

[REDACTED]

From: [REDACTED]@hants.gov.uk>
Sent: 28 February 2019 16:28
To: HIF
Cc: [REDACTED]
Subject: RE: MV473 - Construction of a Bypass, Eastleigh - Grant Offer Letter

Dear Homes England,

I hereby acknowledge receipt of the assurance framework.

Our solicitors acting on our behalf are [REDACTED] and [REDACTED] from our in house legal team.

[REDACTED]@hants.gov.uk – Hampshire County Council, EII South, The Castle, Winchester – 01962 [REDACTED]

And

[REDACTED]@hants.gov.uk – Hampshire County Council, EII South, The Castle Winchester – 01962 [REDACTED]

I trust this is sufficient.

Kind Regards,

[REDACTED]
Major Schemes, Strategic Transport, Hampshire County Council,
Tel: 01962 [REDACTED], E-mail: [REDACTED]@hants.gov.uk

From: [REDACTED]
Sent: 28 February 2019 16:06
To: 'HIF'
Cc: [REDACTED]
Subject: RE: MV473 - Construction of a Bypass, Eastleigh - Grant Offer Letter

Good afternoon

MV473 - Construction of a Bypass, Eastleigh

Following my email below, thank you for your advice regarding the accountable body. In this instance, Hampshire County Council (HCC) will sign the Grant Determination Agreement as they will be the spending the funding, and logically will be monitoring and reporting on spend etc.

I'm afraid I do not know which solicitors will be appointed by HCC but if you contact [REDACTED] in Strategic Transport, he will be able to assist.

Please also note that [REDACTED] will be your main point of contact at HCC for MV473 moving forward (rather than myself), and his details are:

[REDACTED]

[REDACTED]
Major Schemes, Strategic Transport, Hampshire County Council,
Tel: 01962 [REDACTED], E-mail: [REDACTED]@hants.gov.uk

Kind regards

[REDACTED]

From: [REDACTED]
Sent: 12 February 2019 09:23
To: 'HIF'
Cc: [REDACTED]
Subject: RE: MV473 - Construction of a Bypass, Eastleigh - Grant Offer Letter

Good morning

MV473 - Construction of a Bypass, Eastleigh

Thank you for sending through the letter and associated documentation related to the above. I am writing to acknowledge receipt.

As the submission to the HIF was a joint submission with Hampshire County Council (HCC) we need to urgently arrange how the obligations will be placed on HCC if the Borough Council (EBC) is the signatory. The practical arrangements regarding funding draw down and monitoring etc will need thorough consideration. If you are able to contact myself soon to advise how other two-tier authority areas are approaching this, that would be helpful.

Kind regards

[REDACTED]

[REDACTED]
Strategy - Strategic Planning
Eastleigh Borough Council | Eastleigh House | Upper Market Street | Eastleigh | SO50 9YN
☎ 023 [REDACTED]
🌐 eastleigh.gov.uk 🐦 [@EastleighBC](https://twitter.com/EastleighBC)



The advertisement features a photograph of a green garden waste bin filled with cuttings. To the right of the photo is a dark blue banner with white text. The text reads: "Wasting time... on a trip to the tip", "Join our Garden Waste scheme SAVE TIME and its more convenient", and "Sign up TODAY www.eastleigh.gov.uk/gardenwaste".

This e-mail is subject to recording and/or monitoring. Any content or attachments are for the person to whom it is addressed, and may be confidential.
If you get it by mistake, please email us back as soon as possible, and then delete it from your system; please do not pass it on to anyone else, or use the information in it.
We do our best to guard against viruses. If you get a virus, we cannot accept liability for any damage.
You should carry out your own virus check before you open attachments.
Eastleigh Borough Council

From: HIF [<mailto:HIF@homesengland.gov.uk>]
Sent: 11 February 2019 10:21
To: [REDACTED]

Cc: [REDACTED]; HIF

Subject: MV473 - Construction of a Bypass, Eastleigh - Grant Offer Letter

Dear [REDACTED]

We are pleased to attach the formal offer letter for your successful Marginal Viability Bid from the Housing Infrastructure Fund.

The offer letter details the key terms of the funding which will form the basis of the Grant Determination Agreement (GDA) to be signed between yourself and Homes England. In addition, we have provide you the link for the baseline which will form part of project monitoring (detailed further below) and attached the MVF Assurance Framework (this is the definitive document which will be referenced in the GDA) **please reply to acknowledge receipt of this document.**

In your reply to the acknowledgement of the Assurance Framework please let us know which solicitors you have appointed on your behalf to enter contracting.

Baseline:

As part of the contracting process, you are required to complete our online baseline form, please see link below:

<https://monitor.homesengland.org.uk/project/43>

The monitoring form will monitor against each individual HIF funded piece of infrastructure (including land acquisition/assembly and remediation) as well as scheme financials and the wider project and homes delivered.

This has been set up using data you provided during funding clarification and the majority of the baseline has already been completed, however, any gaps in the information must be completed by yourselves, with the support of your Homes England contact. Please ensure you carefully review all fields. The baseline will need to be completed in the lead up to finalising your contract. Your scheme will not be able to finalise contracting until a completed baseline has been submitted and approved.

The key sections of monitoring the HIF funded works includes:

- Summary overview of project
- Key milestones of the HIF funded infrastructure (each piece of HIF funded infrastructure will be monitored separately)
- Financial stack and profile of HIF funding

Please see guidance attached for further details on how to complete the baseline system.

Once you have completed your baseline, Homes England will review and, once approved, will 'lock-down' your baseline – against which you will be monitored.

Contractual obligations **will require returns to be submitted no later than the 10th of the month**, following the completion of a quarter. The quarters are : April-June, July – Sept, Oct – Dec, Jan – March.

Accessing and completing the Baseline

- To access your baseline please follow the link at the top of this email
- The link will ask you to provide your email address which will verify that you are an approved user
- You will receive a new email with a new URL to start completing your return.
- Once on the baseline form, the URL will be active for up to 30 days (provided it is not refreshed or closed). If you need to come back at a later point to complete the form please save your draft baseline and take a copy of the URL in the browser, you should use this URL to go back and continue working on your baseline. If you have not saved your baseline, and taken a copy of the URL, your data will be lost and you will need to start again.

Sharing the baseline creator

You can share drafts of your baseline to your colleagues or Homes England by copying and pasting the URL of a saved return in an email to the required recipient. Emails of these additional users will need to be provided to Homes England first so we can add it to the list of verified users for the scheme – please email the HIF inbox to do this.

All required monitoring returns will need to be returned via this portal.

If you have any questions, or would like further guidance or support on using the system, please do not hesitate to contact us at HIF@homesengland.gov.uk

Kind regards,

HIF Team



Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED] <[REDACTED]@hants.gov.uk>
Sent: 21 February 2019 14:45
To: [REDACTED]
Cc: [REDACTED]
Subject: RE: HIFMV473 Eastleigh - Botley Bypass: Change of Homes Engand contact
Attachments: Bridge Estimate 010617.pdf; B2307_16_01 Rev-C OLD.pdf; FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Dear [REDACTED]

Just as an update for you as [REDACTED] is on leave and there are conditions that require satisfying prior to the end of February.

We are currently going to counsel to get advice about State Aid and should hopefully confirm the schemes compliance with the rules. We're hoping that we will have the advice very soon but previous advice regarding the [REDACTED] (infrastructure linked to development) did not raise any issues.

There is also a condition requiring extra information about the bridge and utility costs. We have previously sent a response on the 23rd of January when that was raised prior to receiving the offer and it was acknowledged by [REDACTED]. Can you confirm that has been received and that you aren't seeking any additional information? I've attached the documents and email for your convenience.

Kind Regards,

[REDACTED]
Major Schemes, Strategic Transport, Hampshire County Council,
Tel: 01962 [REDACTED], E-mail: [REDACTED]@hants.gov.uk

From: [REDACTED] <[REDACTED]@homesengland.gov.uk>
Sent: 20 February 2019 10:46
To: [REDACTED] <[REDACTED]@hants.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED]
Subject: HIFMV473 Eastleigh - Botley Bypass: Change of Homes Engand contact

All

I trust you're well.

A brief note to let you know that after today I will no longer be your contact at Homes England.

[REDACTED] (cc'd and on 0117 937 [REDACTED]) will be your contact.

Regards

[REDACTED]

[REDACTED]

Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]

[@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Wednesdays and Thursdays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED]@hants.gov.uk
Sent: 26 September 2018 09:32
To: [REDACTED]
Cc: [REDACTED]
Subject: RE: HIF MV 473 - Botley Bypass [OFFICIAL SENSITIVE]

Good morning [REDACTED]

Thank you for your email and my apologies for not having come back to you sooner, [REDACTED] and [REDACTED]
[REDACTED]

I have almost completed an update of our appraisal work on a cash flow basis and plan to share this before the end of the week. We believe that based on our updated figures, which are now displayed more clearly and accurately, a viability gap can be demonstrated.

I would be happy to meet with you to discuss the detail of the figures next week on either Tuesday or Friday?

Regards,

[REDACTED]
[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [[mailto:\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)]

Sent: 25 September 2018 14:40

To: [REDACTED]; [REDACTED]; [REDACTED]

Cc: [REDACTED]; [REDACTED]; [REDACTED]

Subject: RE: HIF MV 473 - Botley Bypass [OFFICIAL SENSITIVE]

Hello [REDACTED]

Following our call on the 12th, can you advise how you are progressing on your numbers?

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays

[REDACTED]

[REDACTED]

From: [REDACTED] [[mailto:\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)]

Sent: 04 September 2018 10:58

To: [REDACTED]; [REDACTED]; [REDACTED]

Subject: HIF MV 473 - Botley Bypass [OFFICIAL SENSITIVE]

[REDACTED]

I would like to set up a call to discuss the above project and how to take it forward.

From our end it would be:

██████████ – CBRE
██████████ – Homes England

Me

What is your availability for a call preferably this week?

Regards

██████████

██████████

Senior Specialist - Investments

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 ██████████

██████████ [@homesengland.gov.uk](mailto:██████████@homesengland.gov.uk)



Homes England was launched by the Secretary of State on 11 January 2018. Homes England is the trading name of Homes and Communities Agency (the legal entity).

Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

OFFICIAL SENSITIVE - COMMERCIAL

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

*** This email, and any attachments, is strictly confidential and may be legally privileged. It is intended only for the addressee. If you are not the intended recipient, any disclosure, copying, distribution or other use of this communication is strictly prohibited. If you have received this message in error, please contact

the sender. If you have a Freedom of Information Request please redirect to the following address foi@hants.gov.uk. Any statutory timeframe will not commence until the request is received at this address.[disclaimer id: HCCStdDisclaimerExt] ***

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED] <[REDACTED]@hants.gov.uk>
Sent: 26 September 2018 09:32
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]; [REDACTED]; [REDACTED]
Subject: RE: HIF MV 473 - Botley Bypass [OFFICIAL SENSITIVE]

Good morning [REDACTED],

Thank you for your email and my apologies for not having come back to you sooner, [REDACTED] and [REDACTED]

I have almost completed an update of our appraisal work on a cash flow basis and plan to share this before the end of the week. We believe that based on our updated figures, which are now displayed more clearly and accurately, a viability gap can be demonstrated.

I would be happy to meet with you to discuss the detail of the figures next week on either Tuesday or Friday?

Regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [mailto:[REDACTED]@homesengland.gov.uk]
Sent: 25 September 2018 14:40
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]; [REDACTED]; [REDACTED]
Subject: RE: HIF MV 473 - Botley Bypass [OFFICIAL SENSITIVE]

Hello [REDACTED]

Following our call on the 12th, can you advise how you are progressing on your numbers?

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays

[Redacted]

From: [Redacted] [mailto:[Redacted]@hants.gov.uk]
Sent: 06 September 2018 14:53
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]
Subject: RE: HIF MV 473 - Botley Bypass [OFFICIAL SENSITIVE]

Hi [Redacted],

My colleague, [Redacted], and I are available tomorrow morning (7th) or anytime next Wednesday (12th) or Thursday (13th).

Are any of the above acceptable? If so, can you please propose a suitable time.

Regards,

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted] [mailto:[Redacted]@homesengland.gov.uk]
Sent: 04 September 2018 10:58
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]
Subject: HIF MV 473 - Botley Bypass [OFFICIAL SENSITIVE]

[Redacted]

I would like to set up a call to discuss the above project and how to take it forward.

From our end it would be:
[Redacted] – CBRE
[Redacted] – Homes England
Me

What is your availability for a call preferably this week?

Regards

[Redacted]

[Redacted]
Senior Specialist - Investments
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [Redacted]
[Redacted] @homesengland.gov.uk



Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

OFFICIAL SENSITIVE - COMMERCIAL

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

*** This email, and any attachments, is strictly confidential and may be legally privileged. It is intended only for the addressee. If you are not the intended recipient, any disclosure, copying, distribution or other use of this communication is strictly prohibited. If you have received this message in error, please contact the sender. If you have a Freedom of Information Request please redirect to the following address foi@hants.gov.uk. Any statutory timeframe will not commence until the request is received at this address.[disclaimer id: HCCStdDisclaimerExt] ***

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED]
Sent: 19 July 2018 18:09
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

I have a couple of more minor questions on project milestones.

- [REDACTED]
- When would housing construction commence.

Regards

[REDACTED]

Senior Specialist - Investments
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
[REDACTED]@homesengland.gov.uk



Homes England was launched by the Secretary of State on 11 January 2018. Homes England is the trading name of Homes and Communities Agency (the legal entity).

Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED]
Sent: 19 July 2018 17:19
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

I have just tried phoning and have left a message, I would be grateful if you could give me a call when you are free, I should be available most of the afternoon and parts of tomorrow.

As you know [REDACTED] of CBRE is currently away on leave but having reviewed the email trail the key issue that need to be resolved are as follows:

Land Value

[REDACTED]

Financial Appraisal

The form, of the financial appraisal isn't in a form that I would expect to see. As you are acting as a master developer, I would expect to see on the income side the value of the serviced land and on the costs side, the costs of unlocking the site in terms of infrastructure, land acquisition, finance costs etc.

Can we discuss your valuation basis so that I can better understand the approach you have used.

I can set up a telecon if you wish other people to join the call, let me know if this is helpful.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Investments

Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]

[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)



Homes
England



Homes England was launched by the Secretary of State on 11 January 2018. Homes England is the trading name of Homes and Communities Agency (the legal entity).

Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 18 July 2018 08:50

To: [REDACTED]

Cc: [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED] @ London HH; [REDACTED] @ London HH'; [REDACTED]

Subject: RE: Botley Bypass - HIF submission clarifications

Dear [REDACTED],

I write to confirm that the below request for information is being attended to by my colleagues in Strategic Transport, if not already provided.

Following a brief catch up with [REDACTED] last week and the conclusion of his report, I understand that there is a desire for a conference call to discuss further as there may be some concerns that need to be addressed? We at Hampshire County Council would rather have a face to face meeting to discuss any concerns over the project and the HIF funding. I understand however that Mr [REDACTED] cannot make a face to face in the next two weeks, and is then on leave for three weeks, so we would be grateful if you were able to assist in facilitating a meeting with us to discuss any concerns you may have.

We would also be grateful if it were possible to receive an agenda for this meeting and a copy of CBRE's report relating to our project so that we may fully understand the issues that are being raised.

Regards,

[Redacted]

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted] London HH [[mailto:\[Redacted\]@cbre.com](mailto:[Redacted]@cbre.com)]
Sent: 22 June 2018 14:27
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]
@ London HH
Subject: Re: Botley Bypass - HIF submission clarifications

[Redacted]

Thanks for your email.

We have completed our report which has been now been reviewed by Homes England. We would like to arrange a joint call to discuss the way forward. My PA, [Redacted] (copied) will be in touch with you to arrange a slot for this.

In the meantime, it would be helpful if you could collate inputs for the table below. These milestones will need to be agreed for input into the final contract.

	Project Milestone	Date
1	Design of bypass complete.	To be agreed with EBC
2	Detailed planning for bypass secured.	To be agreed with EBC
3	Procurement of contractor to build bypass.	To be agreed with EBC
4	Land acquired to deliver bypass	To be agreed with EBC
5	Commencement of construction of bypass.	To be agreed with EBC
6	Bypass build complete	To be agreed with EBC

In addition, please can you provide a plan identifying all the remaining landowners required to bring forward the development and infrastructure works, their ownership and the status of the negotiation.

Any queries please give me a call.

Many thanks,

[Redacted]

[Redacted]
CBRE Capital Advisors
[Redacted]

On 19 Jun 2018, at 09:15, [Redacted] <[Redacted]@hants.gov.uk> wrote:

Good morning [REDACTED],

Following our provision of clarifications in respect of Hampshire County Council's HIF submission and [REDACTED]'s viability assessment, are you in a position to provide us with an update on the status of our bid?

We are in the final stages of preparing our residential-led planning application for submission and it would be very helpful to have an update on this matter by the end of the week.

Kind regards,

[REDACTED]

[REDACTED]
Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH [[mailto:\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)]
Sent: 30 May 2018 11:07
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

Many thanks for providing this additional information.

We will be in touch if we have any further queries.

Kind regards,

[REDACTED]

[REDACTED] | Senior Director
CBRE Ltd | Capital Advisors
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED] @cbre.com | www.cbre.com

<image001.png>

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 30 May 2018 10:55
To: [REDACTED] @ London HH <[REDACTED]@cbre.com>
Cc: [REDACTED] @hants.gov.uk>; [REDACTED] @hants.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: Botley Bypass - HIF submission clarifications

[REDACTED]

Further to your email exchange with [REDACTED] regarding the Botley Bypass HIF submission and your request for clarification on a few points, there were a couple of points outstanding which I have responded to below:

In relation to point 3:

There are [REDACTED] plots of land required to deliver the bypass and widening at Woodhouse Lane: [REDACTED] of these plots are already owned by the County Council; on Woodhouse Lane there are [REDACTED] third party land owners remaining; and in relation to the bypass section there are [REDACTED] third party land owners remaining.

The County Council is progressing a twin tracked approach to securing the [REDACTED] third party land plots as soon as possible:

Firstly negotiations are currently ongoing and progressing well with all [REDACTED] of the third party land owners whose land is required for the scheme.

Secondly the County Council has commenced the CPO process to ensure that if negotiations to acquire land by agreement are unsuccessful that there is a mechanism in place to secure the land. The link below sets out the Executive Member for Environment and Transport Report from January 2018 recommending the commencement of the twin tracked approach to acquisition and the CPO process.

<http://democracy.hants.gov.uk/documents/s11305/Report.pdf>

It is anticipated that the CPO will be made in June 2018 and the delivery programme allows for 2 years should any objections to the CPO lead to an Inquiry. It is intended that the negotiation process continues with the land owners to seek to purchase the land by agreement throughout this period.

The land acquisition process will not impact upon the start date for the scheme. The first phase of the bypass will include works to the northern end of Woodhouse Lane and the western most section of the bypass upto Winchester Street. These works can be completed without any third party land and will enable access to the Uplands Farm development to be provided as soon as possible. No third party land is required until the second phase of the bypass commences which is not due to start until after the secondary school opens in September 2020. Should a CPO be required the process should be finalised at the very latest in June 2020 ahead of starting the construction of the second phase of the bypass.

[In relation to point 7:](#)

In addition to the [REDACTED] Housing Infrastructure Fund (HIF) Marginal Viability funding, the following reflects the current funding position:

In October 2017 a Cabinet Report identified a Hampshire County Council local contribution of [REDACTED] towards the delivery of Botley Bypass Phase 1 which relates to the on line improvements to Woodhouse Lane.

A further Section 106 contribution of [REDACTED] has also been secured in relation to the works at the A334 / A3051 Station Hill junction.

A further [REDACTED] in Section 106 contributions has been allocated to the scheme plus an additional [REDACTED] expected from recently approved local development will be allocated to the scheme.

Mechanisms are in place to ensure that the remainder of the funding will be secured via a mixture of public sector and private sector contributions. Discussions are currently ongoing with potential developers to the east of the River Hamble in respect of potential private sector contributions

towards the scheme and the remainder will be funded by the County Council. The amounts cannot be confirmed as they are subject to sensitive ongoing negotiations with a developer. However please see attached a confidential letter from the S151 Officer which sets out the County Council's position in respect of funding the bypass.

I hope the above helps however if you require any further information in respect of the bypass then please let me know,

Kind regards,

[REDACTED]

[REDACTED] **BA Dip TP MRTPI**

Team Leader | Major Schemes | Strategic Transport
Economy, Transport and Environment Department
Hampshire County Council, Elizabeth II Court West, Winchester, SO23 8UD
☎ 01962 [REDACTED]
🌐 www.hants.gov.uk

From: [REDACTED] @ London HH [[mailto:\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)]
Sent: 22 May 2018 12:40
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: Botley Bypass - HIF submission clarifications

Hi [REDACTED]

Further to my brief call with [REDACTED] this morning, please can you provide the following to help us complete our assessment:-

1. Electronic copy of site plan and updated appraisals discussed when we met along with supporting cashflow.
2. Evidence to support [REDACTED] land value proposed including HCC book value and/or Red Book Valuation where available.
3. Update on negotiations in relation to third party land acquisition required to enable delivery of infrastructure works including anticipated timescales for concluding negotiations by agreement or CPO if necessary.
4. Further detail in relation to any acquisitions or third party consents required for delivery of the housing land including the status of existing option arrangement on Winchester Street site.
5. Confirmation policy compliant affordable housing will be targeted on both sites.
6. Basis of private and affordable residential values applied and any evidence to support assumptions.
7. Evidence to support the availability of [REDACTED] capital earmarked towards the bypass works to meet the proposed funding requirements, also that HCC will commit to fund any cost overruns above the anticipated cost plan.
8. Complete table below specifying anticipated phasing of unit delivery for the two sites on a combined basis in accordance with your proposed project delivery timescales.

Phasing	Market Sale (including developer shared equity/ownership)	Market Rent	Affordable Housing (social or affordable rent)	Affordable Housing (LCHO or AHO)	Total
FY18/19					
FY19/20					
FY20/21					
FY21/22					
FY22/23					
Beyond FY22/23					
Total					

I would be grateful if you could send across what information you have readily available to enable us to complete our report by the end of the week.

Please do not hesitate to get touch if you have any queries.

Kind regards,

[Redacted]

[Redacted]

CBRE Ltd | Capital Advisors
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [Redacted] | M [Redacted]
[Redacted] @cbre.com | www.cbre.com

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

*** This email, and any attachments, is strictly confidential and may be legally privileged. It is intended only for the addressee. If you are not the intended recipient, any disclosure, copying, distribution or other use of this communication is strictly prohibited. If you have received this message in error, please contact the sender. If you have a Freedom of Information Request please redirect to the following address foi@hants.gov.uk. Any statutory timeframe will not commence until the request is received at this address.[disclaimer id: HCCStdDisclaimerExt] ***

[REDACTED]

From: [REDACTED]
Sent: 19 July 2018 18:09
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

I have a couple of more minor questions on project milestones.

- [REDACTED]
- When would housing construction commence.

Regards

[REDACTED]

Senior Specialist - Investments
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
[REDACTED]@homesengland.gov.uk



Homes England was launched by the Secretary of State on 11 January 2018. Homes England is the trading name of Homes and Communities Agency (the legal entity).

Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED]
Sent: 19 July 2018 17:19
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

I have just tried phoning and have left a message, I would be grateful if you could give me a call when you are free, I should be available most of the afternoon and parts of tomorrow.

As you know [REDACTED] of CBRE is currently away on leave but having reviewed the email trail the key issue that need to be resolved are as follows:

Land Value

[Redacted]

Financial Appraisal

The form, of the financial appraisal isn't in a form that I would expect to see. As you are acting as a master developer, I would expect to see on the income side the value of the serviced land and on the costs side, the costs of unlocking the site in terms of infrastructure, land acquisition, finance costs etc.

Can we discuss your valuation basis so that I can better understand the approach you have used.

I can set up a telecon if you wish other people to join the call, let me know if this is helpful.

Regards

[Redacted]

[Redacted]

Senior Specialist - Investments

Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [Redacted]

[\[Redacted\]@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)



Homes England was launched by the Secretary of State on 11 January 2018. Homes England is the trading name of Homes and Communities Agency (the legal entity).

Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [Redacted] [[mailto:\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)]
Sent: 18 July 2018 08:50
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted] @ London HH; [Redacted] @ London HH'; [Redacted]
Subject: RE: Botley Bypass - HIF submission clarifications

Dear [Redacted],

I write to confirm that the below request for information is being attended to by my colleagues in Strategic Transport, if not already provided.

Following a brief catch up with [Redacted] last week and the conclusion of his report, I understand that there is a desire for a conference call to discuss further as there may be some concerns that need to be addressed? We at Hampshire County Council would rather have a face to face meeting to discuss any concerns over the project and the HIF funding. I understand however that [Redacted] cannot make a face to face in the next two weeks, and is then on leave for three weeks, so we would be grateful if you were able to assist in facilitating a meeting with us to discuss any concerns you may have.

