

Appendix A – Screenshots of NPPG

Appendix B – 2012 employment estates summary sheets

Appendix C – 2012 consultation questionnaire

CONSULTATION QUESTIONNAIRE

Company name

Contact name

Address

.....
.....
.....
.....

Phone.....

Email

Type of Business:

Automotive

Aerospace

Rail

Building Technologies

Food and Drink

ICT

Medical Technologies

Manufacturing

Tourism and Leisure

Environmental technologies

Business & Professional Services

Screen image and sound

Other, please specify

Please answer the following questions based on your view of the industrial estate rather than your specific unit

1) Does the road network, **within** the industrial estate present you or your clients with any problems?

No problems

Minor problems

Significant problems

2) Does the road network, immediately **around** the industrial estate present you or your clients with any problems?

No problems

Minor problems

Significant problems

3) If there are issues with the road network please could you state what they are e.g. cars parked on road, difficult access for HGV's etc. (If the issues are at certain times of day, please state this too):

.....
.....
.....
.....

4) Do you consider your staff can suitably access the industrial estate by the following means? (please tick relevant box and provide written detail if appropriate)

	Easily accessible	Possible but there are some challenges	Major accessibility issues
Car			
Bus			
Bike			
By foot			

	Easily accessible	Possible but there are some challenges	Major accessibility issues

5) Do you consider any of the following to be an issue within the industrial estate? (please tick relevant box and provide written detail if appropriate)

	No issue	Minor issue	Major issue	Please provide detail
Street Lighting				
Appearance & upkeep of Industrial Est. e.g. Streets, footpaths etc.				
Open space				
Access to public amenities e.g. food outlets				
Security on estate				

6) What do you consider to be the top 5 issues within the industrial estate you are located on?

1

- 2
- 3
- 4
- 5

7) What do you consider to be the best points about the industrial estate where you are located?

- 1.....
- 2.....
- 3.....

8) Do you have any future plans to develop further?

.....
.....
.....
.....

OWNER / OCCUPIER:

If you do not own the land or unit, are you willing to give us the details of your landlord/landowner? (We are looking to engage with landlords/landowners about the industrial estate in due course, therefore this information will be extremely useful)

Contact name

Address

.....
.....
.....
.....

Phone.....

Email

SKILLS:

9) What specialist industry skills do you look for when recruiting staff?

.....
.....
.....
.....

10) What new skills will your workforce need in the future? (This information is crucial for future planning with schools and colleges)

.....
.....
.....
.....

ADDITIONAL GENERAL QUESTIONS AND INFORMATION:

11) How could the council be of use to your business in the future?

.....
.....
.....
.....

12) How has the council been of use to your business in the past?

.....
.....
.....
.....

Nuneaton and Bedworth Business Network is a 'FREE OF CHARGE' organisation which meets about 3 times a year and offers the opportunity for businesses to network, raise any issues and support our local economy. It also allows the Council and other external partners to provide relevant information to businesses.

Would you like your business to be added to this database?

Yes

No

Additionally, do you want further business advice or support on how to 'grow your business'?

Yes

No

Should you need any further assistance please contact Ashley Baldwin on 024 7637 6329 or ashley.baldwin@nuneatonandbedworth.gov.uk.

We would welcome your views by **12th August**. The questionnaire can be completed online and is accessed from the Council's homepage: (www.nuneatonandbedworth.gov.uk), by completing the survey online we will be able to process the responses most efficiently, alternatively please return

in the pre-paid envelope provided, or call Ashley Baldwin on 024 7637 6329 who would be happy to collect it.

**THANK YOU FOR TAKING THE TIME TO COMPLETE THIS
QUESTIONNAIRE**

**Your information will not be passed onto a third party, but only used by
the local authority for statistical evaluation and to inform you of any
relevant business information**

Appendix D – 2014 Commercial Engagement proforma 1

Organisation:	
Representing (if applicable):	
Address:	
Email:	
Attendees:	Kelly Ford (NBBC – Head of Planning Policy and Economic Development) Ashley Baldwin (NBBC – Principal Planning Officer)
Date of meeting:	
Location of meeting:	
Time of meeting:	
LEVEL OF GROWTH	
<p>What <u>level</u> of enquires are you currently receiving for land/units? Has this changed in recent months i.e. increased or decreased? Do you think this will change in the forthcoming months/ year? why? What factors do you think will influence this?</p>	
<p>What <u>type</u> of enquires are you receiving i.e. size of requirements, business sectors? Do you expect any changes, and why?</p>	
<p>For the types of enquiries you are currently receiving is there anything more that can be done to encourage the businesses to come to the Borough?</p>	
<p>What could be done to attract other sectors that are not currently</p>	

present to the Borough?

What are your thoughts on these projections, do you think they will meet the needs of the Borough up to 2031?

- If not why not?
- Do you have any additional comments you would like to make?

FUNCTIONAL ECONOMIC MARKET AREAS (FEMA)

National guidance requires us to look at the functional economic markets areas (FEMAs) that impact on the Borough when considering local employment land needs. Statistical measures can be used to help determine what the functional economic area is (e.g. commuting flow and travel to work areas) however there is likely to be different market areas for different sectors and property types.

What do you consider to be the FEMA for NBBC administrative area?

What are the implications of the FEMA for land requirements?

OTHER ECONOMIC LAND USES

National guidance also requires us to consider making provision for other types of employment land rather than just traditional B uses such as industrial, warehousing and offices.

Do you think we should make an allowance for other uses?

If so how much and why?

How should this be managed?

LOCATION OF GROWTH

Looking at the location of the employment allocations in the BP Preferred Options document, do you think these will meet the needs of businesses? Why?

ADDITIONAL COMMENTS

Do you have any additional comments you would like to make?

Appendix E – 2014 Commercial Engagement proforma 2

Organisation:	
Representing (if applicable):	
Address:	
Email:	
Attendees:	Kelly Ford (NBBC – Head of Planning Policy and Economic Development) Ashley Baldwin (NBBC – Principal Planning Officer)
Date of meeting:	
Location of meeting:	
Time of meeting:	
LEVEL OF GROWTH	
How is the sector (including definition of where they consider their business sector to fall) currently performing?	
How far does the experiences of your own business reflect what is happening in the wider sector?	
How confident are you about the future of your business/ the sector? What are the reasons for this?	
What would help the sector to grow further?	
What sort of conditions would restrict growth for your business/sector?	

Do you think the Council should be allocating more land to support growth?

What factors should be taken into account when allocating new employment land?

FUNCTIONAL ECONOMIC MARKET AREAS (FEMA)

National guidance requires us to look at the functional economic markets areas (FEMAs) that impact on the Borough when considering local employment land needs. Statistical measures can be used to help determine what the functional economic area is (e.g. commuting flow and travel to work areas) however there is likely to be different market areas for different sectors and property types.

What do you consider to be the FEMA for NBBC administrative area?

What are the implications for land requirements?

OTHER ECONOMIC LAND USES

National guidance also requires us to consider making provision for other types of employment land rather than just traditional B uses such as industrial, warehousing and offices.

Do you think we should make an allowance for other uses?

If so how much and why?

How should this be managed?

LOCATION OF GROWTH

Looking at the location of the employment allocations in the BP Preferred Options document, do you think these will meet the needs of businesses? Why?

ADDITIONAL COMMENTS

Do you have any additional comments you would like to make?

Appendix F – Existing Employment Estates comparison table

Appendix G – Existing Employment Estates Individual site assessments

Appendix H – New site assessment methodology framework

Information to collect	Useful information	How to score	Score	Notes/Observations	Source of Info
1. Site Name	If provided	Define			Site suggestion form
2. Site Reference		Define			previous studies - SHLAA
3. Site Address		Define			Site suggestion form
4. Site Size	Hectares	Define			Site suggestion form
5. Ownership	Identify ownership and whether there are any potential issues	Define			Site suggestion form
6. Site Boundary	Map	Define			Site suggestion form
7. Site location in Borough context	Map	Define			Site suggestion form
8. Site History	Previous allocations or permissions etc.	Written analysis			Nuneaton planning search
9. Availability		Yes - Site is advertised as being available, or there are no obvious obstructions to immediately develop the site No - Site is not immediately available (please state the reason)			Site suggestion form
10. Current land use & designation	Allocated, Green Belt, white land etc. Identify any land designations that border the site (what is their proximity?)	Define			Site suggestion form
11. Market factor (1)		3. Attractive to National company 2. Attractive to Sub-Regional company 1. Attractive to Local company			Professional judgement

Information to collect	Useful information	How to score	Score	Notes/Observations	Source of Info
12. Market factor (2)		1. Market activity on same road or estate within the last 5 years 0. No evidence of market activity			Professional judgement
13. Other possible negative impacts on economic factors e.g. tourism		Written analysis			Professional judgement
14. Physical Constraints (1)		5. Clear plot, no obstructions 4. Regular shaped plot, obstructed 3. Regular shaped plot, fragmented 2. Irregular shaped plot, obstructed. 1. Irregular shaped plot, fragmented			Site suggestion form, Professional judgement
15. Physical Constraints (2)		3. No topography issues 2. Topography is an issue but relatively easy to overcome 1. Topography is an issue and would be challenging to overcome			Site suggestion form
16. Physical Constraints (3)		3. No flood risk issues 2. Flood risk is an issue but relatively easy to overcome 1. Flood risk is an issue and would be challenging to overcome			GGP - SFRA Level 2 FZ, 2, 3a, 3b & Q100 plus cc. EA Surface water flooding lower, intermediate and more risk
17. Physical Constraints (4)		3. No contamination issues 2. Contamination is an issue but relatively easy to overcome 1. Contamination is an issue and would be challenging to overcome			Site suggestion form, GGP - BGS Potential contamination sites
18. Physical Constraints (5)	This is all inclusive so consider landscape matters, biodiversity, ecology etc.	3. There are no other natural features of concern 2. Natural features are an issue but relatively easy to overcome 1. Natural features are an issue and would be challenging to overcome			Site suggestion form, GGP - SSSI, LWS,

Information to collect	Useful information	How to score	Score	Notes/Observations	Source of Info
19. Physical Constraints (6)		3. There are no infrastructure issues 2. Infrastructure could be an issue but relatively easy to overcome 1. Infrastructure is an issue and would be challenging to overcome			Site suggestion form, Professional judgement
20. Access		5. Either adjoining main road or motorway junction with easy site access for all vehicles or access to rail, air and sea networks 4. Close to major road network; easy site access for all vehicles 3. Easy site access for all vehicles; indirect or restricted access to major road network 2. Restricted access for HGVs; restricted access to major road network 1. Restricted access for all commercial vehicles, severely restricted access to major road network			Professional judgement

