



Updated Financial Viability Assessment Report

Address: Carpenters Arms,
Lacock, Chippenham, SN15 2LB

Prepared for: Addington Investments Ltd.

INSTRUCTIONS

This Financial Viability Assessment (FVA) is submitted to Wiltshire Council ('The Council') to accompany a detailed planning application for the proposed construction of replacement outbuilding to create additional guest accommodation and restaurant dining area. The application is made on behalf of Addington Investments Ltd ('The Applicant').

In producing this FVA we can confirm that all those involved, including sub-consultants, have acted objectively and impartially and without interference. Additionally, all those involved have given full consideration to how the proposed development will be delivered and the associated performance metrics. The conclusions of this assessment have been made with reference to all the appropriate guidance / policy including:

- National Planning Policy Framework (NPPF – updated February 2025);
- Planning Practice Guidance (PPG) – Viability (updated September 2019);
- RICS Assessing viability in planning under the National Planning Policy Framework for England, 1st Edition (March 2021); and
- RICS Financial Viability in Planning: Conduct and Reporting 1st Edition (May 2019)

This FVA has been carried with regard to the Professional and Ethical standards set out within PS2 of the RICS Valuation – Global Standards 2024 (The Red Book), effective from January 2025.

We confirm this Financial Viability Assessment and all subsequent engagement with the council and their independent reviewer has and will be conducted in a reasonable and transparent manner.

Confidentiality

We understand that the report will be submitted to Wiltshire Council as a supporting document to the planning application. The report must not be recited or referred to in any document (save the consultants instructed by the Council to review the report) without our written consent.

Report Limitations

Please note that the advice provided on values is informal and given purely as guidance. Our views on price are not intended as a formal valuation and should not be relied upon as such. No liability is given to any third party and the figures suggested are not in accordance with the RICS Valuation – Global Standards 2024 (incorporating the IVSC International Valuation Standards), together the 'Red Book', and neither The Roscoe Group Ltd nor

the author can accept any responsibility to any third party who may seek to rely upon it, as a whole or any part as such.

Conflict of Interest

We confirm that there are no conflicts of interest between The Roscoe Group Ltd and either the Applicant, the Council or the Subject.

Date of Appraisals

The Date of the Appraisal is the date of this Financial Viability Assessment.

This report is not a Red Book Valuation. The report and accompanying appendices should only be used for the stated purposes.

This report is reliant upon market evidence. Readers should be mindful that the market evidence is subject to variation over time and this could have significant effect of the residual outputs.

This report has been prepared by Max Pickett MRICS who has considerable experience in preparing Viability Assessments for residential and mixed-use developments of varying sizes across London and the South East.

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APPENDICIES

- Appendix 1 – Site Location Plan
- Appendix 2 – Existing Accommodation Schedule and Plans
- Appendix 3 – Proposed Accommodation Schedule and Plans
- Appendix 4 – Cost Plan Summaries
- Appendix 5 – Consented Scheme Appraisal
- Appendix 6 – Proposed Scheme Appraisal
- Appendix 7 – Carpenters Arms Business Plans

1. Executive Summary

- 1.1.1. The Carpenters Arms is a Grade II listed building located within the designated Lacock Conservation Area. The village of Lacock is a National Trust villages which attracts tourism throughout the year. The National Trust owns the majority of properties within the village.
- 1.1.2. The site currently comprises a character Grade II listed end-of-terrace property arranged over ground, first and second floors. The property benefits from planning permissions 2023/02787 & PL/2023/02322 for the refurbishment of Public House and Associated works.
- 1.1.3. The proposed scheme comprises replacement the existing timber-clad, two storey outbuilding with a traditional stone extension comprising additional restaurant space and two additional rooms at first floor level.
- 1.1.4. **Methodology**
- 1.1.5. We have assessed the development economics of the proposed scheme in order to identify the level of planning obligations the scheme can sustain. We have appraised the Residual Land Value (RLV) of the proposed scheme using propriety software Argus Developer and have based our appraisal upon the plans and schedule of accommodation shown in **Appendix 3**. The Residual Land Value is calculated by subtracting all associated development costs, including a suitable level of developer profit from the Gross Development Value (GDV) of the proposed scheme.
- 1.1.6. The assumptions we have adopted within our appraisal have been informed by market evidence and input from independent third-party experts where appropriate.
- 1.1.7. We have compared the RLV to our Site Value Benchmark to ascertain whether the proposed scheme produces a surplus or deficit against the Benchmark. If the RLV produced by the proposed scheme is lower than the Site Value Benchmark then the scheme is deemed unviable and is unlikely to come forward for development, unless the level of affordable housing and / or planning obligations can be reduced. If the residual land value is higher than the benchmark then the scheme can, in theory, provide additional affordable housing and / or planning obligations.
- 1.1.8. In determining the Site Value Benchmark we have given consideration to the Existing Use Value and Alternative Use Value (AUV) of the Subject.
- 1.1.9. **Conclusion**
- 1.1.10. We have appraised the proposed scheme and summarise the results in the table

below:

Proposed Scheme Residual Land Value	Consented Scheme Residual Land Value
Proposed Scheme Forecast Profit	Consented Scheme Forecast Profit

- 1.1.11. Given the consented scheme produces a negative profit annually and negative land value there is very limited value in the public house as a going concern current consent is not deliverable.
- 1.1.12. We understand the Conservation Officer suggested altering the existing building to provide two additional bedrooms. We understand from the Design and Access Statement that this would not be possible as the dimensions of the existing building do not allow two bedrooms of adequate size to be realised. As such we have not appraised this scenario.
- 1.1.13. The proposed scheme on the basis of the derelict outbuilding being redeveloped to provide additional rooms will increase revenue and produce a profit as a business. As such the Applicant is prepared to absorb the initial negative land value and to make a substantial investment in bringing forward the scheme as a long term investment into an asset that will benefit the local community despite the challenging market conditions facing the hospitality industry.
- 1.1.14. It is worth noting that whilst they are linked the forecasted profits and losses as a business need to be considered on their own merits individually from the residual land values of the schemes.

2. Introduction

- 2.1.1. This FVA has been prepared by The Roscoe Group Ltd to examine the financial viability of the proposal at the Carpenters Arms, Lacock, SN15 2LB (the Site). The Site is located within Wilshire Council.
- 2.1.2. The Applicant is Addington Investments Limited (hereafter 'The Applicant'). The detailed planning application seeks consent for a residential development ('the Proposed Development').
- 2.1.3. We have been provided with, and have relied upon the following information from the Applicant:
- Site Location Plan attached at Appendix 1;
 - Floorplans and schedule of the existing accommodation prepared by HPA Architects attached at Appendix 2;
 - Floorplans and schedule of the proposed accommodation prepared by HPA Architects attached at Appendix 3; and
 - Build Costs as advised by PSP Cost Consultants.

3. Subject Description

- 3.1.1. The Subject is a Grade II listed building located within the designated Lacock Conservation Area.
- 3.1.2. The village of Lacock is a National Trust village which attracts thousands of visitors each year. The National Trust owns the majority of the properties within the village.
- 3.1.3. The Carpenters Arms occupies the corner plot at the junction of Church Street and East Street. The rear of the building extends along East Street. The premises benefits from planning permission for the refurbishment and works to provide 6 x B&B rooms.
- 3.1.4. The surrounding area predominantly comprises stone cottages, historic inns and medieval tithe barns.
- 3.1.5. A location plan is attached at **Appendix 1.**
- 3.1.6. The existing site comprises a vacant public house measuring 5,265 sq. ft. with planning permission for the refurbishment of the Public House and works to provide 6 B&B rooms.
- 3.1.7. Further detail is provided within our Site Value Benchmark section below.
- 3.1.8. **Proposed Development**
- 3.1.9. We understand that a planning application has been submitted which seeks full planning consent for:

Construction of replacement outbuilding to create additional guest accommodation and restaurant dining area.
- 3.1.10. An accommodation schedule and plans are attached at **Appendix 3.**

4. Planning Policy

- 4.1.1. The Planning Statement submitted as part of the planning application provides an overall review of the planning policy context in relation to the Proposed Development.
- 4.1.2. **National Planning Policy Framework**
- 4.1.3. The updated Government's National Planning Policy Framework ('NPPF') was published in February 2019 and updated in December 2024.
- 4.1.4. The NPPF sets out the government's expectation that all viability assessments should be made publicly available. However, the government response document goes on to state that it acknowledges there will be some situations where some of the information contained could be commercially sensitive and should not be made publicly available.
- 4.1.5. **Planning Practice Guidance**
- 4.1.6. The Planning Practice Guidance (PPG) provides guidance on viability assessments for the purposes of plan making. The guidance covers several areas including standardised inputs to viability assessments and approaches to benchmark land value. The PPG was updated in 1st September 2019.
- 4.1.7. **Wiltshire Council Core Strategy – Core Policy 49 Protection of rural services and community facilities.**
- 4.1.8. Local facilities and services are a vital part of the smaller settlements of Wiltshire but despite this there has been a continued decline in many of these services. Overall, there has been a decline in rural post offices and petrol filling stations, and a more gradual decline in health facilities and general stores (although mobile stores are increasing). The threat to local services is exemplified in the national trend for closure of public houses which is reflected in Wiltshire. Public Houses are important to the fabric of the village life. There has been little evidence to the diversification into joint facilities as promoted nationally. It seems inevitable that this trend will continue unless we can produce two-fold measures based on firstly improve their viability by striving for sustainable communities, encouraging diversification, and secondly by taking a hard line on change of use applications. However, the latter will not work without the former.
- 4.1.9. Rural facilities and services are those that benefit the local community such as local shops, meeting places, sports venues, cultural buildings, public houses and places of worship. There is a need to protect and encourage the development of rural services and facilities in Wiltshire to ensure that settlements, particularly those named in this Strategy, can still meet some of the day to day needs of the people who live in them. Core Policy 34 (Additional Employment Land) seeks to support the diversification of the rural economy, whilst Core Policy 48 (Supporting Rural Life) seeks to support rural life by allowing appropriate development to take place in rural areas. Core Policy 49 is complimentary to Core Policies 34 and 48, and seeks to protect existing and community facilities in Wiltshire.

