Bolton Retail and Leisure Study

APPENDIX 3:
HEALTH CHECKS DATA

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Definition of Vitality and Viability Indicators

Indicator 1 – Movement in Retail Rankings

1.1 We have charted the movement of each of the centres in the national retail rankings, using time-series data from Management Horizons Europe's (MHE's) *UK Shopping Index* for the years 1995/96, 1998/99, 2000/01, 2003/04, and 2008. We also refer to the Javelin Group's *Venuescore* ranking of centres in 2006. MHE and Javelin utilise very similar methodologies for their rankings and the trends for the study centres and their comparators are set out in Table 1 of Appendix 3.

Indicator 2 – Diversity of Retail and Service Uses

1.2 We assessed the diversity of retail and service uses in Bolton, Farnworth and Horwich town centres using data from Experian's latest GOAD surveys. Experian does not undertake GOAD surveys of Westhoughton and Little Lever, and so we undertook our own surveys of these centres in March 2008. The data on diversity of retail uses for the study centres are provided in Tables 2 to 6 of Appendix 3. For all centres we compare the representation of convenience, comparison and service uses (and their respective sub-sectors) to UK averages, and so it is possible to identify any areas in which a centre might have a qualitative shortfall.

Indicator 3 – Presence of National Multiples and High Profile Retailers

1.3 Our assessment of performance against this indicator is based on the findings from Experian's GOAD surveys (for Bolton, Farnworth and Horwich town centres) and our own on-foot surveys (for the remaining two centres). Our assessment is informed by Experian's definition of a 'national multiple', which is an operator that is part of a network of nine or more outlets. For Bolton and Farnworth town centres we have also commented on the quality of the fashion offer, using the 'Fashion Count' in MHE's 2008 Shopping Index[1].

Indicator 4 – Assessment of Retail and Leisure Operator Demand

1.4 For this indicator, we have utilised a range of sources, as follows:

- the FOCUS database, which provides twice yearly time series data on the number of retail requirements, as set out in Table 7 of Appendix 3;
- a postal questionnaire to the 47 retail and leisure operators which FOCUS identifies as having current requirements for space in Bolton Borough

[1] MHE categorises fashion retailers as 'luxury', 'upper', 'upper-middle', 'middle', 'lower-middle' or 'value'.

(predominantly Bolton town centre), as well as a further 13 operators which we considered might have an interest in locating in the Borough[2];

- a telephone survey of locally active property agents to obtain anecdotal evidence of operator demand.

1.5 It should be noted, however, that the level of potential operator demand for any town centre is always influenced by whether or not any major new development is being promoted; thus, if a major new development scheme is in the pipeline, the number of requirements would be expected to show a noticeable increase.

Indicator 5 – Assessment of the Retail Property Offer

1.6 For those centres which have an Experian GOAD plan, we looked at the 'average' size of town centre units, which gives a flavour of how the size of typical units relates to the size of property that is commonly sought by retail and leisure operators. Corresponding floorspace data were not available for the smaller centres and so, for all centres, we obtained evidence of the property stock from our field work and from locally active agents and other stakeholders.

Indicators 6 and 7 – Retail Rents and Retail Yields

1.7 Published time-series retail rental data is only available for Bolton town centre (Figures 8 and 9 of Appendix 3) . For the other four study centres, we therefore had to source anecdotal evidence of retail rents from locally active property agents.

1.8 Similarly, published time-series data on movements in prime retail yield are only available for Bolton and Farnworth town centres (Figure 7 of Appendix 3). For the smaller centres, we have again sourced data from locally active property agents.

Indicator 8 – Analysis of the Proportion of Vacant Street Level Property

1.9 The standard source of vacancy data for larger centres is Experian GOAD, although in Bolton Borough these are only available for Bolton, Farnworth and Horwich town centres. For the remaining study centres, we assessed the number and location of vacant units as part of our on-foot survey of the centres in March 2008.

Indicator 9 – Pedestrian Flow

1.10 With the exception of Little Lever, Bolton Council has recorded data on pedestrian flows in each centre in 2007 and in certain previous years (1998, 1999, 2000, 2003 and 2005)[3]. These data are used to assess change in footfall over time.

[2] After following up the initial mailshot by telephone, we received a response from 30 of the 60 operators that we contacted, as follows: Aldi Stores Ltd, Bang & Olufson UK Ltd, Bank, Borders UK Ltd, Chopstix Ltd, Country Casuals Ltd, Decathlon, Elk Bar, Ember Inns, Factory Shack 1997 Ltd, Habitat UK Ltd, Harvester Restaurants, Health Rack Ltd, Heron Frozen Foods Ltd, Howarth Gallery, Infernos, Jigsaw, Julian Graves, Koko, Lloyds No. 1 Bars Ltd, Luminar Leisure Ltd, Miller Brothers, Sainsbury's, Savers Health & Beauty Ltd, Sizzling Pub Co, Toby Carvery, USC Group Ltd, Vintage Inns, Washington Green Fine Art Publishing Co, and Whittard of Chelsea Plc.

Indicator 10 – State of Town Centre Environmental Quality

1.11 We have undertaken a broad assessment of the environmental quality of each of the centres, based on field visits in March 2008. In particular, we comment on the overall quality of the public realm, areas that are substandard and in need of environmental or other improvements (such as, street lighting or CCTV coverage), and any evidence of litter and graffiti.

[3] Historic footfall data for Horwich town centre is only available since 2003.

Figure 1 Goad Definition of Bolton Town Centre

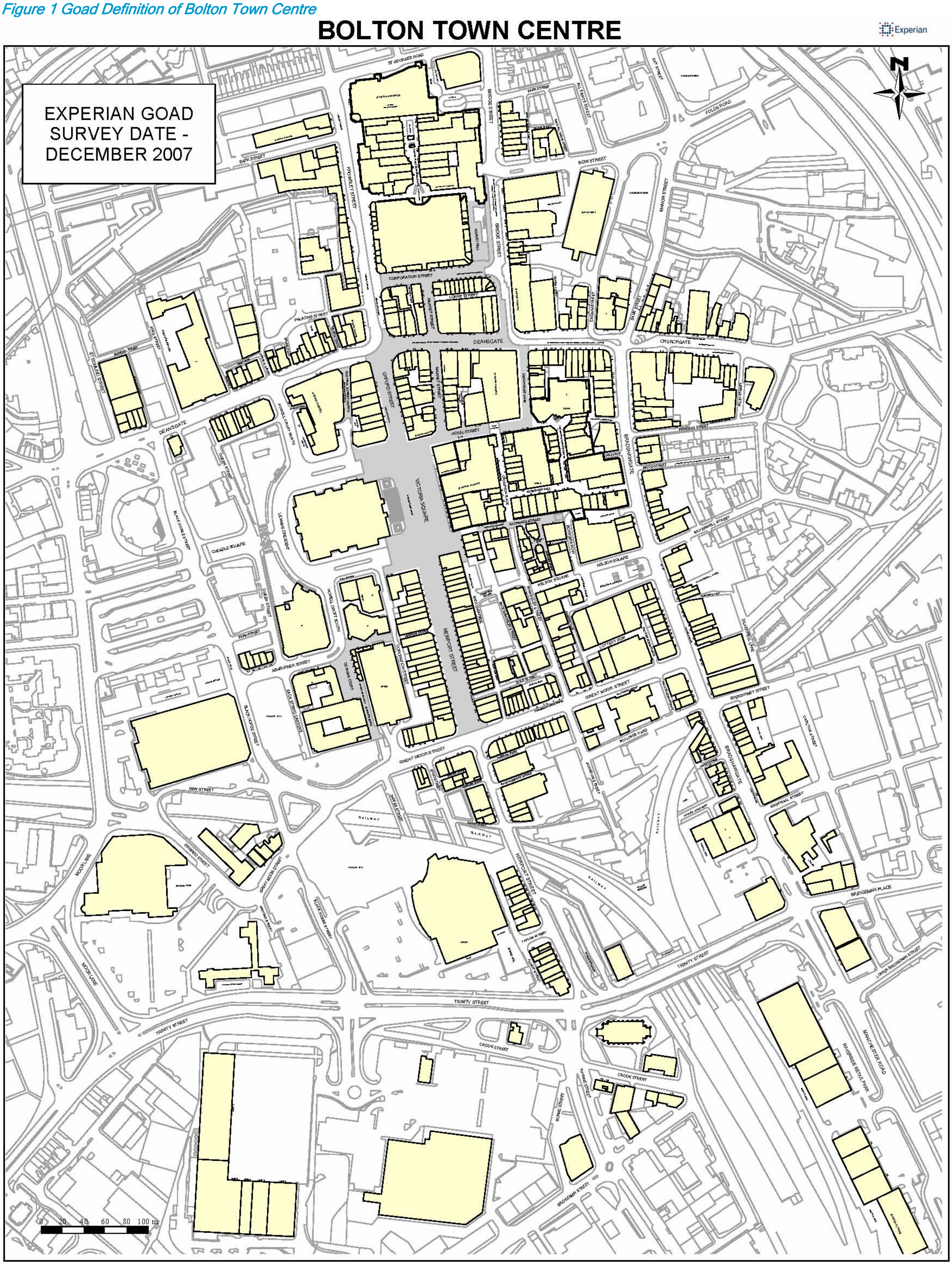

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Figure 2a Location of Vacant Units in Bolton Town Centre