Information to collect	Useful information	How to score	Score	Notes/Observations	Source of Info
21. Public Transport		5. Close to a station, peak time bus route and cycle route; on a pedestrian route 4. Close to a station or peak time bus route, close to cycle route, on a pedestrian route 3. Close to either a station or peak time bus route or cycle route; on a pedestrian route 2. Not near a station, peak time bus route or cycle route; on a pedestrian route 1. Not on a pedestrian route; not near a station, peak time bus route or cycle route NB1. "Close" = within about 10 minutes walk NB2. Peak time bus route defined as being a frequency of 2 buses per hour or more (Mon – Fri).			GGP - 500m bus routes buffer 2011, stagecoach bus stop locations 2010, Bus routes 2011, Cycle network development plan
22. Strategic Location		5. Motorway Corridor (within 5 minutes of a junction) 4. Other Strategic Roads (within 5 minute drive time) 3. Sub-regional Centres (Nuneaton) 2. Other Large Towns (Bedworth) 1. All other sites			Google Maps
23. Neighbouring uses	Describe the neighbouring uses, where are they located, what sort of employment uses would this affect? Include reference to access to local amenities	Written analysis			Site suggestion form/ Site Visit

Information to collect	Useful information	How to score	Score	Notes/Observations	Source of Info
24. Sequential test and Brownfield/greenfield	Edge of urban area can be considered to be close to urban area	5. Within urban area, Brownfield 4. Edge of urban area, Brownfield, Edge of urban area Partial Greenfield/Brownfield majority Brownfield; Or within urban area Greenfield 3. Edge of urban area Greenfield; Edge of urban area Partial Greenfield/Brownfield majority Greenfield 2. Outside of urban area Brownfield, Outside of urban area Partial Greenfield/Brownfield majority Brownfield 1. Outside of urban area, Greenfield; Outside of urban area, Partial Greenfield/Brownfield majority Greenfield			Site suggestion form, Professional judgement
25. Potential uses	What type of employment uses would be acceptable - consider market analysis and neighbouring uses	Written analysis			Professional judgement
26. Assessment of viability	Consider what sort of issues there are with bringing the site forward. Consider other factors such as surrounding uses, type of site this could be e.g. is it a gateway site etc.	Written analysis			Professional judgement
27. Other notes		Written analysis			Professional judgement
28. Connectivity to other existing employment sites	Consider sites outside the Borough, what sort of implications would this result in?	Written analysis			Professional judgement
29. Are there any other sites that adjoin this submission	If there are please undertake an additional site assessment	Written analysis			Review submissions

Information to collect	Useful information	How to score	Score	Notes/Observations	Source of Info
30. Site photos	Include photos inclusive of location of photos				Professional judgement
31. NPPF/NPPG compliance	Consider how site conforms or poses issues against the Development Plan inc. the NPPF	Written analysis			Professional judgement
32. Assessment against Emerging Borough Plan policy	Consider how site conforms to requirements of PO	Written analysis			Professional judgement
33. Indication of timescale for bringing site forward		Written analysis			Site suggestion form/ Professional judgement

Appendix I – Individual site assessments for potential sites to meet strategic requirements

Appendix J – Existing Estate Action Plan

The following were potential options that could be used to overcome issues within the employment estates. In addition a priority set of actions has been included. It is anticipated that these options can be taken forward through the Economic Development Strategy.

Issue	Potential Action	Notes	Relevant Employment sites
Nature of tenants	Work with Warwickshire County Council Investment Partnership to identify what attracts existing tenants to the estate	Only resource implication is officer time.	<i>Significant issue</i> Site E1 Pool Road Business Centre
	Work with Warwickshire County Council Investment Partnership to identify a strategy for attracting a diverse range of tenants	Identifying a strategic approach for all the relevant existing strategic sites is favourable as the resource implication initially is officer time. However it should be acknowledged that target specific monitoring will result in potential costs.	Site E2 Pool Road Industrial Estate Site E8 Oaston Road Industrial Estate Site E9 Whitacre Road Industrial Estate Sites E13 and E14 Trident Business Park Sites E15 – E18 Caldwell

Issue	Potential Action	Notes	Relevant Employment sites
			<p>Road Industrial Estate</p> <p>Site E19 Marston Jabbett Industrial Estate</p> <p>Site E21 Bayton Road Industrial Estate</p> <p>Site E34 Tenlons Road Industrial Estate</p> <p>Site E40 Hope Aldridge Business Centre</p> <p><i>Minor Issue</i></p> <p>Site E22 Grovelands Industrial Estate</p> <p>Site E24 School Lane</p> <p>Site E25 The Moorings Business Park</p> <p>Site E41 Weddington Road Industrial Estate</p>

Issue	Potential Action	Notes	Relevant Employment sites
Market Attractiveness	Linked to above actions	It is not realistic to expect every site to be attractive to national industries. However exploring the possibilities is helpful because any actions to attract wider investment will help protect the site in the long term.	<p><i>Significant issue</i></p> <p>Site E1 Pool Road Business Centre</p> <p>Site E2 Pool Road Industrial Estate</p> <p>Site E8 Oaston Road Industrial Estate</p> <p>Site E9 Whitacre Road Industrial Estate</p> <p>Sites E13 and E14 Trident Business Park</p> <p>Sites E15 – E18 Caldwell Road Industrial Estate</p> <p>Site E19 Marston Jabbett Industrial Estate</p> <p>Site E22 Grovelands Industrial Estate</p> <p>Site E34 Tenlons Road Industrial Estate</p>

Issue	Potential Action	Notes	Relevant Employment sites
			Site E35 Haunchwood Industrial Estate Site E40 Hope Aldridge Business Centre <i>Minor Issue</i> Site E7 Weddington Terrace Industrial Estate Site E10 Attleborough Fields Industrial Estate Site E21 Bayton Road Industrial Estate Site E24 School Lane Site E25 The Moorings Business Park Site E41 Weddington Road Industrial Estate
Strategic Accessibility	Work with County Council in investigating linkages with	Only resource implication is officer time.	<i>Significant issue</i>

Issue	Potential Action	Notes	Relevant Employment sites
	<p>strategic road network and identify potential solutions</p> <p>As part of the designation of strategic sites, identify if wider Master planning opportunities arise that can be incorporated as part of strategic development:</p> <p>This may require the use of planning obligations and will need to be assessed as part of wider infrastructure priorities.</p>	<p>The research element of this task can be completed once strategic sites are agreed. However the priority for CIL to improve strategic accessibility will need to be considered as part of wider infrastructure improvements</p>	<p>Site E1 Pool Road Business Centre</p> <p>Site E2 Pool Road Industrial Estate</p> <p>Site E11 Hemdale Business Park</p> <p>Site E35 Haunchwood Industrial Estate</p> <p><i>Minor Issue</i></p> <p>Site E7 Weddington Terrace Industrial Estate</p> <p>Site E8 Oaston Road Industrial Estate</p> <p>Site E9 Whitacre Road Industrial Estate</p> <p>Site E10 Attleborough Fields Industrial Estate</p> <p>Sites E13 and E14 Trident Business Park</p>

Issue	Potential Action	Notes	Relevant Employment sites
			Site E19 Marston Jabbett Industrial Estate Site E41 Weddington Road Industrial Estate
External Environment	Continue work with Environmental Health in this area and identify additional solutions.	Only resource implication is officer time.	<i>Significant issue</i>
	Set up a monitoring mechanism relating to fly tipping to identify levels if improvement/decline.	The mechanism for monitoring is likely to be resource intensive, consequently some creative measures will need to be considered.	Site E2 Pool Road Industrial Estate Site E7 Weddington Terrace Industrial Estate Site E8 Oaston Road Industrial Estate Site E9 Whitacre Road Industrial Estate Site E11 Hemdale Business Park Sites E13 and E14 Trident Business Park Sites E15 – E18 Caldwell Road Industrial Estate

Issue	Potential Action	Notes	Relevant Employment sites
			<p>Site E19 Marston Jabbett Industrial Estate</p> <p>Site E22 Grovelands Industrial Estate</p> <p>Site E25 The Moorings Business Park</p> <p>Site E35 Haunchwood Industrial Estate</p> <p><i>Minor Issue</i></p> <p>Site E1 Pool Road Business Centre</p> <p>Site E10 Attleborough Fields Industrial Estate</p> <p>Site E21 Bayton Road Industrial Estate</p> <p>Site E34 Tenlons Road Industrial Estate</p> <p>Site E40 Hope Aldridge Business Centre</p>

Issue	Potential Action	Notes	Relevant Employment sites
Building quality	Work with landowner/agent in identifying their aspirations for the site	There should be an acceptance that some businesses do not want modern premises as it may not fit with their requirements or may increase rentals and push them out to other areas.	<p><i>Significant issue</i></p> <p>Site E8 Oaston Road Industrial Estate</p> <p>Sites E15 – E18 Caldwell Road Industrial Estate</p>
	Carry out a more detailed assessment of building quality with Building Control/estates and identify an action plan containing more detail relating to this area.	<p>There should be an acceptance that some businesses do not want modern premises as it may not fit with their requirements or may increase rentals and push them out to other areas.</p> <p>In reality this will be out of the Council's control (expect where the Council own the property) and therefore its ability to influence will be limited.</p>	<p>Site E22 Grovelands Industrial Estate</p> <p><i>Minor Issue</i></p> <p>Site E2 Pool Road Industrial Estate</p> <p>Site E7 Weddington Terrace Industrial Estate</p> <p>Site E9 Whitacre Road Industrial Estate</p> <p>Sites E13 and E14 Trident Business Park</p> <p>Site E21 Bayton Road Industrial Estate</p>

Issue	Potential Action	Notes	Relevant Employment sites
			Site E34 Tenlons Road Industrial Estate Site E40 Hope Aldridge Business Centre
Public transport	Work with County Council in investigating potential improvements to public transport provision.	This was not identified as a significant issue for this site and therefore it is considered other issues should be prioritised first.	<i>Significant issue</i> Site E11 Hemdale Business Park
	Use planning obligations to subsidise public transport improvements.	This was not identified as a significant issue for this site and therefore it is considered other issues should be prioritised first.	Site E19 Marston Jabbett Industrial Estate Site E35 Haunchwood Industrial Estate <i>Minor Issue</i> Site E1 Pool Road Business Centre Site E2 Pool Road Industrial Estate Site E8 Oaston Road Industrial Estate