We would also be grateful if it were possible to receive an agenda for this meeting and a copy of CBRE's report relating to our project so that we may fully understand the issues that are being raised.

Regards,

[Redacted]

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted] @ London HH [[mailto:\[Redacted\]@cbre.com](mailto:[Redacted]@cbre.com)]
Sent: 22 June 2018 14:27
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]
@ London HH
Subject: Re: Botley Bypass - HIF submission clarifications

[Redacted]

Thanks for your email.

We have completed our report which has been now been reviewed by Homes England. We would like to arrange a joint call to discuss the way forward. My PA, [Redacted] (copied) will be in touch with you to arrange a slot for this.

In the meantime, it would be helpful if you could collate inputs for the table below. These milestones will need to be agreed for input into the final contract.

	Project Milestone	Date
1	Design of bypass complete.	To be agreed with EBC
2	Detailed planning for bypass secured.	To be agreed with EBC
3	Procurement of contractor to build bypass.	To be agreed with EBC
4	Land acquired to deliver bypass	To be agreed with EBC
5	Commencement of construction of bypass.	To be agreed with EBC
6	Bypass build complete	To be agreed with EBC

In addition, please can you provide a plan identifying all the remaining landowners required to bring forward the development and infrastructure works, their ownership and the status of the negotiation.

Any queries please give me a call.

Many thanks,

[Redacted]

[Redacted]
CBRE Capital Advisors
[Redacted]

On 19 Jun 2018, at 09:15, [Redacted] <[\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)> wrote:

Good morning [REDACTED],

Following our provision of clarifications in respect of Hampshire County Council's HIF submission and [REDACTED]'s viability assessment, are you in a position to provide us with an update on the status of our bid?

We are in the final stages of preparing our residential-led planning application for submission and it would be very helpful to have an update on this matter by the end of the week.

Kind regards,

[REDACTED]

[REDACTED]
Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH [mailto:[REDACTED]@cbre.com]
Sent: 30 May 2018 11:07
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

Many thanks for providing this additional information.

We will be in touch if we have any further queries.

Kind regards,

[REDACTED]

[REDACTED] Senior Director
CBRE Ltd | Capital Advisors
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED]@cbre.com | www.cbre.com

<image001.png>

From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 30 May 2018 10:55
To: [REDACTED] @ London HH <[REDACTED]@cbre.com>
Cc: [REDACTED] >; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: Botley Bypass - HIF submission clarifications

[REDACTED],

Further to your email exchange with [REDACTED] regarding the Botley Bypass HIF submission and your request for clarification on a few points, there were a couple of points outstanding which I have responded to below:

In relation to point 3:

There are ■ plots of land required to deliver the bypass and widening at Woodhouse Lane: ■ of these plots are already owned by the County Council; on Woodhouse Lane there are ■ third party land owners remaining; and in relation to the bypass section there are ■ third party land owners remaining.

The County Council is progressing a twin tracked approach to securing the ■ third party land plots as soon as possible:

Firstly negotiations are currently ongoing and progressing well with all ■ of the third party land owners whose land is required for the scheme.

Secondly the County Council has commenced the CPO process to ensure that if negotiations to acquire land by agreement are unsuccessful that there is a mechanism in place to secure the land. The link below sets out the Executive Member for Environment and Transport Report from January 2018 recommending the commencement of the twin tracked approach to acquisition and the CPO process.

<http://democracy.hants.gov.uk/documents/s11305/Report.pdf>

It is anticipated that the CPO will be made in June 2018 and the delivery programme allows for 2 years should any objections to the CPO lead to an Inquiry. It is intended that the negotiation process continues with the land owners to seek to purchase the land by agreement throughout this period.

The land acquisition process will not impact upon the start date for the scheme. The first phase of the bypass will include works to the northern end of Woodhouse Lane and the western most section of the bypass upto Winchester Street. These works can be completed without any third party land and will enable access to the Uplands Farm development to be provided as soon as possible. No third party land is required until the second phase of the bypass commences which is not due to start until after the secondary school opens in September 2020. Should a CPO be required the process should be finalised at the very latest in June 2020 ahead of starting the construction of the second phase of the bypass.

[In relation to point 7:](#)

In addition to the ■ Housing Infrastructure Fund (HIF) Marginal Viability funding, the following reflects the current funding position:

In October 2017 a Cabinet Report identified a Hampshire County Council local contribution of ■ towards the delivery of Botley Bypass Phase 1 which relates to the on line improvements to Woodhouse Lane.

A further Section 106 contribution of ■ has also been secured in relation to the works at the A334 / A3051 Station Hill junction.

A further ■ in Section 106 contributions has been allocated to the scheme plus an additional ■ expected from recently approved local development will be allocated to the scheme.

Mechanisms are in place to ensure that the remainder of the funding will be secured via a mixture of public sector and private sector contributions. Discussions are currently ongoing with potential developers to the east of the River Hamble in respect of potential private sector contributions

towards the scheme and the remainder will be funded by the County Council. The amounts cannot be confirmed as they are subject to sensitive ongoing negotiations with a developer. However please see attached a confidential letter from the S151 Officer which sets out the County Council's position in respect of funding the bypass.

I hope the above helps however if you require any further information in respect of the bypass then please let me know,

Kind regards,

[REDACTED]

[REDACTED] **BA Dip TP MRTPI**

Team Leader | Major Schemes | Strategic Transport
Economy, Transport and Environment Department
Hampshire County Council, Elizabeth II Court West, Winchester, SO23 8UD
☎ 01962 [REDACTED]
🌐 www.hants.gov.uk

From: [REDACTED] @ London HH [[mailto:\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)]
Sent: 22 May 2018 12:40
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: Botley Bypass - HIF submission clarifications

Hi [REDACTED]

Further to my brief call with [REDACTED] this morning, please can you provide the following to help us complete our assessment:-

1. Electronic copy of site plan and updated appraisals discussed when we met along with supporting cashflow.
2. Evidence to support [REDACTED] land value proposed including HCC book value and/or Red Book Valuation where available.
3. Update on negotiations in relation to third party land acquisition required to enable delivery of infrastructure works including anticipated timescales for concluding negotiations by agreement or CPO if necessary.
4. Further detail in relation to any acquisitions or third party consents required for delivery of the housing land including the status of existing option arrangement on Winchester Street site.
5. Confirmation policy compliant affordable housing will be targeted on both sites.
6. Basis of private and affordable residential values applied and any evidence to support assumptions.
7. Evidence to support the availability of [REDACTED] capital earmarked towards the bypass works to meet the proposed funding requirements, also that HCC will commit to fund any cost overruns above the anticipated cost plan.
8. Complete table below specifying anticipated phasing of unit delivery for the two sites on a combined basis in accordance with your proposed project delivery timescales.

Phasing	Market Sale (including developer shared equity/ownership)	Market Rent	Affordable Housing (social or affordable rent)	Affordable Housing (LCHO or AHO)	Total
FY18/19					
FY19/20					
FY20/21					
FY21/22					
FY22/23					
Beyond FY22/23					
Total					

I would be grateful if you could send across what information you have readily available to enable us to complete our report by the end of the week.

Please do not hesitate to get touch if you have any queries.

Kind regards,

[Redacted]

[Redacted] | Senior Director
 CBRE Ltd | Capital Advisors
 Henrietta House | Henrietta Place | London | W1G 0NB
 DDI 020 [Redacted] | M [Redacted]
 [Redacted] @cbre.com | www.cbre.com

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

*** This email, and any attachments, is strictly confidential and may be legally privileged. It is intended only for the addressee. If you are not the intended recipient, any disclosure, copying, distribution or other use of this communication is strictly prohibited. If you have received this message in error, please contact the sender. If you have a Freedom of Information Request please redirect to the following address foi@hants.gov.uk. Any statutory timeframe will not commence until the request is received at this address.[disclaimer id: HCCStdDisclaimerExt] ***

[REDACTED]

From: [REDACTED]
Sent: 19 July 2018 17:19
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

I have just tried phoning and have left a message, I would be grateful if you could give me a call when you are free, I should be available most of the afternoon and parts of tomorrow.

As you know [REDACTED] of CBRE is currently away on leave but having reviewed the email trail the key issue that need to be resolved are as follows:

Land Value

[REDACTED]

Financial Appraisal

The form, of the financial appraisal isn't in a form that I would expect to see. As you are acting as a master developer, I would expect to see on the income side the value of the serviced land and on the costs side, the costs of unlocking the site in terms of infrastructure, land acquisition, finance costs etc.

Can we discuss your valuation basis so that I can better understand the approach you have used.

I can set up a telecon if you wish other people to join the call, let me know if this is helpful.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Investments

Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]

[REDACTED]@homesengland.gov.uk



Homes England was launched by the Secretary of State on 11 January 2018. Homes England is the trading name of Homes and Communities Agency (the legal entity).

Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [redacted] [mailto:[redacted]@hants.gov.uk]
Sent: 18 July 2018 08:50
To: [redacted]
Cc: [redacted]; [redacted]; [redacted]; [redacted]; [redacted] @ London HH; [redacted] @ London HH'; [redacted]
Subject: RE: Botley Bypass - HIF submission clarifications

Dear [redacted],

I write to confirm that the below request for information is being attended to by my colleagues in Strategic Transport, if not already provided.

Following a brief catch up with [redacted] last week and the conclusion of his report, I understand that there is a desire for a conference call to discuss further as there may be some concerns that need to be addressed? We at Hampshire County Council would rather have a face to face meeting to discuss any concerns over the project and the HIF funding. I understand however that [redacted] cannot make a face to face in the next two weeks, and is then on leave for three weeks, so we would be grateful if you were able to assist in facilitating a meeting with us to discuss any concerns you may have.

We would also be grateful if it were possible to receive an agenda for this meeting and a copy of CBRE's report relating to our project so that we may fully understand the issues that are being raised.

Regards,

[redacted]

[redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [redacted]

From: [redacted] @ London HH [mailto:[redacted]@cbre.com]
Sent: 22 June 2018 14:27
To: [redacted]
Cc: [redacted]; [redacted]; [redacted]; [redacted]; [redacted]; [redacted]; [redacted]
@ London HH
Subject: Re: Botley Bypass - HIF submission clarifications

[redacted]

Thanks for your email.

We have completed our report which has been now been reviewed by Homes England. We would I like to arrange a joint call to discuss the way forward. My PA, [redacted] (copied) will be in touch with you to arrange a slot for this.

In the meantime, it would be helpful if you could collate inputs for the table below. These milestones will need to be agreed for input into the final contract.

	Project Milestone	Date
1	Design of bypass complete.	To be agreed with EBC
2	Detailed planning for bypass secured.	To be agreed with EBC
3	Procurement of contractor to build bypass.	To be agreed with EBC

4	Land acquired to deliver bypass	To be agreed with EBC
5	Commencement of construction of bypass.	To be agreed with EBC
6	Bypass build complete	To be agreed with EBC

In addition, please can you provide a plan identifying all the remaining landowners required to bring forward the development and infrastructure works, their ownership and the status of the negotiation.

Any queries please give me a call.

Many thanks,

[Redacted]

[Redacted]

CBRE Capital Advisors

[Redacted]

On 19 Jun 2018, at 09:15, [Redacted] <[Redacted]@hants.gov.uk> wrote:

Good morning [Redacted],

Following our provision of clarifications in respect of Hampshire County Council's HIF submission and [Redacted]'s viability assessment, are you in a position to provide us with an update on the status of our bid?

We are in the final stages of preparing our residential-led planning application for submission and it would be very helpful to have an update on this matter by the end of the week.

Kind regards,

[Redacted]

[Redacted]
Tel: 01962 [Redacted]

From: [Redacted] @ London HH [[mailto:\[Redacted\]@cbre.com](mailto:[Redacted]@cbre.com)]
Sent: 30 May 2018 11:07
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]
Subject: RE: Botley Bypass - HIF submission clarifications

[Redacted]

Many thanks for providing this additional information.

We will be in touch if we have any further queries.

Kind regards,

[Redacted]

[Redacted] | Senior Director
 CBRE Ltd | Capital Advisors
 Henrietta House | Henrietta Place | London | W1G 0NB
 DDI 020 [Redacted] | M [Redacted]

██████████@cbre.com | www.cbre.com

<image001.png>

From: ██████████ [mailto:██████████@hants.gov.uk]
Sent: 30 May 2018 10:55
To: ██████████ @ London HH <██████████@cbre.com>
Cc: ██████████@hants.gov.uk>; ██████████@hants.gov.uk>; ██████████@homesengland.gov.uk>; ██████████@hants.gov.uk>
Subject: Botley Bypass - HIF submission clarifications

██████████,

Further to your email exchange with ██████████ regarding the Botley Bypass HIF submission and your request for clarification on a few points, there were a couple of points outstanding which I have responded to below:

In relation to point 3:

There are ██████████ plots of land required to deliver the bypass and widening at Woodhouse Lane: ██████████ of these plots are already owned by the County Council; on Woodhouse Lane there are ██████████ third party land owners remaining; and in relation to the bypass section there are ██████████ third party land owners remaining.

The County Council is progressing a twin tracked approach to securing the ██████████ third party land plots as soon as possible:

Firstly negotiations are currently ongoing and progressing well with all ██████████ of the third party land owners whose land is required for the scheme.

Secondly the County Council has commenced the CPO process to ensure that if negotiations to acquire land by agreement are unsuccessful that there is a mechanism in place to secure the land. The link below sets out the Executive Member for Environment and Transport Report from January 2018 recommending the commencement of the twin tracked approach to acquisition and the CPO process.

<http://democracy.hants.gov.uk/documents/s11305/Report.pdf>

It is anticipated that the CPO will be made in June 2018 and the delivery programme allows for 2 years should any objections to the CPO lead to an Inquiry. It is intended that the negotiation process continues with the land owners to seek to purchase the land by agreement throughout this period.

The land acquisition process will not impact upon the start date for the scheme. The first phase of the bypass will include works to the northern end of Woodhouse Lane and the western most section of the bypass upto Winchester Street. These works can be completed without any third party land and will enables access to the Uplands Farm development to be provided as soon as possible. No third party land is required until the second phase of the bypass commences which is not due to start until after the secondary school opens in September 2020. Should a CPO be required the process should be finalised at the very latest in June 2020 ahead of starting the construction of the second phase of the bypass.

In relation to point 7:

In addition to the [REDACTED] Housing Infrastructure Fund (HIF) Marginal Viability funding, the following reflects the current funding position:

In October 2017 a Cabinet Report identified a Hampshire County Council local contribution of [REDACTED] towards the delivery of Botley Bypass Phase 1 which relates to the on line improvements to Woodhouse Lane.

A further Section 106 contribution of [REDACTED] has also been secured in relation to the works at the A334 / A3051 Station Hill junction.

A further [REDACTED] in Section 106 contributions has been allocated to the scheme plus an additional [REDACTED] expected from recently approved local development will be allocated to the scheme. Mechanisms are in place to ensure that the remainder of the funding will be secured via a mixture of public sector and private sector contributions. Discussions are currently ongoing with potential developers to the east of the River Hamble in respect of potential private sector contributions towards the scheme and the remainder will be funded by the County Council. The amounts cannot be confirmed as they are subject to sensitive ongoing negotiations with a developer. However please see attached a confidential letter from the S151 Officer which sets out the County Council's position in respect of funding the bypass.

I hope the above helps however if you require any further information in respect of the bypass then please let me know,

Kind regards,

[REDACTED]

[REDACTED] **BA Dip TP MRTPI**

Team Leader | Major Schemes | Strategic Transport
Economy, Transport and Environment Department
Hampshire County Council, Elizabeth II Court West, Winchester, SO23 8UD
☎ 01962 [REDACTED]
🌐 www.hants.gov.uk

From: [REDACTED] @ London HH [[mailto:\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)]
Sent: 22 May 2018 12:40
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: Botley Bypass - HIF submission clarifications

Hi [REDACTED]

Further to my brief call with [REDACTED] this morning, please can you provide the following to help us complete our assessment:-

1. Electronic copy of site plan and updated appraisals discussed when we met along with supporting cashflow.
2. Evidence to support [REDACTED] land value proposed including HCC book value and/or Red Book Valuation where available.
3. Update on negotiations in relation to third party land acquisition required to enable delivery of infrastructure works including anticipated timescales for concluding negotiations by agreement or CPO if necessary.
4. Further detail in relation to any acquisitions or third party consents required for delivery of the housing land including the status of existing option arrangement on Winchester Street site.
5. Confirmation policy compliant affordable housing will be targeted on both sites.
6. Basis of private and affordable residential values applied and any evidence to support assumptions.
7. Evidence to support the availability of [REDACTED] capital earmarked towards the bypass works to meet the proposed funding requirements, also that HCC will commit to fund any cost overruns above the anticipated cost plan.
8. Complete table below specifying anticipated phasing of unit delivery for the two sites on a combined basis in accordance with your proposed project delivery timescales.

Phasing	Market Sale (including developer shared equity/ownership)	Market Rent	Affordable Housing (social or affordable rent)	Affordable Housing (LCHO or AHO)	Total
FY18/19					
FY19/20					
FY20/21					
FY21/22					
FY22/23					
Beyond FY22/23					
Total					

I would be grateful if you could send across what information you have readily available to enable us to complete our report by the end of the week.

Please do not hesitate to get touch if you have any queries.

Kind regards,

[REDACTED]

[REDACTED] | Senior Director
 CBRE Ltd | Capital Advisors
 Henrietta House | Henrietta Place | London | W1G 0NB
 DDI 020 [REDACTED] | M [REDACTED]
 [REDACTED]@cbre.com | www.cbre.com

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

*** This email, and any attachments, is strictly confidential and may be legally privileged. It is intended only for the addressee. If you are not the intended recipient, any disclosure, copying, distribution or other use of this communication is strictly prohibited. If you have received this message in error, please contact the sender. If you have a Freedom of Information Request please redirect to the following address foi@hants.gov.uk. Any statutory timeframe will not commence until the request is received at this address.[disclaimer id: HCCStdDisclaimerExt] ***

[Redacted]

From: [Redacted]@hants.gov.uk>
Sent: 25 July 2018 16:06
To: [Redacted]; [Redacted]; [Redacted]
Cc: [Redacted]; [Redacted] (PBRS); [Redacted]; [Redacted];
Subject: RE: Botley Bypass - HIF submission clarifications

[Redacted],

Thank you for your emails.

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

Regards,

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted] [mailto:[Redacted]@homesengland.gov.uk]
Sent: 19 July 2018 18:09
To: [Redacted]
Cc: [Redacted]; [Redacted]
Subject: RE: Botley Bypass - HIF submission clarifications

[Redacted]

I have a couple of more minor questions on project milestones.

- [REDACTED]
- When would housing construction commence.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Investments

Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]

[REDACTED]@homesengland.gov.uk



Homes
England



Homes England was launched by the Secretary of State on 11 January 2018. Homes England is the trading name of Homes and Communities Agency (the legal entity).

Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED]
Sent: 19 July 2018 17:19
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

I have just tried phoning and have left a message, I would be grateful if you could give me a call when you are free, I should be available most of the afternoon and parts of tomorrow.

As you know [REDACTED] of CBRE is currently away on leave but having reviewed the email trail the key issue that need to be resolved are as follows:

Land Value

[REDACTED]

Financial Appraisal

The form, of the financial appraisal isn't in a form that I would expect to see. As you are acting as a master developer, I would expect to see on the income side the value of the serviced land and on the costs side, the costs of unlocking the site in terms of infrastructure, land acquisition, finance costs etc.

Can we discuss your valuation basis so that I can better understand the approach you have used.

I can set up a telecon if you wish other people to join the call, let me know if this is helpful.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Investments

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)



Homes England was launched by the Secretary of State on 11 January 2018. Homes England is the trading name of Homes and Communities Agency (the legal entity).

Please note our email addresses have changed from hca.gsi.gov.uk to homesengland.gov.uk – although emails sent to our old addresses will be forwarded for 12 months, it would be appreciated if you could change your records to reflect this change.

Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 18 July 2018 08:50

To: [REDACTED]

Cc: [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED] @ London HH; [REDACTED] @ London HH'; [REDACTED]

Subject: RE: Botley Bypass - HIF submission clarifications

Dear [REDACTED],

I write to confirm that the below request for information is being attended to by my colleagues in Strategic Transport, if not already provided.

Following a brief catch up with [REDACTED] last week and the conclusion of his report, I understand that there is a desire for a conference call to discuss further as there may be some concerns that need to be addressed? We at Hampshire County Council would rather have a face to face meeting to discuss any concerns over the project and the HIF funding. I understand however that [REDACTED] cannot make a face to face in the next two weeks, and is then on leave for three weeks, so we would be grateful if you were able to assist in facilitating a meeting with us to discuss any concerns you may have.

We would also be grateful if it were possible to receive an agenda for this meeting and a copy of CBRE's report relating to our project so that we may fully understand the issues that are being raised.

Regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH [[mailto:\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)]

Sent: 22 June 2018 14:27

To: [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED]; [REDACTED]

@ London HH

Subject: Re: Botley Bypass - HIF submission clarifications

[REDACTED]

Thanks for your email.

We have completed our report which has been now been reviewed by Homes England. We would I like to arrange a joint call to discuss the way forward. My PA, [REDACTED] (copied) will be in touch with you to arrange a slot for this.

In the meantime, it would be helpful if you could collate inputs for the table below. These milestones will need to be agreed for input into the final contract.

	Project Milestone	Date
1	Design of bypass complete.	To be agreed with EBC
2	Detailed planning for bypass secured.	To be agreed with EBC
3	Procurement of contractor to build bypass.	To be agreed with EBC
4	Land acquired to deliver bypass	To be agreed with EBC
5	Commencement of construction of bypass.	To be agreed with EBC
6	Bypass build complete	To be agreed with EBC

In addition, please can you provide a plan identifying all the remaining landowners required to bring forward the development and infrastructure works, their ownership and the status of the negotiation.

Any queries please give me a call.

Many thanks,

[REDACTED]

[REDACTED]

CBRE Capital Advisors
07795 425040

On 19 Jun 2018, at 09:15, [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)> wrote:

Good morning [REDACTED],

Following our provision of clarifications in respect of Hampshire County Council's HIF submission and [REDACTED]'s viability assessment, are you in a position to provide us with an update on the status of our bid?

We are in the final stages of preparing our residential-led planning application for submission and it would be very helpful to have an update on this matter by the end of the week.

Kind regards,

Tel: 01962

From: [redacted] @ London HH [[mailto:\[redacted\]@cbre.com](mailto:[redacted]@cbre.com)]
Sent: 30 May 2018 11:07
To: [redacted]
Cc: [redacted]; [redacted]; [redacted]; [redacted]
Subject: RE: Botley Bypass - HIF submission clarifications

Many thanks for providing this additional information.

We will be in touch if we have any further queries.

Kind regards,

[redacted] | Senior Director
CBRE Ltd | Capital Advisors
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [redacted] | M [redacted]
[@cbre.com](mailto:[redacted]@cbre.com) | www.cbre.com

<image001.png>

From: [redacted] [[mailto:\[redacted\]@hants.gov.uk](mailto:[redacted]@hants.gov.uk)]
Sent: 30 May 2018 10:55
To: [redacted] @ London HH <[\[redacted\]@cbre.com](mailto:[redacted]@cbre.com)>
Cc: [redacted] <[\[redacted\]@hants.gov.uk](mailto:[redacted]@hants.gov.uk)>; [redacted] <[\[redacted\]@hants.gov.uk](mailto:[redacted]@hants.gov.uk)>; [redacted] <[\[redacted\]@homesengland.gov.uk](mailto:[redacted]@homesengland.gov.uk)>; [redacted] <[\[redacted\]@hants.gov.uk](mailto:[redacted]@hants.gov.uk)>
Subject: Botley Bypass - HIF submission clarifications

Further to your email exchange with [redacted] regarding the Botley Bypass HIF submission and your request for clarification on a few points, there were a couple of points outstanding which I have responded to below:

In relation to point 3:

There are [redacted] plots of land required to deliver the bypass and widening at Woodhouse Lane: [redacted] of these plots are already owned by the County Council; on Woodhouse Lane there are [redacted] third party land owners remaining; and in relation to the bypass section there are [redacted] third party land owners remaining.

The County Council is progressing a twin tracked approach to securing the [redacted] third party land plots as soon as possible:

Firstly negotiations are currently ongoing and progressing well with all [REDACTED] of the third party land owners whose land is required for the scheme.

Secondly the County Council has commenced the CPO process to ensure that if negotiations to acquire land by agreement are unsuccessful that there is a mechanism in place to secure the land. The link below sets out the Executive Member for Environment and Transport Report from January 2018 recommending the commencement of the twin tracked approach to acquisition and the CPO process.

<http://democracy.hants.gov.uk/documents/s11305/Report.pdf>

It is anticipated that the CPO will be made in June 2018 and the delivery programme allows for 2 years should any objections to the CPO lead to an Inquiry. It is intended that the negotiation process continues with the land owners to seek to purchase the land by agreement throughout this period.

