

RE-PRICING OF 12 MONTH MOORING PERMITS 2009 MARKET AREA REPORT FOR HUMBER TO THE WASH

Introduction

This report provides the rationale for mooring price decisions for 2009. For explanation of the method and relevant policy, please see our overview report at www.britishwaterways.co.uk/mooringprices09 .

The government's announcement of the reduction in VAT from 1/12/08 was made whilst work on the review was in progress. To avoid confusion, we continued with our analysis showing VAT rates at 17.5%. Then, once we were ready to enter the new rates into our invoicing system, the necessary reductions were made to take VAT at 15%. Where prices are presented in this report, we indicate which VAT rate applies. VAT is payable at the rate set by the government for the date when the permit is purchased.

Profiles of privately operated sites in the area are appended. We researched and compared their prices with the BW rates to inform our judgements, but because so many operators asked us not to publish their price data, it is not included.

A network map showing all sixteen market areas is downloadable from www.britishwaterways.co.uk/mooringprices09

Local market overview

This eastern area of waterways range generally from rural to semi rural in nature with good access to River and Tidal locations. The moorings generally serve the populations of Lincolnshire, South Yorkshire and North Nottinghamshire.

BW offers the following moorings in this area, all managed by our East Midlands business unit.

| Site name | Waterway | Site capacity (berths) |
|------------------------------|-----------------------|-----------------------------------|
| West Stockwith Basin | Chesterfield Canal | 37 |
| West Stockwith Linear | Chesterfield Canal | 16 |
| Forest Bridge 53 | Chesterfield Canal | 9 |
| Worksop | Chesterfield Canal | 1 |
| Shireoaks Marina | Chesterfield Canal | 20 |
| Shireoaks Marina Residential | Chesterfield Canal | 12 |
| Torksey Lock | Fosdyke Navigation | 55 |
| Lincoln top side | Fosdyke Navigation | 30 |
| Lincoln University side | Fosdyke Navigation | 20 |
| Lincoln Residential | Fosdyke Navigation | 20 |
| Bardney Lock | River Witham | 35 |
| Hazelford Lock | River Trent | 2 |
| | Total capacity | 257 |

Supply assessment

In addition to BW long term moorings there are a 1362 boats registered on private moorings in the same area. Thus the total market comprises of some 1620 occupied berths. At BW's sites additional facilities have been provided at Lincoln by way of new sanitary facilities, pumpout, laundry and additional lighting for the upstream residential section.

Over the past 18 months no additional marinas have opened in the area and none are expected in the next 12 months.

Demand assessment

Current occupancy, measured by the number of current permit holders divided by the number of available berths averages over 90% across the BW sites in the group. Most marinas are reported to be full or near to full.

Analysis of tendered vacancies

The table below summarises the results of tenders during the 12 months from November 2007. More recent results can be found on www.bwmooringvacancies.co.uk. (The moderation phase of the pricing review ran from November to January and during this period we took account of latest evidence.)

| Site Name | Guide £ per metre | Total Vacancies advertised | Total Tenders | Total Tenders > prevailing guide price | Average contracted £ per metre following tender |
|-----------------------|-------------------|----------------------------|---------------|--|---|
| West Stockwith Basin | 98 | 5 | 6 | 0 | 64.11 |
| West Stockwith Linear | 74 | 1 | 1 | 0 | 43.33 |
| Forest Bridge 53 | 71 | 4 | 14 | 10 | 95.1 |
| Shireoaks Marina | 88 | 9 | 28 | 17 | 102.25 |
| Torksey Lock | 95 | 9 | 11 | 4 | 78.93 |
| Lincoln top side | 78 | 7 | 23 | 17 | 98.42 |
| Lincoln Residential | 101 | 2 | 17 | 12 | 169.24 |
| Bardney Lock | 70 | 6 | 10 | 2 | 62.3 |

Private operator reference sites

We have identified the following privately operated mooring sites as being the most relevant to the BW sites for price comparison purposes

| | | |
|---------------------|------------------------|----------------------------------|
| Sheffield Boat Club | Burton Waters Marina | Chapel Hill |
| Clayworth RWBC | Lincoln Marina | Belle Isle Marine |
| Retford Mariners | Lincoln Boat Club | Boston Motor Yacht Club |
| Gunthorpe Marina | Brayford Pool | Russell Hunt (Kingfisher Marina) |
| Kings Marina | Farndon Harbour Marina | |
| Boston Marina | Newark Marina | |

Brief profiles of BW and these privately operated sites are summarised in the appendix

Pricing conclusions

In reaching conclusions, comparisons have been made with other BW sites and private sites, tender results have been considered, and management costs have been taken into account. Other considerations such as general demand (e.g. winter sites and some less popular towpath sites) and changes in facilities or disturbance caused by BWs operations or changes have also been taken into account.