Issue	Potential Action	Notes	Relevant Employment sites
			<p>Site E10 Attleborough Fields Industrial Estate</p> <p>Sites E13 and E14 Trident Business Park</p> <p>Sites E15 – E18 Caldwell Road Industrial Estate</p> <p>Site E21 Bayton Road Industrial Estate</p> <p>Site E22 Grovelands Industrial Estate</p> <p>Site E25 The Moorings Business Park</p> <p>Site E32 St Georges (Bermuda Industrial Estate)</p> <p>Site E34 Tenlons Road Industrial Estate</p> <p>Site E40 Hope Aldridge Business Centre</p>
Security	Work with Warwickshire Police in working with those	Some work has already been completed with businesses,	<i>Significant issue</i>

Issue	Potential Action	Notes	Relevant Employment sites
	businesses who consider security to be an issue.	and actions such as setting up a security event had limited success therefore any further work should be focused.	Site E1 and E2 Pool Road Business Centre
	Identify measures within the Borough Plan that encourage safe design measures on new industrial estates.	Would need to be incorporated as part of a design policy.	Site E7 Weddington Terrace Industrial Estate Site E9 Whitacre Road Industrial Estate Site E10 Attleborough Fields Industrial Estate Sites E13 and E14 Trident Business Park Sites E15 – E18 Caldwell Road Industrial Estate Site E21 Bayton Road Industrial Estate Site E22 Grovelands Industrial Estate Site E25 The Moorings Business Park Site E32 St Georges (Bermuda Industrial Estate)

Issue	Potential Action	Notes	Relevant Employment sites
			Site E34 Tenlons Road Industrial Estate Site E41 Weddington Road Industrial Estate
Local Access	Work with County Council in investigating potential improvements to local access arrangements.	Improvements are likely to require funding from the Development community through the form of planning obligations, and therefore this will also need to be included as part of any future considerations around infrastructure planning	<i>Significant issue</i> Site E7 Weddington Terrace Industrial Estate Site E9 Whitacre Road Industrial Estate Sites E13 and E14 Trident Business Park Site E19 Marston Jabbett Industrial Estate Site E34 Tenlons Road Industrial Estate Site E41 Weddington Road Industrial Estate
Local amenities	As part of the designation of strategic sites, identify if wider Master planning opportunities	The research element of this task can be completed once strategic sites are agreed.	<i>Significant issue</i> Site E8 Oaston Road Industrial

Issue	Potential Action	Notes	Relevant Employment sites
	<p>arise that can be incorporated as part of strategic development:</p> <p>This may require this use of planning obligations and will need to be assessed as part of wider infrastructure priorities.</p>	<p>However the priority for CIL to improve strategic accessibility will need to be considered as part of wider infrastructure improvements</p>	<p>Estate</p> <p>Site E10 Attleborough Fields Industrial Estate</p> <p>Site E11 Hemdale Business Park</p> <p>Sites E15 – E18 Caldwell Road Industrial Estate</p> <p>Site E19 Marston Jabbett Industrial Estate</p> <p>Site E32 St Georges (Bermuda Industrial Estate)</p> <p>Site E35 Haunchwood Industrial Estate</p> <p>Site E40 Hope Aldridge Business Centre</p> <p><i>Minor Issue</i></p> <p>Site E34 Tenlons Road Industrial Estate</p>
Building Age	Work with landowner/agent in	There should be an	<i>Minor Issue</i>

Issue	Potential Action	Notes	Relevant Employment sites
	identifying their aspirations for the site.	acceptance that some businesses do not want modern premises as it may not fit with their requirements or may increase rentals and push them out to other areas.	Site E8 Oaston Road Industrial Estate Sites E15 – E18 Caldwell Road Industrial Estate
	Carry out a more detailed assessment of building quality with Building Control/estates and identify an action plan containing more detail relating to this area.	There should also be an acceptance that some businesses do not want modern premises as it may not fit with their requirements or may increase rentals and push them out to other areas. In reality this will be out of the Council's control (expect where the Council own the property) and therefore its ability to influence will be limited.	Site E22 Grovelands Industrial Estate Site E34 Tenlons Road Industrial Estate
Visible voids	Work with Warwickshire County Council (Investment Partnership) in analysing potential reasons for voids, and use this to assist in developing potential strategy for voids.	Initially the only resource implication is officer time, however developing a specific strategy is likely to be fairly resource intensive and require regular review	<i>Significant issue</i> Site E11 Hemdale Business Park Sites E15 – E18 Caldwell Road Industrial Estate

Issue	Potential Action	Notes	Relevant Employment sites
			<p><i>Minor Issue</i></p> <p>Site E9 Whitacre Road Industrial Estate</p> <p>Sites E13 and E14 Trident Business Park</p>
Open Space provision	Including open space provision in an existing estate is challenging. However one option is to work with existing landowners to identify opportunities to create open space where they are demolishing a premises.	In reality this is highly unlikely because the open space will not bring in any return for the landowner. However as part of identifying their long terms intentions the Council will be able to identify if the landowner still has an interest in the site.	Sites E13 and E14 Trident Business Park

Appendix K – Identification of sectoral alignment

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Crop and animal production	N/A	N/A
Forestry and logging	N/A	N/A
Fishing and aquaculture	N/A	N/A
Mining of coal and lignite	B2 (General Industrial) for part of the component	10% the remainder being non B use class
Extraction of crude petroleum	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Mining of metal ores	B2 (General Industrial) for part of the component	10% the remainder being non B use class
Other mining and quarrying	B2 (General Industrial) for part of the component	10% the remainder being non B use class
Mining support service activities	N/A	N/A
Manufacture of food products	B2 (General Industrial)	100%
Manufacture of beverages	B2 (General Industrial)	100%
Manufacture of tobacco products	B2 (General Industrial)	100%

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Manufacture of textiles	B2 (General Industrial)	100%
Manufacture of wearing apparel	B2 (General Industrial)	100%
Manufacture of leather	B2 (General Industrial)	100%
Manufacture of wood and of products	B2 (General Industrial)	100%
Manufacture of paper and paper	B2 (General Industrial)	100%
Printing and reproduction of records	B2 (General Industrial)	100%

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Manufacture of coke	B2 (General Industrial)	100%
Manufacture of chemicals	B2 (General Industrial)	100%
Manufacture of basic pharmaceutical	B2 (General Industrial)	100%
Manufacture of rubber and plastic	B2 (General Industrial)	100%
Manufacture of other non-metallic	B2 (General Industrial)	100%
Manufacture of basic metals	B2 (General Industrial)	100%

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Manufacture of fabricated metal	B2 (General Industrial)	100%
Manufacture of computer, electronics	B2 (General Industrial)	100%
Manufacture of electrical equipment	B2 (General Industrial)	100%
Manufacture of machinery and equip	B2 (General Industrial)	100%
Manufacture of motor vehicles	B2 (General Industrial)	100%
Manufacture of other transport equip	B2 (General Industrial)	100%
Manufacture of furniture	B2 (General Industrial)	100%

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Other manufacturing	B2 (General Industrial)	100%
Repair and installation of machinery	B2 (General Industrial) for part of the component	50% B2 (General) 50% no additional land use gained
Electricity, gas, steam and air con	B1(a) Call centre component	5% B1a (call centre) the remainder being non B use class
Water collection, treatment	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Sewerage	N/A	N/A
Waste collection, treatment	N/A	N/A
Remediation activities	N/A	N/A
Construction of buildings	N/A	N/A
Civil engineering	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Specialised construction activities	N/A	N/A
Wholesale and retail trade	N/A	N/A
Wholesale trade, except of motor vehicles	B8 (Large Scale and High Bay Warehousing)	100% B8
Retail trade, except of motor vehicles	N/A	N/A
Land transport and transport	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Water transport	N/A	N/A
Air transport	N/A	N/A
Warehousing and support activities	B8 (General)	B8 100%
Postal and courier activities	B8 (General)	B8 100%
Accommodation	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Food and beverage service activities	N/A	N/A
Publishing activities	B2 (General)	100% B2
Motion picture, video and television	B1 (General) and (Business Park) B8 (General)	For the B1 (95%): - 50% (Offices) - 50% (Business Park) For the B8 (5%) component 100% is (general)
Programming and broadcasting	B1 (General) and (Business Park)	For B1 (95%): - 50% (Offices) - 50% (Business Park) 5% = zero land take
Telecommunications	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Computer programming, consultancy	B1 (Business Park)	100% B1.
Information service activities	B1 (Business Park)	100% B1
Financial service activities	B1 (Business Park)	10% B1 90% non B use class (A2)
Insurance, reinsurance and pension	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Activities auxiliary to financial services	N/A	N/A
Real estate activities	N/A	N/A
Legal and accounting activities	B1(a)	B1(a) client facing (general) - 90% B1 (a) serviced - 5% B1 (a) business park - 5%
Activities of head offices	B1 (Business Park)	100% B1

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Architectural and engineering	B1(a) (General) B1 (a) (Business Park) B1 (a) (Services)	Split equally amongst three sectors
Scientific research and development	B1 (Business Park)	B1 (Business Park) - 100%
Advertising and market research	B1(a) (General) B1 (a) (Serviced) B1 (a) (Business park) B8 (General)	B1(a) (General) - 33% B1 (a) (Serviced) - 33% B1 (a) (Business park) - 33% B8 (General) - 1%

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Other professional, scientific	B1(a) (General) B1 (a) (Business Park) B1 (a) (Services)	Split equally amongst three sectors
Veterinary activities	N/A	N/A
Rental and leasing activities	N/A	N/A
Employment activities	B1(a) (General)	B1(a) (General) - 100%

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Travel agency, tour operator	B1(a) (General) B1 (a) (Call Centres)	B1(a) (General) - 50% B1 (a) (Call Centres) - 50%
Security and investigation activities	B1(a) (General) B1 (a) (Business Parks)	B1(a) (General) - 50% B1 (a) (Parks) - 50%
Services to buildings and landscape	B1(a) (General)	B1(a) (General) - 10% Non B use class - 90%
Office administrative, office support	B1(a) (General) B1 (a) (Call Centres) B1 (a) (Business Parks) B1 (a) (Serviced)	B1(a) (General) - 25% B1 (a) (Call Centres) - 25% B1 (a) (Business Parks) - 25% B1 (a) (Serviced) - 25%

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Public administration and defence	B1(a) (General) B1 (a) (Business Parks)	B1(a) (General) - 30% B1 (a) (Business Parks) - 30% Non B use class - 40%
Education	N/A	N/A
Human health activities	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Residential care activities	N/A	N/A
Social work activities	N/A	N/A
Creative, arts and entertainment act	N/A	N/A
Libraries, archives, museums	N/A	N/A
Gambling and betting activities	N/A	N/A

SIC Sectors	Use Class (for the purposes of the translation model B Use classes are converted)	Agreed level of split
Sports activities and amusement	N/A	N/A
Activities of membership organisation	B1(a) (General) B1 (a) (Business Park) B1 (a) (Services)	Split equally amongst three sectors
Repair of computers and personal	N/A	N/A
Other personal service activities	B1(a) (General)	B1(a) (General) - 10% Non B use class - 90%

The above allocations have been based on professional judgement and include consultation with Planning Policy, Estates and Development Management officers.

