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VIABILITY APPRAISAL & REPORT

**FORMER BEALES HOTEL
COMET WAY
HATFIELD AL10 9NG**

**Prepared by
Kempton Carr Croft**

On behalf of HG Living

Regulated by RICS | Offices: Basingstoke | Camberley | Gerrards Cross | Maidenhead | Mayfair | Reading | Staines-Upon-Thames | Windsor

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1. Executive Summary

Gross Development Value							
Based on development of 145 private sale residential units with a gross sales area of 104,206 sq ft.							£44,808,580
Total development costs having regard to the criteria set out in the report							£46,754,451
Net Land Value							-£ 1,945,871
Benchmark Land Value							Not Yet Applied
Deficit							-£ 1,945,871

It is therefore demonstrated that if the proposed scheme were offered for 100% private sale, it is shown to be in deficit in comparison to a Nil Benchmark Land Value and therefore, unable to provide any level of affordable housing, already being in deficit by **-£1,945,871** with an adjusted Developers Profit of **13.16%**.

2. Instructions and Assumptions

- 2.1 We have been instructed by HG Living to undertake a viability appraisal and report at the subject property to assess the possibility and viability of providing an affordable housing contribution on the above site having regard to the Benchmark Land Value of the property and the net land value of the proposed redevelopment.
- 2.2 We set out within the report and in the attached appendices information which we have relied upon in arriving at my conclusions.
- 2.3 All information contained within this report is supported by evidence and additional comments are made where necessary.
- 2.4 The viability has been undertaken by [REDACTED] and [REDACTED] BSc (Hons) MRICS whose CVs are attached (**Appendix A**).
- 2.5 The viability is not intended to represent a Valuation in accordance with the RICS Valuation Global Standards 2021 and should not be relied on as such.

3. Methodology

- 3.1 In preparing this Viability Appraisal and Report, we have taken full consideration of RICS Guidance Note – Assessing viability in planning under the National Planning Policy Framework 2019 for England, 1st edition, March 2021, National Planning Policy Framework (NPPF) updated 2021 and National Planning Policy Guidance for Viability (NPPG) updated September 2019 and RICS Professional Statement Financial viability in planning: conduct and reporting 2019. Account has been taken specifically of the effect that planning obligations and other requirements have on the viability of the proposed development, whilst maintaining an appropriate Site Value for the landowner and a market risk adjusted return to the developer in delivering the project.

4. Objectivity, Impartiality and Reasonableness

- 4.1 We confirm that in undertaking this review we have acted with objectivity, impartiality, without interference and with reference to all appropriate available sources of information.

5. Contingent Fees

- 5.1 We confirm that in preparing this report, no performance related or contingent fees have been agreed.

6. Date and Extent of Inspection

- 6.1 Our inspection of the above property and general area has been internet based using online resources.

7. Situation, Communications and Amenities

Location Plan annexed to rear of report (Appendix B)

- 7.1 The subject site is situated off Comet Way (A1001), opposite The Galleria shopping outlet, between Comet Roundabout and Harpsfield Broadway. The site is located in a predominantly commercial and leisure area, although residential flats are located above the Aldi supermarket adjacent and there are also a number of modern residential flatted developments to the rear along Tamblin Way.
- 7.2 The property is situated opposite The Galleria shopping outlet with easy access to its comprehensive shopping, banking and restaurant amenities. Hatfield Train Station is located within approximately 1.5 miles of the subject property, running Great Northern and Thameslink services, with regular services to Moorgate, London Kings Cross, Cambridge, Welwyn Garden City and Royston.
- 7.3 A1(M) Junction 3 is located within approximately 0.8 miles, with M25 junction 23 located within approximately 5.7 miles via the A1(M). M1 Junction 6A is located within approximately 11 miles via the M25.
- 7.4 Welwyn Garden City is located approximately 4.5 miles to the north, St Albans is located approximately 5 miles to the west of the subject property, Hertford is located within approximately 8.6 miles to the North East, Watford is located approximately 13 miles to the South West and Luton is located approximately 14 miles to the North West.