| Site Name | 2008 Price | Price from April 2009 | Notes on pricing decision |
|------------------------------------|------------|-----------------------|---|
| Chesterfield Canal | | | |
| West Stockwith Basin | £95.91 | £100.81 | Popular site with good interest in tendered vacancies. Comparable to Shireoaks but better network access, lock keeper on site. Average tender price similar to guide. |
| West Stockwith Linear | £72.43 | £80.26 | Comparable to Forest Bridge but with better network access, no tenders done. (Keadby -£78.31 (2008) without electric, industrial area) |
| Forest Bridge 53 | £69.49 | £78.30 | Popular site with very good interest for 2 tenders realising well in excess of guide |
| Worksop | £58.72 | £58.72 | There has been no interest in vacancies at this site for the past two years. |
| Shireoaks Marina | £86.13 | £92.98 | Very good interest in 5 vacancies with 20 tenders submitted. Similar to West Stockwith but with less easy network access |
| [R] Shireoaks Marina - Residential | £93.96 | £107.66 | Interest in tenders for residential berths in this market area is very strong. 3 resi tenders at Lincoln have realised well in excess of the guide price – one of which was 305%. |
| Fosdyke Canal | | | |
| Torksey Lock | £92.98 | £97.87 | Popularity seems to depend on size of berth. All tenders were for smaller berths and have just achieved the guide price. Other similar sites have shown larger berths to be more popular. The site is comparable to West Stockwith in that it has similar accessibility to the Tidal Trent and is relatively rural. |
| Torksey Lock - Non Elec | £87.11 | £92.98 | |
| Torksey Lock <10m | £92.98 | £92.98 | |
| Torksey Lock - Non Elec <10m | £87.11 | £88.09 | |
| [R] Lincoln Residential | £84.17 | £102.77 | New sanitary facilities, pumpout, laundry, lighting. Interest in tenders for residential berths in this market area is very strong. 3 resi tenders at Lincoln have realised well in excess of the guide price – one of which was 305%. Priced well below market value |
| Lincoln topside | £76.34 | £86.13 | New sanitary facilities, pumpout, laundry, lighting. Comparable sites such as Lincoln marina show this to be priced below market value |
| Lincoln lowside | £76.34 | £76.34 | Not as popular as area on the topside, tenders have realised lower than the guide price. |
| River Trent | | | |
| Hazelford Lock | £72.43 | £76.34 | Pricing in line with those on the River Trent when comparing facilities. Increase to reflect BW cost rises. |
| Bardney Lock | £68.51 | £72.43 | Tenders have realised just below guide price. Increase to reflect rise in BW's costs |
| Bardney Lock <10m | £68.51 | £68.51 | Not been popular when tendered realising below guide price. Price freeze. |

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APPENDIX Mooring site comparisons

| Site name (BW sites shown bold) | Setting | Mooring amenity | Facilities |
|---|---|--|---|
| West Stockwith Basin | Rural Basin with direct access to Tidal Trent. Walking distance to village with limited facilities and two pubs | Hard edge marina type basin with mix of pontoons, linear hard edge and posts | <ul style="list-style-type: none"> Toilets, elsan, showers, car park, club house on site, hard standing available, diesel, gas, tidal lock keeper resident on site, some electric, some water. Refuse, pumpout, slipway |
| West Stockwith Basin - Hard standing | Hard standing | Hard standing | <ul style="list-style-type: none"> Hard standing with some electric points |
| West Stockwith Linear - | Rural offside adjacent to West Stockwith Basin with direct access to tidal River Trent. Walking distance to village with limited facilities and two pubs | Hard edge linear location of approx 17 boats | <ul style="list-style-type: none"> Toilets, elsan, showers, car park, club house on site, hard standing available, diesel, gas, tidal lock keeper resident on site, dedicated electric points, water. Refuse, slipway, pump out (all facilities at adjacent basin) |
| Forest Bridge 53 - Worksop - | Rural offside. Isolated location | Hard edge offside canal lock island | <ul style="list-style-type: none"> Toilets, elsan, shower, refuse, car parking |
| Shireoaks Marina - | Urban towpath | Hard edge | <ul style="list-style-type: none"> Water point, elsan |
| Shireoaks Marina - | Rural marina. Short drive to town centre of Worksop | Marina with pontoon access. | <ul style="list-style-type: none"> Toilets, pumpout, slipway, elsan, showers, car parking, gated access to site, electric to most berths, water to most berths. |
| Torksey Lock - | Rural linear on towpath side but separated by wall with gated access. Destination site. Close to a pub and restaurant. Direct road access to A57 (Gainsborough and Lincoln within 30 minutes). Direct access to tidal Trent | Long length of pontoon access from hard edge. Gated access (BW key) | <ul style="list-style-type: none"> Electric to some berths, toilet, shower, elsan, pumpout, gated access to berths, car parking. Non residential lock keeper, water. |
| Lincoln top side | Semi urban/Urban offside linear. Walking distance to Lincoln City. | Long linear section with rise and fall posts at bottom of flood bank | <ul style="list-style-type: none"> pumpout, toilets, showers, laundry, car parking adjacent to berth, water to most berths, elsan |
| Lincoln University side | Urban offside linear adjacent to university halls of residence. Walking distance to Lincoln City. | Long linear hard edge at bottom of flood bank with rise and fall posts | <ul style="list-style-type: none"> pumpout, toilets, showers, laundry, car parking adjacent to berth, water to most berths, elsan |
| Lincoln Residential | Semi urban/Urban offside linear. Walking distance to Lincoln City. | Long linear section with rise and fall posts at bottom of flood bank | <ul style="list-style-type: none"> pumpout, toilets, showers, laundry, car parking adjacent to berth, water to most berths, elsan, electricity to each berth |
| Bardney Lock - | Rural offside linear. Very isolated with approx 1 mile drive to main road | Hard edge mix of pontoon and linear berths on rise and fall posts | <ul style="list-style-type: none"> Electricity, shared water, refuse, toilets, elsan, car parking |
| Private sites | | | <ul style="list-style-type: none"> |
| Sheffield Boat Club | Offside moorings with gated access. Close to a pub and restaurant. Direct road access to A57 (Gainsborough and Lincoln within 30 minutes) Direct access to tidal Trent | Fixed pontoon and hard edge. Members only | <ul style="list-style-type: none"> Nearby - toilets, elsan, showers, pumpout, refuse, car parking at adjacent Torksey Lock |
| Clayworth RWBC | Towpath hard edge moorings. Very rural | Hard edge towpath. Members only | <ul style="list-style-type: none"> Water, refuse, car parking, toilets elsan, electric, showers, clubhouse, some hard standing |
| Retford Mariners | Offside pontoon. Car parking and locked access. Central Retford location with access to shops etc. | Mix of hard edge and fixed pontoon. Members only | <ul style="list-style-type: none"> Water, refuse, car parking, electric to some berths, clubhouse, |