5. Viability Methodology

- 5.1.1. Financial Viability Assessments are used to analyse and justify the development economics of a development proposal.
- 5.1.2. The RICS define financial appraisals for planning purposes as:
- 5.1.3. *"An objective financial viability test of the ability of a development project to meet its costs including the cost of planning obligations whilst ensuring an appropriate site value for the landowner and market risk adjusted return to a developer in delivering a project."*
- 5.1.4. If the residual land value of a proposed scheme is reduced to below an appropriate site value benchmark the scheme is considered unviable and it is unlikely to proceed.
- 5.1.5. If the scheme is considered unviable due to S106 requirements, it would be appropriate to examine reducing those requirements in order to facilitate the viability of the proposed scheme.
- 5.1.6. The methodology underpinning a residual valuation is a relatively simple concept. Firstly, the Gross Development Value (GDV) of the proposed scheme is assessed. Secondly, the cost of building the development is deducted along with professional fees, finance costs and developers' profit. The costs are deducted from the GDV to leave a Residual Land Value. This is illustrated below

GROSS DEVELOPMENT VALUE	
Total Income	
Any Additional income (e.g., car parking, commercial space etc)	
Less	
COSTS	
Build costs	
Professional fees	
Planning obligations	
Marketing and disposal fees	
Finance costs	
Less	
DEVELOPERS PROFIT	
Equals	
RESIDUAL LAND VALUE	

- 5.1.7. The Residual Land Value (RLV) is then compared to the Site Value Benchmark. If the RLV is lower and/or not sufficiently higher than the SVB the project is technically unviable.

6. Site Value Benchmark

- 6.1.1. Identifying an appropriate SVB requires judgement bearing in mind that national planning policy guidance indicates that appropriate land for housing should be 'encouraged' to come forward for development.
- 6.1.2. In line with the RICS Guidance Note Assessing viability in planning under the National Planning Policy Framework for 2019 for England, 1st Edition (March 2021), RICS Professional Statement 'Financial Viability in Planning: Conduct and Reporting (May 2019), and the latest PPG we have assessed the Site Value Benchmark using the Existing Use Value (EUV) of the Subject, plus a suitable landowner premium. Existing Use Value is sometimes referred to as Current Use Value (CUV), and these two terms are interchangeable when used for Financial Viability in planning. The latest guidance also requires us to investigate Alternative Use Value (AUV) of the Subject where an existing planning consent may already exist or where the Subject may benefit from being converted to an alternative lawful planning use.
- 6.1.3. Our conclusion of the EUV/AUV of the Subject are summarised below.
- 6.1.4. We understand that the Subject has an existing planning permissions 2023/02787 & PL/2023/02322 for the refurbishment of Public House and Associated works.
- 6.1.5. We have appraised the AUV of the subject by calculating the Residual Land Value of the consented scheme, which is summarized below.
- 6.1.6. Given the available guidance, and our own professional experience, our views on what constitutes an appropriate viability benchmark is detailed below.
- 6.1.7. **Adopted Site Value Benchmark**
- 6.1.8. **Market Commentary**
- 6.1.9. **UK Pub market 2025: Size Growth, Share & Key Statistics.**
- 6.1.10. The UK pub market 2025, worth [REDACTED], is a vital part of Britain's economy and social fabric. Despite pressures from rising costs and outlet closures, managed and branded operators continue to grow in value, supported by scale and investment. Consumer demand is resilient, with higher spend, more frequent visits, and younger audiences driving occasions. For suppliers, operators, and investors, understanding market size, growth, and evolving behaviours is key to navigating to one of the UK's most culturally significant sectors.
- 6.1.11. The UK pub & bar market 2025 is forecast to reach [REDACTED] a modest 1.9% growth year-on-year, though still trailing behind the wider eating-out market. Managed, branded, and franchised groups are driving the bulk of this value at [REDACTED], underlining the resilience of scale and investment, even as outlet numbers fall. According to the pub industry analysis, the UK pub industry market share of managed operators is expanding steadily.
- 6.1.12. Across the sector, the number of operating pubs and bars will drop to 41,691 by the end of 2025, with around eight net closures per week. Independents, tenanted & leased pubs, and social clubs are all experiencing outlet decline, though turnover is supported by price inflation.

- 6.1.13. Compared with 2019, when there were nearly 46,000 outlets, the market has shed over 4,000 sites. While closures remain a challenge, steady turnover growth signals that pubs and bars continue to play a critical role in the UK's economy and cultural life, adapting formats and pricing to evolving consumer behaviour.
- 6.1.14. The UK pub market is forecast to grow 1.9% by the end of 2025, remaining behind the wider eating out sector as outlet decline and rising costs continue to put pressure on margins. Looking further ahead, the UK pub industry is expected to deliver a CAGR of 2.1% between 2025 and 2028, supported by volume recovery and fewer closures as estate optimisation stabilises. Even so, operational costs – particularly labour, energy and supply chain – will continue to weigh on profitability.
- 6.1.15. The UK pub & bar market is forecast to reach £[REDACTED] by 2028, moving from contraction to steady growth. Managed and premium-focused formats will lead, supported by sustainability, digitalisation, and experiential offerings.
- 6.1.16. For suppliers and brads, investment opportunities lie in premium products, digital solutions, sustainable practices, and partnerships in hybrid venues. Emerging UK pub market trends highlight digitalisation, diversification, consolidation and earlier, lower-tempo occasions as key drivers.
- 6.1.17. Sustainability and automation will provide efficiency gains, while long term demographic and work-pattern changes will reshape the industry. Looking back to 2020, today's pub market analysis signals resilience and adaptability in a changing landscape.
- 6.1.18. For a deeper dive into the latest pub market analysis, all figures and insight in this market analysis has been sourced from the Lumina Intelligence UK pub and Bar Market Report 2025.
- 6.1.19. The existing use in this case will equate to the current market value of the existing building with a public house use. The property has a gross floor area of 5,265 sq. ft. arranged over ground, first and attic level. To benchmark the achievable value we have looked at comparable market evidence for a range of public houses.
- 6.1.20. **Commercial Values**
- 6.1.21. Commercial values have been assessed based on recent comparable transactions and agents active in the market. Note that we have relied upon data from Costar which is a database which a paid subscription is required, and we do not have the required permission to release the information. Where we have relied upon such sources, we have redacted the data.
- 6.1.22. **The Red Lion, Woolverton Bath, BA2 7QS** comprises a 5,141 sq. ft. freehold public house. The comparable benefits from 4-bedroom living accommodation, ground floor bar and restaurant. The price for the premises was [REDACTED] equating to £[REDACTED] per sq. ft. The comparable is presented in a dated condition that would benefit from modernisation
- 6.1.23. **Northend Vaults, 86 Northgate Street, Gloucester, GL1 1SL** comprises freehold Grade II Listed public houses measuring 4,413 sq. ft. arranged over ground, first and second floors. The comparable benefits from spacious self-contained accommodation on first and second floors. The quoting price was £[REDACTED] which equates to £[REDACTED] per sq. ft. The comparable is presented in a dated condition that would benefit from modernisation.

- 6.1.24. **King Charles Tavern, 54 Cheap Street, Newbury, RG14 5BX** comprises a Grade II listed public house measuring 4,000 sq. ft. arranged over ground, first, second and third floors. The quoting price was [REDACTED] which equates to [REDACTED] per sq. ft. The comparable is presented in reasonable condition.
- 6.1.25. **The Horse & Radish, Burford Road, Witney, OX29 0RZ** comprises 4,228 sq. ft. freehold pub located in the Cotswolds arranged over ground and first floor. The comparable benefits from self-contained living accommodation and is presented in good condition. The quoting price was £[REDACTED] which equates to £[REDACTED] per sq. ft.
- 6.1.26. **Long Arms, High Street, Steeple Ashton, Trowbridge, BA14 6EU** comprises 5700 sq. ft. Grade II listed stone building arranged over ground and first floor. The comparable benefits from bar dining area for 65 covers and 2 flats, the property is presented in good condition. The quoting price was £[REDACTED] which equates to £[REDACTED] per sq. ft.
- 6.1.27. **The George & Dragon, 223 London Road East, BA1 7NB** comprises a 4,915 sq. ft. pub with owners' accommodation and a flat arranged over ground and first floor and is presented in reasonable condition. The quoting price for the comparable was £[REDACTED] which equates to £[REDACTED] per sq. ft.
- 6.1.28. **The Jolly Huntsman, Kington St Michael, Chippenham SN14 6JB** comprises a 6,168 sq. ft. pub and restaurant with 9 en-suite rooms. The quoting price for the property was £[REDACTED] which equates to £[REDACTED] per sq. ft. the interior is dated which we consider is reflected in the price.
- 6.1.29. Whilst purchase price is not a material consideration in determining Benchmark Land Value we note that the subject was on the market for £[REDACTED] which equates to £[REDACTED] per sq. ft. We have identified a range of values between £[REDACTED] per sq. ft. to £[REDACTED] per sq. ft.
- 6.1.30. Based on the consented refurbishment works at the Subject, once implemented, would achieve a value at the top of the range. For the avoidance of doubt we have included a value in our appraisal for determining the Benchmark Land Value of £[REDACTED] which equates to £[REDACTED] per sq. ft.
- 6.1.31. **Going Concern**
- 6.1.32. We note the Applicant is an experienced pub operator and we have been provided with a business plan. The full business plan is attached at **Appendix 7**. We have summarized the business plan and anticipated forecast for venue once the consented works have been completed as follows:

Annual Revenue Streams	Forecast		
Rooms	[REDACTED]	[REDACTED]	
Room Food			
Bar			
Food			
Events			
Total Year Gross Sales			
Total Yearly Net Sales			
Net Profit			

- 6.1.33. We have adopted the loss of profit within our appraisal as an additional cost for bringing forward the current consented works.