The land acquisition process will not impact upon the start date for the scheme. The first phase of the bypass will include works to the northern end of Woodhouse Lane and the western most section of the bypass upto Winchester Street. These works can be completed without any third party land and will enable access to the Uplands Farm development to be provided as soon as possible. No third party land is required until the second phase of the bypass commences which is not due to start until after the secondary school opens in September 2020. Should a CPO be required the process should be finalised at the very latest in June 2020 ahead of starting the construction of the second phase of the bypass.

[In relation to point 7:](#)

In addition to the [REDACTED] Housing Infrastructure Fund (HIF) Marginal Viability funding, the following reflects the current funding position:

In October 2017 a Cabinet Report identified a Hampshire County Council local contribution of [REDACTED] towards the delivery of Botley Bypass Phase 1 which relates to the on line improvements to Woodhouse Lane.

A further Section 106 contribution of [REDACTED] has also been secured in relation to the works at the A334 / A3051 Station Hill junction.

A further [REDACTED] in Section 106 contributions has been allocated to the scheme plus an additional [REDACTED] expected from recently approved local development will be allocated to the scheme.

Mechanisms are in place to ensure that the remainder of the funding will be secured via a mixture of public sector and private sector contributions. Discussions are currently ongoing with potential developers to the east of the River Hamble in respect of potential private sector contributions towards the scheme and the remainder will be funded by the County Council. The amounts cannot be confirmed as they are subject to sensitive ongoing negotiations with a developer. However please see attached a confidential letter from the S151 Officer which sets out the County Council's position in respect of funding the bypass.

I hope the above helps however if you require any further information in respect of the bypass then please let me know,

Kind regards,

[REDACTED]

[REDACTED] **BA Dip TP MRTPI**

Team Leader | Major Schemes | Strategic Transport
Economy, Transport and Environment Department
Hampshire County Council, Elizabeth II Court West, Winchester, SO23 8UD
☎ 01962 [REDACTED]
🌐 www.hants.gov.uk

From: [REDACTED] @ London HH [[mailto:\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)]

Sent: 22 May 2018 12:40

To: [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: Botley Bypass - HIF submission clarifications

Hi [REDACTED]

Further to my brief call with [REDACTED] this morning, please can you provide the following to help us complete our assessment:-

1. Electronic copy of site plan and updated appraisals discussed when we met along with supporting cashflow.
2. Evidence to support [REDACTED] land value proposed including HCC book value and/or Red Book Valuation where available.
3. Update on negotiations in relation to third party land acquisition required to enable delivery of infrastructure works including anticipated timescales for concluding negotiations by agreement or CPO if necessary.
4. Further detail in relation to any acquisitions or third party consents required for delivery of the housing land including the status of existing option arrangement on Winchester Street site.
5. Confirmation policy compliant affordable housing will be targeted on both sites.
6. Basis of private and affordable residential values applied and any evidence to support assumptions.
7. Evidence to support the availability of [REDACTED] capital earmarked towards the bypass works to meet the proposed funding requirements, also that HCC will commit to fund any cost overruns above the anticipated cost plan.
8. Complete table below specifying anticipated phasing of unit delivery for the two sites on a combined basis in accordance with your proposed project delivery timescales.

Phasing	Market Sale (including developer shared equity/ownership)	Market Rent	Affordable Housing (social or affordable rent)	Affordable Housing (LCHO or AHO)	Total
FY18/19					
FY19/20					
FY20/21					
FY21/22					
FY22/23					

Beyond FY22/23					
Total					

I would be grateful if you could send across what information you have readily available to enable us to complete our report by the end of the week.

Please do not hesitate to get touch if you have any queries.

Kind regards,

[Redacted]

[Redacted] | Senior Director
CBRE Ltd | Capital Advisors
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [Redacted] | M [Redacted]
[Redacted]@cbre.com | www.cbre.com

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032.Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

*** This email, and any attachments, is strictly confidential and may be legally privileged. It is intended only for the addressee. If you are not the intended recipient, any disclosure, copying, distribution or other use of this communication is strictly prohibited. If you have received this message in error, please contact the sender. If you have a Freedom of Information Request please redirect to the following address foi@hants.gov.uk. Any statutory timeframe will not commence until the request is received at this address.[disclaimer id: HCCStdDisclaimerExt] ***

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[Redacted]

From: [Redacted]@hants.gov.uk>
Sent: 18 July 2018 08:50
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]@
London HH; [Redacted]@ London HH; [Redacted]
Subject: RE: Botley Bypass - HIF submission clarifications

Dear [Redacted],

I write to confirm that the below request for information is being attended to by my colleagues in Strategic Transport, if not already provided.

Following a brief catch up with [Redacted] last week and the conclusion of his report, I understand that there is a desire for a conference call to discuss further as there may be some concerns that need to be addressed? We at Hampshire County Council would rather have a face to face meeting to discuss any concerns over the project and the HIF funding. I understand however that [Redacted] cannot make a face to face in the next two weeks, and is then on leave for three weeks, so we would be grateful if you were able to assist in facilitating a meeting with us to discuss any concerns you may have.

We would also be grateful if it were possible to receive an agenda for this meeting and a copy of CBRE's report relating to our project so that we may fully understand the issues that are being raised.

Regards,

[Redacted]

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted] @ London HH [Redacted]@cbre.com]
Sent: 22 June 2018 14:27
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted]
@ London HH
Subject: Re: Botley Bypass - HIF submission clarifications

[Redacted]

Thanks for your email.

We have completed our report which has been now been reviewed by Homes England. We would I like to arrange a joint call to discuss the way forward. My PA, [Redacted] (copied) will be in touch with you to arrange a slot for this.

In the meantime, it would be helpful if you could collate inputs for the table below. These milestones will need to be agreed for input into the final contract.

	Project Milestone	Date
--	-------------------	------

1	Design of bypass complete.	To be agreed with EBC
2	Detailed planning for bypass secured.	To be agreed with EBC
3	Procurement of contractor to build bypass.	To be agreed with EBC
4	Land acquired to deliver bypass	To be agreed with EBC
5	Commencement of construction of bypass.	To be agreed with EBC
6	Bypass build complete	To be agreed with EBC

In addition, please can you provide a plan identifying all the remaining landowners required to bring forward the development and infrastructure works, their ownership and the status of the negotiation.

Any queries please give me a call.

Many thanks,

[Redacted]

[Redacted]

CBRE Capital Advisors

[Redacted]

On 19 Jun 2018, at 09:15, [Redacted] <[Redacted]@hants.gov.uk> wrote:

Good morning [Redacted],

Following our provision of clarifications in respect of Hampshire County Council's HIF submission and [Redacted]'s viability assessment, are you in a position to provide us with an update on the status of our bid?

We are in the final stages of preparing our residential-led planning application for submission and it would be very helpful to have an update on this matter by the end of the week.

Kind regards,

[Redacted]

[Redacted]
Tel: [Redacted]

From: [Redacted] @ London HH [mailto:[Redacted]@cbre.com]
Sent: 30 May 2018 11:07
To: [Redacted]
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]
Subject: RE: Botley Bypass - HIF submission clarifications

[Redacted]

Many thanks for providing this additional information.

We will be in touch if we have any further queries.

Kind regards,

[Redacted]

██████████ | Senior Director
CBRE Ltd | Capital Advisors
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 ██████████ | M ██████████
██████████ [@cbre.com](mailto:██████████@cbre.com) | www.cbre.com

<image001.png>

From: ██████████ [██████████ [@hants.gov.uk](mailto:██████████@hants.gov.uk)]
Sent: 30 May 2018 10:55
To: ██████████ @ London HH ██████████ [@cbre.com](mailto:██████████@cbre.com)>
Cc: ██████████ [@hants.gov.uk](mailto:██████████@hants.gov.uk)>; ██████████ [@hants.gov.uk](mailto:██████████@hants.gov.uk)>;
██████████ [@homesengland.gov.uk](mailto:██████████@homesengland.gov.uk)>; ██████████ [@hants.gov.uk](mailto:██████████@hants.gov.uk)>
Subject: Botley Bypass - HIF submission clarifications

██████████,

Further to your email exchange with ██████████ regarding the Botley Bypass HIF submission and your request for clarification on a few points, there were a couple of points outstanding which I have responded to below:

In relation to point 3:

There are ██████████ plots of land required to deliver the bypass and widening at Woodhouse Lane: ██████████ of these plots are already owned by the County Council; on Woodhouse Lane there are ██████████ third party land owners remaining; and in relation to the bypass section there are ██████████ third party land owners remaining.

The County Council is progressing a twin tracked approach to securing the ██████████ third party land plots as soon as possible:

Firstly negotiations are currently ongoing and progressing well with all ██████████ of the third party land owners whose land is required for the scheme.

Secondly the County Council has commenced the CPO process to ensure that if negotiations to acquire land by agreement are unsuccessful that there is a mechanism in place to secure the land. The link below sets out the Executive Member for Environment and Transport Report from January 2018 recommending the commencement of the twin tracked approach to acquisition and the CPO process.

<http://democracy.hants.gov.uk/documents/s11305/Report.pdf>

It is anticipated that the CPO will be made in June 2018 and the delivery programme allows for 2 years should any objections to the CPO lead to an Inquiry. It is intended that the negotiation process continues with the land owners to seek to purchase the land by agreement throughout this period.

The land acquisition process will not impact upon the start date for the scheme. The first phase of the bypass will include works to the northern end of Woodhouse Lane and the western most section of the bypass upto Winchester Street. These works can be completed without any third party land and will enables access to the Uplands Farm development to be provided as soon as possible. No third party land is required until the second phase of the bypass commences which is not due to

start until after the secondary school opens in September 2020. Should a CPO be required the process should be finalised at the very latest in June 2020 ahead of starting the construction of the second phase of the bypass.

In relation to point 7:

In addition to the [REDACTED] Housing Infrastructure Fund (HIF) Marginal Viability funding, the following reflects the current funding position:

In October 2017 a Cabinet Report identified a Hampshire County Council local contribution of [REDACTED] towards the delivery of Botley Bypass Phase 1 which relates to the on line improvements to Woodhouse Lane.

A further Section 106 contribution of [REDACTED] has also been secured in relation to the works at the A334 / A3051 Station Hill junction.

A further [REDACTED] in Section 106 contributions has been allocated to the scheme plus an additional [REDACTED] expected from recently approved local development will be allocated to the scheme.

Mechanisms are in place to ensure that the remainder of the funding will be secured via a mixture of public sector and private sector contributions. Discussions are currently ongoing with potential developers to the east of the River Hamble in respect of potential private sector contributions towards the scheme and the remainder will be funded by the County Council. The amounts cannot be confirmed as they are subject to sensitive ongoing negotiations with a developer. However please see attached a confidential letter from the S151 Officer which sets out the County Council's position in respect of funding the bypass.

I hope the above helps however if you require any further information in respect of the bypass then please let me know,

Kind regards,

[REDACTED]

[REDACTED] **BA Dip TP MRTPI**

Team Leader | Major Schemes | Strategic Transport
Economy, Transport and Environment Department
Hampshire County Council, Elizabeth II Court West, Winchester, SO23 8UD
☎ 01962 [REDACTED]
🌐 www.hants.gov.uk

From: [REDACTED] @ London HH [[mailto:\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)]

Sent: 22 May 2018 12:40

To: [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: Botley Bypass - HIF submission clarifications

Hi [REDACTED]

Further to my brief call with [REDACTED] this morning, please can you provide the following to help us complete our assessment:-

1. Electronic copy of site plan and updated appraisals discussed when we met along with supporting cashflow.
2. Evidence to support [REDACTED] land value proposed including HCC book value and/or Red Book Valuation where available.
3. Update on negotiations in relation to third party land acquisition required to enable delivery of infrastructure works including anticipated timescales for concluding negotiations by agreement or CPO if necessary.
4. Further detail in relation to any acquisitions or third party consents required for delivery of the housing land including the status of existing option arrangement on Winchester Street site.
5. Confirmation policy compliant affordable housing will be targeted on both sites.
6. Basis of private and affordable residential values applied and any evidence to support assumptions.
7. Evidence to support the availability of [REDACTED] capital earmarked towards the bypass works to meet the proposed funding requirements, also that HCC will commit to fund any cost overruns above the anticipated cost plan.
8. Complete table below specifying anticipated phasing of unit delivery for the two sites on a combined basis in accordance with your proposed project delivery timescales.

Phasing	Market Sale (including developer shared equity/ownership)	Market Rent	Affordable Housing (social or affordable rent)	Affordable Housing (LCHO or AHO)	Total
FY18/19					
FY19/20					
FY20/21					
FY21/22					
FY22/23					
Beyond FY22/23					
Total					

I would be grateful if you could send across what information you have readily available to enable us to complete our report by the end of the week.

Please do not hesitate to get touch if you have any queries.

Kind regards,

[REDACTED]

[REDACTED] | Senior Director
CBRE Ltd | Capital Advisors
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED]@cbre.com | www.cbre.com

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032.Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the

intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

*** This email, and any attachments, is strictly confidential and may be legally privileged. It is intended only for the addressee. If you are not the intended recipient, any disclosure, copying, distribution or other use of this communication is strictly prohibited. If you have received this message in error, please contact the sender. If you have a Freedom of Information Request please redirect to the following address foi@hants.gov.uk. Any statutory timeframe will not commence until the request is received at this address.[disclaimer id: HCCStdDisclaimerExt] ***

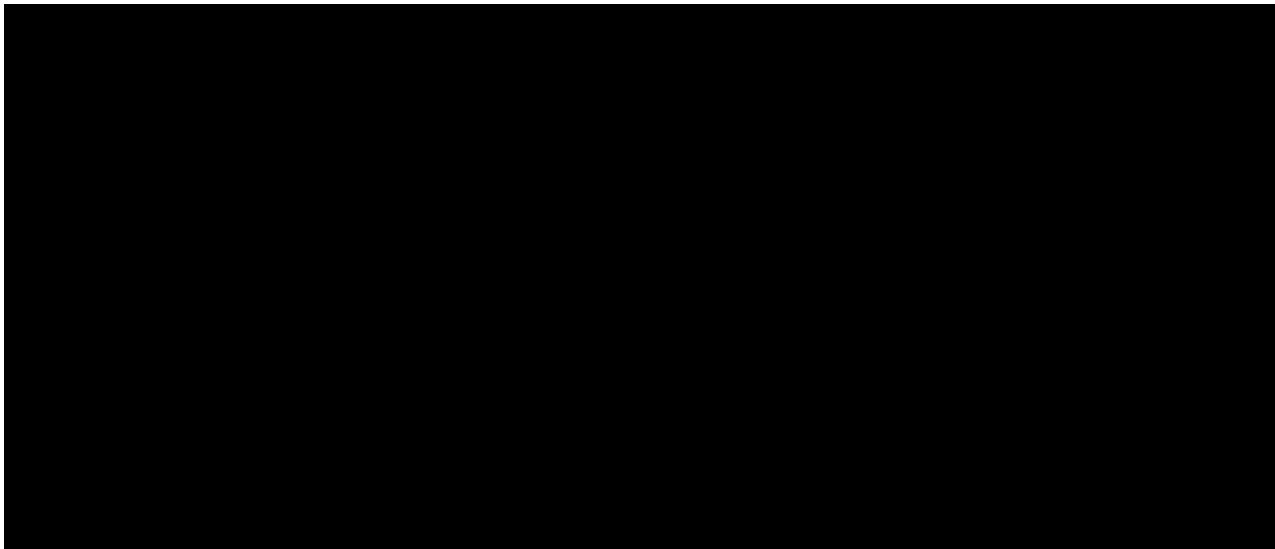
[Redacted]

From: [Redacted]@hants.gov.uk>
Sent: 28 June 2018 10:27
To: [Redacted] @ London HH'
Cc: [Redacted]; [Redacted]; [Redacted]; [Redacted]; [Redacted];
 [Redacted] @ London HH; [Redacted]
Subject: FW: Botley Bypass - HIF submission clarifications
Attachments: EC_RJ567629-CPO-01-05 PLANS.PDF

Follow Up Flag: Follow up
Flag Status: Flagged

[Redacted],

Below is a breakdown of our programme with the key milestones and land owner information which should be read in conjunction with the attached plan showing all of the plots.



*It should be noted that preliminary design of the bypass has been completed.

It is important to note that the bypass will be delivered in two phases with phase 1 (northern part of Woodhouse Lane and the bypass from Winchester Street to Woodhouse Lane) being delivered first to enable access to the secondary school and housing site. Phase 2 which is the remainder of the bypass (from Winchester Street to Station Hill and the widening of the southern part of Woodhouse Lane) will begin following the completion of Phase 1.

I have attached the plan and a table showing all of the land owners and status of negotiations. Discussions have begun with all third party land owners and we are in the process of negotiations.

Plot	Title	Description	Owner	Status of Negotiations
1	[Redacted]	[Redacted]	[Redacted]	Ongoing
2	UNKNOWN	[Redacted]	[Redacted] and [Redacted]	Ongoing
3	[Redacted]	[Redacted]	[Redacted] and [Redacted]	Ongoing
4	[Redacted]	[Redacted]	[Redacted] and [Redacted]	Ongoing
5	[Redacted]	[Redacted]	[Redacted]	Heads of Terms agreed. Await dedication.
6	[Redacted]	[Redacted]	[Redacted]	Ongoing

7	HP625666	land on the east and west sides of Woodhouse Lane and land lying to the south of Grange Road, Botley	HAMPSHIRE COUNTY COUNCIL	N/A
8	HP625666	land on the east and west sides of Woodhouse Lane and land lying to the south of Grange Road, Botley	HAMPSHIRE COUNTY COUNCIL	N/A
9	HP625666	land on the east and west sides of Woodhouse Lane and land lying to the south of Grange Road, Botley	HAMPSHIRE COUNTY COUNCIL	N/A
10	[REDACTED]	[REDACTED]	[REDACTED]	Ongoing
11	HP19600	Land at Uplands Farm, Botley, 1 and 2 New House Farm, Winchester Street, Botley and Lower Wangfield Farm, Wangfield Lane, Curdrige, Southampton	HAMPSHIRE COUNTY COUNCIL	N/A
12	[REDACTED]	[REDACTED]	[REDACTED]	Ongoing
12	[REDACTED]	[REDACTED]	[REDACTED]	Ongoing
			[REDACTED]	N/A
14	[REDACTED]	[REDACTED]	[REDACTED]	Ongoing
			[REDACTED]	N/A

If you have any questions please do not hesitate to contact us.

Kind Regards,

[REDACTED]
Senior Transport Planner/Engineer
Strategic Transport, Hampshire County Council,
Tel: 01962 [REDACTED], E-mail: [REDACTED]@hants.gov.uk

From: [REDACTED]
Sent: 22 June 2018 14:37
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]; [REDACTED]; [REDACTED]
Subject: FW: Botley Bypass - HIF submission clarifications

Dear [REDACTED],

The response from [REDACTED] below sounds like we are on the road to a contract, which is positive!

[REDACTED], are you able to liaise with [REDACTED] and [REDACTED] to be in a position to complete the table below and provide the plan requested? In terms of taking the lead from here, I would suggest you are best placed for this as the funding is for the Bypass. I am obviously happy to continue to assist where necessary but I will leave you to respond to the below email and arrange the call referred to below.

Kind regards,

[REDACTED]
[REDACTED]
Tel: 01962 [REDACTED]

From: [redacted]@ London HH [mailto:[redacted]@cbre.com]

Sent: 22 June 2018 14:27

To: [redacted]

Cc: [redacted]

@ London HH

Subject: Re: Botley Bypass - HIF submission clarifications

[redacted]

Thanks for your email.

We have completed our report which has been now been reviewed by Homes England. We would I like to arrange a joint call to discuss the way forward. My PA, [redacted] (copied) will be in touch with you to arrange a slot for this.

In the meantime, it would be helpful if you could collate inputs for the table below. These milestones will need to be agreed for input into the final contract.

	Project Milestone	Date
1	Design of bypass complete.	To be agreed with EBC
2	Detailed planning for bypass secured.	To be agreed with EBC
3	Procurement of contractor to build bypass.	To be agreed with EBC
4	Land acquired to deliver bypass	To be agreed with EBC
5	Commencement of construction of bypass.	To be agreed with EBC
6	Bypass build complete	To be agreed with EBC

In addition, please can you provide a plan identifying all the remaining landowners required to bring forward the development and infrastructure works, their ownership and the status of the negotiation.

Any queries please give me a call.

Many thanks,

[redacted]

[redacted]

CBRE Capital Advisors

[redacted]

On 19 Jun 2018, at 09:15, [redacted]@hants.gov.uk> wrote:

Good morning [redacted],

Following our provision of clarifications in respect of Hampshire County Council's HIF submission and [redacted] viability assessment, are you in a position to provide us with an update on the status of our bid?

We are in the final stages of preparing our residential-led planning application for submission and it would be very helpful to have an update on this matter by the end of the week.

Kind regards,

[redacted]

Tel: 01962 [REDACTED]

From: [REDACTED]@ London HH [[mailto:\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)]
Sent: 30 May 2018 11:07
To: [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass - HIF submission clarifications

[REDACTED]

Many thanks for providing this additional information.

We will be in touch if we have any further queries.

Kind regards,

[REDACTED]

[REDACTED]
CBRE Ltd | Capital Advisors
Henrietta House | Henrietta Place | London | W1G 0NB
DDI [REDACTED] | M [REDACTED]
[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com) | www.cbre.com

<image001.png>

From: [REDACTED]@hants.gov.uk]
Sent: 30 May 2018 10:55
To: [REDACTED]@ London HH <[REDACTED]>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>; [REDACTED]@hants.gov.uk>
Subject: Botley Bypass - HIF submission clarifications

George,

Further to your email exchange with [REDACTED] regarding the Botley Bypass HIF submission and your request for clarification on a few points, there were a couple of points outstanding which I have responded to below:

In relation to point 3:

There are [REDACTED] plots of land required to deliver the bypass and widening at Woodhouse Lane: [REDACTED] of these plots are already owned by the County Council; on Woodhouse Lane there are [REDACTED] third party land owners remaining; and in relation to the bypass section there are [REDACTED] third party land owners remaining.

The County Council is progressing a twin tracked approach to securing the [REDACTED] third party land plots as soon as possible:

Firstly negotiations are currently ongoing and progressing well with all [REDACTED] of the third party land owners whose land is required for the scheme.

Secondly the County Council has commenced the CPO process to ensure that if negotiations to acquire land by agreement are unsuccessful that there is a mechanism in place to secure the land. The link below sets out the Executive Member for Environment and Transport Report from January 2018 recommending the commencement of the twin tracked approach to acquisition and the CPO process.

<http://democracy.hants.gov.uk/documents/s11305/Report.pdf>

It is anticipated that the CPO will be made in June 2018 and the delivery programme allows for 2 years should any objections to the CPO lead to an Inquiry. It is intended that the negotiation process continues with the land owners to seek to purchase the land by agreement throughout this period.

The land acquisition process will not impact upon the start date for the scheme. The first phase of the bypass will include works to the northern end of Woodhouse Lane and the western most section of the bypass upto Winchester Street. These works can be completed without any third party land and will enables access to the Uplands Farm development to be provided as soon as possible. No third party land is required until the second phase of the bypass commences which is not due to start until after the secondary school opens in September 2020. Should a CPO be required the process should be finalised at the very latest in June 2020 ahead of starting the construction of the second phase of the bypass.

In relation to point 7:

In addition to the [REDACTED] Housing Infrastructure Fund (HIF) Marginal Viability funding, the following reflects the current funding position:

In October 2017 a Cabinet Report identified a Hampshire County Council local contribution of £6m towards the delivery of Botley Bypass Phase 1 which relates to the on line improvements to Woodhouse Lane.

A further Section 106 contribution of [REDACTED] has also been secured in relation to the works at the A334 / A3051 Station Hill junction.

A further [REDACTED] in Section 106 contributions has been allocated to the scheme plus an additional [REDACTED] expected from recently approved local development will be allocated to the scheme.

Mechanisms are in place to ensure that the remainder of the funding will be secured via a mixture of public sector and private sector contributions. Discussions are currently ongoing with potential developers to the east of the River Hamble in respect of potential private sector contributions towards the scheme and the remainder will be funded by the County Council. The amounts cannot be confirmed as they are subject to sensitive ongoing negotiations with a developer. However please see attached a confidential letter from the S151 Officer which sets out the County Council's position in respect of funding the bypass.

