

EMPLOYMENT LAND REVIEW

~ MARKET APPRAISAL

For and on behalf of

**Woking Borough
Council**

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1.0 Introduction

1.1 This study, to carry out a market appraisal of employment land within the Borough, was commissioned by Woking Borough Council, as part of the evidence that will inform the development of the Local Development Framework (LDF), and constitutes stage 2 of the Employment Land Review.

1.2 As outlined in the Council's brief, the study's main objectives are to:

- Provide an identification of the key market areas and segments within Woking;
- And an analysis of the relationship between Woking employment property market and the wider South East and London;
- Undertake a market appraisal of employment sites identified by the Council within the local market, and any additional sites known to Lambert Smith Hampton (LSH);
- Advise on the market performance of individual sites; and
- Give an opinion on the future employment land requirements of the Borough, based on the market appraisal in this report and baseline data provided by the Borough Council.

1.3 The Council has already carried out initial work on employment sites within the Borough, including an Employment Needs Assessment (November 2005)¹, and an Employment Position Statement (January 2010)². Further to this, the South East Partnership has also recently consulted on Supplementary Planning Guidance regarding Employment Land Reviews³.

1.4 For the purposes of this report only development of use classes B1, B2 and B8 of the Use Classes Order⁴ are considered in line with ODPM Guidance).

¹ Employment Needs Assessment, November 2005, Woking Borough Council

² Local Development Framework Research Report Employment Position Statement: Report on Stage 1 of the Employment Land Review, January 2010, Woking Borough Council

³ South East Plan Supplementary Planning Guidance: Employment Land Reviews, Consultation on a South East Regional Approach for Employment Land Reviews, July 2009, South East Partnership Board

⁴ The Town and Country Planning (Use Classes) Order 1987 (as amended)

Due to the nature of employment sites within the Borough categories have been used when carrying out the market appraisal of the sites. The categories were Office, which includes B1a, Industrial, which includes B1b, B1c, B2 & B8 uses and mixed which includes both Office and Industrial uses.

- 1.5 Various sources have been used in the preparation of this report, covering differing periods of time, dependent upon their source. However, all the information used is current and as up to date as possible with a base date for site information used of July 2009.

- 1.6 Following this introduction the report is divided into six sections. Section 2.0 gives the planning policy context from a national, regional and local level. Section 3.0 gives an overview of the local economy of the Borough of Woking, focusing on employment and demographics. Section 4.0 gives an overview of the commercial property market, and section 5.0 details the results from the sites audit and gives an indication of the view of different sites and areas of employment within Woking with particular emphasis on their performance in the employment market. Finally section 6.0 brings together the information, giving an opinion on the future employment land needs and whether there is an adequate supply of land to meet the projections, and policy directions to be considered, before conclusions and recommendations in section 7.0.

2.0 Policy Context

2.1 In this chapter, we first discuss the national and regional policy background, to set out the policies and principles to which Woking Borough Council in planning for employment uses will be required to conform. We then turn to the local context, considering existing local policies which the Council will need to take into account or reconsider when framing employment policies in the Local Development Framework (LDF).

National Policy

PLANNING POLICY STATEMENT 1 – Delivering Sustainable Development⁵

2.2 In January 2005 the Government published Planning Policy Statement 1: Delivering Sustainable Development. The PPS establishes the Government's vision for planning and outlines key policies and principles underpinning the planning system. These are based around the themes of sustainable development, the spatial planning approach, and community involvement in planning. It sets out an integrated approach to planning for sustainable development that takes full account of the need to achieve social inclusion, protection and enhancement of the environment, the prudent use of natural resources and sustainable economic development. With sustainability as an overarching aim within the planning system, there is a need for this to be recognised when considering employment site locations (i.e. access to public transport). There is also a need to focus on the efficient use of land through the promotion of mixed use and more intensive use of previously developed land; to provide access to jobs for all; and to try and facilitate and promote sustainable economic growth.

PLANNING POLICY STATEMENT 3 – Housing⁶

2.3 PPS3, published in November 2006, outlines the national approach to delivering housing through the planning system. The focus is on identifying

⁵ Planning Policy Statement 1: Delivering Sustainable Development, 31st January 2005, CLG

⁶ Planning Policy Statement 3: Housing, 29th November 2006, CLG

a supply of housing sites, and maintaining this supply to maximise housing delivery. There is a need for local authorities to manage the supply and to allocate sites to meet housing targets, as set out in Regional Spatial Strategies. As part of the evidence for managing the supply of housing land Local Authorities are required to undertake Strategic Housing Land Availability Assessments (SHLAAs). Guidance on SHLAAs considers that it is important, where possible, for other land uses and requirements such as employment land to be considered at the same time as part of a wider Land Availability Assessment.

PLANNING POLICY STATEMENT 4– Planning for Prosperous Economies (which updates PPG4 Planning for Sustainable Economic Development and draft PPS6)

2.4 PPS4 (published December 2009) advocates a more flexible supply and use of employment land when compared with the PPG/ PPSs⁷ it has replaced. Planning is seen as a 'key lever' in improving economic performance, and the main focus of the policy guidance is in ensuring local authorities 'plan positively and proactively for economic development'. As such it encourages Local Authorities to consider wider employment uses (such as leisure and retail uses), and not just those traditional uses contained within the 'B Use Classes', such as offices and light industrial. In this sense it opens employment land up to be considered for other employment generating uses.

2.5 The objectives of PPS4 are to:

- Achieve sustainable growth;
- Raise productivity growth rate;
- Building prosperous communities;
- Deliver more sustainable patterns of development;
- Promote high quality inclusive design;
- Improve accessibility;
- Promote social inclusion; and

⁷ PPS4 replaces PPG4 *Industrial, commercial development and small firms*; PPG5 *Simplified Planning Zones*, and PPS6 *Planning for town centres*. It also replaces certain paragraphs in PPS7 *Sustainable development in rural areas* and PPG13 *Transport*.

- Promote vitality and viability of town centres.

2.6 As part of preparing local policies the PPS required the gathering of a robust and credible evidence base that should be maintained to underpin the policies. 'Policy EC1 Using Evidence to Plan Positively' in the PPS, states that these policies should support sustainable economic growth, also be responsive to changing economic circumstances, and inform planning application decisions.

2.7 As part of this evidence base in relation to employment land, the draft PPS lists that it should assess the following:

- Detailed need for employment land over the plan period;
- Existing and future supply of land available; and
- And where possible for land reviews to take place at the same time or combined with the Strategic Housing Land Availability Assessment.

PLANNING POLICY STATEMENT 12 – Local Spatial Planning⁸

2.8 PPS12, published in June 2008, gives guidance on the production of Local Development Frameworks (LDFs). Development Plan Documents, contained within the Local Development Framework, could have a bearing on each potential site. The LDF has to contain a Core Strategy, which gives the strategic direction for development in an area. In addition to this a LDF can contain a variety of other documents, such as area action plans and development management policies. A key feature of the Local Development Framework is the need for engagement with stakeholders at an early stage, and the need for a robust and up to date evidence base.

PLANNING POLICY GUIDANCE 13 – Transport⁹

2.9 PPG13's overall aim is to integrate planning and transport at different levels, and to promote more sustainable transport choices. The key planning objectives are to ensure that jobs', shopping, leisure and services are accessible by public transport, walking and cycling. In doing this the

⁸ Planning Policy Statement 12: Local Spatial Planning, 4th June 2008, CLG

⁹ Planning Policy Guidance Note 13: Transport, 20th April 2001, CLG

PPG emphasises that major developments should be located in centres and near public transport interchanges, and specifically states that out of town sites should not be the focus for land uses which are major generators of travel demand.

- 2.10 In addition the guidance identifies that Local Authorities should manage growth with the development of public transport accessibility, and there is an expectation that major development should submit transport assessments with planning applications. In addition to this, major employment generating uses should also make use of public transport and submit travel plans to support planning applications.

PLANNING POLICY STATEMENT 22: Renewable Energy¹⁰

- 2.11 The Government has set targets to reduce Carbon Dioxide emissions, and also to increase the use of renewable energy. The PPS sets out the key principles that should be considered in planning for renewable energy, including policies at the regional and local level which promote and encourage the use and development of renewable energy, ensuring applications are assessed against locally set criteria. Regional Spatial Strategies should set a target for renewable energy capacity in the region. The PPS sets out how renewable energy developments should be approached when located in designated sites, such as nature conservation areas and Green Belt.

PLANNING POLICY STATEMENT 25 – Development and Flood Risk¹¹

- 2.12 Flood risk is a key consideration in development and PPS25 ensures that it is fully taken into account at an early stage in the consideration of development. The Government requests that LPAs apply a risk-based approach to development control, and to facilitate this PPS25 classifies flood risk into one of three flood zones through a sequential test approach, Zone 1 – Low probability, Zone 2 – Medium probability, and Zone 3 – High probability.

¹⁰ Planning Policy Statement 22: Renewable Energy, 10th August 2004, CLG

¹¹ Planning Policy Statement 25: Development and Flood Risk, 7th December 2006, CLG

- 2.13 The assessment of all new development in relation to flood risk should be through applying the sequential test, as set out in PPS25. In applying the sequential test it should be demonstrated that there are no other reasonable sites with a lower probability of flood risk that are appropriate for the development, i.e. to locate the development in flood zone 1. When considering development in either flood zones 2 and 3 then the vulnerability of the development has to be taken into account. LPA's are encouraged to carry out strategic flood risk assessments to inform the development decisions.

Regional Policy

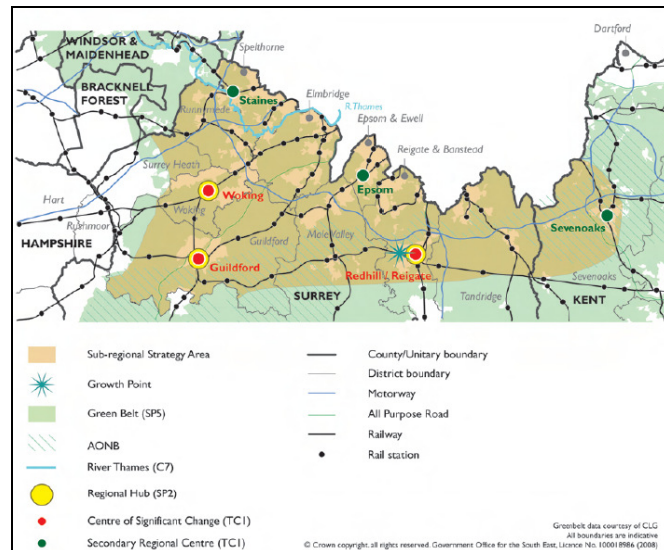
The South East Plan 2009¹²

- 2.14 The Regional Spatial Strategy for South East England (known as the South East Plan) was adopted in May 2009, and it replaces Regional Planning Guidance for the South East (RPG9).
- 2.15 The South East Plan 2009 sets out regional planning policies for the South East of England for the next twenty years from 2006 – 2026. It identifies the main challenges facing the South East as:
- Population Growth;
 - An ageing population;
 - A changing economic landscape;
 - The pace of technological change;
 - Household Size;
 - Supply of housing; and
 - Climate Change.
- 2.16 In particular, with the changing economic landscape, the plan identifies that firms need to remain competitive, by being able to adapt and also to make the most of new opportunities that arise. Through this the plan strives for a 'flexible and open regional economy'. The vision and objectives for the South East Plan is to create a healthier South East, "A socially and economically strong and healthy and just South East that respects the limits of the global environment".

¹² The South East Plan: Regional Spatial Strategy for the South East of England, May 2009, Government Office for the South East

- 2.17 Woking is identified in the 'London Fringe' sub-regional strategy area. Within this sub-regional area a particular identified challenge is to support sustainable economic growth, and through this to support the role of the 3 regional hubs, of which Woking is one, and the part they play in the regional economy.

Figure 1: London Fringe Sub-regional Strategy Area



Source: South East Plan

- 2.20 Further to the centre role as a 'hub', Woking has also been identified to contribute to the wider economy of the South East and the Sub-region in a significant way, and has been identified as a 'Centre for Significant Change' (along with Guildford and Redhill/Reigate in this sub-region). This designation may have an affect on employment land need and supply and infrastructure provision to underpin change within the Town Centre. Policies in the RSS on this sub-regional area include support for sustainable economic growth, through Policy LF1 Core Strategy. In terms of employment, the focus of the policy is on ensuring that employment-related development takes place generally on existing employment land and the utilisation of workforce skills through encouraging a broad base of economic activity.

Core Objectives of the South East Plan 2009

- A sustainable balance between planning for economic, environmental and social benefits will be sought, to help improve quality of life for everyone in the South East
- Economic growth and competitiveness in the region will be sustained, with Gross Value Added (GVA) in the region increased by 3% per annum over the period 2006-2016
- New initiatives to tackle skills deficits will be promoted
- A closer alignment between jobs and homes growth will be pursued
- Economic and social disparities within the region will be reduced
- A sufficient level of housing development will be delivered
- A substantial increase in the supply of affordable housing will be pursued, through a package of measures to deliver this goal
- Adequate infrastructure will be provided in a way that keeps pace with development
- Key transport links will be improved, providing access for all, especially disadvantaged groups
- Health provision and access will be improved
- Spatial planning in the region will take into account the needs of an ageing population and its implications
- Crime and the fear of crime will be reduced
- Better natural resource management and efficiency will be pursued, leading to reductions in the consumption of water and energy and the production of waste
- New development will be delivered in a manner which mitigates the effects of, and adapts to, climate change
- The best of the region's historic, built and natural environment will be protected and where possible enhanced, both for its own sake and to underpin the social and economic development of the region
- New development will be of high quality sustainable design and construction, and be an asset to the region

- 2.21 Within the London Fringe employment related development should take place primarily on land already in employment use (Policy LF2: Economic Development). In considering the amount of employment development needed in an area, Local Authorities are required to consider evidence on the existing and future demand / supply of employment floorspace and the labour market, and the balance of these with other uses such as housing.
- 2.22 As part of this the policy (LF2) expects sufficient land to be identified for employment, and that strategic employment land is safeguarded. Policies

also encourage mixed use development in and around Town Centres and areas of good public transport accessibility, which is of particular relevance to Woking Town Centre. In addition to this Policy LF7: Town Centres re-emphasises the focus of town centres for employment, plus retailing, leisure and community facilities.

- 2.23 Furthering National policy, the RSS recognises the importance of joint working as appropriate, and this includes evidence on economic development and employment land.
- 2.24 The South East Plan includes several policies focused on Sustainable Economic Development. The plan recognises how critical the role of the South East is to the wider UK economy. Maintaining the National and International competitiveness of the region is a priority, whilst also balancing this with sustainable development objectives.
- 2.25 In achieving this objective, policy RE1 of the South East Plan states that LDFs need to provide an enabling context for the region to fully contribute to the wider UK economy, and this means ensuring LDDs contain policies that enable plans to respond positively to economic change by being flexible.
- 2.26 Through policy RE2, Supporting Nationally and Regionally important sectors and clusters, in the SEP, LDD policies should identify these sectors and clusters, ensuring there is land and premises available to meet their requirements. The RSS itself identifies those clusters which it considers have a high potential to innovate and grow in the region, which includes environmental technologies and services, and digital media.
- 2.27 Policy RE3, Employment and land provision in the RSS expects LPAs to have regard to the strategic and local business needs, and in doing so they are required to plan for *"the location, quantity and nature of employment land and premises, ... facilitating a flexible supply of land to meet the varying needs of the economic sectors"*.
- 2.28 The RSS also requires LPAs to undertake employment land reviews, and where appropriate these should be with adjoining authorities, and it

reiterates that where possible these should be completed at the same time as reviews of housing land (SHLAAs).

- 2.29 Provision in the LDDs needs to be for a range of sites and premises to meet the general needs, and these should consider the accessibility to the local labour market, the efficient use of sites, the urban area, and the proximity to public transport, amongst other factors.
- 2.30 The RSS only gives interim job numbers, and for the London Fringe sub-region this is 39,500 jobs between 2006-2016. The RSS acknowledges that an early review is needed to provide a stronger steer for LDFs on job targets and “robust guidance on the scale and location of employment land and floorspace required.”
- 2.31 Other policies in the RSS on sustainable economic development seek to maximise skills and raise economic activity, encourage smart growth of the region, and address competition and structural weaknesses in the region.

South East Regional Economic Strategy

- 2.32 The South East Regional Economic Strategy (RES) is part of the wider integrated Regional Framework, which includes the South East Plan (SEP). If current legislation changes are made SEEDA could become responsible for producing an integrated strategy combining the RES and SEP. This would streamline guidance for the authorities in the south. The RES recognises that the region could face significant challenges, especially with the rise of productivity and education in other countries and regions; and the potential negative impact this could have. Through various future scenarios the strategy puts forward the need for change and innovation if past success is to continue in the future, and to do this the RES identifies three objectives for the south east which include: the ‘Global Challenge’, ‘Smart Growth, and ‘Sustainable Prosperity’.
- 2.33 The RES identifies that skills improvement and innovation are needed in the region in the future to boost its ability for investment and growth. The strategy anticipates that there will be a significant amount of growth, especially within the identified growth areas which include Hubs such as

Woking Town Centre. The RES supports the role of Hubs and also of what it describes as 'diamonds for investment and growth' (the areas between the hubs and their growth potential). The goal of the strategy is to 'invest in success, lift under performance and support quality of life'. Achieving these goals through actions is the main purpose of the strategy, and in achieving this ICT, education and reducing the barriers to employment are seen as key areas.