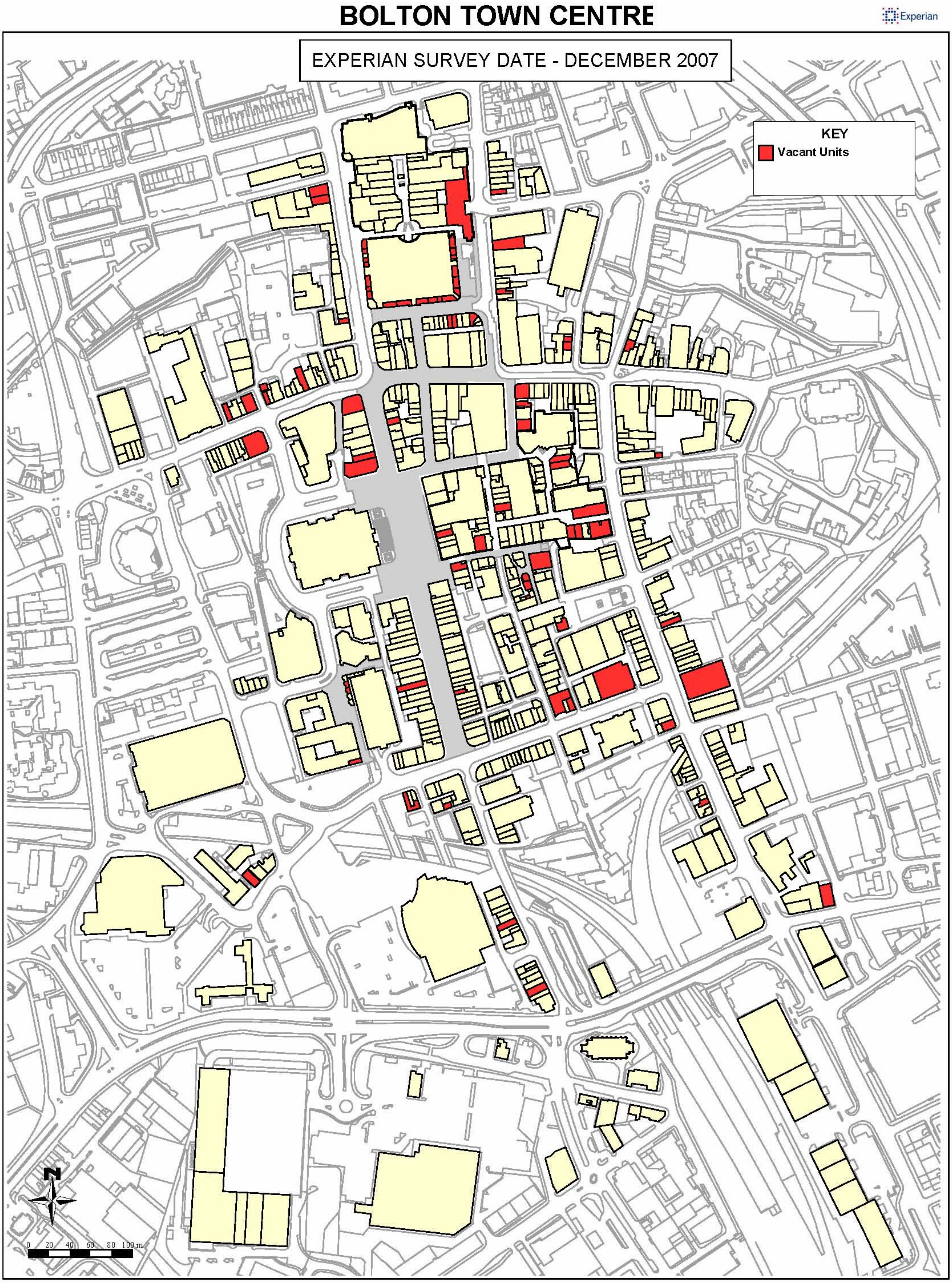

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Figure 2b Location of Independent Retail Operators in Bolton Town Centre

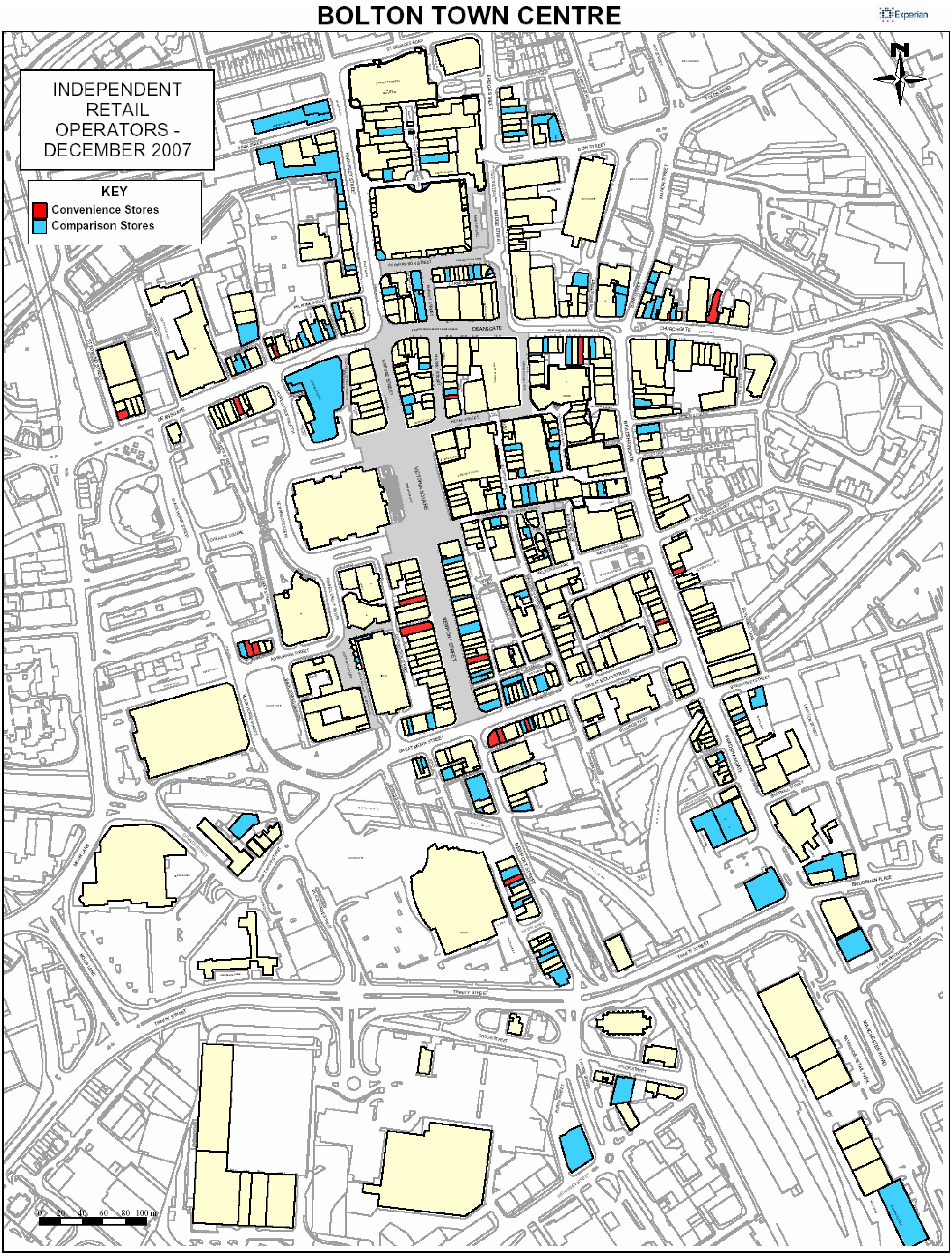

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Figure 3 Goad Definition of Farnworth Town Centre