Build Costs

- 6.1.34. We have been provided with a detailed cost plan by PSP Cost Consultants which we have adopted in our appraisal. These costs include an allowance for demolition, preliminaries, contingencies, contractors OH&P, and inflation up to start on site.

Contingency

- 6.1.35. We have adopted a contingency of 5% as per the advised costs. We have not applied a separate contingency at this stage but reserve the right to review in the future.

Professional Fees

- 6.1.36. We have adopted professional fees of 8%. We have not received a detailed breakdown of professional fees and therefore reserve the right to review in the future.

Disposal, Letting and Marketing

- 6.1.37. We have adopted the following:

- Marketing: 1.25%
- Commercial Sales Agent Fee: 1.5%
- Commercial Sales Legal Fee: 0.5%

Purchasers Costs

- 6.1.38. We have made a suitable allowance for purchasers' costs within our appraisal.

Profit

- 6.1.39. We have made the following profit allowances which we consider to be reasonable in the current market:

- Commercial GDV: 15%

Finance

- 6.1.40. We have adopted a finance rate of 7.25%. This is an 'all in' rate based on the scheme being 100% debt financed, which includes the basic margins, commitment fees, arrangement fees and exit fees, as well as a bank monitoring cost.

Timescales

6.1.41. We have been advised by PSP that the following development programme would be achievable for the proposed scheme:

- Purchase, Planning & Pre-construction: 6 months
- Construction: 9 months
- Sales: We have allowed a 1 month's sales period assuming that the property would be sold once the asset has reached maturity.

6.1.42. The total cost of implementing the consented scheme equates to £1,245,688.

6.1.43. Whilst our full Argus Appraisal is appended to this report. We have set out the appraisal inputs as follows:

Input	Appraisal Assumptions	Comments
Quantity and size of the consented scheme	NIA: 4,305 sq. ft.	
Gross Development Value		£1,245,688 per sq. ft. as supported by comparable evidence.
Pub Revenue		As advised by the operator.
Build Costs		As advised by PSP Cost Consultants.
Contingency	5% (Included in the cost plan)	As advised by PSP Cost Consultants.
Planning Obligations	N/A	Not included at this stage but we reserve the right to review.
Professional Fees	8% (£96,866)	At the lower end of the acceptable range for the purposes of viability.
Disposal Costs	Marketing: 1.25% (£9,686) Sales Agent Fee: 1.5% (£9,686) Sales legal Fee: 0.25% (£9,686)	These are standardised viability inputs.
Finance Rate	7.25%	Current standard input for the purposes of viability.
Timescales	Pre-construction: 6 months	To allow for JR Period to expire and discharge conditions.
	Construction: 9 months	As advised by PSP Cost Consultants.

Sale: 1 month

Assuming the asset is sold/transferred upon completion.

Developers Return	15% on GDV	Standard assumption for the purposes of viability.
Residual Land Value	██████████	Total development costs deducted from the Gross Development Value.

Conclusion

6.1.44. Overall we consider the Residual Land Value of the Carpenters Arms on the basis of the consented works being implemented to be ██████████

7. Premium

- 7.1.1. In line with the NPPF and RICS Guidance we usually consider it appropriate to apply a landowner premium in order to bring forward for development while allowing a sufficient contribution to fully comply with policy requirements.
- 7.1.2. There are a number of factors we consider influence an appropriate premium above EUV. It is important to note that premium will vary on the circumstances of the existing site but they are not directly linked to the precise development proposals associated with a specific planning application in absolute terms there will be a minimum incentive for a landowner to release an asset. We consider that the level of incentive will be influenced by a number of factors, which (although not limited to the following) may include one or a combination of the below:
- The value required to secure a similar asset to enable income, or an equivalent return of capital;
 - The minimum value that might be paid in acquisition resulting from a Compulsory Purchase Order, since this is the ultimate recourse to secure the release of land following a planning consent;
 - A value reflecting transactions of comparable land, appropriately adjusted in line with NPPF, and the uplift from EUV in those circumstances;
 - A value demonstrated by an alternate scheme appraisal that is compliant with policy (this might include a historic consent).
- 7.1.3. We understand that a 10% premium is a typical assumption under Compulsory Purchase, and that allowable costs are those associated with securing an equivalent asset (excluding purchase price) but allowing additional costs such as recovery of foregone profits, as such we consider a minimum premium should take these elements into account.
- 7.1.4. In addition since viability assessments assume that a proposed development has planning consent, it may be appropriate to consider the implication of time, cost and risk promoting a site up to that point are appropriate factors in determining premium above EUV.
- 7.1.5. In this instance we have not adopted a premium on the basis we have assessed the Alternative Use Value approach and profit has already been accounted for in the appraisal.

8. Development Revenue

8.1.1. Commercial Values

- 8.1.2. Commercial values have been assessed based on recent comparable transactions and agents active in the market. Note that we have relied upon data from Costar which is a database which a paid subscription is required, and we do not have the required permission to release the information. Where we have relied upon such sources, we have redacted the data.
- 8.1.3. **The Red Lion, Wolverton Bath, BA2 7QS** comprises a 5,141 sq. ft. freehold public house. The comparable benefits from 4-bedroom living accommodation, ground floor bar and restaurant. The price for the premises was [REDACTED] equating to £[REDACTED] per sq. ft. The comparable is presented in a dated condition that would benefit from modernisation
- 8.1.4. **Northend Vaults, 86 Northgate Street, Gloucester, GL1 1SL** comprises freehold Grade II Listed public houses measuring 4,413 sq. ft. arranged over ground, first and second floors. The comparable benefits from spacious self-contained accommodation on first and second floors. The quoting price was £[REDACTED] which equates to [REDACTED] per sq. ft. The comparable is presented in a dated condition that would benefit from modernisation.
- 8.1.5. **King Charles Tavern, 54 Cheap Street, Newbury, RG14 5BX** comprises a Grade II listed public house measuring 4,000 sq. ft. arranged over ground, first, second and third floors. The quoting price was £[REDACTED] which equates to [REDACTED] per sq. ft. The comparable is presented in reasonable condition.
- 8.1.6. **The Horse & Radish, Burford Road, Witney, OX29 0RZ** comprises 4,228 sq. ft. freehold pub located in the Cotswolds arranged over ground and first floor. The comparable benefits from self-contained living accommodation and is presented in good condition. The quoting price was [REDACTED] which equates to £[REDACTED] per sq. ft.
- 8.1.7. **Long Arms, High Street, Steeple Ashton, Trowbridge, BA14 6EU** comprises 5700 sq. ft. Grade II listed stone building arranged over ground and first floor. The comparable benefits from bar dining area for 65 covers and 2 flats, the property is presented in good condition. The quoting price was £[REDACTED] which equates to £[REDACTED] per sq. ft.
- 8.1.8. **The George & Dragon, 223 London Road East, BA1 7NB** comprises a 4,915 sq. ft. pub with owners' accommodation and a flat arranged over ground and first floor and is presented in reasonable condition. The quoting price for the comparable was £[REDACTED] which equates to £[REDACTED] per sq. ft.
- 8.1.9. **The Jolly Huntsman, Kington St Michael, Chippenham SN14 6JB** comprises a 6,168 sq. ft. pub and restaurant with 9 en-suite rooms. The quoting price for the property was £[REDACTED] which equates to £[REDACTED] per sq. ft. the interior is dated which we consider is reflected in the price.

8.1.10. We note that the subject was on the market for £[REDACTED] which equates to £[REDACTED] per sq. ft. We have identified a range of values between £[REDACTED] per sq. ft. to £[REDACTED] per sq. ft. Based on the consented refurbishment works at the Subject, once implemented, would achieve a value at the top of the range.

8.1.11. For the avoidance of doubt we have included a Gross Development Value on the basis of the proposed works being carried out of £[REDACTED] which equates to £[REDACTED] per sq. ft. which is at the top end of the range identified.

8.1.12. **Going Concern**

8.1.13. We note the Applicant is an experienced pub operator and we have been provided with a business plan. We have appended the full business plan to this report but have summarized the business plan and anticipated forecast for venue once the proposed works have been completed as follows:

Annual Revenue Streams	Forecast
Rooms	[REDACTED]
Room Food	[REDACTED]
Bar	[REDACTED]
Food	[REDACTED]
Events	[REDACTED]
Total Year Gross Sales	[REDACTED]
Total Yearly Net Sales	[REDACTED]
Net Profit	[REDACTED]

8.1.14. We note that the proposed profit is positive and as such we have capitalised Fair Maintainable Trade and an appropriate multiplier.

8.1.15. We understand since our original submission the Valuation Office Agency updated the guidance on the Valuation of Public Houses dated the 11th May 2026. Having considered the Rateable Value of the subject which is only £[REDACTED] in the 2026 list we have altered our approach and adopted the Profits Method of Valuation to determine the value of the public house as a going concern.

8.1.16. **Basis of Valuation**

8.1.17. The profits method of valuation is a commercial property valuation technique used for trade-related properties where value is driven by business profitability.

8.1.18. The valuation formula is as follows:

8.1.19. Fair Maintainable Operating Profit x Year's Purchase (multiplier/yield) = Value

8.1.20. Years Purchase is how long it would take it earn the back the purchase price excluding purchasers' costs. Having discussed the Carpenters Arms with local agents and licenced property specialists we understand the Freehold pubs typically achieve a YP of 6 to 9, represented a 10.14% to 16.67% yield.

8.1.21. Having considered the location we would expect the achievable YP to be in the middle for the range. As such we have assumed profit would grow after year one and have adopted a Years Purchase of 7.0 which represents seven years to earn back the purchase price.

8.1.22. To determine the yield the Years Purchase is divided into 100 as follows:

8.1.23. $100/7 =$ a yield of 14.29%

8.1.24. We have capitalised the net profit of £[REDACTED] at a yield of 14.29% which equates to a year 1 value of the pub as a going concern of £[REDACTED] which we have included as additional revenue within our appraisal.

