

# Ryden



**Industrial and Business Land Review**

**April 2018**

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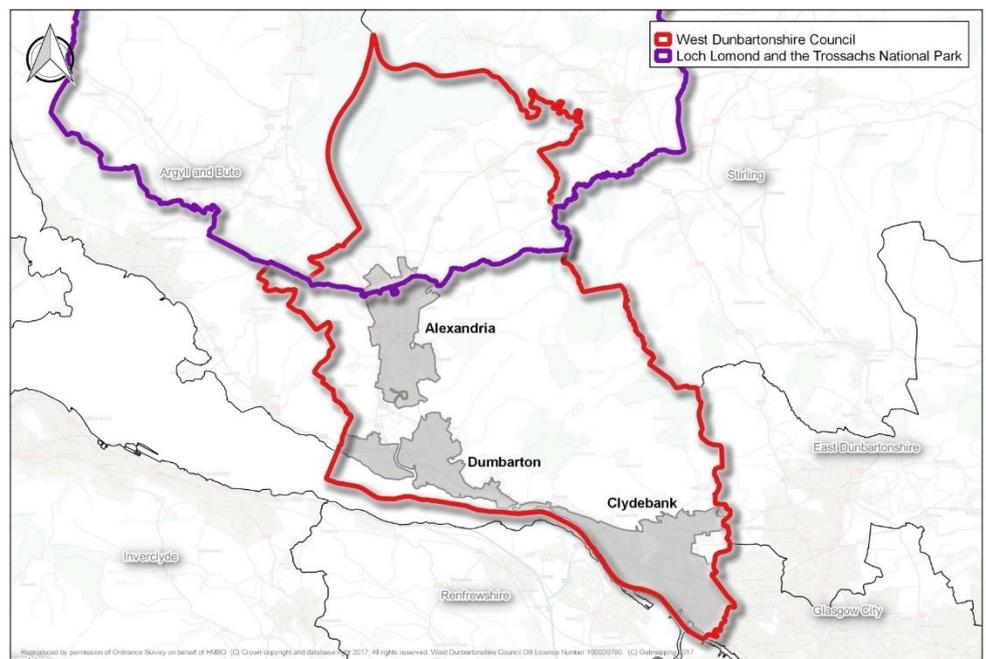
## Executive Summary

1. Ryden was appointed by West Dunbartonshire Council to undertake a review of industrial and business land and property within the local authority. This review will inform the emerging West Dunbartonshire Local Development Plan 2 (LDP2).
2. West Dunbartonshire's industrial and business stock is predominately industrial, with Clydebank and Dumbarton key locations. In general, industrial units tend to be small (below 500 sq.m.). This stock is ageing, particularly in Dumbarton, which is a potential indicator of obsolescence. However, The vacancy rate is low and below the average for the wider Glasgow city-region. The majority of office stock is located within Clydebank, where there has been a number of modern developments undertaken by the public sector.
3. Demand for both industrial and office property within West Dunbartonshire has strongly focused on smaller properties. There are a number of business centres within Clydebank and Dumbarton, providing small office suites with rental levels depending on the scope of services provided to occupiers. The average rental for industrial properties within West Dunbartonshire is around £55 per sq.m. Modern industrial property is attracting higher rents, at around £70 per sq.m. although with higher void periods.
4. There has been a number of large companies investing in West Dunbartonshire recently and the area remains attractive to local occupiers. Responses to a survey of local businesses indicated that there are a number of occupiers keen to secure new premises, primarily in Clydebank.
5. There is currently around **11 year's supply** of marketable land within West Dunbartonshire. Recent large developments within the local authority area has resulted in a reduction of supply. There is an additional 18 years supply of non-marketable land which with investment may be able to replenish the marketable supply.
6. Based on the research in this report, the following employment land priorities for West Dunbartonshire have been identified for consideration:
  - Maintaining and promoting the allocated, marketable employment land supply;
  - Continuing to work with potential occupiers, developers and funding sources to deliver development on marketable sites;
  - Closely monitor the years' supply of employment land to ensure large ad-hoc projects do not reduce this below target level to sustain the range and choice of site;
  - Planning for future employment land needs using the proven take-up rate of 2.76 per annum. This would suggest:
    - 13.8 ha over 5 years
    - 27.6 ha over 10 years
    - 55.2 ha over 20 years
  - Meeting projected potential future demand through identifying and promoting suitable sites. Two major sources of this future supply are 1) **new locations** not yet identified or sitting within the non-marketable employment land supply and 2) **recycling of existing**, ageing industrial and business property.

## 1.0 Introduction

- 1.1 West Dunbartonshire Council appointed Ryden to undertake a review of industrial and business land and property across the West Dunbartonshire area.
- 1.2 The study covers the West Dunbartonshire Council area incorporating the main settlements of Clydebank, Dumbarton and Alexandria (Figure 1), and including part of Loch Lomond & The Trossachs National Park. The area extends to around 159 sq. km and is the third smallest local authority area in Scotland. The population of 90,340 at 2012 represents 1.7% of the total Scottish population and 0.14% of the UK population.

**Figure 1: Study Area**



Source: West Dunbartonshire Council

## Background

- 1.3 Economic growth and employability is a key priority for West Dunbartonshire Council. Supported by the Economic Development Strategy 2015 - 2020 and the Council's Infrastructure Investment Plan, the West Dunbartonshire Local Development Plan (Proposed Plan) 2016 identifies key regeneration sites, business and industrial opportunity sites as well as safeguarded sites to

ensure a generous and varied supply of land and business development across the Council area.

- 1.4 West Dunbartonshire Council is currently preparing a new Local Development Plan (LDP2). Consultation on the Main Issues Report (MIR) closed on 22 September 2017, with the next stage preparation of the Proposed Plan. Demand for business and industrial property/land and pressure for change of use is a focus within the 'Strengthening our Economy' section. This proposes, as the preferred option, a comprehensive review of business and industrial land supply to determine if consideration should be given to new allocations or to re-allocations and will be informed by this review.
- 1.5 The aim of the study is to determine if the existing supply of business and industrial land and property is likely to meet the requirements of modern occupiers and therefore attract investment to support economic development and growth.
- 1.6 The study's objectives are to:
  - Understand the supply of existing business and industrial property within West Dunbartonshire;
  - Assess the available business and industrial land supply in terms of size, location and attractiveness to the market;
  - Determine the likely projected demand for business/industrial uses over the next five to twenty years;
  - Provide recommendations on currently allocated business and industrial land and identify potential new site (s)
  - Provide analysis of existing business and industrial property within West Dunbartonshire
  - Undertake an assessment of available business and industrial land, in terms of size, location and attractiveness to the market.
- 1.7 The diverse geographic area and property sectors across West Dunbartonshire require mixed-mode research. This project therefore blends both qualitative and quantitative work. It has involved the collation and analysis of property market data for the study sub-area, supported by a number of consultations, and aided by market intelligence from Ryden.
- 1.8 The remainder of this report sets out:

- The strategic context for the study (Section 2)
- Property market analysis (Section 3)
- Demand assessment (Section 4)
- Business and industrial land assessment (Section 5)
- Summary and conclusions (Section 6)

1.9 Appended to the report are a survey pro forma used with West Dunbartonshire property occupiers (Appendix A) and the assessment matrix used for site scoring in Section 5 (Appendix B).

## 2.0 Strategic Context

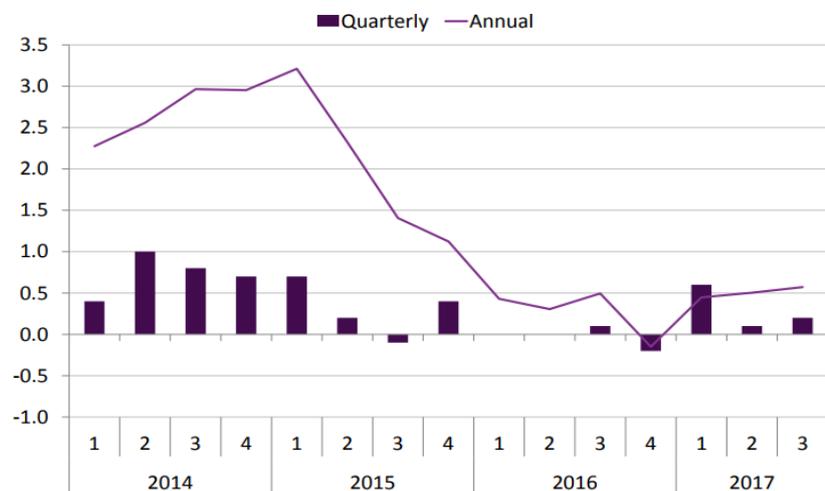
### Introduction

2.1 This section of the report provides a strategic context for the West Dunbartonshire employment land and property study. It considers economic trends, economic strategies and planning policy.

### Scottish Economy

2.2 During the third quarter of 2017 Scotland's economy grew by 0.2% (Figure 2), following growth of 0.1% in the second quarter of the year. The services sector grew by 0.2% and the production sector grew by 1.2%, however the construction sector fell by 2.9%. On an annual basis the Scottish economy grew by 0.6%, lower than growth of 1.7% for the UK.

**Figure 2: Scottish GDP, quarter-on-quarter percentage change**



Source: Scottish Government

2.3 The Scottish unemployment rate for the three months September 2017 to November 2017 decreased by 1,000 over the quarter to stand at 112,000, equivalent to 4% and lower than the 4.3% recorded for the UK as a whole. Notable new job creations include activity in the contact centre, pharmaceutical, professional services and technology sectors. Notable job losses are recorded in financial services, engineering and the oil industry.

- 2.4 The Consensus Forecast for UK Economic Growth published by HM Treasury in January 2018 anticipates 1.7% growth across the UK economy for 2017, dipping to 1.4% in 2018.
- 2.5 Fraser of Allander Institute's central forecast for the Scottish economy, published in December 2017, is for growth of 1.2% in 2018 followed by continuing gradual improvement to 1.4% expansion in 2019 and 2020.
- 2.6 According to the EY Scottish Item Club Forecast for 2018 economic growth in Scotland is 'picking up pace', it predicts GDP growth of 0.8% for Scotland in 2017, which is double previous predictions, and 2018 is expected to match UK-wide growth at 1.4%. The report suggests growth will be driven by private services, and the cities of Glasgow and Edinburgh will continue to power economic growth.
- 2.7 As a forward indicator of economic demand and growth, the most recent Bank of Scotland's Purchasing Manager Index for December 2017<sup>1</sup> showed the first reduction in Scottish private sector business activity for 13 months with a fall from 50.2 in November to sit at 49.4 in December (a score of 50 would suggest an economy which is neither growing nor contracting). These Scottish figures are lower than the 52-60 currently being recorded by similar PMI surveys of the UK as a whole.
- 2.8 In terms of inward investment demand, EY's Attractiveness Survey (May 2017) reports that Scotland secured a record-breaking 122 FDI (foreign direct investment) projects during 2016. Total job creation declined between 2015 and 2016 as the average project size reduced from 45 jobs in 2015 to 24 in 2016 due to fewer very large investments. The US was the largest source of FDI in 2016, accounting for 35% of projects secured. Glasgow attracted some of the largest projects into Scotland from investors including AXA (financial services), Cigna (healthcare), Get Taxi UK (software), Cloudwick Technologies (software) and Farmflo (software). Cost and availability of real estate is investors' fifth most important criteria when selecting a location.

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<sup>1</sup> Published in January 2018

## Regional Economy

- 2.9 Looking to the long term, the strategic development plan for the Glasgow city region <sup>2</sup> Clydeplan offers a guide to sectors with growth potential:-
- Between 2013 and 2023, employment is forecast to increase by 32,000 jobs.
  - Business services (defined as professional services plus administration and support activities) will continue to dominate.
  - Growth will also be seen in the construction, arts, entertainment, recreation, accommodation and food services sectors.
- 2.10 West Dunbartonshire Council's Economic Development Strategy 2015-20 provides a vision and action plan to grow and support West Dunbartonshire's economy. The four key strategic drivers behind this strategy are identified as; *stimulating economic growth and strengthening the business base, improving the skills of our people and supporting them into work, creating a place where people choose to live work and invest and building stronger partnerships and new approaches to delivery*. Specific priorities which will drive the business land and property markets are:
- 2.10.1 Enabling the delivery of major regeneration sites: town centres and waterfronts in Clydebank and Dumbarton; Esso, Bowling; Lomondgate and the Vale of Leven Industrial Estate; Alexandria town centre; Bowling Basin and Harbour and Carless. This includes seeking external funding to assist with project delivery.
- 2.10.2 Continuing to invest to create the right mix of modern business infrastructure including improvements and development at Vale of Leven Industrial Estate and supporting delivery at Lomondgate Business Park, and new management and partnership models with owners for existing business locations not in Council ownership.