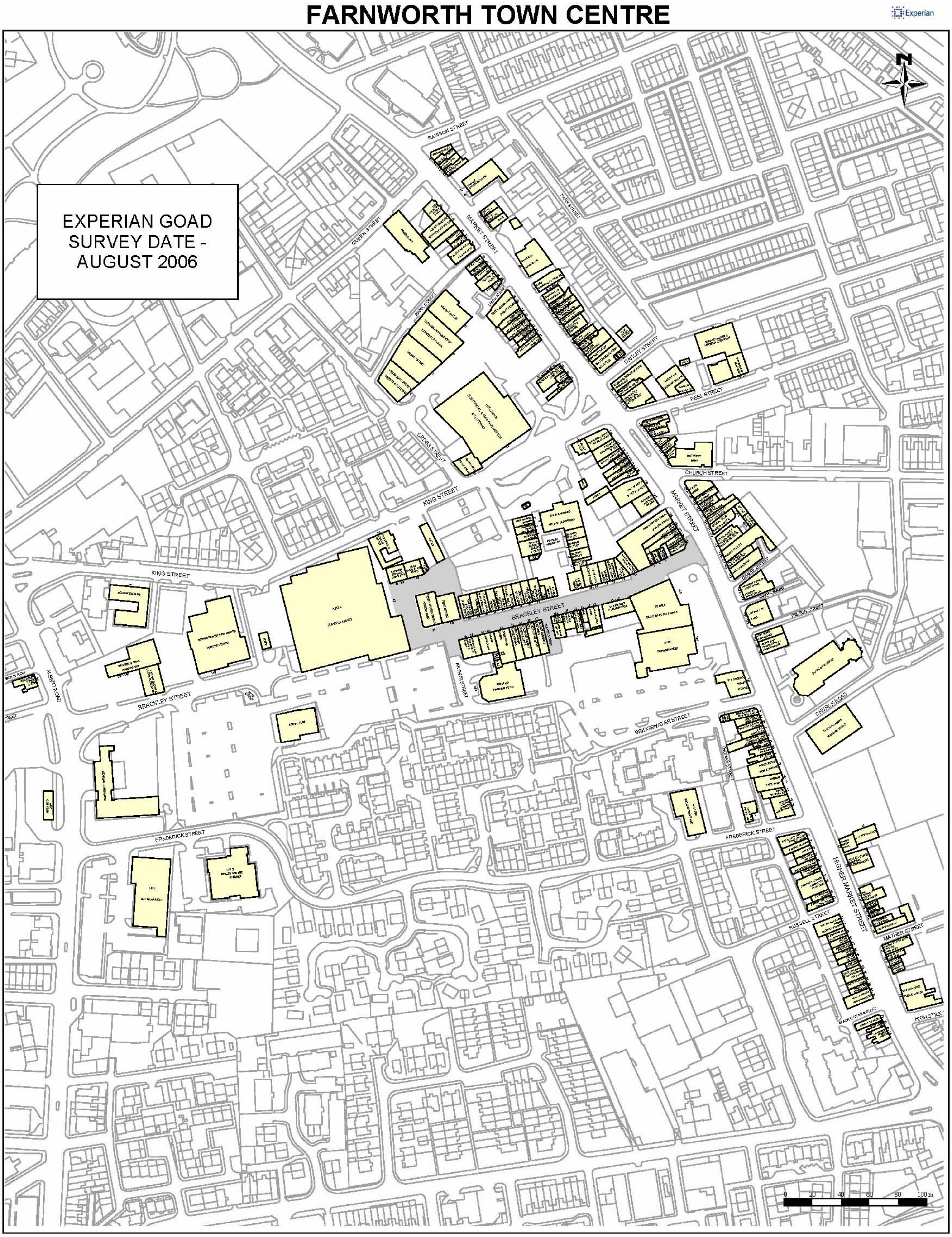

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Figure 4 Locations of Vacant Units in Farnworth Town Centre

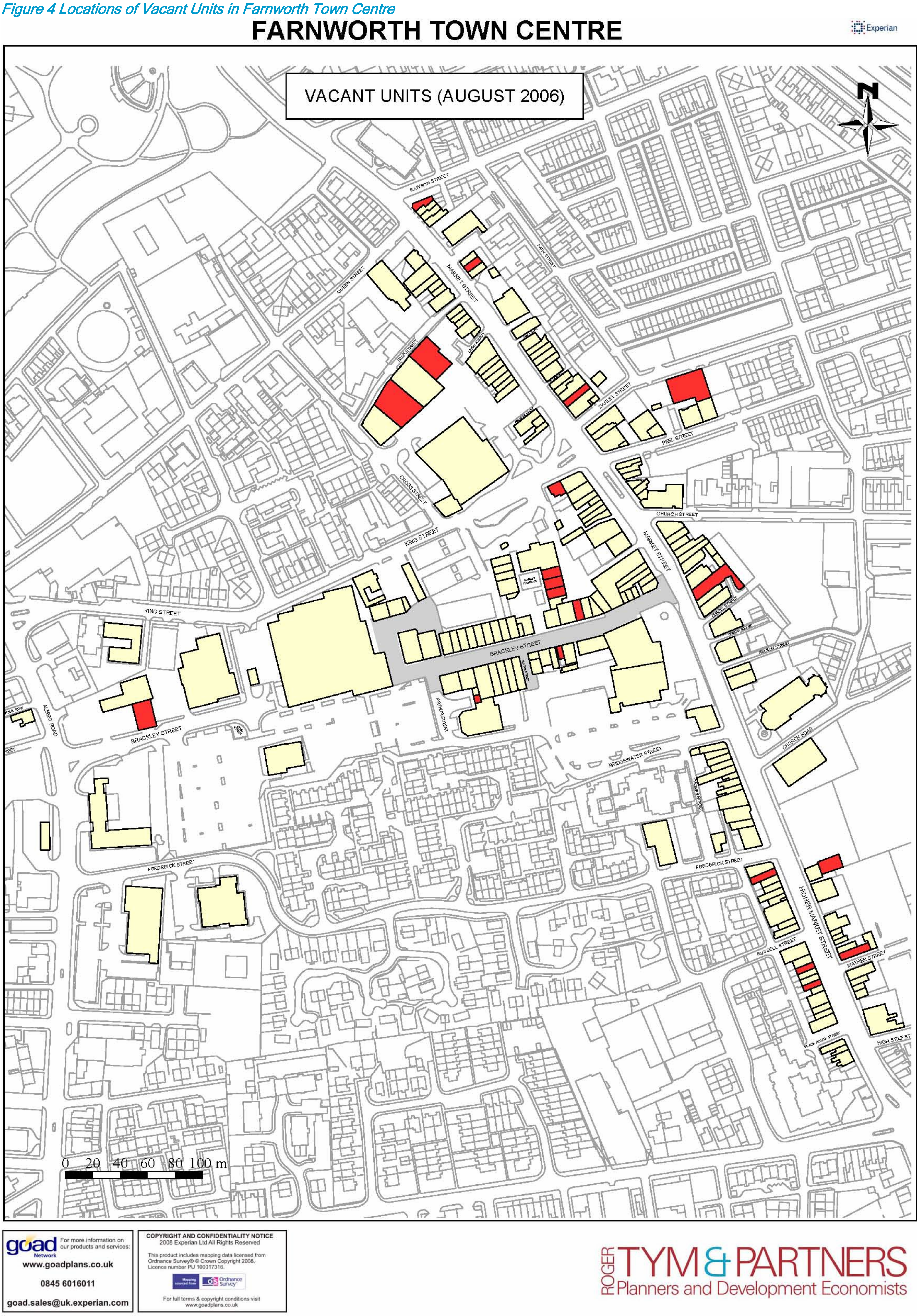

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Figure 5 Goad Definition of Horwich Town Centre

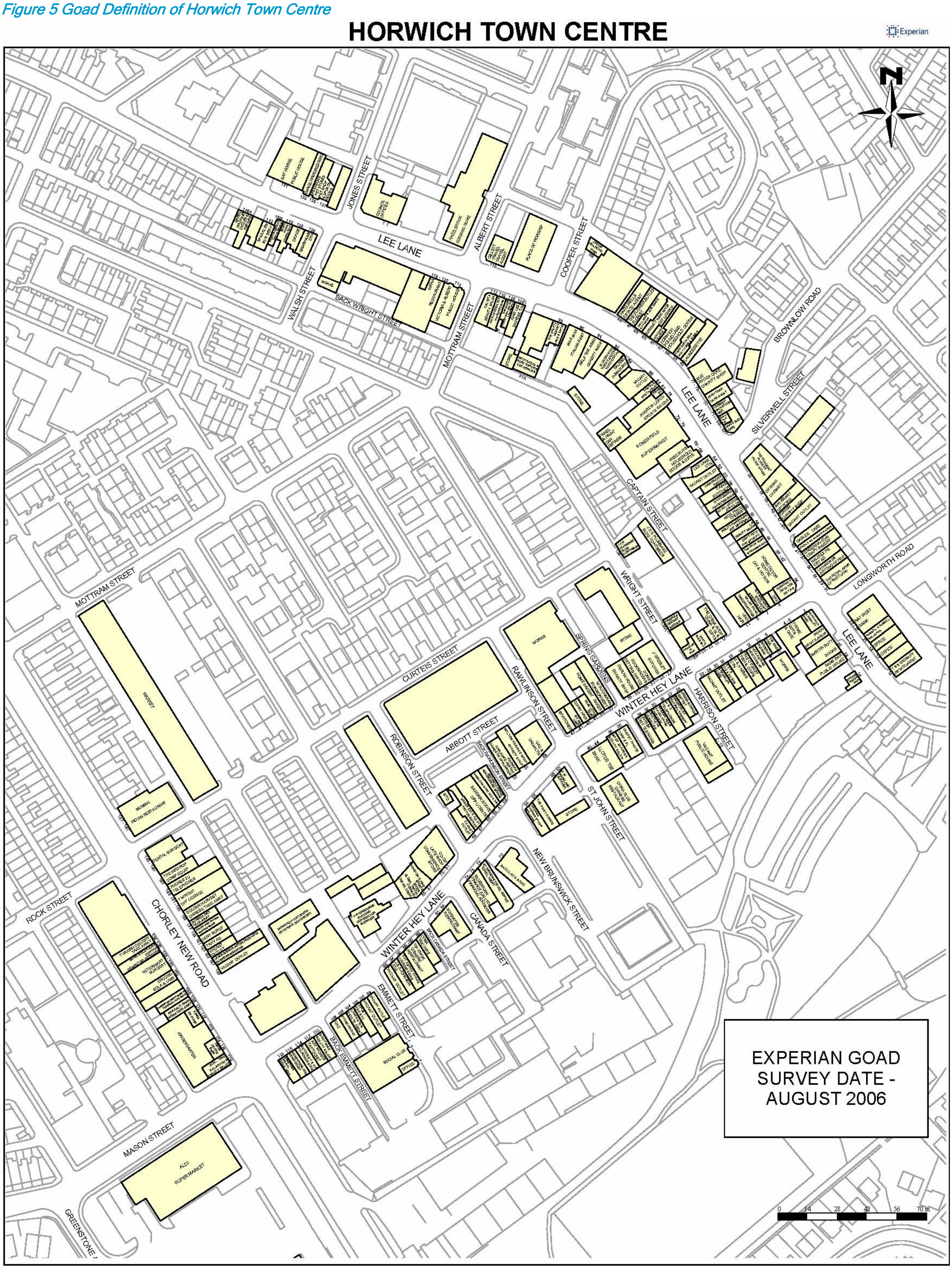

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Figure 6 Locations of Vacant Units in Horwich Town Centre

