

# S106 Highway Contributions Review

- 1.1 Mayer Brown Ltd has undertaken a review of the proposed Section 106 (S106) highway contribution sought by Hampshire County Council (HCC), the local highway authority, in relation to Havant Borough Council planning application APP/20/01221 for the proposed construction of a Lidl foodstore on land adjacent to the B&Q store on Purbrook Way in Havant.

## **S106 Contribution Justification**

- 1.2 Within their formal consultation response dated 24<sup>th</sup> November 2021, HCC noted that the local highway authority has no objection subject to conditions, and various S106 obligations in relation to proposed highway improvement works and Travel Plan approval / monitoring.
- 1.3 The associated S106 obligations include a £202,000 contribution being secured to provide pedestrian and cycle improvements.
- 1.4 HCC consider that this level of S106 contribution is required to offset the increased severance at the B&Q arm crossing point for pedestrians and cyclists when considered against the Borough of Havant Draft Local Cycling and Walking Infrastructure Plan (LCWIP), the wider emerging position set out in HCC's Local Transport Plan (LTP4) and the recently established LTN 1/20 'Cycle Infrastructure Design' guidance.
- 1.5 In summary, HCC consider that the increase in traffic and widening of the existing crossing point would reduce the attractiveness of the route along Purbrook Way for pedestrians / cyclists.
- 1.6 In relation to the justification put forward by HCC into why a specific S106 contribution towards local strategic walking / cycling improvements is considered necessary to make the development acceptable in planning terms the following is noted:

## Severance Impact

- 1.7 LCWIP notes '[cyclists beware – difficult junction, barrier or steps](#)' in relation to the B&Q arm crossing. It is highly likely that this categorisation is due to several reasons, including existing visibility constraints.
- 1.8 Proposed improvements would reduce southbound approach traffic speeds through physical traffic calming measures and provide much improved visibility between approaching vehicles and pedestrians / cyclists at the crossing point, in accordance with HCC TG3.

- 1.9 Without this development coming forward, the proposed improvements would not be easily achievable, as they require removal of trees / landscaping and construction works on third party land within the control of the developer (non-public highway) to implement them.
- 1.10 Consequently, it could be argued that the proposals reduce severance by making the junction safer to cross and attractive to all users, potentially partially (or fully) addressing the concerns raised within the LCWIP in relation to this crossing point.
- 1.11 Additionally, an independent Stage 1 Road Safety Audit of the proposed improvements, requested by HCC who also approved the associated audit brief, did not raise any concerns relating to pedestrians crossing two lanes. This arrangement is considered commonplace locally, regionally and nationally.

Established Guidance

- 1.12 HCC refer to LTN 1/20 Table 10-2 to justify why widening the entry to two-lanes results in the crossing facility being considered 'not suitable for all people and will exclude some potential users and / or have safety concerns'. On this basis, HCC consider that there is evidence, reaffirmed through established policy, that the scheme will increase severance for existing users.
- 1.13 Paragraph 10.4.5 of LTN 1/20 specifically notes that *'Table 10-2 is a guide only, and individual locations should be assessed on a case-by-case basis. In many situations, reducing the speed of motor traffic using the carriageway will enable additional options for the crossing design to be considered.'*
- 1.14 As part of the proposed improvements, traffic calming on the B&Q arm aims to reduce vehicle approach speeds to around 20mph and therefore, in accordance with LTN 1/20, this would allow additional options for the crossing design to be considered rather than the 'standard' non site-specific options set out in LTN 1/20 Table 10-2.
- 1.15 To understand whether the crossing point on the B&Q arm is considered to require controlled crossing facilities based upon the predicted levels of pedestrian, cycle and vehicular flows post development, a PvM<sup>2</sup> assessment was undertaken, providing a weighting factor to vulnerable crossing users (children / mobility impaired / elderly etc).
- 1.16 HCC subsequently confirmed within their response dated 6<sup>th</sup> October 2021 that observed PvM<sup>2</sup> values fall below the requirements for a controlled crossing at this location, and therefore an uncontrolled crossing point was suitable based upon a review of post-development pedestrian, cyclist and traffic flows.