9. Development Costs

Introduction

- 9.1.1. The following assumptions have been adopted in assessing the costs of the proposed scheme.

Build Costs

- 9.1.2. We have been provided with a detailed cost plan by PSP Cost Consultants which we have adopted in our appraisal. These costs include an allowance for demolition, preliminaries, contingencies, contractors OH&P, and inflation up to start on site.

Contingency

- 9.1.3. We have adopted a contingency of 5% as per the advised costs. We have not applied a separate contingency at this stage but reserve the right to review in the future.

Professional Fees

- 9.1.4. We have adopted professional fees of 8%. We have not received a detailed breakdown of professional fees and therefore reserve the right to review in the future.

Disposal, Letting and Marketing

- 9.1.5. We have adopted the following:
- Marketing: 1.25%
 - Commercial Sales Agent Fee: 1.5%
 - Commercial Sales Legal Fee: 0.5%

Purchasers Costs

- 9.1.6. We have made a suitable allowance for purchasers' costs within our appraisal.

Profit

- 9.1.7. We have made the following profit allowances which we consider to be reasonable in the current market:
- Commercial GDV: 15%

Finance

- 9.1.8. We have adopted a finance rate of 7.25%. This is an 'all in' rate based on the scheme being 100% debt financed, which includes the basic margins, commitment fees, arrangement fees and exit fees, as well as a bank monitoring cost.

Timescales

9.1.9. We have been advised by PSP Cost Consultants that the following development programme would be achievable for the proposed scheme:

- Purchase, Planning & Pre-construction: 6 months
- Construction: 10 months
- Sales: We have allowed a 1 month sales period assuming that the property would be sold upon reaching maturity.

9.1.10. Overall the total costs of delivering the proposed scheme including finance equate to £[REDACTED]

9.1.11. Whilst our full Argus Appraisal is appended to this report. We have set out the appraisal inputs as follows:

Input	Appraisal Assumptions	Comments
Quantity and size of the consented scheme	7,165 sq. ft.	
Gross Development Value	[REDACTED]	[REDACTED] per sq. ft. as supported by comparable evidence.
Pub Revenue	[REDACTED]	As advised by the operator.
Capitalisation Rate	14.29%	YP: 7 years
Pub Value	[REDACTED]	Profit Capitalised at YP 7 years.
Build Costs	[REDACTED]	As advised by PSP Cost Consultants.
Contingency	5% (Included in the cost plan)	As advised by PSP Cost Consultants.
Planning Obligations	N/A	Not included at this stage but we reserve the right to review.
Professional Fees	8% [REDACTED]	At the lower end of the acceptable range for the purposes of viability.
Disposal Costs	Marketing: 1.25% [REDACTED] Sales Agent Fee: 1.5% [REDACTED] Sales legal Fee: 0.25% [REDACTED]	These are standardised viability inputs.
Finance Rate	7.25%	Current standard input for the purposes of viability.

Timescales	Pre-construction: 6 months	To allow for JR Period to expire and discharge conditions.
	Construction: 10 months	As advised by PSP Cost Consultants.
	Sale: 1 month	Assuming the asset is sold/transferred upon completion.
Developers Return	15% on GDV	Standard assumption for the purposes of viability.
Residual Land Value		Total development costs deducted from the Gross Development Value.

10. Conclusion

- 10.1.1. The most recent Viability Guidance states that where a proposed Existing Use Value is based on refurbishment or redevelopment of the current use, this would be treated as an alternative development scenario and the guidance relating to Alternative Use Value (AUV) will apply.
- 10.1.2. The AUV refers to the value of the asset under an alternative planning use, either consented or for which permission might reasonably be expected to be obtained. Recent policy direction suggests that AUV is the most appropriate approach on the basis there is an existing implementable permission for that use.
- 10.1.3. For the avoidance of doubt both appraisals include Gross Development Value of the public house which has been supported by comparable evidence outlined in Sections 6 & 8 respectively.
- 10.1.4. We have appraised the proposed scheme against the consented scheme. The result of our Financial Viability Assessment is presented below and a copy of our appraisal is provided at Appendix 6.

Proposed Scheme Residual Land Value	Consented Scheme Residual Land Value
██████k	██████
Proposed Scheme Forecast Profit	Consented Scheme Forecast Profit
████████	████████

- 10.1.5. Given the consented scheme produces a negative profit annually and negative land value the current consent is not deliverable economically, and furthermore would escalate the debts year on year accruing to the pub business.
- 10.1.6. However, the proposed scheme with the derelict outbuilding being redeveloped and income producing each annum is forecast to be profitable and therefore sustainable as a business in the long term.
- 10.1.7. As such should the permission to re-develop the outbuilding be granted the Applicant remains committed to bringing the project forward and is prepared to make a substantial investment into a community asset despite the challenging market conditions facing the hospitality industry.
- 10.1.8. Whilst the Applicant is committed to investing in the asset, with additional capital costs incurred in the proposed scheme, the Applicant remains reluctant to make the required investment to deliver the consented scheme and run the pub as a business that is difficult to make profitable and would likely run at a loss year on year.

11. Sensitivity Analysis

- 11.1.1. The RICS Professional Statement titled 'Financial Viability in Planning: Conduct and Reporting'. 2019, required the use of sensitivity testing to consider the impact of changes in inputs on overall scheme viability.
- 11.1.2. We have undertaken a sensitivity analysis to reflect 5% variations in build costs and sales values to identify what the movements do to the Residual Land Value of the proposed scheme. This is shown in the table below:

Table of Gross Development Value and Land Cost

[illegible]

- 11.1.3. The above demonstrates that for the scheme to become economically viable in planning terms there would need to be an increase in sales values of 10% and a decrease in build costs of 10%. If there was a decrease in sales values and increase in build costs the RLV would decrease making the proposal even less viable.

Appendix 1



Extract of Location Plan highlighting The Carpenters Arms in red

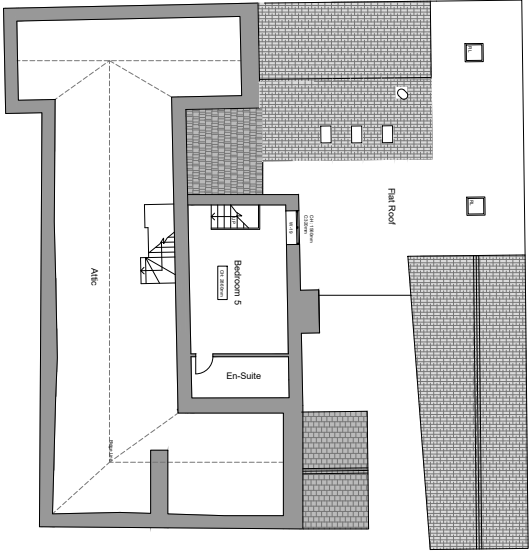
Appendix 2

NOTES

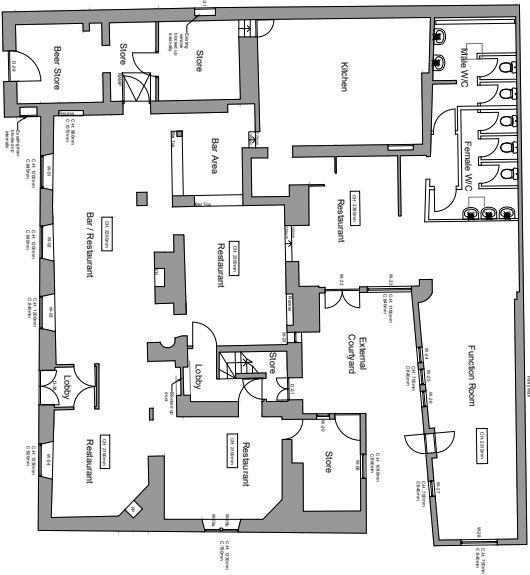
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ALL DIMENSIONS TO BE CHECKED ON
SITE