8. Description of Property

Site Plan annexed to rear of report (Appendix C)

- 8.1 The site currently consists of a former hotel, currently used as a YMCA Hostel, with a total floor area of 27,760 sq ft, with surface parking areas.
- 8.2 The site area for the proposed development, consists of an approximately rectangular shaped plot, of approximately 1.58 acres (0.64 ha) with access from Comet Way.

9. Proposed Scheme

(Plans of the proposed scheme are annexed to the rear of the report Appendix D)

- 9.1 It is proposed to demolish the existing buildings. The proposed development is to consist of 145 no. residential units (consisting 63 no. 1 bedroom flats, 52 no. 2 bedroom flats, 30 no. 3 bedroom flats) over 5-7 storeys in a single block with 125 ground floor undercroft car parking spaces (including 15 no. disabled person standard and one car club space) offered at a ratio of 1 : 0.86 spaces per unit or 1: 0.75 spaces per unit excluding the disabled and car club spaces. Approx 176 cycle spaces are also provided.
- 9.2 A schedule of accommodation is set out at the rear of this report (**Appendix E**).
- 9.4 The proposed development has a total of 104,206 sq ft of private residential net sales area.

10. Planning and Background

- 10.1 Specific consideration has been given to Welwyn Hatfield Borough Council District Plan adopted 2005 which sets out the basis upon which Affordable Housing is required:-

Policy H7 - Affordable Housing

Within the towns and specified settlements, the Council will expect all proposals for residential development on sites of 1ha or more, or with 25 units or more, to include the provision of affordable housing to meet the needs of local people who cannot afford to occupy dwellings generally available on the open market. The Council will therefore seek through negotiation a proportion of affordable housing, which as a minimum should comprise 30% subsidised housing, on each suitable site. The proportion, type and mix of affordable housing will be based on information in the latest housing needs survey and the criteria in Section 10 of Circular 6/98.

Sites that make provision for key worker housing in addition to the affordable housing requirement will be supported.

10.2 We have also given consideration to the Welwyn Hatfield Borough Council Draft Local Plan, specifically Policy SP7 (Housing):-

Affordable Housing: As part of the overall housing target, a proportion of new homes built in the borough will be for affordable housing. Subject to viability, affordable housing will be sought on the following basis (for residential or residential-led mixed use schemes):

Location	On-site delivery target	Site threshold ⁽³⁴⁾
Hatfield (including SDS5/Hat1)	25%	11 new dwellings or a site of 0.5ha or more
Welwyn Garden City (including SDS1/WGC4, SDS2/WGC5, SDS3/Pea02b and SDS4/Pea02c)	30%	11 new dwellings or a site of 0.5ha or more
Excluded villages	35%	11 new dwellings or a site of 0.5ha or more
Symondshyde - new village (SDS6/Hat15)	30%	N/A
Re-development or re-use of Major Developed Sites or other previously developed sites in sustainable locations compatible with Green Belt policy	30%	11 new dwellings or a site of 0.5ha or more

In order to contribute to the creation of mixed communities, the priority will be for affordable housing to be delivered on the main application site. Off-site provision or a commuted payment will only be supported where it can be robustly justified and where it would result in the delivery of at least an equivalent number of new affordable homes or to a broadly equivalent value. Unless otherwise agreed, alternative delivery should be made within the same settlement as the main application site and still contribute to the creation of mixed communities.

-
- 10.4 The subject application is for 145 units. We understand therefore that it would be necessary to provide an on-site affordable housing contribution of 36.25 units (25% affordable housing).
- 10.5 Where a developer disputes the level of affordable housing on viability grounds the Council will require a financial appraisal together with supporting documentation in order to assess whether any particular scheme can support affordable housing and if so at what level.
- 10.6 It is assumed for the purposes of the viability that planning consent will be granted for the development as described above. It is further assumed that there will be no onerous or unusual conditions attached to any planning consent granted.

11. Viability Commentary

- 11.1 In order to assess the viability of the residential development scheme, in relation to the provision of affordable housing, it is necessary to establish the relationship between the development land value with the benefit of planning permission, and the Existing Use Value of the existing property and/or any existing consents or uses which would be forthcoming in terms of planning (Alternative Use Value).
- 11.2 In order to undertake this exercise an assessment has to be undertaken to establish the end value of the development once completed, together with the associated costs of creating the development.
- 11.3 In order to assess the viability of providing an affordable housing contribution we have carried out an appraisal of the site value on the basis of its Existing Use Value and we provide this assessment below.