- 1.17 Consequently, based upon HCC confirming that an uncontrolled crossing facility is considered suitable in this location post-development, it is unclear why the crossing point would no longer be considered suitable based solely on the fact that a two-lane approach would be provided (which would potentially reduce queuing / blocking of the crossing point through spreading traffic across two lanes) and the associated crossing distance would increase from 4.8m to 5.9m, a 1.1m increase.
- 1.18 Additionally, it is noted that recent changes to the highway code emphasise that traffic should give way to persons crossing or waiting to cross at a junction, which would assist pedestrians and cyclists at the crossing point where low vehicle approach speeds on the B&Q egress would encourage vehicles to give way to pedestrians waiting to cross.
- 1.19 In summary, it is considered that the current justification presented by HCC for a S106 contribution towards local strategic walking / cycling improvements being required to make the development acceptable in planning terms is not justified by established guidance. Furthermore, it fails to consider the potential for the improvements to actually address existing severance concerns at this location as raised by HCC through the planning application consultation and within the Draft LCWIP.

## S106 Calculation Methodology

- 1.20 Subject to review and comment in relation to the preceding section of this note, if it is considered by the local authority that a S106 contribution is justified and necessary to make the development acceptable in planning terms, then a review of the S106 calculation methodology adopted by HCC has been undertaken to consider its robustness.

### HCC S106 Calculation Methodology

- 1.21 HCC have confirmed that the level of contribution has been calculated as per below:
- Relevant schemes identified within the LCWIP, namely:
    - ~ Scheme 277.1.5 - Off-road segregated cycle lanes on Purbrook Way in vicinity of A3(M) northbound roundabout. Costed at £250,000.
    - ~ Scheme 277.1.6 - Segregated lanes on Purbrook Way bridge over the A3(M) if centre verge is removed or widened shared-use facility. Costed at £150,000.
  - Contribution calculated proportionally against the identified cost of the identified LCWIP schemes through reviewing the percentage increase in vehicular trips on the B&Q arm across the AM and PM peak and averaging the two values.
- 1.22 In the absence of specific calculation figures being provided by HCC, based upon a combined scheme cost of £400,000, a recommended contribution of £202,000 indicates that HCC have utilised an average percentage increase in vehicular trips on the B&Q arm of 50.5% for the contribution calculation.

### Alternative S106 Calculation Methodology

- 1.23 Following review of the proposed pedestrian and cycle contribution requested by HCC an alternative calculation methodology is detailed below, with the associated calculations / figures justified within the subsequent sections.

| Methodology Description                                                                                                    | Factor/Calculation | Contribution   |
|----------------------------------------------------------------------------------------------------------------------------|--------------------|----------------|
| LHA Combined Identified Scheme Cost:                                                                                       | -                  | £400,000       |
| Stage 1 - Pro-rata amount based on the increase in vehicular trips on the B&Q arm:                                         | 38%                | £152,000       |
| Stage 2 - Minus the physical costs associated with the crossing point improvements (B/LIDL PURBROOKWAY2.1/06 Rev H):       | - £55,000          | £97,000        |
| Stage 3 - Minus the anticipated CIL Contribution towards strategic local pedestrian and cycle infrastructure improvements: | - £56,000          | <b>£41,000</b> |

Stage 1 - Increase in vehicular trips on the B&Q arm

- 1.24 A review of traffic survey data for the B&Q arm and predicted additional vehicular traffic associated with the proposed Lidl store has been undertaken, with associated calculations provided in **Appendix A** and details outlined herein.

**Trip Generation**

- 1.25 Automatic Traffic Count (ATC) data for B&Q access road, undertaken in June 2017 and previously provided to HCC as part of the Mayer Brown Technical Note dated 22<sup>nd</sup> July 2021, has been utilised to provide a vehicular trip generation baseline for the B&Q arm unit.
- 1.26 Predicted Weekday, Saturday and Sunday vehicular trip generation associated with the proposed Lidl store presented as part of Mayer Brown Transport Assessment dated November 2020, and previously agreed / accepted by HCC, have been utilised to provide predicted additional vehicular trips on the B&Q arm because of the development proposals.
- 1.27 A review of the envisaged net change in vehicular traffic on the B&Q arm throughout the week indicates that the proposed Lidl store is predicted to result in around a **42% uplift** in vehicular traffic on the B&Q arm.