Local Policy

- 2.34 The current Local Plan for Woking Borough is the Woking Borough Local Plan adopted August 1999. Policies covering employment are divided between the Economic Development chapter which deal with B uses outside of Woking Town Centre, and policies within the Woking Town Centre chapter which deal with employment uses within this area.
- 2.35 The economic development chapter recognised in 1999 that the Woking economy was dependent on office based employment, and as such the current planning policy objectives are based around the diversification of the economy, mainly though the re-use and redevelopment of existing sites. The key aim of the policies is to:
- "Secure a healthy and more diverse local economy, principally through making the best use of existing industrial and commercial land, and will not make provision for significant employment growth"*
- 2.36 In summary the key objectives of the policies are to ensure any economic growth that is compatible with other strategies, is suitably located, and helps small firms. In addition the loss of suitably located employment land to other uses is resisted. Any proposed employment development would also have to be compatible with other plan policies.

Summary of current policies

EMP1: General Considerations

- 2.37 The policy generally allows for employment generating development within the urban area, and the certain factors that will be considered such as environmental problems and amenity, as well as consideration of other plan policies.
- 2.38 The following policies apply to development outside of Woking Town Centre.

EMP2: New Business (Class B1) Development within the District and Local Centres

- 2.39 The policy only allows for a limited amount of B1 within these centres, subject to certain criteria which includes consideration of character amenity, design, and is in accordance with other plan policies – particularly where it would involve the loss of uses protected by other policies.
- 2.40 The reason behind only allowing a limited amount of B1 is the protection of the character of the centre, but also the need to diversify to reduce reliance on office based employment. To this end the policy justification sets a general upper limit of 300 sq m in District centres and 150 sq m in local and smaller centres.

EMP3: New Business (Class B1) Development in the Urban Area

- 2.41 The policy allows for Class B1 development in industrial areas as on the proposals map or established employment sites within the urban area, on the proviso that any floorspace increase is small scale and the transport impact is considered, especially considering whether the location is well served by public transport.
- 2.42 However, proposals for the expansion of existing firms would be considered sympathetically, given the important benefits that existing businesses bring to the local economy.

EMP4: Industrial (Class B2) Development

- 2.43 The policy allows for B2 development within the industrial areas shown on the proposals map, provided that there is no demonstrable harm to amenity and the environment. However, where proposals for B2 fall outside of these industrial areas they will not be permitted unless it can be demonstrated that there is no available site within designated areas, and in addition the criteria of policy EMP1 must also be met.

EMP5: Warehousing and Distribution (Class B8) Development

- 2.44 Similar to the provisions in policy EMP4, this policy allows for B8 development in the industrial areas shown on the proposals map, provided there is no demonstrable harm to the environment and amenity. Further to these, the additional space needs to be less than 5000 sq m of floorspace and be satisfactorily located in terms of its relationship to the main road network, with the ability of the local road network to satisfactorily accommodate additional traffic. Outside these areas, policy EMP5 only allows B8 development on existing B8 sites that are being used.

EMP6: Broadoaks

- 2.45 Broadoaks is identified as a major developed site in the Green Belt and infilling and redevelopment within the site are considered appropriate, subject to certain criteria such as the impact on the Green Belt.

EMP7: Loss of B1, B2 and B8 Uses

- 2.46 Policy EMP7 resists the loss of employment to non-employment uses, unless the existing use is causing demonstrable harm. In these circumstances a reduction in the employment generating use to an appropriate level would be the initial approach of the policy.
- 2.47 However, where the total loss of employment is acceptable then encouragement is given for residential development. The policy also allows the conversion of office space above shops to residential.

EMP8: Development to provide for Small Firms and Mixed Development

2.48 The policy sets out what the Council seek to achieve for small firms when determining planning applications for B class uses. These include the provision of premises designed for small firms, managed workspace and on large sites the provision of a mixture of uses. Small start up units are particularly sought by the policy in areas of higher unemployment, such as Sheerwater and Maybury.

2.49 In addition to the policies in the Economic Development chapter of the Local Plan, policies in chapter 12 relate to Woking Town Centre. The key objective in the current Local Plan for Woking Town Centre:

"The Council will seek to enhance the vitality and viability of Woking Town Centre as the principal centre in the Borough for retail, commercial, leisure, cultural and community facilities."

2.50 From this objective there are aims for the town centre which seek to maintain a strong retail centre, to have the right amount and type of employment opportunities, to attract a range and variety of uses, attractive environment and wider accessibility.

2.51 Policies WTC9 to WTC11 deal with employment development in the Town Centre. The current local plan recognises that the town centre provides the most employment in the Borough and due to its accessibility is the most appropriate location for office development.

Woking Town Centre – Employment Policies Summary

WTC9 New Business (Class B1) Development within Woking Town Centre

2.52 In allowing proposals for B1 use within the town centre boundary, the policy allows floorspace where the site is one which is identified on the proposals map and referenced in the list of sites or that the site is already in B1 use and the floorspace increase is small scale.

- 2.53 Where larger/ moderate increases in floorspace of B1 use are proposed the policy considers these to be more appropriate as part of a mixed use development, and particular emphasis is given to priority uses for which need is currently not met, such as hotels.
- 2.54 In consideration of B1 uses in the town centre the policy expects where appropriate that there would be planning benefits. In addition where use is proposed which results in the loss of desirable land uses, such as retail, other policies in the plan would apply.

WTC10 Conversion of outmoded office buildings

- 2.55 The policy allows for the change of use of older office accommodation within the town centre in certain circumstances. These certain circumstances include the specific use that is proposed, whether it is listed in the policy, whether the site is an improved location for such a use and whether in comparison with its re-use as office accommodation the proposed use would not materially worsen the traffic or environmental problems. If within the retail area, the provision of retail on the ground floor is expected. In allowing the re-use of older office accommodation for other uses, the plan considers that this would aid diversification of employment, as these other uses would provide some employment opportunities.
- 2.56 Although the policy would consider such proposals, there is encouragement for any remaining office floorspace within the building to be refurbished, along with encouragement for whole office building refurbishments.

WTC11 Goldsworth Road Regeneration Area

- 2.57 The policy encourages redevelopment and an increase in office floorspace within the designated area. Proposals have to comply with design policies, enhance the street scene; include the replacement of desirable uses (such as residential) and the development provides for a range of uses, particularly those which are a priority and small office suites.

3.0 The Local Economy

Overview

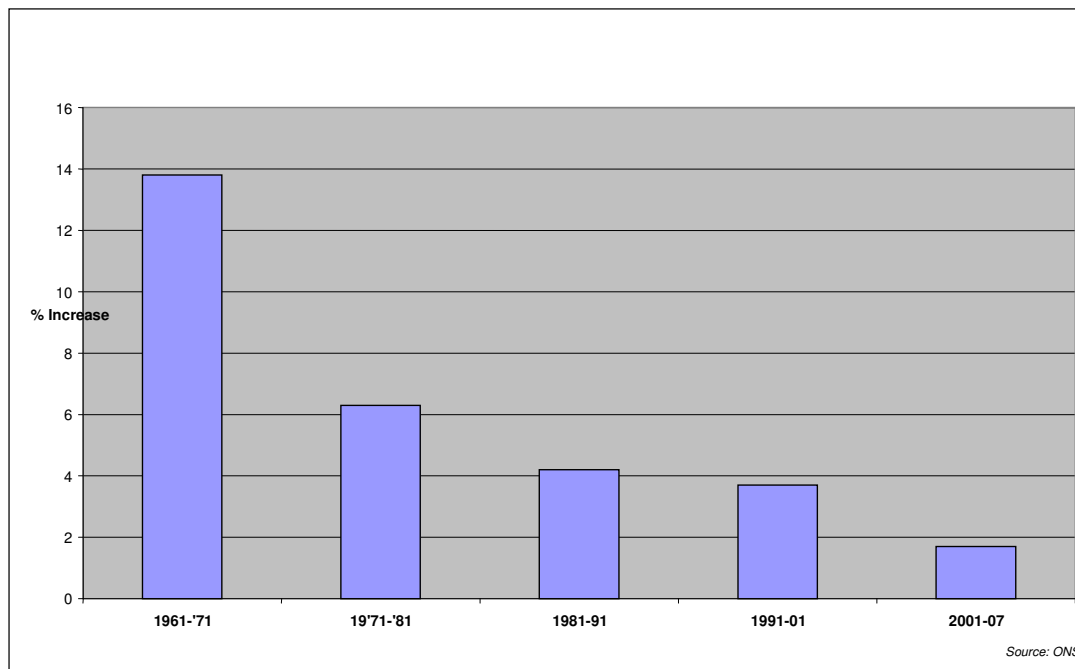
- 3.1 The Borough of Woking which covers an area of 64 sq km is found in the county of Surrey, approximately 29 miles south-west of London and seven miles north of Guildford. The town itself has a population of circa 90,000. It is perhaps best known as a thriving commuter town due to the rapid access the train service affords to the capital city. However, the Borough is also home to a number of high profile businesses including McLaren Group, Cap Gemini and SAB Miller. Economically, as noted by Woking Borough Council at: <http://www.woking.gov.uk/woking/people/population>, over 60% of the working population are employed in top five industry sectors: real estate, renting and business activities (22%), wholesale and retail trade (16.3%), manufacturing (10%), transport storage and communication (8.5%), and health and social work (8.1%), although many of the Borough's residents also commute to work in London.
- 3.2 The Borough of Woking forms part of the county of Surrey which is home to circa 1.1 million residents. Woking and its environs are regarded as prosperous areas with dynamic economies with a skilled resident population. Unemployment is well below the UK average currently standing at 2.4% compared with 4.1% nationally. In addition, the growth of Gross Value Added, a measure of economic output, has grown at a greater rate in Woking than seen nationally, with the business service sector the largest contributor to output.
- 3.3 The proximity of the Borough to London has certainly contributed to the economic success of the area. Many residents commute into London via one of the Borough's five stations including Woking station itself, which sees in the order of 6.7 million journeys per annum the majority of which are accounted for by commuters to London. The proximity of the M3 and M25 motorways as well as the A3 results in excellent connectivity, affording access to the wider region and has also been a major contributor to the success of the local economy.

3.4 The Borough is also found within easy striking distance of the UK’s two largest airports including Heathrow, the world’s key air travel hub. The presence of Heathrow should not be under estimated when looking at the success of the economies of the South West Quadrant M25 centres in recent years, with major overseas occupiers attracted to the area by the connectivity Heathrow gives.

Demographic Profile

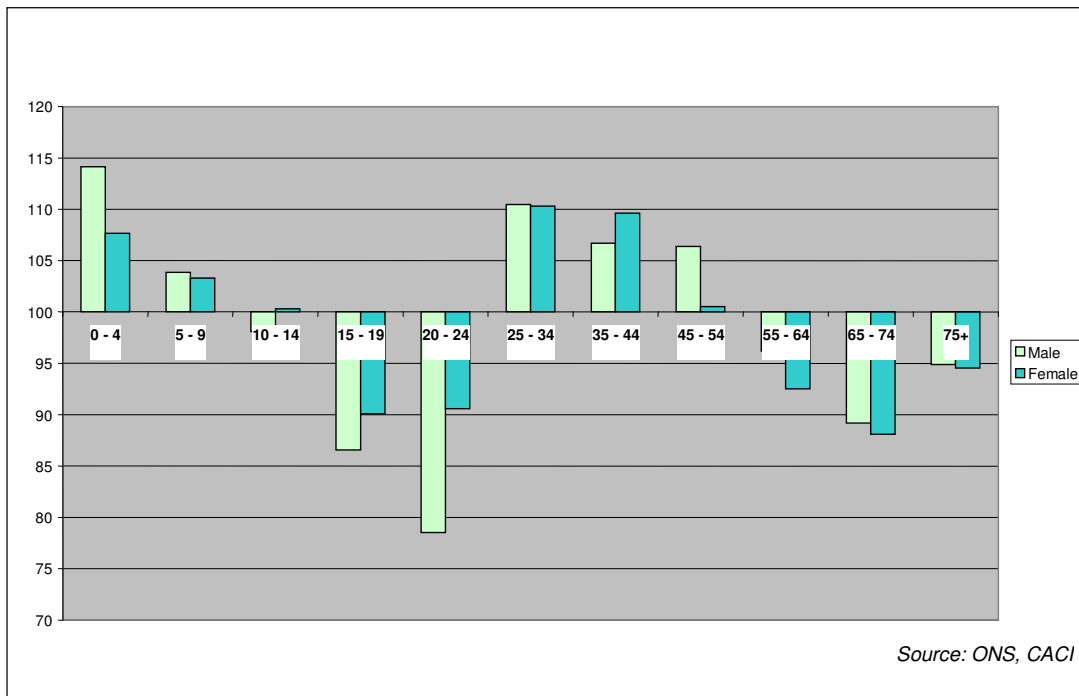
3.5 As at mid-2008, the estimated population of Woking was 92,200. This would represent a 2.63% increase in population since the last census in 2001 when the estimated resident population was 89,840. The population of the Borough has seen a steady increase since the 1960s as the area has become increasingly attractive to those seeking a high quality environment with access to skilled employment in the Borough, the wider area and of course London.

Figure 2: Woking Borough Population Growth



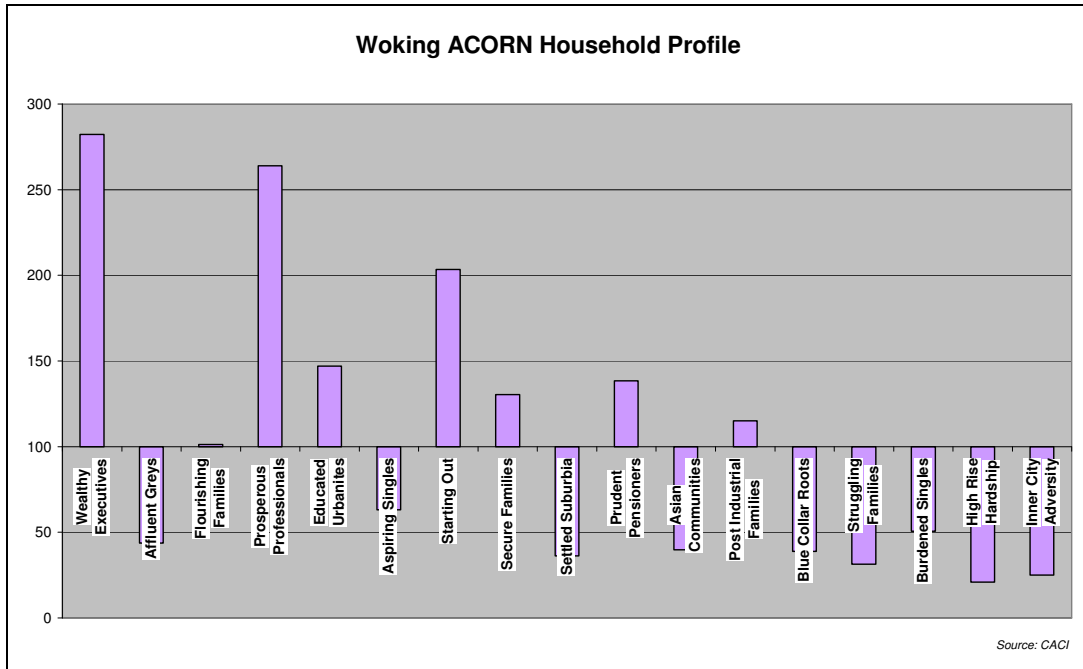
- 3.6 As evidenced above, since the sixties, population growth has undoubtedly slowed in Woking, in large part due to residential development constraints on green-belt land. That said, the latest estimates from the Chelmer housing and population model (SEP dwelling controlled) suggest that the population of Woking will continue to grow by a further 2.2% by 2016 (from 2006 figures). A question mark remains as to where this increase in population of circa 2,000 residents will be accommodated given land supply constraints. The danger is that if policies to restrict the use of employment land for alternative uses are not adequately applied then land set aside for employment use could be lost to residential development, resulting in increasing numbers of people looking for employment outside of the Borough.
- 3.7 The population profile of Woking can be seen in the chart below. The profile is very much indicative of an area dominated by young professionals with families with above average numbers of children aged under nine years of age and above average numbers of adults in the 25-54 year old age range. There are relatively few people aged 15-24, a situation replicated across the UK as those in this age range tend to gravitate to larger population centres, in this case Guildford and of course London. The older age groups aged 55+ tend to move to more rural areas in order to experience a more relaxed pace of life, a scenario clearly apparent in the age profile of Woking. The key implication of this economic profile is that the major workforce demographic grouping in Woking Borough, that of 25-54 years olds, is above the UK average indicating that it is settled, stable and less transient. Traditionally, these factors all have a positive effect on productivity and are therefore likely to attract businesses looking for such characteristics, namely a positive local and stable workforce.