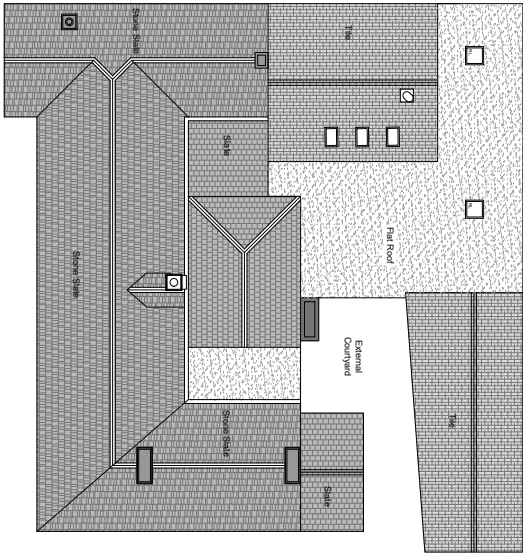
First Floor Plan
1:100



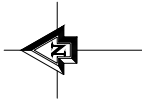
Second Floor Plan
1:100



Ground Floor Plan
1:100



Roof Plan
1:100



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hpa@hpa.co.uk
www.hpa.co.uk

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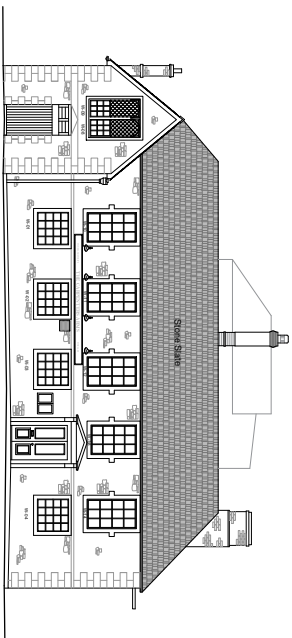
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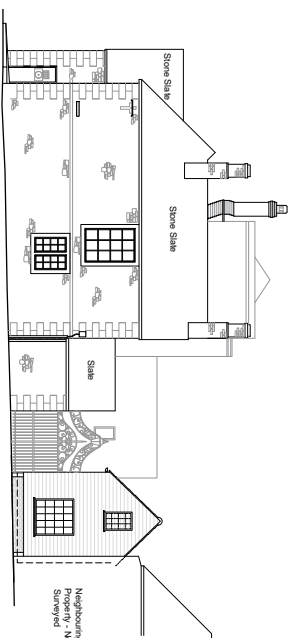
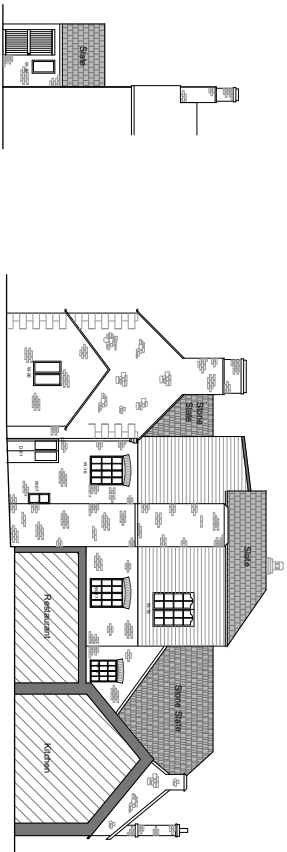
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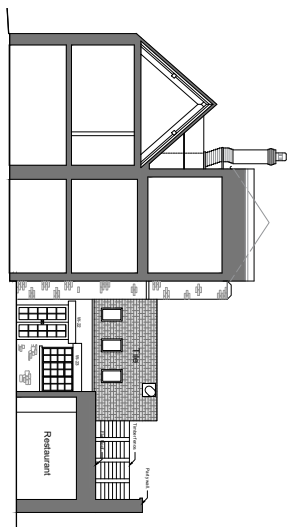
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SITE



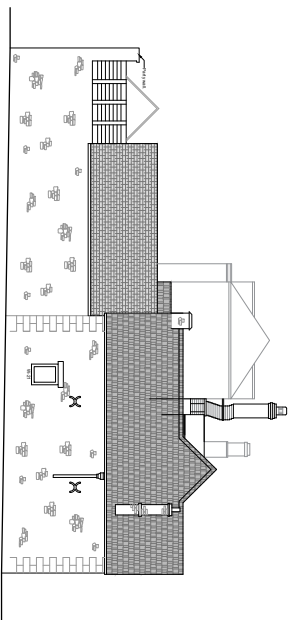
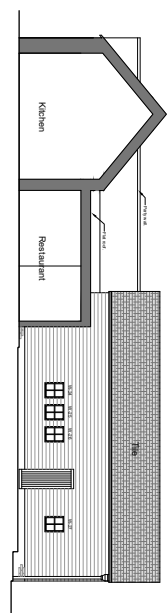
Front (North) Elevation
1:100

Side (West) Elevation
1:100

Courtyard (East) Elevation
1:100



Courtyard (West) Elevation & Section
1:100

Side (East) Elevation
1:100

Courtyard (North) Elevation
1:100

REV	DATE	DRWN	CHKD	REVISION DETAILS
D	06/19/20	AMW	AMW	Final Elevation to update drawing into a standard size window and lighting detail
C	06/19/20	AMW	AMW	Door and window reference added
B	2/10/20	AMW	AMW	Added secondary and corner conditions
A	2/10/20	ES	AMW	removed, correct drawing of door
				PLANNING ISSUE

Refurbishment of The Carpenters Arms,
Church Street, Lacock, SN15 2LB

CLIENT
Mr. A. Gott

AS EXISTING
Elevations

DRAWING STATUS		SCALE : 1:100 @ A1	
PLANNING			
DRAWING NO.	REVISION	DATE : January 2023	
2397-011	D	DRAWN : HB	
		CHECKED : ARW	

A horizontal scale bar with markings at 0, 2, 4, 6, and 8m.

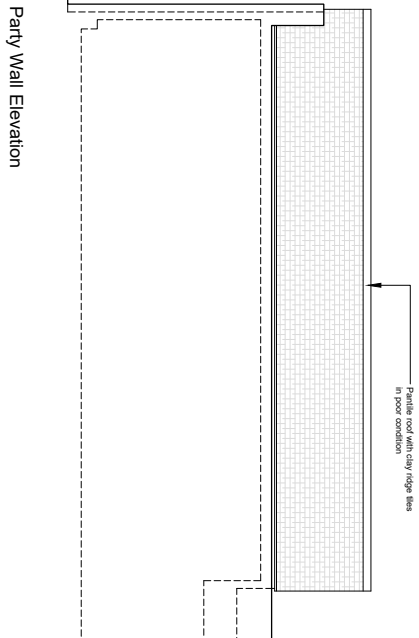


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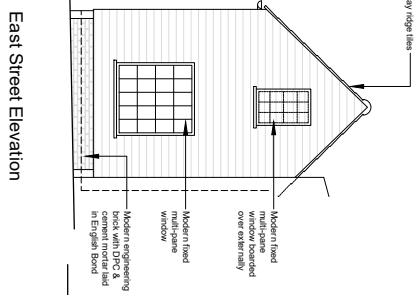
DO NOT SCALE SITE DIMENSIONS FROM THIS DRAWING

Pantile roof with clay ridge tiles in poor condition

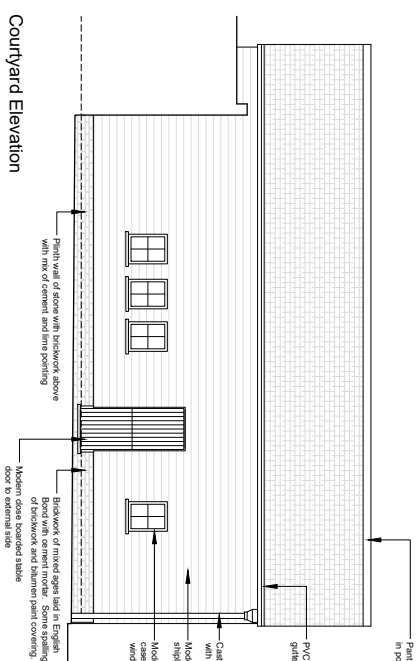
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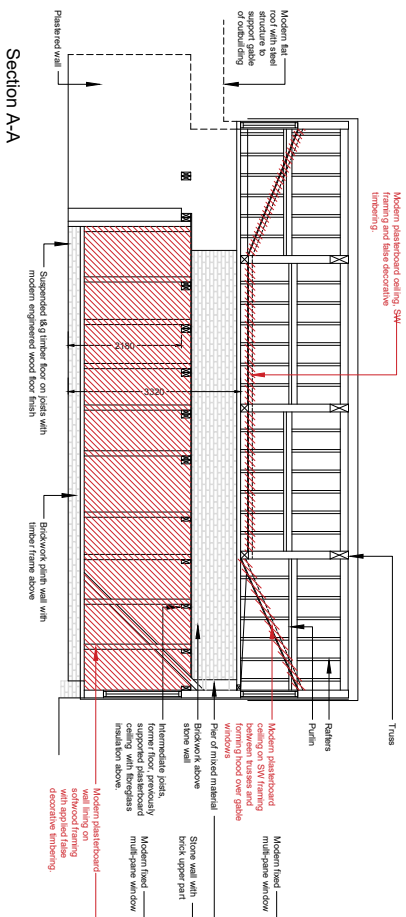
East Street Elevation



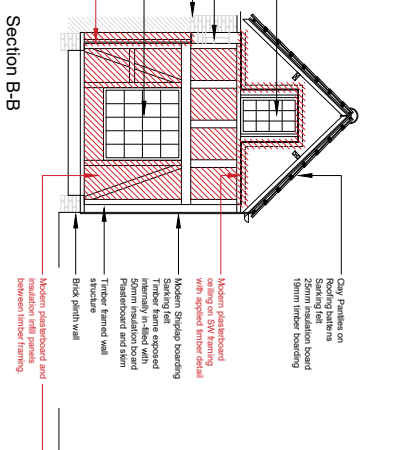
Courtyard Elevation



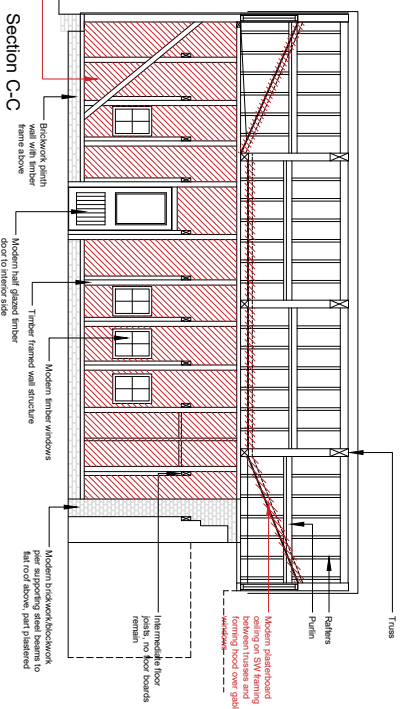
Section A-A



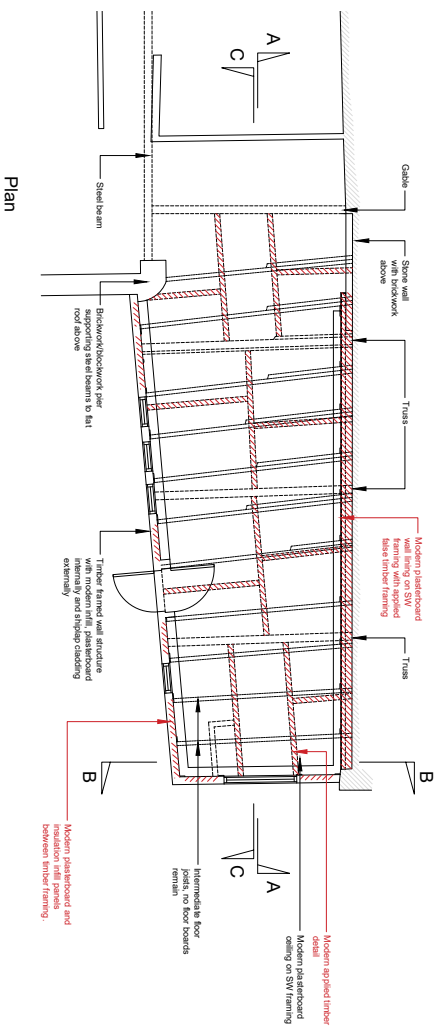
Section B-B



Section C-C



Plan



PROJECT TITLE
Refurbishment of The Carpenters Arms,
Church Street 1200K SN15 21B

**Refurbishment of The Carpenters Arms,
Church Street 12006 SN15 21R**

CLIENT

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AS EXISTING

Outbuilding

DRAWING STATUS	SCALE : 1:50 @ A1
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DRAWING No.		REVISION	DRAWN : ABBV
			DATE : March 2025