**Cross visitation between B&Q and Lidl**

- 1.28 As part of previous trip generation / traffic distribution assessments undertaken, it was assumed for robustness that there would be no customer cross visitation between the B&Q unit and proposed Lidl store. In practice, there is likely to be cross visitation between these land uses, associated with an existing B&Q customer accessing the Lidl store prior to or after visiting the B&Q unit.
- 1.29 In the absence of empirical evidence, Mayer Brown consider a cross visitation proportion of around 10% would be a reasonable assumption, predominantly consisting of B&Q customers accessing the Lidl foodstore after accessing the B&Q unit based upon the time sensitive nature of certain food goods.
- 1.30 Consequently, utilising the predicted 42% uplift noted above and a cross visitation value of 10%, indicates that the proposed Lidl store is predicted to result in around a **38% uplift** in vehicular traffic on the B&Q arm.

Stage 2 - Crossing Point Improvements

- 1.31 A3(M) J4 improvements provided on the B&Q arm of the junction are detailed in drawing number B/LIDL PURBROOKWAY2.1/06 Rev H.
- 1.32 An initial junction improvement scheme was submitted to HCC to address capacity concerns at this location, with HCC confirming that the scheme would improve the capacity on the B&Q approach to the junction within their response dated 6<sup>th</sup> October 2021.
- 1.33 Following HCC raising pedestrian / cyclist safety concerns at the B&Q arm crossing point, the improvement scheme was subsequently revised to incorporate a number of additional elements for the benefit of pedestrians and cyclists utilising the crossing point.
- 1.34 HCC's Transport Contributions Policy dated September 2007 notes the following:  
*"11.1 Section 278 Agreements will identify the works required to access the site. If the package of works agreed includes some works which may be considered to have wider public benefit, for instance a section of cycleway, the cost of these works may be deducted from the contribution"* (Page 6, Transport Contributions Policy - A New Approach to Calculating Transport Contributions in Hampshire, September 2007)
- 1.35 Based upon the minimal level of additional pedestrian and cycle trip generation at this crossing point associated with the proposed Lidl store (c. 3 pedestrian trips and 1 cycle trip in any hourly period), it is considered that the crossing point improvements are primarily for public benefit rather than to accommodate associated development trips.
- 1.36 Consequently, in accordance with HCC policy it is considered appropriate to deduct the cost of the these works from the contribution requested.
- 1.37 A cost estimate has been provided for the initial improvement scheme presented, which solely addressed the vehicular capacity issues, in addition to the improvement scheme illustrated in drawing B/LIDL PURBROOKWAY2.1/06 Rev H, in order to quantify the improvement costs that are considered to be primarily for public benefit. In summary:
- Cost of standalone capacity improvement scheme – £30,000
  - Cost of capacity and crossing point improvement scheme – £85,000
  - Additional cost specifically associated with crossing point improvements – £55,000
- 1.38 It is noted that statutory undertakers plant diversions and design / council fees are not included within the above costs, with the above being standalone construction costs.

### Stage 3 - Community Infrastructure Levy Contributions

- 1.39 Community Infrastructure Levy (CIL) is a levy that local authorities can choose to charge on new developments in their area to fund infrastructure for the local community and neighbourhoods. Havant Borough Council note that funding for the LCWIP would be from a variety of sources, which may change over time with government policy but would consist of funds secured through Section 106 or 278 agreements, CIL or other dedicated funds.
- 1.40 The proposed Lidl store development has a proposed CIL contribution of £225,164.43, with up to 80% (£180,132) potentially going towards strategic CIL, including pedestrian / cycle infrastructure improvements as outlined within the LCWIP.
- 1.41 It is considered reasonable to assume that around 25% of the proposed CIL contribution would be allocated towards funding strategic pedestrian / cycle infrastructure improvements, equivalent to c. £56,000.
- 1.42 Consequently, it is considered appropriate that the required CIL contributions are offset against the requested HCC contribution to avoid double charging.

### Omitted Factors

- 1.43 It is noted that the above revised S106 calculation method currently omits several factors which may potentially further offset the level of contribution requested, namely:
- Utilisation of third-party land, within the control of the developer to enable associated kerb line adjustments to provide visibility in line with HCC standards and reduce vehicle approach speeds.
  - Improvements also reducing severance at the crossing point, with the outlined reduction associated with these works based solely upon physical construction costs rather than the intangible benefits these improvements would bring in regard to making the crossing safer.

### **Summary**

- 1.44 It is considered that there is limited justification that a significant (if any) S106 contribution towards local strategic walking / cycling improvements is considered necessary to make the proposed development acceptable in planning terms. Should Havant Borough Council decide that a contribution is, indeed, necessary to make the development acceptable in planning terms, a far more appropriate level of financial contribution would total £41,000 based upon due consideration of various associated elements detailed within this note.