Figure 3: Woking Borough Age Profile Indexed to GB Average



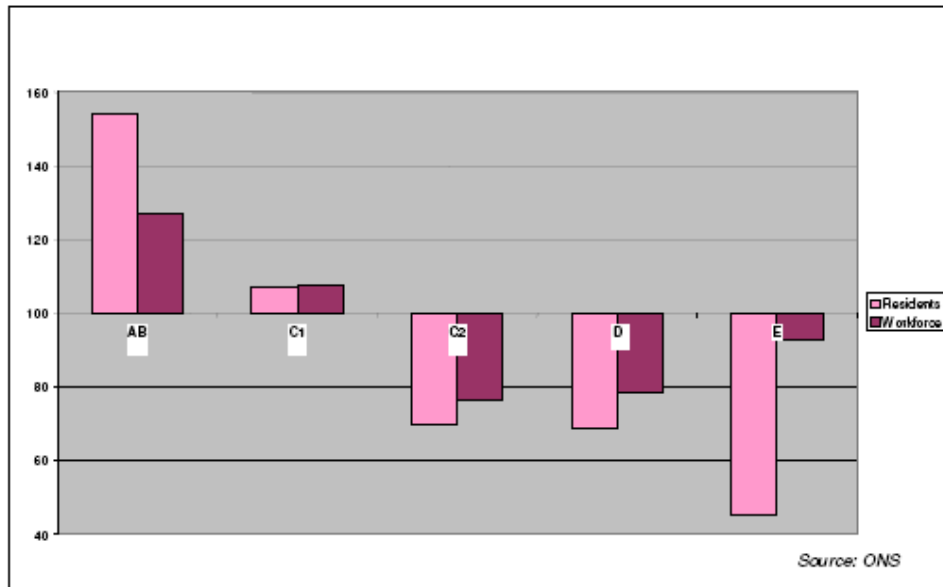
3.8 In total there were 36,941 households in Woking as at mid 2007, indicating an average of 2.41 people per household. Of these households 30.6% have dependent children. The chart on the following page details the ACORN groupings for said households indexed to the national average. The profile of Woking Borough shows high numbers of wealthy achievers, prosperous professionals, educated urbanites and secure families. Such ACORN Groupings are indicative of relatively well educated high income households in the locality. This gives an indication that there are large numbers of well educated professionals living in the Woking area, something which is, and will, continue to prove attractive to businesses operating in the local and those considering taking space in the Woking area. However, a high proportion of said individuals work outside of the Borough and in particular, central London as the rail system provides fast access to a significantly larger job pool and potentially better paid jobs. With the population forecast to increase further over the next decade, an increasing proportion of workers may commute to central London and other Boroughs unless further employment growth within Woking can be stimulated.

Figure 4: Woking Borough ACORN Household Profile



3.9 The Social Class profile of the residents of Woking is in line with expectation given the relative affluence of the local population. There are a high number of people living in the Borough classified as AB. These are people classified as higher and intermediate managers and professionals. Similarly there are a large number of people classified as C1 with supervisory, clerical, administration and managerial occupations. In contrast, there are relatively few people classified as C2, D and E, namely skilled manual workers, semi/unskilled manual workers and state pensioners / widows (no other earner) / casual / lowest grade workers. This reflects the strong service sector bias of both the local area and employment in the wider region.

Figure 5: Woking Borough Social Class Profile Indexed to GB Average

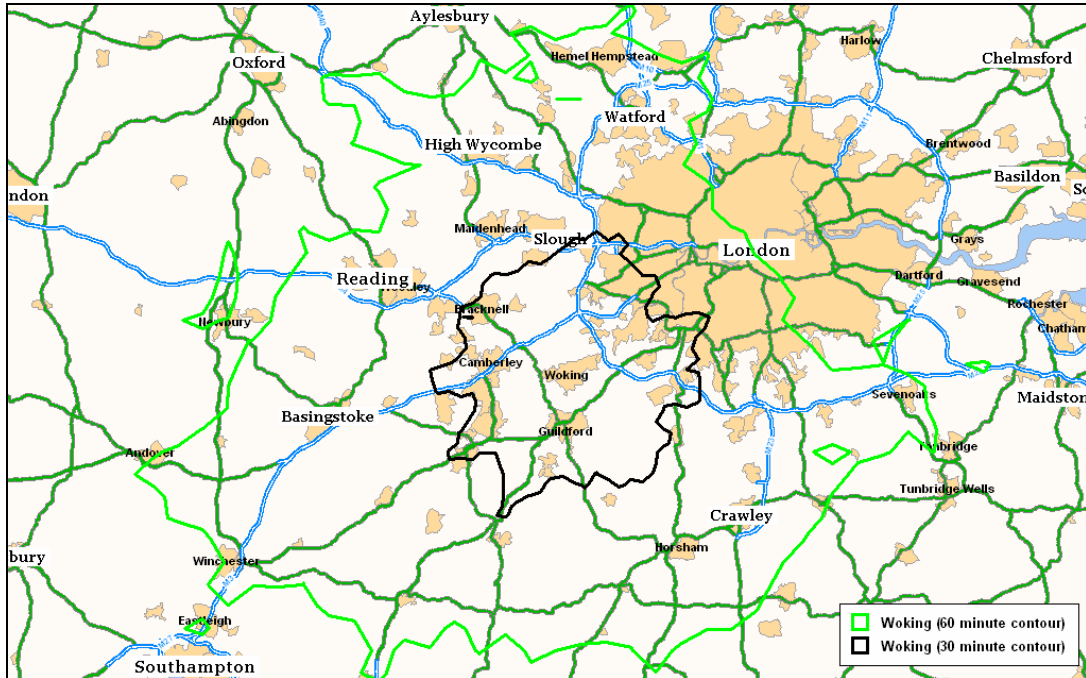


3.10 The workforce Social Class profile of Woking is similar to that of the resident population although there are subtle differences. There are proportionally fewer in Social Class AB whilst there are proportionally more workers than residents employed in manual occupations. This discrepancy is certainly the result of the commuting of residents to employment in locations such as Guildford and London. Ultimately, forecasts suggest that there will be further haemorrhaging of manual employment UK wide with employment of this type replaced by service sector employment. It is therefore important that service sector employment growth is accommodated within the Borough if outward commuting and the associated contribution to issues such as congestion and emissions are to be limited.

3.11 As previously stated, Woking's situation in close proximity to London and its excellent transport links have been key to the Borough's success. From an employer's point of view, access to a skilled workforce is undoubtedly the most important consideration when choosing to relocate a business, as its workforce is a company's greatest asset as well as its greatest overhead. There are circa 1.1 million people living within 30 minutes drive

time of Woking town centre and within 60 minutes there are in the order of 6.4 million, as indicated on the map below. This is likely to prove attractive to a potential occupier, particularly given the skills apparent within the local area.

Figure 6: Map of 'drive time' contours

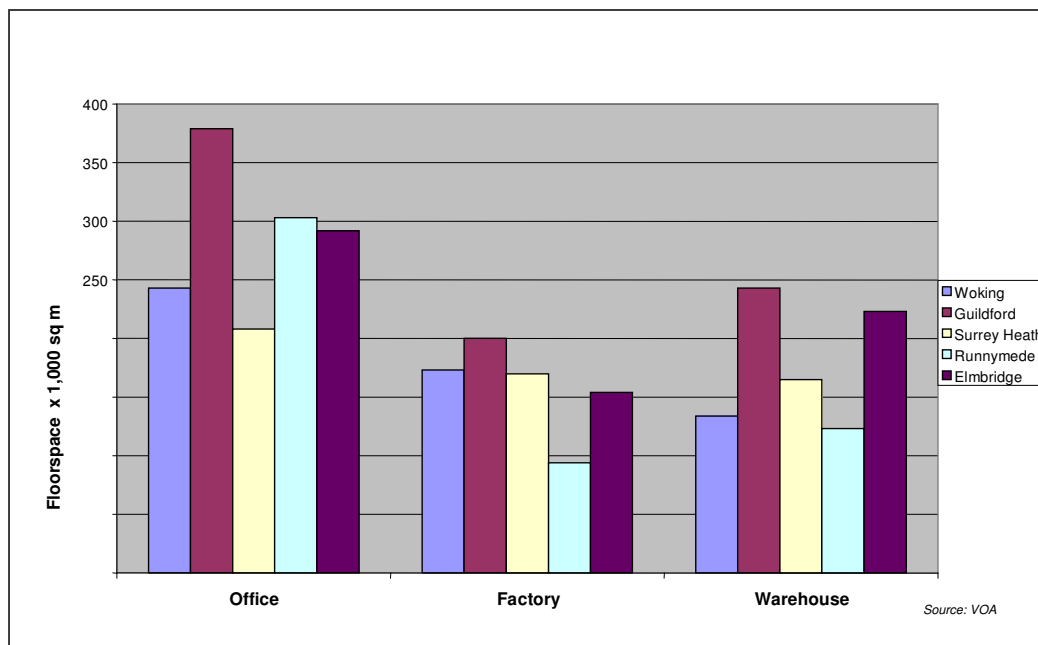


4.0 Commercial Property Market

General Commercial

- 4.1 The relatively small geographical area which the Borough of Woking covers compared to neighbouring Boroughs means that the quantity of commercial floorspace located there is lower than some of the other Boroughs, as noted in January 2009 in Figure 7 below. There is nothing special/unique about the type of businesses/business space in Woking compared to surrounding Boroughs, with occupiers covering a broad business spectrum. On the business space side, the ageing stock is more of a problem in Woking than say Guildford or Leatherhead. Unsurprisingly, given its status within the regional economy, the highest concentrations of office, industrial and warehouse space are to be found in Guildford. That said, Woking is nonetheless an important commercial centre, home to high profile employers including McLaren Group and Cap Gemini. There is currently circa 195,000 sq m of office space, 229,000 sq m of industrial space and 102,000 sq m of mixed space in the Borough.

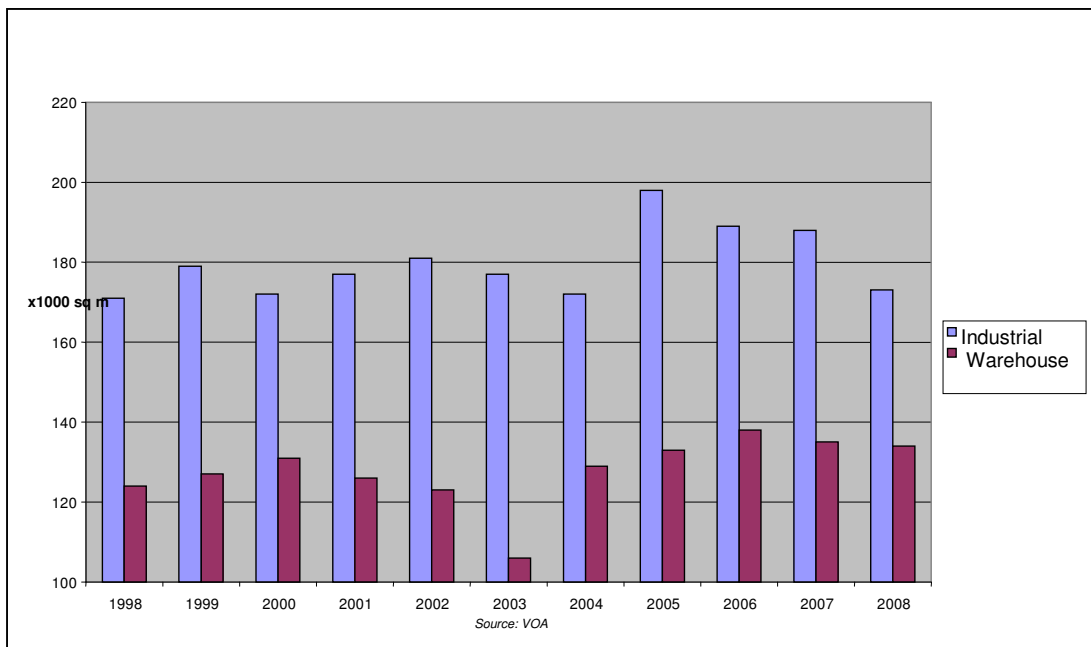
Figure 7: Commercial Floorspace by Local Authority District



Industrial (B2 and B8)

- 4.2 Despite the limited geographical extent of the Borough, with the exception of Guildford, Woking has more industrial floorspace than any of the neighbouring Boroughs. This reflects the fact that circa 10% of Woking’s population are still employed in manufacturing, as noted by Woking Borough Council on their website (<http://www.woking.gov.uk/woking/people/population>). A high proportion of this can be classified as high-tech, as demonstrated by the presence of companies such as McLaren Group, AIM Aviation and Vision Engineering. Whilst manufacturing has seen employment wane over the past three decades, the high tech sector continues to be an important economic driver.
- 4.3 In contrast to many other parts of the country, the industrial sector in Woking has not witnessed the reduction in manufacturing employment seen elsewhere. This is largely due to the skew towards high-tech industrial employment which has been less affected by competition from overseas.

Figure 8: Woking Borough Commercial Industrial Floorspace



4.4 In terms of transactional activity, circa 5,000 sq m of industrial space is traded in a typical year, although 2009 has seen a definite reduction in activity as the problems in the national and global economies have taken their toll. As noted below in Figure 9, 2008 witnessed an exceptional level of take-up affected by one particularly large warehouse extension (17,000 sq m), to the Sentrum building (35,000 sq m) on Goldsworth Park, which was sold off as a data centre. Such deals are rare in the Woking area as there are very few buildings of this scale in the Borough, despite an upsurge in demand for regional distribution centres near to the M25 in recent years.

Figure 9: Woking Borough Industrial Take-Up

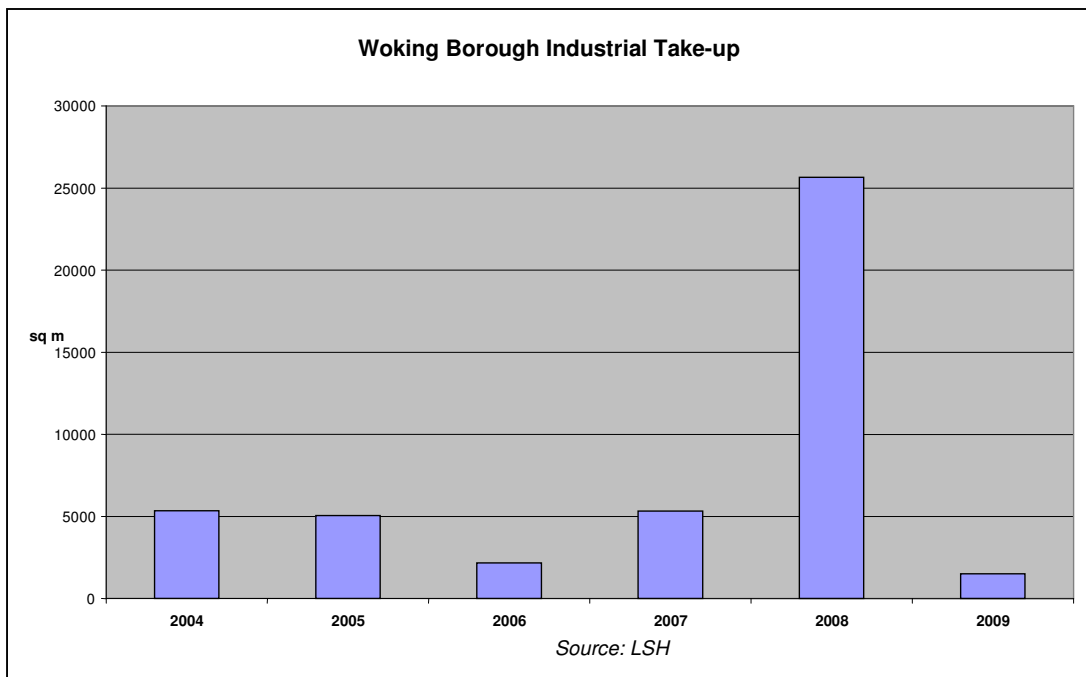
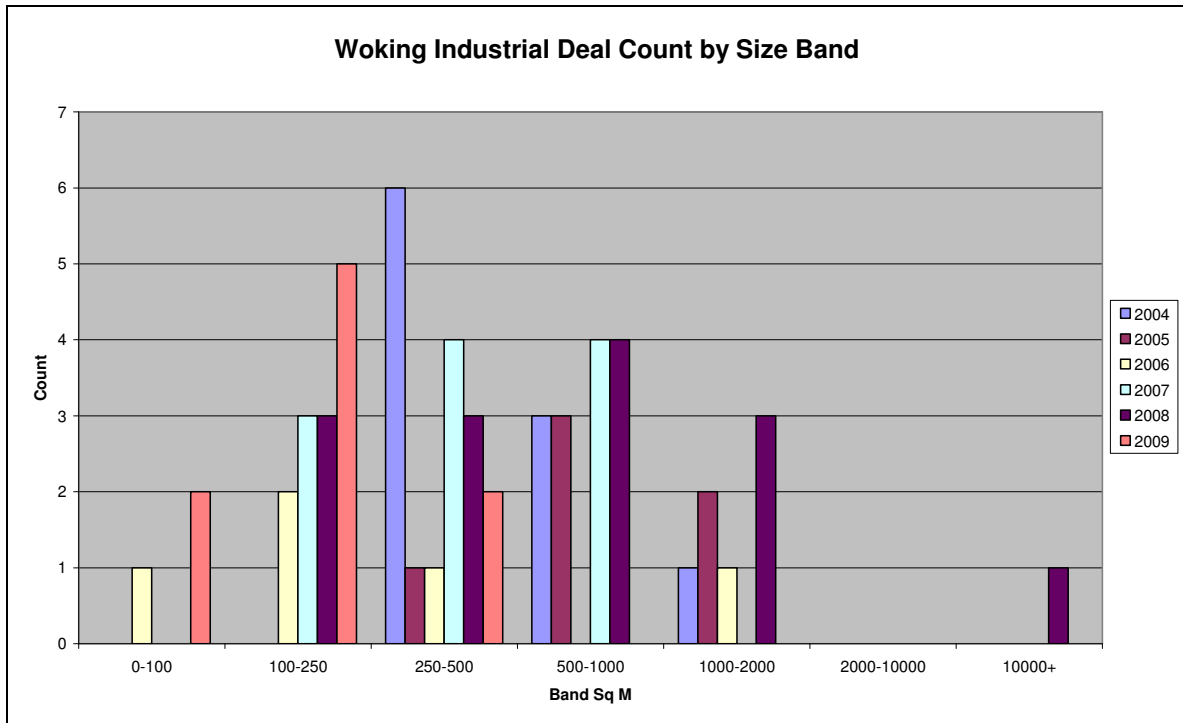