| Site name (BW sites shown bold) | Setting | Mooring amenity | Facilities |
|--|---|---|---|
| Gunthorpe Marina | Towpath side linear and pontoon. Close to two pubs and a restaurant. | Mix of hard edge and fixed pontoon | <ul style="list-style-type: none"> Toilets, electric, elsan, small shop, boat repairs, pumpout, some hard standing, diesel, gas, small chandlery, (some facilities at adjacent lock) |
| Kings Marina | Offline river marina with rise and fall pontoons. Walking distance to Newark town centre and Kiln BU office | Fully serviced rise and fall pontoon | <ul style="list-style-type: none"> FULL marina services |
| Boston Marina | Fixed pontoons with locked access. Walking distance to Boston town centre. Close to Grand Tidal Lock and access to the Wash and Sea | Fixed pontoon | <ul style="list-style-type: none"> FULL marina services either at marina or adjacent lock site |
| Burton Waters Marina | Offline marina with rise and fall pontoons. Short drive to Lincoln City centre | Fixed pontoon | <ul style="list-style-type: none"> FULL marina services – high quality |
| Lincoln Marina | Pontoons with full services. Walking distance to Lincoln City Centre | Fixed pontoon | <ul style="list-style-type: none"> Electric, water, refuse, some hard standing, elsan, toilets, showers, boat repairs, chandlery |
| Lincoln Boat Club | Basin pontoons in centre of Lincoln. Walking distance to main Lincoln City centre | Fixed pontoon Members only | <ul style="list-style-type: none"> Toilets, electricity, |
| Brayford Pool | Basin pontoons in centre of Lincoln. Walking distance to main Lincoln City centre | Fixed pontoon – Members only | <ul style="list-style-type: none"> Toilets, electricity, |
| Farndon Harbour Marina | Offline river marina. 15 minute walk to Newark town centre | Rise and fall pontoon | <ul style="list-style-type: none"> FULL marina services |
| Newark Marina | Offline river marina. 5 minute walk to Newark town centre | Rise and fall pontoon | <ul style="list-style-type: none"> FULL marina services – high quality |
| Chapel Hill | Very rural – part online, part offline fixed pontoon | Fixed pontoon. Limited or no access to navigation during winter due to river level drop | <ul style="list-style-type: none"> basic |
| Belle Isle Marine | Offline river marina, very rural next to pub | Fixed pontoon. No winter access to navigation due to river level drop | <ul style="list-style-type: none"> water, refuse, parking, elsan, toilets, electricity, diesel, gas, some hard standing, pub adjacent |
| Boston Motor Yacht Club | Fixed pontoons with locked access. Walking distance to Boston town centre. Close to Grand Tidal Lock and access to the Wash and Sea | Fixed pontoon, summer only – members only | <ul style="list-style-type: none"> basic |
| Russell Hunt (Kingfisher Marina) | Offline river marina basin. Pontoons. Walking distance to small village of East Bridgford. | | <ul style="list-style-type: none"> Water, refuse, parking, some hard standing, boat repairs, slipway, toilets, electricity, diesel, gas, chandlery |