Appendix L – Translation outputs

For each scenario there is a table which illustrates the NBFM (2014) outputs from a jobs perspective, and a table which illustrates how the jobs are then converted to employment land requirements. In relation to the NBFM model outputs, the first column identifies the relevant SIC 2007 job sector, the second column indicates the number of FTE jobs generated from 2011 – 2031 (it should be noted that the NBFM works to a 1000 jobs as the first decimal point, therefore where a output amounts to 0.153 this amounts to 153 jobs), the final column is the data that is used for land translation. This final column ignores any decreases in job numbers because this would detrimentally impact future employment land requirement.

Baseline Outputs

Baseline job outputs:

	FTE's 2011 - 2031	Conversion column
Crop and animal production	-0.153	0
Forestry and logging	0.000	0
Fishing and aquaculture	0.000	0
Mining of coal and lignite	0.000	0
Extraction of crude petroleum	0.000	0
Mining of metal ores	0.000	0
Other mining and quarrying	0.000	0
Mining support service activities	0.000	0
Manufacture of food products	0.045	45

	FTE's 2011 - 2031	Conversion column
Manufacture of beverages	0.004	4
Manufacture of tobacco products	0.000	0
Manufacture of textiles	-0.017	0
Manufacture of wearing apparel	-0.037	0
Manufacture of leather	0.000	0
Manufacture of wood and of products	-0.038	0
Manufacture of paper and paper	-0.002	0
Printing and reproduction of records	-0.026	0
Manufacture of coke	0.004	4
Manufacture of chemicals	0.000	0
Manufacture of basic pharmaceutical	0.000	0
Manufacture of rubber and plastic	-0.042	0
Manufacture of other non-metallic	0.034	34
Manufacture of basic metals	-0.024	0
Manufacture of fabricated metal	-0.060	0
Manufacture of computer, electronics	-0.001	0
Manufacture of electrical equipment	0.052	52
Manufacture of machinery and equip	-0.174	0
Manufacture of motor vehicles	-0.171	0

	FTE's 2011 - 2031	Conversion column
Manufacture of other transport equip	0.048	48
Manufacture of furniture	-0.007	0
Other manufacturing	0.013	13
Repair and installation of machinery	-0.272	0
Electricity, gas, steam and air con	0.000	0
Water collection, treatment	0.000	0
Sewerage	-0.005	0
Waste collection, treatment	-0.153	0
Remediation activities	0.106	106
Construction of buildings	0.319	319
Civil engineering	-0.045	0
Specialised construction activities	0.328	328
Trade and repair of motor vehicles	0.299	299
Wholesale trade, except of motor vehicles	0.687	687
Retail trade, except of motor vehicles	0.719	719
Land transport and transport	0.536	536
Water transport	0.000	0
Air transport	0.000	0
Warehousing and support activities	-0.262	0

	FTE's 2011 - 2031	Conversion column
Postal and courier activities	1.049	1049
Accommodation	0.001	1
Food and beverage service activities	0.151	151
Publishing activities	0.001	1
Motion picture, video and television	0.051	51
Programming and broadcasting	0.000	0
Telecommunications	0.032	32
Computer programming, consultancy	0.184	184
Information service activities	-0.027	0
Financial service activities	-0.022	0
Insurance, reinsurance and pension	0.033	33
Activities auxiliary to financial services	0.004	4
Real estate activities	0.192	192
Legal and accounting activities	0.187	187
Activities of head offices	0.123	123
Architectural and engineering	0.110	110
Scientific research and development	0.007	7
Advertising and market research	0.010	10
Other professional, scientific	0.076	76
Veterinary activities	0.019	19
Rental and leasing activities	-0.013	0

	FTE's 2011 - 2031	Conversion column
Employment activities	-0.302	0
Travel agency, tour operator	0.004	4
Security and investigation activities	0.219	219
Services to buildings and landscape	-0.120	0
Office administrative, office support	0.717	717
Public administration and defence	-0.397	0
Education	-0.279	0
Human health activities	1.292	1292
Residential care activities	-0.303	0
Social work activities	-0.530	0
Creative, arts and entertainment act	0.010	10
Libraries, archives, museums	0.009	9
Gambling and betting activities	0.027	27
Sports activities and amusement	0.146	146
Activities of membership organisation	0.123	123
Repair of computers and personal	-0.195	0
Other personal service activities	0.181	181
Total		8152

Baseline jobs to land requirements translation – initial output:

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
Industrial									
B2	General	36.00	GIA	Range of 18 – 60m ²	Mining of coal and lignite	0.00	0.00	7200.00	1.80
					Mining of metal ores	0.00	0.00		
					Other mining and quarrying	0.00	0.00		
					Manufacture of food products	45.00	1620.00		
					Manufacture of beverages	4.00	144.00		
					Manufacture of tobacco products	0.00	0.00		
					Manufacture of textiles	0.00	0.00		
					Manufacture of wearing apparel	0.00	0.00		
					Manufacture of leather	0.00	0.00		

				Manufacture of wood and of products	0.00	0.00		
				Manufacture of paper and paper	0.00	0.00		
				Printing and reproduction of records	0.00	0.00		
				Manufacture of coke	4.00	144.00		
				Manufacture of chemicals	0.00	0.00		
				Manufacture of basic pharmaceutical	0.00	0.00		
				Manufacture of rubber and plastic	0.00	0.00		
				Manufacture of other non-metallic	34.00	1224.00		
				Manufacture of basic metals	0.00	0.00		
				Manufacture of fabricated metal	0.00	0.00		

					Manufacture of computer, electronics	0.00	0.00		
					Manufacture of electrical equipment	52.00	1872.00		
					Manufacture of machinery and equip	0.00	0.00		
					Manufacture of motor vehicles	0.00	0.00		
					Manufacture of other transport equip	48.00	1728.00		
					Manufacture of furniture	0.00	0.00		
					Other manufacturing	13.00	468.00		
					Repair and installation of machinery	0.00	0.00		
					Publishing activities	1.00	0.00		
Warehouse and Distribution									
B8	General	70.00	GEA	Range of 25 – 115 ² . The higher the	Warehousing and support activities	0.00	0.00	73615.50	14.72

				capital intensity of the business, the lower the employment density	Postal and courier activities	1049.00	73430.00		
					Motion picture, video and television	2.55	178.50		
					Advertising and market research	0.10	7.00		
B8	Large Scale and High Bay Warehousing	80.00	GEA	Wide variations exist arising from scale and storage duration	Wholesale trade, except of motor vehicles	687.00	54960.00	54960.00	10.99
Office									
B1(a)	General Office	12.00	NIA	Includes HQ, Admin and Client Facing office types	Motion picture, video and television	24.23	290.70		
					Programming and broadcasting	0.00	0.00		
					Legal and accounting activities	168.30	2019.60		
					Architectural and engineering	36.63	439.56	7290.86	2.24

				Advertising and market research	3.30	39.60		
				Other professional, scientific	25.31	303.70		
				Employment activities	0.00	0.00		
				Travel agency, tour operator	2.00	24.00		
				Security and investigation activities	109.50	1314.00		
				Services to buildings and landscape	0.00	0.00		
				Office administrative, office support	179.25	2151.00		
				Public administration and defence	0.00	0.00		
				Activities of membership organisation	40.96	491.51		
				Other personal service activities	18.10	217.20		

B1(a)	Call Centres	8.00	NIA		Electricity, gas, steam and air con	0.00	0.00	0.00	0.00
					Office administrative, office support	179.25	0.00		
					Travel agency, tour operator	2.00	0.00		
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where they are found in out of town business park locations	Motion picture, video and television	24.23	242.25	7095.55	2.18
					Programming and broadcasting	0.00	0.00		
					Computer programming, consultancy	184.00	1840.00		
					Information service activities	0.00	0.00		
					Financial service activities	0.00	0.00		
					Legal and accounting activities	9.35	93.50		
					Activities of head offices	123.00	1230.00		

				Architectural and engineering	3.66	36.63		
				Scientific research and development	7.00	70.00		
				Advertising and market research	3.30	33.00		
				Other professional, scientific	25.31	253.08		
				Security and investigation activities	109.50	1095.00		
				Office administrative, office support	179.25	1792.50		
				Public administration and defence	0.00	0.00		
				Activities of membership organisation	40.96	409.59		
B1(a)	Services office	10.00	NIA	Densities within separately	9.35	93.50	2947.97	0.91

				let units are c.7m ² per workstation but 30% of a facility's total NIA for a shared services reduces the overall density.	Architectural and engineering	36.63	366.30		
					Activities of membership organisation	40.96	409.59		
					Office administrative, office support	179.25	1792.50		
					Advertising and market research	3.30	33.00		
					Other professional, scientific	25.31	253.08		

TOTAL	32.85
--------------	--------------

Baseline impact of leakage

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
-----------	----------	--------------------------------	------------------	--------------------------------	--------------------	------------------------------------	-------------------	---	-------------------