Figure 10: Woking Industrial Deal Count by Size Band



Source: LSH

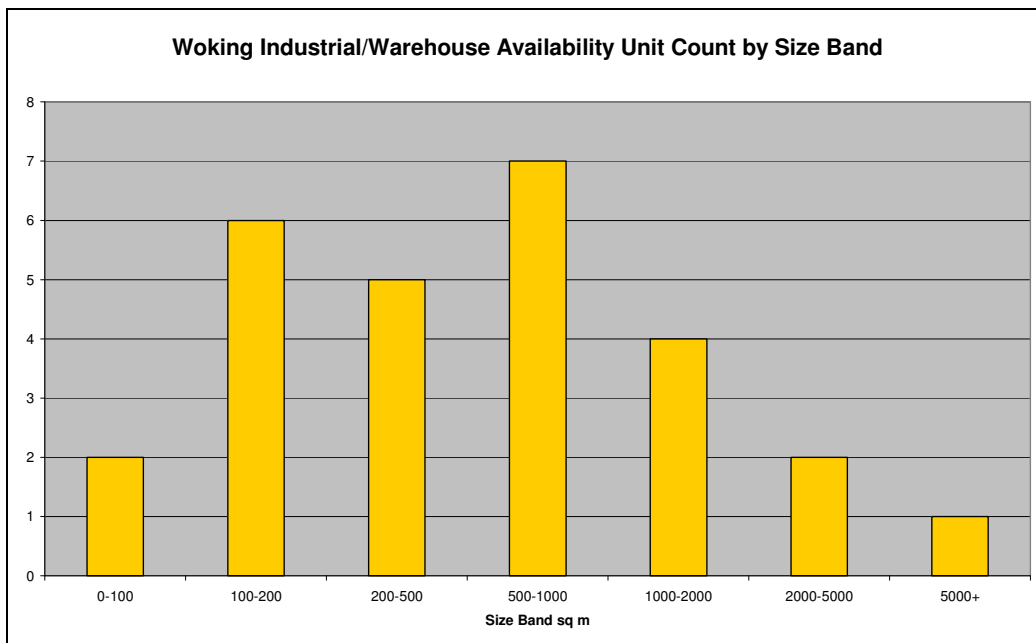
4.5 Most of demand emanates from local occupiers looking to relocate, either to upgrade the quality of their space or due to growth or contraction of space needs. There is also opportunistic demand on lease break or expiry with companies taking advantage of the current falling market. Much of this demand is in the range 100 - 1,000 sq m as seen in Figure 10 above. Given the fact that demand largely emanates from local occupiers, much of this transactional activity results in the churn of space. Whilst this is the case there remains a need to develop new space to retain existing occupiers who want high quality accommodation, as well as potentially enticing new occupiers to the Borough.

4.6 Availability of industrial and warehouse space within the Borough currently stands at 38,844 sq m. This represents an availability rate of 16.9%, which is average compared to surrounding Boroughs and the South East generally, suggesting that the market remains in balance despite the economic downturn.

Availability remains at acceptable levels partly due to the historic lack of land for development which has resulted in a lack of new space reaching the market in recent years. This is clearly the case at present as only a very small percentage of the space currently available in Woking is new or refurbished.

- 4.7 Much of the space available is in the range 100 - 1,000 sq m found at Sheerwater (Forsyth Road and Monument Way East Industrial Estates), Boundary Road (Monument Way West Industrial Estate), Goldsworth Park Trading Estate and at Byfleet. Whilst availability remains at a low level, demand is also currently limited. However, the lack of high quality refurbished and new space available within the local area will ultimately limit take-up as the market recovers and could potentially result in the loss of occupiers, who require better quality accommodation, moving to other Boroughs.

Figure 11: Woking Industrial/ Warehouse Availability Unit Count by Size Band

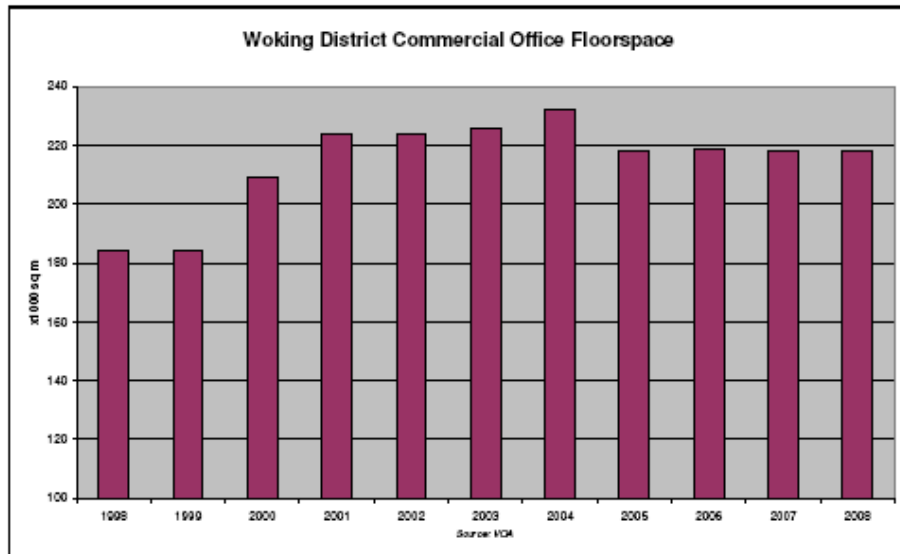


Source: LSH

Offices (B1)

4.8 The service sector is undoubtedly the main driver of employment within the local area, with circa 70% of the Woking's workforce classified as Social Classes A, B & C1. This is clearly seen in the quantity of office stock found within the Borough. Since the late 1990s, according to the Valuation Office Agency, the quantity of commercial office floorspace has increased by 18.5% as seen in the chart below. This is indicative of both the expansion of office based employment, but also the desirability of Woking as an office location.

Figure 12: Woking Borough Commercial Office Floorspace



- 4.9 That said, there has been a small decline in the quantity of office space found within Woking since 2004, as shown in the chart above, which is probably a combination of some older stock going into other uses and no new developments to replace this. It is therefore important that the supply of good quality office space is improved in Woking in order to retain current occupiers and secure new ones. Again some office space has been lost to residential use due to the higher development returns achievable from this type of use in recent years. There is a slight discrepancy between the data in Figure 8 and Figure 12 above which is due to the fact that all offices are included in the first chart (including those servicing industrial space) whilst the second chart looks solely at stand-alone commercial office space.
- 4.10 In terms of market activity, Woking has had a reasonably active office market in recent years, but to a degree this has been held back by the lack of high quality space. The bulk of the office stock in Woking was constructed in the 1970's and 1980's is now showing its age. Woking is a very good location for those seeking access to a wide employment audience, a skilled workforce and accessibility to London, Heathrow and other parts of the country via the motorway network. As shown in the chart below, between 2004 and 2008 an average of 13,200 sq m of space has been transacted annually reaching a high of 17,800 sq m in 2007. Companies that have taken space during the time include lastminute.com, Petrofac, Mouchel Parkman and SAB Miller.

Figure 13: Woking Office Take-up

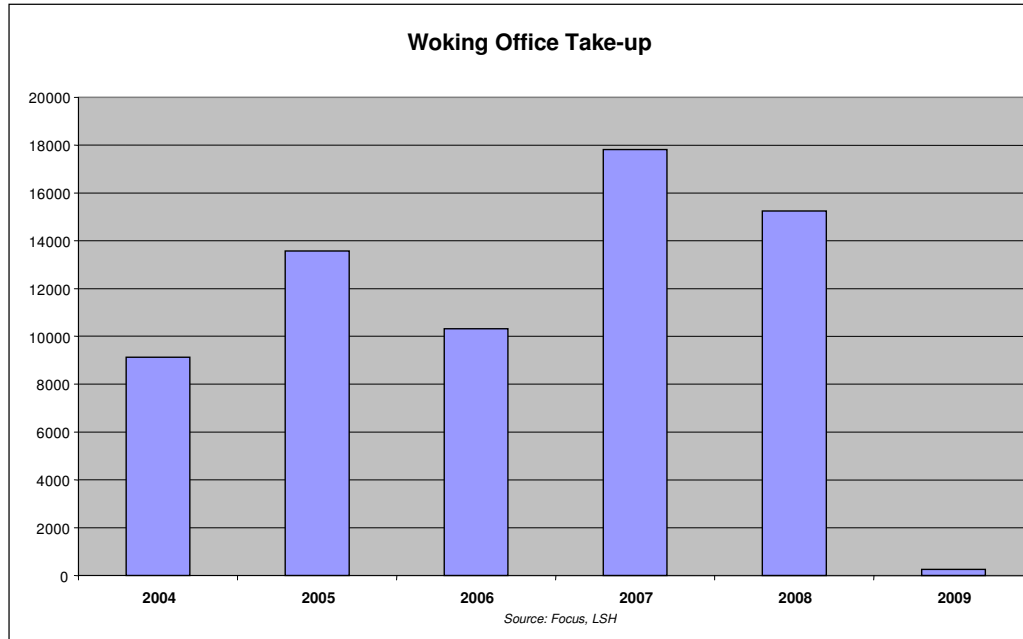


Figure 14: Woking Office Transactions

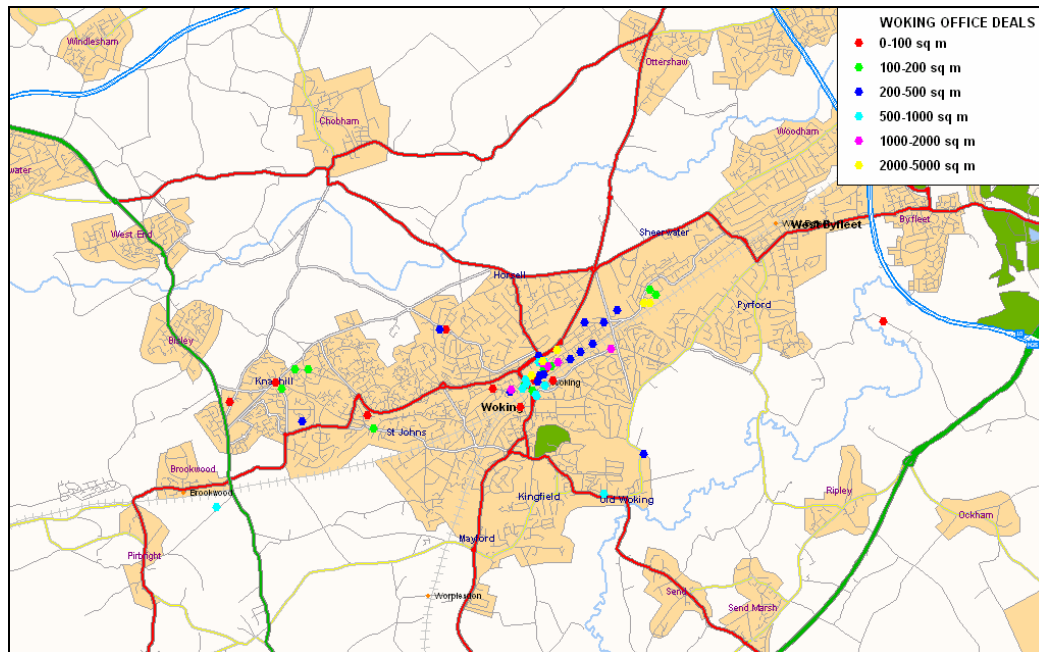
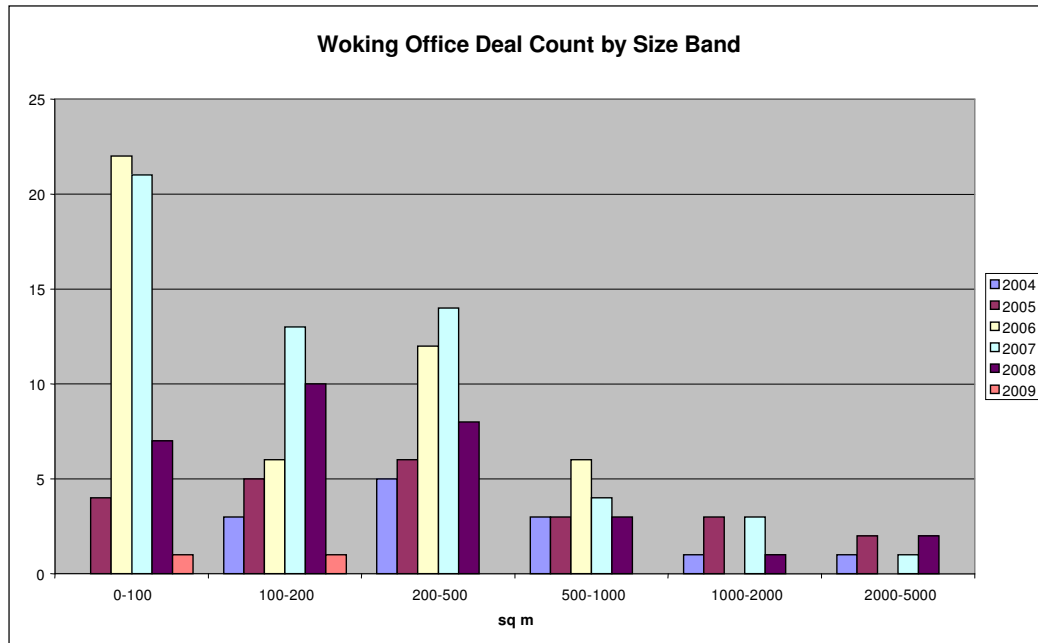


Figure 15: Woking Office Deal Count by Size Band

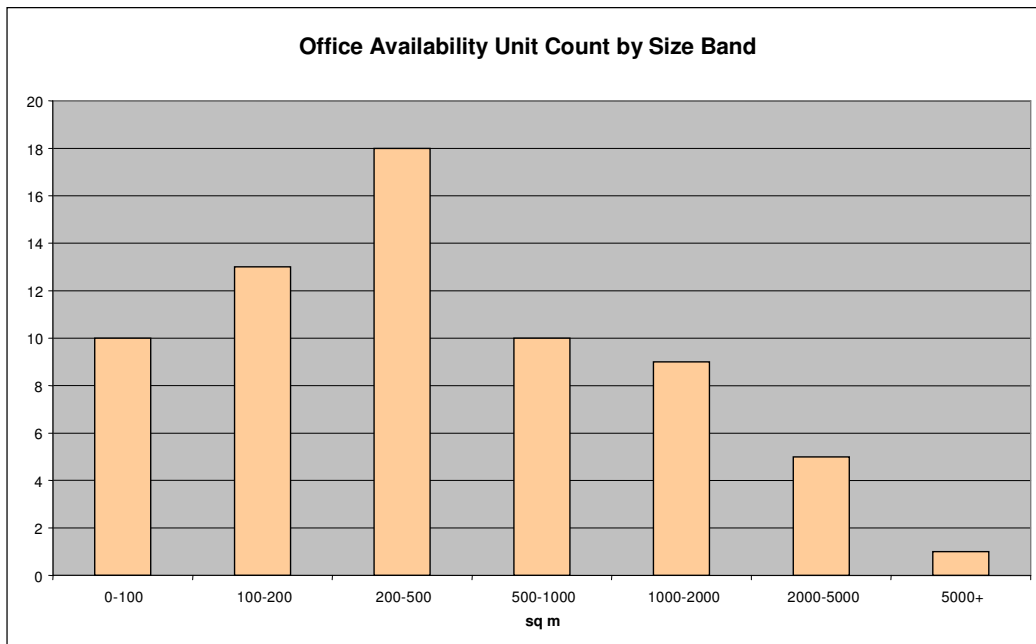


4.11 The recent success of Woking has been the Borough's ability to offer a range of options from modern / refurbished office space of in excess of 4,000 sq m down to second hand space of sub-100 sq m, making the area appealing to a broad range of occupiers seeking space at a rental discount to that found in Guildford. The chart above shows take-up by size band over this time frame and clearly demonstrates the range of deals concluded. Whilst a large number of transactions involve local companies seeking less than 200 sq m of space, there is demand evident from national and multi-national companies with much larger requirements.