Table 1 Retail Rankings of Bolton, Farnworth and Horwich Town Centres

Centre	Management Horizons Europe Centre Rankings 1995-2004						Javelin Venuescore Ranking 2006						Management Horizons Europe Centre Rankings, 2008		
	MHE Location Grade	MHE 'Glam Glum Index' [A]	MHE 1995/96 [B]	MHE 1998/99 Rank [B]	MHE 2000/01 Rank [B]	MHE 2003/04 Rank [B]	Javelin Location Grade	Market Position Index (Avg=100) [C]	Market Position Classif'n [C]	Fashion Position Index (Avg=100) [D]	Fashion Position Classif'n [D]	Javelin Centre Ranking 2006 [E]	MHE 2008 Location Grade	Fashion Market Position [F]	MHE 2008 Rank
Manchester	Major City	Glam	2	3	3	2	Major City	127	Upscale	113	Fashion Forward	4	Major City	Upper	4
Preston	Major Regional	Mister Average	42	49	53	34	Major Regional	98	Middle	109	Fashion Forward	37	Major Regional	Middle	42
Southport	Regional	Glam	84	77	77	62	Regional	106	Middle	89	Traditional	64	Major Regional	Middle	53
Wigan	Regional	Mister Average	114	120	121	111	Sub-Regional	94	Lower-Middle	100	Mainstream	154	Regional	Middle	60
Stockport	Regional	Mister Average	67	59	65	67	Regional	98	Middle	98	Mainstream	83	Regional	Middle	88
Bolton	Regional	Mister Average	56	58	65	64	Regional	99	Middle	109	Fashion Forward	97	Regional	Middle	110
St. Helens	Regional	Glum	103	120	111	92	Regional	85	Down	92	Traditional	106	Sub-Regional	Lower	118
Blackburn	Regional	Mister Average	130	123	153	135	Regional	92	Lower-Middle	102	Mainstream	124	Sub-Regional	Middle	141
Bury	Sub-Regional	Mister Average	151	132	121	143	Regional	94	Lower-Middle	98	Mainstream	130	Sub-Regional	Middle	183
Farnworth	District	-	587	695	535	546	District	-	-	-	-	537	Minor District	Value	590
Wallasey	District	-	331	418	343	491	District	-	-	-	-	552	Minor District	Lower	641
Darwen	Minor District	-	890	785	699	664	Minor District	-	-	-	-	719	Minor District	Value	816
Horwich	Local	-	-	736	614	967	Local	-	-	-	-	1,034	Minor District	-	874
Westhoughton	-	-	-	-	-	-	Local	-	-	-	-	1,946	Local	Value	1,866
Little Lever	-	-	-	-	-	-	Local	-	-	-	-	1,715	Minor Local	-	2,356

NOTES

We have analysed shopping indexes produced by both MHE and Venuescore, in order to assess change in retail rankings over time (1995 - 2008). MHE published a Shopping Index between 1995/06 and 2003/04, but provides no rankings data for the period between 2003/04 and 2008. This gap was filled by Javelin's Venuescore index, which was published in 2006. Javelin uses an almost identical method to MHE for ranking centres, although it ranks the UK's top 2,226 shopping venues and so caution should be exercised when directly comparing Javelin's 2006 rankings with the previous rankings produced by MHE, which ranked the UK's top 1,672 retail centres. More recently, MHE's 2008 Shopping Index now ranks the UK's top 6720 centres.

[A] MHE's Glam-Glum index illustrates the relative attractive of a venue in terms of the quality of its fashion offer. Each retailer present in the fashion sector is given one of six ratings, from 'lower' to 'luxury'; the overall Glam-Glum rating of the centre then represents the average market position of that location's fashion offer.

[B] Glasgow (highest ranking Major City) ranked 1; Reading (highest Major Regional) 11; Derby (highest Regional) 39; Kirkcaldy (highest Sub-Regional) 140; Rhyl (highest Major District) 223; Abergavenny (highest District) 360; Beckenham (highest Minor District) 575; Aberdeen, Bridge of Dee (highest Local) 912.

[C] Javelin's 'Market Position Classification' illustrates the average market position of each centre. Javelin classifies each retail centre across a spectrum from 'upscale' (where Knightsbridge is top rated with an Index score of 173) to 'downmarket' (Castleford being the lowest ranked with an Index score of 74), based on the retailers present at the centre. The average Index score is 100.

[D] Javelin's 'Fashion Position Classification' illustrates the relative attractiveness of a venue in terms of the quality of its fashion offer, using a similar method used for MHE's Glam-Glum index and for Javelin's Market Position Index. Fashion retailers are assessed across a spectrum running from 'progressive' to 'traditional'. This gives an a 'Fashion Position Index' score for each centre (100 being the average across all centres). With Index scores of 135 Camden Town and Covent Garden are the UK's 'trendiest' shopping centres; Beverley (Index score 68) is the most 'traditional' centre in terms of fashion.

[E] Glasgow (highest ranking Major City) ranks 1; Reading (highest Major Regional) 13; Coventry (highest Regional) 43; Chesterfield (highest Sub-Regional) 141; Hartlepool (highest Major District) 229; Corby (highest District) 364; Abingdon (highest Minor District) 618; Oban (highest Local) 988.

[F] MHE's 2008 'Fashion Market Position' is similar to Javelin's 'Fashion Position Classification' and MHE's former Glam-Glum index. Fashion retailers are assessed across a spectrum running from 'luxury' to 'value'.

Table 2 Goad Diversity of Uses, Bolton (survey date December 2007)

Goad Code	Operator Type	No. of Units				Floorspace			
		No. of units	% of Total	UK Average %	Index (UK=100)	Floorspace (sq.m)	% of Total	UK Average %	Index (UK=100)
	Number (and %) of Convenience Goods Outlets								
G1A	Bakers	13	2.55%	1.91%	133	1170	0.82%	0.99%	83
G1B	Butchers	1	0.20%	0.74%	26	90	0.06%	0.41%	15
G1C	Greengrocers & fishmongers*	2	0.39%	0.65%	60	11460	8.04%	1.46%	551
G1D	Grocery and frozen foods**	6	1.18%	2.80%	42	14020	9.84%	11.82%	83
G1E	Off-licences and home brew	0	0.00%	0.68%	0	0	0.00%	0.45%	0
G1F	Confectioners, tobacconists, newsagents	17	3.33%	2.28%	146	1130	0.79%	1.52%	52
	TOTAL	39	7.65%	9.06%	84	27870	19.56%	16.65%	117
	Number (and %) of Comparison Goods Outlets								
G2A	Footwear & repair	15	2.94%	2.33%	126	2360	1.66%	1.64%	101
G2B	Men's & boys' wear	11	2.16%	1.20%	180	2490	1.75%	0.97%	180
G2C	Women's, girls, children's clothing	32	6.27%	5.52%	114	6970	4.89%	4.72%	104
G2D	Mixed and general clothing	19	3.73%	3.38%	110	8260	5.80%	5.60%	103
G2E	Furniture, carpets & textiles	15	2.94%	3.97%	74	7230	5.07%	4.47%	113
G2F	Booksellers, arts/crafts, stationers/copy bureaux	20	3.92%	4.19%	94	3560	2.50%	3.38%	74
G2G	Electrical, home entertainment, telephones and video	22	4.31%	4.56%	95	3410	2.39%	3.50%	68
G2H	DIY, hardware & household goods	14	2.75%	2.85%	96	10720	7.52%	4.97%	151
G2I	Gifts, china, glass and leather goods	5	0.98%	1.69%	58	500	0.35%	0.89%	39
G2J	Cars, motorcycles & motor accessories	5	0.98%	1.31%	75	3620	2.54%	2.01%	126
G2K	Chemists, toiletries & opticians	24	4.71%	3.95%	119	6350	4.46%	4.08%	109
G2L	Variety, department & catalogue showrooms	10	1.96%	0.93%	211	18750	13.16%	8.52%	154
G2M	Florists and gardens	3	0.59%	1.00%	59	390	0.27%	0.44%	62
G2N	Sports, toys, cycles and hobbies	16	3.14%	2.39%	131	3110	2.18%	2.44%	89
G2O	Jewellers, clocks & repair	13	2.55%	2.33%	109	1380	0.97%	1.04%	93
G2P	Charity shops, pets and other comparison	15	2.94%	3.73%	79	2760	1.94%	2.48%	78
	TOTAL	239	46.86%	45.32%	103	81860	57.44%	51.14%	112
	Number (and %) of Service Uses								
G3A	Restaurants, cafes, coffee bars, fast food & take-aways	51	10.00%	14.34%	70	5820	4.08%	9.16%	45
G3B	Hairdressers, beauty parlours & health centres	33	6.47%	7.33%	88	3590	2.52%	3.52%	72
G3C	Laundries & drycleaners	0	0.00%	0.96%	0	0	0.00%	0.45%	0
G3D	Travel agents	10	1.96%	1.62%	121	940	0.66%	0.94%	70
G3E	Banks & financial services (incl. accountants)	25	4.90%	4.41%	111	6510	4.57%	4.92%	93
G3F	Building societies	5	0.98%	0.67%	146	730	0.51%	0.56%	91
G3G	Estate agents & auctioneers	16	3.14%	3.90%	80	1710	1.20%	2.20%	55
	TOTAL	140	27.45%	33.23%	83	19300	13.54%	21.75%	62
	Number (and %) of Miscellaneous Uses								
G4A	Employment, careers, Post Offices and information	11	2.16%	1.32%	163	1410	0.99%	1.12%	88
G4B	Vacant units (all categories)	81	15.88%	11.07%	143	12080	8.48%	9.34%	91
	TOTAL	92	18.04%	12.39%	146	13490	9.47%	10.46%	90
	GRAND TOTAL	510	100.00%	100.00%		142520	100.00%	100.00%	