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<sup>2</sup> Clydeplan Background Report 3 - Economic Outlook and Scenarios for the Glasgow and Clyde Valley city region 2013 – 2038

### Scottish Property Market

- 2.11 The slow economic growth described above is forecast to continue into the medium term, with impacts upon demand for and new supply of property across Scotland.
- 2.12 Speculative office development is currently limited to city centre offices and prime business locations such as Hillington. In many locations, for example Glasgow city centre, there is a stronger focus upon refurbishment of existing premises than development of new. There are no indications that the risk-averse approach to funding new office development will abate any time soon. The wider regional market for business park accommodation has weakened since the peak of that sector in the 1990s and early 2000s, with a clear renewed focus on city centre business districts.
- 2.13 Despite weak economic growth, the industrial property market is performing well. In the West of Scotland, the overall vacancy rate is now under 7% on a stock of 8.6 million sq.m., which equates to c. 2.5 years' supply based upon current activity. This availability includes a wide geographical area with some poorer areas and obsolete properties; consequently the supply of good quality properties in sought-after locations is extremely limited.
- 2.14 This lack of availability in prime areas is benefiting secondary and even tertiary areas by diverting unsatisfied demand. Rental growth is emerging in some secondary areas, but is still lower than in prime industrial locations.
- 2.15 To the west of Glasgow, a number of industrial estates have little or no available supply, with strong demand from local occupiers. This is evident in Clydebank at Clydebank Industrial Estate and at New Albion Trading Estate, on the outskirts of the West Dunbartonshire Council area. Even those industrial estates with little road frontage are letting well such as in Anniesland, where the loss of industrial properties to alternative uses has constricted supply even further. Ongoing lack of development and a market-wide challenge with ageing industrial stock should continue to result in a very tight market for industrial premises.

### National and Regional Strategy

- 2.16 **Scotland's Economic Strategy (Scottish Government, 2015 update)** has two mutually supportive goals: increasing competitiveness and tackling

inequality. The strategy has four priorities to support sustainable economic growth, one of which is investing in people and infrastructure.

- 2.17 **Scottish Enterprise's 2015-2018 Business Plan:** Building Scotland's International Competitiveness reflects the contribution that SE will make to the national economic strategy by helping to deliver long term, inclusive growth. Four drivers of growth are identified: internationalisation, innovation, inclusive growth, and investment. Investment will include building business infrastructure, both physical and digital.

#### Planning Policy

- 2.18 National planning policy is set out within National Planning Framework (NPF 3) and Scottish Planning Policy (SPP). These support the Scottish Government's national long-term strategy to "*create a more successful country, with opportunities for all of Scotland to flourish, through increasing sustainable economic growth*".
- 2.19 NPF 3 published June 2014, sets out the spatial strategy for Scotland with the vision to deliver:
- A successful, sustainable place;
  - A low carbon place;
  - A natural, resilient place;
  - A connected place.
- 2.20 NP3 identifies Scotland's seven city-regions as key drivers of economic change. West Dunbartonshire falls within the Glasgow and Clyde Valley region which is Scotland's biggest economic region. The relationship between Glasgow and its surrounding communities is crucial and considerable progress is being made in transforming many of the towns across the region. There is an emphasis on the importance of infrastructure in terms of place competitiveness as well as a focus on the relationship between economic development and the regeneration of deprived communities.
- 2.21 The related planning policies set out in Scottish Planning Policy (SPP), published June 2014, support NPF3's vision for Scotland, in terms of business space development, and encourage "economic growth and regeneration". Such development should be promoted on a range of sites to

provide flexibility to accommodate a variety of economic opportunities, particularly within the key sectors identified, including :

- Energy;
- Life sciences;
- Universities and the creative industries;
- Tourism and the food and drink sector; and
- Financial and business services.

2.22 This focus on economic growth and regeneration is continued at a regional level through The Glasgow and Clyde Valley City Deal (2014) and the Clydeplan Strategic Development Plan (July 2017). City Deal, along with employment schemes, aims at reducing unemployment across the city region and has established a £1.13 billion infrastructure fund. This fund will support a number of key projects including the Esso site development in West Dunbartonshire as part of the Clyde Waterfront Strategic Priority.

2.23 Economic activity is also supported through the Clydeplan Strategic Development Plan (SDP) which sets out a vision and spatial development strategy until 2036. The policy context for SDPs is set out in NPF3 and SPP and is based around the four planning outcomes contained in NPF3, mentioned above. The SDP recognises the close relationship between economic activity and population change with a strong growing economy providing the basis for attracting and retaining population. The plan supports key economic sectors, the creation of high value jobs and the Strategic Economic Investment Locations (SEILs), investment in the Strategic Freight Transport Hubs, delivery of the Glasgow and Clyde Valley City Deal and investment in digital infrastructure.

2.24 Policy 6 of Clydeplan continues to support Lomondgate and Clydebank Riverside as SEILs and directs local authorities to identify locations/circumstances when other uses commensurate to the scale of the SEILs non-dominant role and function will be supported.

2.25 The Lomondgate SEIL includes the BBC's Dumbarton studios, the Lomondgate Business Park (proposed) and roadside services area, Aggreko and the Vale of Leven Industrial Estate. This SEIL is considered to offer investment opportunities for the key sectors of business and financial services, creative and digital industries and tourism.

- 2.26 The Clydebank Riverside SEIL encompasses the entire waterfront from Rothesay Dock in the east to Carless in the west. This SEIL is considered to offer investment opportunities for the business and financial services and life science sectors.
- 2.27 The SEILS themselves represent 56.64% of the total marketable land in the city region. The take up in the SEILs in 2013/14 is 28.03 ha which represents 53.92% of the total take up in 2013/14 in the city region. These figures reflect the importance of the SEILs to delivering both the Spatial Development Strategy and the Scottish Government Economic Strategy in the city region.
- 2.28 The SDP provides the context for the West Dunbartonshire local development plans which reflect the national planning strategy set out by the Scottish Government at a local level. There are currently two local development plans covering the West Dunbartonshire Planning Authority area; the West Dunbartonshire Local Plan (2010) and the West Dunbartonshire Local Development Plan (LDP) (Proposed Plan 2016). The current adopted plan, West Dunbartonshire Local Plan (March 2010) is in the process of being replaced by West Dunbartonshire Local Development Plan 2.
- 2.29 The Main Issues Report (MIR), early in the preparation of the emerging West Dunbartonshire LDP2, was published in April 2017. Within the MIR, *Main Issue 15: Business and Industrial Land Supply* considers the safeguarding of business and industrial areas within West Dunbartonshire. This issue highlights no major industrial/business development has been undertaken on safeguarded sites since the preparation of the previous plan. In order to determine the approach to be taken in LDP2, the MIR proposes that a comprehensive review of safeguarded business and industrial sites and opportunity sites is undertaken and this will be supported by this report by Ryden.

#### Key findings

- 2.30 This cascade of policy and strategy sets an important context and direction for the West Dunbartonshire employment property markets. At a national level, there is a clear focus on business infrastructure as a key driver of sustainable growth and regeneration. Planning policy at all levels

emphasises the need to provide suitable opportunities for economic growth and regeneration across a range of sectors.

- 2.31 The theme of infrastructure investment is continued at a regional level to generate employment and create high value jobs which can attract and retain population. At a local level, sites are identified which can support the Scottish Government's long term strategy of '*increasing sustainable economic growth*'. Within West Dunbartonshire's economic strategy, clear signals are provided to the market about which locations are being invested in and planned for investment.

### **3.0 Property Market Analysis**

3.1 This section analyses the supply of and demand for business and industrial property within West Dunbartonshire. It utilises a wide range of market data and intelligence held by Ryden and third parties (all sources are identified).

3.2 The markets analysed are office property and industrial property. For each market sector the analysis considers:

- total stock, including occupied and vacant premises;
- supply of property, in terms of size, occupancy levels, values;
- historic take-up (sales and lettings 2013 – 2017 );
- demand and supply conditions;
- any ongoing or proposed new development.

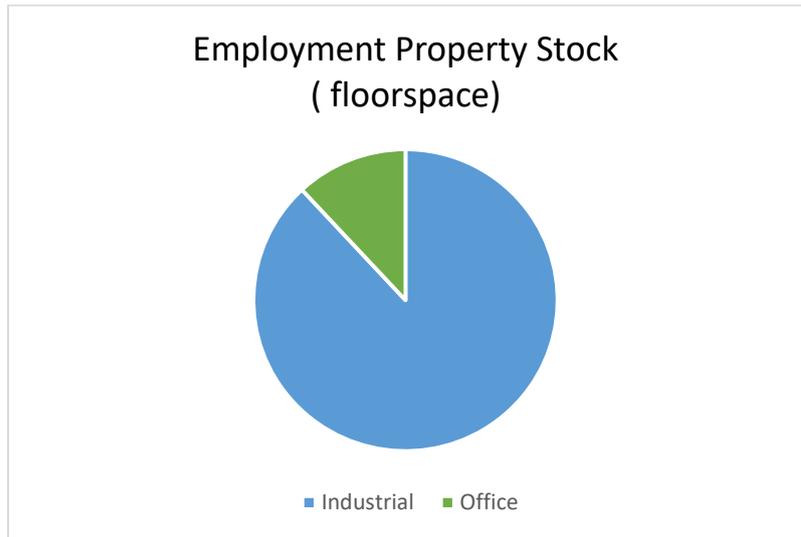
#### All Employment Property (stock)

3.3 The stock of all occupied and vacant business and industrial premises in West Dunbartonshire has been analysed for this report. The aim is to understand important market statistics such as occupancy and vacancy rates, distribution of premises by type and location, and the age of the buildings as a guide to obsolescence (and as one indicator of the requirement for future investment).

3.4 West Dunbartonshire's total stock of business and industrial (employment) property is 777,856 sq.m. (approximately 8.4 million sq. ft.) across 523 properties. This indicates an average size of 1,487 sq.m. (16,000 sq. ft.), which is comparatively large but will be skewed by a few very large industrial buildings. Figure 3 indicates the share of floorspace by employment property sector and this clearly demonstrates that employment stock in West Dunbartonshire is predominately industrial.

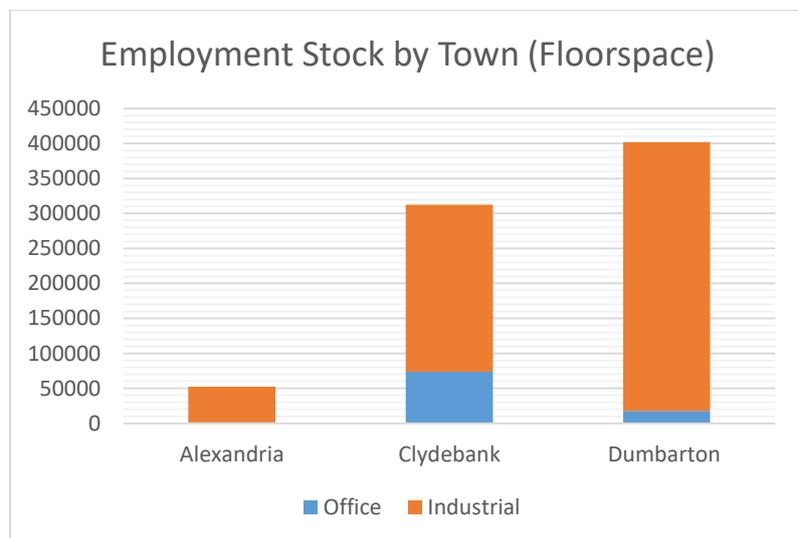
3.5 Employment floorspace by town is shown on Figure 4. Office property is generally located within Clydebank, with some in Dumbarton and very little in Alexandria. All of the three main towns contain industrial property stock, however there is a strong market hierarchy with the majority of the floorspace found within Dumbarton, followed by Clydebank and then Alexandria.

**Figure 3: West Dunbartonshire Employment Stock by Floorspace**



Source: West Dunbartonshire Council & CoStar

**Figure 4: West Dunbartonshire Employment Stock by Town**



Source: West Dunbartonshire Council & CoStar

3.6 Within this stock of employment floorspace, the main employment locations within West Dunbartonshire are summarised below:

3.6.1 **Lomond Industrial Estate, Alexandria** includes a number of



properties owned and managed by West Dunbartonshire Council. It consists of around 45 single storey industrial properties providing around 18,350 sq.m. of floorspace. There are a variety of uses including storage, recycling, car repairs, factory showrooms and a distillery. The estate is well let with only few vacancies. It includes Lomond Trade Centre which is a single storey block sub-divided into 18 units around 30 years ago.

