

Appendix 3: Gross to Net Adjustments for Employment Sites

Take-up of employment land is typically recorded on a plot by plot basis, which equates to a net developable area. To be consistent, availability should be measured on the same basis. So for some sites, standard gross to net adjustments may be appropriate.

For each site assessed in the study a consideration has been made of the estimated proportion of land likely to be lost to servicing and landscaping, having regard to gross to net ratios achieved elsewhere on industrial estates and business parks. Research by Storeys Chartered Surveyors has shown that ratios range from 100% where a site is in single occupation, to 56% for a business park on a sloping site with large areas set aside for landscaping and sloping banks between development plots.

In some cases, site specific constraints have required an additional adjustment, for example to take account of other constraints such as buried pipelines or filled land. Sites that are fully developed have a net developable area of 0 ha.

Standard adjustments appropriate to different circumstances are set out in the table below.

Site type	Ratio	Comment
Serviced plot on industrial estate fronting road	100%	
Area of land that could easily subdivide into serviced plots with road frontage	100%	
Large area of land on industrial estate too big for single scheme, having regard to other buildings on the estate	95%	Provision for spur road
Major undeveloped part of industrial estate or extension to industrial estate	90%	Provision for roads and landscaping to one or more sides
Small local allocation, requiring infrastructure	90%	Provision for spur road, but landscaping likely to be minimal
Level site allocated for industrial estate	85%	Provision for spur road and landscaping
Site allocated for industrial estate where terracing or bunding required	80%	Provision for spur road and landscaping
Land allocated for business park with high landscape quality	75%	Provision for spur road, extensive landscaping, balancing ponds etc.
Land allocated for employment use where a single end user could be in the market	100%	All land to be taken by single user, surplus areas to be kept for its expansion