** Includes Bolton Market (Ashburner Street) and Market Hall as 2 units. Experian identified no other greengrocers and fishmongers' in Bolton TC, other than the provision at the markets. Experian assumes that all market floorspace is dedicated to the sale fresh produce (which is not the case in Bolton), hence the high floorspace figure in the G1C sub-category.*

*** Includes the Sainsbury's and Morrisons supermarkets*

Table 3 Goad Diversity of Uses, Farnworth (survey date August 2006)

Goad Code	Operator Type	No. of Units: No. of units	% of Total	UK Average %	Index (UK=100)	Floorspace: Floorspace (sq.m)	% of Total	UK Average %	Index (UK=100)
	Number (and %) of Convenience Goods Outlets								
G1A	Bakers	7	4.07%	1.91%	213	770	2.32%	0.99%	234
G1B	Butchers	2	1.16%	0.74%	157	180	0.54%	0.41%	132
G1C	Greengrocers & fishmongers*	0	0.00%	0.65%	0	0	0.00%	1.46%	0
G1D	Grocery and frozen foods	7	4.07%	2.80%	145	8510	25.66%	11.82%	217
G1E	Off-licences and home brew	1	0.58%	0.68%	85	120	0.36%	0.45%	80
G1F	Confectioners, tobacconists, newsagents	8	4.65%	2.28%	204	740	2.23%	1.52%	147
	TOTAL	25	14.53%	9.06%	160	10320	31.11%	16.65%	187
	Number (and %) of Comparison Goods Outlets								
G2A	Footwear & repair	4	2.33%	2.33%	100	410	1.24%	1.64%	75
G2B	Men's & boys' wear	1	0.58%	1.20%	48	120	0.36%	0.97%	37
G2C	Women's, girls, children's clothing	6	3.49%	5.52%	63	680	2.05%	4.72%	43
G2D	Mixed and general clothing	3	1.74%	3.38%	52	1280	3.86%	5.60%	69
G2E	Furniture, carpets & textiles	7	4.07%	3.97%	103	1320	3.98%	4.47%	89
G2F	Booksellers, arts/crafts, stationers/copy bureaux	5	2.91%	4.19%	69	620	1.87%	3.38%	55
G2G	Electrical, home entertainment, telephones and video	11	6.40%	4.56%	140	3200	9.65%	3.50%	276
G2H	DIY, hardware & household goods	9	5.23%	2.85%	184	2500	7.54%	4.97%	152
G2I	Gifts, china, glass and leather goods	1	0.58%	1.69%	34	20	0.06%	0.89%	7
G2J	Cars, motorcycles & motor accessories	6	3.49%	1.31%	266	1010	3.04%	2.01%	151
G2K	Chemists, toiletries & opticians	6	3.49%	3.95%	88	500	1.51%	4.08%	37
G2L	Variety, department & catalogue showrooms	1	0.58%	0.93%	63	640	1.93%	8.52%	23
G2M	Florists and gardens	3	1.74%	1.00%	174	180	0.54%	0.44%	123
G2N	Sports, toys, cycles and hobbies	4	2.33%	2.39%	97	530	1.60%	2.44%	65
G2O	Jewellers, clocks & repair	2	1.16%	2.33%	50	90	0.27%	1.04%	26
G2P	Charity shops, pets and other comparison	9	5.23%	3.73%	140	910	2.74%	2.48%	111
	TOTAL	78	45.35%	45.32%	100	14010	42.24%	51.14%	83
	Number (and %) of Service Uses								
G3A	Restaurants, cafes, coffee bars, fast food & take-aways	20	11.63%	14.34%	81	1870	5.64%	9.16%	62
G3B	Hairdressers, beauty parlours & health centres	11	6.40%	7.33%	87	950	2.86%	3.52%	81
G3C	Laundries & drycleaners	1	0.58%	0.96%	61	110	0.33%	0.45%	74
G3D	Travel agents	2	1.16%	1.62%	72	180	0.54%	0.94%	58
G3E	Banks & financial services (incl. accountants)	11	6.40%	4.41%	145	1560	4.70%	4.92%	96
G3F	Building societies	0	0.00%	0.67%	0	0	0.00%	0.56%	0
G3G	Estate agents & auctioneers	3	1.74%	3.90%	45	340	1.03%	2.20%	47
	TOTAL	48	27.91%	33.23%	84	5010	15.10%	21.75%	69
	Number (and %) of Miscellaneous Uses								
G4A	Employment, careers, Post Offices and information	1	0.58%	1.32%	44	250	0.75%	1.12%	67
G4B	Vacant units (all categories)	20	11.63%	11.07%	105	3580	10.79%	9.34%	116
	TOTAL	21	12.21%	12.39%	99	3830	11.55%	10.46%	110
	GRAND TOTAL	172	100.00%	100.00%		33170	100.00%	100.00%	

** Excludes Farnworth Market (which is not located within Experian's definition of Farnworth TC)*

Table 4 Goad Diversity of Uses, Horwich (survey date August 2006)

Goad Code	Operator Type	No. of Units				Floorspace			
		No. of units	% of Total	UK Average %	Index (UK=100)	Floorspace (sq.m)	% of Total	UK Average %	Index (UK=100)
	Number (and %) of Convenience Goods Outlets								
G1A	Bakers	3	2.01%	1.91%	105	300	1.62%	0.99%	164
G1B	Butchers	3	2.01%	0.74%	272	290	1.57%	0.41%	383
G1C	Greengrocers & fishmongers*	3	2.01%	0.65%	310	1540	8.34%	1.46%	571
G1D	Grocery and frozen foods**	3	2.01%	2.80%	72	2620	14.19%	11.82%	120
G1E	Off-licences and home brew	3	2.01%	0.68%	296	500	2.71%	0.45%	602
G1F	Confectioners, tobacconists, newsagents	5	3.36%	2.28%	147	580	3.14%	1.52%	207
	TOTAL	20	13.42%	9.06%	148	5830	31.56%	16.65%	190
	Number (and %) of Comparison Goods Outlets								
G2A	Footwear & repair	1	0.67%	2.33%	29	70	0.38%	1.64%	23
G2B	Men's & boys' wear	0	0.00%	1.20%	0	0	0.00%	0.97%	0
G2C	Women's, girls, children's clothing	2	1.34%	5.52%	24	110	0.60%	4.72%	13
G2D	Mixed and general clothing	1	0.67%	3.38%	20	50	0.27%	5.60%	5
G2E	Furniture, carpets & textiles	4	2.68%	3.97%	68	310	1.68%	4.47%	38
G2F	Booksellers, arts/crafts, stationers/copy bureaux	6	4.03%	4.19%	96	440	2.38%	3.38%	70
G2G	Electrical, home entertainment, telephones and video	7	4.70%	4.56%	103	660	3.57%	3.50%	102
G2H	DIY, hardware & household goods	6	4.03%	2.85%	141	920	4.98%	4.97%	100
G2I	Gifts, china, glass and leather goods	2	1.34%	1.69%	79	260	1.41%	0.89%	158
G2J	Cars, motorcycles & motor accessories	2	1.34%	1.31%	102	230	1.25%	2.01%	62
G2K	Chemists, toiletries & opticians	4	2.68%	3.95%	68	420	2.27%	4.08%	56
G2L	Variety, department & catalogue showrooms	0	0.00%	0.93%	0	0	0.00%	8.52%	0
G2M	Florists and gardens	2	1.34%	1.00%	134	140	0.76%	0.44%	172
G2N	Sports, toys, cycles and hobbies	4	2.68%	2.39%	112	460	2.49%	2.44%	102
G2O	Jewellers, clocks & repair	2	1.34%	2.33%	58	110	0.60%	1.04%	57
G2P	Charity shops, pets and other comparison	7	4.70%	3.73%	126	890	4.82%	2.48%	194
	TOTAL	50	33.56%	45.32%	74	5070	27.45%	51.14%	54
	Number (and %) of Service Uses								
G3A	Restaurants, cafes, coffee bars, fast food & take-aways	21	14.09%	14.34%	98	2660	14.40%	9.16%	157
G3B	Hairdressers, beauty parlours & health centres	23	15.44%	7.33%	211	1490	8.07%	3.52%	229
G3C	Laundries & drycleaners	4	2.68%	0.96%	280	250	1.35%	0.45%	301
G3D	Travel agents	4	2.68%	1.62%	166	350	1.89%	0.94%	202
G3E	Banks & financial services (incl. accountants)	7	4.70%	4.41%	107	1020	5.52%	4.92%	112
G3F	Building societies	0	0.00%	0.67%	0	0	0.00%	0.56%	0
G3G	Estate agents & auctioneers	6	4.03%	3.90%	103	480	2.60%	2.20%	118
	TOTAL	65	43.62%	33.23%	131	6250	33.84%	21.75%	156
	Number (and %) of Miscellaneous Uses								
G4A	Employment, careers, Post Offices and information	2	1.34%	1.32%	102	150	0.81%	1.12%	73
G4B	Vacant units (all categories)	12	8.05%	11.07%	73	1170	6.33%	9.34%	68
	TOTAL	14	9.40%	12.39%	76	1320	7.15%	10.46%	68
	GRAND TOTAL	149	100.00%	100.00%		18470	100.00%	100.00%	