3.6.2 **Broadmeadow Industrial Estate, Dumbarton** comprises of

around 136,500 sq.m. of industrial floorspace within 83 properties. The average property size is around 1,600 sq.m. Occupiers include a range of local businesses. West Dunbartonshire Council own the majority of properties including a number of single storey units, some with small secure yards. Included within the estate is Broadmeadow Trade Park which is privately owned and occupied by a number of trade counter operators.



3.6.3 **Vale of Leven Industrial Estate, Dumbarton** provides around



18,500 sq.m. of predominately industrial floorspace over 17 buildings. This includes Levenside Business Court, owned by West Dunbartonshire Council, which comprises of 13 units within a single storey industrial building. This was constructed by

WDC in 2015, with an average rent around £72 per sq. m. (£6.70 per sq. ft). There are a number of occupiers in the estate including Chivas Brothers, Diamond Power and a range of local businesses. There is currently around 17% of floorspace available to let.

3.6.4 **Clydebank Business Park** is located on part of the former Singer Sewing Machine factory site and was established as an enterprise zone in 1981 following the factory's closure. It now comprises around 93,000 sq.m. of



employment floorspace over 46 properties. It provides a mix of office and industrial space with occupiers covering a range of business sizes. These include Clydesdale Bank, Northern Marine, Radio Clyde, Ascensos and a range of local businesses. The average rent for an office property is circa £85 per sq.m. (£7.80 per sq. ft.) and £36 per sq.m. (£3.30 per sq.ft.) for industrial properties.

**3.6.5 Clydebank Industrial Estate** comprises of around 33,000



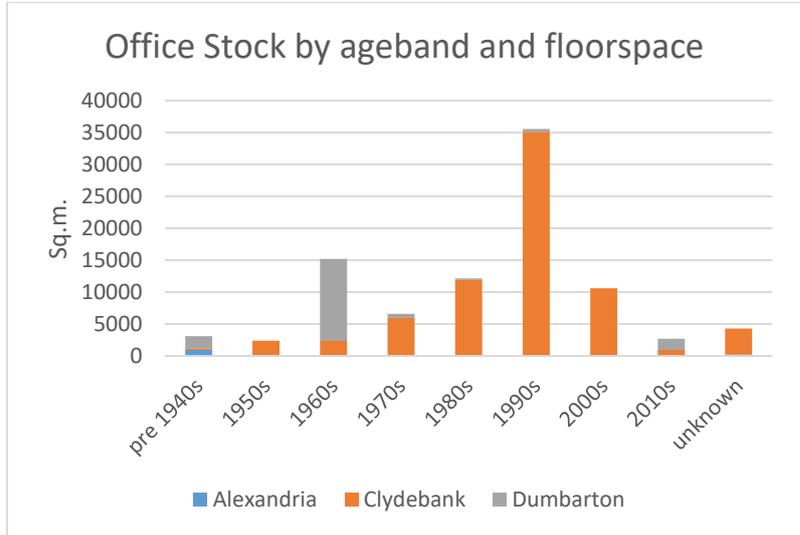
sq.m. of industrial and light industrial space on the banks of the River Clyde. There is currently no available space within the estate which is occupied by a variety of local

occupiers. Average rents are currently around £43 per sq.m. (£4.00 per sq.ft.).

#### Office Property:

- 3.7 Office stock in West Dunbartonshire according to Costar totals 92,820 sq.m. of floorspace over 63 properties. The majority of this office floorspace is located in Clydebank (80%), with a significantly lower percentage in Dumbarton (19%) and only 1% in Alexandria (as was indicated on Figure 4).
- 3.8 In terms of age, as Figure 5 demonstrates, the majority of Clydebank's stock was developed in the 1990s, with a number of developments at Clydebank Business Park. Dumbarton's office stock is generally older, with the majority constructed in the 1960s. The most recent development is the construction of new Council offices on the site of the former Dumbarton Academy, behind a listed façade, due to complete in 2018.
- 3.9 Modern office development was undertaken in Clydebank by Clydebank Re-built, the urban regeneration company set up in 2002 following the closure of John Brown's shipyard. This included the Titan Business Centre at Queen's Quay and the neighbouring Aurora House, now occupied by West Dunbartonshire Council.

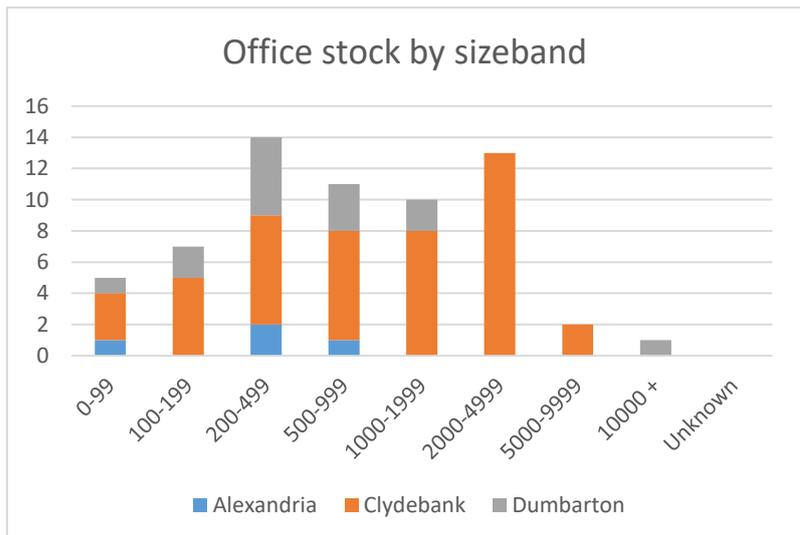
**Figure 5: West Dunbartonshire Office Stock Age**



Source: CoStar/Ryden

3.10 The breakdown of West Dunbartonshire's office stock by sizeband is shown in Figure 6. The majority of office suites are below 500 sq.m. although there is also a wide spread of larger office space.

**Figure 6: Office Stock (number of units) by Size**



Source: CoStar/Ryden

Office Property: Supply

- 3.11 There is currently just over 8,290 sq.m. of office space available to let within West Dunbartonshire (based on information from CoStar) as detailed in Table 1 below. Based on this, this suggests around 8% of stock in Alexandria and Clydebank is available and 9% in Clydebank. In relation to the above analysis, this is stock which is available for occupation either through lease or sale. There may also be other offices available on a less formal basis through business-to-business arrangements or perhaps via sub-letting.
- 3.12 The average available property currently on the market is 50 years old and 550 sq.m. in size. Available space ranges from small office suites (up to 200 sq.m.), medium sized floorplates and entire buildings. The majority of available space is located within Clydebank Business Park.
- 3.13 There are a number of business centres providing small office suites within West Dunbartonshire. These include:
- Titan Enterprise Centre at Queen's Quay in Clydebank, managed by Clydebank Property on behalf of West Dunbartonshire Council. Titan is a modern business centre aimed at start-up and young businesses, providing a range of office suites from 25 to 105 sq.m. Services provided including meeting rooms and communal spaces. It is understood that the Enterprise Centre is now around 80% occupied, having secured a number of new tenants recently.
  - Strathleven House located within Vale of Leven Industrial Estate in Dumbarton is an 18<sup>th</sup> century A Listed building now operating as a serviced office and business centre. Offices range from 6.5 sq.m. to 58 sq.m. Occupiers benefit from reception services, free Wi-Fi, and meeting rooms. Conference facilities are also available. It is owned and managed by the Scottish Historic Buildings Trust (SHBT) with current occupancy at just under 80%.
  - Whitecrook Business Centre is located within Clydebank, adjacent to the town centre. This privately owned centre provides 28 unfurnished office suites in a range of sizes. There are currently three office suites available, the smallest at 22 sq.m. with a rental around £80 per sq.m., (£7 per sq.ft), a 40 sq.m. suite renting at around £73 per sq.m. (£6.75 per sq.ft) and the largest being 118 sq.m. with a rental of £67 per sq.m. (£6 per sq.ft.). A service charge is payable on top of this rental.

- West Dunbartonshire Council owns three business/enterprise centres, two within converted school premises and provide a mix of office/light industrial workshops. Leven Valley Enterprise Centre in Dumbarton currently has two office spaces available. Clyde Street Business Centre in Clydebank has six spaces available. Lease are available on an Internal Repair Only (IRO) basis. Quoting rents for Clyde Street are between £61.50 and £83 per sq.m. (£5.70 - £7.70 per sq.ft.). The third, Lomond Trade Centre, in Alexandria comprises one large single storey building divided in 18 units. There is currently one unit available for rent

**Table 1: Offices currently on the market in West Dunbartonshire (as at January 2018)**

Building Address	Town	Size (sq.m.)	Year Built/ Refurbished	Details
Arcadia Business Centre, 1 Miller Ln	Clydebank	78	1973	Office suite available for lease within business centre
Tasman House, Mariner Ct, Clydebank Business Park	Clydebank	200	1990	First floor office suite available for lease, quoting rent £108 per sq.m. (£10.00 per sq.ft.)
Titan Business Centre, Aurora Ave	Clydebank	215	2007	Five spaces available for lease ranging from 25 sq.m. to 90 sq.m.
Clyde St Business Centre, 31 Clyde St	Clydebank	226	1967	Six offices spaces available for lease. Ranging in size from 18 sq.m. to 56 sq.m. Quoting rent from £61 - £82 per sq.m.(£5.70 - £7.65 per sq.ft.)
Erskine House, Clydebank Business Park, 1 North Ave	Clydebank	239	1983	Third floor office space available for lease, quoting rent is £65 per sq.m. (£6 per sq.ft.)
235 Dumbarton Rd	Clydebank	329	1966	Ground floor office suite available for lease, quoting rent £30 - £46 per sq.m.(£2.80-£4.20 per sq.ft.)
588 Glasgow Rd	Clydebank	352	1984	Ground floor office space within industrial unit.
Whitecrook Business Centre, 78-100 Whitecrook St	Clydebank	1441	1956	Three spaces ranging from 19 sq.m. to 708 sq.m. within a business centre.
Spectrum House, Clydebank Business Park, 1A North Ave	Clydebank	2812	1989	Vacant office building for sale. Office space available over three floors and capable of sub-division.
125 Bridge St	Alexandria	93	1875	Ground floor office suite available for lease, quoting rent £116 per sq.m.(£10.80 per sq.ft.)
14 Meadowbank St	Dumbarton	98	1965	Ground floor and first floor office suites within converted church building,

				quoting rent £112 per sq.m.(£10.40 per sq.ft.)
83-85 Glasgow Rd	Dumbarton	98	1910	Ground floor and first floor office suites available for sale/lease, quoting rent £81 per sq.m.(£7.60 per sq.ft.)
Strathleven House, Vale of Leven Industrial Estate	Dumbarton	104	1990	Five office suites available, ranging from 7 sq.m. to 40 sq.m
Leven Valley Enterprise Centre, 5 Castlehill Rd	Dumbarton	1220	1968	Two spaces available for lease, each ranging from 32 sq.m. to 610 sq.m.

3.14 Although office property accounts for less than 10% of total employment stock within West Dunbartonshire, there is a range of office space available. The small office market is catered for through the existing serviced and unserviced business centres. Larger, relatively modern office space is provided within Clydebank Business Park. Modern office developments have been undertaken within Clydebank by Clydebank Rebuilt and also by West Dunbartonshire Council to provide new headquarters in Dumbarton town centre.

#### Industrial Property: Stock

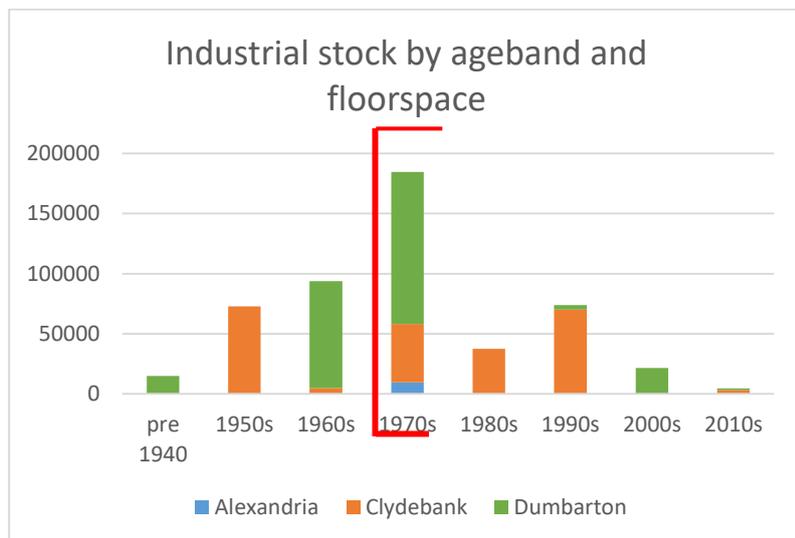
3.15 Industrial property stock in West Dunbartonshire has been collated using data from CoStar and West Dunbartonshire Council's property portfolio. Based on this information, there is a total industrial floorspace of circa 685,000 sq.m. over 460 properties.