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Checked: RG

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## **APPENDIX A: B&Q arm predicted vehicular trip increase**

PROJECT: Lidl Purbrook Way, Havant

VEHICLES

ATC Undertaken June 2021  
ANPR Lidl Whiteley

DAILY  
WEEKDAY 43%  
SATURDAY 34%  
SUNDAY 45%  
5X WEEKDAY + SAT+ SUN 42%

DAILY  
WEEKDAY 39%  
SATURDAY 30%  
SUNDAY 41%  
5X WEEKDAY + SAT+ SUN 38%

WEEKDAY

ATC 5-Day Average

| Existing B&Q |      |      |
|--------------|------|------|
| Period       | IN   | OUT  |
| 00:00-01:00  | 0    | 1    |
| 01:00-02:00  | 0    | 0    |
| 02:00-03:00  | 0    | 4    |
| 03:00-04:00  | 0    | 0    |
| 04:00-05:00  | 4    | 1    |
| 05:00-06:00  | 3    | 0    |
| 06:00-07:00  | 19   | 3    |
| 07:00-08:00  | 95   | 72   |
| 08:00-09:00  | 145  | 111  |
| 09:00-10:00  | 197  | 169  |
| 10:00-11:00  | 243  | 221  |
| 11:00-12:00  | 256  | 252  |
| 12:00-13:00  | 241  | 253  |
| 13:00-14:00  | 225  | 230  |
| 14:00-15:00  | 218  | 232  |
| 15:00-16:00  | 190  | 173  |
| 16:00-17:00  | 160  | 183  |
| 17:00-18:00  | 146  | 149  |
| 18:00-19:00  | 130  | 144  |
| 19:00-20:00  | 84   | 121  |
| 20:00-21:00  | 9    | 26   |
| 21:00-22:00  | 2    | 3    |
| 22:00-23:00  | 1    | 2    |
| 23:00-24:00  | 0    | 0    |
| Daily        | 2369 | 2350 |

ANPR

| Proposed Lidl |      |
|---------------|------|
| IN            | OUT  |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 10            | 3    |
| 45            | 38   |
| 69            | 52   |
| 78            | 72   |
| 94            | 87   |
| 118           | 116  |
| 109           | 112  |
| 95            | 100  |
| 94            | 95   |
| 82            | 87   |
| 90            | 87   |
| 72            | 83   |
| 45            | 56   |
| 23            | 30   |
| 2             | 8    |
| 0             | 0    |
| 0             | 0    |
| 1026          | 1026 |

| Combined |      |
|----------|------|
| IN       | OUT  |
| 0        | 1    |
| 0        | 0    |
| 0        | 4    |
| 0        | 0    |
| 4        | 1    |
| 3        | 0    |
| 19       | 3    |
| 105      | 75   |
| 190      | 149  |
| 266      | 221  |
| 321      | 293  |
| 350      | 339  |
| 359      | 369  |
| 334      | 342  |
| 313      | 332  |
| 284      | 268  |
| 242      | 270  |
| 236      | 236  |
| 202      | 227  |
| 129      | 177  |
| 32       | 56   |
| 4        | 11   |
| 1        | 2    |
| 0        | 0    |
| 3395     | 3376 |

| Net Change % |         |
|--------------|---------|
| IN           | OUT     |
| 0%           | 0%      |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | #DIV/0! |
| 0%           | 0%      |
| 0%           | 0%      |
| 0%           | 0%      |
| 11%          | 4%      |
| 31%          | 34%     |
| 35%          | 31%     |
| 51%          | 47%     |
| 37%          | 35%     |
| 49%          | 46%     |
| 49%          | 49%     |
| 44%          | 43%     |
| 49%          | 55%     |
| 51%          | 47%     |
| 62%          | 58%     |
| 55%          | 57%     |
| 53%          | 46%     |
| 250%         | 117%    |
| 83%          | 250%    |
| 0%           | 0%      |
| 0%           | 0%      |
| 43%          | 44%     |