2397-012	A	CHECKED: JB
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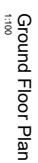
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Appendix 3

All existing timber windows to be repaired as per methodology described on drawing
2397-031



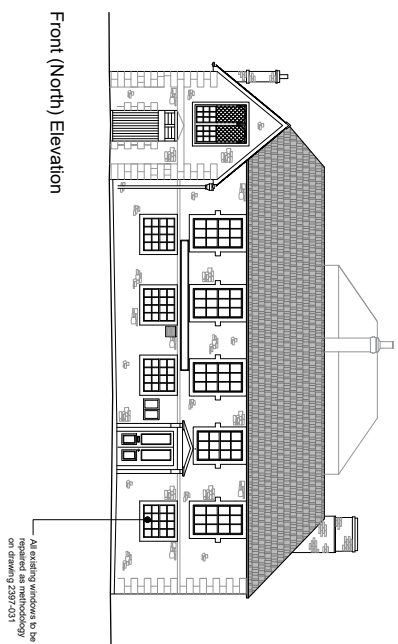
Returbishment of The Carpenters Arms,
Church Street, Laocock, SN15 2LB

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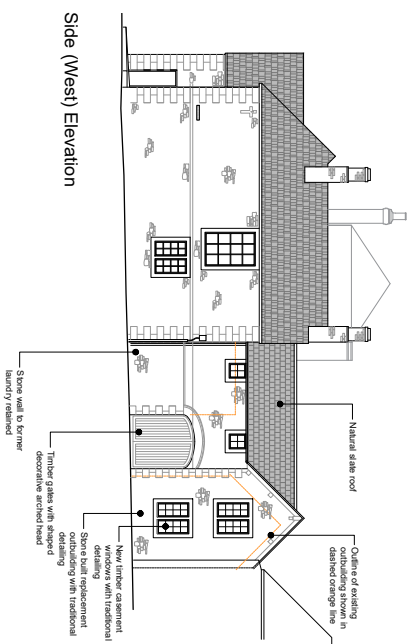
 01524 32479
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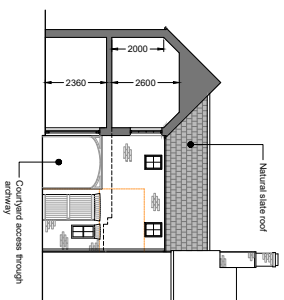
All existing timber windows to be repaired as per methodology described on drawing 2397-031



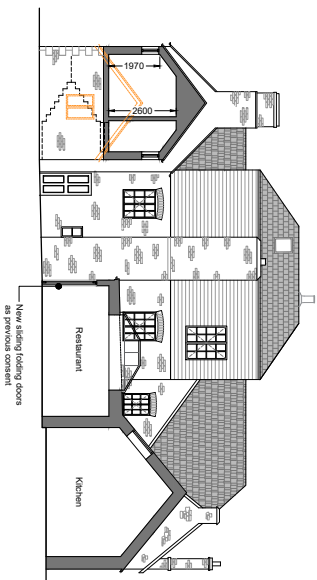
Front (North) Elevation



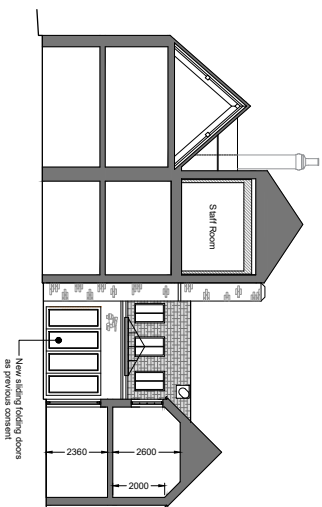
Side (West) Elevation



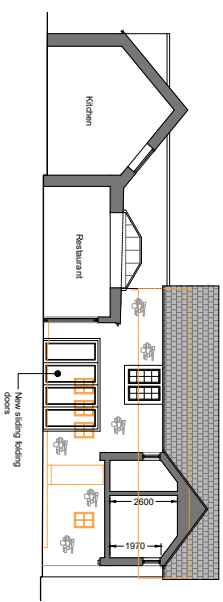
Courtyard (East) Elevation



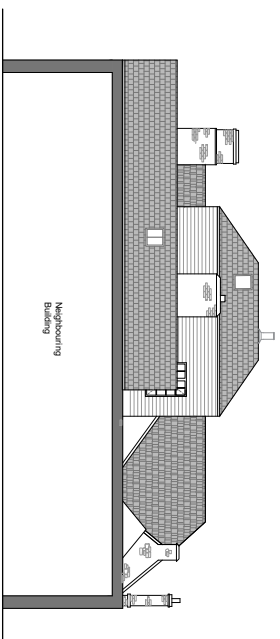
Courtyard (South) Elevation



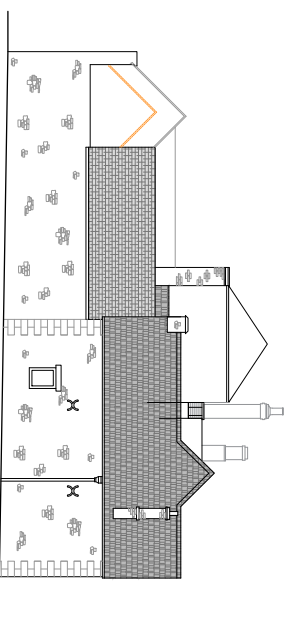
Courtyard (West) Elevation



Courtyard (North) Elevation



Side (South) Elevation



Side (East) Elevation

REV	DATE	DRAWN	CHKD	REVISION DETAILS
B	07/15/25	AKW	AKW	Wind Elevation updated following more detailed survey.
A	08/09/25	HB	AKW	PLANNING ISSUE

Refurbishment of The Carpenters Arms,
Church Street, Lacock, SN15 2LB

CLIENT
Mr. A. Gott

AS PROPOSED
Re-development of Outbuilding
Elevations

DRAWING STATUS		SCALE : 1:100 @ A1	
PLANNING		DATE : January 2024	
DRAWING NO.	REVISION	DRAWN : HS	
2397-052	B	CHECKED : ARW	

8m



Appendix 4

Refurbishment of existing Public House

Carpenters Arms, East Street, Lacock

Elemental Cost Plan: No. [02]

[Commercial]

March 2026

PROJECT SUMMARY

PROJECT TITLE:	Carpenters Arms, Lacock		
Building Function:	Commercial		
Location:	East Street, Lacock	Date of Acceptance	
Date for Receipt [of Tender]			
Date for Tender [Base Month]		Date of Site Possession:	
PROJECT DESCRIPTION:	Development consisting of: - Refurbishment of existing public house 'The Carpenters Arms'		

EXECUTIVE SUMMARY

The cost plan is based on the information listed herein

This is an early stage cost plan which includes assumptions as noted. The costs are based on current day prices as indicated

The proposal is for refurbishment of existing commercial building totalling 666m² GIA

Costs do not allow for inflation. Costs are exclusive of VAT. Costs are exclusive of professional fees

PROJECT TEAM

Client/Employer	
Project Manager	
Architect:	HPA Chartered Architects
Quantity Surveyor	PSP Consultants
CDM PD	TBA
Mechanical Services Engineer	
Electrical Services Engineer	
Structural Engineer	
Landscape Architect	
General Contractor	TBA

DETAILS OF BUILDING

Areas	Levels		Area		Storeys
Ground Floor	1	nr	306	m ²	Percentage of Floor Area: Lower Ground Floor 46 % Above Lower Ground Floor 54 % Average Storey Height: Ground Floor 3 m Above Ground Floor 3 m External Envelope m ² Ratios Net : Gross 0.70 Wall : Floor 0.00
First Floor	1	nr	215	m ²	
Second Floor	1	nr	145	m ²	
				m ²	
				m ²	
Total [Gross Internal Floor Area]			666	m²	
[Net] Usable / Lettable* Area			466	m ²	Functional Units Commercial Unit unit
Circulation Area			55	m ²	
Ancillary Areas			145	m ²	
Plant Room(s)				m ²	
Internal Divisions				m ²	
Total [Gross Internal Floor Area]			666	m²	
Spaces Not Enclosed			0	m ²	
Total Amenity				m ²	
Area of Site				m ²	

1 KEY ASSUMPTIONS AND RISKS

- 1.1.1 Total Contingency/Risk included in the estimate total is 8%. There is a 5% design risk included which is essential since there is limited drawn information
- 1.1.2 We have not carried out a site visit of the existing premises. Our estimate is based on the information provided and the assumptions included in this document
- 1.1.3 We have assumed the existing off site drainage is sufficient to accommodate the works
- 1.1.4 We have made no allowance for incoming utilities/services - it is assumed the existing connections etc are sufficient

2 NOTES AND CLARIFICATIONS

See section 1 above and project summary

3 DRAWINGS USED

- 3.1 2397-010-C - Existing Plans
- 3.2 2397-011-D - Existing Elevations
- 3.3 2397-012-A - Existing Outbuilding
- 3.4 2397-051-B - Proposed Plans
- 3.5 260217-DAS Replacement Outbuilding
- 3.6 260223-SA Carpenters Arms PS February 2026

4 EXCLUSIONS

Our estimate excludes the following:

- 1 Loose fittings and furniture, bar and restaurant fit out, commercial kitchen, OSE, we assume these will be procured from a separate budget
- 2 Any marketing or sales costs
- 3 Service diversions or lowering
- 4 Land purchase price and agency fees
- 5 Planning/Building Regulation fees
- 6 Pre contract professional and all developers legal fees plus expenses
- 7 Finance charges
- 8 Party Wall matters and Rights of Light issues
- 9 VAT
- 10 Local and Mayoral CIL payments , cross rail levy, any Section 278 or Section 106 contributions
- 11 Surveys and investigations
- 12 Off site highways works



Elemental Cost Plan: No. [02]

ELEMENTAL SUMMARY

Carpenters Arms Lacock

Commercial 400 m2

Circulation & Others 173

Gross Internal Floor Area:
(Excluding car park, landscaping etc.)