3.16 The majority of this industrial floorspace is located in Dumbarton (56%) with 35% in Clydebank. However, Clydebank has just under half of all industrial properties (45%) and Dumbarton around one-third (34%) which suggests that properties in Dumbarton tend to be larger.

3.17 The age of the industrial stock is shown in Figure 7 below. This information has been taken from CoStar and shows that most of the industrial stock is ageing and over 40 years old, particularly in Dumbarton as the large green bars on Figure 9 show. The exact age of the Council's property portfolio is unknown but it is understood that it was mainly constructed in the 1970s and 1980s therefore the average vintage is likely to be comparable to the full market stock average shown on Figure 7.

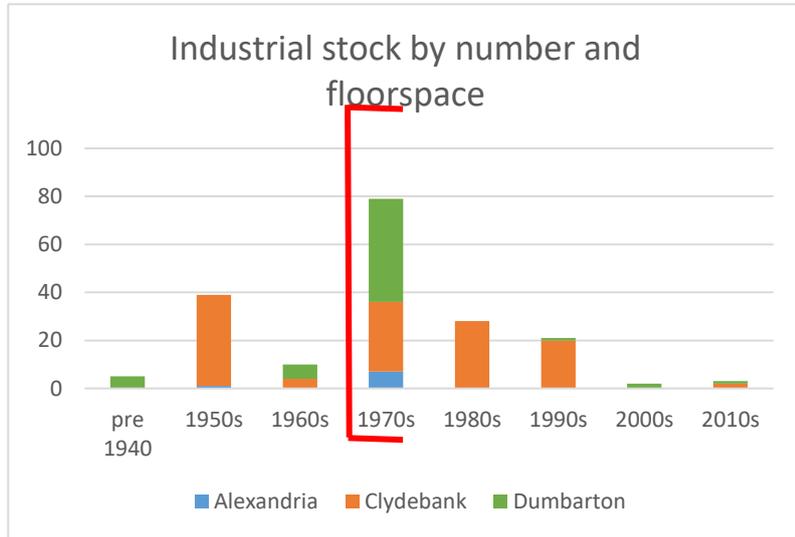
3.18 Stock by age band and town is shown on Figures 8 and 9 below. The age of industrial buildings is used here as a general proxy for obsolescence. Obsolescence embraces the physical lifespan of the building, and its functional suitability for industrial uses and environmental issues. In broad terms, industrial buildings can expect to survive between 35-40 years with general maintenance of their fabric and systems. Beyond 35-40 years, more substantial refurbishment is expected to be required in order to replace or upgrade roofs, cladding, doors and windows, and mechanical and electrical systems. Steel frames of industrial buildings may be expected to last longer, perhaps by c.20 years and therefore justifying some refurbishment or replacement of building components. The red line crossing Figures 7 and 8 gives a broad indication of how physical obsolescence and design life is expected to move through West Dunbartonshire's stock of industrial property. Another factor is older industrial estates often struggle to meet modern industrial requirements due to high densities providing inadequate parking and little space for large vehicles to turn. West Dunbartonshire's industrial property stock is older than Scotland's on average, indicating a more pressing requirement for renewal to combat potential obsolescence.

**Figure 7: Age of Industrial Stock by Floorspace**



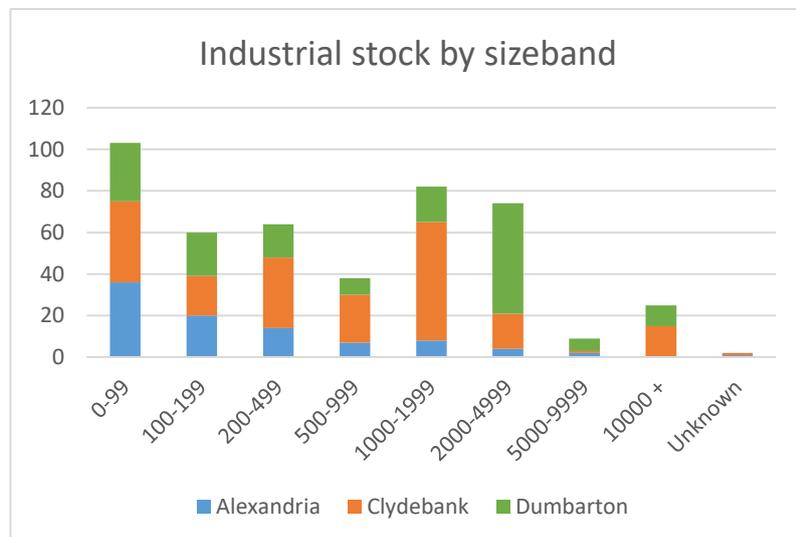
Source: CoStar/Ryden

**Figure 8: Age of Industrial Stock by Number**



Source: CoStar/Ryden

**Figure 9: Industrial Stock by Size**



Source: CoStar/Ryden

3.19 The majority of the industrial stock is small (below 500 sq.m.) and spread across the three major towns. Clydebank has a number of medium sized units with large units generally found within Dumbarton.

Industrial Property: Supply

3.20 There is around 29,600 sq.m. of industrial space across 19 properties currently being marketed within West Dunbartonshire, as detailed in Table 2. The average age of this available property is 30 years. However, it includes the modern industrial units developed by West Dunbartonshire Council at Vale of Level Industrial Estate. A total of 13 units were constructed in 2015, providing a total floorspace of circa 1,260 sq.m. As at February 2018, there is five units available for lease, ranging from 106 sq.m. to 142 sq. m., with asking rents from around £72 per sq.m. (£6.70 per sq.ft.). These units are considered suitable for light industrial and/or storage and distribution uses. There is no secure yard areas and parking is provided to the front of each unit.

**Table 2: Marketed Industrial Properties in West Dunbartonshire (as at February 2018)**

Address	Town	Size (sq.m.)	Year Built	Quoting Rent (per sq.m.)	Quoting Rent (per sq.ft)
North Ave, Clydebank Business Park	Clydebank	98	1991	£56.19	£5.22
North Ave, Clydebank Business Park	Clydebank	1,839	1991	£58.45	£5.43
2 North Ave, Clydebank Business Park	Clydebank	644	1990	£45.42	£4.22
2 North Ave, Clydebank Business Park	Clydebank	189	1994	£58.23	£5.41
10 North Ave, Clydebank Business Park	Clydebank	510	1987	£45.10	£4.19
8 Park Rd	Clydebank	95		£54.90	£5.10
2 South Ave, Clydebank Business Park	Clydebank	3,854	1981	£45.75	£4.25
9 South Ave, Clydebank Business Park	Clydebank	378	1985	£61.89	£5.75
11 South Ave, Clydebank Business Park	Clydebank	170	1980	£58.66	£5.45
11 South Ave, Clydebank Business Park	Clydebank	72	1970	£59.74	£5.55
Alpha Centre, 10 South Douglas St	Clydebank	478	1989 (refurb.2015)	£53.39	£4.96
Andrew Court, 12 South Douglas St	Clydebank	264	1995	£56.83	£5.28
South Elgin Place	Clydebank	230	1980	£52.10	£4.84
197A Dumbarton Rd	Clydebank	212		Withheld	Withheld
South Elgin Place	Clydebank	297	1998	£50.48	£4.69
Birch Rd, Broadmeadow Industrial Estate	Dumbarton	1,147	1998	£50.81	£4.72
Levenside Rd, Vale Of Leven Industrial Estate	Dumbarton	601	2015	£71.90	£6.68
21-26 Lime Rd, Broadmeadow Industrial Estate	Dumbarton	52	1987	£76.85	£7.14
Stirling Rd, Vale Of Leven Ind. Estate	Dumbarton	18,550	1960	Withheld	Withheld

Source: CoStar

- 3.21 The current availability suggests a vacancy rate of only 4% within West Dunbartonshire which is low. The regional vacancy rate around Glasgow and West of Scotland is 7%, itself considered to be low for an industrial property market. This leads to the question of whether the market is offering the right size of and type of property in the right locations to meet current occupier demand.
- 3.22 The supply of industrial property across West Dunbartonshire provides occupiers with a range and choice of units across Alexandria, Clydebank and Dumbarton, particularly at the smaller end of the market. Although this stock is ageing, modern development has been undertaken, primarily by the public sector within Clydebank and Dumbarton.

#### Key Findings

- 3.23 West Dunbartonshire's employment stock is predominately industrial, accounting for over 90% of the total stock. Clydebank and Dumbarton are the main locations, with Dumbarton tending to have larger floorplates. However, the stock of industrial property across the local authority area is small (below 500 sq.m.).
- 3.24 The main location for office property is Clydebank, and Clydebank Business Park in particular where there is a range of national and local businesses. This office stock comprises a mix of sizes from very small business centre suites to medium and large floorplates.
- 3.25 Both the industrial and office property stock is ageing, with properties in Dumbarton tending to be older than in Clydebank. The most recent developments in Dumbarton have been undertaken by the Council with the development of small industrial units at Levenside Court within Vale of Leven Industrial Estate and new offices in Dumbarton town centre. Clydebank ReBuilt delivered new office and industrial premises within the town during its lifetime. There has been little, if any, private sector speculative development.
- 3.26 West Dunbartonshire has low availability of industrial property, with a vacancy rate around 4% which is below the level found within the wider Glasgow and West of Scotland industrial market. Clydebank Industrial Estate currently has no vacancies although there is a number of available units within Clydebank Business Park, suggesting the latter is not meeting

occupier demand. Asking rents are around £50 per sq.m. at this location. Units also remain at West Dunbartonshire's Levenside Court development where asking rents are around £70 per sq.m.

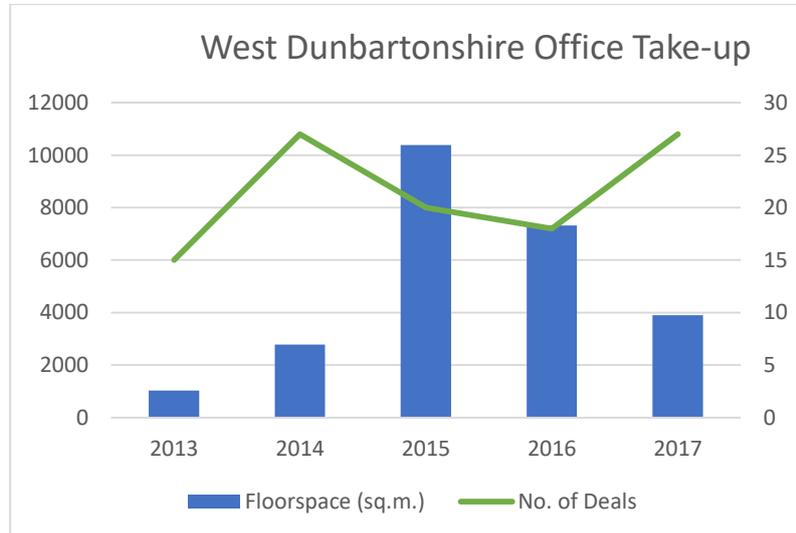
#### **4.0 Demand for Business & Industrial Land and Property**

- 4.1 This section assesses demand for industrial and office property in West Dunbartonshire. The demand-side analysis provides details of historic transactions, current market sentiment and ongoing activity (from consultations and market intelligence), and trends from policy and strategy (as reviewed in Section 3).

##### Office Take-up (sales and lettings)

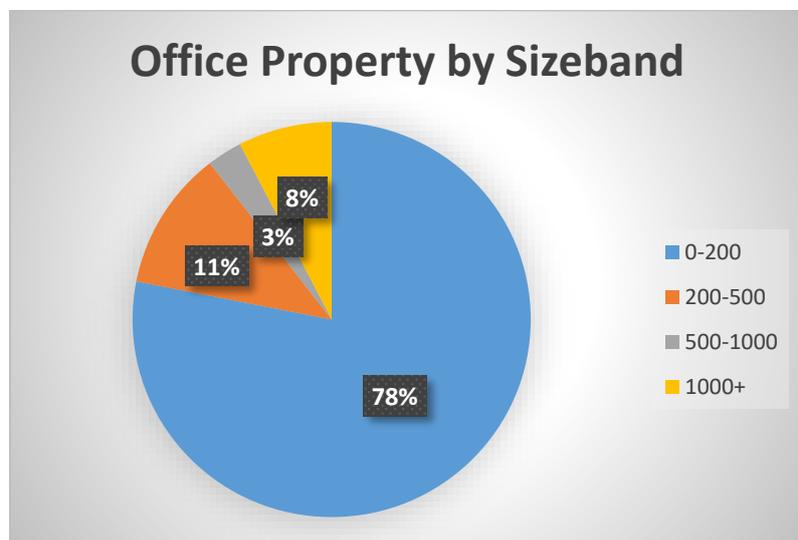
- 4.2 A total of 106 office transactions have been completed in West Dunbartonshire since 2013, totalling 24,108 sq.m. of floorspace. This take-up is shown on Figure 10. It is based on formal market activity recorded by CoStar and there may also be informal / off-market smaller transactions which are not recorded, for example in managed business centres.
- 4.3 Over the past five years, average take-up of office floorspace in West Dunbartonshire has been around 8,000 sq.m. per annum, or around 21 properties sold or let. Take-up of floorspace peaked in 2015 which included circa 7,000 sq.m. at Symington House, Clydebank Business Park let to Clydesdale Bank. In terms of number, the greatest activity has been in 2014 and 2017 which can be attributed to a number of suites within business centres. As Figure 11 shows, the majority of take-up has been for small offices (below 200 sq.m.). Clydebank has accounted for 87% of demand for office floorspace, and 67% of office properties. Take-up in Dumbarton only accounts for 12% of floorspace but 30% of the number of properties. This would indicate that demand in Dumbarton is for small office suites.