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
Industrial									
B2	General	36.00	GIA	Range of 18 – 60m ²	Mining of coal and lignite	0.00	0.00	7200.00	1.80
					Mining of metal ores	0.00	0.00		
					Other mining and quarrying	0.00	0.00		
					Manufacture of food products	45.00	1620.00		
					Manufacture of beverages	4.00	144.00		
					Manufacture of tobacco products	0.00	0.00		
					Manufacture of textiles	0.00	0.00		
					Manufacture of wearing apparel	0.00	0.00		
					Manufacture of leather	0.00	0.00		
					Manufacture of wood and of products	0.00	0.00		
					Manufacture of paper and paper	0.00	0.00		
					Printing and reproduction of records	0.00	0.00		
					Manufacture of	4.00	144.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					coke				
					Manufacture of chemicals	0.00	0.00		
					Manufacture of basic pharmaceutical	0.00	0.00		
					Manufacture of rubber and plastic	0.00	0.00		
					Manufacture of other non-metallic	34.00	1224.00		
					Manufacture of basic metals	0.00	0.00		
					Manufacture of fabricated metal	0.00	0.00		
					Manufacture of computer, electronics	0.00	0.00		
					Manufacture of electrical equipment	52.00	1872.00		
					Manufacture of machinery and equip	0.00	0.00		
					Manufacture of motor vehicles	0.00	0.00		
					Manufacture of	48.00	1728.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					other transport equip				
					Manufacture of furniture	0.00	0.00		
					Other manufacturing	13.00	468.00		
					Repair and installation of machinery	0.00	0.00		
					Publishing activities	1.00	0.00		
Warehouse and Distribution									
B8	General	70.00	GEA	Range of 25 – 115 ² . The higher the capital intensity of the business, the lower the employment density	Warehousing and support activities	0.00	0.00		
					Postal and courier activities	1049.00	73430.00		
					Motion picture, video and television	2.55	178.50		
					Advertising and market research	0.10	7.00	73615.50	14.72
B8	Large Scale and High Bay	80.00	GEA	Wide variations exist arising	Wholesale trade, except of motor vehicles	687.00	54960.00	54960.00	10.99

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
	Warehousing			from scale and storage duration					
Office									
B1(a)	General Office	12.00	NIA	Includes HQ, Admin and Client Facing office types	Motion picture, video and television	24.23	290.70		
					Programming and broadcasting	0.00	0.00		
					Legal and accounting activities	168.30	2019.60		
					Architectural and engineering	36.63	439.56		
					Advertising and market research	3.30	39.60		
					Other professional, scientific	25.31	303.70		
					Employment activities	0.00	0.00		
					Travel agency, tour operator	2.00	24.00		
					Security and investigation activities	109.50	1314.00		
					Services to	0.00	0.00		
									0.00

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					buildings and landscape				
					Office administrative, office support	179.25	2151.00		
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	40.96	491.51		
					Other personal service activities	18.10	217.20		
B1(a)	Call Centres	8.00	NIA		Electricity, gas, steam and air con	0.00	0.00		
					Office administrative, office support	179.25	0.00		
					Travel agency, tour operator	2.00	0.00	0.00	0.00
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where they are found in out	Motion picture, video and television	24.23	242.25		
					Programming and broadcasting	0.00	0.00		
					Computer programming, consultancy	184.00	1840.00	2334.38	0.72

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
				of town business park locations	Information service activities	0.00	0.00		
					Financial service activities	0.00	0.00		
					Legal and accounting activities	9.35	93.50		
					Activities of head offices	123.00	1230.00		
					Architectural and engineering	3.66	36.63		
					Scientific research and development	7.00	70.00		
					Advertising and market research	3.30	33.00		
					Other professional, scientific	25.31	253.08		
					Security and investigation activities	109.50	1095.00		
					Office administrative, office support	179.25	1792.50		
					Public administration and defence	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
B1(a)	Services office	10.00	NIA	Densities within separately let units are c.7m ² per workstation but 30% of a facility's total NIA for a shared services reduces the overall density.	Activities of membership organisation	40.96	409.59		
					Legal and accounting activities	9.35	93.50		
					Architectural and engineering	36.63	366.30		
					Activities of membership organisation	40.96	409.59		
					Office administrative, office support	179.25	1792.50		
					Advertising and market research	3.30	33.00		
					Other professional, scientific	25.31	253.08		

TOTAL	28.23
--------------	--------------

0.7% job outputs

0.7% NBFM job outputs

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
Crop and animal production	-0.153	0
Forestry and logging	0.000	0
Fishing and aquaculture	0.000	0
Mining of coal and lignite	0.000	0
Extraction of crude petroleum	0.000	0
Mining of metal ores	0.000	0
Other mining and quarrying	0.000	0
Mining support service activities	0.000	0
Manufacture of food products	0.045	45
Manufacture of beverages	0.004	4
Manufacture of tobacco products	0.000	0
Manufacture of textiles	-0.017	0
Manufacture of wearing apparel	-0.037	0
Manufacture of leather	0.000	0
Manufacture of wood and of products	-0.038	0
Manufacture of paper and paper	-0.002	0
Printing and reproduction of records	-0.026	0
Manufacture of coke	0.004	4
Manufacture of chemicals	0.000	0
Manufacture of basic pharmaceutical	0.000	0
Manufacture of rubber and	-0.042	0

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
plastic		
Manufacture of other non-metallic	0.035	35
Manufacture of basic metals	-0.024	0
Manufacture of fabricated metal	-0.012	0
Manufacture of computer, electronics	0.018	18
Manufacture of electrical equipment	0.079	79
Manufacture of machinery and equip	-0.128	0
Manufacture of motor vehicles	-0.171	0
Manufacture of other transport equip	0.104	104
Manufacture of furniture	-0.007	0
Other manufacturing	0.013	13
Repair and installation of machinery	-0.272	0
Electricity, gas, steam and air con	0.000	0
Water collection, treatment	0.000	0
Sewerage	-0.005	0
Waste collection, treatment	-0.153	0
Remediation activities	0.106	106
Construction of buildings	0.362	362
Civil engineering	-0.044	0
Specialised construction	0.330	330

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
activities		
Trade and repair of motor vehicles	0.300	300
Wholesale trade, except of motor vehicles	0.741	741
Retail trade, except of motor vehicles	0.759	759
Land transport and transport	0.539	539
Water transport	0.000	0
Air transport	0.000	0
Warehousing and support activities	-0.261	0
Postal and courier activities	1.051	1051
Accommodation	0.001	1
Food and beverage service activities	0.152	152
Publishing activities	0.001	1
Motion picture, video and television	0.051	51
Programming and broadcasting	0.000	0
Telecommunications	0.032	32
Computer programming, consultancy	0.220	220
Information service activities	-0.027	0
Financial service activities	-0.022	0
Insurance, reinsurance and pension	0.072	72

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
Activities auxiliary to financial services	0.004	4
Real estate activities	0.195	195
Legal and accounting activities	0.272	272
Activities of head offices	0.124	124
Architectural and engineering	0.190	190
Scientific research and development	0.007	7
Advertising and market research	0.010	10
Other professional, scientific	0.076	76
Veterinary activities	0.019	19
Rental and leasing activities	-0.011	0
Employment activities	-0.250	0
Travel agency, tour operator	0.004	4
Security and investigation activities	0.219	219
Services to buildings and landscape	-0.116	0
Office administrative, office support	0.770	770
Public administration and defence	-0.391	0
Education	-0.262	0
Human health activities	1.400	1400
Residential care activities	-0.303	0
Social work activities	-0.526	0
Creative, arts and entertainment	0.010	10

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
act		
Libraries, archives, museums	0.009	9
Gambling and betting activities	0.027	27
Sports activities and amusement	0.146	146
Activities of membership organisation	0.123	123
Repair of computers and personal	-0.195	0
Other personal service activities	0.247	247
Total		8871

0.7% Jobs to land requirements translation – Initial output

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
Industrial									
B2	General	36.00	GIA	Range of 18 – 60m ²	Mining of coal and lignite	0.00	0.00	10872.00	2.72
					Mining of metal ores	0.00	0.00		
					Other mining and quarrying	0.00	0.00		
					Manufacture of food products	45.00	1620.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of beverages	4.00	144.00		
					Manufacture of tobacco products	0.00	0.00		
					Manufacture of textiles	0.00	0.00		
					Manufacture of wearing apparel	0.00	0.00		
					Manufacture of leather	0.00	0.00		
					Manufacture of wood and of products	0.00	0.00		
					Manufacture of paper and paper	0.00	0.00		
					Printing and reproduction of records	0.00	0.00		
					Manufacture of coke	4.00	144.00		
					Manufacture of	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					chemicals				
					Manufacture of basic pharmaceutical	0.00	0.00		
					Manufacture of rubber and plastic	0.00	0.00		
					Manufacture of other non-metallic	35.00	1260.00		
					Manufacture of basic metals	0.00	0.00		
					Manufacture of fabricated metal	0.00	0.00		
					Manufacture of computer, electronics	18.00	648.00		
					Manufacture of electrical equipment	79.00	2844.00		
					Manufacture of machinery and equip	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of motor vehicles	0.00	0.00		
					Manufacture of other transport equip	104.00	3744.00		
					Manufacture of furniture	0.00	0.00		
					Other manufacturing	13.00	468.00		
					Repair and installation of machinery	0.00	0.00		
					Publishing activities	1.00	0.00		
Warehouse and Distribution									
B8	General	70.00	GEA	Range of 25 – 115 ² . The higher the capital intensity of the business, the lower the	Warehousing and support activities	0.00	0.00		
					Postal and courier activities	1051.00	73570.00		
					Motion picture, video and television	2.55	178.50	73755.50	14.75