6168 ft2

573 m2

Ref No	Item Description	Total Cost [£]	Cost per m ² [£]	Cost per ft2 [£]	Element Unit Quantity	Element unit rate
1.0	SUBSTRUCTURE					
2.0	SUPERSTRUCTURE					
2.1	Frame and Upper Floors					
2.2	Roof					
2.3	Stairs & Ramps					
2.4	External Walls					
2.5	Windows & External Doors					
2.6	Internal Walls					
2.7	Internal Doors					
3.0	FINISHES					
3.1	Wall Finishes					
3.2	Floor Finishes					
3.3	Ceiling Finishes					
4.0	INTERNAL FIT OUT					
4.1	Furniture and Fittings					
4.2	Sanitary Fittings					
5.0	SERVICES					
5.1	Disposal Installations					
5.2	Water Installations, Spare heating & Ventilation					
5.3	Electrical Installations					
5.4	Lift Installations					
6.0	EXTERNAL WORKS					
6.1	Site Preparation Works					
6.2	Roads, Paths & Paving's					
6.3	Planting					
6.4	Fencing, Railings and Walls					
6.5	Site / Street Furniture & Equipment					
6.6	External Drainage					
6.7	External Services					
7.0	FACILITATING WORKS					
7.1	Demolition					
	BUILDINGS SUB-TOTAL					
8.0	PRELIMINARIES					
9.0	OVERHEADS & PROFIT					
10.0	[PROJECT] DESIGN FEES					
11.0	DESIGN RISK					
12.0	CONTRACT CONTINGENCY					
TOTAL CONTRACT SUM [Excluding Inflation]						

***Demolition of Existing Outbuilding, Erection of a Replacement
Extension Building and Refurbishment of existing Public House***

Carpenters Arms, East Street, Lacock

Elemental Cost Plan: No. [01]

[Commercial]

March 2026

PROJECT SUMMARY

PROJECT TITLE:	Carpenters Arms, Lacock		
Building Function:	Commercial		
Location:	East Street, Lacock	Date of Acceptance	
Date for Receipt [of Tender]			
Date for Tender [Base Month]		Date of Site Possession:	
PROJECT DESCRIPTION:	Development consisting of: - Demolition of existing outbuilding and the erection of a replacement building - Refurbishment of existing public house 'The Carpenters Arms'		

EXECUTIVE SUMMARY

The cost plan is based on the information listed herein

This is an early stage cost plan which includes assumptions as noted. The costs are based on current day prices as indicated

The proposal is for refurbishment of existing commercial building totalling 666m² GIA

Costs do not allow for inflation. Costs are exclusive of VAT. Costs are exclusive of professional fees

PROJECT TEAM

Client/Employer	
Project Manager	
Architect:	HPA Chartered Architects
Quantity Surveyor	PSP Consultants
CDM PD	TBA
Mechanical Services Engineer	
Electrical Services Engineer	
Structural Engineer	
Landscape Architect	
General Contractor	TBA

DETAILS OF BUILDING

Areas	Levels		Area		Storeys
Ground Floor	1	nr	306	m ²	Percentage of Floor Area: Lower Ground Floor 46 % Above Lower Ground Floor 54 % Average Storey Height: Ground Floor 3 m Above Ground Floor 3 m
First Floor	1	nr	215	m ²	
Second Floor	1	nr	145	m ²	
				m ²	
					External Envelope m ²
					Ratios
					Net : Gross 0.70
					Wall : Floor 0.00
Total [Gross Internal Floor Area]			666	m²	Functional Units <i>Commercial Unit</i> unit
[Net] Usable / Lettable* Area			466	m ²	
Circulation Area			55	m ²	
Ancillary Areas			145	m ²	
Plant Room(s)				m ²	
Internal Divisions				m ²	
Total [Gross Internal Floor Area]			666	m²	
Spaces Not Enclosed			0	m ²	
Total Amenity				m ²	
Area of Site				m ²	

1 KEY ASSUMPTIONS AND RISKS

- 1.1.1 Total Contingency/Risk included in the estimate total is 8%. There is a 5% design risk included which is essential since there is limited drawn information
- 1.1.2 We have not carried out a site visit of the existing premises. Our estimate is based on the information provided and the assumptions included in this document
- 1.1.3 We have assumed the existing off site drainage is sufficient to accommodate the works
- 1.1.4 We have made no allowance for incoming utilities/services - it is assumed the existing connections etc are sufficient

2 NOTES AND CLARIFICATIONS

See section 1 above and project summary

3 DRAWINGS USED

- 3.1 2397-010-C - Existing Plans
- 3.2 2397-011-D - Existing Elevations
- 3.3 2397-012-A - Existing Outbuilding
- 3.4 2397-051-B - Proposed Plans
- 3.5 260217-DAS Replacement Outbuilding
- 3.6 260223-SA Carpenters Arms PS February 2026

4 EXCLUSIONS

Our estimate excludes the following:

- 1 Loose fittings and furniture, bar and restaurant fit out, commercial kitchen, OSE, we assume these will be procured from a separate budget
- 2 Any marketing or sales costs
- 3 Service diversions or lowering
- 4 Land purchase price and agency fees
- 5 Planning/Building Regulation fees
- 6 Pre contract professional and all developers legal fees plus expenses
- 7 Finance charges
- 8 Party Wall matters and Rights of Light issues
- 9 VAT
- 10 Local and Mayoral CIL payments , cross rail levy, any Section 278 or Section 106 contributions
- 11 Surveys and investigations
- 12 Off site highways works



Elemental Cost Plan: No. [01]

ELEMENTAL SUMMARY

Carpenters Arms Lacock

Commercial 466 m2

Circulation & Others 199

Gross Internal Floor Area:
(Excluding car park, landscaping etc.)

7165 ft2

666 m2

Ref No	Item Description	Total Cost [£]	Cost per m ² [£]	Cost per ft2 [£]	Element Unit Quantity	Element unit rate
1.0	SUBSTRUCTURE					
2.0	SUPERSTRUCTURE					
2.1	Frame and Upper Floors					
2.2	Roof					
2.3	Stairs & Ramps					
2.4	External Walls					
2.5	Windows & External Doors					
2.6	Internal Walls					
2.7	Internal Doors					
3.0	FINISHES					
3.1	Wall Finishes					
3.2	Floor Finishes					
3.3	Ceiling Finishes					
4.0	INTERNAL FIT OUT					
4.1	Furniture and Fittings					
4.2	Sanitary Fittings					
5.0	SERVICES					
5.1	Disposal Installations					
5.2	Water Installations, Spare heating & Ventilation					
5.3	Electrical Installations					
5.4	Lift Installations					
6.0	EXTERNAL WORKS					
6.1	Site Preparation Works					
6.2	Roads, Paths & Paving's					
6.3	Planting					
6.4	Fencing, Railings and Walls					
6.5	Site / Street Furniture & Equipment					
6.6	External Drainage					
6.7	External Services					
7.0	FACILITATING WORKS					
7.1	Demolition					
	BUILDINGS SUB-TOTAL					
8.0	PRELIMINARIES					
9.0	OVERHEADS & PROFIT					
10.0	[PROJECT] DESIGN FEES					
11.0	DESIGN RISK					
12.0	CONTRACT CONTINGENCY					
TOTAL CONTRACT SUM [Excluding Inflation]						

Appendix 5

Carpenters Arms
Consented Scheme

Development Appraisal
ARGUS Software
March 20, 2026

APPRAISAL SUMMARY**ARGUS SOFTWARE****Carpenters Arms
Consented Scheme****Appraisal Summary for Phase 1****Currency in £****REVENUE**

Sales Valuation	Units
Public House & Rooms	1

NET REALISATION**OUTLAY****ACQUISITION COSTS**

Residualised Price (Negative land)

CONSTRUCTION COSTS

Construction	ft² Build
Public House & Rooms	6,186

PROFESSIONAL FEES

Other Professional Fees

MARKETING & LETTING

Marketing

DISPOSAL FEES

Sales Agent Fee

Sales Legal Fee

Additional Costs

Loss of Profit

TOTAL COSTS BEFORE FINANCE**FINANCE**

Debit Rate 7.250%, Credit Rate 0.000% (Nominal)

Land

Construction

Letting

Total Finance Cost

TOTAL COSTS**PROFIT****Performance Measures**

APPRAISAL SUMMARY**ARGUS SOFTWARE****Carpenters Arms
Consented Scheme**

Profit on Cost%	17.65%
Profit on GDV%	15.00%
IRR% (without Interest)	N/A

Appendix 6

Carpenters Arms
Proposed Scheme

Development Appraisal
ARGUS Software
May 22, 2026

APPRAISAL SUMMARY**ARGUS SOFTWARE****Carpenters Arms
Proposed Scheme****Appraisal Summary for Phase 1**