I hope the above helps however if you require any further information in respect of the bypass then please let me know,

Kind regards,

[REDACTED]

[REDACTED]

Team Leader | Major Schemes | Strategic Transport
Economy, Transport and Environment Department
Hampshire County Council, Elizabeth II Court West, Winchester, SO23 8UD
☎ 01962 [REDACTED]
🌐 www.hants.gov.uk

From: [REDACTED]
Sent: 22 May 2018 12:40
To: [REDACTED]
Cc: [REDACTED]
Subject: Botley Bypass - HIF submission clarifications

Hi [REDACTED]

Further to my brief call with [REDACTED] this morning, please can you provide the following to help us complete our assessment:-

1. Electronic copy of site plan and updated appraisals discussed when we met along with supporting cashflow.
2. Evidence to support [REDACTED] land value proposed including HCC book value and/or Red Book Valuation where available.
3. Update on negotiations in relation to third party land acquisition required to enable delivery of infrastructure works including anticipated timescales for concluding negotiations by agreement or CPO if necessary.
4. Further detail in relation to any acquisitions or third party consents required for delivery of the housing land including the status of existing option arrangement on Winchester Street site.
5. Confirmation policy compliant affordable housing will be targeted on both sites.
6. Basis of private and affordable residential values applied and any evidence to support assumptions.
7. Evidence to support the availability of [REDACTED] capital earmarked towards the bypass works to meet the proposed funding requirements, also that HCC will commit to fund any cost overruns above the anticipated cost plan.
8. Complete table below specifying anticipated phasing of unit delivery for the two sites on a combined basis in accordance with your proposed project delivery timescales.

Phasing	Market Sale (including developer shared equity/ownership)	Market Rent	Affordable Housing (social or affordable rent)	Affordable Housing (LCHO or AHO)	Total
FY18/19					
FY19/20					
FY20/21					
FY21/22					
FY22/23					
Beyond FY22/23					
Total					

I would be grateful if you could send across what information you have readily available to enable us to complete our report by the end of the week.

Please do not hesitate to get touch if you have any queries.

Kind regards,

[REDACTED]

[REDACTED]

CBRE Ltd | Capital Advisors

Henrietta House | Henrietta Place | London | W1G 0NB

DDI 020 7182 [REDACTED]

[REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com) | www.cbre.com

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

*** This email, and any attachments, is strictly confidential and may be legally privileged. It is intended only for the addressee. If you are not the intended recipient, any disclosure, copying, distribution or other use of this communication is strictly prohibited. If you have received this message in error, please contact the sender. If you have a Freedom of Information Request please redirect to the following address foi@hants.gov.uk. Any statutory timeframe will not commence until the request is received at this address.[disclaimer id: HCCStdDisclaimerExt] ***

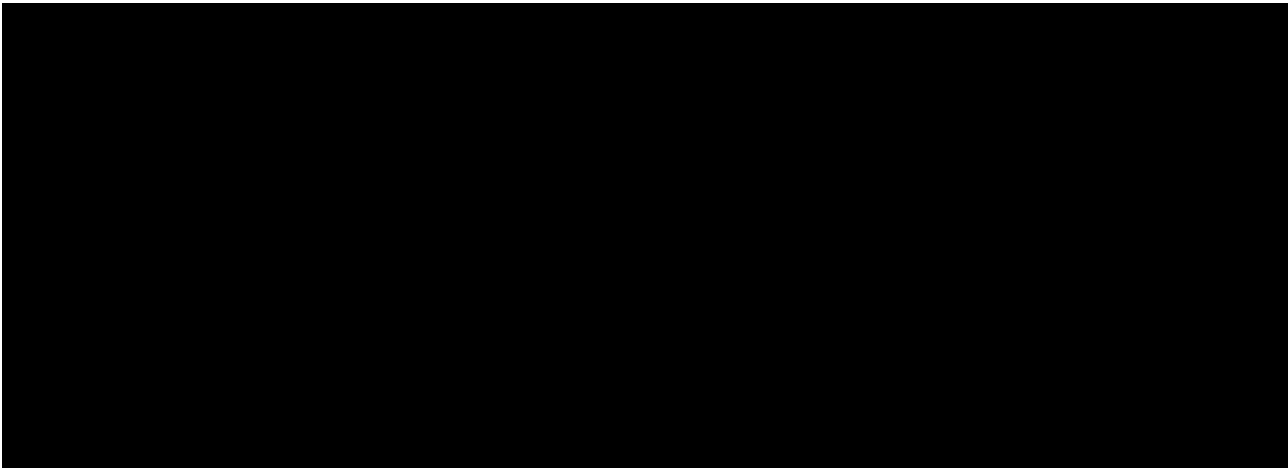
[REDACTED]

From: [REDACTED]@hants.gov.uk>
Sent: 31 October 2018 11:25
To: EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]; [REDACTED]
Subject: 31/10/18: Bidder's answers to queries - milestones

[REDACTED],

Please find my responses to your email below in blue. If you require any further clarifications I should be contactable between 3pm and 4.30pm.

[REDACTED] also questioned the programme for detailed design and procurement of the Bypass and so I have utilised the table you issued previously asking for an update on this point but split into the two phases of the infrastructure works, as per the appraisal and infrastructure cost report.



** No further planning permission required*

Regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH [REDACTED]@cbre.com>
Sent: 31 October 2018 10:33
To: [REDACTED]@hants.gov.uk>
Subject: HIF Due Diligence

[REDACTED]

Further to your recent dialogue with [REDACTED], we are now in the process of updating our report for Homes England. Please can you come back to me as soon as possible on the following points so that we can finalise the report.

- Confirmation that it is Eastleigh who is acting as (master) developer for the scheme?

No, Hampshire County Council are acting as master developer. Eastleigh confirmed at our meeting after the site visit that they were happy for Hampshire county council to be the 'own' the bid from that point forward.

- Confirmation the site is allocated in the Local Plan?
The site has been allocated in Eastleigh's draft Local Plan since 2011, but due to issues in securing their Local Plan this has not been formally allocated and we were requested to bring these sites forward in advance of their new Local Plan being adopted. Please see the below quote from our application planning statement.
 - 'EBC are currently in the process of preparing their new Local Plan 2011-2036. In December 2017 EBC published the proposed Draft Emerging Local Plan and recently published this Plan (largely unchanged) for Regulation 19 Consultation from 25 June for a 6 week period. The Pre-Submission Plan seeks to address the issues identified by the Inspector for the unsound Local Plan 2011-2029 and extends the plan period to cover 2016-2036.'

• [REDACTED]

In terms of income to pay for the infrastructure

- Are all the s106 contributions coming from other sites?
That is correct.
- How is the actual infrastructure going to be funded if it cannot be done by land receipts?
As confirmed previously, Hampshire County Council will cover the shortfall of the unsecured S106 contributions if required out of the remaining master developer's profit.

Thanks for bearing with us through the process. Please give me a call if there are any aspects you would like to discuss.

Kind regards

[REDACTED]

[REDACTED] | Senior Director
CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED] @cbre.com | www.cbre.com



Please consider the environment before printing this email

CBRE Indirect Investment Services Limited, Registered in England and Wales No. 2535405. Authorised and regulated by the Financial Conduct Authority.
CBRE Capital Advisors Limited is an appointed representative of CBRE Indirect Investment Services Limited. Registered in England and Wales No. 02202845

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

[REDACTED]

From: [REDACTED]@hants.gov.uk>
Sent: 28 November 2018 12:16
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]
Subject: 28/11/18: Bidder's answers to queries

Hi [REDACTED],

My apologies again for the delay in responding. We have been working hard on addressing the points you raised but unfortunately we will not be in a position to provide you sufficient details on all points raised this morning, or even by the end of the day. We would therefore ask when the next available opportunity is for our bid to be taken to your Board for approval? If we are able to provide you the information required by the end of the week will this be next Thursday.

By way of an update on the points raised, I am confirming that I now have collated all the necessary plans and cost estimates requested in your first point and will be arranging a file share access which will likely involve a colleague, [REDACTED], contacting you to approve access. On your second point, I have put together a table identifying the servicing/access arrangements for each development parcel and will send this over with some explanatory wording today or tomorrow.

In terms of the third point raised, we are preparing a further letter of undertaking by the Head of Finance to provide the comfort you are seeking on the forward funding of the rest of the development. Any advice you are able to provide on any particular points you wish this letter to cover would be appreciated to aid our drafting of this for sign off hopefully later this week.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]@homesengland.gov.uk>
Sent: 28 November 2018 10:07
To: [REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED]@cbre.com>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED]

Can you provide the information this morning?

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol

BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [REDACTED]@hants.gov.uk]
Sent: 26 November 2018 10:38
To: EXTERNAL [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED],

My apologies for not having got this to you on Friday but due to colleagues leave and other priorities we were unable to meet the end of the week deadline you proposed.

I hope to be in a position to respond on all three matters by the end of the day.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH <[REDACTED]@cbre.com>
Sent: 20 November 2018 15:13
To: [REDACTED]@hants.gov.uk>
Cc: [REDACTED]@homesengland.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Thank you for sending this through.

We have a few further points of clarification: -

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and**

confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.

3.

[REDACTED]

The project is earmarked for committee next week so we would request the above additional information is provided asap and no later than end of the week.

Kind regards

[REDACTED]

[REDACTED] | Senior Director
CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com) | www.cbre.com

From: [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)
Sent: 20 November 2018 10:09
To: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk); [REDACTED] @ London HH
[REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Please find attached the phasing plans you requested.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 November 2018 12:04
To: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk); [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
[REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Cc: [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk); [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

Regards,

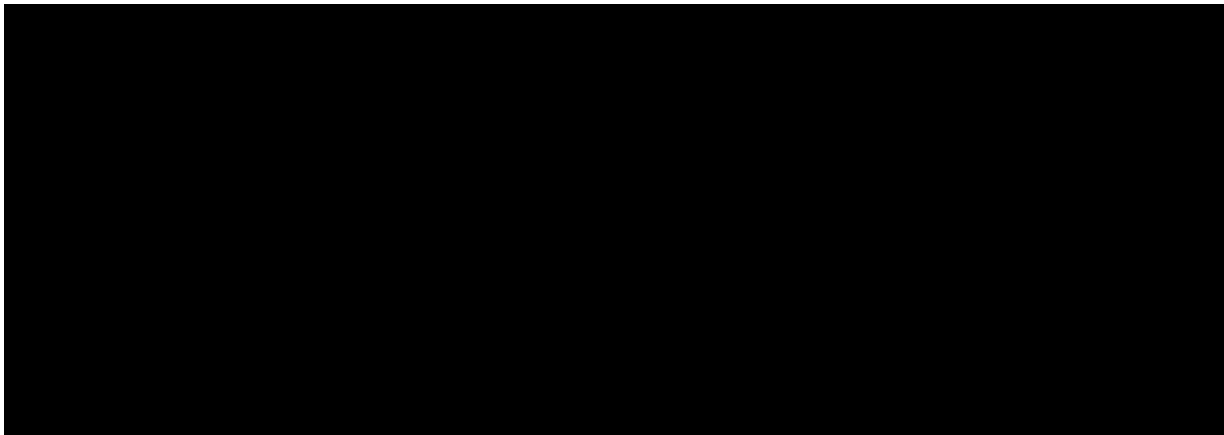
[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 22 October 2018 00:25
To: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Please find attached amended appraisal as discussed, and below a table of potential highways contributions from Strategic Transport which support the updated figures.



I trust the above is satisfactory. I am on leave Monday and Tuesday of this week but am in the rest of the week should you need to contact me.

Regards

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 17 October 2018 10:33
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [REDACTED]

Regards

[REDACTED]
[REDACTED]
Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



From: [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)

Sent: 16 October 2018 15:04

To: [REDACTED]; [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],
Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.

Regards,

[REDACTED]
[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]

Sent: 16 October 2018 10:22

To: [redacted]@homesengland.gov.uk>; [redacted]@cbre.com>
Cc: [redacted]@hants.gov.uk>; [redacted]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[redacted],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[redacted]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [redacted].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[redacted]

Regards,

[redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [redacted]

From: [redacted]@homesengland.gov.uk>
Sent: 16 October 2018 09:15
To: [redacted]@hants.gov.uk>; [redacted]@cbre.com>
Cc: [redacted]@hants.gov.uk>; [redacted]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[redacted]

[redacted] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [redacted]. Please see my comments below.

[redacted] - Please see attached the infrastructure cost report [redacted] refers to in his email below.

Regards

[redacted]

[redacted]
Senior Specialist - Housing Infrastructure Fund

Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [REDACTED]@hants.gov.uk]
Sent: 15 October 2018 17:15
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being, [REDACTED]
2. A summary of the **Botley Bypass CPO** progress and anticipated land costs [REDACTED]
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts** anticipated and support transactional evidence. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 11:19
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED]
[REDACTED] <[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [REDACTED],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

I hope to be in a position to issue the finalised HIF appraisal and other supporting documents later today.

I trust that there remains enough time for us to agree the viability gap position in advance of your deadlines.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 10:46
To: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Morning all,

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

[REDACTED]
[REDACTED] MEng CEng MICE
Chief Engineer - Highways
Engineering Consultancy
Hampshire County Council

Capital House, Winchester
Hampshire, SO23 8UD

E-mail: [REDACTED]@hants.gov.uk

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED]@hants.gov.uk>
Sent: 20 November 2018 10:09
To: [REDACTED]; EXTERNAL [REDACTED]
Subject: 28/11/18: Bidder phasing plans attached
Attachments: WHL Phasing Plan - 23.07.2018 (AS SUBMITTED).pdf; WCS Phasing Plan - 23.07.2018 (AS SUBMITTED).pdf

[REDACTED],

Please find attached the phasing plans you requested.

Kind regards,

[REDACTED]
[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 November 2018 12:04
To: [REDACTED]@homesengland.gov.uk>; [REDACTED]
[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

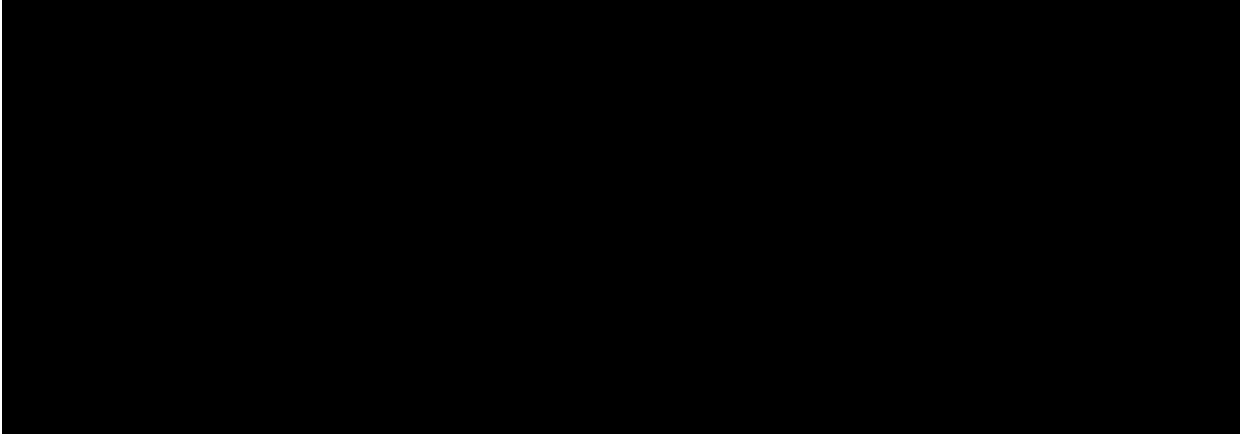
Regards,

[REDACTED]
[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 22 October 2018 00:25
To: [REDACTED]@homesengland.gov.uk>; [REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Please find attached amended appraisal as discussed, and below a table of potential highways contributions from Strategic Transport which support the updated figures.



I trust the above is satisfactory. I am on leave Monday and Tuesday of this week but am in the rest of the week should you need to contact me.

Regards

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 17 October 2018 10:33
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [REDACTED]
[REDACTED]

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays

From: [REDACTED]@hants.gov.uk]
Sent: 16 October 2018 15:04
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.

[REDACTED]

Regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 16 October 2018 10:22
To: [REDACTED]@homesengland.gov.uk>; [REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[REDACTED]

[Redacted]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [Redacted].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[Redacted]

Regards,

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

[Redacted] [@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)>
Sent: 16 October 2018 09:15
To: [Redacted] [@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)>; [Redacted] [@cbre.com](mailto:[Redacted]@cbre.com)>
Cc: [Redacted] [@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)>; [Redacted] [@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[Redacted]

[Redacted] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [Redacted]. Please see my comments below.

[Redacted] - Please see attached the infrastructure cost report [Redacted] refers to in his email below.

Regards

[Redacted]

[Redacted]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [Redacted]
Email: [Redacted] [@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



From: [Redacted] [[mailto:\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)]
Sent: 15 October 2018 17:15
To: [Redacted]; [Redacted]
Cc: [Redacted]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,
[REDACTED]
2. A summary of the **Botley Bypass CPO progress and anticipated land costs** [REDACTED]
[REDACTED]
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts anticipated and support transactional evidence**. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 11:19
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [REDACTED],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

I hope to be in a position to issue the finalised HIF appraisal and other supporting documents later today.

I trust that there remains enough time for us to agree the viability gap position in advance of your deadlines.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 10:46
To: [REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>;
[REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>; [REDACTED]
[REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>; [REDACTED]
[REDACTED]@hants.gov.uk>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>; [REDACTED]
[REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>; [REDACTED]
[REDACTED]@hants.gov.uk>
Subject: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Morning all,

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

[REDACTED]

[REDACTED] MEng CEng MICE
Chief Engineer - Highways
Engineering Consultancy
Hampshire County Council
Capital House, Winchester
Hampshire, SO23 8UD
E-mail: [REDACTED]@hants.gov.uk

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents

of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED]@hants.gov.uk>
Sent: 23 January 2019 12:10
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: 23/1/19: Chasing letter from their head of finance

Thanks [REDACTED]. Is there a rough timescale on getting these over to us?

My colleague [REDACTED] is working on securing the requested funding letter with our Head of Finance, however, I believe they have queried whether the HIF funding remains grant funding as agreed with yourself as they have been advised that all HIF funding is a loan to the Local Authority and that we cannot be the applicant. Can you provide any clarity on this point, as this may speed up the process of getting this letter through?

Many thanks,

[REDACTED]

[REDACTED] MRICS
Development & Valuation Surveyor
HCC Property Services
Tel: 01962 [REDACTED]

From: [REDACTED]@homesengland.gov.uk>
Sent: 23 January 2019 11:32
To: [REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Thanks [REDACTED]. We are finalising the conditions / offer at the moment.

Can you advise when the funding letter will be supplied by the Head of Finance?

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Wednesdays and Thursdays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 23 January 2019 09:36
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Dear [REDACTED],

My apologies for not having responded earlier in the new year. Please find below the cost information you requested on the 4th January 2019.

[REDACTED]

SSE:

1st November 2017 an application was made to SSE for was for 1050 houses and Deer Park School.

[REDACTED]

SGN:

[REDACTED]

I trust the above sufficiently clarifies the query.

When we last spoke, I believe I asked if you could share with us the conditions of the approved bid.

Kind regards,

[REDACTED] MRICS

Development & Valuation Surveyor

HCC Property Services

Tel: 01962 [REDACTED]

From: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 04 January 2019 01:43

To: [REDACTED]; EXTERNAL [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

In addition to the below, CBRE have reviewed the Botley Bypass and Uplands Development Infrastructure Estimate of Total Project Cost (October 2018) and overall are satisfied with it apart from two elements:

[REDACTED]

[REDACTED]

Can you get this sent over?

This will not delay getting the funding approved, however provision of the information and CBRE's approval of it will be a pre-contract condition of funding.

Thanks

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED]
Sent: 03 January 2019 17:32
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

I trust you're well and had a good break.

Following up re the below:

- Could you set out in a sentence or two how the Phase 1 bypass is required in order for the Phase 2 bypass and Winchester St housing to go ahead
- Could you advise when the Head of Finance will write to confirm that HCC will fund the scheme and any over-runs/shortfalls, also setting out how HCC will fund this (for example from reserves, PLWB etc.)

Thanks

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@[homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED]
Sent: 07 December 2018 15:51
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

It did go to Board (I have tried to call a couple of times today), and was approved – however I would stress that it is subject to several conditions, including the satisfactory completion of a revised BCR and CBRE's Funding Clarification Report. CBRE is aiming to complete this asap, including the information we discussed yesterday.

Additionally, could you set out in a sentence or two how the Phase 1 bypass is required in order for the Phase 2 bypass and Winchester St housing to go ahead?

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@[homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 07 December 2018 15:42
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -
CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Ok, noted. Did it go to the Board yesterday?

Regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 07 December 2018 15:22
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED]
[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Regarding the funding letter from your Head of Finance - in addition to confirming that HCC will fund the scheme and any over-runs/shortfalls, can it also set out how HCC will fund this. For example from reserves, PLWB etc.

Many thanks

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays

#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [redacted] [[mailto:\[redacted\]@hants.gov.uk](mailto:[redacted]@hants.gov.uk)]
Sent: 06 December 2018 12:05
To: [redacted]; EXTERNAL [redacted]
Cc: [redacted]; [redacted]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Hi [redacted],

The utilities included within the appraisal for Phase 1 infrastructure include new services (gas/electric/water/foul/telecoms) and diversions (electric) for the west of Woodhouse Lane development and diversions of any utilities in the highway for the Bypass Phase 1.

Please see comments to last email in green below.

I trust this is all you need now for your report.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] <[REDACTED]@homesengland.gov.uk>
Sent: 06 December 2018 11:37
To: [REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED]
[REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

In addition to my queries of a few minutes ago below, can you confirm:

i

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED]
Sent: 06 December 2018 11:20
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Can you provide a bit more clarification - see my two comments below in red italics.

Thanks

[REDACTED]
Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@[homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 06 December 2018 11:02
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Thank you for confirming the requirements for the HIF monies yesterday. Following our conversation this morning, please see the below comment regarding an updated profile for the drawdown of the [REDACTED] HIF monies.

[REDACTED]

[REDACTED]

[REDACTED]

Please find attached the Delivery Strategy document which was submitted as part of our planning application re-submission, which describes how the County Council is acting as master developer and the phase of infrastructure works and housing parcels.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 05 December 2018 17:20
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

The HIF monies need to be spent on physical infrastructure by March 2021.

This can be spent on, say, the early part of a piece of infrastructure that is completed post March 2021, however the HIF monies need to be spent by March 2021.

[REDACTED]

If you are able to provide your response by 10:30am tomorrow it should be possible to get this submitted to grant recommendation committee for this Friday.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 05 December 2018 16:25

To: [REDACTED]; EXTERNAL [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Thank you for confirming with respect to 3a.

[REDACTED]

[REDACTED]

Thanks

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 05 December 2018 15:35
To: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED]
[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Thanks for the below, CBRE will review the info.

Regarding 3a, we do not require the letter from your Head of Finance ahead of taking it to approval committee. I will take the paper to committee on the basis that a letter is being provided which will confirm that HCC will provide internal borrowing to fund the elements of the scheme not met by other funding sources (HIF, secured s106 monies) and that HCC will underwrite the project should additional funding be required.

[REDACTED]

Thanks



Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [redacted]

Email: [redacted]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 05 December 2018 14:25
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Further to my earlier email and your clarifications sought on the 20th November, please see our responses below.

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
 - a. Additional cost estimate information and drawings – The requested information can be found in the SharePoint link which has now been issued to you, along with a username and password. Should you have any issues with accessing this, please contact my colleague [REDACTED] [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)).

2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**

- a. Anticipated land values vs level of servicing – Please find attached a spreadsheet called ‘Uplands Development Phasing Details’ which includes the servicing per phase table I referred to in an earlier email. This table confirms our current position in respect of the work that would remain required by the developers associated with each phase which will not have been supplied by our early infrastructure.
- b. Individual residual appraisals – I originally issued phased residuals for the Woodhouse Lane site which support the level of values identified within the master developer cash flow appraisal.
- c. Gross to net areas – Within the attached phasing spreadsheet is a second tab setting out gross and net areas for the phasing plans attached. For clarity the land value per acre figures shown in the master developer appraisal are on the net developable area.

3.



- a. Forward funding of infrastructure – Your understanding is correct on the guaranteed funding sources. The principle of the infrastructure cost being forward funded by the County Council is established to enable the necessary infrastructure for the school and initial housing phases to be delivered as early as possible. The level of financial support has increased since the original documentation, as evidenced in the master developer cash flow, and hence an updated letter of undertaking by the Head of Finance is being prepared to provide the necessary comfort for this in relation to underwriting and any required internal borrowing.
- b. Land market slows – Should the land market slow then the County Council will hold the land for sale until such time as it can secure a satisfactory land value. Should the County Council have to accept a market value less than the anticipated land values in the master developer appraisal, the County Council will underwrite the outstanding project balance identified in our updated HIF appraisal (attached – see below comment).

The updated HIF appraisal (attached) picks up the consequence of the revised school and early infrastructure delivery to the housing phases, which were previously shown commencing in [REDACTED] but are now shown commencing in [REDACTED] so that they follow on from the completion of the construction of the school and early infrastructure. The cash flow implications of this are principally offset by an updated position on the Developer Fees.