10%

| B&Q Cross visitation |     |     |
|----------------------|-----|-----|
| Period               | IN  | OUT |
| 00:00-01:00          | 0   | 0   |
| 01:00-02:00          | 0   | 0   |
| 02:00-03:00          | 0   | 0   |
| 03:00-04:00          | 0   | 0   |
| 04:00-05:00          | 0   | 0   |
| 05:00-06:00          | 0   | 0   |
| 06:00-07:00          | 0   | 0   |
| 07:00-08:00          | 1   | 0   |
| 08:00-09:00          | 5   | 4   |
| 09:00-10:00          | 7   | 5   |
| 10:00-11:00          | 8   | 7   |
| 11:00-12:00          | 9   | 9   |
| 12:00-13:00          | 12  | 12  |
| 13:00-14:00          | 11  | 11  |
| 14:00-15:00          | 10  | 10  |
| 15:00-16:00          | 9   | 10  |
| 16:00-17:00          | 8   | 9   |
| 17:00-18:00          | 9   | 9   |
| 18:00-19:00          | 7   | 8   |
| 19:00-20:00          | 5   | 6   |
| 20:00-21:00          | 2   | 3   |
| 21:00-22:00          | 0   | 1   |
| 22:00-23:00          | 0   | 0   |
| 23:00-24:00          | 0   | 0   |
| Daily                | 103 | 104 |

| Proposed Lidl |     |
|---------------|-----|
| IN            | OUT |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 9             | 3   |
| 40            | 34  |
| 62            | 47  |
| 70            | 65  |
| 85            | 78  |
| 106           | 104 |
| 98            | 101 |
| 85            | 90  |
| 85            | 85  |
| 74            | 78  |
| 81            | 78  |
| 65            | 75  |
| 40            | 50  |
| 21            | 27  |
| 2             | 7   |
| 0             | 0   |
| 0             | 0   |
| 923           | 922 |

| Net Change % |         |
|--------------|---------|
| IN           | OUT     |
| 0%           | 0%      |
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| #DIV/0!      | #DIV/0! |
| 0%           | 0%      |
| 0%           | 0%      |
| 0%           | 0%      |
| 0%           | 0%      |
| 9%           | 4%      |
| 28%          | 31%     |
| 32%          | 28%     |
| 29%          | 29%     |
| 33%          | 31%     |
| 44%          | 41%     |
| 44%          | 44%     |
| 39%          | 39%     |
| 45%          | 49%     |
| 46%          | 43%     |
| 56%          | 52%     |
| 50%          | 52%     |
| 48%          | 41%     |
| 228%         | 105%    |
| 83%          | 219%    |
| 0%           | 0%      |
| 0%           | 0%      |
| 39%          | 39%     |

SATURDAY

ATC

| Existing B&Q |      |      |
|--------------|------|------|
| Period       | IN   | OUT  |
| 00:00-01:00  | 0    | 0    |
| 01:00-02:00  | 0    | 3    |
| 02:00-03:00  | 1    | 1    |
| 03:00-04:00  | 0    | 0    |
| 04:00-05:00  | 0    | 0    |
| 05:00-06:00  | 5    | 2    |
| 06:00-07:00  | 18   | 3    |
| 07:00-08:00  | 103  | 67   |
| 08:00-09:00  | 180  | 141  |
| 09:00-10:00  | 268  | 219  |
| 10:00-11:00  | 365  | 317  |
| 11:00-12:00  | 351  | 350  |
| 12:00-13:00  | 363  | 349  |
| 13:00-14:00  | 318  | 328  |
| 14:00-15:00  | 327  | 328  |
| 15:00-16:00  | 291  | 320  |
| 16:00-17:00  | 235  | 259  |
| 17:00-18:00  | 180  | 198  |
| 18:00-19:00  | 125  | 164  |
| 19:00-20:00  | 66   | 99   |
| 20:00-21:00  | 6    | 18   |
| 21:00-22:00  | 4    | 5    |
| 22:00-23:00  | 0    | 0    |
| 23:00-24:00  | 0    | 0    |
| Daily        | 3206 | 3171 |