12. Benchmark Land Value

- 12.1 In order to establish the Benchmark Land Value, it is first necessary to consider the level at which a reasonable land owner would be prepared to sell their land. It is then necessary to establish the basis upon which the valuation should be undertaken.
- 12.2 The applicant has therefore sought independent advice from Copping Joyce Chartered Surveyors and RICS Registered Valuers. We attach their Report and Valuation of the existing property herewith (**Appendix F**).

12.3 Copping Joyce have assessed the property's Existing Use Value at £4.505 million and we have therefore adopted their valuation within our appraisal of the viability of the proposed scheme.

12.4 However, in accordance with RICS Guidance, and NPPG – Viability – Updated July 2018, May 2019 and September 2019, it is usual to apply an uplift or premium to any Existing Use Value in order to encourage the landowner to bring the site forward for development rather than keeping it in its existing use (EUV Plus) :-

“Benchmark land value should:

- *Be based upon existing use value*
- *Allow for a premium to landowners (including equity resulting from those building their own homes.)*
- *Reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees”*

“Existing Use Value (EUV) is the first component of calculating benchmark land value. EUV is the value of the land in its existing use. Existing use value is not the price paid and should disregard hope value. Existing use values will vary depending on the type of site and development types. EUV can be established in collaboration between plan makers, developers and landowners by assessing the value of the specific site or type of site using published sources of information such as agricultural or industrial land values, or if appropriate capitalised rental levels at an appropriate yield (excluding any hope value for development)...”

“The premium (or the ‘plus’ in EUV+) is the second component of benchmark land value. It is the amount above existing use value (EUV) that goes to the landowner. The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements....”

12.5 This could be a premium of between 10% and 40% in accordance with RICS Guidance. We have not yet applied a premium to the value of the existing property which would be necessary in order to incentivise the owners to release the property for development. However, we reserve the right to apply this premium at a later stage if we consider this to be necessary.

12.6 However, we have not currently introduced the Benchmark Land Value within our appraisals and have, for the time being, adopted a Nil Benchmark Land Value, although we reserve our right to revisit our position on this at a later date if we consider this to be necessary.

13. Gross Development Value

- 13.1 In assessing the appropriate Gross Development Value for the Proposed Scheme, the applicant has sought advice from Countrywide Research, whose advice is attached at **Appendix G** and advise total minimum and maximum GDVs of:-

	Minimum	Maximum
Without Car Parking	£39,854,000	£41,266,000
With Car Parking	£40,479,000	£41,891,000

- 13.2 Countrywide Research are experienced valuers in the local market. However, we have also undertaken our own research into sales evidence within the immediate surrounding area. We set this evidence out in the table below:-

Address	Unit Type	Size sq ft	Sold Price	Sold Date	£/Ft 2	Notes
155 Clarkson Court Hatfield	2 bed	785	£245,000	Jan 22	£312	Refurbished two bedroom two bathroom flat situated within a gated development with allocated underground car parking. Located approx. 200 m from the subject site.
145 Clarkson Court Hatfield	2 bed	775	£242,500	Aug 21	£313	Two bedroom flat in reasonable/good condition situated within gated development with allocated underground car parking. Located approx. 200 m from subject site.
184 Clarkson Court Hatfield	2 bed	818	£245,000	May 21	£300	Two bedroom two bathroom flat in reasonable/good condition situated within gated development with allocated underground

						car parking. Located approx. 200 m from subject site.
98 Clarkson Court Hatfield	2 bed	764	£250,000 on market price	Under Offer	£327	2 bedroom flat in reasonable/good condition situated within gated development with allocated underground car parking. Located approx. 200 m from subject site.
147 Clarkson Court Hatfield	2 bed	797	£260,000 On market price	Under offer	£326	2 bedroom flat in good condition situated within gated development with allocated underground car parking. Located approx. 200 m from subject site.
133 Clarkson Court Hatfield	2 bed	861	£260,000	On market	£302	2 bedroom 2 bathroom flat in reasonable condition situated within gated development with allocated underground car parking. Located approx. 200 m from subject site.
93 Clarkson Court Hatfield	2 bed	706	£255,000 On market price	Under offer	£361	Third floor 2 bedroom 2 bathroom flat in good condition (newly redecorated and recarpeted) situated within gated development with allocated underground car parking. Located approx. 200 m from subject site.
29 Clarkson Court Hatfield	1 bed	657	£197,500	Nov 21	£301	Top floor 1 bedroom flat in reasonable/good