With respect to point 3a above, will you require this before you take this to your Board for approval, or can it be subject to this?

In terms of your additional query regarding clarification on the draw down of the money and what it will be spent on, I will respond separately on this.

I trust the above covers the matters you have sought clarity on for progressing our bid to your Board for approval.

Regards,

██████████ MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 ██████████

From: ██████████
Sent: 28 November 2018 12:16
To: ██████████, ██████████ <██████████@homesengland.gov.uk>; EXTERNAL ██████████
██████████ <██████████@cbre.com>
Cc: ██████████ <██████████@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Hi ██████████,

My apologies again for the delay in responding. We have been working hard on addressing the points you raised but unfortunately we will not be in a position to provide you sufficient details on all points raised this morning, or even by the end of the day. We would therefore ask when the next available opportunity is for our bid to be taken to your Board for approval? If we are able to provide you the information required by the end of the week will this be next Thursday.

By way of an update on the points raised, I am confirming that I now have collated all the necessary plans and cost estimates requested in your first point and will be arranging a file share access which will likely involve a colleague, [REDACTED], contacting you to approve access. On your second point, I have put together a table identifying the servicing/access arrangements for each development parcel and will send this over with some explanatory wording today or tomorrow.

In terms of the third point raised, we are preparing a further letter of undertaking by the Head of Finance to provide the comfort you are seeking on the forward funding of the rest of the development. Any advice you are able to provide on any particular points you wish this letter to cover would be appreciated to aid our drafting of this for sign off hopefully later this week.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 28 November 2018 10:07

To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED]

[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED]

Can you provide the information this morning?

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 26 November 2018 10:38
To: EXTERNAL [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED],

My apologies for not having got this to you on Friday but due to colleagues leave and other priorities we were unable to meet the end of the week deadline you proposed.

I hope to be in a position to respond on all three matters by the end of the day.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH <[REDACTED]@cbre.com>

Sent: 20 November 2018 15:13

To: [REDACTED] [REDACTED]@hants.gov.uk>

Cc: [REDACTED] [REDACTED]@homesengland.gov.uk>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Thank you for sending this through.

We have a few further points of clarification: -

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for**

purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.

3.

[Redacted]

The project is earmarked for committee next week so we would request the above additional information is provided asap and no later than end of the week.

Kind regards

[Redacted]

[Redacted] | Senior Director

CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [Redacted] | M [Redacted]

[Redacted] [@cbre.com](mailto:[Redacted]@cbre.com) | www.cbre.com

From: [Redacted] [[mailto:\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)]

Sent: 20 November 2018 10:09

To: [Redacted] [@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)>; [Redacted] @ London HH
[Redacted] [@cbre.com](mailto:[Redacted]@cbre.com)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[Redacted],

Please find attached the phasing plans you requested.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 November 2018 12:04
To: [REDACTED], [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Cc: [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

Regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

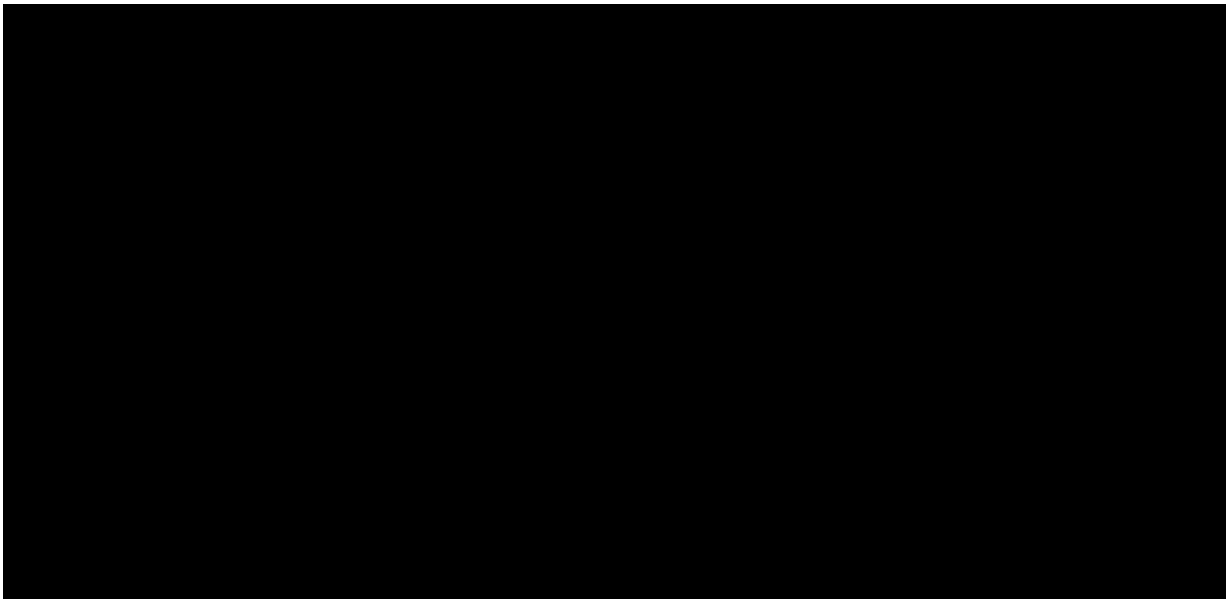
Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 22 October 2018 00:25
To: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Please find attached amended appraisal as discussed, and below a table of potential highways contributions from Strategic Transport which support the updated figures.



I trust the above is satisfactory. I am on leave Monday and Tuesday of this week but am in the rest of the week should you need to contact me.

Regards

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 17 October 2018 10:33

To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>;

[REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [REDACTED]

[REDACTED]

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 16 October 2018 15:04

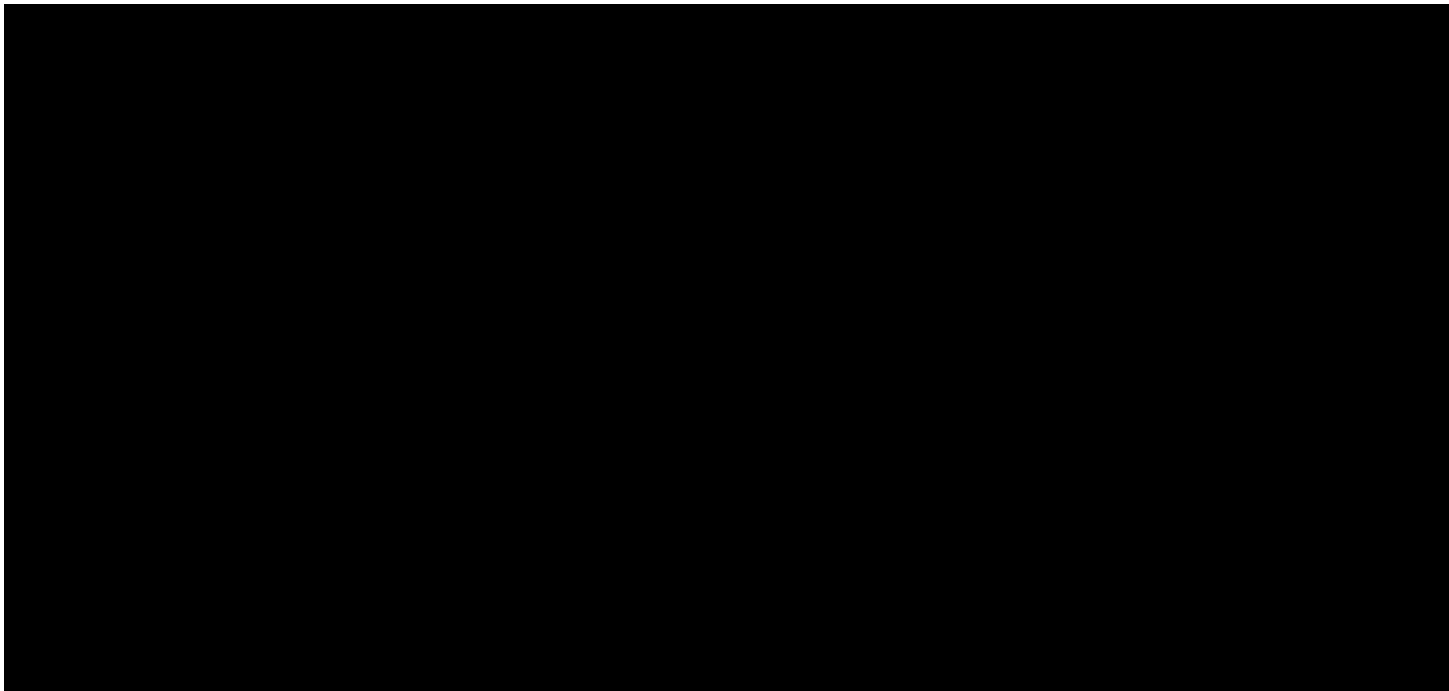
To: [REDACTED], [REDACTED]

Cc: [REDACTED], [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.



Regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 16 October 2018 10:22
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@cbre.com>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[REDACTED]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [REDACTED].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 16 October 2018 09:15

To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED]

[REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018

Importance: High

[REDACTED]

[REDACTED] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [REDACTED]. Please see my comments below.

[REDACTED] - Please see attached the infrastructure cost report [REDACTED] refers to in his email below.

Regards

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



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

Sent: 15 October 2018 17:15

To: [REDACTED]; [REDACTED]

Cc: [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018

Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,

[REDACTED]

2. A summary of the **Botley Bypass CPO** progress and anticipated land costs [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts** anticipated and support transactional evidence. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]

Sent: 12 October 2018 11:19

To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED]

[REDACTED] <[REDACTED]@homesengland.gov.uk>

Cc: [REDACTED] <[REDACTED]@hants.gov.uk>

Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

[Redacted]

[Redacted] **MEng CEng MICE**
Chief Engineer - Highways
Engineering Consultancy
Hampshire County Council
Capital House, Winchester
Hampshire, SO23 8UD

E-mail: [Redacted] [@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of

legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED]@hants.gov.uk>
Sent: 23 January 2019 14:02
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: 23/1/19: Answers to queries

[REDACTED],

Many thanks for confirming; that is reassuring to hear. Our finance colleagues appear to have a different view from their involvement as Highway Authority with other schemes (such as [REDACTED]).

We will continue working on getting the funding letter ready but we may not be in a position to send this to you until we have seen the final conditions / offer.

In terms of HCC being the applicant as opposed to EBC, the original applicant; presumably there are no actions that we need to address on this front?

Kind regards,

[REDACTED]

[REDACTED] MRICS
Development & Valuation Surveyor
HCC Property Services
Tel: 01962 [REDACTED]

From: [REDACTED]@homesengland.gov.uk>
Sent: 23 January 2019 12:30
To: [REDACTED]@hants.gov.uk>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Hopefully in the next week or so.

It's grant funding. It does not need to be paid back. Attached is the standard short form funding agreement template, this will obviously be amended to reflect the specifics of Botley but it gives you an idea.

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Wednesdays and Thursdays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 23 January 2019 12:10
To: [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Thanks [REDACTED]. Is there a rough timescale on getting these over to us?

My colleague [REDACTED] is working on securing the requested funding letter with our Head of Finance, however, I believe they have queried whether the HIF funding remains grant funding as agreed with yourself as they have been advised that all HIF funding is a loan to the Local Authority and that we cannot be the applicant. Can you provide any clarity on this point, as this may speed up the process of getting this letter through?

Many thanks,

[REDACTED]

[REDACTED] MRICS
Development & Valuation Surveyor
HCC Property Services
Tel: 01962 [REDACTED]

From: [REDACTED] [mailto:[REDACTED]@homesengland.gov.uk]
Sent: 23 January 2019 11:32
To: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]; EXTERNAL [REDACTED] [mailto:[REDACTED]@cbre.com]
Cc: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]; [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Thanks [REDACTED]. We are finalising the conditions / offer at the moment.

Can you advise when the funding letter will be supplied by the Head of Finance?

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Wednesdays and Thursdays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 23 January 2019 09:36
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Dear [REDACTED],

My apologies for not having responded earlier in the new year. Please find below the cost information you requested on the 4th January 2019.

[REDACTED]

SSE:

1st November 2017 an application was made to SSE for was for 1050 houses and Deer Park School.

[REDACTED]

SGN:

[REDACTED]

I trust the above sufficiently clarifies the query.

When we last spoke, I believe I asked if you could share with us the conditions of the approved bid.

Kind regards,

[REDACTED] MRICS

Development & Valuation Surveyor

HCC Property Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED]@homesengland.gov.uk>

Sent: 04 January 2019 01:43

To: [REDACTED]; EXTERNAL [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

In addition to the below, CBRE have reviewed the Botley Bypass and Uplands Development Infrastructure Estimate of Total Project Cost (October 2018) and overall are satisfied with it apart from two elements:

[REDACTED]

[REDACTED]

Can you get this sent over?

This will not delay getting the funding approved, however provision of the information and CBRE's approval of it will be a pre-contract condition of funding.

Thanks

[REDACTED]



Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [redacted]

Email: [redacted]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED]
Sent: 03 January 2019 17:32
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -
CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

I trust you're well and had a good break.

Following up re the below:

- Could you set out in a sentence or two how the Phase 1 bypass is required in order for the Phase 2 bypass and Winchester St housing to go ahead
- Could you advise when the Head of Finance will write to confirm that HCC will fund the scheme and any over-runs/shortfalls, also setting out how HCC will fund this (for example from reserves, PLWB etc.)

Thanks

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED]
Sent: 07 December 2018 15:51
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

It did go to Board (I have tried to call a couple of times today), and was approved – however I would stress that it is subject to several conditions, including the satisfactory completion of a revised BCR and CBRE's Funding Clarification Report. CBRE is aiming to complete this asap, including the information we discussed yesterday.

Additionally, could you set out in a sentence or two how the Phase 1 bypass is required in order for the Phase 2 bypass and Winchester St housing to go ahead?

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@[homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays

#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [redacted] [mailto:[redacted]@hants.gov.uk]

Sent: 07 December 2018 15:42

To: [redacted]; EXTERNAL [redacted]

Cc: [redacted]; [redacted]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -
CONFIDENTIAL & SUBJECT TO CONTRACT

[redacted],

Ok, noted. Did it go to the Board yesterday?

Regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 07 December 2018 15:22

To: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED]
[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Cc: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Regarding the funding letter from your Head of Finance - in addition to confirming that HCC will fund the scheme and any over-runs/shortfalls, can it also set out how HCC will fund this. For example from reserves, PLWB etc.

Many thanks

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 06 December 2018 12:05

To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Hi [REDACTED],

The utilities included within the appraisal for Phase 1 infrastructure include new services (gas/electric/water/foul/telecoms) and diversions (electric) for the west of Woodhouse Lane development and diversions of any utilities in the highway for the Bypass Phase 1.

Please see comments to last email in green below.

I trust this is all you need now for your report.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED]@homesengland.gov.uk>

Sent: 06 December 2018 11:37

To: [REDACTED] [REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED]

[REDACTED]@cbre.com>

Cc: [REDACTED] [REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED]@hants.gov.uk>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

In addition to my queries of a few minutes ago below, can you confirm:

[REDACTED]

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)





Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED]
Sent: 06 December 2018 11:20
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Can you provide a bit more clarification - see my two comments below in red italics.

Thanks

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED][@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 06 December 2018 11:02

To: [REDACTED]; EXTERNAL [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Thank you for confirming the requirements for the HIF monies yesterday. Following our conversation this morning, please see the below comment regarding an updated profile for the drawdown of the [REDACTED] HIF monies.

[REDACTED]

[REDACTED]

[REDACTED]

Please find attached the Delivery Strategy document which was submitted as part of our planning application re-submission, which describes how the County Council is acting as master developer and the phase of infrastructure works and housing parcels.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[REDACTED]@homesengland.gov.uk>
Sent: 05 December 2018 17:20
To: [REDACTED] [REDACTED] <[REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED]
[REDACTED] <[REDACTED]@cbre.com>
Cc: [REDACTED] [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

The HIF monies need to be spent on physical infrastructure by March 2021.

This can be the spent on, say, the early part of a piece of infrastructure that is completed post March 2021, however the HIF monies need to be spent by March 2021.

[REDACTED]

If you are able to provide your response by 10:30am tomorrow it should be possible to get this submitted to grant recommendation committee for this Friday.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 05 December 2018 16:25

To: [REDACTED]; EXTERNAL [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[Redacted]

Thank you for confirming with respect to 3a.

[Redacted]

[Redacted]

Thanks

[Redacted]

[Redacted] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [Redacted]

From: [Redacted] [Redacted] <[\[Redacted\]@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)>

Sent: 05 December 2018 15:35

To: [Redacted] [Redacted] <[\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)>; EXTERNAL [Redacted] [Redacted] <[\[Redacted\]@cbre.com](mailto:[Redacted]@cbre.com)>

Cc: [Redacted] [Redacted] <[\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)>; [Redacted] [Redacted] <[\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Thanks for the below, CBRE will review the info.

Regarding 3a, we do not require the letter from your Head of Finance ahead of taking it to approval committee. I will take the paper to committee on the basis that a letter is being provided which will confirm that HCC will provide internal borrowing to fund the elements of the scheme not met by other funding sources (HIF, secured s106 monies) and that HCC will underwrite the project should additional funding be required.

[REDACTED]

Thanks

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays

#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [redacted] [[mailto:\[redacted\]@hants.gov.uk](mailto:[redacted]@hants.gov.uk)]

Sent: 05 December 2018 14:25

To: [redacted]; EXTERNAL [redacted]

Cc: [redacted]; [redacted]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[redacted],

Further to my earlier email and your clarifications sought on the 20th November, please see our responses below.

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
 - a. Additional cost estimate information and drawings – The requested information can be found in the SharePoint link which has now been issued to you, along with a username and password. Should you have any issues with accessing this, please contact my colleague [REDACTED] [REDACTED]@hants.gov.uk).

2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**
 - a. Anticipated land values vs level of servicing – Please find attached a spreadsheet called ‘Uplands Development Phasing Details’ which includes the servicing per phase table I referred to in an earlier email. This table confirms our current position in respect of the work that would remain required by the developers associated with each phase which will not have been supplied by our early infrastructure.
 - b. Individual residual appraisals – I originally issued phased residuals for the Woodhouse Lane site which support the level of values identified within the master developer cash flow appraisal.
 - c. Gross to net areas – Within the attached phasing spreadsheet is a second tab setting out gross and net areas for the phasing plans attached. For clarity the land value per acre figures shown in the master developer appraisal are on the net developable area.

3. [REDACTED]
 - a. Forward funding of infrastructure – Your understanding is correct on the guaranteed funding sources. The principle of the infrastructure cost being forward funded by the County Council is established to enable the necessary infrastructure for the school and initial housing phases to be delivered as early as possible. The level of financial support has increased since the original

documentation, as evidenced in the master developer cash flow, and hence an updated letter of undertaking by the Head of Finance is being prepared to provide the necessary comfort for this in relation to underwriting and any required internal borrowing.

- b. Land market slows – Should the land market slow then the County Council will hold the land for sale until such time as it can secure a satisfactory land value. Should the County Council have to accept a market value less than the anticipated land values in the master developer appraisal, the County Council will underwrite the outstanding project balance identified in our updated HIF appraisal (attached – see below comment).

The updated HIF appraisal (attached) picks up the consequence of the revised school and early infrastructure delivery to the housing phases, which were previously shown commencing in [REDACTED] but are now shown commencing in [REDACTED] so that they follow on from the completion of the construction of the school and early infrastructure. The cash flow implications of this are principally offset by an updated position on the Developer Fees.

With respect to point 3a above, will you require this before you take this to your Board for approval, or can it be subject to this?

In terms of your additional query regarding clarification on the draw down of the money and what it will be spent on, I will respond separately on this.

I trust the above covers the matters you have sought clarity on for progressing our bid to your Board for approval.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 28 November 2018 12:16

To: [REDACTED], [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; EXTERNAL [REDACTED]

[REDACTED]@cbre.com>

Cc: [REDACTED]@hants.gov.uk>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Hi [REDACTED],

My apologies again for the delay in responding. We have been working hard on addressing the points you raised but unfortunately we will not be in a position to provide you sufficient details on all points raised this morning, or even by the end of the day. We would therefore ask when the next available opportunity is for our bid to be taken to your Board for approval? If we are able to provide you the information required by the end of the week will this be next Thursday.

By way of an update on the points raised, I am confirming that I now have collated all the necessary plans and cost estimates requested in your first point and will be arranging a file share access which will likely involve a colleague, [REDACTED], contacting you to approve access. On your second point, I have put together a table identifying the servicing/access arrangements for each development parcel and will send this over with some explanatory wording today or tomorrow.

In terms of the third point raised, we are preparing a further letter of undertaking by the Head of Finance to provide the comfort you are seeking on the forward funding of the rest of the development. Any advice you are able to provide on any particular points you wish this letter to cover would be appreciated to aid our drafting of this for sign off hopefully later this week.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 28 November 2018 10:07

To: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED]
[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED]

Can you provide the information this morning?

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays



From: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>

Sent: 26 November 2018 10:38

To: EXTERNAL [REDACTED]
Cc: [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED],

My apologies for not having got this to you on Friday but due to colleagues leave and other priorities we were unable to meet the end of the week deadline you proposed.

I hope to be in a position to respond on all three matters by the end of the day.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Sent: 20 November 2018 15:13

To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>

Cc: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Thank you for sending this through.

We have a few further points of clarification: -

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**

3.

[REDACTED]

The project is earmarked for committee next week so we would request the above additional information is provided asap and no later than end of the week.

Kind regards

[REDACTED]

[REDACTED] | Senior Director

CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]

[REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com) | www.cbre.com

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

Sent: 20 November 2018 10:09

To: [REDACTED] [mailto:[REDACTED]@homesengland.gov.uk]; [REDACTED] @ London HH
[REDACTED] [mailto:[REDACTED]@cbre.com]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Please find attached the phasing plans you requested.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]

Sent: 12 November 2018 12:04

To: [REDACTED] [mailto:[REDACTED]@homesengland.gov.uk]; [REDACTED]
[REDACTED] [mailto:[REDACTED]@homesengland.gov.uk]

Cc: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]; [REDACTED] [mailto:[REDACTED]@hants.gov.uk]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

Regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 22 October 2018 00:25
To: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Please find attached amended appraisal as discussed, and below a table of potential highways contributions from Strategic Transport which support the updated figures.

[REDACTED]

[REDACTED]

I trust the above is satisfactory. I am on leave Monday and Tuesday of this week but am in the rest of the week should you need to contact me.

Regards

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] <[REDACTED]@homesengland.gov.uk>
Sent: 17 October 2018 10:33
To: [REDACTED]@hants.gov.uk>; [REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [REDACTED].

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 16 October 2018 15:04

To: [REDACTED]; [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.

[REDACTED]

[REDACTED]

Regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 16 October 2018 10:22
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@cbre.com>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[REDACTED]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [REDACTED].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 16 October 2018 09:15
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[REDACTED]

██████ - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of ██████. Please see my comments below.

██████ – Please see attached the infrastructure cost report ██████ refers to in his email below.

Regards

██████

████████████████████

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 ██████

Email: ██████@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: ██████ [mailto:██████@hants.gov.uk]

Sent: 15 October 2018 17:15

To: ██████; ██████

Cc: ██████

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018

Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,

[REDACTED]

2. A summary of the **Botley Bypass CPO progress and anticipated land costs** [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts** anticipated and support transactional evidence. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

██████████ MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 ██████████

From: ██████████
Sent: 12 October 2018 11:19
To: ██████████, ██████████ <██████████@homesengland.gov.uk>; ██████████
██████████ <██████████@homesengland.gov.uk>
Cc: ██████████ <██████████@hants.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear ██████████,

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

I hope to be in a position to issue the finalised HIF appraisal and other supporting documents later today.

I trust that there remains enough time for us to agree the viability gap position in advance of your deadlines.

Regards,

██████████ MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 ██████████

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED] [REDACTED]@hants.gov.uk>
Sent: 23 January 2019 09:36
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: 23/1/19: Answers to queries
Attachments: Bridge Estimate 010617.pdf; B2307_16_01 Rev-C OLD.pdf

Dear [REDACTED],

My apologies for not having responded earlier in the new year. Please find below the cost information you requested on the 4th January 2019.

[REDACTED]

SSE:

1st November 2017 an application was made to SSE for was for 1050 houses and Deer Park School.

[REDACTED]

SGN:

[REDACTED]

I trust the above sufficiently clarifies the query.

When we last spoke, I believe I asked if you could share with us the conditions of the approved bid.

Kind regards,

[REDACTED] MRICS

Development & Valuation Surveyor

HCC Property Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 04 January 2019 01:43
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

In addition to the below, CBRE have reviewed the Botley Bypass and Uplands Development Infrastructure Estimate of Total Project Cost (October 2018) and overall are satisfied with it apart from two elements:

[REDACTED]

[REDACTED]

Can you get this sent over?