**Figure 10: West Dunbartonshire Office Take-up**



Source: CoStar/Ryden

**Figure 11: West Dunbartonshire Office Take-up by Size**



Source: CoStar/Ryden

4.4 Table 3 provides details of the most recent office transactions, completed between June and December 2017, within West Dunbartonshire. As can be seen, Clydebank is the most common location for office take-up, with small offices (less than 200 sq.m.) most popular. Rents range from around £60 per sq.m. for unserviced office space up to circa £200 per sq. m. for serviced suites.

**Table 3: Recent Office Transactions in West Dunbartonshire**

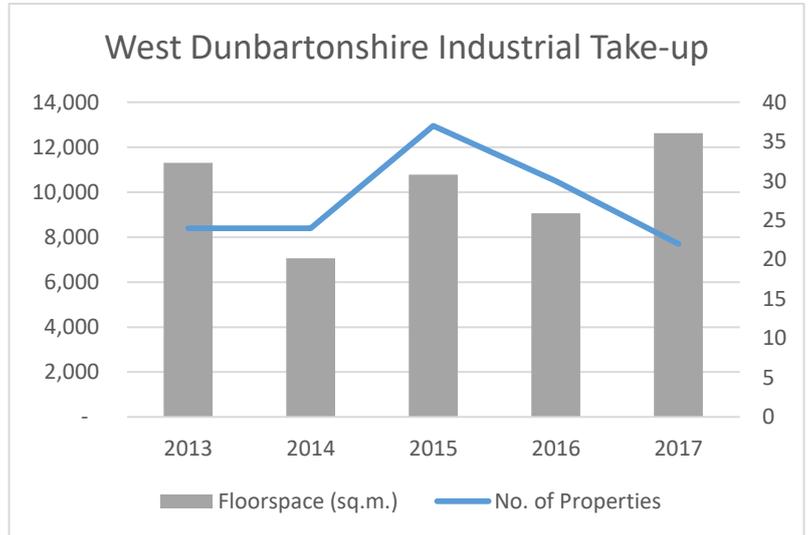
Address	Town	Lessee/Purchaser	Size (sq.m.)	Details
190 Main St	Alexandria	CMS Surveyors	25	First floor office space let August 2017 on 1 year lease at £3000 per annum (£120 per sq.m.)
109 Main Street	Alexandria	Fastworks Bonhill	32	First floor office space let December 2017 on a 1 year lease at £4,200 per annum (£131 per sq.m.)
Aurora Ave	Clydebank	West Dunbartonshire Council	27	Office space sublet in November 2017 on a 3 year lease at undisclosed price.
31 Clyde St	Clydebank	WDEMA	39	Office space let August 2017 on a one year lease at asking rent of £2,999 (£77 per sq.m.)
Beardmore Business Centre	Clydebank	Undisclosed	70	Ground floor office space let June 2017 on confidential terms. Asking rent of £3,750 per annum (£54 per sq.m.)
11 A Alexander Street	Clydebank	Undisclosed	111	Office building sold in December 2017 with an asking price of £120,000
1 North Ave	Clydebank	Undisclosed	190	Ground floor office space let in December at £12,300 per annum (£64 per sq.m.)
5 North Avenue	Clydebank	P2ML Ltd	454	Ground and first floor office space let September 2017 on a 5 year lease at £30,000 pa (£66 per sq.m.).
Suites/Ground, Phoenix House, Clydebank Business Park	Clydebank	Undisclosed	836	Ground and first floor office space sold at undisclosed price on confidential terms on 1 <sup>st</sup> July 2017
Levenside	Dumbarton	Initial Safety Training	7	First floor office space let June 2017 on a one year lease at £1,400 per annum (£200 per sq.m.)
Levenside, Suite B11	Dumbarton	Initial Safety Training	17	Basement office space let August 2017 on a one year lease at £3,600 (£212 per sq.m.)
Stirling Road, Suite G8 Strathleven House	Dumbarton	Turkey Red Media	21	Ground floor office space let August 2017 on a one year lease at £4,460 per annum (£212 per sq.m.)
Stirling Road, Suite F4, Strathleven House	Dumbarton	McLellan&Co	34	First floor office space let June 2017 on a one year lease at £7,280 per annum (£214 per sq.m.)

Source: CoStar

#### Industrial Property Take-Up (sales and lettings)

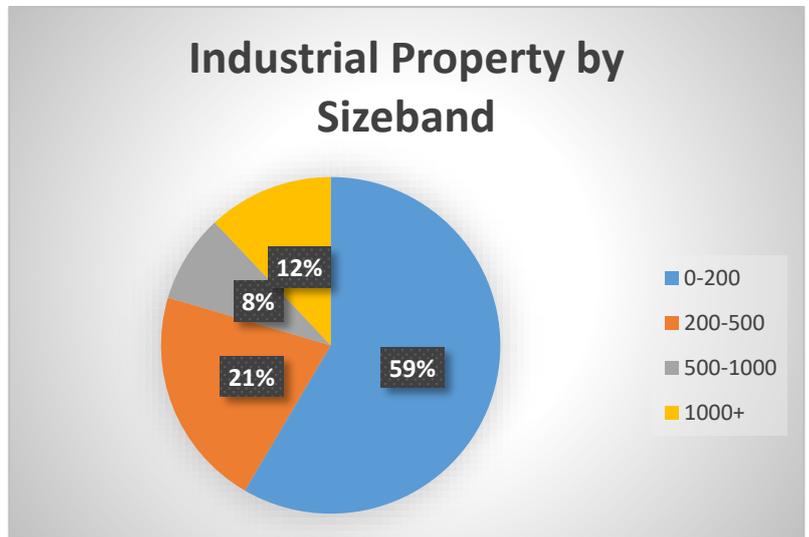
- 4.5 West Dunbartonshire recorded a total of 133 industrial transactions comprising 49,816 sq.m. of floorspace between 2013 and 2017. The trends in these transactions are shown on Figure 12. This take-up has averaged just under 10,000 sq.m. or 27 properties, per annum.

**Figure 12: West Dunbartonshire Industrial Take-up**



Source: CoStar/Ryden

**Figure 13: Industrial Take-up by Size**



Source: CoStar/Ryden

4.6 Table 4 details the most recent industrial transactions completed in West Dunbartonshire. In general, this shows take-up of small industrial units, with an average size of 1,000 sq.m. across Dumbarton and Clydebank. Rental values range from around £40 per sq.m. to £70 per sq.m., the latter for newer properties. However, the average rent is around £55 per sq.m. (£5 per sq.ft.).

**Table 4: Recent Industrial Transactions in West Dunbartonshire**

Address	Town	Lessee/Purchaser	Size (sq.m.)	Details
197A Dumbarton Road	Clydebank	Acci-dent Body Repairs	195	Let in January 2018 on a 10 year lease at £7,995 per annum (£41 per sq.m.)
11 South Elgin Place	Clydebank	Columbus Facilities	232	Let in January 2018 on a five year lease at £9,000 per annum (£39 per sq.m.)
66 Beardmore Way	Clydebank	Wilson Contracts (2015) Ltd	401	Let in November 2017 on a 3 year lease at £17,284 per annum (£43 per sq. m.)
North Ave	Clydebank	Best Kept Studios Ltd	185	Let in November 2017 on a 5 year lease at £8,999 per annum (£49 per sq.m.)
52-62 John Knox St	Clydebank	Roberto Ashudilo	232	Let in September 2017 at £16,175 per annum (£70 per sq.m.)
Symington Dr, 2-3/Ground	Clydebank	Undisclosed	5,657	Sold in September 2017 at £325,000 (£57 per sq.m.)
Unit 9, North Ave	Clydebank	HSD Dance For All Ltd	181	Let on a 5 year lease in July 2017 at £9,501 per annum (£52 per sq.m.)
Birch Rd	Dumbarton	Commercial Door Systems	802	Let in November 2017 on a 10 year lease at £34,996 per annum (£44 per sq.m.)
Block 11, Vale of Leven Industrial Estate	Dumbarton	Undisclosed	2,257	Let in October 2017 on a 5 year lease, terms withheld.
Suite 12, Levenside Rd	Dumbarton	Gavin Monson	70	Let on a 5 year lease in June 2017 at £4,710 per annum (£67 per sq.m.)
24-30 College Way, Ground	Dumbarton	Mars Pension Fund	854	Sold in June 2017 for £105,000 (£123 per sq.m.)

Source: CoStar

#### Demand for Property: Business Survey

- 4.7 In order to assess latent demand for business property in West Dunbartonshire, Ryden undertook a survey of business property occupiers. This online survey targeted local businesses across West Dunbartonshire. A copy of the survey form is included in Appendix A. A total of 23 responses were received. Based upon stock data<sup>3</sup> for West Dunbartonshire this implies a 5% sample of occupiers.

<sup>3</sup> 524 employment properties less 30 currently marketed = 494. 23 responses is 4.65% of 494.

- 4.8 The survey responses provide a selective but detailed insight into the performance and constraints of existing business premises and potential future market demand in West Dunbartonshire.

*Property Satisfaction*

- 4.9 Satisfaction with property and environment by West Dunbartonshire occupiers is shown on Figure 14. Scores are awarded on the basis of

0 = poor;  
1 = less than satisfactory;  
2 = satisfactory;  
3 = good.

- 4.10 Occupiers in West Dunbartonshire were on average satisfied with their office property and environment. However, while attributes such as location, road connections, access to public transport and road connections scored between satisfactory and good (indicated by the green columns), just under half of the attributes scored below satisfactory (red columns). This indicates dissatisfaction among occupiers, with image/general environment, security and amenities all identified as less than satisfactory. Digital infrastructure, a key factor for modern business, was also considered less than satisfactory.

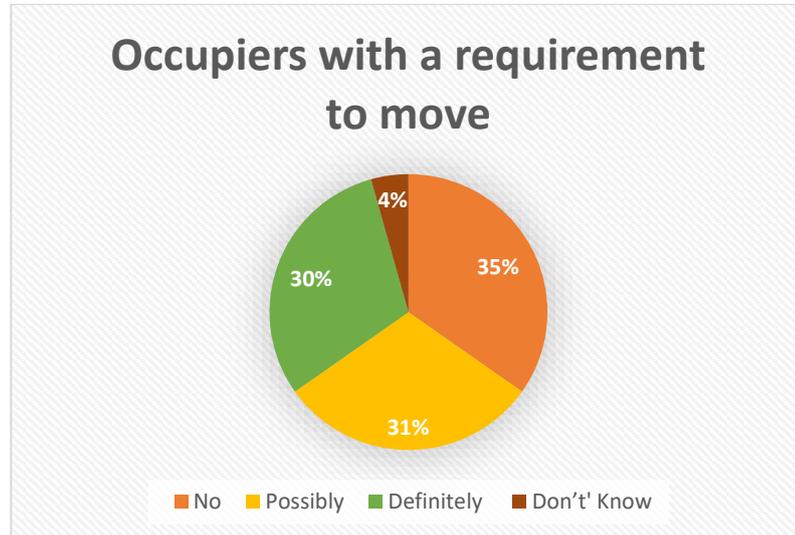
**Figure 14: Property Satisfaction Score**



*Requirement to move*

- 4.11 Of the 23 responses, 30% of occupiers (both office and industrial) have a requirement to move with a further 30% possibly requiring a move, this is shown in Figure 15. These requirements are summarised in Table 5. This is a high propensity to move but it may be the case that there is some self-selection, with responses more likely from those with a potential property requirement.