Currency in £

REVENUE**Sales Valuation**

	Units
Public House & Rooms	1

Rental Area Summary

	Units
Going Concern	1

Investment Valuation**Going Concern**

Current Rent	44,488
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GROSS DEVELOPMENT VALUE

Purchaser's Costs

Effective Purchaser's Costs Rate

NET DEVELOPMENT VALUE**NET REALISATION****OUTLAY****ACQUISITION COSTS**

Residualised Price (Negative land)

CONSTRUCTION COSTS**Construction**

	ft ²	Buil
Public House & Rooms	7,165	

PROFESSIONAL FEES

Other Professional Fees

MARKETING & LETTING

Marketing

DISPOSAL FEES

Sales Agent Fee

Sales Legal Fee

TOTAL COSTS BEFORE FINANCE**FINANCE**

Debit Rate 7.250%, Credit Rate 0.000% (Nomi

Land

Construction

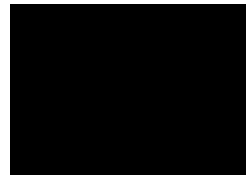
Letting

Total Finance Cost

**Carpenters Arms
Proposed Scheme**

TOTAL COSTS

PROFIT



Performance Measures

Profit on Cost%	17.97%
Profit on GDV%	15.00%
IRR% (without Interest)	56.34%

Appendix 7



THE
BURFORD BROWN

Public House & Rooms

FORECAST

OI

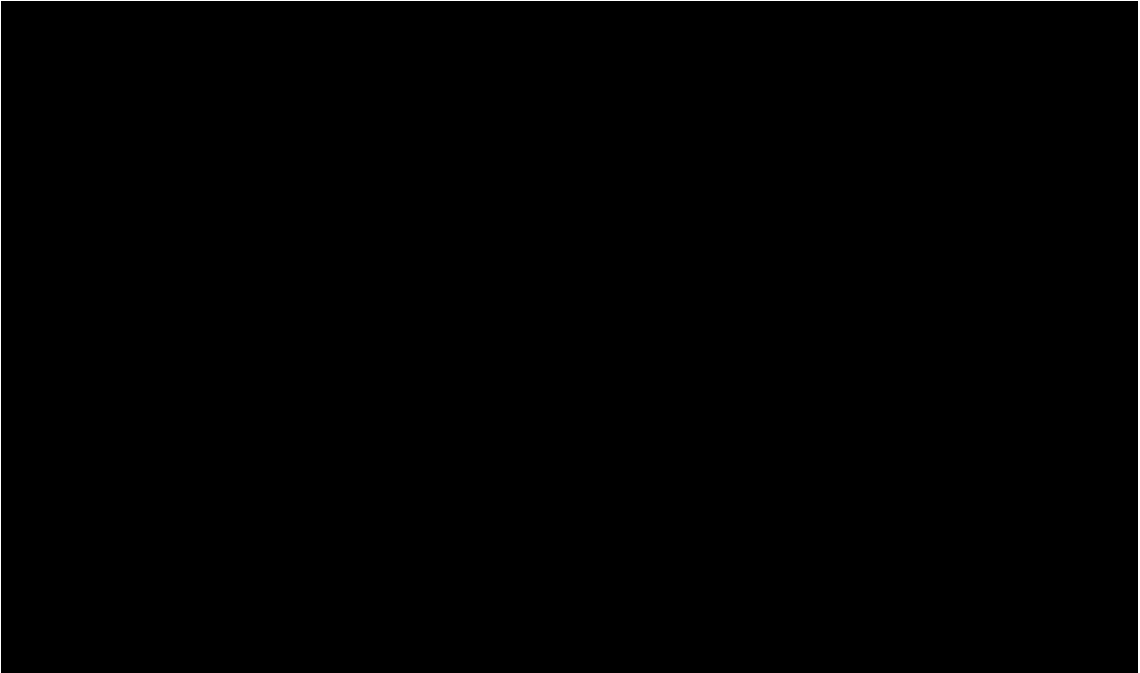
REVENUE MODEL

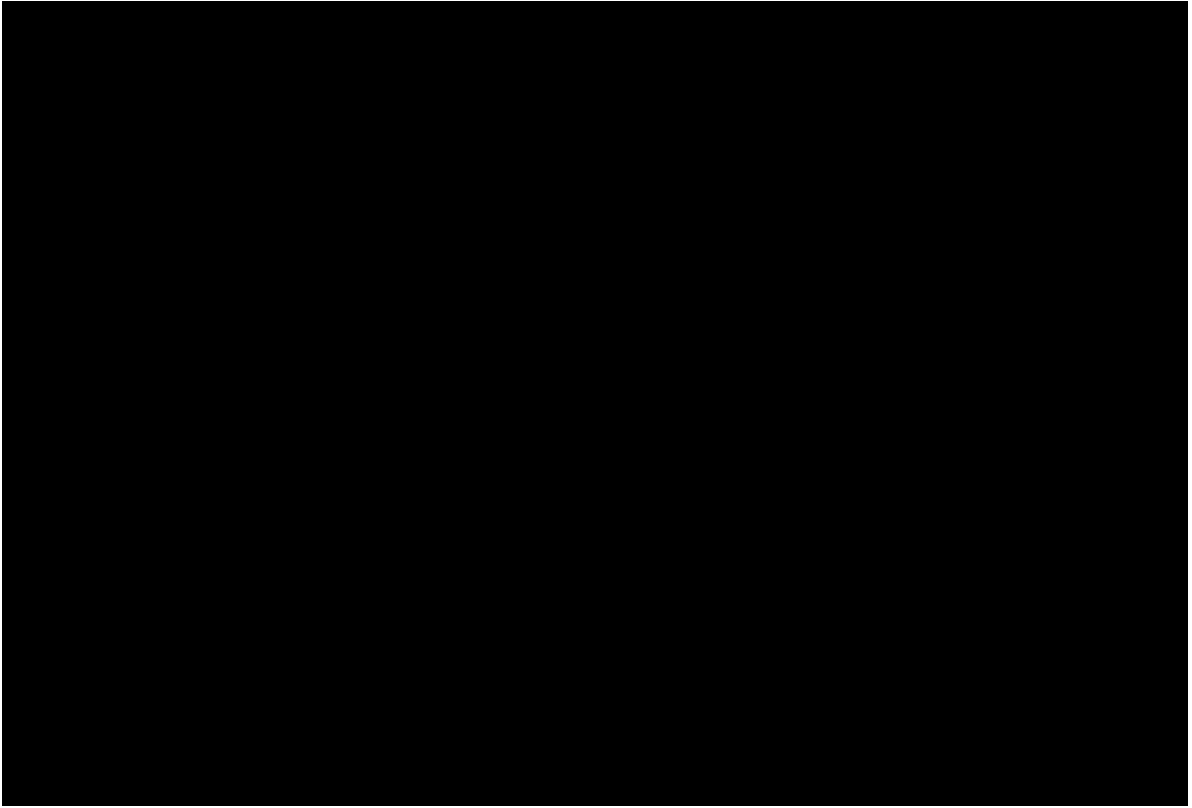
6 BED ROOMS

ANNUAL REVENUE STREAMS	FORECAST
Rooms	
Room Food	
Bar	
Food	
Events	
Total Yearly Gross Sales	
Total Yearly Net Sales	
Net Profit	£(11,562.24) -1%

8 BED ROOMS

ANNUAL REVENUE STREAMS	FORECAST
Rooms	
Room Food	
Bar	
Food	
Events	
Total Yearly Gross Sales	
Total Yearly Net Sales	
Net Profit	





Month 1 Month 2 Month 3 Month 4 Month 5 Month 6 Month 7 Month 8 Month 9 Month 10 Month 11 Month 12

Re [REDACTED]



FOH Payroll Budget

7 Rooms
Per Month

11 Rooms
Per Month

May-26

Rota							
FOH	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Ash	6:30-3	OFF	OFF	9-5PM	ON	ON	ON
AM	11-CL	11-CL	10-6	OFF	OFF	12-10	10-6
SUPERVISOR			3-CL	12-CL	12-9	5-CL	12-10
Breakfast		6:30-3	6:30-3	6:30-3	6:30-3	6:30-3	
PT U-20					5-CL	5-CL	
PT U-18						11-4	11:30-4
PT	6-CL	6-CL				12-4-6-CL	
Fiona			6-CL	6-CL			7:30-3
PT						5:30-CL	12-8
BREAKFAST	1	1	1	1	2	2	2
LUNCH	2	2	2	2	2	5	6
DINNER	2	2	3	3	6	6	2
Housekeeper	9:30-3	9:30-3	9:30-3	9:30-3	9:30-3		
Housekeeper						9:30-3	9:30-3

**11 Rooms
Per Month**

initial hires

[illegible]

Average hotel occupancy rates range between 60% and 70%, with 80% upwards during peak season

The room income is based on days and average occupancy

Average room rate taken as £ [REDACTED] to include [REDACTED] breakfast [REDACTED] - special offer in January/February as there is a tendency to be quieter

Each month the weekends were considered ie 5 or 4 when considering the food/drink sales, together with events locally ie Shoots, Racing and Public holidays, Mothers day etc

Dry sales/ Wet sales = 60%/40% - increase in covers from 45 - 75

Value added sales were considered with Increase in room occupancy ie upto 8 rooms

Marketing the Brand to be considered - this currently shows a reduced cost via assistance from Stonegate (may need to increase this cost)

The Brand should also be considered via the internal training program and set up - this is equally important

Payroll - prepared based on initial set up and 6 rooms, then laterally 8 rooms - schedules attached. This will need to be reviewed in conjunction with any annual salary increase/minimum wage (takes place in April 27)

Business Rates

Whilst these have increased the rateable value has decreased from 16500 to 15500

25-26 26-27

5921

155 Transitional Relief

-861.02 Pub & music venue relief

-335.9 Supporting small business relief - 3 years

3,544.52 4,879.08