This will not delay getting the funding approved, however provision of the information and CBRE's approval of it will be a pre-contract condition of funding.

Thanks

[Redacted]

[Redacted]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [Redacted]

Email: [Redacted]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED]
Sent: 03 January 2019 17:32
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

I trust you're well and had a good break.

Following up re the below:

- Could you set out in a sentence or two how the Phase 1 bypass is required in order for the Phase 2 bypass and Winchester St housing to go ahead
- Could you advise when the Head of Finance will write to confirm that HCC will fund the scheme and any over-runs/shortfalls, also setting out how HCC will fund this (for example from reserves, PLWB etc.)

Thanks



Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [redacted]

Email: [redacted]@[homesengland.gov.uk](mailto:[redacted]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED]
Sent: 07 December 2018 15:51
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

It did go to Board (I have tried to call a couple of times today), and was approved – however I would stress that it is subject to several conditions, including the satisfactory completion of a revised BCR and CBRE's Funding Clarification Report. CBRE is aiming to complete this asap, including the information we discussed yesterday.

Additionally, could you set out in a sentence or two how the Phase 1 bypass is required in order for the Phase 2 bypass and Winchester St housing to go ahead?

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 07 December 2018 15:42

To: [REDACTED]; EXTERNAL [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Ok, noted. Did it go to the Board yesterday?

Regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] [[@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>]

Sent: 07 December 2018 15:22

To: [REDACTED] [REDACTED] [[@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>]; EXTERNAL [REDACTED]

[REDACTED] [[@cbre.com](mailto:[REDACTED]@cbre.com)>]

Cc: [REDACTED] [REDACTED] [[@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>]; [REDACTED] [REDACTED] [[@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Regarding the funding letter from your Head of Finance - in addition to confirming that HCC will fund the scheme and any over-runs/shortfalls, can it also set out how HCC will fund this. For example from reserves, PLWB etc.

Many thanks

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 06 December 2018 12:05
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Hi [REDACTED],

The utilities included within the appraisal for Phase 1 infrastructure include new services (gas/electric/water/foul/telecoms) and diversions (electric) for the west of Woodhouse Lane development and diversions of any utilities in the highway for the Bypass Phase 1.

Please see comments to last email in green below.

I trust this is all you need now for your report.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 06 December 2018 11:37
To: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED]
[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

In addition to my queries of a few minutes ago below, can you confirm:

[REDACTED]

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED]
Sent: 06 December 2018 11:20
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Can you provide a bit more clarification - see my two comments below in red italics.

Thanks



Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 

Email: @homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 06 December 2018 11:02
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -
CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Thank you for confirming the requirements for the HIF monies yesterday. Following our conversation this morning, please see the below comment regarding an updated profile for the drawdown of the [REDACTED] HIF monies.

[REDACTED]

[REDACTED]

[REDACTED]

Please find attached the Delivery Strategy document which was submitted as part of our planning application re-submission, which describes how the County Council is acting as master developer and the phase of infrastructure works and housing parcels.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 05 December 2018 17:20
To: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED] [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

The HIF monies need to be spent on physical infrastructure by March 2021.

This can be the spent on, say, the early part of a piece of infrastructure that is completed post March 2021, however the HIF monies need to be spent by March 2021.

[REDACTED]

If you are able to provide your response by 10:30am tomorrow it should be possible to get this submitted to grant recommendation committee for this Friday.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 05 December 2018 16:25
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -
CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Thank you for confirming with respect to 3a.

[REDACTED]

[REDACTED]

Thanks

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 05 December 2018 15:35
To: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED]
[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Thanks for the below, CBRE will review the info.

Regarding 3a, we do not require the letter from your Head of Finance ahead of taking it to approval committee. I will take the paper to committee on the basis that a letter is being provided which will confirm that HCC will provide internal borrowing to fund the elements of the scheme not met by other funding sources (HIF, secured s106 monies) and that HCC will underwrite the project should additional funding be required.

[REDACTED]

Thanks

[REDACTED]

██████████
Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 ██████████

Email: ██████████ [@homesengland.gov.uk](mailto:██████████@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 05 December 2018 14:25
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Further to my earlier email and your clarifications sought on the 20th November, please see our responses below.

1. **Infrastructure Costs** – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
 - a. **Additional cost estimate information and drawings** – The requested information can be found in the SharePoint link which has now been issued to you, along with a username and password. Should you have any issues with accessing this, please contact my colleague [REDACTED] ([\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)).

2. **Land Sales** – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**
 - a. **Anticipated land values vs level of servicing** – Please find attached a spreadsheet called ‘Uplands Development Phasing Details’ which includes the servicing per phase table I referred to in an

earlier email. This table confirms our current position in respect of the work that would remain required by the developers associated with each phase which will not have been supplied by our early infrastructure.

- b. Individual residual appraisals – I originally issued phased residuals for the Woodhouse Lane site which support the level of values identified within the master developer cash flow appraisal.
- c. Gross to net areas – Within the attached phasing spreadsheet is a second tab setting out gross and net areas for the phasing plans attached. For clarity the land value per acre figures shown in the master developer appraisal are on the net developable area.

3.



- a. Forward funding of infrastructure – Your understanding is correct on the guaranteed funding sources. The principle of the infrastructure cost being forward funded by the County Council is established to enable the necessary infrastructure for the school and initial housing phases to be delivered as early as possible. The level of financial support has increased since the original documentation, as evidenced in the master developer cash flow, and hence an updated letter of undertaking by the Head of Finance is being prepared to provide the necessary comfort for this in relation to underwriting and any required internal borrowing.
- b. Land market slows – Should the land market slow then the County Council will hold the land for sale until such time as it can secure a satisfactory land value. Should the County Council have to accept a market value less than the anticipated land values in the master developer appraisal, the County Council will underwrite the outstanding project balance identified in our updated HIF appraisal (attached – see below comment).

The updated HIF appraisal (attached) picks up the consequence of the revised school and early infrastructure delivery to the housing phases, which were previously shown commencing in [REDACTED] but are now shown commencing in [REDACTED] so that they follow on from the completion of the construction of the school and early infrastructure. The cash flow implications of this are principally offset by an updated position on the Developer Fees.

With respect to point 3a above, will you require this before you take this to your Board for approval, or can it be subject to this?

In terms of your additional query regarding clarification on the draw down of the money and what it will be spent on, I will respond separately on this.

I trust the above covers the matters you have sought clarity on for progressing our bid to your Board for approval.

Regards,

██████████ MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 ██████████

From: ██████████
Sent: 28 November 2018 12:16
To: ██████████, ██████████ <██████████@homesengland.gov.uk>; EXTERNAL ██████████
██████████ <██████████@cbre.com>
Cc: ██████████ <██████████@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Hi ██████████,

My apologies again for the delay in responding. We have been working hard on addressing the points you raised but unfortunately we will not be in a position to provide you sufficient details on all points raised this morning, or even by the end of the day. We would therefore ask when the next available opportunity is for our bid to be taken to your Board for approval? If we are able to provide you the information required by the end of the week will this be next Thursday.

By way of an update on the points raised, I am confirming that I now have collated all the necessary plans and cost estimates requested in your first point and will be arranging a file share access which will likely involve a colleague, ██████████, contacting you to approve access. On your second point, I have put together a table identifying the servicing/access arrangements for each development parcel and will send this over with some explanatory wording today or tomorrow.

In terms of the third point raised, we are preparing a further letter of undertaking by the Head of Finance to provide the comfort you are seeking on the forward funding of the rest of the development. Any advice you

are able to provide on any particular points you wish this letter to cover would be appreciated to aid our drafting of this for sign off hopefully later this week.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 28 November 2018 10:07

To: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED]

Can you provide the information this morning?

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



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

Sent: 26 November 2018 10:38

To: EXTERNAL [REDACTED]

Cc: [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED],

My apologies for not having got this to you on Friday but due to colleagues leave and other priorities we were unable to meet the end of the week deadline you proposed.

I hope to be in a position to respond on all three matters by the end of the day.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH [REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com)>
Sent: 20 November 2018 15:13
To: [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Cc: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Thank you for sending this through.

We have a few further points of clarification: -

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**

3. [REDACTED]

The project is earmarked for committee next week so we would request the above additional information is provided asap and no later than end of the week.

Kind regards

[REDACTED]

[REDACTED] | Senior Director

CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]

[REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com) | www.cbre.com

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 20 November 2018 10:09

To: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; [REDACTED] @ London HH
[REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Please find attached the phasing plans you requested.

Kind regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 November 2018 12:04
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

Regards,

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

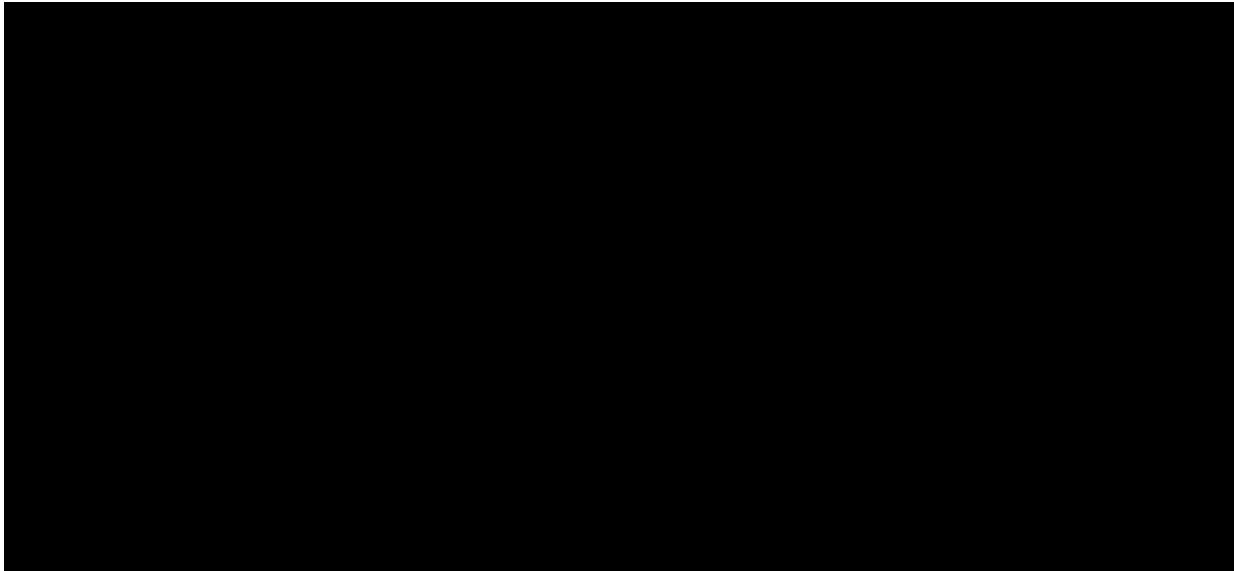
From: [REDACTED]
Sent: 22 October 2018 00:25
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@cbre.com>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Importance: High

[REDACTED],

Please find attached amended appraisal as discussed, and below a table of potential highways contributions from Strategic Transport which support the updated figures.



I trust the above is satisfactory. I am on leave Monday and Tuesday of this week but am in the rest of the week should you need to contact me.

Regards

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 17 October 2018 10:33

To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED]

[REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [REDACTED]

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays



From: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>

Sent: 16 October 2018 15:04

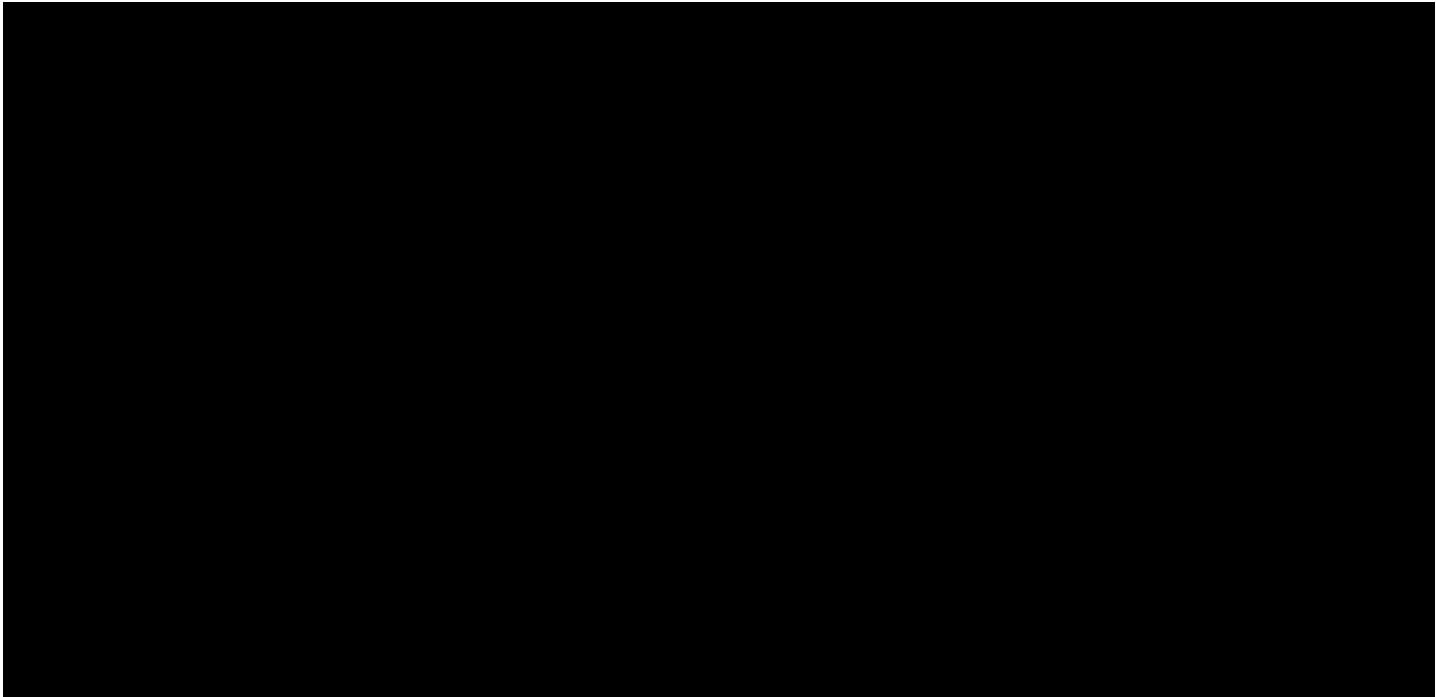
To: [REDACTED]; [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -
CONFIDENTIAL

█,

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.



Regards,

█

█ MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 █

From: █
Sent: 16 October 2018 10:22

To: [REDACTED], [REDACTED]@homesengland.gov.uk>; [REDACTED]

[REDACTED]@cbre.com>

Cc: [REDACTED]@hants.gov.uk>; [REDACTED],

[REDACTED]@homesengland.gov.uk>

Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Importance: High

[REDACTED],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[REDACTED]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [REDACTED].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Sent: 16 October 2018 09:15

To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>

Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018

Importance: High

[REDACTED], [REDACTED]

[REDACTED] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [REDACTED]. Please see my comments below.

[REDACTED] – Please see attached the infrastructure cost report [REDACTED] refers to in his email below.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 15 October 2018 17:15
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,

[REDACTED]

2. A summary of the **Botley Bypass CPO** progress and anticipated land costs [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

- [REDACTED]
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
 4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
 5. A summary of the **Uplands Farm Development land receipts anticipated and support transactional evidence**. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 11:19
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [REDACTED],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Regards,



MEng CEng MICE
Chief Engineer - Highways
Engineering Consultancy
Hampshire County Council
Capital House, Winchester
Hampshire, SO23 8UD

E-mail:  [@hants.gov.uk](mailto: [redacted]@hants.gov.uk)

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then

immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

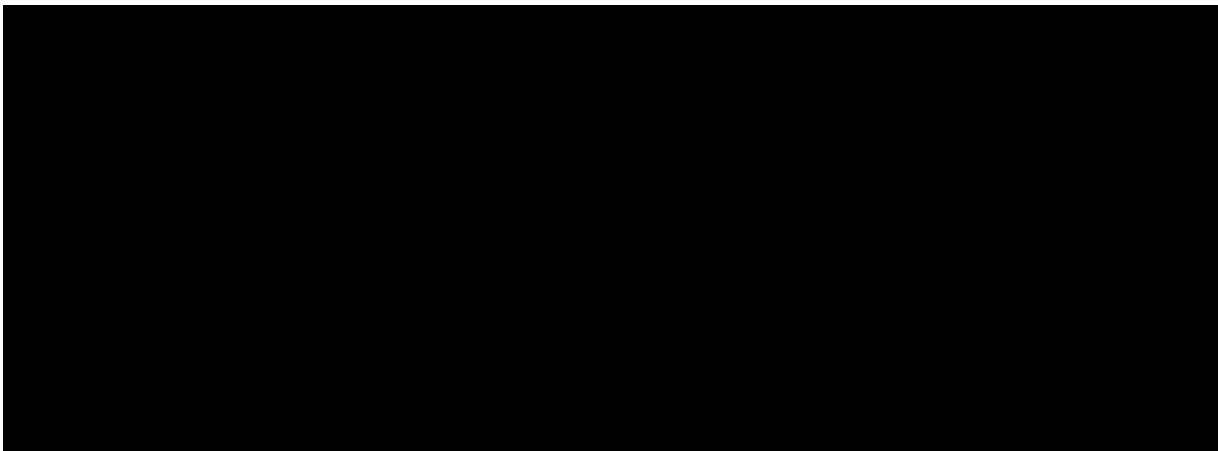
[REDACTED]

From: [REDACTED] [REDACTED]@hants.gov.uk>
Sent: 22 October 2018 00:25
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]; [REDACTED]; [REDACTED]
Subject: 22/10/18: Bidder responses to queries - Highways £ contributinos
Attachments: HCC Botley HIF Appraisal - 12.10.2018 (amended 19.10.18).xlsx

Importance: High

[REDACTED],

Please find attached amended appraisal as discussed, and below a table of potential highways contributions from Strategic Transport which support the updated figures.



I trust the above is satisfactory. I am on leave Monday and Tuesday of this week but am in the rest of the week should you need to contact me.

Regards

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED]@homesengland.gov.uk>
Sent: 17 October 2018 10:33
To: [REDACTED] [REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED]@cbre.com>
Cc: [REDACTED] [REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED]@homesengland.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [REDACTED]

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

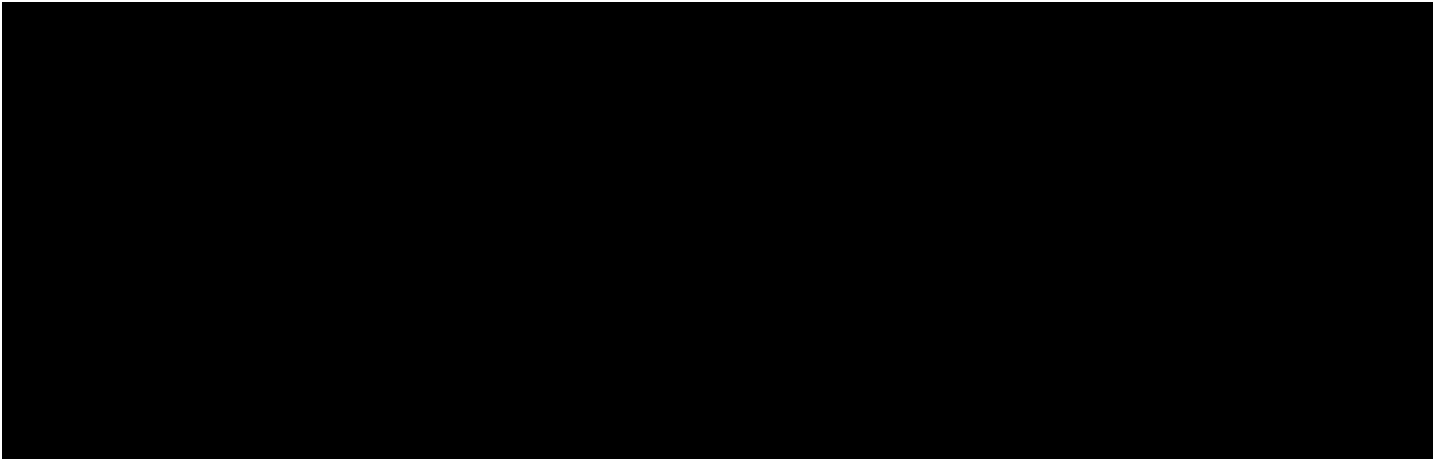
Please note I do not work on Mondays and Fridays



From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 16 October 2018 15:04
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.



Regards,
[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 16 October 2018 10:22
To: [REDACTED]@homesengland.gov.uk>; [REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED]

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[REDACTED]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by Heather Walmsley.

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 16 October 2018 09:15
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[REDACTED], [REDACTED]

[REDACTED] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [REDACTED]. Please see my comments below.

[REDACTED] – Please see attached the infrastructure cost report [REDACTED] refers to in his email below.

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]

[redacted]@homesengland.gov.uk>

Cc: [redacted]@hants.gov.uk>

Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [redacted],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

I hope to be in a position to issue the finalised HIF appraisal and other supporting documents later today.

I trust that there remains enough time for us to agree the viability gap position in advance of your deadlines.

Regards,

[redacted] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [redacted]

From: [redacted]

Sent: 12 October 2018 10:46

To: [redacted]@hants.gov.uk>; [redacted] <[redacted]@hants.gov.uk>;

[redacted]@hants.gov.uk>; [redacted]@hants.gov.uk>; [redacted]

[redacted]@hants.gov.uk>; [redacted]@hants.gov.uk>; [redacted]

[redacted]@hants.gov.uk>

Cc: [redacted]@hants.gov.uk>; [redacted]@hants.gov.uk>; [redacted]

[redacted]@hants.gov.uk>; [redacted]@hants.gov.uk>; [redacted]

[redacted]@hants.gov.uk>

Subject: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Morning all,

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

[redacted]

[redacted] MEng CEng MICE

Chief Engineer - Highways

Engineering Consultancy

Hampshire County Council

Capital House, Winchester

Hampshire, SO23 8UD

E-mail: [redacted]@hants.gov.uk

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED] @ London HH [REDACTED]@cbre.com>
Sent: 20 November 2018 15:13
To: [REDACTED]
Cc: [REDACTED]
Subject: 20/11/18: CBRE raising queries with Bidder
Attachments: FINAL Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018.pdf

[REDACTED]

Thank you for sending this through.

We have a few further points of clarification: -

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**
3. [REDACTED]

The project is earmarked for committee next week so we would request the above additional information is provided asap and no later than end of the week.

Kind regards

[REDACTED]

[REDACTED] | Senior Director
CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED]@cbre.com | www.cbre.com

From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 20 November 2018 10:09
To: [REDACTED]@homesengland.gov.uk>; [REDACTED] @ London HH [REDACTED]@cbre.com>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Please find attached the phasing plans you requested.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 November 2018 12:04
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

Regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 22 October 2018 00:25
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@cbre.com>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Please find attached amended appraisal as discussed, and below a table of potential highways contributions from Strategic Transport which support the updated figures.

[REDACTED]



I trust the above is satisfactory. I am on leave Monday and Tuesday of this week but am in the rest of the week should you need to contact me.

Regards

[Redacted]

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted] [Redacted] <[\[Redacted\]@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)>
Sent: 17 October 2018 10:33
To: [Redacted] <[\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)>; [Redacted] <[\[Redacted\]@cbre.com](mailto:[Redacted]@cbre.com)>
Cc: [Redacted] <[\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)>; [Redacted] <[\[Redacted\]@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[Redacted]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [Redacted]
[Redacted]

Regards

[Redacted]

[Redacted]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [Redacted]
Email: [Redacted] <[\[Redacted\]@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)>

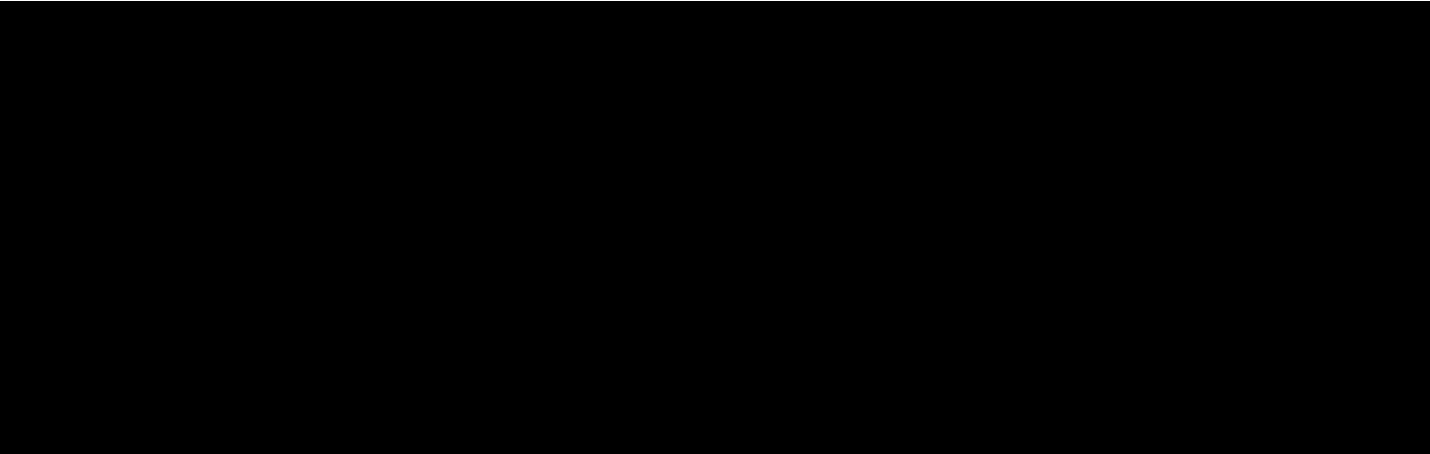
Please note I do not work on Mondays and Fridays



From: [Redacted] <[\[Redacted\]@hants.gov.uk](mailto:[Redacted]@hants.gov.uk)>
Sent: 16 October 2018 15:04
To: [Redacted]; [Redacted]
Cc: [Redacted]; [Redacted]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[Redacted]

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.