**Figure 15: Occupiers with a requirement to move**



**Table 5: Potential Requirements for Property**

Property Type	When		Purchase / lease		Location		Size (sq.m)		Why		
Industrial	5	Next 12 months	9	Purchase	7	Alexandria	2	163	1	Too small	7
Office	3	After 12 months	2	Lease	6	Clydebank	7	186	2	Too large	1
Other	6	Don't know	3			Dumbarton	1	279	2	Configuration	3
						Don't know	5	1,858	1	Location	3
								4,645	1	Environment	4
										Other	1

*Totals may add up to more than two due to companies choosing more than one response*

4.12 Of the respondents with a 'definite' requirement to move, most would like to move within the next 12 months. Just over half would prefer to purchase their own premises, with the remainder looking to lease. The preferred location is clearly Clydebank. The principle reason for occupiers to move is that the property is too small for their requirements and that their premises are outdated and in an unsuitable environment.

- 4.13 Potential property requirements identified by the survey range from immediate to future and from definite to possible. Assessing the 13 attributes established through the survey suggests potential demand for around 7,500 square metres of business property; 90% of which is for industrial property.
- 4.14 This will probably be an over estimate of demand prospects, as expressed by these respondents, as some potential requirements may not happen.

#### Potential Demand

- 4.15 Also relevant is potential demand, in the form of occupier enquiries. This is a continually moving target as occupier demand emerges then is either met or perhaps withdrawn. However good quality market intelligence can offer an insight into the specific potential of a location.
- 4.16 West Dunbartonshire Council records property enquiries from companies seeking space within the local area. Over the last two years, 13 industrial enquiries have been received. Small industrial units has been the focus of property searches, with Clydebank the most popular location.
- 4.17 Table 16 summarises a trawl of mobile requirements for locations west of Glasgow held by Ryden. A number require 1000-2000 sq.m. (these are reasonably large projects which based upon average employment densities might have workforces of anywhere from 20 to 60 staff). The extent to which these projects are genuinely mobile will depend upon their supply chain, workforce and customer base / distribution network (and perhaps, to an extent, the constrained industrial property choices available in the Glasgow city-region).

**Table 6: Example of Mobile Industrial Property Requirements**

Sector	Size sq.m.	Sector	Size sq.m.
<b>1,859 + sq.m.</b>			
Events	2,137 – 3, 716	Building Supplies	2,787
Car repairs	2,323		
<b>929 – 1,858 sq.m.</b>			
Engineering	929		
Car repairs	929 - 1394		
<b>465 – 928 sq.m.</b>			
Storage & Distribution	465 - 929	Engineering	464
Engineering	929	Distribution	464 – 928
<b>139 – 464 sq.m.</b>			
Storage	93 – 139	Security	372
Distribution	93 – 186		
Logistics	186 – 279		

Source: Ryden

#### Consultations

- 4.18 Consultations were undertaken with West Dunbartonshire Council, Scottish Enterprise, Clydeplan and Strathleven Regeneration Company.
- 4.19 West Dunbartonshire remains a challenging market, similar to other market areas west of Glasgow such as Inverclyde and Ayrshire. Location and distance from the motorway network makes it difficult to attract new 'value added' businesses to the area. There is still vacant land within existing industrial areas such as Vale of Leven Industrial Estate that has not attracted development.
- 4.20 The existing business stock is seen as ageing, with a view expressed by consultees that this is resulting in voids (although the analysis here shows that West Dunbartonshire now has low vacancy rates). There is a perceived need to develop modern industrial premises to meet the needs of modern manufacturing and attract new business. The provision of new employment sites/buildings should be in response to existing and potential demand. There is a need to look at solutions such as

regeneration partnerships to upgrade existing industrial estates, perhaps introducing a mix of uses in the future to help with viability and attracting new development.

- 4.21 Modern business development should focus on key regeneration areas such as Queen's Quay in Clydebank and Lomondgate in Dumbarton. Queen's Quay has seen modern office development in recent years, and although it took time for the space to become occupied it has been more successful in recent times. Further development is being taken forward via a mixed use masterplan which is likely to include further office development. This is, however, unlikely to be undertaken on a speculative basis and will require pre-letting. Accessibility to and from the train station and town centre is being improved which would further strengthen Queen's Quay as an office location.
- 4.22 Lomondgate's business park is anchored by Aggreko's manufacturing facility. This facility, comprises 15,000 sq.m. of production space and 2,300 sq.m. of office space, was completed in 2011 with the help of Regional Selective Assistance from Scottish Enterprise. However, there has been little interest in the development of the remainder of the business park on a site fronting onto the A82 for this use but there is proven potential demand for other commercial uses on the adjoining Lomondgate Services site.
- 4.23 Chivas Brother is planning to expand its Kilmalid site, within Vale of Leven Industrial Estate adjacent to Lomondgate. This will involve an expansion of its bottling plant following the decision to close its Paisley operation.
- 4.24 There is a concern among consultees that West Dunbartonshire will lose out to competing areas due to a lack of suitable employment sites. Therefore, there is a need to identify new, high quality sites which will meet the need of modern business and capitalise on the existing transport links.
- 4.25 West Dunbartonshire has been successful in attracting new business investment to the area such as from Aggreko, Chivas and Northern Marine, who are constructing a new training facility at Cable Depot Road in Clydebank. The Carless site in Old Kilpatrick has recently been purchased by the Malin Group with plans to develop a new marine technology hub. West Dunbartonshire needs to build on this success and encourage further investment.

### Key Findings

- 4.26 Demand for office space is generally focused within Clydebank where the office stock is more modern. Occupiers tend to look for small office space. Rental values vary depending on the level of services provided.
- 4.27 Small industrial units are most in demand, with Clydebank and Dumbarton both popular locations. Rental values range from £40-£70 per sq.m. (£3.70-£6.60 per sq. ft.).
- 4.28 The survey of business occupiers generated a reasonable response rate. On average, occupiers were satisfied with the general location of the premises and transport links, however a number of attributes scored below average. The lowest scores were for energy efficiency and digital infrastructure which could be attributed to the fact that West Dunbartonshire's property stock is generally ageing.
- 4.29 Around two thirds of respondents indicated a requirement to move. The majority of these requirements were from industrial occupiers looking to purchase premises with the main reason given that existing premises are too small. Clydebank was highlighted by a number of occupiers as a preferred location.
- 4.30 Overall, the survey identified potential future demand for 7,500 square metres of business space. Not all these requirements will result in property transactions but it does demonstrate that there is demand in West Dunbartonshire for business premises, particularly within the industrial sector, to accommodate local expansion.
- 4.31 West Dunbartonshire needs to ensure that it capitalises on recent business investment and is proactive to attract further investment. To do this, quality business and industrial land is required, along with modern properties. The existing established business and industrial areas all contain ageing stock and vacant land which will require intervention and regeneration to deliver modern employment premises, as well as consideration of potential new locations to accommodate future demand.

## 5.0 Business and Industrial Land Assessment

- 5.1 Available business and industrial land is key to meeting demand for new development and supporting economic growth. The existing supply of industrial and business land is identified through the local development plan (LDP) allocations. This section provides an assessment of this supply of industrial and business land across West Dunbartonshire.
- 5.2 This supply assessment covers both existing and potential supply. For the purposes of this study, existing supply is considered to be:
- “any vacant site currently available for employment uses (Class 4, 5 & 6 as defined by the Town and Country Planning (Uses Classes) (Scotland) Order Act 1997) with planning policy support in the West Dunbartonshire Local Plan (Adopted 2010) and the West Dunbartonshire Local Development Plan (Proposed Plan 2015).**
- 5.3 The potential supply includes sites which have been identified through the Call for Sites and Main Issues stages of the emerging LDP2 for employment uses or re-allocated for alternative uses.
- 5.4 Planning policy support for industrial and business development is provided in West Dunbartonshire’s Local Plan (2010) specifically *Policy LE 1 Industrial and Business Use Sites* which safeguards 94.88 hectares for industrial and business use only. Of this safeguarded total, 39.88 hectares (42%) are classified as marketable sites. Furthermore, *Policy LE 2 Mixed Business and Retail Uses* sets out criteria against which proposals for complementary and ancillary land uses in business and industrial areas will be assessed. The Local Plan (2010) will be superseded by the emerging LDP2.

**Table 7: West Dunbartonshire Local Plan (Adopted 2010) Relevant Planning Policies**

West Dunbartonshire Local Plan (Adopted 2010)
<p><b>Policy LE 1</b></p> <p>Within the existing and proposed industrial and business class sites designated on the Proposals Map there shall be a presumption in favour of uses which positively extend the permanent employment potential of the sites. Sites listed in Schedule LE 1 (except sites LE 4 and LE 5) will be safeguarded for industrial and business uses only (Classes 4, 5 and 6 of the Town and Country Planning (Use Classes) (Scotland) Order 1997). The preferred use for the sites is listed in Schedule LE 1. Proposals for the redevelopment of existing and proposed industrial or business class sites for alternative uses will be considered against the following criteria:</p> <ul style="list-style-type: none"><li>• the proposal has a specific locational need for the site;</li><li>• the loss of the site from the industrial land supply will not adversely affect the quantity, availability and distribution of such land;</li><li>• it is clearly established there are no suitable alternative locations;</li><li>• there is a significant economic and environmental benefit;</li><li>• there is no adverse impact on the attractiveness of the location to industrial and business investment;</li><li>• there will be no adverse effect on local infrastructure; and</li><li>• the proposal conforms with other Local Plan policies.</li></ul> <p>Sites listed in Schedule LE 1 as reserved sites shall be safeguarded for business and industry uses with a presumption that they are reserved for the expansion of the adjacent business and industry sites</p>
<p><b>Policy LE 2</b></p> <p>Development proposals, in addition to Class 4, 5 and 6 uses, that would contribute to the creation of permanent employment or be clearly supportive of the operation of existing businesses in the area, will be favourably considered within the business and industry areas identified on the Proposals Map under Policies LE 1, provided the uses are not normally associated with town centre uses (Use Classes 1 and 2). There will be a presumption against retail uses except where proposals contain a retail element which is clearly ancillary to the operation of the unit and involves the sale of goods processed, or services provided, on the premises. Where ancillary retail uses are proposed, the retail use will be restricted to 25% of the gross floorspace of the premises by planning conditions. Such proposals will require to be justified against the following criteria:</p> <ul style="list-style-type: none"><li>• there is no adverse impact on the attractiveness of the location to industrial and business investment;</li><li>• there are no adverse transportation impacts or adverse infrastructure and design implications;</li><li>• the proposal would not impact significantly on the industrial and business land supply; and</li><li>• the proposal complies with other Local Plan policies.</li></ul>

5.5 The adopted Local Plan (2010) also recognises that there may be potential for employment uses to be developed outwith these allocated sites and indicates that such opportunities will be assessed against policy *LE 3 Industrial and Business Use Development Outwith Designated Sites*. The 2010 Local Plan identifies strategic employment locations through policy *LE 6 Strategic Employment Locations with designations supporting specific economic activities*. These are outlined below

- Strategic business centres - Dumbarton; Clydebank
- Strategic industrial and business locations (SIBL) - Vale of Leven IE; Clydebank Business Park; Clydebank Riverside
- Core economic development areas (CEDA) - Clydebank Waterfront; Dumbarton (including Bowling)
- Tourism development areas - Forth and Clyde Canal Corridor; Lower Clyde Estuary and Firth of Clyde
- International transport facility - Rothesay Dock

5.6 Similar policies are found within the Local Development Plan (Proposed Plan 2015). Policies *GE 1* and *GE 2* (Table 2) seek to protect business and industrial land. The Proposed Plan also highlights the importance of Queens Quay, Carless (both part of the Clydebank Riverside SEIL) and Esso Bowling for long term business and industrial development. Emerging masterplans for these locations will require to include land allocated for industrial/business use.

**Table 8: West Dunbartonshire LDP (Proposed Plan 2015) Relevant Planning Policies**

West Dunbartonshire Local Development Plan ( Proposed Plan 2015)
<p><b>Policy GE 1</b></p> <p>The sites listed in Schedule 1 are reserved for business, industrial, or storage and distribution uses as identified in the Schedule.</p>
<p><b>Policy GE 2</b></p> <p>Development of Use Class 4, 5 and 6 uses will be supported within the existing business and industrial areas identified on the Proposals Map. Proposals for alternative uses will be assessed with regard to:</p> <ul style="list-style-type: none"><li>a) the impact on the operations of existing uses in the area;</li><li>b) the impact on the suitability of the area for future industrial and business investment;</li><li>c) the impact on the availability of land and buildings for business, industry or storage and distribution uses;</li><li>d) the cumulative impact of non Class 4,5&amp;6 uses with regard to the above considerations;</li><li>e) the availability of other locations for the proposed use; and</li><li>f) the positive contribution the proposed use can make to the area</li></ul>

#### Existing Employment Land Supply

5.7 West Dunbartonshire Council monitors the supply of industrial and business land on an annual basis through its Industry and Business Monitoring Survey. As set out in the requirements of the ClydePlan Strategic Development Plan (SDP), this reviews:

- The overall marketable land supply in West Dunbartonshire;
- Land supply within SEILs;
- Take-up of employment land across the local authority area.