** Includes Horwich Market (off Mottram Street) as 1 unit. Experian assumes that all market floorspace is dedicated to the sale of fresh produce (which is not the case at Horwich market), hence the high floorspace figure in the G1C sub-category.*
*** Includes the Aldi, Iceland and Somerfield supermarkets*

Table 5 Diversity of Uses, Westhoughton (RTP survey date March 2008)

Goad Code	Operator Type	No. of Units			
		No. of units	% of Total	UK Average %	Index (UK=100)
	Number (and %) of Convenience Goods Outlets				
G1A	Bakers	2	2.56%	1.91%	134
G1B	Butchers	1	1.28%	0.74%	173
G1C	Greengrocers & fishmongers*	2	2.56%	0.65%	394
G1D	Grocery and frozen foods	3	3.85%	2.80%	137
G1E	Off-licences and home brew	2	2.56%	0.68%	377
G1F	Confectioners, tobacconists, newsagents	1	1.28%	2.28%	56
	TOTAL	11	14.10%	9.06%	156
	Number (and %) of Comparison Goods Outlets				
G2A	Footwear & repair	1	1.28%	2.33%	55
G2B	Men's & boys' wear	0	0.00%	1.20%	0
G2C	Women's, girls, children's clothing	3	3.85%	5.52%	70
G2D	Mixed and general clothing	0	0.00%	3.38%	0
G2E	Furniture, carpets & textiles	6	7.69%	3.97%	194
G2F	Booksellers, arts/crafts, stationers/copy bureaux	0	0.00%	4.19%	0
G2G	Electrical, home entertainment, telephones and video	4	5.13%	4.56%	112
G2H	DIY, hardware & household goods	7	8.97%	2.85%	315
G2I	Gifts, china, glass and leather goods	0	0.00%	1.69%	0
G2J	Cars, motorcycles & motor accessories	0	0.00%	1.31%	0
G2K	Chemists, toiletries & opticians	3	3.85%	3.95%	97
G2L	Variety, department & catalogue showrooms	2	2.56%	0.93%	276
G2M	Florists and gardens	1	1.28%	1.00%	128
G2N	Sports, toys, cycles and hobbies	1	1.28%	2.39%	54
G2O	Jewellers, clocks & repair	2	2.56%	2.33%	110
G2P	Charity shops, pets and other comparison	1	1.28%	3.73%	34
	TOTAL	31	39.74%	45.32%	88
	Number (and %) of Service Uses				
G3A	Restaurants, cafes, coffee bars, fast food & take-aways	8	10.26%	14.34%	72
G3B	Hairdressers, beauty parlours & health centres	8	10.26%	7.33%	140
G3C	Laundries & drycleaners	1	1.28%	0.96%	134
G3D	Travel agents	1	1.28%	1.62%	79
G3E	Banks & financial services (incl. accountants)	5	6.41%	4.41%	145
G3F	Building societies	0	0.00%	0.67%	0
G3G	Estate agents & auctioneers	3	3.85%	3.90%	99
	TOTAL	26	33.33%	33.23%	100
	Number (and %) of Miscellaneous Uses				
G4A	Employment, careers, Post Offices and information	1	1.28%	1.32%	97
G4B	Vacant units (all categories)	9	11.54%	11.07%	104
	TOTAL	10	12.82%	12.39%	103
	GRAND TOTAL	78	100.00%	100.00%	

** Includes Westhoughton Market as 1 unit*

Table 6 Diversity of Uses, Little Lever (RTP survey date March 2008)

Goad Code	Operator Type	No. of Units			
		No. of units	% of Total	UK Average %	Index (UK=100)
	Number (and %) of Convenience Goods Outlets				
G1A	Bakers	2	3.85%	1.91%	201
G1B	Butchers	1	1.92%	0.74%	260
G1C	Greengrocers & fishmongers*	1	1.92%	0.65%	296
G1D	Grocery and frozen foods	3	5.77%	2.80%	206
G1E	Off-licences and home brew	0	0.00%	0.68%	0
G1F	Confectioners, tobacconists, newsagents	2	3.85%	2.28%	169
	TOTAL	9	17.31%	9.06%	191
	Number (and %) of Comparison Goods Outlets				
G2A	Footwear & repair	0	0.00%	2.33%	0
G2B	Men's & boys' wear	0	0.00%	1.20%	0
G2C	Women's, girls, children's clothing	0	0.00%	5.52%	0
G2D	Mixed and general clothing	0	0.00%	3.38%	0
G2E	Furniture, carpets & textiles	0	0.00%	3.97%	0
G2F	Booksellers, arts/crafts, stationers/copy bureaux	0	0.00%	4.19%	0
G2G	Electrical, home entertainment, telephones and video	1	1.92%	4.56%	42
G2H	DIY, hardware & household goods	1	1.92%	2.85%	67
G2I	Gifts, china, glass and leather goods	0	0.00%	1.69%	0
G2J	Cars, motorcycles & motor accessories	0	0.00%	1.31%	0
G2K	Chemists, toiletries & opticians	3	5.77%	3.95%	146
G2L	Variety, department & catalogue showrooms	1	1.92%	0.93%	207
G2M	Florists and gardens	2	3.85%	1.00%	385
G2N	Sports, toys, cycles and hobbies	0	0.00%	2.39%	0
G2O	Jewellers, clocks & repair	1	1.92%	2.33%	83
G2P	Charity shops, pets and other comparison	2	3.85%	3.73%	103
	TOTAL	11	21.15%	45.32%	47
	Number (and %) of Service Uses				
G3A	Restaurants, cafes, coffee bars, fast food & take-aways	6	11.54%	14.34%	80
G3B	Hairdressers, beauty parlours & health centres	7	13.46%	7.33%	184
G3C	Laundries & drycleaners	1	1.92%	0.96%	200
G3D	Travel agents	0	0.00%	1.62%	0
G3E	Banks & financial services (incl. accountants)	1	1.92%	4.41%	44
G3F	Building societies	0	0.00%	0.67%	0
G3G	Estate agents & auctioneers	1	1.92%	3.90%	49
	TOTAL	16	30.77%	33.23%	93
	Number (and %) of Miscellaneous Uses				
G4A	Employment, careers, Post Offices and information	1	1.92%	1.32%	146
G4B	Vacant units (all categories)	15	28.85%	11.07%	261
	TOTAL	16	30.77%	12.39%	248
	GRAND TOTAL	52	100.00%	100.00%	

** Includes Little Lever Market as 1 unit*

Table 7 Retailer Requirements for the Five Study Centres and Comparator Centres

Source: FOCUS Town Reports, February 2008

	Apr 00	Oct 00	Apr 01	Oct 01	Apr 02	Oct 02	Apr 03	Oct 03	Apr 04	Oct 04	Apr 05	Oct 05	Apr 06	Oct 06	Apr 07	Oct 07
Manchester	157	139	139	152	162	166	162	168	161	167	174	185	181	**186**	185	170
Preston	75	73	64	77	**90**	78	78	88	77	83	84	88	79	63	69	67
Southport	55	48	52	52	54	55	57	**58**	56	**58**	**58**	57	**58**	47	44	39
Wigan	42	46	41	42	48	43	44	49	47	53	**55**	51	52	49	48	44
Stockport	58	61	50	50	72	64	59	73	65	71	**74**	69	59	58	57	54
Bolton	52	56	48	59	59	66	58	**73**	67	66	67	62	69	68	64	54
St. Helens	42	42	35	38	36	33	35	**43**	32	36	38	36	34	39	39	37
Blackburn	55	62	58	57	**76**	64	59	63	56	57	59	56	57	54	52	46
Bury	39	39	46	52	53	42	47	51	**57**	56	55	52	48	50	48	44
Farnworth	1	2	3	5	4	4	5	4	6	7	7	**8**	5	7	7	2
Wallasey	13	**17**	12	12	13	**17**	11	10	10	13	13	14	13	11	12	8
Darwen	0	-	1	2	2	2	1	2	4	6	6	3	4	6	**7**	6
Horwich	0	0	0	0	0	0	0	-	-	-	-	-	-	-	-	-
Westhoughton	0	-	0	0	0	0	0	-	-	-	-	-	-	-	-	-
Little Lever	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