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
B8	Large Scale and High Bay Warehousing	80.00	GEA	employment density Wide variations exist arising from scale and storage duration	Advertising and market research	0.10	7.00	59280.00	11.86
					Wholesale trade, except of motor vehicles	741.00	59280.00		
Office									
B1(a)	General Office	12.00	NIA	Includes HQ, Admin and Client Facing office types	Motion picture, video and television	24.23	290.70	8766.74	2.70
					Programming and broadcasting	0.00	0.00		
					Legal and accounting activities	244.80	2937.60		
					Architectural and engineering	63.27	759.24		
					Advertising and market	3.30	39.60		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					research				
					Other professional, scientific	25.31	303.70		
					Employment activities	0.00	0.00		
					Travel agency, tour operator	2.00	24.00		
					Security and investigation activities	109.50	1314.00		
					Services to buildings and landscape	0.00	0.00		
					Office administrative, office support	192.50	2310.00		
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	40.96	491.51		
					Other personal	24.70	296.40		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
B1(a)	Call Centres	8.00	NIA		service activities			0.00	
					Electricity, gas, steam and air con	0.00	0.00		
					Office administrative, office support	192.50	0.00		
					Travel agency, tour operator	2.00	0.00	0.00	0.00
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where they are found in out of town business park locations	Motion picture, video and television	24.23	242.25	7667.19	2.36
					Programming and broadcasting	0.00	0.00		
					Computer programming, consultancy	220.00	2200.00		
					Information service activities	0.00	0.00		
					Financial service	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					activities				
					Legal and accounting activities	13.60	136.00		
					Activities of head offices	124.00	1240.00		
					Architectural and engineering	6.33	63.27		
					Scientific research and development	7.00	70.00		
					Advertising and market research	3.30	33.00		
					Other professional, scientific	25.31	253.08		
					Security and investigation activities	109.50	1095.00		
					Office administrative, office support	192.50	1925.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	40.96	409.59		
B1(a)	Services office	10.00	NIA	Densities within separately let units are c.7m ² per workstation but 30% of a facility's total NIA for a shared services reduces the overall density.	Legal and accounting activities	13.60	136.00		
					Architectural and engineering	63.27	632.70		
					Activities of membership organisation	40.96	409.59		
					Office administrative, office support	192.50	1925.00		
					Advertising and market research	3.30	33.00		
					Other professional, scientific	25.31	253.08	3389.37	1.04

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
-----------	----------	--------------------------------	------------------	--------------------------------	--------------------	------------------------------------	-------------------	---	-------------------

TOTAL	35.42
--------------	--------------

0.7% Impact of leakage

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
Industrial									
B2	General	36.00	GIA	Range of 18 – 60m ²	Mining of coal and lignite	0.00	0.00	10872.00	2.72
					Mining of metal ores	0.00	0.00		
					Other mining and quarrying	0.00	0.00		
					Manufacture of food products	45.00	1620.00		
					Manufacture of beverages	4.00	144.00		
					Manufacture of tobacco products	0.00	0.00		
					Manufacture of	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					textiles				
					Manufacture of wearing apparel	0.00	0.00		
					Manufacture of leather	0.00	0.00		
					Manufacture of wood and of products	0.00	0.00		
					Manufacture of paper and paper	0.00	0.00		
					Printing and reproduction of records	0.00	0.00		
					Manufacture of coke	4.00	144.00		
					Manufacture of chemicals	0.00	0.00		
					Manufacture of basic pharmaceutical	0.00	0.00		
					Manufacture of rubber and plastic	0.00	0.00		
					Manufacture of other non-metallic	35.00	1260.00		
					Manufacture of basic metals	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of fabricated metal	0.00	0.00		
					Manufacture of computer, electronics	18.00	648.00		
					Manufacture of electrical equipment	79.00	2844.00		
					Manufacture of machinery and equip	0.00	0.00		
					Manufacture of motor vehicles	0.00	0.00		
					Manufacture of other transport equip	104.00	3744.00		
					Manufacture of furniture	0.00	0.00		
					Other manufacturing	13.00	468.00		
					Repair and installation of machinery	0.00	0.00		
					Publishing activities	1.00	0.00		
Warehouse and Distribution									
B8	General	70.00	GEA	Range of 25	Warehousing and support	0.00	0.00	73755.50	14.75

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
				– 115 ² . The higher the capital intensity of the business, the lower the employment density	activities				
					Postal and courier activities	1051.00	73570.00		
					Motion picture, video and television	2.55	178.50		
					Advertising and market research	0.10	7.00		
B8	Large Scale and High Bay Warehousing	80.00	GEA	Wide variations exist arising from scale and storage duration	Wholesale trade, except of motor vehicles	741.00	59280.00	59280.00	11.86
Office									
B1(a)	General Office	12.00	NIA	Includes HQ, Admin and Client Facing office types	Motion picture, video and television	24.23	290.70		
					Programming and broadcasting	0.00	0.00		
					Legal and accounting activities	244.80	2937.60		0.00

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Architectural and engineering	63.27	759.24		
					Advertising and market research	3.30	39.60		
					Other professional, scientific	25.31	303.70		
					Employment activities	0.00	0.00		
					Travel agency, tour operator	2.00	24.00		
					Security and investigation activities	109.50	1314.00		
					Services to buildings and landscape	0.00	0.00		
					Office administrative, office support	192.50	2310.00		
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	40.96	491.51		
					Other personal service activities	24.70	296.40		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
B1(a)	Call Centres	8.00	NIA		Electricity, gas, steam and air con	0.00	0.00	0.00	0.00
					Office administrative, office support	192.50	0.00		
					Travel agency, tour operator	2.00	0.00		
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where they are found in out of town business park locations	Motion picture, video and television	24.23	242.25	4823.30	1.48
					Programming and broadcasting	0.00	0.00		
					Computer programming, consultancy	220.00	2200.00		
					Information service activities	0.00	0.00		
					Financial service activities	0.00	0.00		
					Legal and accounting activities	13.60	136.00		
					Activities of head offices	124.00	1240.00		
					Architectural and engineering	6.33	63.27		
					Scientific	7.00	70.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					research and development				
					Advertising and market research	3.30	33.00		
					Other professional, scientific	25.31	253.08		
					Security and investigation activities	109.50	1095.00		
					Office administrative, office support	192.50	1925.00		
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	40.96	409.59		
B1(a)	Services office	10.00	NIA	Densities within separately let units are c.7m ² per workstation but 30% of a facility's	Legal and accounting activities	13.60	136.00		0.00
					Architectural and engineering	63.27	632.70		
					Activities of membership organisation	40.96	409.59		
					Office administrative,	192.50	1925.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
				total NIA for a shared services reduces the overall density.	office support				
					Advertising and market research	3.30	33.00		
					Other professional, scientific	25.31	253.08		

TOTAL	30.81
--------------	--------------

1% outputs

1% NBFM job outputs

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
Crop and animal production	-0.153	0
Forestry and logging	0.000	0
Fishing and aquaculture	0.000	0

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
Mining of coal and lignite	0.000	0
Extraction of crude petroleum	0.000	0
Mining of metal ores	0.000	0
Other mining and quarrying	0.000	0
Mining support service activities	0.000	0
Manufacture of food products	0.045	45
Manufacture of beverages	0.004	4
Manufacture of tobacco products	0.000	0
Manufacture of textiles	-0.017	0
Manufacture of wearing apparel	-0.037	0
Manufacture of leather	0.000	0
Manufacture of wood and of products	-0.037	0
Manufacture of paper and paper	-0.002	0
Printing and reproduction of records	-0.026	0
Manufacture of coke	0.004	4
Manufacture of chemicals	0.000	0
Manufacture of basic pharmaceutical	0.000	0
Manufacture of rubber and plastic	-0.041	0
Manufacture of other non-metallic	0.035	35
Manufacture of basic metals	-0.023	0
Manufacture of fabricated metal	0.123	123
Manufacture of computer,	0.069	69

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
electronics		
Manufacture of electrical equipment	0.158	158
Manufacture of machinery and equip	0.005	5
Manufacture of motor vehicles	-0.171	0
Manufacture of other transport equip	0.264	264
Manufacture of furniture	-0.007	0
Other manufacturing	0.013	13
Repair and installation of machinery	-0.272	0
Electricity, gas, steam and air con	0.000	0
Water collection, treatment	0.000	0
Sewerage	-0.005	0
Waste collection, treatment	-0.153	0
Remediation activities	0.107	107
Construction of buildings	0.484	484
Civil engineering	-0.042	0
Specialised construction activities	0.337	337
Trade and repair of motor vehicles	0.304	304
Wholesale trade, except of motor vehicles	0.893	893
Retail trade, except of motor	0.874	874

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
vehicles		
Land transport and transport	0.545	545
Water transport	0.000	0
Air transport	0.000	0
Warehousing and support activities	-0.257	0
Postal and courier activities	1.058	1058
Accommodation	0.001	1
Food and beverage service activities	0.153	153
Publishing activities	0.001	1
Motion picture, video and television	0.051	51
Programming and broadcasting	0.000	0
Telecommunications	0.033	33
Computer programming, consultancy	0.320	320
Information service activities	-0.027	0
Financial service activities	-0.021	0
Insurance, reinsurance and pension	0.181	181
Activities auxiliary to financial services	0.004	4
Real estate activities	0.203	203
Legal and accounting activities	0.513	513
Activities of head offices	0.129	129
Architectural and engineering	0.416	416

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
Scientific research and development	0.007	7
Advertising and market research	0.011	11
Other professional, scientific	0.077	77
Veterinary activities	0.019	19
Rental and leasing activities	-0.008	0
Employment activities	-0.103	0
Travel agency, tour operator	0.005	5
Security and investigation activities	0.221	221
Services to buildings and landscape	-0.107	0
Office administrative, office support	0.921	921
Public administration and defence	-0.374	0
Education	-0.212	0
Human health activities	1.707	1707
Residential care activities	-0.303	0
Social work activities	-0.514	0
Creative, arts and entertainment act	0.010	10
Libraries, archives, museums	0.009	9
Gambling and betting activities	0.027	27
Sports activities and amusement	0.147	147
Activities of membership organisation	0.124	124

SIC 07 Sector	FTE's 2011 - 2031	Conversion column
Repair of computers and personal	-0.195	0
Other personal service activities	0.432	432
Total		11044