4.12 At the time of writing this report there was an estimated 58,786 sq m of office space available within the Borough, representing an availability rate of 30%. This vacancy rate is high when compared to say neighbouring Guildford, where availability is currently less than 15%. Both boroughs have a similarly broad based business sector, but Guildford has a much higher proportion of more recently constructed office space and this factor is likely to be one of the causes of the higher vacancy rate in Woking. A reasonably balanced office market would have a vacancy rate of 10-15%.

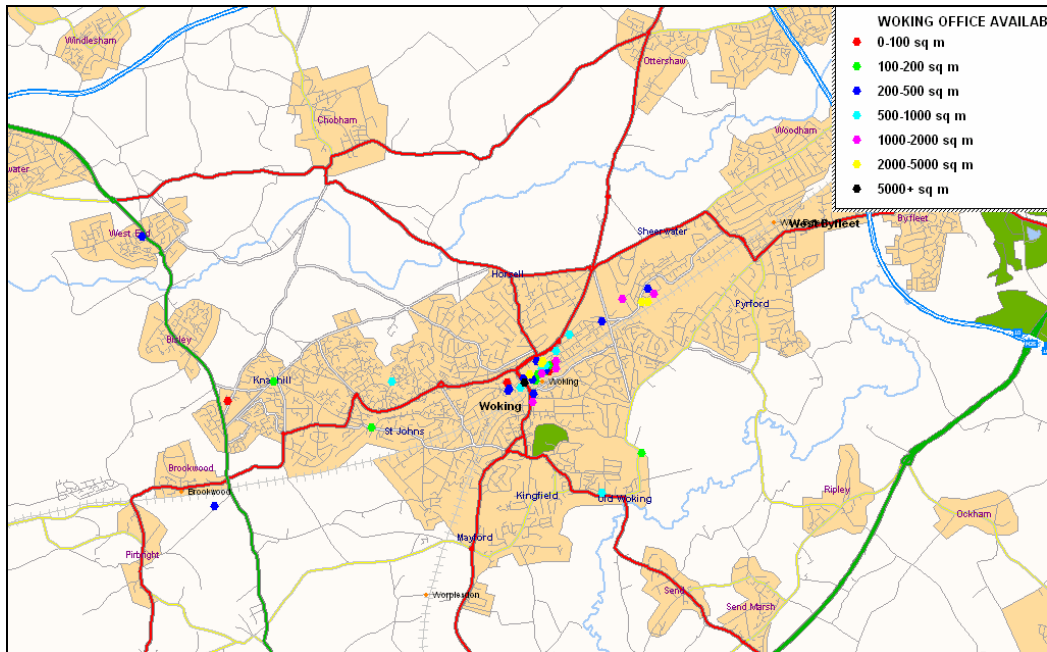
4.13 The availability of space has risen sharply over the past 12 months as second hand space has come back to the market. At present there is circa 10,900 sq m of refurbished space (there is no new office space) available in the Borough (<http://focusnet.co.uk/>) with circa 40,500 sq m (All figures adjusted to net internal floorspace using best estimate where necessary) of unimplemented planning consents. Consented office schemes of significance for new buildings include Altura 15,300 sq m, Kings Court 3,800 sq m, Guildford Road / Bradfield Close (former Coronation House) 4,500 sq m, Broadoaks 9,200 sq m, 101 - 107 Chertsey Road 2,000 sq m, 42 Station Approach Byfleet 867 sq m, Enterprise House Byfleet 2,150 sq m, Sandringham, Guildford Road 1,417 sq m and Hipley Street 1,170 sq m.

Figure 16: Office Availability Unit Count by Size Band



Source: LSH

Figure 17: Woking Office Availability



4.14 As shown above, overall there are a broad range of options available to office occupiers at present in Woking, ranging from sub-100 sq m second hand units through to a 15,300 sq m pre-let opportunity for companies seeking a headquarters style building. Availability has increased significantly in recent times as occupational demand has declined sharply whilst surplus second hand stock has continued to reach the market.

4.15 Mixed space (mixed = office / industrial accommodation where it is not possible to determine precise breakdown in use between these categories but is generally a mix of B1 / B2 accommodation rather than a mix of B1 / B8) comprises a further 102,176 sq m of floorspace in the Borough of which 5% is vacant. Much of this is made up of multi-occupied 'seedbed' centres for small businesses.

- 4.16 The vacancy rate overall across all of the sectors covered in this report (B1 / B2 / B8) currently stands at 19.46% of the estimated 526,209 sq m total built stock in the Borough. To a great extent, vacancy rates are driven by prevailing economic conditions and these current statistics are a 'snapshot in time', so in a thriving economy with sustained economic growth we would expect the vacancy levels to reduce accordingly.
- 4.17 Woking appears to have suffered from relatively high vacancy rates for some time. In the Council survey of local employment floorspace (2004/5), overall vacancy was found to be 22.8%, although official statistics put the rate lower (see paragraphs 4.10 – 4.13 of the Woking Borough Council Employment Need Assessment November 2005).

5.0 Audit of Employment Sites

Assessment Method

- 5.1 In this chapter, we provide a qualitative assessment of existing and proposed employment sites in Woking. The site assessment was carried out using LSH's market knowledge and property expertise, and informed by discussions with council officers, local property agents and landowners. The detailed site assessments can be found in Appendix One and a list of stakeholders involved in Appendix Two.
- 5.2 For the purposes of this report only, development within use class orders B1, B2 and B8 are considered.
- 5.3 Within these use classes we have broken down use into the categories used in this report, namely office, industrial and mixed (mixed = office / industrial accommodation where it is not possible to determine precise breakdown in use between these categories but is generally a mix of B1 / B2 accommodation rather than a mix of B1 / B8). It should be noted that within the industrial category we have included research and development (B1b), light industrial use (B1c), general industrial (B2) and warehouse / distribution use (B8). It has not been practical within the scope of this report to further break down the site audits into these categories separately. Whether or not a particular building is in industrial, light industrial or general industrial use is often difficult to determine without undertaking an internal inspection and even then 'grey areas' exist.
- 5.4 The assessment is focusing on the '*market potential*' of sites, by which we mean their attractiveness to occupiers and developers for industry / warehouse or office uses, or for mixed use which includes these uses. In assessing market potential, the main question we aim to answer is:

If the site is offered for employment use, free of supply-side constraints and assuming that the wider market is reasonably in balance, is it likely to be brought into employment use within a reasonable time frame?

- 5.5 LSH are assessing whether, in the event of the site becoming vacant, the existing buildings would be re-occupied or redeveloped to create new employment space. We have scored market potential as follows:
- Sites rated good or very good - if offered to the market for employment uses, are likely to be taken up during the plan period, assuming that the market overall is reasonably balanced;
 - Sites rated average - may or may not be taken up, depending on market conditions at the time, the availability of competing sites and other circumstances; and
 - Sites rated poor or very poor - are generally unsuitable for employment use, and if offered to the market would be unlikely to be taken up.
- 5.6 In assessing sites¹³ market potential, we consider two factors: firstly the inherent quality of the site (irrespective of any existing buildings), and secondly the fitness for purpose of any existing buildings. In relation to buildings, the assessment takes account both of characteristics, such as design and layout, and of current condition. In assessing the inherent qualities of sites, the following criteria are taken into account:
- i) Accessibility by road;
 - ii) Accessibility by public transport;
 - iii) Internal environment;
 - iv) External environment; and
 - v) Local market evidence.
- 5.7 The first four criteria relate to factors that influence market potential, the fifth criterion assesses market potential directly. Thus, an estate which is

¹³ The assessment of sites reflects the guidance by the South East Partnership Board on Employment Land Reviews, which was draft at the time the surveys were carried out.

currently well occupied, and where any units that become available tend to re-let quickly, will rate highly.

5.8 For each site, we make an initial recommendation which could include the following:

- The site should be retained in employment use;
- The site is suitable for intensification;
- The site, should it come forward for redevelopment and depending on the overall supply-demand balance and on individual circumstances, should be considered for release for other uses, because in the appraiser's opinion it has little or no relevance to current and foreseeable market requirements; and
- Current use of the site is inappropriate and there could be consideration for a reallocation of the use to another alternative employment use.

5.9 All these recommendations are subject to the overall balance of the market. Thus, if in future there is a major surplus of supply over demand in the local or sub-regional market, it could be that even good sites become unviable. Our recommendations are also subject to market testing, because our assessments are broad-brush and we do not know all the relevant details on each site. Thus, if we advise that a site has good market potential and should be retained, but market testing over a reasonable period shows that it is not attractive to the market, the Council should reconsider our advice.

5.10 It was noticeable from the measurements provided by the council that there had been some over estimations made in the estimates of existing floorspace. Our own survey results show smaller floorspace totals as detailed within our site appraisal sheets found in Appendix One. A base date for the site information contained within this report is July 2009. Furthermore, for the purpose of our site surveys, the measurements for offices are Net Internal Area (NIA) and the measurements for industrial and mixed are Gross Internal Area (GIA) in line with best practice.

Sites

5.11 For ease of use and following some guidance from Woking, the sites were split into 3 differing areas, namely:

- Woking Town Centre;
- Employment Sites; and
- District Centres.

Woking Town Centre

5.12 Woking Town Centre works as an office centre largely as a result of its transport links with a particularly good rail service to London (Waterloo).

5.13 However, a large proportion of office stock in the town centre is “tired” older 1970’s / 80’s built, which most occupiers will not seriously consider if it becomes vacant, or is currently vacant. There are only a handful of more modern institutionally acceptable office buildings, most notably Cap Gemini House, Brook House, Allianz Cornhill House, Midas, Shaw House and Quadrant Court, as there has been very little new development in the last 15 years or so.

5.14 Redevelopment of older stock is entirely economically driven. In order to retain and attract occupiers into the town there needs to be modern contemporary quality office stock. In the current economic downturn demand is thin, so it is difficult to present a viable case to justify redevelopment.

5.15 As a result of its ageing stock, Woking has an image problem. According to feedback from commercial property agents involved in the local market, a significant minority of occupiers will not seriously consider the town as a location at present. Woking Borough Council is making efforts to improve the town centre, which will help, but they will need a pro-active and creative approach to attracting new occupiers and to enabling redevelopment/refurbishment where possible, including removal of

planning restrictions in certain considered cases. Any improvement in the general perception of Woking will be slow. In some ways this is a “chicken and egg” scenario – poor quality office stock is the cause of the problem, but the problem can’t be properly addressed without being able to attract the occupiers with better quality buildings. Rents and limited overall demand at present means that speculative development/comprehensive refurbishment will not take place for at least a year or two and possibly longer.

- 5.16 Our survey of current town centre stock shows an overall vacancy rate of 22.20%, but we suggest this percentage is likely to increase in the medium/long term unless some of the older buildings can be replaced with more modern accommodation.
- 5.17 In summary, we make the following recommendations for sites in Woking Town Centre: retain 65 sites of which 25 possible sites could be intensified to varying degrees and in differing circumstances and consider 4 sites for release, none of which could be intensified.
- 5.18 The table below summarises our findings and advice. Where we recommend that sites could be released, we estimate the employment floorspace that could be lost.

Table 1: Summary of Woking Town Centre Sites

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
WOTC	Brook House, Chertsey Road	Office	None	0	Retain
WOTC	121 Chertsey Road	Office	Yes - redevelopment planned	0	Retain
WOTC	111 Chertsey Road	Office	Yes - planning application to be made to intensify use	0	Retain
WOTC	Waterman House, 101-107 Chertsey Road	Office	Yes - has planning permission for intensification	0	Retain
WOTC	Chester House, 76-78 Chertsey Road	Office	Yes - has surface parking to rear.	0	Retain

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
			Could be redeveloped to higher density., possibly as part of larger scheme		
WOTC	Trizancia House, 74 Chertsey Street	Office	Yes - outdated offices, low density	0	Retain
WOTC	Thomsen House, 68-70 Chertsey Road	Office	Yes - outdated offices with surface parking. Could be scope to intensify use possibly as part of larger scheme	0	Retain
WOTC	ICV House , 72 Chertsey Road	Office	None	0	Retain
WOTC	Kings Court, Church Street East	Office	Yes - planning permission has been granted for intensification	0	Retain
WOTC	Chertsey House, 61 Chertsey Road	Office	Possibly - small building compared to neighbouring Dukes Court, but likely impact on nearby residential	0	Retain
WOTC	Dukes Court, Duke Street	Office	None	0	Retain
WOTC	Duke House, Duke Street	Office	None	0	Retain
WOTC	Elizabeth House and The Cornerstone, Duke Street	Office	Yes - island site	0	Retain
WOTC	Regent House, 19-20 The Broadway	Office	None	0	Retain
WOTC	Wells House, 65 Boundary Road	Office	None	0	Retain
WOTC	Victoria Gate, Chobham Road	Office	None	0	Retain
WOTC	Hollywood House, Church Street East	Office	None	0	Retain
WOTC	Chobham House, 1 Christchurch Way	Office	None	0	Retain
WOTC	Civic Offices, Gloucester Square	Office	None	0	Retain
WOTC	St Andrews House, West Street	Office	None	0	Retain
WOTC	Griffin House, West Street	Office	Yes - low site density	0	Retain
WOTC	Cleary Court, Church Street East	Office	None	0	Retain

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
WOTC	Concord House, 165 Church Street East	Office	Yes - reasonable scope for intensification by building over rear car park	0	Retain
WOTC	Chobham Road	Office	None	0	Retain
WOTC	1 Crown Square,	Office	None	0	Retain
WOTC	2 Crown Square	Office	None	0	Retain
WOTC	Alexander House, Wolsey Place	Office	None	0	Retain
WOTC	Pearl Assurance House, 28 High Street	Office	None	0	Retain
WOTC	Steward House, 14-18 Commercial Way	Office	None	0	Retain
WOTC	Morris House, 34 Commercial Way	Office	None	0	Retain
WOTC	Commercial Way	Office	None	0	Retain
WOTC	Export House, Cawsey Way	Office	None	0	Retain
WOTC	Globe House, Victoria Way	Office	None	0	Retain
WOTC	Eurobet House, 10-24 Church Street West	Office	None	0	Retain
	Synergy House, 8 Church Street West	Office	Yes - small building compared to neighbouring offices	0	Retain
WOTC	Allianz Cornhill House, 6 Church Street West	Office	None	0	Retain
WOTC	SAB Miller House, Church Street West	Office	None	0	Retain
WOTC	Cap Gemini, 1 Forge End	Office	Possible - long term	0	Retain
WOTC	Goldvale House, 27-41 Church Street West	Office	None	0	Retain
WOTC	21-25 Church Street West	Office	None	0	Retain
WOTC	Wynnwith House, 15-19 Church Street West	Office	None	0	Retain
WOTC	Church Gate, 9-11 Church Street West	Office	None	0	Retain
WOTC	Systems House, 20 Goldsworth Road	Office	Yes - consent granted to extend	0	Retain
WOTC	32 Goldsworth Road	Office	Yes - low site density	0	Retain
WOTC	Cavendish House, 36-40 Goldsworth Road	Office	Yes - Refurbishment extension is being considered	0	Retain
WOTC	48-54 Goldsworth Road	Office	None	0	Retain
WOTC	Spectrum, 56 Goldsworth Road	Office	Yes - low rise building	0	Retain

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
WOTC	Midas, Goldsworth Road	Office	None	0	Retain
WOTC	Nova Scotia House, 66-68 Goldsworth Road	Office	None	0	Retain
WOTC	15-19 Goldsworth Road	Office	None	0	Retain
WOTC	Kwik Fit, 79 Goldsworth Road	Industrial	None	0	Retain
WOTC	Kingsway House, 123-125 Goldsworth Road	Office	None	0	Retain
WOTC	The Oaks, Oaks Road	Mixed - Industrial / Warehousing	Possible, but adjacent residential	0	Retain
WOTC	Phillips Quadrant, 35 Guildford Road	Office	Possible - low site density	0	Retain
WOTC	Southern House, Station Approach	Office	None, except as part of larger comprehensive scheme on island site	0	Retain
WOTC	Sandringham & The Coach House, Guildford Road	Office	Yes - planning permission has been granted for intensification	0	Retain
WOTC	Jubilee House, Station Approach	Office	None, except as part of larger comprehensive scheme on island site	0	Retain
WOTC	Lynton House, Station Approach	Office	Yes, but preferably as part of a larger comprehensive scheme	0	Retain
WOTC	RSP House	Office	None	0	Retain
WOTC	White Rose Court, Oriental Road	Office	Yes - low site density	0	Retain
WOTC	Guildford Road	Office	None	185	Consider for release
WOTC	Albion House, Chertsey Road	Office	Yes - Albion House included in the proposed 'Woking Gateway' mixed use development including land to the south of Commercial Way.	0	Retain
WOTC	Barratt House, 7 Chertsey Road	Office	None	0	Retain
WOTC	RDL House, 1 Chertsey Road	Office	None	0	Retain
	9-17 Chertsey Road	Office	None	0	Retain
WOTC	Chertsey Road	Office	None	0	Retain

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
WOTC	High Street	Office	None	600	Consider for release
WOTC	Broadway	Office	None	250	Consider for release
WOTC	Tyre depot , 67 Boundary Road (next Wells Court)	Industrial	None	275	Consider for release
TOTAL				1,310	

Sites to Retain

- 5.19 The bulk of the office stock in the Borough is based in Woking town centre and because of the town's excellent public transport links it is logical that the majority of this existing office stock should be retained. The key to the future prosperity of Woking town centre office market and to a great extent the town itself is that a lot of the ageing stock is replaced or extensively refurbished alongside other general improvements to the town centre offering to both retain existing employers and to attract new businesses.
- 5.20 As most of the office stock is of 1980's vintage, the investment in stock improvement will mainly need to be delivered over the next 1-5 years as the original leases fall in. The current state of the economy means that this is unlikely to happen for at least 24 months and with the then lag between decision to invest and subsequent delivery, this will mean there is unlikely to be much improved/new space for at least 3 years from now. Pressure will build on occupiers to find good quality space and there is a danger that they will be forced to look outside Woking to find the quality of space they require as most surrounding centres have a better stock of more recent offices or buildings which have been refurbished to a high standard. Guildford however, as an example, has a very limited level of supply in the town centre with most of the supply on business parks. In theory, users seeking town centre space in Guildford could be pushed towards Woking, but if the quality of stock is not available, this will not happen. Other local centres such as Weybridge and Chertsey, which offer real competition for

Woking, have a much younger stock of available offices and may therefore prove to be more attractive to occupiers.