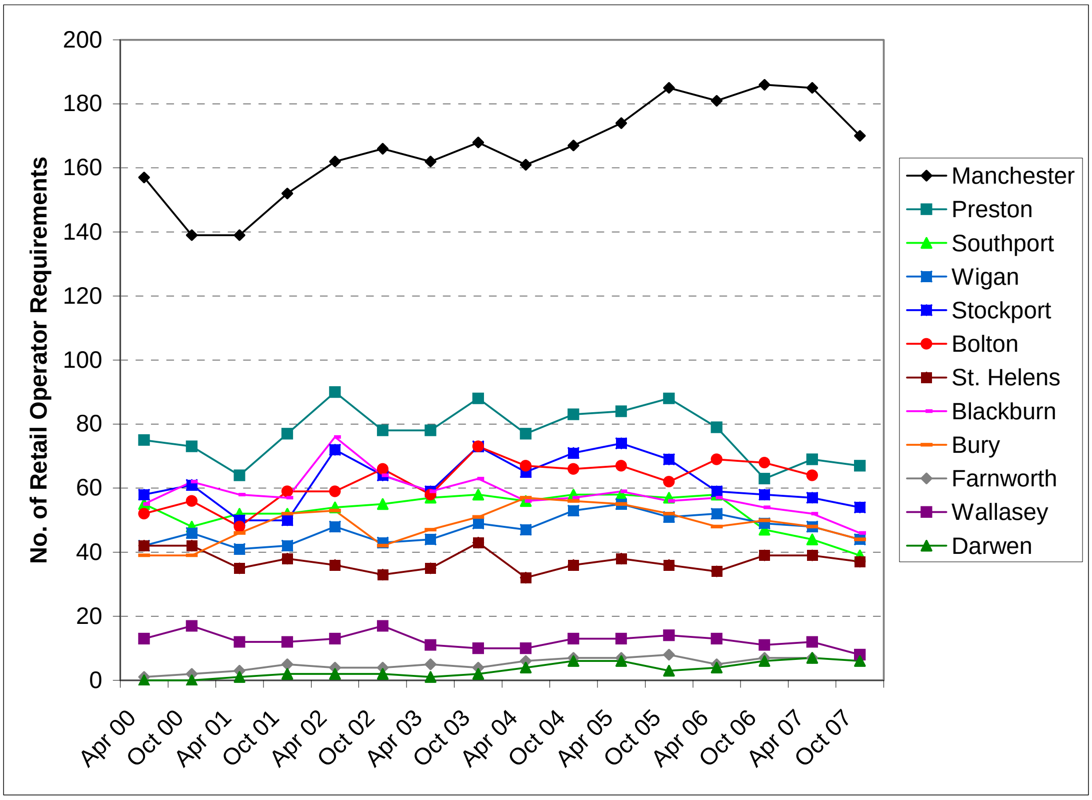

Figure 7 Change in Retail Yields, Study Centres and Comparator Centres, 2001-2008

Zone A Retail Yields

SOURCE: Property Market Report, Valuation Office (January 2008)

	01/04/01	01/10/01	01/04/02	01/10/02	01/04/03	01/01/04	01/07/04	01/01/05	01/07/05	01/01/06	01/07/06	01/01/07	01/07/07	01/01/08
Manchester	4.25	4.25	4.25	4.25	5.50	5.50	5.50	6.00	6.00	4.50	4.50	4.25	4.25	4.25
Preston	5.50	5.50	5.50	6.50	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	5.50
Southport	6.25	6.25	6.25	7.00	7.00	7.00	7.00	7.00	7.00	6.25	6.25	6.25	6.25	6.50
Wigan	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	6.00	6.00	6.00	6.00
Stockport	5.50	5.50	5.50	5.50	5.50	5.50	5.50	6.00	6.00	5.50	5.50	5.50	5.50	5.75
Bolton	6.00	6.00	6.25	6.25	6.25	6.25	6.25	6.50	6.50	6.00	6.00	6.00	6.00	6.25
St. Helens	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	6.50	6.50	6.25	6.25	6.25
Blackburn	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Bury	6.50	6.50	6.75	6.75	6.75	6.75	6.75	7.00	7.00	6.00	5.75	5.75	5.75	6.00
Farnworth	11.00	11.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	8.75	8.00	8.00	8.00	8.25
Wallasey	11.00	11.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	8.00	8.00	8.00	8.00	8.25
Darwen	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00
Horwich	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Westhoughton	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Little Lever	-	-	-	-	-	-	-	-	-	-	-	-	-	-

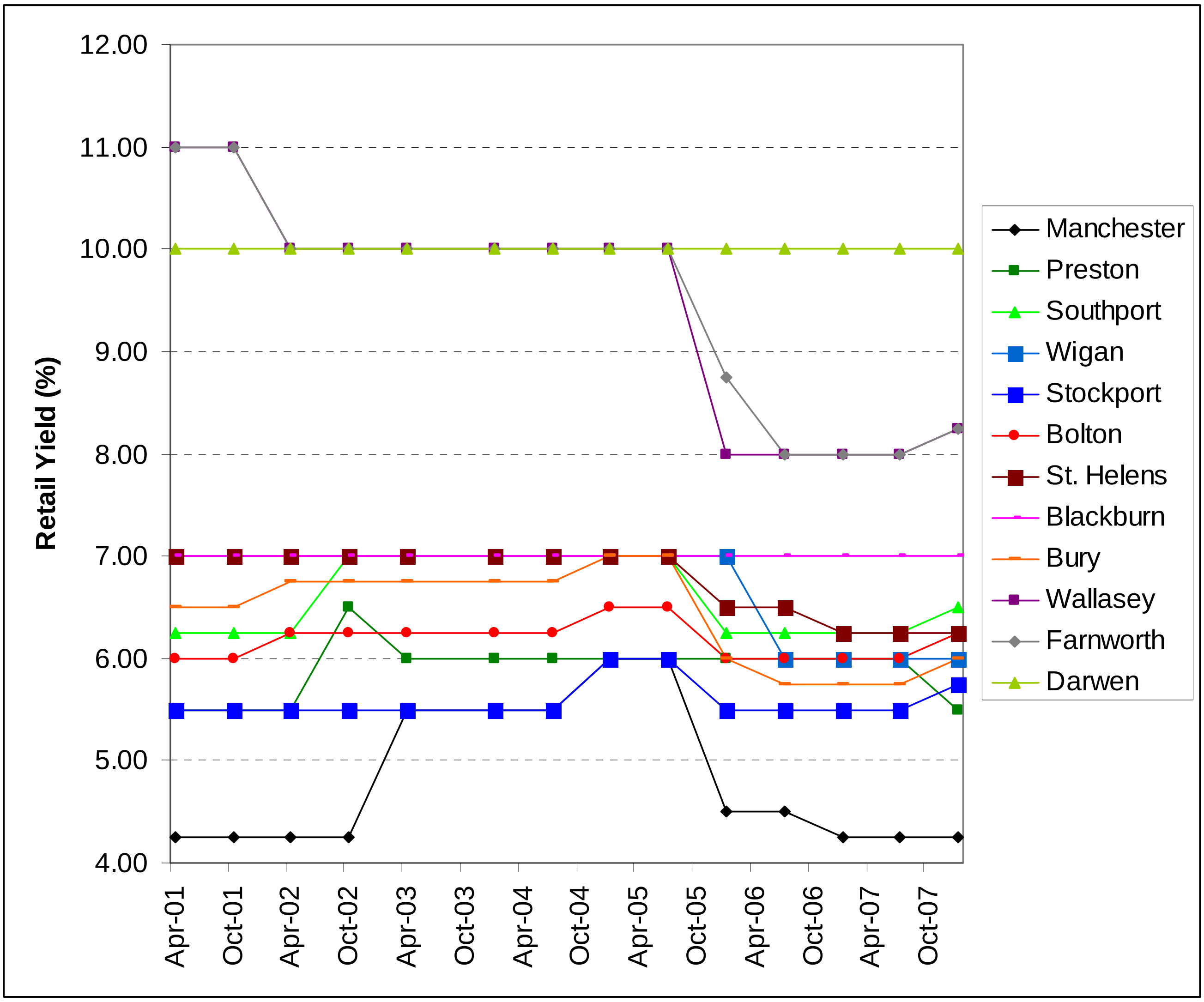

Figure 8 Prime Zone A Retail Rents for the Study Centres and Comparator Centres, 1997-2007

Source: Colliers CRE/Focus Town Reports (2008)

	Jun 97	Jun 98	Jun 99	Jun 00	Jun-01	Jun 02	Jun 03	Jun 04	Jun 05	Jun 06	Jun 07
Manchester	200	275	300	300	280	280	300	300	300	300	300
Preston	100	100	110	125	130	140	140	140	140	140	140
Southport	95	100	110	110	100	90	85	80	80	80	85
Wigan	70	70	70	75	85	85	90	90	90	105	110
Stockport	160	180	185	190	190	200	190	190	190	190	190
Bolton	125	140	140	140	140	130	130	140	140	140	140
St. Helens	75	85	90	100	100	100	100	100	100	100	105
Blackburn	100	100	100	115	115	115	120	135	135	135	135
Bury	75	85	95	95	100	100	100	100	105	125	130
Farnworth	-	-	-	-	-	-	-	-	-	-	-
Wallasey	35	35	35	35	35	35	40	40	40	40	45
Darwen	-	-	-	-	-	-	-	-	-	-	-
Horwich	-	-	-	-	-	-	-	-	-	-	-
Westhoughton	-	-	-	-	-	-	-	-	-	-	-
Little Lever	-	-	-	-	-	-	-	-	-	-	-