5.8 The marketable land supply consists of marketable sites and potentially marketable sites. Marketable sites are defined<sup>4</sup> as having:

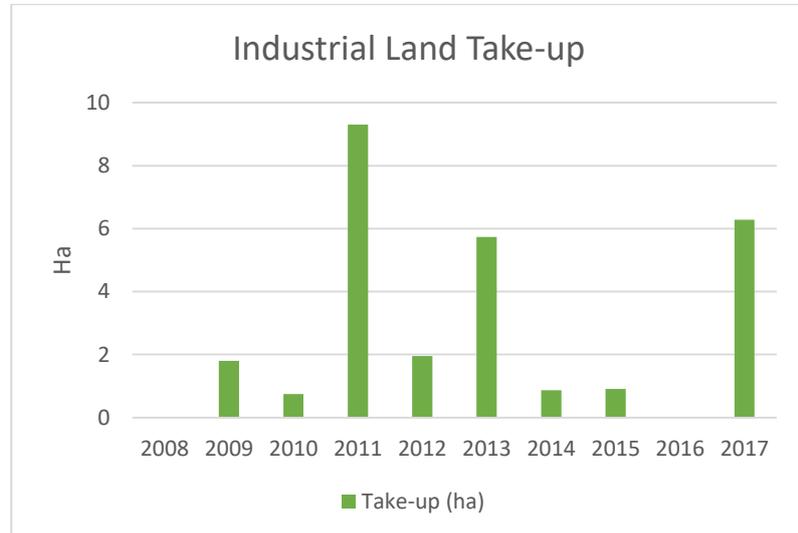
- no servicing problems (such as major infrastructure requirements);

<sup>4</sup> Clydeplan Strategic Development Plan (July 2017): Background Report, January 2016, Strategic Investment Locations

- in good locations;
- and considered marketable by all parties.

- 5.9 Potentially marketable sites are those which could be marketed but require some improvements in terms of promotion, appearance and servicing.
- 5.10 West Dunbartonshire's 2017 Industrial Monitoring Summary identifies 30.84 hectares of total marketable employment land supply – 21.58 ha (70%) of which is marketable and 9.26 ha of which is potentially marketable. There is a further 48.65 hectares of non-marketable supply which comprises 40.75 ha of 'remain in industry' sites and 7.9 ha of 'reserved sites', the latter being reserved for expansion by existing companies.
- 5.11 The take-up of industrial land over the period 2016-17 equated to 6.28 hectares and this included the following:
- 1.19ha in Dumbarton for the new Council offices within the Old Academy Building;
  - 3.6ha at the former Dennyston Forge for a recycling centre;
  - 0.61 ha at Clyde Gate in Clydebank for a marine training facility;
  - 0.88 ha across two sites in Broadmeadow Industrial Estate in Dumbarton for storage building and containers.
- 5.12 Notably, this take-up is for employment uses rather than loss of land to alternative uses. The land uses are very broad though and the larger sites taken-up are one-off projects rather than general market development.
- 5.13 West Dunbartonshire's take-up over the last 10 years equates to 27.6 ha, an average of 2.76 ha per year. Based on this take-up, the current marketable supply equates to 11.2 years. Over the last five years, 10.14 ha have been taken up in Dumbarton and 3.66 ha in Clydebank. Dumbarton currently has a marketable supply of 22.82 hectares and Clydebank 8.02 ha, both of which equates to around 11 years supply, indicating a market where employment land supply is geographically well balanced when compared with historical take-up.

**Figure 16: Industrial Land Take-up**



Source: WDC/Ryden

5.14 Analysis of the data highlights the following key points:

- Take-up over the last year has equated to more than three times the ten year average which if this trend continues will diminish the existing supply;
- The majority of the existing supply is marketable and therefore immediately available for development;
- There is a significant amount of non-marketable supply, equating to around 18 years supply, which includes existing industrial sites and sites reserved for business expansion. This includes circa 33 ha at the former Esso site in Bowling, itself equating to almost 12 years supply.

#### Marketable Land Supply Site Assessment

5.15 As part of the LDP process, a robust assessment of business and industrial sites was undertaken by West Dunbartonshire Council. The purpose of Ryden's analysis is to augment that work with a market view of each site. Our analysis uses the criteria listed below:-

**A. Strategic fit** with economic development and re-development policy aims and objectives

**B. Market assessment** based around likely demand from occupiers, developers and investors for business space in the site's location

C. Quality of public **transport** and access to the strategic road network

D. Potential **economic impact** of the site based on the type and scale of business space there already and potentially interested in investing

**E. Development potential** of site depending on the extent of undeveloped land, need for (and likely cost of) remediation and the need for (and cost of) infrastructure/ services

**F. Alternative use pressure** whereby sites attracting significant alternative use pressure score 0 (as this indicates such sites are more attractive to the market for non-employment uses) and sites where it is unlikely that alternative uses will emerge score 5 (as either the site is a successful business location or there is unlikely to be demand for alternative uses).

5.16 A maximum score of 5 points is awarded for each of these six criterion. The total, therefore, a site can achieve is up to a maximum score of 30 points. An important demand side theme running through this assessment is where occupiers, developers and investors would want business space and how this is serviced. In general, the more 'connected' a location is to markets and infrastructure, the more attractive it will be to occupiers, developers and investors. The type and scale of infrastructure required varies and can include:

- I. Proximity to the strategic road network, e.g. adjacent to a motorway junction;
- II. Proximity to amenities and public transport which are important for attracting and retaining employees;
- III. Increasingly, digital infrastructure and access to broadband in particular, in addition to access to standard utilities infrastructure i.e. electricity, gas, water and sewerage.

- 5.17 The results of this multi-factorial assessment allows each site to be ranked, highlighting which sites are most or less likely to be developed in the future, establishing a hierarchy. These results are set out in Table 10 on page 48. A copy of the scoring matrix is included in Appendix 2.
- 5.18 The sites at the top of the hierarchy are those sites within well-established locations with existing infrastructure and nearby development. This includes sites in Clydebank – at Clydebank Industrial Estate, John Knox Street and Cable Depot Road and Dumbarton at Vale of Leven Industrial Estate and Lomondgate.
- 5.19 The Clydebank sites score higher in the hierarchy despite not having direct access to the trunk road/motorway networks. However, there is currently no available property within these locations suggesting strong demand within the local area.
- 5.20 On the other hand, the sites located within Dumbarton have lower demand, with 27% of property at Vale of Leven Industrial Estate currently available. However, both Lomondgate and the Vale of Leven Industrial Estate are easily accessible by road, with Lomondgate having the benefit of roadside frontage. This is likely to make it attractive to other commercial uses to complement the existing restaurant/leisure offerings.
- 5.21 The sites towards the bottom of the hierarchy tend to have scored lower due to access issues, for example Rothesay Dock in Clydebank, Lomond Industrial Estate and Jamestown in Alexandria. The former Esso Bowling site also scores lower due to contamination and access issues. However, West Dunbartonshire Council has prepared a masterplan for the site which will include infrastructure investment, via City Deal funding, to improve access from the A82 and create an internal road layout. This will make the site more attractive given its proximity to the A82 and the M8 via the Erskine Bridge.
- 5.22 For comparison, Ryden has completed similar employment land site assessments as part of a review of business and industrial land supply in East Ayrshire, Dumfries and Galloway and South Lanarkshire. The results are summarised in Table 9.

**Table 9: Other Local Authority Site Assessments**

Local Authority Area	Marketable Supply (ha)	No. of Sites	Highest Score	Lowest Score
East Ayrshire	306.58	32	26	12
Dumfries & Galloway	123.76	25	26	13
South Lanarkshire	185.96	58	27	21

**Table 9: Site Assessment Results**

Local Plan Ref	Site	Size (ha)	Town	A. Strategic Fit	B. Market Assessment	C. Transport & Access	D. Economic Impact	E. Development Potential	F. Pressure for Alternative Use	Total
GE1 (9)	Beadmore Way, Clydebank Ind Estate	0.74	Clydebank	5	4	3	3	4	5	24
GE1 (12)	John Knox Street	1.62	Clydebank	5	3	3	3	5	5	24
GE1 (10)	Cable Depot Road	0.62	Clydebank	5	4	3	3	3	5	24
GE1 (11)	Clyde Gate	0.44	Clydebank	5	4	3	3	3	5	23
GE1 (2)	Vale of Leven	4.2	Dumbarton	5	3	4	3	3	5	23
GE1 (3)	Vale of Leven	7.25	Dumbarton	5	3	4	3	4	4	23
GE1 (6)	Lomondgate	8.66	Dumbarton	5	3	4	4	4	3	23
GE1 (4)	Vale of Leven IE	0.63	Dumbarton	5	3	4	3	3	5	23
GE1 (5)	Vale of Leven IE	1.74	Dumbarton	5	3	4	3	3	5	23
GE1 (15)	North Kilmalid, Main Street	5.97	Dumbarton	5	3	3	3	4	5	23
no GE ref	Garth Drive, Queens Quay	0.29	Clydebank	4	3	3	3	4	5	22
GE1 (13)	Rothesay Dock	4.44	Clydebank	5	3	2	3	3	5	21
GE1 (20)	Carless	6	Old Kilpatrick	4	3	3	4	3	4	21
GE1 (16)	Lomond IE	1.97	Alexandria	5	2	3	3	3	5	21
BC2(36)	Cable Depot Road	5.73	Clydebank	3	4	3	3	3	4	20
GE1 (19)	Esso Bowling	32.78	Bowling	5	2	2	3	2	5	19
no GE ref	North Street	0.34	Dumbarton	4	2	3	2	3	5	19
GE1 (14)	Jamestown	1.93	Alexandria	4	2	2	2	3	3	16
BC2(51)	Valeview Terrace	1.2	Dumbarton	2	2	2	3	2	3	14

Currently marketed sites

5.23 The sites detailed below in Table 11 are currently being marketed for industrial/business in West Dunbartonshire. These sites equates to a marketed land supply of 7.34 ha. Just under four hectares of this marketed supply is allocated as industrial/business development opportunities. The Castlegreen site, previously an industrial site, is currently allocated for residential use within the Local Plan. It is adjacent to existing industrial uses and was assessed in Table 10 with a low score due to access issues, perceived lack of demand and limited development potential.

**Table 10: Marketed Employment Sites (as at January 2018)**

Building Address	Town	Size (ha)	Details
Mountblow Rd	Clydebank	0.85	Available development site
Burns St	Dumbarton	0.58	Available land
Beardmore Way	Clydebank	3.55	Available development opportunity by Scottish Enterprise
199 Dumbarton	Clydebank	0.18	Available development site
Castlegreen St	Dumbarton	1.74	Available development site
John Knox St	Clydebank	0.38	Available serviced plot
John Knox St	Clydebank	0.06	Available serviced plot

Potential Land Supply

5.24 Consideration should be given to including additional business and industrial sites along West Dunbartonshire's main transport routes. Sites in close proximity to Erskine Bridge, within the blue area highlighted in Figure 17, would provide easy access to the motorway network with development potential subject to further investigation in terms of ground conditions, access arrangements and transport assessments.

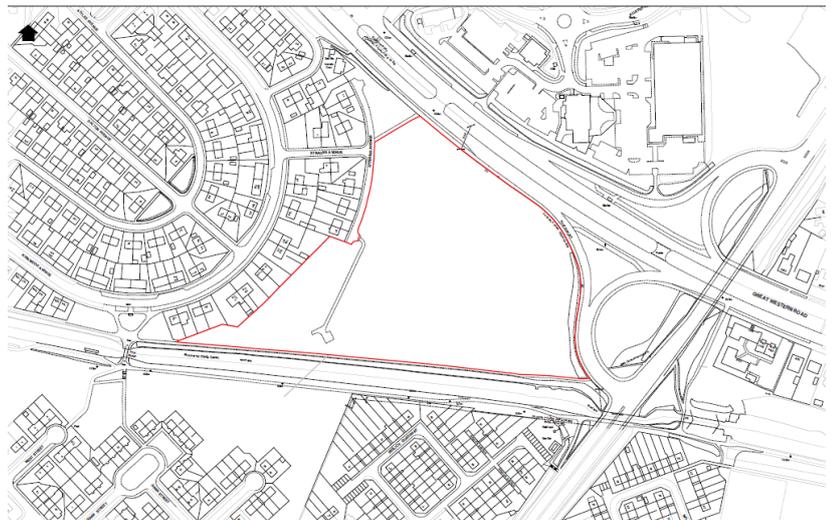
**Figure 17: Potential Business & Industrial Land Supply**



5.25 Other greenfield/brownfield sites along the A82 are also likely to be attractive for business and industrial use due to accessibility to the main transport routes and direct links to Glasgow. Available sites which should be considered for this purpose includes:

- 1) the site bounded by Great Western Road, the Forth & Clyde Canal, Dunreath Avenue and Strauss Avenue.