1% Jobs to land requirements initial output

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
Industrial									
B2	General	36.00	GIA	Range of 18 – 60m ²	Mining of coal and lignite	0.00	0.00	25920.00	6.48
					Mining of metal ores	0.00	0.00		
					Other mining and quarrying	0.00	0.00		
					Manufacture of food products	45.00	1620.00		
					Manufacture of beverages	4.00	144.00		
					Manufacture of tobacco products	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of textiles	0.00	0.00		
					Manufacture of wearing apparel	0.00	0.00		
					Manufacture of leather	0.00	0.00		
					Manufacture of wood and of products	0.00	0.00		
					Manufacture of paper and paper	0.00	0.00		
					Printing and reproduction of records	0.00	0.00		
					Manufacture of coke	4.00	144.00		
					Manufacture of chemicals	0.00	0.00		
					Manufacture of basic pharmaceutical	0.00	0.00		
					Manufacture of	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					rubber and plastic				
					Manufacture of other non-metallic	35.00	1260.00		
					Manufacture of basic metals	0.00	0.00		
					Manufacture of fabricated metal	123.00	4428.00		
					Manufacture of computer, electronics	69.00	2484.00		
					Manufacture of electrical equipment	158.00	5688.00		
					Manufacture of machinery and equip	5.00	180.00		
					Manufacture of motor vehicles	0.00	0.00		
					Manufacture of other transport equip	264.00	9504.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of furniture	0.00	0.00		
					Other manufacturing	13.00	468.00		
					Repair and installation of machinery	0.00	0.00		
					Publishing activities	1.00	0.00		
Warehouse and Distribution									
B8	General	70.00	GEA	Range of 25 – 115 ² . The higher the capital intensity of the business, the lower the employment density	Warehousing and support activities	0.00	0.00		
					Postal and courier activities	1058.00	74060.00		
					Motion picture, video and television	2.55	178.50		
					Advertising and market research	0.11	7.70	74246.20	14.85
B8	Large Scale and High	80.00	GEA	Wide variations	Wholesale trade, except	893.00	71440.00	71440.00	14.29

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
	Bay Warehousing			exist arising from scale and storage duration	of motor vehicles				
Office									
B1(a)	General Office	12.00	NIA	Includes HQ, Admin and Client Facing office types	Motion picture, video and television	24.23	290.70	12977.59	3.99
					Programming and broadcasting	0.00	0.00		
					Legal and accounting activities	461.70	5540.40		
					Architectural and engineering	138.53	1662.34		
					Advertising and market research	3.63	43.56		
					Other professional, scientific	25.64	307.69		
					Employment	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					activities				
					Travel agency, tour operator	2.50	30.00		
					Security and investigation activities	110.50	1326.00		
					Services to buildings and landscape	0.00	0.00		
					Office administrative, office support	230.25	2763.00		
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	41.29	495.50		
					Other personal service activities	43.20	518.40		
B1(a)	Call Centres	8.00	NIA		Electricity, gas, steam and air con	0.00	0.00	0.00	0.00

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Office administrative, office support	230.25	0.00		
					Travel agency, tour operator	2.50	0.00		
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where they are found in out of town business park locations	Motion picture, video and television	24.23	242.25		
					Programming and broadcasting	0.00	0.00		
					Computer programming, consultancy	320.00	3200.00		
					Information service activities	0.00	0.00		
					Financial service activities	0.00	0.00		
					Legal and accounting activities	25.65	256.50		
					Activities of	129.00	1290.00	9310.41	2.86

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					head offices				
					Architectural and engineering	13.85	138.53		
					Scientific research and development	7.00	70.00		
					Advertising and market research	3.63	36.30		
					Other professional, scientific	25.64	256.41		
					Security and investigation activities	110.50	1105.00		
					Office administrative, office support	230.25	2302.50		
					Public administration and defence	0.00	0.00		
					Activities of membership	41.29	412.92		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
B1(a)	Services office	10.00	NIA	Densities within separately let units are c.7m ² per workstation but 30% of a facility's total NIA for a shared services reduces the overall density.	organisation			4649.91	1.43
					Legal and accounting activities	25.65	256.50		
					Architectural and engineering	138.53	1385.28		
					Activities of membership organisation	41.29	412.92		
					Office administrative, office support	230.25	2302.50		
					Advertising and market research	3.63	36.30		
Other professional, scientific	25.64	256.41							

TOTAL	43.91
--------------	--------------

1% Impact of leakage

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 – 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
Industrial									
B2	General	36.00	GIA	Range of 18 – 60m ²	Mining of coal and lignite	0.00	0.00	25920.00	6.48
					Mining of metal ores	0.00	0.00		
					Other mining and quarrying	0.00	0.00		
					Manufacture of food products	45.00	1620.00		
					Manufacture of beverages	4.00	144.00		
					Manufacture of tobacco products	0.00	0.00		
					Manufacture of textiles	0.00	0.00		
					Manufacture of wearing apparel	0.00	0.00		
					Manufacture of leather	0.00	0.00		
					Manufacture of wood and of products	0.00	0.00		
					Manufacture of paper and paper	0.00	0.00		
					Printing and reproduction of	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 – 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					records				
					Manufacture of coke	4.00	144.00		
					Manufacture of chemicals	0.00	0.00		
					Manufacture of basic pharmaceutical	0.00	0.00		
					Manufacture of rubber and plastic	0.00	0.00		
					Manufacture of other non-metallic	35.00	1260.00		
					Manufacture of basic metals	0.00	0.00		
					Manufacture of fabricated metal	123.00	4428.00		
					Manufacture of computer, electronics	69.00	2484.00		
					Manufacture of electrical equipment	158.00	5688.00		
					Manufacture of machinery and equip	5.00	180.00		
					Manufacture of	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 – 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					motor vehicles				
					Manufacture of other transport equip	264.00	9504.00		
					Manufacture of furniture	0.00	0.00		
					Other manufacturing	13.00	468.00		
					Repair and installation of machinery	0.00	0.00		
					Publishing activities	1.00	0.00		
Warehouse and Distribution									
B8	General	70.00	GEA	Range of 25 – 115 ² . The higher the capital intensity of the business, the lower the employment density	Warehousing and support activities	0.00	0.00		
					Postal and courier activities	1058.00	74060.00		
					Motion picture, video and television	2.55	178.50		
					Advertising and market research	0.11	7.70	74246.20	14.85

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 – 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
B8	Large Scale and High Bay Warehousing	80.00	GEA	Wide variations exist arising from scale and storage duration	Wholesale trade, except of motor vehicles	893.00	71440.00	71440.00	14.29
Office									
B1(a)	General Office	12.00	NIA	Includes HQ, Admin and Client Facing office types	Motion picture, video and television	24.23	290.70	2627.50	0.81
					Programming and broadcasting	0.00	0.00		
					Legal and accounting activities	461.70	5540.40		
					Architectural and engineering	138.53	1662.34		
					Advertising and market research	3.63	43.56		
					Other professional, scientific	25.64	307.69		
					Employment activities	0.00	0.00		
					Travel agency, tour operator	2.50	30.00		
					Security and	110.50	1326.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 – 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					investigation activities				
					Services to buildings and landscape	0.00	0.00		
					Office administrative, office support	230.25	2763.00		
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	41.29	495.50		
					Other personal service activities	43.20	518.40		
B1(a)	Call Centres	8.00	NIA		Electricity, gas, steam and air con	0.00	0.00	0.00	0.00
					Office administrative, office support	230.25	0.00		
					Travel agency, tour operator	2.50	0.00		
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where	Motion picture, video and television	24.23	242.25	9310.41	2.86
					Programming and broadcasting	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 – 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
				they are found in out of town business park locations	Computer programming, consultancy	320.00	3200.00		
					Information service activities	0.00	0.00		
					Financial service activities	0.00	0.00		
					Legal and accounting activities	25.65	256.50		
					Activities of head offices	129.00	1290.00		
					Architectural and engineering	13.85	138.53		
					Scientific research and development	7.00	70.00		
					Advertising and market research	3.63	36.30		
					Other professional, scientific	25.64	256.41		
					Security and investigation activities	110.50	1105.00		
					Office administrative, office support	230.25	2302.50		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 – 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
B1(a)	Services office	10.00	NIA	Densities within separately let units are c.7m ² per workstation but 30% of a facility's total NIA for a shared services reduces the overall density.	Public administration and defence	0.00	0.00	0.00	0.00
					Activities of membership organisation	41.29	412.92		
					Legal and accounting activities	25.65	256.50		
					Architectural and engineering	138.53	1385.28		
					Activities of membership organisation	41.29	412.92		
					Office administrative, office support	230.25	2302.50		
					Advertising and market research	3.63	36.30		
					Other professional, scientific	25.64	256.41		

TOTAL	39.29
--------------	--------------

1.5 % outputs

1.5% NBFM job outputs (all sectors)

SIC sector	FTE's 2011 - 2031	Conversion column
Crop and animal production	-0.153	0
Forestry and logging	0.000	0
Fishing and aquaculture	0.000	0
Mining of coal and lignite	0.000	0
Extraction of crude petroleum	0.000	0
Mining of metal ores	0.000	0
Other mining and quarrying	0.000	0
Mining support service activities	0.000	0
Manufacture of food products	0.046	46
Manufacture of beverages	0.004	4
Manufacture of tobacco products	0.000	0
Manufacture of textiles	-0.017	0
Manufacture of wearing apparel	-0.037	0
Manufacture of leather	0.000	0
Manufacture of wood and of products	-0.037	0
Manufacture of paper and paper	-0.002	0
Printing and reproduction of records	-0.025	0
Manufacture of coke	0.004	4
Manufacture of chemicals	0.000	0
Manufacture of basic pharmaceutical	0.000	0

SIC sector	FTE's 2011 - 2031	Conversion column
Manufacture of rubber and plastic	-0.040	0
Manufacture of other non-metallic	0.036	36
Manufacture of basic metals	-0.022	0
Manufacture of fabricated metal	0.364	364
Manufacture of computer, electronics	0.161	161
Manufacture of electrical equipment	0.299	299
Manufacture of machinery and equip	0.240	240
Manufacture of motor vehicles	-0.171	0
Manufacture of other transport equip	0.548	548
Manufacture of furniture	-0.007	0
Other manufacturing	0.013	13
Repair and installation of machinery	-0.271	0
Electricity, gas, steam and air con	0.000	0
Water collection, treatment	0.000	0
Sewerage	-0.004	0
Waste collection, treatment	-0.153	0
Remediation activities	0.107	107
Construction of buildings	0.700	700
Civil engineering	-0.038	0

SIC sector	FTE's 2011 - 2031	Conversion column
Specialised construction activities	0.348	348
Trade and repair of motor vehicles	0.312	312
Wholesale trade, except of motor vehicles	1.164	1164
Retail trade, except of motor vehicles	1.078	1078
Land transport and transport	0.557	557
Water transport	0.000	0
Air transport	0.000	0
Warehousing and support activities	-0.250	0
Postal and courier activities	1.069	1069
Accommodation	0.001	1
Food and beverage service activities	0.154	154
Publishing activities	0.001	1
Motion picture, video and television	0.052	52
Programming and broadcasting	0.000	0
Telecommunications	0.035	35
Computer programming, consultancy	0.499	499
Information service activities	-0.027	0
Financial service activities	-0.019	0
Insurance, reinsurance and	0.375	375