TRICS

| Proposed Lidl |      |
|---------------|------|
| IN            | OUT  |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 0             | 0    |
| 8             | 1    |
| 47            | 32   |
| 70            | 60   |
| 98            | 79   |
| 112           | 105  |
| 116           | 116  |
| 110           | 118  |
| 116           | 110  |
| 112           | 116  |
| 98            | 106  |
| 85            | 93   |
| 53            | 76   |
| 29            | 35   |
| 16            | 23   |
| 1             | 2    |
| 0             | 0    |
| 0             | 0    |
| 1071          | 1072 |

| Combined |      |
|----------|------|
| IN       | OUT  |
| 0        | 0    |
| 0        | 3    |
| 1        | 1    |
| 0        | 0    |
| 0        | 0    |
| 5        | 2    |
| 18       | 3    |
| 111      | 68   |
| 227      | 173  |
| 338      | 279  |
| 463      | 396  |
| 463      | 455  |
| 479      | 465  |
| 428      | 446  |
| 443      | 438  |
| 403      | 436  |
| 333      | 365  |
| 265      | 291  |
| 178      | 240  |
| 95       | 134  |
| 22       | 41   |
| 5        | 7    |
| 0        | 0    |
| 0        | 0    |
| 4277     | 4243 |

| Net Change % |         |
|--------------|---------|
| IN           | OUT     |
| 0%           | 0%      |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | 0%      |
| 0%           | 0%      |
| #DIV/0!      | #DIV/0! |
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| 0%           | 0%      |
| 8%           | 1%      |
| 26%          | 23%     |
| 26%          | 27%     |
| 27%          | 25%     |
| 32%          | 30%     |
| 32%          | 33%     |
| 35%          | 36%     |
| 35%          | 34%     |
| 38%          | 36%     |
| 42%          | 41%     |
| 47%          | 47%     |
| 42%          | 46%     |
| 44%          | 35%     |
| 267%         | 128%    |
| 25%          | 40%     |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | #DIV/0! |
| 33%          | 34%     |

| B&Q Cross visitation |     |     |
|----------------------|-----|-----|
| Period               | IN  | OUT |
| 00:00-01:00          | 0   | 0   |
| 01:00-02:00          | 0   | 0   |
| 02:00-03:00          | 0   | 0   |
| 03:00-04:00          | 0   | 0   |
| 04:00-05:00          | 0   | 0   |
| 05:00-06:00          | 0   | 0   |
| 06:00-07:00          | 0   | 0   |
| 07:00-08:00          | 1   | 0   |
| 08:00-09:00          | 5   | 3   |
| 09:00-10:00          | 7   | 6   |
| 10:00-11:00          | 10  | 8   |
| 11:00-12:00          | 11  | 11  |
| 12:00-13:00          | 12  | 12  |
| 13:00-14:00          | 11  | 12  |
| 14:00-15:00          | 12  | 11  |
| 15:00-16:00          | 11  | 12  |
| 16:00-17:00          | 10  | 11  |
| 17:00-18:00          | 9   | 9   |
| 18:00-19:00          | 5   | 8   |
| 19:00-20:00          | 3   | 4   |
| 20:00-21:00          | 2   | 2   |
| 21:00-22:00          | 0   | 0   |
| 22:00-23:00          | 0   | 0   |
| 23:00-24:00          | 0   | 0   |
| Daily                | 109 | 109 |

| Proposed Lidl |     |
|---------------|-----|
| IN            | OUT |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 7             | 1   |
| 42            | 29  |
| 63            | 54  |
| 88            | 71  |
| 101           | 94  |
| 104           | 104 |
| 99            | 106 |
| 104           | 99  |
| 101           | 104 |
| 88            | 95  |
| 76            | 84  |
| 48            | 68  |
| 26            | 31  |
| 14            | 21  |
| 1             | 2   |
| 0             | 0   |
| 0             | 0   |
| 962           | 963 |

| Net Change % |         |
|--------------|---------|
| IN           | OUT     |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | 0%      |
| 0%           | 0%      |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | #DIV/0! |
| 0%           | 0%      |
| 0%           | 0%      |
| 7%           | 1%      |
| 23%          | 21%     |
| 24%          | 25%     |
| 24%          | 22%     |
| 29%          | 27%     |
| 25%          | 30%     |
| 31%          | 32%     |
| 32%          | 30%     |
| 35%          | 33%     |
| 37%          | 37%     |
| 42%          | 42%     |
| 38%          | 41%     |
| 39%          | 31%     |
| 233%         | 117%    |
| 25%          | 40%     |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | #DIV/0! |
| 30%          | 30%     |