Sites to consider for intensification

- 5.21 There are clear opportunities for intensification of use in the town centre going forward, but again this is subject to general economic and investment sentiment. An example being Altura, which is the Hutley Holdings development site with planning consent for a 18,773 sq m (gross) office tower – however a building of this magnitude may prove difficult to fund and a smaller scheme may be the outcome. Use intensification is possible on many town centre sites, but there has to be some realism as to what additional amounts of space can be delivered within the constraints of the funding market going forwards.
- 5.22 Albion House forms part of the 'Woking Gateway' scheme, a 4.7acre proposed mixed use development including Albion House as well as land to the south of Commercial Way. It is likely that if the scheme progresses there will be a significant B1 office provision as part of the overall plan resulting in some intensification.
- 5.23 Otherwise, where we consider there to be significant scope for intensification of use we have made appropriate comments in our site appraisal sheets, which are summarised in table 1 above.

Sites to Consider for Release

- 5.24 We have identified only a small amount of town centre office stock which we would consider appropriate for release and these are the smaller offices above shops on High Street, Broadway and Guildford Road. Conversion of the office suites to residential would be deemed to be the most appropriate use, as updating this office stock is unlikely to be economically viable.

- 5.25 In regards to the Tyre Depot industrial site at 67 Boundary Road, this would be more suited to alternative use; possibly a Doctors Surgery, but more likely offices or residential due to the site being located between Wells Court (office building) and the start of a residential neighbourhood.

Employment Sites

- 5.26 The commentary on employment sites takes each site / or area in turn, suggesting the scope for each area. In summary, we make the following recommendations for Employment Sites: retain 24 sites of which 15 possible sites could be intensified to varying degrees and in differing circumstances, consider 5 sites for release of which 2 possible sites have limited scope for intensification and consider 1 site for alternative employment use (which is also within the consider of release category).

Forsyth Road

- 5.27 This site contains a mix of office and industrial stock and is surrounded by low quality residential accommodation. The location suffers from poor road access and lack of general amenities and it is too far to walk to the town station.
- 5.28 Office development along the western part of the site occurred largely as a result of the change in the Use Classes Order in the mid-1980's. This resulted in a number of office schemes such as Genesis, Wells Court and Woking 8. Although initially successful, these schemes now have a very high vacancy overall (61% as revealed by our survey). Office occupiers are often reluctant to consider Sheerwater as a location in any event given its perceived shortcomings.
- 5.29 Industrial stock comprises a mixture of age and quality. Again, there are access issues, for example approaching from the west, turning right into Albert Drive from Monument Way is prohibited and from the east a series of traffic calming measures through the council estate exist.

- 5.30 On the whole the area serves a useful role in the industrial market and vacancy rates remain relatively low. Over time the quality of stock is likely to improve as older properties are redeveloped / recycled.

Monument Way East

- 5.31 This site comprises Woking Business Park (an early 1980's industrial scheme) and the adjoining estates of varying age / quality, including the Woking Council depot.
- 5.32 There could be scope to improve road access generally in Sheerwater by joining Monument Way East into Albert Drive, possibly through the Council Depot site. This would ease highway difficulties in relation to Forsyth Road.
- 5.33 Vacancy rates on the whole are low, except for Woking Business Park (39% current vacancy), but this to some extent is affected by a number of the major occupiers on the estate (such as McLaren Group) vacating at the same time.

Monument Way West

- 5.34 This site is mostly industrial stock of mixed quality. The Boundary Business Centre, however, includes a number of high-tech office units which are largely vacant (comprising an early 1990's built mixed office and industrial unit scheme – B1b, B1c and B2).
- 5.35 The location is inappropriate for office units due to a poor environment on the town periphery surrounded by low quality housing, suffering from poor road access along narrow local roads. The British Gas site is an obvious development site with planning consent for industrial use, although access for industrial traffic is similarly poor.

Goldsworth Park Trading Estate

- 5.36 Despite the bulk of this estate being 1970's built, it is one of Woking's better located industrial estates with consistently low vacancy rates. With a number of warehouse and industrial occupiers, it has adequate parking provision, circulation space and good road access to the M25.

Lansbury Estate

- 5.37 This site is privately owned and is a mixed industrial / office estate situated west of the town in a residential area. It has been built up in a piecemeal fashion over many years leading to poor layout with tight servicing to the units. However, vacancy rates on the whole remain relatively low.

Old Woking

- 5.38 This is one of the most significant employment areas, south east of the town, closer to the A3. The stock comprises a mixture of older 1960's units, such as on Manor Way along with more modern estates / developments and some office developments.

Poole Road/Butts Road

- 5.39 An established industrial area immediately west of the town centre and adjacent to the Goldsworth Road Regeneration Area, it comprises mixed stock in terms of age and quality as well as a mix of ownerships, including some Woking Borough Council owned buildings.
- 5.40 However, it is not an ideal location for industrial use, with the particular issue being access for HGV traffic, but it does have low vacancy rates.
- 5.41 Regeneration and improvement of stock in this area should be encouraged, particularly given its proximity to the town centre, but this may be difficult to achieve given mixed ownerships

Robin Hood Works

- 5.42 A former parachute factory which is now multi-let to various industrial occupiers, it has narrow road access into the site and the estate is completely surrounded by medium quality residential and therefore it should be considered for release with a possible change of use to residential.

Goldsworth Road Industrial Estate

- 5.43 This is a Woking Borough Council owned estate comprising mostly motor trade /"bad neighbour" type uses.
- 5.44 The estate is nearing the end of its economically useful life and is likely to require significant upgrading, refurbishment or redevelopment going forward. A redevelopment comprising more modern and visually acceptable units would be more in keeping with this location on the town periphery.
- 5.45 Overall, the estate does serve a useful purpose in the local economy and vacancy rate is low (in common with virtually all the Borough's industrial estates).

Byfleet Industrial Estate

- 5.46 A substantial mixed ownership industrial area located north of the M25 at Byfleet, the stock is of mixed age and quality, ranging from older 1960's developments through to brand new schemes such as Oyster Park. Byfleet and New Haw railway station is within walking distance.
- 5.47 There are a number of trade counter type operators along Oyster Lane, together with substantial self-storage warehouses and motor trade uses.
- 5.48 Vacancy rates on the whole are relatively low, with the location generally proving attractive due to its proximity to the M25, although the local roads do suffer from congestion at times.

Camphill Industrial Estate

- 5.49 This is a mixed office/industrial estate at West Byfleet, suffering from access problems, as detailed in the site surveys, found in Appendix One
- 5.50 There is a landfill site immediately east of the estate which benefits from a frontage to the Basingstoke Canal.

Green Belt Sites

- 5.51 10 separate sites in Green Belt have been identified. Please refer to individual site surveys found in Appendix One for general comments, but collectively the sites are significant in the local economy, for example Mizens Farm which is the purpose built HQ for McLaren Group.
- 5.52 The table below summarises our findings and advice. Where we recommend that sites could be released, we estimate the employment floorspace that could be lost.

Table 2: Employment Areas – Site Summaries

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
IFOR	Forsyth Road	Office	None	20,304	Consider for alternative employment use or release for alternative employment use
	Forsyth Road	Mixed -Industrial / Warehousing	None	0	Retain
IWOK	Monument Way East Industrial Estate	Mixed -Industrial / Warehousing	None	0	Retain
IMWE	Monument Way East Industrial Estate	Mixed -Industrial / Warehousing	Limited scope on Council Depot site	0	Retain
IMBW	Monument Way West Industrial Estate	Mixed -Industrial / Warehousing	British Gas site only	0	Retain
IGPE	Goldsworth Park Trading Estate	Mixed -Industrial / Warehousing	Limited scope in relation to Royal Mail site	0	Retain
ILAN	The Lansbury Estate, Lower Guildford Road, Knaphill	Mixed -Industrial / Warehousing	Limited options. We note there is an unimplemented planning consent to replace unit 16 (single storey 95 sq m warehouse) with 2 storey offices of 675 sq m,	0	Retain
IOWK	Old Woking Industrial Estate	Office	None except on phase 2 Grosvenor Court - unimplemented consent 1,170 sq m	0	Retain
IOWK	Old Woking Industrial Estate	Mixed -Industrial / Warehousing	Limited scope	0	Retain
IBR & IPOL	Poole Road, Butts Road and Cherry Street	Mixed -Industrial / Warehousing	Some scope to intensify use particularly in respect of undeveloped sites in car parking use such as the site on Cherry Street currently used by Kendall vehicle	0	Retain

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
			hire		
IROB	Robin Hood Works	Industrial	None	2,317	Consider for release
IGLR	Goldsworth Road Industrial Estate	Mixed -Industrial / Warehousing	None	0	Retain
IBYF	Byfleet Industrial Estate	Mixed -Industrial / Warehousing	Limited scope	0	Retain
ICAM	Camphill Industrial Estate, Camphill Road, West Byfleet	Office	None	0	Retain
ICAM		Mixed -Industrial / Warehousing	None	0	Retain
GRNB	The Mayford Centre	Mixed -Industrial / Warehousing	Some scope but limited by green belt planning policy	0	Retain
GRNB	Martlands Industrial Estate, Smarts Heath Lane	Mixed -Industrial / Warehousing	Some scope but limited by green belt planning policy	0	Retain
GRNB	Haverings Farm	Mixed -Industrial / Warehousing	Some scope but limited by green belt planning policy	0	Retain
GRNB	Studley Court, Chobham	Mixed -Industrial / Warehousing	Limited scope	0	Retain
GRNB	Links Business Centre, Old Woking	Office	None	0	Retain
GRNB	Red House, Cemetery Pales (formerly the Clock Tower), Brookwood	Office	None	0	Retain
GRNB	Other Brookwood	Mixed -Industrial / Warehousing	None	0	Retain
GRNB	Broadoaks	Office	Some scope but limited by constraints in relation to flooding/trees/listed buildings	0	Retain
GRNB	Carthouse Lane, Horsell	Mixed -Industrial / Warehousing	Some scope but limited to area currently used for heavy goods vehicle storage	0	Retain

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
GRNB	Mizzens Farm,	Mixed -Industrial / Warehousing	Planning consent granted 01/09/09 for a 37,838sq.m McLaren Production Centre. Limited further scope due to Green Belt planning policy	0	Retain
SWEEP	Lion House	Office	Some scope	2,050	Consider for release
SWEEP	Brittania Wharf	Office	None	0	Retain
SWEEP	Horsell Moor /Arthurs Bridge Road	Industrial	Some scope	5,700	Consider for release
SWEEP	Elmbridge House, Elmbridge Lane, Old Woking	Office	None	650	Consider for release
TOTAL				31,021	

Commentary on Employment Sites

5.53 A detailed commentary relating to each site is included in the site surveys found in Appendix One and summarised in the table 2 above, but we make the following comments:

Sites to Retain

5.54 For the most part, vacancy rates in respect of the employment areas in industrial / warehouse use are low.

5.55 In relation to Forsyth Road, most of the estate is in industrial / warehouse use and has traditionally been so, but there was a substantial amount of office development in the 1980's relating to the western portion of the site. Despite the difficulties highlighted in respect of Forsyth Road / Sheerwater as a whole, we consider the site performs an important role in the context of the local property market / economy and should therefore be retained. The exception to this is the area in office use, which we consider could be considered for alternative employment use or release.

- 5.56 Similarly, the Monument Way East and Monument Way West estates suffer from a number of drawbacks, but again are established employment sites of significant scale and serve a useful role in the local property market / economy and should be therefore be retained.
- 5.57 Goldsworth Park Trading Estate is one of Woking’s better industrial estates benefiting from superior road links to the M25 and is reasonably well laid out in terms of servicing, access, parking and circulation. Thus we recommend its retention.
- 5.58 Old Woking Industrial Estate is significant, comprising a mixture of stock in terms of quality / age. Vacancy rates in respect of this industrial area are low in common with virtually all of Woking’s industrial areas, but like Forsyth Road there have been some office developments (Westminster Court and Grosvenor Court) and these suffer from high vacancy levels. To an extent this is due to difficult market conditions but in general the future of these schemes will be determined by market forces – whether the future might be continued use of the existing buildings, replacement with new stock better placed to cater for occupiers needs, or possibly an examination of alternative options for employment use. Overall we consider the Old Woking employment area to be of significant importance and warrants retention.
- 5.59 The Poole Road / Butts Road industrial area lies immediately west of the town centre with a mix of stock. The estate contributes to a generally “run down” feel to this part of the town. However, again vacancy rates are relatively low and we conclude the area is of sufficient importance to retain. Given its proximity to the Goldsworth Park Regeneration area, every effort should be made to encourage upgrading and regeneration of the existing stock, so that it is more in keeping with this peripheral town centre location. The Council could consider reallocating the present industrial use to other employment use more in keeping with this fringe town centre locality. Office use is the obvious alternative employment use but wholesale change will be impractical. Consequently a gradual shift may be possible but a detailed study as to ownership structure, analysis of

market demand and so on may be first required. Consideration in relation to the relocation of any displaced occupiers would also be essential.

- 5.60 Goldsworth Road Industrial Estate is largely occupied by motor vehicle repair operators and “bad neighbour” type general industrial uses. Such an estate so close to the town is not ideal, but the estate is fully occupied and there are few locations elsewhere for the occupiers to be re-housed. Thus we recommend its retention. If in the future the occupiers can be relocated then the Council might consider redevelopment for other uses possibly involving a mixed use development including elements of retail, office, leisure and residential.
- 5.61 The Byfleet Industrial Estate is an established employment area comprising a mixture of stock including industrial use, warehouse use, but also motor trade, trade counter and self storage uses, particularly along Oyster Lane. The area has been subject to regeneration in recent years for example the former Sprint Industrial Estate fronting Oyster Lane is now a new ‘Access’ self storage facility and the former British Bakeries site on Chertsey Road has now been replaced with new accommodation currently on the market to target industrial/warehouse occupiers (Oyster Park). Our conclusion is that this employment area is important in the economy and should be retained.
- 5.62 The Lansbury Estate has been built up over many years and houses a significant number of businesses in industrial, warehouse and office use. We consider it should be retained despite its location set within a residential area.
- 5.63 Camphill Road is recommended for retention despite its access difficulties. Vacancy rates are low. However the council will note the presence of the adjoining landfill site which has a frontage to the Basingstoke canal. A development of the landfill site is hampered by its access being through the Camphill estate which is in different ownership and also due to possible contamination. If these problems can be solved the landfill site could be suitable for a range of possible uses including offices, leisure, residential and so on. At this point in time it is difficult to envisage a combined

development scheme including the landfill as well as Camphill given the ownership structures and access difficulties and so we conclude the site should be retained for continued employment use.