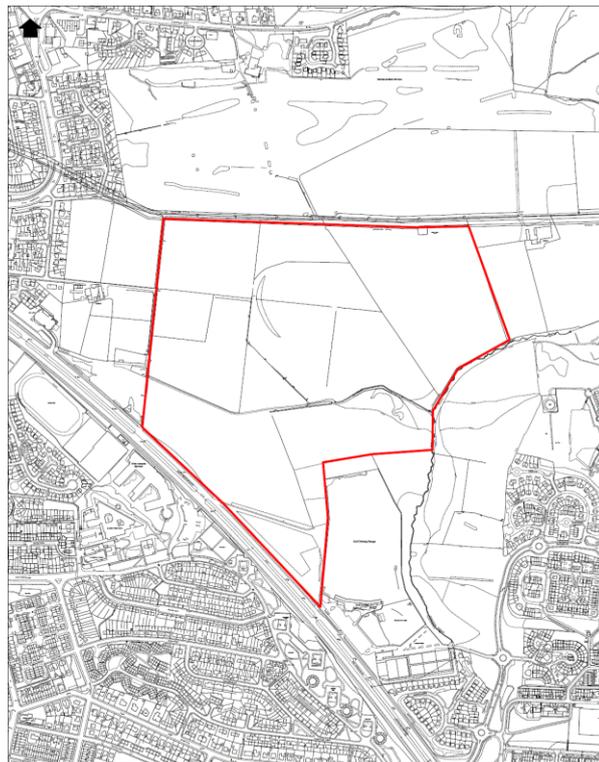
**Figure 18: Great Western Road Site, Clydebank**



Source: West Dunbartonshire Council/OS, Scale 1:2500

2) the site adjacent to the golf driving range on Great Western Road

**Figure 19: Boulevard, Clydebank**



Source: West Dunbartonshire Council/OS, Scale 1:7000

5.26 Both these sites provide sizeable development opportunities, again subject to site investigations and other necessary assessments such as transport and noise. However, these would be likely score highly in terms of both market and development potential as part of any future site assessments.

#### Key Findings

5.27 West Dunbartonshire's current supply of marketable land amounts to around 11 years and is well-balanced between the main settlements of Clydebank and Dumbarton. Take-up in 2016/17 was exceptionally high, at three times the ten year average. However, this included development of new Council offices in Dumbarton and a new recycling centre at Dennyston Forge.

5.28 In addition to this marketable supply, there is around 18 years of non-marketable supply. This includes sites within existing business areas and those held for company expansion. Given the diminishing supply

marketable land, consideration should be given to allocating these sites as business and industrial development opportunities.

- 5.29 Additional employment land supply should be considered along the main access routes as these will be most attractive to developers, investors and occupiers. For example, the former Esso Bowling site once contamination and access issues are addressed is likely to be more attractive to the market.
- 5.30 Sites near to the Erskine Bridge in particular would provide easy access to the motorway network. There are a number of well-located greenfield sites along the A82 which could be considered for business and industrial uses, subject to further investigations on ground conditions, access and transport. Other greenfield sites along the A82, Great Western Road, closer to Clydebank, could also be considered for this purpose benefiting from links direct to the west end of Glasgow.

## **6.0 Summary and Conclusions**

### **Summary**

- 6.1 West Dunbartonshire Council appointed Ryden to undertake a review of industrial and business land and property across the West Dunbartonshire area which will inform the emerging West Dunbartonshire Local Development Plan 2 (LDP2).
- 6.2 West Dunbartonshire's employment property stock is dominated by industrial stock. Both Clydebank and Dumbarton are key locations for industrial property, however, Dumbarton's stock is generally older and larger at locations such as Broadmeadow and Vale of Leven, potentially indicating an emerging challenge with obsolescence. The vacancy rate across West Dunbartonshire's industrial property stock is low and below the average for the wider Glasgow city region.
- 6.3 The main focus for office property in West Dunbartonshire is Clydebank, where new office developments have been delivered by the public sector. Queen's Quay, in particular, has seen the development of Titan Enterprise Centre and Aurora House, occupied by West Dunbartonshire Council. This has taken place as part of a mixed use development including the new Clydebank Leisure Centre and Clydebank College campus.
- 6.4 Demand for both office and industrial property has been focused on smaller properties. Small office suites are generally provided within the number of business centres found within Clydebank and Dumbarton, where rental values depend on the level of services provided. Rental values for industrial property average around £55 per sq.m. Values for modern property is around £70 per sq.m. although this higher price point tends to take longer to attract occupiers.
- 6.5 West Dunbartonshire has been successful in attracting investment from large companies in recent times. It also remains attractive to local occupiers, with a number of respondents to our occupier survey indicating that they would be keen to secure new premises, primarily in Clydebank. To capitalise on this, quality industrial and business land and property will be required at an appropriate pace and unit scale in marketable locations.

- 6.6 The supply of marketable land within West Dunbartonshire currently amounts to around 11 years' supply. Higher take-up during the last two years has been due to large developments namely West Dunbartonshire's new council offices in Dumbarton town centre and a recycling centre at Dennyston Forge. There is, in addition, around 18 years supply of non-marketable employment land supply where action should be considered to bring sites forward as future business and industrial development opportunities and replenish the area's supply of marketable employment land.
- 6.7 Based upon the detailed market research presented in this report, the employment land priorities for West Dunbartonshire should be:
- 6.7.1 Maintaining and promoting the allocated, marketable employment supply currently identified. Based upon the review in this report, no employment site de-allocations are proposed.
  - 6.7.2 Continuing to work with potentially interested occupiers, developers and funding sources to deliver new development on these marketable sites.
  - 6.7.3 Closely monitoring the years' supply of employment land to ensure that ad hoc larger projects do not reduce this to below target levels required to sustain the range and choice of sites, particularly given the geography of West Dunbartonshire which contains two clear sub-markets around Dumbarton and Clydebank.
  - 6.7.4 Planning for future employment land needs using the proven take-up rate of 2.76 hectares per annum. This would indicate 13.8 hectares over 5 years, 27.6 hectares over 10 years and 55.2 hectares over 20 years. These are substantial projections, but must accommodate the area's proven track record in attracting notable single investments including depot, office HQ and manufacturing HQ projects. Given these notable investments, take-up (sales and lettings) of marketed property is a less reliable indicator of demand potential, as it omits this type of activity.
  - 6.7.5 Meeting this projected potential future need for employment land will include identifying and promoting suitable sites in West

Dunbartonshire. There are two major sources of this future supply:-

- New locations which are either not yet identified or sit within the non-marketable employment land supply. Principal among these is Bowling, which has funding potential to bring on-stream large scale employment land provision with improved road access around the region and a location serving both sub-markets areas in West Dunbartonshire. Further search areas include A82 greenfield sites offering proximity to the Erskine Bridge and thus the full west of Glasgow region and Glasgow Airport via the motorway network. Similarly A82 greenfield sites closer to Clydebank and within the greater Glasgow conurbation may offer potential for future employment uses.
- Recycling of existing, ageing industrial and business property will form part of the future land and property supply in West Dunbartonshire. This may require direct intervention as well as planning policy support. Given the already aged stock and low vacancy rates, the long term replenishment of industrial and business property is nonetheless an early priority to identify and programme future activity.

# **APPENDIX A: BUSINESS OCCUPIER SURVEY**

## WEST DUNBARTONSHIRE BUSINESS OCCUPIER SURVEY

1. Name of Company: \_\_\_\_\_ Postcode \_\_\_\_\_

2. Please indicate the status of the company at this address:

- Headquarters                       Branch                       Sole premises  
 Other (please specify) \_\_\_\_\_

3. What is the nature and size of premises occupied (tick box and state size if known):

	Size (sq ft)
<input type="checkbox"/> <input type="checkbox"/> Industrial unit	
<input type="checkbox"/> <input type="checkbox"/> Office	
<input type="checkbox"/> <input type="checkbox"/> Commercial/ retail unit	
<input type="checkbox"/> <input type="checkbox"/> Home based	
<input type="checkbox"/> <input type="checkbox"/> Other (please specify) _____	

4. How many staff work at this address:

- 0-5     6-10     11 - 49     50 – 249     250+

5. How long have you occupied your current premises? \_\_\_\_\_ years/ months

6. Do you: a)  own your property                      b)  lease your property?

7. How satisfied are you with your current property and environment?

	Good	Satisfactory	Less than Satisfactory	Poor
General location	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Size of premises	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Condition of buildings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Accommodation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Road connections	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Public transport links	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Parking provision	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access/ circulation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Image/general environment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Security	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Staff services/ amenities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Energy efficiency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Digital infrastructure e.g broadband connection/speed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify) _____				

8. (a) Are you considering expanding/ relocating your existing business premises?  
 Definitely       Possibly       No       Don't know

**If you answered DEFINITELY or POSSIBLY to question 8, please complete questions 9 to 14.**

9. (a) When might you move?  In the next 12 months  
 After 12 months  
 Don't know

10. (b) Would you prefer to:     Lease your accommodation  Purchase your premises?

11. If you intend to move, would your preferred location be:

- Clydebank  
 Dumbarton  
 Alexandria  
 Elsewhere in West Dunbartonshire (please specify) \_\_\_\_\_  
 Other (please specify) \_\_\_\_\_

Please can you explain why:     
---

- Don't know/ no preference

12. What size of premises are you likely to require? \_\_\_\_\_ sq ft or \_\_\_\_\_ sq m

13. If you intend to move, please indicate the main reasons:

- Property too small for current requirements  
 Property too large for current requirements  
 Building configuration no longer suitable  
 Location not suitable for the business

- Environment not suitable
- Out of date premises
- Other (please specify) \_\_\_\_\_

14. What would be important in deciding on new premises?

<b>Rank importance (where 5 is very important and 0 is not important)</b>	
Location	
Quality of building	
Cost	
Connectivity (proximity to public transport and strategic road network)	
Other businesses nearby	
Size	
Other (please specify)	

**THANK YOU FOR YOUR CO-OPERATION**



## **APPENDIX B: SITE ASSESSMENT CRITERIA**

### Site Assessment Criteria

Criterion	Description
A. Strategic Fit	<p><i>The potential of a site to meet objectives set out in:</i></p> <ul style="list-style-type: none"> <li>➤ The national/ regional/ local economic development strategy</li> </ul> <p><i>Site location:</i></p> <ul style="list-style-type: none"> <li>➤ Within deprived/ regeneration area</li> </ul>
B. Market Assessment	<p><i>The market potential for a site as measured by:</i></p> <ul style="list-style-type: none"> <li>➤ Demand for the location &amp; proposed type of property (from occupiers, developers &amp; investors)</li> <li>➤ Competing supply of the proposed type of property</li> <li>➤ Acquisition requirements</li> <li>➤ Amenities</li> <li>➤ Risk</li> <li>➤ Image</li> </ul>
C. Transport & Access	<p><i>Quality of a site's transport &amp; access according to:</i></p> <ul style="list-style-type: none"> <li>➤ Access to trunk road corridors</li> <li>➤ Quality &amp; frequency of public transport service</li> <li>➤ Access into &amp; around site</li> </ul>
D. Economic Impact	<p><i>The potential for a site to contribute to:</i></p> <ul style="list-style-type: none"> <li>➤ Employment numbers</li> <li>➤ Employment quality</li> <li>➤ Development value:cost ratio</li> </ul>
E. Development Potential	<p><i>Assessment of how a site might be affected by:</i></p> <ul style="list-style-type: none"> <li>➤ Size and potential for expansion</li> <li>➤ Services</li> <li>➤ Infrastructure</li> <li>➤ Environmental designation</li> </ul>
F. Alternative Use	<p><i>5 equates to 'No likelihood/ pressure' and 0 equates to 'Strong possibility/ pressure'. Essentially an assessment of the extent to which a site's business use could be blighted for alternative use due to (amongst other factors):</i></p> <ul style="list-style-type: none"> <li>➤ Proximity to non-business uses</li> <li>➤ Expressed demand for alternative uses</li> </ul>
G. Digital Connectivity	<p><i>Does the site have:</i></p> <ul style="list-style-type: none"> <li>➤ Next generation broadband connection</li> <li>➤ Basic broadband</li> <li>➤ Limited Coverage</li> <li>➤ No Coverage</li> </ul>