SUNDAY

ATC

| Existing B&Q |      |      |
|--------------|------|------|
| Period       | IN   | OUT  |
| 00:00-01:00  | 1    | 1    |
| 01:00-02:00  | 0    | 0    |
| 02:00-03:00  | 0    | 0    |
| 03:00-04:00  | 0    | 0    |
| 04:00-05:00  | 0    | 0    |
| 05:00-06:00  | 3    | 0    |
| 06:00-07:00  | 4    | 1    |
| 07:00-08:00  | 21   | 6    |
| 08:00-09:00  | 12   | 4    |
| 09:00-10:00  | 122  | 23   |
| 10:00-11:00  | 432  | 378  |
| 11:00-12:00  | 312  | 358  |
| 12:00-13:00  | 314  | 308  |
| 13:00-14:00  | 217  | 245  |
| 14:00-15:00  | 202  | 204  |
| 15:00-16:00  | 120  | 186  |
| 16:00-17:00  | 11   | 38   |
| 17:00-18:00  | 4    | 19   |
| 18:00-19:00  | 2    | 2    |
| 19:00-20:00  | 4    | 3    |
| 20:00-21:00  | 0    | 1    |
| 21:00-22:00  | 0    | 0    |
| 22:00-23:00  | 0    | 0    |
| 23:00-24:00  | 0    | 0    |
| Daily        | 1781 | 1777 |

TRICS

| Proposed Lidl |     |
|---------------|-----|
| IN            | OUT |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 2             | 1   |
| 5             | 3   |
| 60            | 24  |
| 153           | 119 |
| 133           | 144 |
| 133           | 132 |
| 123           | 132 |
| 111           | 120 |
| 73            | 104 |
| 3             | 14  |
| 2             | 4   |
| 1             | 3   |
| 1             | 1   |
| 0             | 0   |
| 0             | 0   |
| 0             | 0   |
| 803           | 802 |

| Combined |      |
|----------|------|
| IN       | OUT  |
| 1        | 1    |
| 0        | 0    |
| 0        | 0    |
| 0        | 0    |
| 0        | 0    |
| 3        | 0    |
| 4        | 1    |
| 24       | 7    |
| 14       | 5    |
| 127      | 26   |
| 492      | 402  |
| 465      | 477  |
| 447      | 452  |
| 350      | 377  |
| 325      | 336  |
| 231      | 306  |
| 84       | 142  |
| 7        | 33   |
| 4        | 6    |
| 5        | 6    |
| 1        | 2    |
| 0        | 0    |
| 0        | 0    |
| 0        | 0    |
| 2584     | 2579 |

| Net Change % |         |
|--------------|---------|
| IN           | OUT     |
| 0%           | 0%      |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | #DIV/0! |
| 0%           | 0%      |
| 0%           | 0%      |
| 0%           | 0%      |
| 14%          | 17%     |
| 17%          | 25%     |
| 4%           | 13%     |
| 14%          | 6%      |
| 49%          | 33%     |
| 42%          | 47%     |
| 61%          | 54%     |
| 61%          | 65%     |
| 93%          | 65%     |
| 664%         | 274%    |
| 75%          | 74%     |
| 100%         | 200%    |
| 25%          | 100%    |
| #DIV/0!      | 100%    |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | #DIV/0! |
| #DIV/0!      | #DIV/0! |
| 45%          | 45%     |

| B&Q Cross visitation |    |     |
|----------------------|----|-----|
| Period               | IN | OUT |
| 00:00-01:00          | 0  | 0   |
| 01:00-02:00          | 0  | 0   |
| 02:00-03:00          | 0  | 0   |
| 03:00-04:00          | 0  | 0   |
| 04:00-05:00          | 0  | 0   |
| 05:00-06:00          | 0  | 0   |
| 06:00-07:00          | 0  | 0   |
| 07:00-08:00          | 0  | 0   |
| 08:00-09:00          | 0  | 0   |
| 09:00-10:00          | 1  | 0   |
| 10:00-11:00          | 6  | 2   |
| 11:00-12:00          | 15 | 12  |
| 12:00-13:00          | 13 | 14  |
| 13:00-14:00          | 13 | 13  |
| 14:00-15:00          | 12 | 13  |
| 15:00-16:00          | 11 | 12  |
| 16:00-17:00          | 7  | 10  |
| 17:00-18:00          | 0  | 1   |
| 18:00-19:00          | 0  | 0   |
| 19:00-20:00          | 0  | 0   |
| 20:00-21:00          | 0  | 0   |
| 21:00-22:00          | 0  | 0   |
| 22:00-23:00          | 0  | 0   |
| 23:00-24:00          | 0  | 0   |
| Daily                | 78 | 77  |