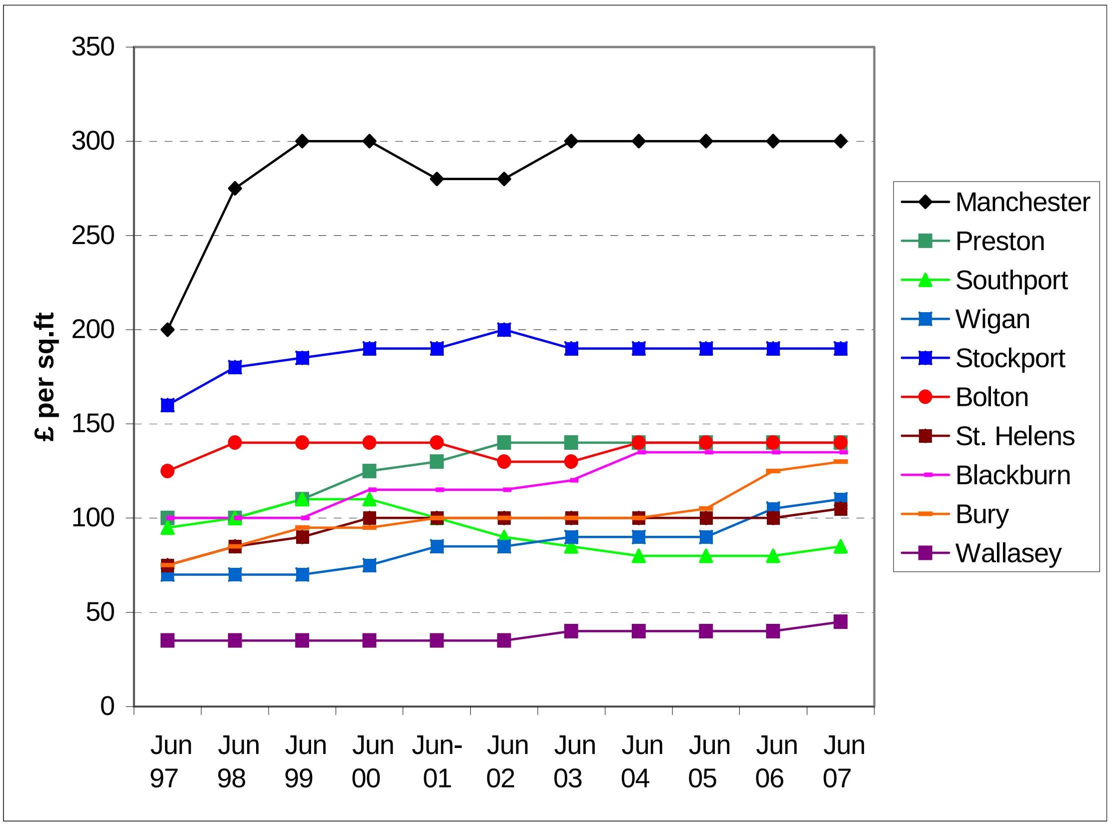

Figure 9 Index of Change in Prime Zone A Retail Rents for the Study Centres and Comparator Centres, 1997-2007

	Jun 97	Jun 98	Jun 99	Jun 00	Jun-01	Jun 02	Jun 03	Jun 04	Jun 05	Jun 06	Jun 07
Manchester	100	138	150	150	140	140	150	150	150	150	150
Preston	100	100	110	125	130	140	140	140	140	140	140
Southport	100	105	116	116	105	95	89	84	84	84	89
Wigan	100	100	100	107	121	121	129	129	129	150	157
Stockport	100	113	116	119	119	125	119	119	119	119	119
Bolton	100	112	112	112	112	104	104	112	112	112	112
St. Helens	100	113	120	133	133	133	133	133	133	133	140
Blackburn	100	100	100	115	115	115	120	135	135	135	135
Bury	100	113	127	127	133	133	133	133	140	167	173
Farnworth	-	-	-	-	-	-	-	-	-	-	-
Wallasey	100	100	100	100	100	100	114	114	114	114	129
Darwen	-	-	-	-	-	-	-	-	-	-	-
Horwich	-	-	-	-	-	-	-	-	-	-	-
Westhoughton	-	-	-	-	-	-	-	-	-	-	-
Little Lever	-	-	-	-	-	-	-	-	-	-	-

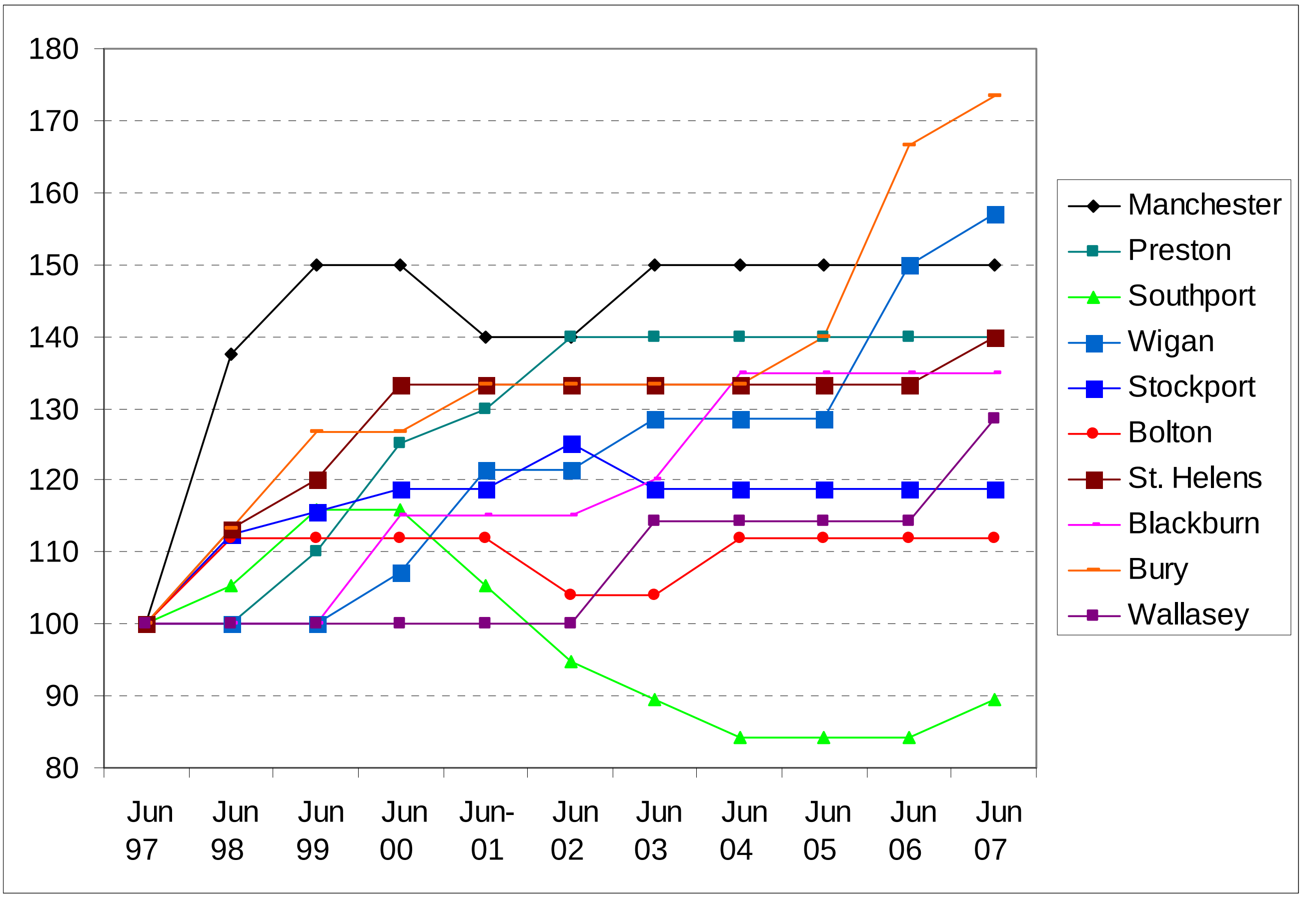

Table 8 Summary Floorspace Data for Bolton, Farnworth and Horwich Town Centres

Bolton

	Floorspace (gross)	
	sq.ft	sq.m
Convenience	**300,100**	**27,870**
Comparison	**881,200**	**81,860**
Services	**208,300**	**19,300**
Miscellaneous*	**15,100**	**1,410**
Vacant Units	**130,400**	**12,080**
Units with No Experian Goad Trade Type**	**724,000**	**67,260**
Total Floorspace	**2,259,100**	**209,780**

Source: Experian Goad (December 2007)

Farnworth

	Floorspace (gross)	
	sq.ft	sq.m
Convenience	**110,800**	**10,320**
Comparison	**150,900**	**14,010**
Services	**53,600**	**5,010**
Miscellaneous*	**2,700**	**250**
Vacant Units	**38,400**	**3,580**
Units with No Experian Goad Trade Type**	**137,400**	**12,740**
Total Floorspace	**493,800**	**45,910**

Source: Experian Goad (August 2006)

Horwich

	Floorspace (gross)	
	sq.ft	sq.m
Convenience	**62,500**	**5,830**
Comparison	**54,500**	**5,070**
Services	**67,000**	**6,250**
Miscellaneous*	**1,600**	**150**
Vacant Units	**12,700**	**1,170**
Units with No Experian Goad Trade Type**	**73,200**	**6,790**
Total Floorspace	**271,500**	**25,260**

Source: Experian Goad (August 2006)

** For example: Post Offices, Information Bureaux*
*** For example: Public houses, offices, residential*