Regards,



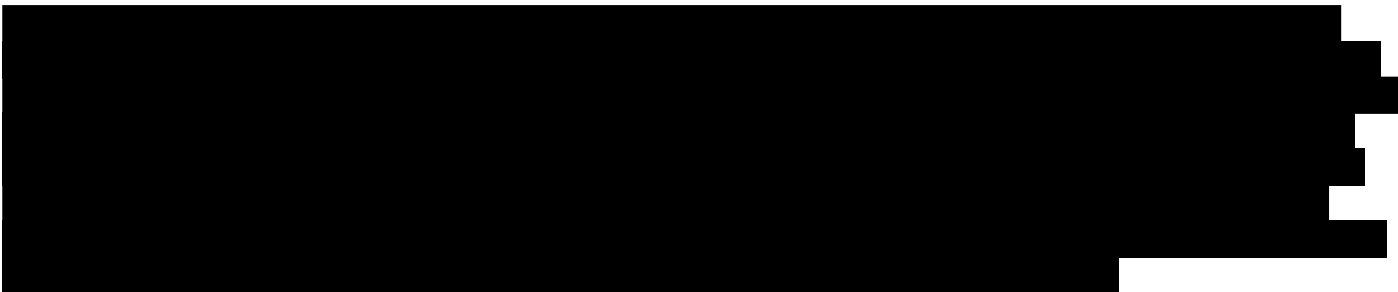
MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [redacted]

From: [redacted]
Sent: 16 October 2018 10:22
To: [redacted]; [redacted] [@homesengland.gov.uk](mailto:[redacted]@homesengland.gov.uk); [redacted] [@cbre.com](mailto:[redacted]@cbre.com)>
Cc: [redacted] [@hants.gov.uk](mailto:[redacted]@hants.gov.uk); [redacted] [@homesengland.gov.uk](mailto:[redacted]@homesengland.gov.uk)>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High



Thank you for your comments.

I will try and pull something together today for you on planning costs.



The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [redacted].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED]@homesengland.gov.uk>
Sent: 16 October 2018 09:15
To: [REDACTED]@hants.gov.uk>; [REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[REDACTED], [REDACTED]

[REDACTED] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [REDACTED]. Please see my comments below.

[REDACTED] – Please see attached the infrastructure cost report [REDACTED] refers to in his email below.

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 15 October 2018 17:15
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,
[REDACTED]
2. A summary of the **Botley Bypass CPO progress and anticipated land costs** [REDACTED]
[REDACTED]
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts anticipated and support transactional evidence**. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 11:19
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [REDACTED],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

I hope to be in a position to issue the finalised HIF appraisal and other supporting documents later today.

I trust that there remains enough time for us to agree the viability gap position in advance of your deadlines.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 10:46
To: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Morning all,

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

[REDACTED]

[REDACTED] **MEng CEng MICE**
Chief Engineer - Highways
Engineering Consultancy
Hampshire County Council
Capital House, Winchester
Hampshire, SO23 8UD

E-mail: [REDACTED] <[REDACTED]@hants.gov.uk>

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

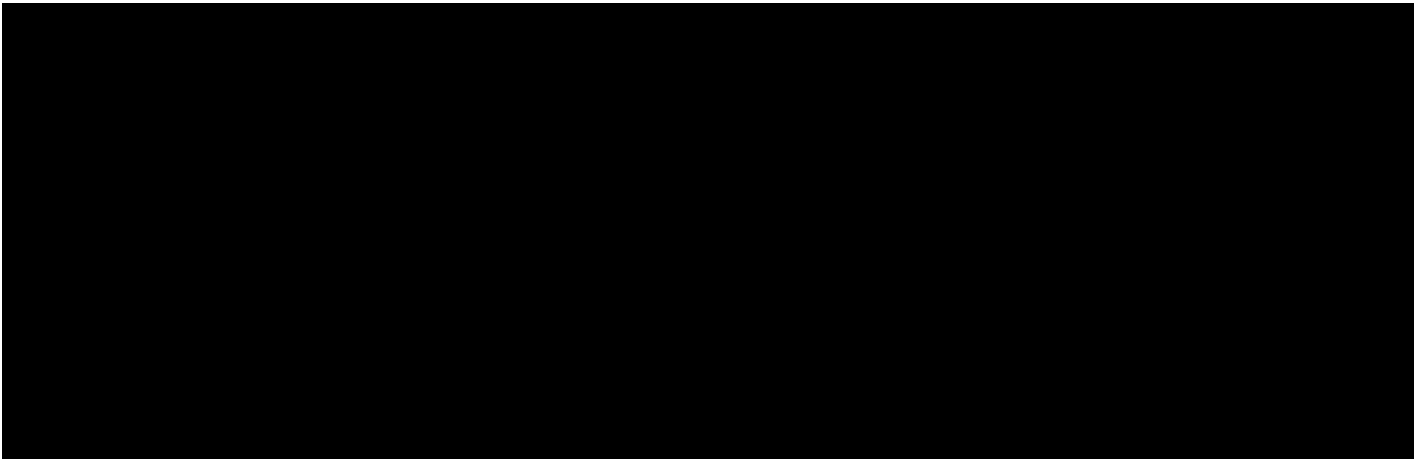
This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

[REDACTED]

From: [REDACTED] [REDACTED]@hants.gov.uk>
Sent: 16 October 2018 15:04
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: 16/101/18: Bidder's answers to queries - cost/spend profile
Attachments: Uplands Farm Masterplan Invoice Schedule v7 May 2018.pdf

[REDACTED],

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.



Regards,

[REDACTED]

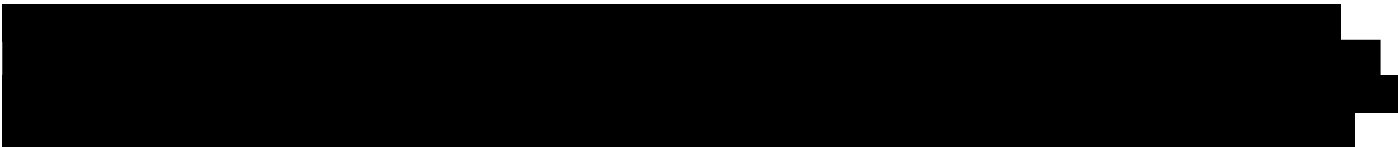
[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 16 October 2018 10:22
To: [REDACTED]; [REDACTED]@homesengland.gov.uk>; [REDACTED]; [REDACTED]@cbre.com>
Cc: [REDACTED]; [REDACTED]@hants.gov.uk>; [REDACTED]; [REDACTED]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Thank you for your comments.

I will try and pull something together today for you on planning costs.



[REDACTED]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by Heather Walmsley.

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED]@homesengland.gov.uk>
Sent: 16 October 2018 09:15
To: [REDACTED] [REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED]@cbre.com>
Cc: [REDACTED] [REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[REDACTED], [REDACTED]

[REDACTED] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [REDACTED]. Please see my comments below.

[REDACTED] - Please see attached the infrastructure cost report [REDACTED] refers to in his email below.

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 15 October 2018 17:15
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,
[REDACTED]
2. A summary of the **Botley Bypass CPO progress and anticipated land costs** [REDACTED]
[REDACTED]
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts anticipated and support transactional evidence**. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 11:19
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED] <[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [REDACTED],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[Redacted]

From: [Redacted] <[Redacted]@hants.gov.uk>
Sent: 16 October 2018 10:22
To: [Redacted]; [Redacted]
Cc: [Redacted]; [Redacted]
Subject: 16/10/18: Bidder's answers to queries - valuation, CPO schedule etc attached
Attachments: HCC Botley HIF Appraisal - 12.10.2018.xlsx; Summary of Botley Bypass CPO Land Aquisition Areas and Costs - HCC 10.10.18.docx; DRAFT REPORT (March 2017) Uplands Farm Winchester Street Botley Southampton.pdf; WWL - HIF - Phase 1 Residual Appraisal.pdf; WWL - HIF - Phase 2 Residual Appriasal.pdf; WWL - HIF - Phase 3 Residual Appriasal.pdf; WWL - HIF - Phase 4 Residual Appriasal.pdf; WWL - HIF - Phase 5 Residual Appriasal.pdf; Summary of Uplands Farm Anticipated Land Receipts - HCC 10.10.18.docx; FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Importance: High

[Redacted],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[Redacted]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [Redacted].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[Redacted]

Regards,

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted] <[Redacted]@homesengland.gov.uk>
Sent: 16 October 2018 09:15
To: [Redacted] <[Redacted]@hants.gov.uk>; [Redacted] <[Redacted]@cbre.com>
Cc: [Redacted] <[Redacted]@hants.gov.uk>; [Redacted] <[Redacted]@homesengland.gov.uk>

Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[Redacted]

[Redacted] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [Redacted]. Please see my comments below.

[Redacted] – Please see attached the infrastructure cost report [Redacted] refers to in his email below.

Regards

[Redacted]

[Redacted]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [Redacted]
Email: [Redacted]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [Redacted] [mailto:[Redacted]@hants.gov.uk]
Sent: 15 October 2018 17:15
To: [Redacted]; [Redacted]
Cc: [Redacted]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

Dear [Redacted] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,

[Redacted]

2. A summary of the **Botley Bypass CPO** progress and anticipated land costs [Redacted]

[Redacted]

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

██████████
██████████ **MEng CEng MICE**
Chief Engineer - Highways

Engineering Consultancy
Hampshire County Council
Capital House, Winchester
Hampshire, SO23 8UD

E-mail: ██████████@[hants.gov.uk](mailto:██████████@hants.gov.uk)

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED] <[REDACTED]@hants.gov.uk>
Sent: 15 October 2018 17:15
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]
Subject: 15/10/18: Bidder's answers to queries - valuation, CPO schedule etc attached
Attachments: HCC Botley HIF Appraisal - 12.10.2018.xlsx; [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,
[REDACTED]
[REDACTED]
2. A summary of the **Botley Bypass CPO** progress and anticipated land costs
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts** anticipated and support transactional evidence

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 11:19
To: [REDACTED] <[REDACTED]@homesengland.gov.uk>; [REDACTED]
[REDACTED] <[REDACTED]@homesengland.gov.uk>
Cc: [REDACTED] <[REDACTED]@hants.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [REDACTED],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

I hope to be in a position to issue the finalised HIF appraisal and other supporting documents later today.

I trust that there remains enough time for us to agree the viability gap position in advance of your deadlines.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 10:46
To: [REDACTED] @hants.gov.uk>; [REDACTED] @hants.gov.uk>;
[REDACTED] @hants.gov.uk>; [REDACTED] @hants.gov.uk>; [REDACTED]
[REDACTED] @hants.gov.uk>; [REDACTED] @hants.gov.uk>; [REDACTED]
[REDACTED] @hants.gov.uk>
Cc: [REDACTED] @hants.gov.uk>; [REDACTED] @hants.gov.uk>; [REDACTED]
[REDACTED] @hants.gov.uk>; [REDACTED] @hants.gov.uk>; [REDACTED]
[REDACTED] @hants.gov.uk>
Subject: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Morning all,

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

[REDACTED]

[REDACTED] MEng CEng MICE
Chief Engineer - Highways
Engineering Consultancy
Hampshire County Council
Capital House, Winchester
Hampshire, SO23 8UD
[REDACTED]
E-mail: [REDACTED] @hants.gov.uk

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

[REDACTED] MEng CEng MICE
Chief Engineer - Highways
Engineering Consultancy
Hampshire County Council
Capital House, Winchester
Hampshire, SO23 8UD

E-mail: [\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

[REDACTED]

From: [REDACTED]@hants.gov.uk>
Sent: 06 December 2018 12:05
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: 6/12/18: Bidder's answers to queries

Hi [REDACTED],

The utilities included within the appraisal for Phase 1 infrastructure include new services (gas/electric/water/foul/telecoms) and diversions (electric) for the west of Woodhouse Lane development and diversions of any utilities in the highway for the Bypass Phase 1.

Please see comments to last email in green below.

I trust this is all you need now for your report.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]@homesengland.gov.uk>
Sent: 06 December 2018 11:37
To: [REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

In addition to my queries of a few minutes ago below, can you confirm:

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays

#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED]
Sent: 06 December 2018 11:20
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

Can you provide a bit more clarification - see my two comments below in red italics.

Thanks

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays

#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 06 December 2018 11:02
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Thank you for confirming the requirements for the HIF monies yesterday. Following our conversation this morning, please see the below comment regarding an updated profile for the drawdown of the [REDACTED] HIF monies.

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Please find attached the Delivery Strategy document which was submitted as part of our planning application re-submission, which describes how the County Council is acting as master developer and the phase of infrastructure works and housing parcels.

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[REDACTED]@homesengland.gov.uk>

Sent: 05 December 2018 17:20

To: [REDACTED] [REDACTED] <[REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED] [REDACTED] <[REDACTED]@cbre.com>

Cc: [REDACTED] [REDACTED] <[REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED] <[REDACTED]@hants.gov.uk>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

The HIF monies need to be spent on physical infrastructure by March 2021.

This can be spent on, say, the early part of a piece of infrastructure that is completed post March 2021, however the HIF monies need to be spent by March 2021.

[REDACTED]

If you are able to provide your response by 10:30am tomorrow it should be possible to get this submitted to grant recommendation committee for this Friday.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED] <[REDACTED]@homesengland.gov.uk>

Please note I do not work on Mondays and Fridays



Homes
England



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [REDACTED]@hants.gov.uk]
Sent: 05 December 2018 16:25
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Thank you for confirming with respect to 3a.

[REDACTED]

Thanks

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED]@homesengland.gov.uk>
Sent: 05 December 2018 15:35
To: [REDACTED] [REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED] [REDACTED]@cbre.com>
Cc: [REDACTED] [REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

Thanks for the below, CBRE will review the info.

Regarding 3a, we do not require the letter from your Head of Finance ahead of taking it to approval committee. I will take the paper to committee on the basis that a letter is being provided which will confirm that HCC will provide internal borrowing to fund the elements of the scheme not met by other funding sources (HIF, secured s106 monies) and that HCC will underwrite the project should additional funding be required.

[REDACTED]

Thanks

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 05 December 2018 14:25
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Further to my earlier email and your clarifications sought on the 20th November, please see our responses below.

1. **Infrastructure Costs** – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
 - a. **Additional cost estimate information and drawings** – The requested information can be found in the SharePoint link which has now been issued to you, along with a username and password. Should you have any issues with accessing this, please contact my colleague [REDACTED] [REDACTED]@hants.gov.uk).

2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**

- a. Anticipated land values vs level of servicing – Please find attached a spreadsheet called ‘Uplands Development Phasing Details’ which includes the servicing per phase table I referred to in an earlier email. This table confirms our current position in respect of the work that would remain required by the developers associated with each phase which will not have been supplied by our early infrastructure.
- b. Individual residual appraisals – I originally issued phased residuals for the Woodhouse Lane site which support the level of values identified within the master developer cash flow appraisal.
- c. Gross to net areas – Within the attached phasing spreadsheet is a second tab setting out gross and net areas for the phasing plans attached. For clarity the land value per acre figures shown in the master developer appraisal are on the net developable area.

3. [REDACTED]

- a. Forward funding of infrastructure – Your understanding is correct on the guaranteed funding sources. The principle of the infrastructure cost being forward funded by the County Council is established to enable the necessary infrastructure for the school and initial housing phases to be delivered as early as possible. The level of financial support has increased since the original documentation, as evidenced in the master developer cash flow, and hence an updated letter of undertaking by the Head of Finance is being prepared to provide the necessary comfort for this in relation to underwriting and any required internal borrowing.
- b. Land market slows – Should the land market slow then the County Council will hold the land for sale until such time as it can secure a satisfactory land value. Should the County Council have to accept a market value less than the anticipated land values in the master developer appraisal, the County Council will underwrite the outstanding project balance identified in our updated HIF appraisal (attached – see below comment).

The updated HIF appraisal (attached) picks up the consequence of the revised school and early infrastructure delivery to the housing phases, which were previously shown commencing in [REDACTED] but are now shown commencing in [REDACTED] so that they follow on from the completion of the construction of the school and early infrastructure. The cash flow implications of this are principally offset by an updated position on the Developer Fees.

With respect to point 3a above, will you require this before you take this to your Board for approval, or can it be subject to this?

In terms of your additional query regarding clarification on the draw down of the money and what it will be spent on, I will respond separately on this.

I trust the above covers the matters you have sought clarity on for progressing our bid to your Board for approval.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 28 November 2018 12:16
To: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; EXTERNAL [REDACTED]
[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Hi [REDACTED],

My apologies again for the delay in responding. We have been working hard on addressing the points you raised but unfortunately we will not be in a position to provide you sufficient details on all points raised this morning, or even by the end of the day. We would therefore ask when the next available opportunity is for our bid to be taken to your Board for approval? If we are able to provide you the information required by the end of the week will this be next Thursday.

By way of an update on the points raised, I am confirming that I now have collated all the necessary plans and cost estimates requested in your first point and will be arranging a file share access which will likely involve a colleague, [REDACTED], contacting you to approve access. On your second point, I have put together a table identifying the servicing/access arrangements for each development parcel and will send this over with some explanatory wording today or tomorrow.

In terms of the third point raised, we are preparing a further letter of undertaking by the Head of Finance to provide the comfort you are seeking on the forward funding of the rest of the development. Any advice you are able to provide on any particular points you wish this letter to cover would be appreciated to aid our drafting of this for sign off hopefully later this week.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 28 November 2018 10:07
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED]

Can you provide the information this morning?

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 26 November 2018 10:38
To: EXTERNAL [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED],

My apologies for not having got this to you on Friday but due to colleagues leave and other priorities we were unable to meet the end of the week deadline you proposed.

I hope to be in a position to respond on all three matters by the end of the day.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH [REDACTED]@cbre.com>
Sent: 20 November 2018 15:13
To: [REDACTED] [REDACTED]@hants.gov.uk>
Cc: [REDACTED] [REDACTED]@homesengland.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Thank you for sending this through.

We have a few further points of clarification: -

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**

3.

The project is earmarked for committee next week so we would request the above additional information is provided asap and no later than end of the week.

Kind regards

[REDACTED]
[REDACTED] | Senior Director
CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED] @cbre.com | www.cbre.com

From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 20 November 2018 10:09
To: [REDACTED] [mailto:[REDACTED]@homesengland.gov.uk]; [REDACTED] @ London HH
[REDACTED] @cbre.com>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Please find attached the phasing plans you requested.

Kind regards,

[REDACTED]
[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 November 2018 12:04
To: [REDACTED] [mailto:[REDACTED]@homesengland.gov.uk]; [REDACTED] [mailto:[REDACTED]@homesengland.gov.uk]
Cc: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]; [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

Regards,

[REDACTED]

Regards

[Redacted]

[Redacted]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [Redacted]

Email: [Redacted] [@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)

Please note I do not work on Mondays and Fridays



From: [Redacted] [\[mailto:\[Redacted\]@hants.gov.uk\]](mailto:[Redacted]@hants.gov.uk)

Sent: 16 October 2018 15:04

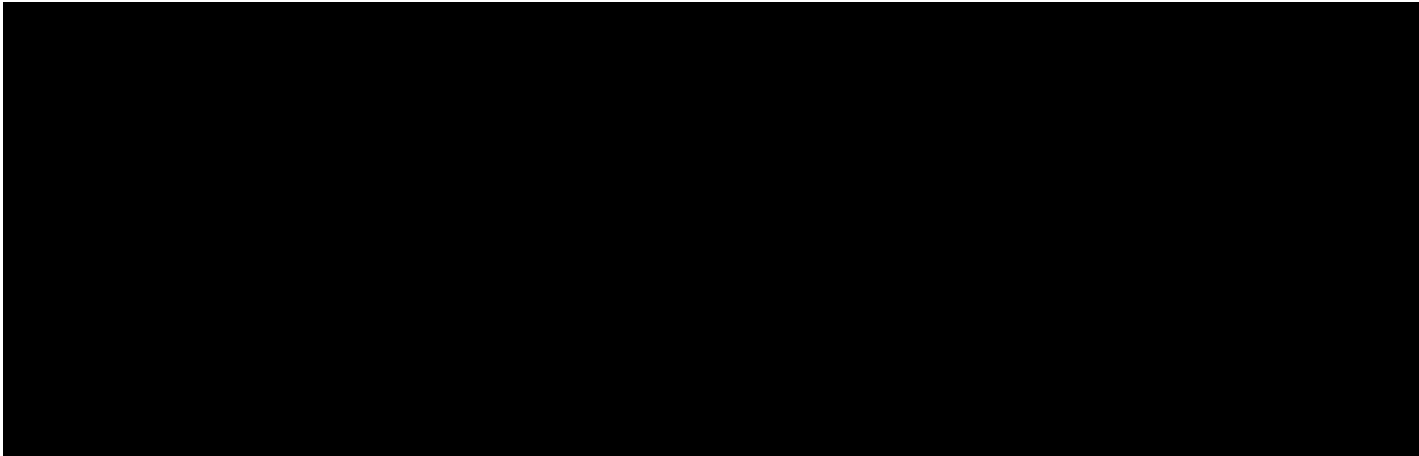
To: [Redacted]; [Redacted]

Cc: [Redacted]; [Redacted]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[Redacted],

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.



Regards,

[Redacted]

[Redacted] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [Redacted]

From: [Redacted]

Sent: 16 October 2018 10:22

To: [Redacted]; [Redacted] [@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk); [Redacted]; [Redacted] [@cbre.com](mailto:[Redacted]@cbre.com)

Cc: [Redacted] [@hants.gov.uk](mailto:[Redacted]@hants.gov.uk); [Redacted]; [Redacted] [@homesengland.gov.uk](mailto:[Redacted]@homesengland.gov.uk)

Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -

CONFIDENTIAL

Importance: High

[REDACTED],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[REDACTED]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [REDACTED].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 16 October 2018 09:15
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[REDACTED], [REDACTED]

[REDACTED] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [REDACTED]. Please see my comments below.

[REDACTED] – Please see attached the infrastructure cost report [REDACTED] refers to in his email below.

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol

BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [REDACTED] [mailto:[REDACTED]@hants.gov.uk]
Sent: 15 October 2018 17:15
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being, [REDACTED]
2. A summary of the **Botley Bypass CPO progress and anticipated land costs** [REDACTED]
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts** anticipated and support transactional evidence. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 11:19

To: [redacted] <[redacted]@homesengland.gov.uk>; [redacted]

[redacted] <[redacted]@homesengland.gov.uk>

Cc: [redacted] <[redacted]@hants.gov.uk>

Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [redacted],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

I hope to be in a position to issue the finalised HIF appraisal and other supporting documents later today.

I trust that there remains enough time for us to agree the viability gap position in advance of your deadlines.

Regards,

[redacted] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [redacted]

From: [redacted]

Sent: 12 October 2018 10:46

To: [redacted] <[redacted]@hants.gov.uk>; [redacted] <[redacted]@hants.gov.uk>;

[redacted] <[redacted]@hants.gov.uk>;

[redacted] <[redacted]@hants.gov.uk>;

[redacted] <[redacted]@hants.gov.uk>;

[redacted] <[redacted]@hants.gov.uk>;

[redacted] <[redacted]@hants.gov.uk>

Cc: [redacted] <[redacted]@hants.gov.uk>; [redacted] <[redacted]@hants.gov.uk>; [redacted]

[redacted] <[redacted]@hants.gov.uk>;

[redacted] <[redacted]@hants.gov.uk>;

[redacted] <[redacted]@hants.gov.uk>

Subject: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Morning all,

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

[redacted]

[redacted] MEng CEng MICE

Chief Engineer - Highways

Engineering Consultancy

Hampshire County Council

Capital House, Winchester

Hampshire, SO23 8UD

[redacted]
E-mail: [redacted] <[redacted]@hants.gov.uk>

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents

of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

[REDACTED]

From: [REDACTED] [REDACTED]@hants.gov.uk>
Sent: 06 December 2018 11:02
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: 6/12/18: Bidder's answers to queries
Attachments: Delivery Strategy V2.pdf

[REDACTED],

Thank you for confirming the requirements for the HIF monies yesterday. Following our conversation this morning, please see the below comment regarding an updated profile for the [REDACTED] HIF monies.

