

Perranzabuloe Neighbourhood Development Plan (NDP)

Notes: Commercial Development near the A30

Background

The Business, Employment, Transport and Infrastructure (BETI) group had a conversation with the Truro office of Alder King, probably the biggest practice of general practice of commercial chartered surveyors in the South West. The office in Truro actively deals with commercial agency, valuation, professional advisory and other areas of general practice across Cornwall.

Notes

These are the notes by Kevin Havill, head of the BETI team, from that conversation:

1. Kevin explained his role within the team of volunteers seeking to write our local NDP in Perranzabuloe. As part of the NDP process we are drafting policies with the ambition of creating and strengthening the existing base for all year round employment in the parish. Apart from seeking to protect the existing employment sites in Perranporth and Goonhavern we are actively considering allocating land near the A30 Chiverton Cross intersection for larger requirements. It is possible the inspector before approving the draft NDP will seek to check whether we have checked likely occupier demand and hence the call to Alder King.
2. In your practice's experience good accessibility to the A30 is often a very important requirement with occupiers who are usually looking along a wide stretch of the A30 to find their optimal property.
3. In terms of demand in the main commercial sectors retail, office and industrial/logistics it is the latter which tends to dominate and particularly in the current circumstances. In particular:
 - In terms of finding industrial/logistics units its easier to suit demand for units of say 100 – 200 sq metres.
 - For leasehold medium, 200 – 500 sq metres or larger units 500 sq metres upwards are more difficult to find and there is demand for both these sectors. This can in part be attributed to the relative scarcity of existing stock on the market and also problems for developers to achieve a viable return by building new. High land values and the need/desire to take the benefit of European grants have both affected viability. With grant aid going there is a closing of the gap which will spread demand more evenly.
 - To satisfy larger requirements it is known that occupiers to have had to agree beneficial over rented lease terms to assist viability and/or acquire land themselves to build their own bespoke freehold premises but they too have to deal with the shortage of supply and pricing issues.
 - Latent demand is a dynamic quite hard to estimate, however, new industrial/logistics premises of all sizes do generally attract demand.
 - There is not a glut or problem with over supply with the established trading estates at Cambourne and Indian Queens is popular.
4. Other categories of commercial use discussed.
 - Offices – not a strong sector, not recommended.
 - Retail Warehousing – if planning would permit then this is likely to generate the highest land values but would run contrary to other policies in the NDP seeking to protect existing retail in the villages. However, given the location Chiverton could attract demand.
5. Releasing land for commercial use at Chiverton could be an exciting agency prospect very likely to attract occupiers.