopted Sewers	£30,000	1.43	£42,900
6200.4	BCIS ALL IN TPI	Maintenance of Unadopted Roads (Weed killing, Litter picking, Winter road salting, gully jetting and clearing)	£20,000	1.43	£28,600
6200.5	BCIS ALL IN TPI	Attendance on STATS @ 2.5%	£480,355	1.43	£686,908
6200.6	BCIS ALL IN TPI	Site Offices (Project management offices for infrastructure construction)	£250,000	1.43	£357,500
FINANCE / LEGALS					
6300.1	BCIS ALL IN TPI	Legal Costs - related to implementation of strategic infrastructure costs	£250,000	1.43	£357,500
6300.2	BCIS ALL IN TPI	Legal Costs - S278, S38, S104, Easements	£200,000	1.43	£286,000
6300.3	BCIS ALL IN TPI	Legal Costs - Consultant Appointments	£75,000	1.43	£107,250
6300.4		Part 1 & Part 2 Land Compensation Claims	£0	1.43	£0
MISCELLANEOUS					
6500.1	BCIS ALL IN TPI	Consortium Insurance policy (project specific)	£250,000	1.43	£357,500
6500.2		Unforeseen Works	£0	1.43	£0
General Overheads and Prelims Subtotal			£1,750,895	1.43	£2,503,780
Consultant / Local Authority Fees					
STRATEGIC PLANNING AND MASTERPLAN					
7100.1	AUTO	Planning Fees @ 1.5% of Construction Costs including landscaping	£839,703	1.43	£1,200,775
SITE INVESTIGATIONS					
7200.1	BCIS ALL IN TPI	Topographical Survey	£25,000	1.43	£35,750
7200.2	BCIS ALL IN TPI	Geotechnical Survey	£300,000	1.43	£429,000
7200.3	BCIS ALL IN TPI	Archaeology	£250,000	1.43	£357,500
7200.4	BCIS ALL IN TPI	Noise Surveys	£3,000	1.43	£4,290
7200.5	BCIS ALL IN TPI	Arboriculture Surveys	£30,000	1.43	£42,900
ENGINEERING DESIGN					
7300.1	AUTO	Engineering Design Fees @ 5% of Construction Costs	£2,799,010	1.43	£4,002,584
ECOLOGY					
7500.1	BCIS ALL IN TPI	Environmental Surveys	£74,480	1.43	£106,506
7500.2	BCIS ALL IN TPI	Strategies and mitigation plans	£52,136	1.43	£74,554
7500.3	BCIS ALL IN TPI	Dormouse translocation	£21,280	1.43	£30,430
7500.4	BCIS ALL IN TPI	Reptile translocation	£31,920	1.43	£45,646
7500.5	BCIS ALL IN TPI	GCN Translocation	£63,840	1.43	£91,291
7500.6	BCIS ALL IN TPI	Bat Mitigation (consultancy only)	£21,279	1.43	£30,429
7500.7	BCIS ALL IN TPI	Badger mitigation (consultancy only)	£15,960	1.43	£22,823
7500.8	BCIS ALL IN TPI	General post development monitoring	£10,640	1.43	£15,215
SITE SUPERVISION					
7600.1	AUTO	Infrastructure Site Supervision and Administration @ 3.4% of Construction Costs including landscaping	£1,903,327	1.43	£2,721,757
7600.2	BCIS ALL IN TPI	CDM Management	£159,600	1.43	£228,228
PROJECT MANAGEMENT					
7700.1	AUTO	Project Management Fees @ 1.3% of Construction Costs including landscaping	£727,743	1.43	£1,040,672
COST MANAGEMENT					
7800.1	AUTO	Quantity Surveyor Fees @ 1.3% of Construction Costs including landscaping	£727,743	1.43	£1,040,672
LOCAL AUTHORITY FEES					
7900.1		County Council Approval of Travel Plan	£1,596	1.43	£2,282
7900.2	BCIS ALL IN TPI	CC Section 38 Inspection Fees (@ 10% of S38 Roads < £0.5m)	£120,802	1.43	£172,747
7900.3	BCIS ALL IN TPI	CC Section 38 Inspection Fees (@ 3% of S38 Roads > £0.5m)	£616,387	1.43	£881,434
7900.4	BCIS ALL IN TPI	CC Section 278 Inspection Fees & HA Fees(@ 10% of S278 Works < £0.5m)	£166,568	1.43	£238,192
7900.5	BCIS ALL IN TPI	CC Section 278 Inspection Fees & HA Fees(@ 3% of S278 Works > £0.5m)	£39,229	1.43	£56,097
7900.6	BCIS ALL IN TPI	S278 Legal Costs	£10,142	1.43	£14,503
7900.7	BCIS ALL IN TPI	S106 Legal Costs	£108,729	1.43	£155,482
7900.8	BCIS ALL IN TPI	County Council costs for Traffic Regulation Orders	£59,584	1.43	£85,205
7900.9	BCIS ALL IN TPI	S278 Bonding costs	£572,281	1.43	£818,362
7900.11	BCIS ALL IN TPI	S38 Bonding costs	£1,908,073	1.43	£2,728,544
7900.11	BCIS ALL IN TPI	S104 bonding costs	£2,156,552	1.43	£3,083,870
7900.12	BCIS ALL IN TPI	S38 Commuted sum for non standard streetlighting & soakaways	£2,602,432	1.43	£3,721,478
7900.13	BCIS ALL IN TPI	S278 Commuted sums	£269,975	1.43	£386,064
Consultant / Local Authority Fees			£16,689,011	1.43	£23,865,286

SUMMARY			Ave Index
Direct Works	£55,004,304	£78,656,154	1.43
S106	£133,784,694	£175,982,407	1.32
General Overheads and Prelims	£1,750,895	£2,503,780	1.43
Consultant / Local Authority Fees	£16,689,011	£23,865,286	1.43
Total	£207,228,904	£281,007,627	

Appendix 4

TERENCE EDWARD SULLIVAN**SUMMARY**

An extremely experienced Quantity Surveyor and Project Manager across a whole range of projects from small repair, refurbishment and extension projects to multi-million pound, refurbishment, conversion and new build projects encompassing large housing projects, district general hospitals, shopping centres, sports centres, leisure pools and offices.