SIC sector	FTE's 2011 - 2031	Conversion column
pension		
Activities auxiliary to financial services	0.004	4
Real estate activities	0.218	218
Legal and accounting activities	0.943	943
Activities of head offices	0.136	136
Architectural and engineering	0.818	818
Scientific research and development	0.008	8
Advertising and market research	0.012	12
Other professional, scientific	0.078	78
Veterinary activities	0.019	19
Rental and leasing activities	-0.001	0
Employment activities	0.160	160
Travel agency, tour operator	0.005	5
Security and investigation activities	0.223	223
Services to buildings and landscape	-0.089	0
Office administrative, office support	1.189	1189
Public administration and defence	-0.345	0
Education	-0.125	0
Human health activities	2.255	2255
Residential care activities	-0.303	0
Social work activities	-0.493	0

SIC sector	FTE's 2011 - 2031	Conversion column
Creative, arts and entertainment act	0.010	10
Libraries, archives, museums	0.010	10
Gambling and betting activities	0.028	28
Sports activities and amusement	0.149	149
Activities of membership organisation	0.124	124
Repair of computers and personal	-0.195	0
Other personal service activities	0.763	763
Total		15319

1.5% Jobs to land requirements translation - initial output

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
Industrial									
B2	General	36.00	GIA	Range of 18 – 60m ²	Mining of coal and lignite	0.00	0.00	61740.00	15.44
					Mining of metal ores	0.00	0.00		
					Other mining and quarrying	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of food products	46.00	1656.00		
					Manufacture of beverages	4.00	144.00		
					Manufacture of tobacco products	0.00	0.00		
					Manufacture of textiles	0.00	0.00		
					Manufacture of wearing apparel	0.00	0.00		
					Manufacture of leather	0.00	0.00		
					Manufacture of wood and of products	0.00	0.00		
					Manufacture of paper and paper	0.00	0.00		
					Printing and reproduction of records	0.00	0.00		
					Manufacture of	4.00	144.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					coke				
					Manufacture of chemicals	0.00	0.00		
					Manufacture of basic pharmaceutical	0.00	0.00		
					Manufacture of rubber and plastic	0.00	0.00		
					Manufacture of other non-metallic	36.00	1296.00		
					Manufacture of basic metals	0.00	0.00		
					Manufacture of fabricated metal	364.00	13104.00		
					Manufacture of computer, electronics	161.00	5796.00		
					Manufacture of electrical equipment	299.00	10764.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of machinery and equip	240.00	8640.00		
					Manufacture of motor vehicles	0.00	0.00		
					Manufacture of other transport equip	548.00	19728.00		
					Manufacture of furniture	0.00	0.00		
					Other manufacturing	13.00	468.00		
					Repair and installation of machinery	0.00	0.00		
					Publishing activities	1.00	0.00		
Warehouse and Distribution									
B8	General	70.00	GEA	Range of 25 – 115 ² . The higher the capital intensity of the	Warehousing and support activities	0.00	0.00		
					Postal and courier activities	1069.00	74830.00	75020.40	15.00

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
				business, the lower the employment density	Motion picture, video and television	2.60	182.00		
					Advertising and market research	0.12	8.40		
B8	Large Scale and High Bay Warehousing	80.00	GEA	Wide variations exist arising from scale and storage duration	Wholesale trade, except of motor vehicles	1164.00	93120.00	93120.00	18.62
Office									
B1(a)	General Office	12.00	NIA	Includes HQ, Admin and Client Facing office types	Motion picture, video and television	24.70	296.40		
					Programming and broadcasting	0.00	0.00		
					Legal and accounting activities	848.70	10184.40		
					Architectural and	272.39	3268.73	22374.84	6.88

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					engineering				
					Advertising and market research	3.96	47.52		
					Other professional, scientific	25.97	311.69		
					Employment activities	160.00	1920.00		
					Travel agency, tour operator	2.50	30.00		
					Security and investigation activities	111.50	1338.00		
					Services to buildings and landscape	0.00	0.00		
					Office administrative, office support	297.25	3567.00		
					Public administration and defence	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Activities of membership organisation	41.29	495.50		
					Other personal service activities	76.30	915.60		
B1(a)	Call Centres	8.00	NIA		Electricity, gas, steam and air con	0.00	0.00	0.00	0.00
					Office administrative, office support	297.25	0.00		
					Travel agency, tour operator	2.50	0.00		
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where they are found in out of town business park locations	Motion picture, video and television	24.70	247.00	12220.65	3.76
					Programming and broadcasting	0.00	0.00		
					Computer programming, consultancy	499.00	4990.00		
					Information	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					service activities				
					Financial service activities	0.00	0.00		
					Legal and accounting activities	47.15	471.50		
					Activities of head offices	136.00	1360.00		
					Architectural and engineering	27.24	272.39		
					Scientific research and development	8.00	80.00		
					Advertising and market research	3.96	39.60		
					Other professional, scientific	25.97	259.74		
					Security and investigation	111.50	1115.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					activities				
					Office administrative, office support	297.25	2972.50		
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	41.29	412.92		
B1(a)	Services office	10.00	NIA	Densities within separately let units are c.7m ² per workstation but 30% of a facility's total NIA for a shared services reduces the overall density.	Legal and accounting activities	47.15	471.50		
					Architectural and engineering	272.39	2723.94		
					Activities of membership organisation	41.29	412.92		
					Office administrative, office support	297.25	2972.50		
					Advertising and market	3.96	39.60	6880.20	2.12

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					research				
					Other professional, scientific	25.97	259.74		

TOTAL	61.82
--------------	--------------

1.5% Impact of leakage

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
Industrial									
B2	General	36.00	GIA	Range of 18 – 60m ²	Mining of coal and lignite	0.00	0.00		
					Mining of metal ores	0.00	0.00		
					Other mining and quarrying	0.00	0.00		
					Manufacture of food products	46.00	1656.00	61740.00	15.44

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of beverages	4.00	144.00		
					Manufacture of tobacco products	0.00	0.00		
					Manufacture of textiles	0.00	0.00		
					Manufacture of wearing apparel	0.00	0.00		
					Manufacture of leather	0.00	0.00		
					Manufacture of wood and of products	0.00	0.00		
					Manufacture of paper and paper	0.00	0.00		
					Printing and reproduction of records	0.00	0.00		
					Manufacture of coke	4.00	144.00		
					Manufacture of chemicals	0.00	0.00		
					Manufacture of basic pharmaceutical	0.00	0.00		
					Manufacture of rubber and plastic	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Manufacture of other non-metallic	36.00	1296.00		
					Manufacture of basic metals	0.00	0.00		
					Manufacture of fabricated metal	364.00	13104.00		
					Manufacture of computer, electronics	161.00	5796.00		
					Manufacture of electrical equipment	299.00	10764.00		
					Manufacture of machinery and equip	240.00	8640.00		
					Manufacture of motor vehicles	0.00	0.00		
					Manufacture of other transport equip	548.00	19728.00		
					Manufacture of furniture	0.00	0.00		
					Other manufacturing	13.00	468.00		
					Repair and installation of machinery	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Publishing activities	1.00	0.00		
Warehouse and Distribution									
B8	General	70.00	GEA	Range of 25 – 115 ² . The higher the capital intensity of the business, the lower the employment density	Warehousing and support activities	0.00	0.00	75020.40	15.00
					Postal and courier activities	1069.00	74830.00		
					Motion picture, video and television	2.60	182.00		
					Advertising and market research	0.12	8.40		
B8	Large Scale and High Bay Warehousing	80.00	GEA	Wide variations exist arising from scale and storage duration	Wholesale trade, except of motor vehicles	1164.00	93120.00	93120.00	18.62
Office									
B1(a)	General Office	12.00	NIA	Includes HQ, Admin	Motion picture, video and television	24.70	296.40	14255.04	4.39

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
				and Client Facing office types	Programming and broadcasting	0.00	0.00		
					Legal and accounting activities	848.70	10184.40		
					Architectural and engineering	272.39	3268.73		
					Advertising and market research	3.96	47.52		
					Other professional, scientific	25.97	311.69		
					Employment activities	160.00	1920.00		
					Travel agency, tour operator	2.50	30.00		
					Security and investigation activities	111.50	1338.00		
					Services to buildings and landscape	0.00	0.00		
					Office administrative, office support	297.25	3567.00		
					Public administration and defence	0.00	0.00		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
B1(a)	Call Centres	8.00	NIA		Activities of membership organisation	41.29	495.50	0.00	0.00
					Other personal service activities	76.30	915.60		
					Electricity, gas, steam and air con	0.00	0.00		
					Office administrative, office support	297.25	0.00		
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where they are found in out of town business park locations	Travel agency, tour operator	2.50	0.00	0.00	0.00
B1(a)	Business Park	10.00	NIA	A blended rate of the above B1(a) uses where they are found in out of town business park locations	Motion picture, video and television	24.70	247.00	12220.65	3.76
					Programming and broadcasting	0.00	0.00		
					Computer programming, consultancy	499.00	4990.00		
					Information service activities	0.00	0.00		
					Financial service activities	0.00	0.00		
					Legal and accounting activities	47.15	471.50		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
					Activities of head offices	136.00	1360.00		
					Architectural and engineering	27.24	272.39		
					Scientific research and development	8.00	80.00		
					Advertising and market research	3.96	39.60		
					Other professional, scientific	25.97	259.74		
					Security and investigation activities	111.50	1115.00		
					Office administrative, office support	297.25	2972.50		
					Public administration and defence	0.00	0.00		
					Activities of membership organisation	41.29	412.92		
B1(a)	Services office	10.00	NIA	Densities within separately let units are	Legal and accounting activities	47.15	471.50	0.00	0.00
					Architectural and engineering	272.39	2723.94		

Use Class	Use Type	Area per FTE (m ²)	Floor Area Basis	Comment on potential variation	Relevant SIC codes	Number of jobs created 2011 - 2031	Floorspace totals	Floorspace Totals for Density Groupings	Land Requirements
				c.7m ² per workstation but 30% of a facility's total NIA for a shared services reduces the overall density.	Activities of membership organisation	41.29	412.92		
					Office administrative, office support	297.25	2972.50		
					Advertising and market research	3.96	39.60		
					Other professional, scientific	25.97	259.74		

TOTAL	57.21
--------------	--------------