- 5.64 There are a significant number of Green Belt sites all of which we conclude are appropriate for retention in employment use. These include Martlands Industrial Estate and Haverings Farm both of which suffer from a number of drawbacks, but on balance we conclude retention going forward. These sites serve a useful purpose in the economy / property market and in some cases they accommodate uses which are excluded from the more conventional employment areas (bad neighbour uses). Given the lack of alternative sites, we consider these sites, although in Green Belt, should be retained for employment use.
- 5.65 We have not included Heather Farm (Blue Prince Mushrooms) in this employment sites review even though it is vacant at present and is another Green Belt site, because the site is allocated in the Adopted Surrey Waste Plan for waste management use. There could be cause to include the site however, subject to the outcome of the Planning Inquiry in relation to the Appeal against a refusal of B1c/B8 use.

Sites to consider for intensification

- 5.66 As a general observation there are limited prospects to intensify use in respect of the established industrial estates. Occupiers on the estates require a level of vehicular parking (commercial vehicles and private cars), servicing areas, and provision for external yards and the estates have been developed in accordance with appropriate planning standards in respect of density / parking ratios.
- 5.67 However, we have identified some limited possibilities to intensify use, in particular:
- Monument Way East*
- The Council Depot site is low density at present and could be redeveloped to higher density. However from a property market perspective, with

pressures on land use in this densely developed part of Surrey, shortages exist for sites offering scope for open storage / yard type use. If the site were to be redeveloped therefore, it is likely this may be dependant on identifying a suitable alternative location with similar external storage provision. In our view this in itself may present a problem.

Monument Way West British Gas

This site has an unimplemented planning consent for industrial use. Clear scope for intensification therefore.

Goldsworth Park Trading Estate

We note the Royal Mail (Parcel Force) site is built to a relatively low density and there could therefore be prospects to redevelop to higher density in the future.

Lansbury Estate

Generally there is no significant scope for intensification other than an unimplemented planning consent relating to a small portion of the site.

Poole Road/Cherry Street

We consider there to be some scope to intensify use particularly in respect of undeveloped sites in car parking use such as the site on Cherry Street currently used by Kendall vehicle hire

Old Woking

We note the planning consent in relation to Phase II Grosvenor Court has not been implemented.

Mayford Centre

This is a multi occupied business centre owned by Surrey County Council. There could be prospects to redevelop the existing buildings, subject to Green Belt considerations.

Broadoaks

Some scope but limited by constraints in relation to flooding / trees / listed buildings and the consideration of the green belt.

Sites to Consider for Release

5.68 We recommend the following could be considered for release:

Forsyth Road (Offices)

The office developments which comprise the western part of this estate are largely vacant at present (61% according to our site survey), as popularity has dwindled for Sheerwater as an office location. Increasingly, this is becoming a serious problem for the estate owners. Office development here in the first place in our view was ill conceived and increasingly so as the estates age. Possible solutions may be for a return to industrial / warehouse use, but there needs to be some careful consideration to devise a strategy in finding a solution including a release to alternative use. *PLEASE NOTE WE HAVE ALSO CLASSIFIED THIS SITE AS ONE TO CONSIDER FOR ALTERNATIVE EMPLOYMENT USE AS DETAILED BELOW.*

Robin Hood Estate

This is an established industrial estate surrounded by residential and with poor access for commercial vehicles. We conclude the use is inappropriate for what is essentially a residential area.

Horsell Moor

This is a collection of industrial buildings in laundry use. Much of the property appears to be reaching the end of its useful life and the surrounding area is largely residential in nature. If the business can be relocated elsewhere in the Borough, potential redevelopment, possibly for alternative use may be appropriate. This site includes Jewsons as well.

Elmbridge House

This is an office building in a residential area. The volume of stock is not significant in the context of Woking's office market and so the site could be considered for release.

Lion House

Office building nearing the end of its useful life and likely to come under consideration for possible redevelopment. Could be scope for alternative use so we suggest consideration for release.

Sites to Consider for alternative employment use

Forsyth Road

(Portion currently in office use) Could be considered for a reallocation to alternative employment use such as back to industrial/warehouse or possibly mixed use. Demand is virtually nil for offices in this location and the stock is ageing.

District Centres

5.69 By far the most significant is West Byfleet, which has a substantial office stock, but otherwise these local centres provide varying quantities of employment floor space serving the local micro economies.

5.70 In summary, we make the following recommendations for District Centres: retain 6 sites and consider 1 for release, of which all 7 possible sites could be intensified, but this is generally limited in nature.

5.71 The table below summarises our findings and advice. Where we recommend that sites could be released, we estimate the employment floorspace that could be lost.

Table 3: Summary of District Centre Sites

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
GPDC	Goldsworth Park District Centre	Office	Limited	1,551	Consider for release
HDC	Horsell District Centre	Office	Limited	0	Retain

Ref_No	Name of Site/Area	Market Sector	Scope for intensification of use	Estimated employment floorspace loss (sq m)	Overall quality of site
KDC	Knaphill District Centre	Offices	Limited	0	Retain
SDC	Sheerwater District Centre	n/a	Limited	0	Retain
SJDC	St Johns District Centre	Mixed - Industrial / Warehousing	Limited	0	Retain
DBYF	Byfleet District Centre	Mixed - Industrial / Warehousing	Limited options	0	Retain
DWBY	West Byfleet District Centre	Office	Possible scope in relation to Sheer House combined with car park and Enterprise House	0	Retain
TOTAL				1,551	

Retain

5.72 It is recommended that all these are retained. Generally the existing employment floorspace is spread around these District Centres and serve a useful purpose in the context of the local micro economies.

Intensify

5.73 In relation to West Byfleet District Centre we suggest there may be an opportunities to intensify use as a mixed use scheme in the event that Sheer House is redeveloped in the future (possibly in conjunction with the library and car park) and similarly there may be opportunities to redevelop Enterprise House next to the station. These are older buildings which are likely to be considered for redevelopment, as they approach the end of their useful life.

5.74 Otherwise opportunities for intensification are likely to exist in relation to individual properties (or assembled properties as part of larger projects) and should be considered on merit in accordance with relevant circumstances. This general comment we would apply to all of the District Centres.

Consider for Release

- 5.75 For the most part we are not suggesting any of the sites are released but we suggest there may be instances where individual buildings or sites could be lost to alternative use as appropriate. Clearly such proposals should be considered on individual merit.
- 5.76 However in relation to Goldsworth House at Goldsworth Park, demand for offices here is poor and we recommend the site is released to alternative use.

Summary

Table: 4 Below is a table that summarises the estimated total vacancy rates by sector and area.

LOCATION	SITE AREA (HA)	FLOORSPACE TOTALS (SQ M)				VACANCY TOTALS (SQ M)				
		INDUSTRIAL	OFFICES	MIXED	TOTAL	VACANCY (%)	INDUSTRIAL	OFFICES	MIXED	TOTAL
Woking Town Centre	76.60	275	140,863	0	141,138	22.20%	0	31,385	0	31,385
Employment Sites	115.38	215,341	42,251	79,850	356,479	16.70%	29,198	22,964	3,010	55,172
District Centres	50.74	0	23,612	4,980	28,592	18.43%	0	4,437	1,738	6,175
TOTAL	242.72	209,641	201,286	95,970	506,897	19.11%	29,198	58,786	4,748	92,732

Table: 5 The table below summarises the estimated total employment floorspace loss.

LOCATION	Retain	Consider for release	Consider for alternative employment use	Estimated employment floorspace loss (sq m)
Woking Town Centre	65	4	0	1,310
Employment Sites	24	5	1	31,021
District Centres	6	1	0	1,551
TOTAL	95	10	1	33,882

6.0 Land demand, supply and policy to 2026

- 6.1 In this section we give an opinion on the possible forecast for future demand of employment land. In this analysis other factors affecting the land requirement are discussed, including planned supply – the land currently identified by the planning system to accommodate change in employment land uses; vacancy rates in the Borough; take up rates, our market knowledge and net loss/gain of employment land in the Borough. We then suggest strategies for each area and type of employment use, based on this quantitative balance together with the qualitative analyses in earlier chapters.
- 6.2 An Employment Position Statement¹⁴ (January 2010) has been produced by Woking Borough Council and comprises Stage 1 of the Employment Land Review. The information in this report is used as a baseline for the calculation of the potential demand for space.

Employment Forecasts

- 6.3 The employment forecast information and projected floorspace requirements have been utilised from the January 2010 Employment Position Statement, produced by Woking Borough Council (see paragraphs 6.9 and 6.10, and table 7). To assist in the understanding of future requirements of employment land in Woking until 2026 (South East Plan period) a forecast range has been calculated for labour demand in B-use class employment. The range has been derived from two sets of Experian trend based total employment figures, which are based upon two very different economic conditions. This has resulted in significant differences between the estimated labour demand between now and 2026. By using two different datasets the inherent uncertainty of only using a single forecast is removed and both high and low growth economic conditions in Woking can be planned for.

¹⁴ Local Development Framework Research Report Draft Employment Position Statement: Report on Stage 1 of the Employment Land Review, August 2009, Woking Borough Council.

- 6.4 What we consider of more importance in factoring into the calculations for floorspace requirement are existing availability (vacancy rates) and the development pipeline (sites with planning permission/ under construction).

Vacancy Rates

- 6.5 The market appraisal section of the report and the summary of Section 5 indicates that the overall vacancy rate for Woking for B1, B2 and B8 currently stands at 19.11% (July 2009). A vacancy rate of circa 10-15% would be considered reasonable and acceptable for offices and 5-10% for industrial/ warehousing in the Borough of Woking, when looking at the availability as identified in figures 11 and 16. The higher of these figures has been applied to the forecasts. The take up rate of premises would be expected to increase once new and quality stock was in place, especially if there is refurbishment of some of the vacant stock.

Development Pipeline

- 6.6 Existing sites with recommendations for proposed intensification will contribute to the forward supply of stock moving forward. However, this may be offset somewhat and is hard to fix categorically in terms of quantum due to the nature of the market, planning and finance availability to actually carry out any proposed intensification.
- 6.7 Sites with planning permission and those under construction (development pipeline) are noted in the following table:

Table 6: Development Pipeline (net sqm)

Use Class	Net outstanding (including resolutions to approve) in sq m	Started/Under Construction in sq m	Total in sq m
B1	26,869	7,246	34,115
B2	29,575	-2,800	26,775
B8	- 8,829	11,926	3,097

Source: Woking Borough Council Planning Permission Monitoring Database
Data is from July 2009 (with exception of McLaren permission granted in September 2009 which has been included due to its size)

6.8 We are only aware of one site which is allocated but without the benefit of planning approval, namely the former gas depot site on Boundary Road. This has an expired planning approval for 457 sq m B1c and 1370 sq m B2.

Employment Land Forecast

6.9 This section converts the floorspace requirements as identified in the table below, into land requirements, before moving on to consider these figures and adjust them in light of current availability, the development pipeline and local market knowledge.

6.10 The Council's Employment Position Paper sets out two labour demand projections (high growth and low growth scenarios) together with high and low growth floorspace projections for office, industrial and warehousing using the method proposed in the ODPM guidance on employment land reviews.

Table 7: Increase in Employment/ Projected Floorspace requirement

Projection	Increase in employment				Projected floorspace requirement (sq m) (net)			
	2009-2026				2009-2026			
	Office	Industrial	Warehouse	Total	Offices	Industrial	Warehouse	Total
Labour demand 1 (2006 Experian Forecast)	3,660	-132	429	3,957	66,974	-5,041	33,544	95,477
Labour Demand 2 (2009 Experian Forecast)	944	-1,491	1,673	1,127	17,276	-56,954	130,861	91,183
Employment Floorspace Linear Projection (based on past take-up)	-	-	-	-	-	-	-	154,236

Source: Woking Borough Council Employment Position Paper, 2010

6.11 If the floorspace figures noted in the table above are to be translated into land requirements, we advise a default plot ratio of 40% (4,000 sq m to the hectare), which may be amended in the light of site-specific information. The 40% ratio is reasonable for most town centres; industrial and warehousing sites and falls within the parameters outlined in the July 2009 South East Plan Supplementary Guidance: Employment Land Reviews produced by the South East England Partnership Board. However, it should be noted that for some

office / business parks, densities may be considerably higher at some sites, especially in town and city centres. Therefore, where possible the 40% ratio should be replaced by site-specific figures which take account of local circumstances.

6.12 Taking into account the factors noted above, the following table identifies the potential future employment land requirements in the Borough. Translating the forecasts into floorspace and land requirements to 2026 from the current baseline in 2009 results in the following:

Table 8: Floorspace and Land requirements

	Increase in employment	Floorspace requirements for offices sqm (net)	Floorspace requirements for industrial sqm (net)	Floorspace requirements for warehousing sqm (net)	Land requirements for offices (gross)	Land requirements for industrial (gross)	Land requirements for warehousing (gross)
Labour Demand Projection 1:	3,957 (3,660 Office, -132 Industrial and 429 warehousing)	66,974	-5,041	33,544	-20,530.8sqm/ -5.13ha	-69,13.04sqm/ -17.43ha	20,250.54sqm/ 5.06ha
Labour Demand Projection 2:	1,127 (944 Office, -1,491 Industrial and 1,673 warehousing)	17,276	-56,954	130,861	-80,168.52sqm -20.04ha	-132,008.64sqm -33ha	137,030.94sqm 34.26ha

Market Balance and Policy Recommendations

6.13 The employment land forecasts in the table above have formed the base line of the floorspace required, and have been calculated taking into consideration the development pipeline and vacancy rates. However, there are other factors that need to be considered to give a residual forecast based on the market appraisal in this report. In this section, we compare the quantity and quality of employment floorspace and the site recommendations from section 5 of the report; take up rates in Woking and the rate of loss of floorspace in the

Borough. We believe these should be based on the Labour Demand Projection 1 employment forecast, as Projection 2 has been impacted by the recent unprecedented global economic conditions. However, we have given all figures as a range.

- 6.14 Woking is a centre identified for significant change and growth over the next 20 years by the South East Plan, and as such there is therefore an argument to be put forward for the forecasts based on this market appraisal to be considered as the minimum land requirements.

Net Loss/Gain of floorspace

- 6.15 As noted in the Employment Position Statement (January 2010) produced by Woking Borough Council:

"An increasing trend is the granting of planning permission for flexible uses (B1/B2/B8) on a number of employment sites in Woking, in order to provide site owners, management agents and occupiers with greater flexibility in letting and using floorspace. If implemented these permissions will not result in the loss of employment floorspace in the Borough, however they may alter the respective total amounts of B1/B2 and B8 floorspace. The trend for flexible uses on employment sites is in line with national and regional guidance. Policy RE1 of the South East Plan recognises that a particular challenge for regional policy is to create a spatial context that helps businesses and individuals to adapt swiftly to minimise adjustment costs and to make the most of new opportunities as they arise."

- 6.16 We concur that this flexibility to respond to market conditions is crucial moving forward and is likely to occur more and more. Table 9 sets out the net loss/gain in B use floorspace for the period 2000 – 2009. This equates to a total loss of floorspace figure for B1, B2 and B8 over the period 2000 – 2009 equating to:

- Total B1, B2 and B8 = -14,000 sq m

- 6.17 Projected forward over the period from 2010 to 2026 (16 years), this would equate to a total loss of floorspace over that period of:

- Total B1, B2 and B8 = -22,400 sq m

6.18 The table below provides net estimates for average loss/gain:

Table 9: Average net loss/ gain in employment floorspace

Use Class	Average net annual loss/gain completed floorspace 2000 – 2009 (approximate figures) sq m	net loss/gain completed floorspace for the period 2000 – 2009 (approximate figures) sq m	Forecast average net loss/gain completed floorspace for the period 2010 – 2026 (approximate figures) sq m
B1	-1,200	-12,000	-19,200
B2	-2,400	-24,000	-38,400
B8	2,200	22,000	35,200

6.19 However, the rate of loss in particular is not reflective of the reality of the situation on the ground, whereby nearly all of the stock lost over the 2000 – 2009 period has been of poor quality. We would take a much more positive view of stock improvement in the medium to long term which will reduce the rate of loss, especially for offices. This will be balanced by the newly developed quality stock which will be required to attract more and better quality tenants. Therefore, these figures have cautiously been incorporated into our calculations moving forward, for office space and we consider the result net loss/ gain to be negligible for industrial and warehousing floorspace.

Take Up Rates of Premises

6.20 The recent take up rates of offices shows that from 2004 to 2008 the average take-up rate (including the churn of space) was 13,200sqm per annum. This peaked at a high in 2007 of 17, 800sqm. The majority of these transactions were for 500-1,000 sqm of floorspace or less with the largest letting being that of 3,000 sq.m at Brook House to Petrofac. Past performance is considered to have been held back by the quality of the office space.