						condition situated within gated development with allocated underground car parking. Located approx. 200 m from subject.
Flat 3 Highfield House Hatfield	2 bed	669	£300,000 On market price	Under offer	£448	2 bedroom 2 bathroom flat in good/very good condition. Ground floor with private patio/terrace area. Situated approx. 300 m from subject.
79 Parkhouse Court Hatfield	2 bed	668	£275,000	On market	£412	First floor 2 bedroom 2 bathroom flat in reasonable/good condition. Located approx. 300 m from subject.
206 Parkhouse Court Hatfield	2 bed	742	£255,000	On market	£344	2 bedroom 2 bathroom flat in reasonable condition. Situated approx. 100 m from subject.
72 Aviation Avenue Hatfield	2 bed	721	£255,000	July 21	£354	2 bedroom 2 bathroom flat in reasonable condition situated approx. 400 m from subject site.

- 13.3 It will be noted that all of the above evidence is second hand as there is no new build development in the immediate area. However, Countrywide have included the most recent new build evidence in the locality within their report. The evidence above is all of modern and good quality specification. It will also be noted that the surrounding second hand evidence is predominantly for 2 bedroom flats with very little 1 bedroom evidence and no 3 bedroom evidence.

-
- 13.4 Given the above evidence and that included with Countrywide's report we consider that the upper end of the Gross Development Values advised by Countrywide are reasonable at £41,891,000 (average £402 psf).
- 13.5 However, our client is taking a slightly more optimistic view than that demonstrated by the comparable evidence both in Countrywide's report and from our own research, and considers that they may be able to achieve an overall Gross Development Value of £430 per square foot (£44,808,500) including the car parking within the sale price of each flat, and we have therefore, adopted this amount as the Gross Development Value.

14. Development Value

14.1 Build Cost

- 14.1.1 In assessing the appropriate build costs advice has been sought from HG Construction, who have advised that the cost necessary to construct the development, excluding professional fees and contingency is £30,617,077 (£172.89 psf). We attach a copy of the build cost estimate herewith (**Appendix H**).

14.2 S106 Costs/CIL

- 14.2.1 We are advised that Section 106 costs for the scheme have been calculated at a total of £1,150,957 and we have therefore adopted this figure.
- 14.2.2 We also note that whilst CIL has not yet been adopted within the Borough, it is likely that this will have completed its consultation process and could be adopted within the lifetime of this planning application. Again, we have not so far allowed for CIL within our appraisal, but the introduction of this will be a further cost to the development and therefore our appraisal may need to be revisited accordingly at a later date.

14.3 Interest Charge

- 14.3.1 We have assumed an all-in interest rate of 6.5% which is consistent with other recent viability appraisals.

14.4 Agents marketing and legal costs

- 14.4.1 We have assessed these at 3% of the residential sales Gross Development Value, allowing for sales, marketing and legal costs.

14.5 Developer's profit

14.5.1 We have assessed private residential sale Developer's Profit at 17.5%. We would usually expect a single phased scheme on a brownfield site to require a Developer's Profit of at least 20% of Gross Development Value as all costs need to be expended before any revenues are received.

14.6 Development Timetable

14.6.1 We set out in the table below the interest period adopted for the proposed scheme:-

Description	Duration
Pre-Construction & Demolition	6 months
Construction	18 months
Sales	20 months

14.6.2 The sales period is based upon 30% of units being sold off plan with completion of these sales at practical completion of construction, with the remaining 70% of units to be sold at 5 units per month. We consider this development timetable to be ambitious.