Experienced across most disciplines, predominantly quantity surveying but with experience of sales and marketing, estimating and project management.

Date of Birth: 14 May 1958
Marital Status: Married

Nationality: British
Dependants: 5 Children
(All now grown up)

Technical Qualifications: ONC & HNC Construction, Law & Economics Supplements
(merits and distinctions in most subjects)

Apr 10 to Date **ANDERSON BOURNE
PRINCIPAL**

Founded this Consultancy firm to provide cost and development advice to a range of clients, public, contractors and individuals.

Other Memberships:

Director of A2Dominion Enterprises Ltd (retired Sept 14)

Board Member & Development Chair Golding Homes

Board Member Sapphire Independent Housing

Director of Club Investment Sussex RFU

Vice President – Heathfield & Waldron RFC

Dec 02 to Mar 10 **BARNFIELD GROUP
COMMERCIAL DIRECTOR**

Responsible for all surveying, estimating and marketing of this general contractor with specific targets to broaden their client base into other sectors and housing development. Their traditional base was Railway and London Underground work that I was also directly involved in. During the early period gained the company technical registrations with Zurich, NHBC, Link Up and Constructionline and increased their turnover from £1m to £7m along with their profit.

Other Directorships: Director of A2Dominion Enterprises Ltd
Director of T5 Homes (JV with BAA)

Dec 98 - Dec 02 **TEMPLEMAN ESTATES LTD**
MANAGING DIRECTOR

Founded this new company to carry out private development and Housing Association development. Unfortunately for a number of reasons, predominantly a downturn at the top end of the housing market, the company failed and went into receivership.

Other Directorships: Board Member of Rosebery Housing
Association

Board Member of Airways Home Ownership
Director of Airways Enterprises Ltd

Feb 98 – Nov 98 **FASTNET PROPERTIES LTD**
MANAGING DIRECTOR

Overall responsibility for day to day management of property operations. Acquisitions of new sites, financial and construction management of existing sites. Reporting direct to Chairman.

Other Directorships: Chairman of Branford Civil & Marine Ltd

Jul 95 – Feb 98 **BERKELEY PARTNERSHIP HOMES LTD**
MANAGING DIRECTOR

Responsible for co-ordinating the Group's activities in affordable housing, including negotiation of section 106 agreements and bidding for work with Local Authorities and Housing Associations. This included project identification, land finding, negotiation of building contracts and overall supervision of projects from inception to completion. Many of the projects were mixed schemes with housing for sale and I was therefore, involved in speculative development as well as the contracting work.

This company had been in place for several years but had not won any work and I therefore took this company from zero to a turnover of £14m in just under three years returning a gross margin of over £1m. Reporting direct to Group Chairman.

Other Directorships: Integer Intelligent & Green Housing Project
RIBA 2000 Homes Project

Jan 93 – Jun 95 **WILLMOTT DIXON HOUSING (SOUTHERN) LTD**
SALES DIRECTOR

Solely responsible for the business development of this £26m division of Willmott Dixon Housing Ltd. Working primarily in the social housing sector but with some private developers, NHS Trusts and Universities. Involved in strategic business planning and entering new markets such as MOD/DWS and NHS Trusts. Again due to my surveying background I had detailed involvement in the tender process, adjudication and negotiation of contracts.

Sep 85 – Jan 93	WALTER LLEWELLYN & SONS LTD CHIEF SURVEYOR SURVEYING DIRECTOR COMMERCIAL DIRECTOR SALES & MARKETING DIRECTOR
	<p>Steadily promoted within this organisation up to Commercial Director, managing over 30 staff in the Surveying, Estimating and Buying Departments. The workload ranged across all commercial, housing, education and healthcare fields from general works up to multi million pound prestige office blocks, new build shopping centres, schools, sports centres and District General Hospitals.</p> <p>Early in 1991 I was approached by the Main Board to take up a newly created role in the company of Sales and Marketing Director. In this role, due to the surveying background I was still very much involved in the tendering and contract negotiations for all new projects.</p>
Aug 81 – Sep 85	DEACON CONTRACTORS LTD SENIOR CONTRACT SURVEYOR
	<p>Responsible for all quantity surveying duties on a range of commercial and industrial projects reporting direct to Board level.</p>
Oct 80 – Aug 81	WILLMENT BROTHERS LTD CONTRACT SURVEYOR
	<p>Responsible for a Central London high quality office refurbishment and extension and a new build industrial development.</p>
Aug 76 – Sep 80	WILLETT LTD INDENTURED TRAINEE SURVEYOR ASSISTANT SURVEYOR
	<p>Site based trainee surveyor on a range of housing and commercial projects. Successfully completed indentures and was appointed as an Assistant Surveyor.</p>
Other interests	<p>My other interests include playing golf, attempting to play the Saxophone, reading, food and wine, travel and now, playing with the grandchildren.</p>