[REDACTED]

[REDACTED]

[REDACTED]

Please find attached the Delivery Strategy document which was submitted as part of our planning application re-submission, which describes how the County Council is acting as master developer and the phase of infrastructure works and housing parcels.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] <[REDACTED]@homesengland.gov.uk>
Sent: 05 December 2018 17:20
To: [REDACTED] [REDACTED]@hants.gov.uk>; EXTERNAL [REDACTED] [REDACTED]@cbre.com>
Cc: [REDACTED] [REDACTED]@hants.gov.uk>; [REDACTED] [REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED]

The HIF monies need to be spent on physical infrastructure by March 2021.

This can be spent on, say, the early part of a piece of infrastructure that is completed post March 2021, however the HIF monies need to be spent by March 2021.

[REDACTED]

If you are able to provide your response by 10:30am tomorrow it should be possible to get this submitted to grant recommendation committee for this Friday.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund


Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to: mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 05 December 2018 16:25
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[Redacted]

Thank you for confirming with respect to 3a.

[Redacted]

Thanks

[Redacted]

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted] <[Redacted]@homesengland.gov.uk>
Sent: 05 December 2018 15:35
To: [Redacted] <[Redacted]@hants.gov.uk>; EXTERNAL [Redacted] <[Redacted]@cbre.com>
Cc: [Redacted] <[Redacted]@hants.gov.uk>; [Redacted] <[Redacted]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL & SUBJECT TO CONTRACT

[Redacted]

Thanks for the below, CBRE will review the info.

Regarding 3a, we do not require the letter from your Head of Finance ahead of taking it to approval committee. I will take the paper to committee on the basis that a letter is being provided which will confirm that HCC will provide internal borrowing to fund the elements of the scheme not met by other funding sources (HIF, secured s106 monies) and that HCC will underwrite the project should additional funding be required.

I attach an email sent 28/11 regarding what the HIF monies are funding [Redacted]
[Redacted]

Thanks

[Redacted]

[Redacted]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [Redacted]
Email: [Redacted]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays

#MakingHomesHappen

We're the government's housing accelerator. We have the appetite, influence, expertise and resources to drive positive market change. [Find out more and help make this happen.](#)



Please forward any Freedom Of Information Act or Environmental Information Regulation requests to:
mail@homesengland.gov.uk

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]

Sent: 05 December 2018 14:25

To: [REDACTED]; EXTERNAL [REDACTED]

Cc: [REDACTED]; [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -
CONFIDENTIAL & SUBJECT TO CONTRACT

[REDACTED],

Further to my earlier email and your clarifications sought on the 20th November, please see our responses below.

1. **Infrastructure Costs** – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
 - a. **Additional cost estimate information and drawings** – The requested information can be found in the SharePoint link which has now been issued to you, along with a username and password. Should you have any issues with accessing this, please contact my colleague [REDACTED] [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)).
2. **Land Sales** – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**
 - a. **Anticipated land values vs level of servicing** – Please find attached a spreadsheet called 'Uplands Development Phasing Details' which includes the servicing per phase table I referred to in an earlier email.

This table confirms our current position in respect of the work that would remain required by the developers associated with each phase which will not have been supplied by our early infrastructure.

- b. Individual residual appraisals – I originally issued phased residuals for the Woodhouse Lane site which support the level of values identified within the master developer cash flow appraisal.
- c. Gross to net areas – Within the attached phasing spreadsheet is a second tab setting out gross and net areas for the phasing plans attached. For clarity the land value per acre figures shown in the master developer appraisal are on the net developable area.

3.



- a. Forward funding of infrastructure – Your understanding is correct on the guaranteed funding sources. The principle of the infrastructure cost being forward funded by the County Council is established to enable the necessary infrastructure for the school and initial housing phases to be delivered as early as possible. The level of financial support has increased since the original documentation, as evidenced in the master developer cash flow, and hence an updated letter of undertaking by the Head of Finance is being prepared to provide the necessary comfort for this in relation to underwriting and any required internal borrowing.
- b. Land market slows – Should the land market slow then the County Council will hold the land for sale until such time as it can secure a satisfactory land value. Should the County Council have to accept a market value less than the anticipated land values in the master developer appraisal, the County Council will underwrite the outstanding project balance identified in our updated HIF appraisal (attached – see below comment).

The updated HIF appraisal (attached) picks up the consequence of the revised school and early infrastructure delivery to the housing phases, which were previously shown commencing in [REDACTED] but are now shown commencing in [REDACTED] so that they follow on from the completion of the construction of the school and early infrastructure. The cash flow implications of this are principally offset by an updated position on the Developer Fees.

With respect to point 3a above, will you require this before you take this to your Board for approval, or can it be subject to this?

In terms of your additional query regarding clarification on the draw down of the money and what it will be spent on, I will respond separately on this.

I trust the above covers the matters you have sought clarity on for progressing our bid to your Board for approval.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 28 November 2018 12:16
To: [REDACTED], [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; EXTERNAL [REDACTED]
[REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Hi [REDACTED],

My apologies again for the delay in responding. We have been working hard on addressing the points you raised but unfortunately we will not be in a position to provide you sufficient details on all points raised this morning, or even by the end of the day. We would therefore ask when the next available opportunity is for our bid to be taken to your Board for approval? If we are able to provide you the information required by the end of the week will this be next Thursday.

By way of an update on the points raised, I am confirming that I now have collated all the necessary plans and cost estimates requested in your first point and will be arranging a file share access which will likely involve a colleague, [REDACTED] contacting you to approve access. On your second point, I have put together a table identifying the servicing/access arrangements for each development parcel and will send this over with some explanatory wording today or tomorrow.

In terms of the third point raised, we are preparing a further letter of undertaking by the Head of Finance to provide the comfort you are seeking on the forward funding of the rest of the development. Any advice you are able to provide on any particular points you wish this letter to cover would be appreciated to aid our drafting of this for sign off hopefully later this week.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 28 November 2018 10:07
To: [REDACTED] [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; EXTERNAL [REDACTED] [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED]

Can you provide the information this morning?

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays



From: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Sent: 26 November 2018 10:38
To: EXTERNAL [REDACTED]

Cc: [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning [REDACTED],

My apologies for not having got this to you on Friday but due to colleagues leave and other priorities we were unable to meet the end of the week deadline you proposed.

I hope to be in a position to respond on all three matters by the end of the day.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] @ London HH [REDACTED] @cbre.com>

Sent: 20 November 2018 15:13

To: [REDACTED] @hants.gov.uk>

Cc: [REDACTED] @homesengland.gov.uk>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Thank you for sending this through.

We have a few further points of clarification: -

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**

3. [REDACTED]

The project is earmarked for committee next week so we would request the above additional information is provided asap and no later than end of the week.

Kind regards

[REDACTED]

[REDACTED] | Senior Director
CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com) | www.cbre.com

From: [REDACTED] [[mailto:\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)]
Sent: 20 November 2018 10:09
To: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk); [REDACTED] @ London HH
[REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Please find attached the phasing plans you requested.

Kind regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 November 2018 12:04
To: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk); [REDACTED]
[REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Cc: [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk); [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

Regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 22 October 2018 00:25
To: [REDACTED] [@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk); [REDACTED] [@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk); [REDACTED] [@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk); [REDACTED]

[REDACTED]@homesengland.gov.uk>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -

CONFIDENTIAL

Importance: High

[REDACTED],



I trust the above is satisfactory. I am on leave Monday and Tuesday of this week but am in the rest of the week should you need to contact me.

Regards

[REDACTED]

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED]@homesengland.gov.uk>

Sent: 17 October 2018 10:33

To: [REDACTED]@hants.gov.uk>; [REDACTED]@cbre.com>

Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 -
CONFIDENTIAL

[REDACTED]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [REDACTED]

[REDACTED]

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [redacted]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



From: [redacted] [mailto:[redacted]@hants.gov.uk]
Sent: 16 October 2018 15:04
To: [redacted]; [redacted]
Cc: [redacted]; [redacted]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[redacted],

[redacted]

		2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25
1)	HCC PS	[redacted]							
2)	Arup	[redacted]							
3)	HCC ETE	[redacted]							

[redacted]

Regards,

[redacted]

[redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [redacted]

From: [redacted]
Sent: 16 October 2018 10:22
To: [redacted]; [redacted]@homesengland.gov.uk>; [redacted]@cbre.com>
Cc: [redacted]@hants.gov.uk>; [redacted]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[redacted],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[REDACTED]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [REDACTED].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 16 October 2018 09:15
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

[REDACTED], [REDACTED]

[REDACTED] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [REDACTED]. Please see my comments below.

[REDACTED] – Please see attached the infrastructure cost report [REDACTED] refers to in his email below.

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays



From: [redacted] [mailto:[redacted]@hants.gov.uk]
Sent: 15 October 2018 17:15
To: [redacted]; [redacted]
Cc: [redacted]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018
Importance: High

Dear [redacted] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being, [redacted]
[redacted]
2. A summary of the **Botley Bypass CPO** progress and anticipated land costs [redacted]
[redacted].
- I note the attached document showing that agricultural/equestrian land will sell for [redacted]
[redacted]
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts** anticipated and support transactional evidence. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [redacted]

From: [redacted]
Sent: 12 October 2018 11:19
To: [redacted] [mailto:[redacted]@homesengland.gov.uk]; [redacted]
[redacted] [mailto:[redacted]@homesengland.gov.uk]
Cc: [redacted] [mailto:[redacted]@hants.gov.uk]
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [redacted],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and

permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

From: [REDACTED]@hants.gov.uk>
Sent: 05 December 2018 14:25
To: [REDACTED]; EXTERNAL [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: 5/12/18: Bidder's answers to queries
Attachments: Uplands Development Phasing Details.xlsx; WHL Phasing Plan - 23.07.2018 (AS SUBMITTED).pdf; WCS Phasing Plan - 23.07.2018 (AS SUBMITTED).pdf; HCC Botley HIF Appraisal - December 2018.xlsx

Further to my earlier email and your clarifications sought on the 20th November, please see our responses below.

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
 - a. Additional cost estimate information and drawings – The requested information can be found in the SharePoint link which has now been issued to you, along with a username and password. Should you have any issues with accessing this, please contact my colleague [REDACTED] [REDACTED]@hants.gov.uk).
 2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**
 - a. Anticipated land values vs level of servicing – Please find attached a spreadsheet called 'Uplands Development Phasing Details' which includes the servicing per phase table I referred to in an earlier email. This table confirms our current position in respect of the work that would remain required by the developers associated with each phase which will not have been supplied by our early infrastructure.
 - b. Individual residual appraisals – I originally issued phased residuals for the Woodhouse Lane site which support the level of values identified within the master developer cash flow appraisal.
 - c. Gross to net areas – Within the attached phasing spreadsheet is a second tab setting out gross and net areas for the phasing plans attached. For clarity the land value per acre figures shown in the master developer appraisal are on the net developable area.
3. [REDACTED]
 - a. Forward funding of infrastructure – Your understanding is correct on the guaranteed funding sources. The principle of the infrastructure cost being forward funded by the County Council is established to enable the necessary infrastructure for the school and initial housing phases to be delivered as early as possible. The level of financial support has increased since the original documentation, as evidenced in the master developer cash flow, and hence an updated letter of undertaking by the Head of Finance is being prepared to provide the necessary comfort for this in relation to underwriting and any required internal borrowing.

- b. Land market slows – Should the land market slow then the County Council will hold the land for sale until such time as it can secure a satisfactory land value. Should the County Council have to accept a market value less than the anticipated land values in the master developer appraisal, the County Council will underwrite the outstanding project balance identified in our updated HIF appraisal (attached – see below comment).

The updated HIF appraisal (attached) picks up the consequence of the revised school and early infrastructure delivery to the housing phases, which were previously shown commencing in [REDACTED] but are now shown commencing in [REDACTED] so that they follow on from the completion of the construction of the school and early infrastructure. The cash flow implications of this are principally offset by an updated position on the Developer Fees.

With respect to point 3a above, will you require this before you take this to your Board for approval, or can it be subject to this?

In terms of your additional query regarding clarification on the draw down of the money and what it will be spent on, I will respond separately on this.

I trust the above covers the matters you have sought clarity on for progressing our bid to your Board for approval.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 28 November 2018 12:16
To: [REDACTED], [REDACTED]@homesengland.gov.uk>; EXTERNAL [REDACTED]
[REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Hi [REDACTED],

My apologies again for the delay in responding. We have been working hard on addressing the points you raised but unfortunately we will not be in a position to provide you sufficient details on all points raised this morning, or even by the end of the day. We would therefore ask when the next available opportunity is for our bid to be taken to your Board for approval? If we are able to provide you the information required by the end of the week will this be next Thursday.

By way of an update on the points raised, I am confirming that I now have collated all the necessary plans and cost estimates requested in your first point and will be arranging a file share access which will likely involve a colleague, [REDACTED] contacting you to approve access. On your second point, I have put together a table identifying the servicing/access arrangements for each development parcel and will send this over with some explanatory wording today or tomorrow.

In terms of the third point raised, we are preparing a further letter of undertaking by the Head of Finance to provide the comfort you are seeking on the forward funding of the rest of the development. Any advice you are able to provide on any particular points you wish this letter to cover would be appreciated to aid our drafting of this for sign off hopefully later this week.

Kind regards,

[REDACTED]

██████████ MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 ██████████

From: ██████████ ██████████ <██████████@homesengland.gov.uk>

Sent: 28 November 2018 10:07

To: ██████████ ██████████ <██████████@hants.gov.uk>; EXTERNAL ██████████ <██████████@cbre.com>

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning ██████████

Can you provide the information this morning?

██████████
Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 ██████████

Email: ██████████ <██████████@homesengland.gov.uk>

Please note I do not work on Mondays and Fridays



From: ██████████ [mailto:██████████@hants.gov.uk]

Sent: 26 November 2018 10:38

To: EXTERNAL ██████████

Cc: ██████████

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Morning ██████████,

My apologies for not having got this to you on Friday but due to colleagues leave and other priorities we were unable to meet the end of the week deadline you proposed.

I hope to be in a position to respond on all three matters by the end of the day.

Kind regards,

██████████ MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 ██████████

From: [REDACTED] @ London HH [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Sent: 20 November 2018 15:13
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Cc: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Thank you for sending this through.

We have a few further points of clarification: -

1. Infrastructure Costs – CBRE has carried a high-level review of the attached HCC infrastructure cost estimate. In order to undertake a more thorough assessment, we need the full breakdown to the numbers used in the Project Estimate in Section 6 and the drawings / specifications used to measure them from, these are listed in appendix C-1. **Please can this additional information be provided.**
2. Land Sales – it would be helpful to be able to carry out a more comprehensive assessment of the anticipated land values vs level of servicing being provided. Are you able to provide individual residual appraisals for each proposed sub phase or has this only been worked out on a value per acre basis to date? **If you can provide individual sub appraisals that correlate with HCCs overarching appraisal that would help. If not, please can you confirm the basis of gross to net for purposes of the land value calculation applied and confirm the land areas assumed within HCC overarching appraisals correlate with the phasing plans provided.**

3. [REDACTED]

The project is earmarked for committee next week so we would request the above additional information is provided asap and no later than end of the week.

Kind regards

[REDACTED]
[REDACTED] | Senior Director
CBRE Capital Advisors Ltd | Investment Advisory
Henrietta House | Henrietta Place | London | W1G 0NB
DDI 020 [REDACTED] | M [REDACTED]
[REDACTED] | www.cbre.com

From: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Sent: 20 November 2018 10:09
To: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; [REDACTED] @ London HH <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED],

Please find attached the phasing plans you requested.

Kind regards,

[Redacted]

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted]
Sent: 12 November 2018 12:04
To: [Redacted] <[Redacted]@homesengland.gov.uk>; [Redacted] <[Redacted]@homesengland.gov.uk>
Cc: [Redacted] <[Redacted]@hants.gov.uk>; [Redacted] <[Redacted]@hants.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

Dear both,

Further to our previous correspondence, and your end of the month deadline, I would be grateful if you are able to provide me with an update on the progress of our bid as we are seeking to confirm our corporate funding position for this project.

Regards,

[Redacted]

[Redacted] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [Redacted]

From: [Redacted]
Sent: 22 October 2018 00:25
To: [Redacted] <[Redacted]@homesengland.gov.uk>; [Redacted] <[Redacted]@cbre.com>
Cc: [Redacted] <[Redacted]@hants.gov.uk>; [Redacted] <[Redacted]@hants.gov.uk>; [Redacted] <[Redacted]@homesengland.gov.uk>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[Redacted],

Please find attached amended appraisal as discussed, and below a table of potential highways contributions from Strategic Transport which support the updated figures.

Development Site	Units	Total contribution	Bypass Contribution
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]

[REDACTED]

[REDACTED]

Regards

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED] [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Sent: 17 October 2018 10:33
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@cbre.com](mailto:[REDACTED]@cbre.com)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Good talking just now. As discussed, please make the amends to the appraisal and resend it, [REDACTED]
[REDACTED]

Regards

[REDACTED]

[REDACTED]
Senior Specialist - Housing Infrastructure Fund
Homes England
2 Rivergate
Temple Quay
Bristol
BS1 6EH
Tel: 0117 [REDACTED]
Email: [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>

Please note I do not work on Mondays and Fridays



From: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Sent: 16 October 2018 15:04
To: [REDACTED]; [REDACTED]
Cc: [REDACTED]; [REDACTED]
Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL

[REDACTED]

Further to your query on the planning costs, please find a simple breakdown of the cost profile included in the appraisal.

2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25
---------	---------	---------	---------	---------	---------	---------	---------

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

Regards,

[REDACTED]

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 16 October 2018 10:22
To: [REDACTED]; [REDACTED]@homesengland.gov.uk>; [REDACTED]@cbre.com>
Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>
Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018 - CONFIDENTIAL
Importance: High

[REDACTED],

Thank you for your comments.

I will try and pull something together today for you on planning costs.

[REDACTED]

The further HCC contribution referred to above is the amount that HCC has confirmed it is prepared to underwrite, as confirmed in an earlier clarification email by [REDACTED].

I trust the above is clear and am happy to update the appraisal as required but will await your further comments so as to comprehensively update the appraisal should further alterations be required.

[REDACTED]

Regards,

[REDACTED] MRICS

Senior Development & Valuation Surveyor

Estates and Development Services

Tel: 01962 [REDACTED]

From: [REDACTED] <[REDACTED]@homesengland.gov.uk>

Sent: 16 October 2018 09:15

To: [REDACTED]@hants.gov.uk>; [REDACTED]@cbre.com>

Cc: [REDACTED]@hants.gov.uk>; [REDACTED]@homesengland.gov.uk>

Subject: FW: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018

Importance: High

[REDACTED], [REDACTED]

[REDACTED] - Thanks for the below, attached and yesterday's email re infrastructure costs. Regarding the appraisal, can you provide evidence to support the planning costs of [REDACTED]. Please see my comments below.

[REDACTED] - Please see attached the infrastructure cost report [REDACTED] refers to in his email below.

Regards

[REDACTED]

[REDACTED]

Senior Specialist - Housing Infrastructure Fund

Homes England

2 Rivergate

Temple Quay

Bristol

BS1 6EH

Tel: 0117 [REDACTED]

Email: [REDACTED]@homesengland.gov.uk

Please note I do not work on Mondays and Fridays



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

Sent: 15 October 2018 17:15

To: [REDACTED]; [REDACTED]

Cc: [REDACTED]

Subject: RE: Botley Bypass and Uplands Development - Updated HIF Marginal Viability Appraisal - October 2018

Importance: High

Dear [REDACTED] et al,

Further to my email on Friday, please find attached the updated appraisal as promised for your consideration. I trust that the matters discussed in person have been understood and addressed appropriately but am happy to work with you to amend any areas that are not in accordance with Homes England's policy.

In support of the appraisal, we are issuing the following documents:-

1. The already issued **infrastructure cost report** by HCC Engineering Consultancy which covers the majority of the infrastructure costs; the only additions being,

[REDACTED]

[REDACTED]

[REDACTED]

2. A summary of the **Botley Bypass CPO** progress and anticipated land costs [REDACTED]
[REDACTED]
- I note the attached document showing that agricultural/equestrian land will sell for [REDACTED]
[REDACTED]
3. A **market appraisal report** by Jones Lang LaSalle to advise on residential sales values and housing mix
4. A housing developers **residual valuation summary** for each of the residential phases on the Land West of Woodhouse Lane to support the net land value per acre adopted in the HIF appraisal
5. A summary of the **Uplands Farm Development land receipts** anticipated and support transactional evidence. Can you advise any amends to the figures entered into the appraisal during our meeting

Please ensure the above documentation is all treated as confidential.

I am available to answer any queries.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 11:19
To: [REDACTED], [REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>; [REDACTED]
[REDACTED] <[\[REDACTED\]@homesengland.gov.uk](mailto:[REDACTED]@homesengland.gov.uk)>
Cc: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>
Subject: FW: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Dear [REDACTED],

My sincere apologies for not having been able to come back to you sooner with our supporting evidence and finalised appraisal.

Please find attached a confidential cost report to provide support to the updated infrastructure costs discussed at our meeting in Bristol.

I hope to be in a position to issue the finalised HIF appraisal and other supporting documents later today.

I trust that there remains enough time for us to agree the viability gap position in advance of your deadlines.

Regards,

[REDACTED] MRICS
Senior Development & Valuation Surveyor
Estates and Development Services
Tel: 01962 [REDACTED]

From: [REDACTED]
Sent: 12 October 2018 10:46
To: [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED] <[\[REDACTED\]@hants.gov.uk](mailto:[REDACTED]@hants.gov.uk)>; [REDACTED]

[redacted]@hants.gov.uk>; [redacted] [redacted]@hants.gov.uk>; [redacted]
[redacted]@hants.gov.uk>
Cc: [redacted]@hants.gov.uk>; [redacted] [redacted]@hants.gov.uk>; [redacted]
[redacted]@hants.gov.uk>; [redacted]@hants.gov.uk>; [redacted]
[redacted]@hants.gov.uk>

Subject: Botley Bypass and Uplands Development - Estimate of Total Project Cost - October 2018

Morning all,

Please find attached Engineering Consultancy's total project cost estimate for Botley Bypass and the Uplands Infrastructure, which will support residential developments north of Winchester Street and west of Woodhouse Lane including Deer Park School.

On the request of Strategic Transport, the report has been marked as confidential and is intended only to be viewed by Homes England for the purpose of the HIF bid assessment 2018.

Regards,

[redacted]

[redacted] **MEng CEng MICE**
Chief Engineer - Highways
Engineering Consultancy
Hampshire County Council
Capital House, Winchester
Hampshire, SO23 8UD

E-mail: [redacted]@hants.gov.uk

<http://www3.hants.gov.uk/sharedexpertise.htm>

[Copyright](#) Hampshire County Council 2004 [Disclaimer](#) [Privacy Statement](#)

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

CONFIDENTIALITY AND PRIVACY
This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.
Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents

of this email or attachments.

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).

CBRE Limited, Registered Office: St Martin's Court, 10 Paternoster Row, London, EC4M 7HP, registered in England and Wales No. 3536032. Regulated by the RICS.

This communication is from CBRE Limited or one of its associated/subsidiary companies. This communication contains information which is confidential and may be privileged. If you are not the intended recipient, please contact the sender immediately. Any use of its contents is strictly prohibited and you must not copy, send or disclose it, or rely on its contents in any way whatsoever. Reasonable care has been taken to ensure that this communication (and any attachments or hyperlinks contained within it) is free from computer viruses. No responsibility is accepted by CBRE Limited or its associated/subsidiary companies and the recipient should carry out any appropriate virus checks.

Homes England is the trading name of the Homes and Communities Agency. Our address for service of legal documents is Arpley House, 110 Birchwood Boulevard, Birchwood, Warrington, WA3 7QH. VAT no: 941 6200 50. Unless expressly agreed in writing, Homes England accepts no liability to any persons in respect of the contents of this email or attachments.

Please forward any Freedom of Information Requests to: enquiries@homesengland.gov.uk

CONFIDENTIALITY AND PRIVACY

This message is intended solely for the addressee and may contain confidential information. If you have received this message in error, please reply to this e-mail highlighting the error to the sender, then immediately and permanently delete it.

Do not use, copy or disclose the information contained in this message or in any attachment.

For information about how we process data and monitor communications please see our [Personal Information Charter](#).