14.7 Professional Fees

14.7.1 Technical fees have been adopted at 6% of build cost which we consider to be low for a scheme of this nature.

14.8 Contingency

14.8.1 Contingency has been adopted at 5% of build cost which we consider to be reasonable for a scheme of this nature.

15. VIABILITY APPRAISAL

15.1 We have set out above the values and inputs necessary to bring the proposed scheme forward for development.

15.2 We set out below, for the sake of clarity, a summary of our viability appraisal, demonstrating the effect that the necessary values and costs have on the viability of the proposed development. A full copy of these appraisals are appended. **(Appendix I)**.

	All Private Sale Scheme (Appendix I)
Gross Development Value, (Based on development of 145 residential units with a gross sales area of 104,206 sq ft)	£44,808,580
Total costs (Inc. construction, land acquisition fees, professional fees, disposal fees, CIL/S106, finance and profit)	£46,754,451
Net Land Value	-£1,945,871
LESS: EXISTING USE VALUE	<u>£NIL*</u>
Adjusted Profit	£5,895,631 (13.16%)

* Please refer to paragraph 12.6 with this regard.

16. CONCLUSIONS AND ANALYSIS

- 16.1 It can be seen from the summary above that the proposed development is already in deficit against a Nil Benchmark Land Value by -£1,945,871 with an adjusted Developer's Profit of 13.16% as a 100% private sale scheme before the introduction of any affordable housing units.
- 16.2 It is therefore clear that the scheme cannot afford to provide any affordable housing units already being in significant deficit.
- 16.3 We set out below a sensitivity analysis showing that construction costs would need to decrease by 6% in order that the development almost breaks even with a nil benchmark land value, and GDV would need to increase by 3.25% and construction costs decrease by 3% before a small surplus against a nil benchmark land value can be achieved.

Construction: Gross Cost					
Sales: Gross Sales	-6.000%	-3.000%	0.000%	3.000%	6.000%
	28,780,052	29,698,565	30,617,077	31,535,589	32,454,102
-6.500%	2,071,174	3,051,931	4,036,000	5,023,826	6,013,241
41,896,022	2,071,174	3,051,931	4,036,000	5,023,826	6,013,241
-3.250%	1,034,011	2,008,523	2,988,759	3,972,106	4,959,931
43,352,301	1,034,011	2,008,523	2,988,759	3,972,106	4,959,931
0.000%	5,420	971,745	1,945,871	2,925,586	3,908,624
44,808,580	5,420	971,745	1,945,871	2,925,586	3,908,624
3.250%	-980,134	-53,945	909,480	1,883,219	2,862,413
46,264,859	-980,134	-53,945	909,480	1,883,219	2,862,413
6.500%	-1,965,593	-1,039,403	-113,214	847,214	1,820,567
47,721,138	-1,965,593	-1,039,403	-113,214	847,214	1,820,567

17. CERTIFICATION

- 17.1 The viability report and appraisal has been prepared in accordance with the RICS Professional Guidance, England, Financial Viability in Planning, 1st edition, Guidance Note and specifically in accordance with our Standard Conditions of Engagement – Residential Viabilities and Appraisals. During the preparation of our report we have made assumptions in regard to the property, which are set out within our Conditions of Engagement and these assumptions form an integral part of this report.



**Senior Development & Viability Surveyor
FOR KEMPTON CARR CROFT**



**BSc (Hons) MRICS
RICS Registered Valuer
FOR KEMPTON CARR CROFT**

6th June 2022

APPENDIX A



Professional CV for [REDACTED]		[REDACTED]
Position	Senior Viability Surveyor at Kempton Carr Croft	
Discipline	Viability	
Specialisms	<ul style="list-style-type: none"> Financial viability in Planning and Land 	Contact [REDACTED] E: [REDACTED] T: 01628 771221 M: [REDACTED]

Summary

[REDACTED] joined Kempton Carr in July 1991 in an administration capacity, quickly becoming involved in Commercial Property Agency, disposals and acquisitions. Thereon she became further involved in Rent Review and Lease Renewal work, expanding these skills into commercial and residential property management.

In 1998 this skill set was expanded to residential land sales, and since this time [REDACTED] has sold a number of residential sites, from single plots up to 200 units. In 1999 [REDACTED] became an Associate Director and continued to operate in a range of disciplines, including Landlord and Tenant, Property Management, Commercial Property Agency and Land Sales.