- 6.21 It is considered that the take up rate of office space in Woking could improve over time, especially in the Town Centre, as older premises are refurbished and/ or new developments come forward, making it a more attractive place to locate. However, in balance with this, there is starting to be a shift change in working practices and our involvement with the market is seeing potential new occupiers requiring less floorspace than previously expected for companies of certain sizes. The development of home, flexible and mobile working, as well as 'hot desking' within premises, mean that there may be a change in the amount of floorspace required.
- 6.22 In industrial and warehousing circa 5000sqm of floorspace is typically traded in a year, and much of past demand has been for premises between 100-1000sqm. Much of the current demand for this type of space is coming from local firms wanting to upgrade the quality of their space or due to the growth/ concentration of a firms space needs. This has resulted in a churn of space within the Borough.

Office (Class B1) Floorspace

- 6.23 The gross recommendation is for a loss of B1 office floorspace of -5.13ha to -20.04ha of which is based on the methodology outlined above.
- 6.24 Current Local Plan policies generally resist the loss of office floorspace, however the policy does allow for the change of use where certain circumstances prevail. An analysis of historic trends revealed that over the past ten years the average loss has been -1,200 sq m per annum. Translating this into a projection over the time period to 2026 would equal a potential for additional total of 19,200 sqm (net) of office floorspace lost. The potential for this loss needs to be a consideration for the future balance of the office market in Woking. This is especially important when considering the role of Town centres, and the identification of Woking Town Centre as a 'Hub' and therefore a focus for economic activity within the Borough.

- 6.25 When considering this historic loss of floorspace to other uses it gives a floorspace requirement of 2,509.2 sqm (gross) to -57, 128.52sqm (gross). In incorporating this, the policy direction on the availability of sites for offices, and/ or as part of mixed use developments needs to be considered. The significance of Woking has been identified in the South East Plan as a centre that could accommodate and enable economic growth. In order for this growth to be optimised, the continued protection of office space is needed. Any future policy however would also need to give encouragement and support for modern facilities which are forward thinking in their approach to B1 space and how it may be used in the future.
- 6.26 Through our market appraisal of sites, we have considered which office sites identified would be suitable for release. In Woking Town Centre, these are primarily small offices spaces above shops, and represent a relatively small amount of office floorspace. Outside the Town Centre we recommend that the office developments on part of the Forsyth Road employment site should be considered for alternative employment use (e.g. from office to industrial/ mixed use) From a market point of view it is considered that this part of the site would be better considered for non – office use. We do however recognise that this does then raise the issue of the existing uses on the site. Further office sites to be considered for release include Elmbridge House, Lion House and Goldsworth House and smaller sites within Woking Town Centre. These again are smaller in floorspace than other buildings in Woking, and as such would only make a minimum of impact into Woking’s future office stock, but do need to be taken into consideration in the overall amount of office floorspace that it provided, circa 25 590sqm.
- 6.27 In addition to those sites for release, there are a number of office blocks located in Woking, and in particular within Woking Town Centre, that have been identified through our appraisal of the current office market which are considered not to meet the modern needs and standards or those requiring office accommodation, for example up to date IT connections. The need for good IT and communications is a key area and target in the Regional

Economic Strategy, and assists in the achievement of SMART GROWTH. It should thus be an area of consideration, as well as the general accommodation provided within some office blocks, as to whether these sites are identified for redevelopment.

- 6.28 The availability of office space within Woking has risen sharply over the last 12 months as second hand space has re-entered the market. We currently estimate that there is 58,786sqm of vacant office space, of which circa 10,900 sq m is refurbished space in the Borough. In addition to this, according to Woking Borough Council's planning application monitoring there is currently 26,869 sq m (net gain) of additional office floorspace through outstanding planning permission as of July 2009. This includes a planning application at Altura for 15,300 sq m of office space contained within an 18 storey tower on a site located within Woking Town Centre, and Kings Court 3,800 sq m.
- 6.29 However, the size of Altura is somewhat out of context of the Woking office market. Our opinion is that a scheme of this size is unlikely to come forward without a large proportion of it being pre-let, and given the amount of floorspace this may be difficult to achieve in Woking.
- 6.30 In contrast to this there has been a small decline in the quantity of office space found within Woking since 2004 and it is important that the supply of good quality office space is improved in Woking in order to retain current occupiers and secure new ones. Some office space has been lost to residential use due to the higher development returns achievable from this type of use in recent years.

- 6.31 At present whilst there is seemingly sufficient supply of office space to satiate demand, most of this is in aging stock which does not satisfy occupier demand for modern energy efficient office space. Whilst demand has largely disappeared from the market at present, there will undoubtedly be renewed interest in the Borough from office occupiers when economic conditions permit. However, in the longer term there will need to be an adequate supply of land/buildings for new office development/major refurbishment in order that suitable modern office space is available to occupiers.
- 6.32 In view of the comments above, we consider that the potential residual amount of land needed for future office requirements should take a higher employment land forecast of 28,099.2sqm (7.02ha), and that this could be treated as a minimum requirement given Woking's status in the South East. This residual figure considers that current out dated office buildings/ sites (some of which are currently vacant) will be modernised and sites intensified to meet future demands.

Industrial (Class B2) Floorspace

- 6.33 The gross recommendation is for -69, 713.04sqm to -132, 008.64sqm (-17.43ha to -33ha) which is based on the methodology outlined above. Through the market appraisal it is apparent that many of the industrial sites within the Borough are well used, with low vacancy rates. However, some sites are considered to not be particularly well located, have poor access or are contained within residential areas, such as the Robin Hood Estate, Horsell Moor and Tyre Depot within Woking Town Centre.
- 6.34 These sites have been identified through the market appraisal to be considered for release from industrial, and if taken forward they may well balance the need for space for other uses with the demand for industrial land in better located areas. However, both these sites as well utilised and at the time of the survey had no vacancies. Given this the existing occupiers on these sites would possible need to be accommodated on industrial land elsewhere in the borough.

- 6.35 Current vacancy rates for Industrial floorspace are considerably lower than that of office floorspace in the Borough, at 16.9% (38,854 sq m of the total industrial floorspace of 228,953sqm), and this reflects the relatively consistent take up rates of industrial floorspace.
- 6.36 Investment and encouragement of technology based employers is considered important, both from our market point of view, but also from the encouragement from regional policies for such industries to grow within the South East. This is particularly relevant to prominent companies located in Woking such as McLaren.
- 6.37 The retention of an adequate supply of industrial employment land is particularly relevant given the recent announcement by McLaren Group. The recent restructuring at McLaren Group, with the formation of McLaren Group Automotive, will see a major expansion of car manufacturing by McLaren Group with the launch of a new range of road going sports cars. There is planned additional investment of £250 million in the new project, including a new car production facility and the creation of 333 direct additional jobs plus indirect and induced jobs.
- 6.38 Whilst it is not a given that McLaren Group Automotive will decide to set-up the new facility in the Borough¹⁵, it would certainly seem to be the right choice if the right facility was made available, given the commitment the company has made to Woking and the skills base in the local area. If the new facility was to be set-up in the Borough, this would undoubtedly create further employment and hence demand for space from those supplying and servicing the new manufacturing facility. Another consideration is the pull factor of a company like this to attract similar technology focused companies to the area.

¹⁵ McLaren have started construction of this facility.

- 6.39 It is important that the further loss of employment land within the Borough is limited in order that new commercial development can go ahead in the future. Safe-guarding the future supply of commercial space will prove fundamental in retaining current occupiers and enticing new occupiers to the Borough. This is particularly relevant given the plans from McLaren Group to expand its road car manufacturing capability and the knock on effect this may have on demand for space should it decide to expedite this expansion in Woking.
- 6.40 Overall the preponderance of demand emanates from local occupiers looking to upgrade their space. Much of this demand is in the range 100 - 1,000 sq m as identified earlier. Given the fact that demand largely emanates from local occupiers, much of this transactional activity results in the churn of space. Whilst this is the case there remains a need to develop new space to retain existing occupiers, as well as potentially enticing new occupiers to the Borough.
- 6.41 When considering the land requirement for B2 floorspace the gross figure has indicated that the Borough should look to reduce this amount of land, with the high figure indicating quite a considerable amount of land. The recent planning permission for McLaren could be considered as not being typical or average of industrial developments in Woking, and in addition it has been given to an existing company within the Borough for a specific use. So although this is important and can be considered in the wider picture of Woking's industrial land, it is equally important to consider the picture without this permission, given our market knowledge and experience. When re-looking at these figures without the recent planning permission granted to McLaren the employment land forecast is reduced to between -31, 875.04sqm to -94, 170.64sqm.

- 6.42 Industrial land in Woking is still in relative demand, with low vacancy rates. Added to this is the possible attraction to firms to locate in the area supporting the activities at the expanded McLaren Group car manufacturing, it is in our opinion important to maintain a level of industrial land to accommodate these uses. In addition to this regional policy is to encourage the development of technology and research and development based companies. With all these factors in mind, as well as those industrial areas which could be released/ re-developed for other types of employment it is considered that Woking should consider the forecast of a reduction at the lower end of the forecast of -31, 875.04sqm. That said, there should in balance with this be encouragement for the refurbishment and renewal of existing industrial areas that would attract new technology operators, and ensure that industrial stock in the Borough continues to provide for the local and small firms that occupy some of the existing stock.
- 6.43 If the release of Forsyth Road from Office B1 use to a B2 employment use were to happen this would reduce the overall figure to -11 571sqm. However, the recommendation from the sites survey is for the release of Forsyth Road to other employment uses, which could include a flexible permission of B1/ B2 and B8 uses. It is therefore difficult to predict how much additional industrial floorspace would be provided through the release of this site from solely B1 use. A figure for Industrial land could therefore range between -11 571sqm to -31 875.04 sqm.

Storage and Warehouse (ClassB8) Employment Land

- 6.44 Much of the warehousing land is located in the larger employment land locations within Woking and has a mixture of employment activities taking place on them, with the vast majority being a combination of B2 Industrial Use and B8 Storage and Warehouse use. There are estates offices and some B1 Office Use within these, which are ancillary to the other functions.

- 6.45 The gross recommendation is for 20, 250.54sqm additional need, which is based on the methodology outlined above. Although from the market appraisal it is apparent that many of the mixed industrial sites within the Borough are well used and have low vacancy rates, there is an identified issue within Woking in relation to the amount of Storage and Warehousing space. Although much of the existing units are located within existing industrial estates, in our market opinion there is unlikely to be substantial demand for further stand alone B8 estates. This is primarily due to Woking's location off the main motorway and 'A' road network, unlike other locations in the South East such as Basingstoke and Dartford.
- 6.46 Much of the space available is in the range 100 - 1,000 sq m found at Sheerwater (Forsyth Road and Monument Way East Industrial Estates), Boundary Road (Monument Way West Industrial Estate), Goldsworth Park Trading Estate and at Byfleet. Whilst availability generally remains at low levels at a time when demand is at relatively low levels, it must be stated that the lack of high quality refurbished and new space available within the local area will ultimately limit take-up as the market recovers and could potentially result in the loss of occupiers to other Boroughs.
- 6.47 We consider that the requirement for an additional 20, 250.54sqm of warehousing space in a stand alone form should be considered with caution, as there has historically been little demand. There may however be a possibility of B8 being a part of a mixed employment development, giving occupiers flexibility to address different business needs.

7.0 CONCLUSIONS

The Quantity of Land

- 7.1 In setting its employment land policies, the first question for the Council is how much employment land it should aim to provide in the new Local Development Framework. It needs to establish a broad target, or benchmark, as a framework for more specific policies.
- 7.2 LDFs should take account of employment growth forecasts. We suggest that in the LDF, Woking adopt has guidelines based on the Labour Demand Projection 1 employment forecasts as this takes in the long standing trends, as opposed to Labour Demand Projection 2, being more a reflection of the current market uncertainties, which will in due course be overcome and respond positively within the timescales to 2026. Therefore, the resulting land residual requirements we have estimated for the period 2009-2026, would be approximately 28,000sqm for B1 office, -31,000sqm for B2 Industrial and 20,000sqm for B8 warehousing and storage.
- 7.3 We suggest that the guidelines be expressed in terms of floorspace capacity rather than land area, because plot ratios – the relationship between floorspace and land area – vary greatly between sites, especially for offices. To provide 4,000 sq m of office floorspace could require one hectare in an out-of-town setting, but a fraction of a hectare in a town centre. It is also considered that although this study indicates these gains/ losses of employment floorspace, this should be as a basis to inform policy, and there may be other unforeseen factors which may alter these assumptions.
- 7.5 The land provision guidelines should be reviewed from time to time, as the forecasts are updated. The LDF policies should make clear that they will be interpreted flexibly, to make sure that economic development is not constrained by a shortage of space.

- 7.6 When it reviews its employment land policies in future, the Council should consider a sub-regional approach, as recommended by national and regional policy, working with its neighbours to agree the broad distribution of jobs and development. The council should also consider that this market appraisal was undertaken in a period of recession, and as such a subsequent market appraisal element of the ELR may be required earlier than usually anticipated.

Employment Land / Floorspace

- 7.7 Our detailed recommendations for employment land are provided in section 6.0. The bullet points below summarise our main recommendations:
- There is a general shortage of Industrial land and so it is important to resist loss in the future. However, there is not the demand from occupiers requiring large green belt development opportunities due to better locations with better access elsewhere in nearby Boroughs. There may be special interest occupiers that might require space of this nature, such as the McLaren Group, but these are hard to predict for and the most prevalent occupier is smaller and more locally based;
 - To develop positive policies to encourage investment in the redevelopment of the older office stock in Woking Town Centre, which will look to capitalise and build upon the excellent rail links;
 - To improve the image of Woking Town Centre through environmental improvements and a comprehensive policy document which deals with the Town Centre and the mix of uses;
 - To consider sites for release or alternative employment use, especially those located near to Woking Town Centre which may be better suited to office use; and
 - In the longer term there will need to be an adequate supply of land for new office development in order that suitable space is available to occupiers as well as support to enable comprehensive refurbishment or redevelopment of a large number of the older buildings.

Other Initiatives

- 7.8 Chapter 4 stressed the importance of a handful of large employers, such as McLaren. To encourage these large firms to stay and invest further in the Borough, the Council should consider an aftercare programme, whereby a designated officer keeps in touch with them, is aware of their plans and any problems they may be experiencing with regard to development and the physical environment.

Monitoring and Review

- 7.9 To inform reviews of employment land policy and individual planning decisions, the Council should continue to monitor planning commitments and actual development. In carrying out monitoring, the Council needs to maintain a database that records planning allocations, permissions and building starts and completions. The database should include employment floorspace gained or lost at each site, distinguishing between offices (B1a), industrial (B1b/B1c and B2) and warehousing (B8) (for planning allocations, these figures will generally be estimates, to be revised when permission is granted). The Council will need this information to plan effectively for employment land and to defend its policies and decisions when they are challenged.
- 7.10 As well as floorspace change, the Council should continue to monitor the balance of the property market in different areas and for different employment uses, and in doing so the Council should collect data on vacant and available floorspace and on floorspace take-up.

Appendix One: Site Survey Sheets

Appendix Two: List of Stakeholders

List of Stakeholders Consulted – Woking ELR

Commercial Property Agents

Bonsor Penningtons
Warwick Lodge
75/77 Old London Road
Kingston upon Thames
KT2 6ND

BNP Paribas
10 Harewood Avenue
London
NW6 6AA

CBRE
Kingsley House
1A Wimpole Street
London
W1G 0RE

Cattaneo Commercial
42-46 High Street
Kingston upon Thames
Surrey
KT1 1HZ

Coverwood FE
6 Woodside Park
Godalming
Surrey
GU7 1LG

Cushman & Wakefield
43-45 Portman Square
London
W1A 3BG

Gerald Eve
7 Vere Street
London
W1G 0JB

Gascoignes
2 Gillingham House
Guildford
Surrey
GU1 4EU

Hurst Warne
323 Kingston Road
Leatherhead
Surrey
KT22 7TU

King Sturge
30 Warwick Street
London
W1B 5NH

Morgan Smythes
41 Chobham Road
Woking
Surrey
GU21 6JD

Pearce Commercial
64 Guildford Street
Chertsey
Surrey
KT16 9BD

Curchods
54 Church Street
Weybridge
Surrey
KT13 8DR

Richard Davey Associates
Fides House
10 Chertsey Road
Woking
Surrey
GU21 5AB

Vail Williams
Quatro House
Lyon Way
Frimley
Camberley
Surrey GU16 7ER

Wadham & Ishwerwood
1 Crown Square
Church Street East
Woking
Surrey
GU21 6HR

Websites

www.egpropertylink.com

www.focusnet.co.uk

www.voa.gov.uk (Valuation Office)

Other

Glen House Estates
Glen House
Glen Road
Hindhead
Surrey, GU26 6NF

Lansbury Estates Ltd
102 Lower Guildford Road
Woking
Surrey
GU21 2EP

Wintonlea Estate Office
Richmond House
Forsyth Road
Woking
Surrey
GU21 5SB

Schroder Property Investment Management
Ltd
31 Gresham Street
London
EC2V 7QA

Vision Engineering
Monument House
Monument Way West
Woking
Surrey
GU21 5EN

Surrey County Council
County Hall
Penrhyn Road
Kingston upon Thames
Surrey
KT1 2DN