Since 2003 she has concentrated on and specialised in Residential Land Sales together with Commercial Property Agency, including disposals and acquisitions of a wide range of types of commercial property for local, regional and national companies.

[REDACTED] has been based in the Maidenhead Office for the past 25 years, with her work centred around, Maidenhead, Windsor and the Thames Valley, together with the M25 area, and further afield. Throughout this time, she has worked with a wide variety of private and institutional clients and covering a range of disciplines.

Experience and Expertise

For the past 5 years [REDACTED] has specialised in Development Viability and Financial Viability in Planning, undertaking viability appraisal and review work for both Developers and Local Authorities within a wide range of geographical locations, representing clients at Appeal stage, including Written Representations, Informal Hearing and Planning Inquiry.

[REDACTED] also specialises in development consultancy and land sales, acting on behalf of a variety of private and institutional clients in advising upon the sale of their land.



Professional CV for [REDACTED]		
Position	Chartered Surveyor at Kempton Carr Croft	
Disciplines	Valuation	
Qualifications	BSc (Hons) MRICS Registered Valuer	
Specialisms	Commercial and residential valuations for purposes including: <ul style="list-style-type: none"> • Expert witness • Landlord and Tenant • Development • Decision-making • Taxation • Charities Act 	Contact [REDACTED] E: [REDACTED] T: [REDACTED] M: [REDACTED]

Summary

After graduating from The University of Reading in 2001 with an Honours Degree of Bachelors of Science in Land Management, I joined Slough Estates (now SEGRO) as a Graduate Surveyor within their Shopping Centre Team.

I joined DTZ (now Cushman & Wakefield) in Mayfair, London in 2004 and went on to become a Member of the Royal Institution of Chartered Surveyors in Autumn 2004 by qualifying through their Assessment of Professional Competence. I worked in DTZ's valuation team and became a Senior Surveyor.

In April 2008 I joined Deriaz Slater Commercial in Marlow, Buckinghamshire as a Senior General Practice Surveyor.

I joined Duncan Bailey Kennedy in High Wycombe, Buckinghamshire in June 2010 where I was responsible for valuations, landlord and tenant negotiations and heading their property management team. I became Associate Partner at DBK in October 2014.

In January 2017 I joined Kempton Carr Croft as Senior Surveyor within their General Practice Team. I currently provide valuations of commercial and residential property for loan security, accounts, probate, matrimonial, development, dilapidations and decision making purposes. I advise and represent local, regional and national companies at rent review and lease renewal as well as asset manage commercial and mixed-use property portfolios. I also represent both developers and local authorities in financial viability assessments.

Experience and Expertise

Throughout my career, I have worked with private practices, public bodies, property development companies, pension funds and The Crown Estate. My principle activities are valuation work, landlord and tenant representation, asset management and financial viability in planning. I undertake valuations of commercial, residential and mixed-use properties for a range of purposes including taxation, financial reporting, dilapidations, development, probate, matrimonial and decision making. I also specialise in Public Asset Valuations in line with CIPFA reporting requirements.

Previous/current clients include:

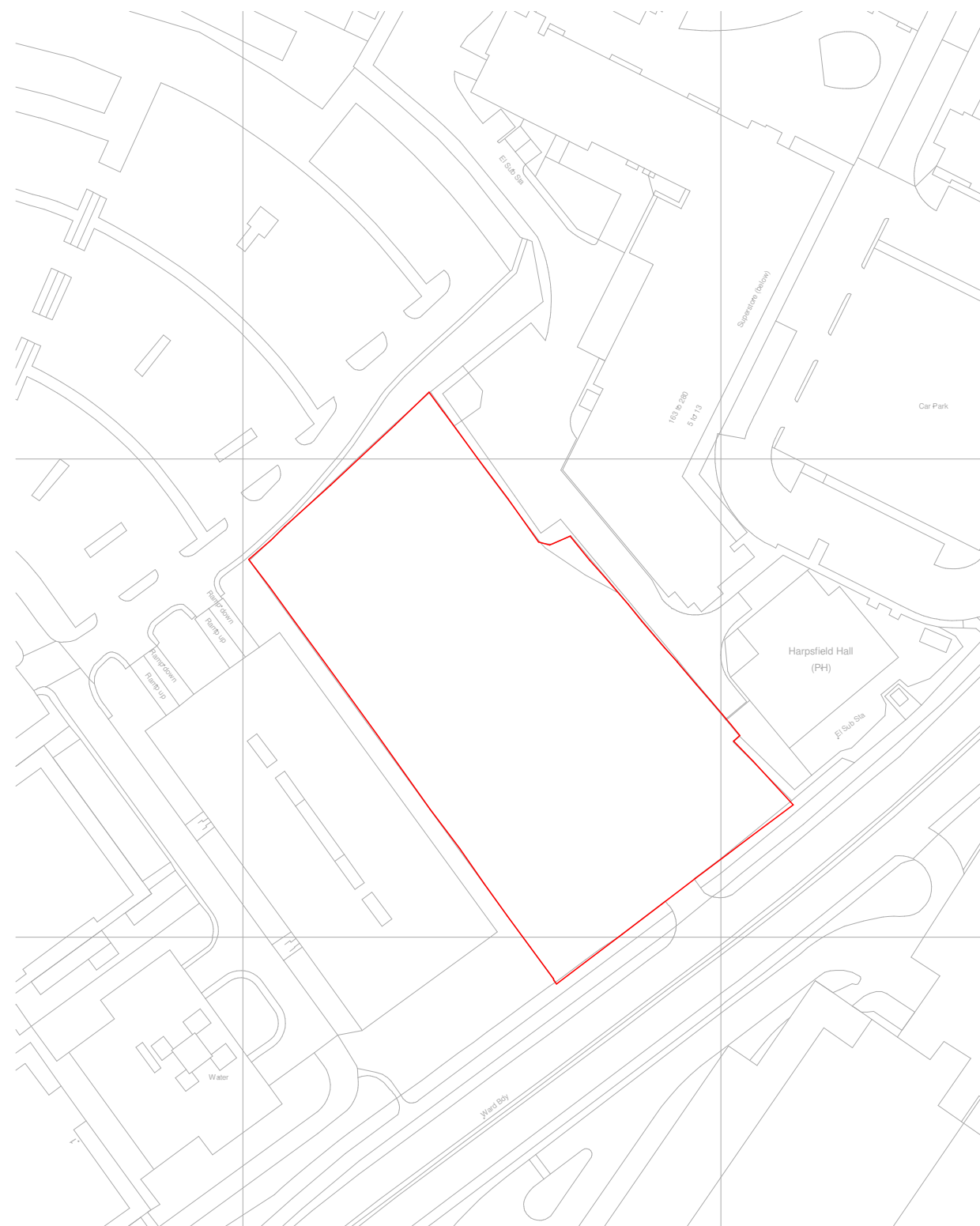
- Legal & General
- The Crown Estate
- Lloyds Bank
- Eton College
- Capital & Regional
- Warner Estates
- NatWest Bank
- Local authorities, including Royal Borough of Windsor & Maidenhead
- Castlemore
- John Lewis Partnership
- Barclays Bank

APPENDIX B

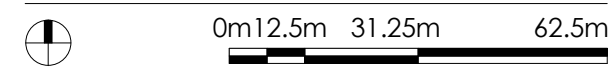
note: all dimensions to be checked on site before commencement of the work. If this drawing exceeds the quantities in any way the architects are to be informed before work is commenced. this drawing is copyright.

revisions (most recent listed below, refer to DS for all revisions)

rev	date	description	drawn	check
1	18.02.22	Issued for information	PL	SC
2	23.05.2022	Issued for comments	PL	SC
3	24.05.2022	Issued for comments	PL	SC



SP_OS
 1 : 1250



APPENDIX C

rev	date	description	drawn	check
1	14.12.20	Issue for comment	MH	SC
2	18.12.20	Issue for comment	MH	SC
3	17.02.22	Issued for information	PL	SC
4	23.05.2022	Issued for comments	PL	SC
5	24.05.2022	Issued for comments	PL	SC

