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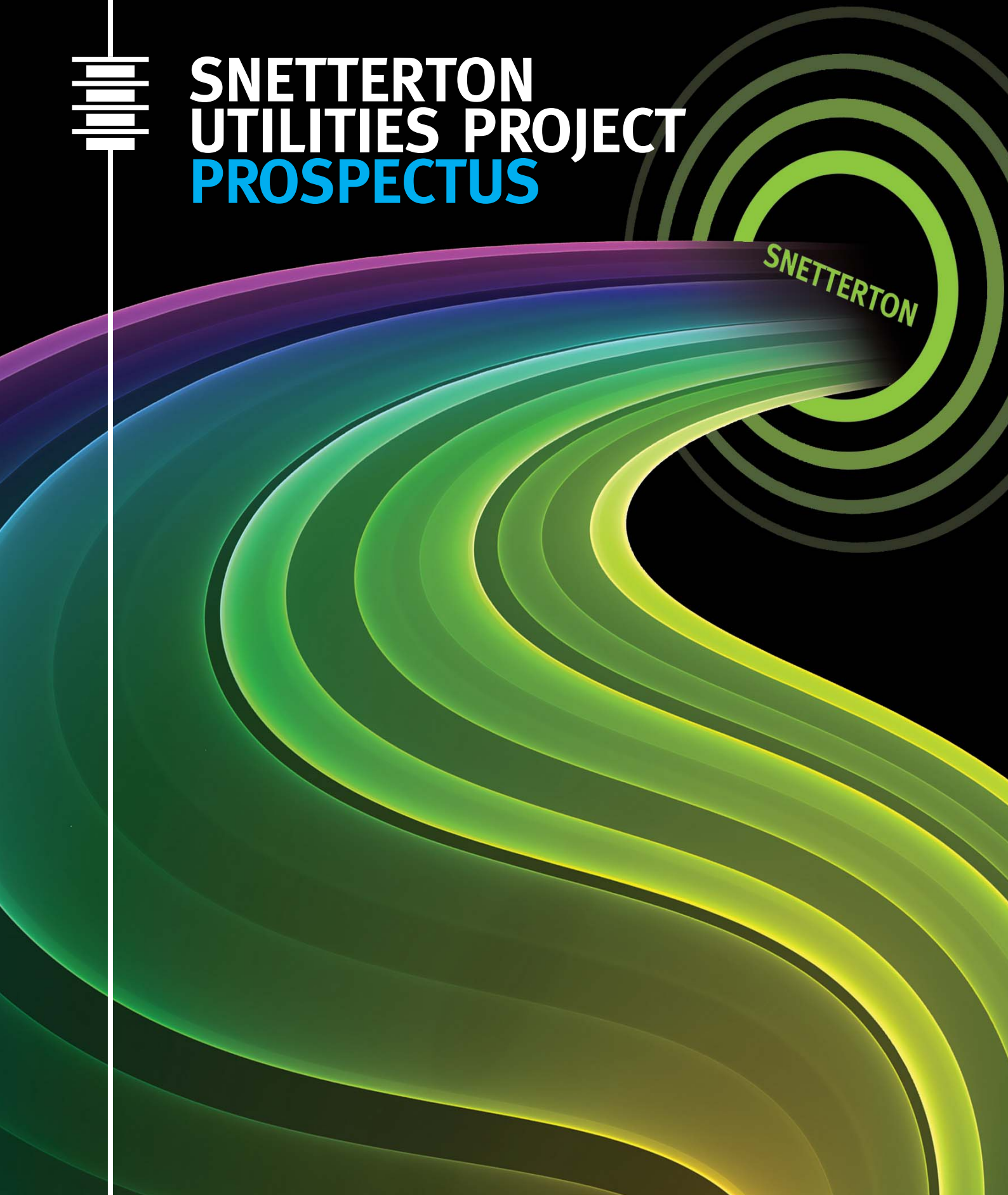
SNETTERTON UTILITIES PROJECT PROSPECTUS



PROSPECTUS CONTENTS

INTRODUCTION

Snetterton Heath is located along the A11 between Thetford and Attleborough, in the heart of Norfolk. It is recognised as a key employment site for Breckland Council and the County and a key element of Breckland's Rural Enterprise Valley development. Currently it is planned that the present development of about 30ha of business and light industry will be more than doubled.

Further development is, however, likely to be constrained by the utilities, specifically lack of spare capacity in the electricity infrastructure and by lack of on-site gas. This Prospectus promotes the opportunity to provide energy for this development.

Breckland Council's aim is to enable the employment zone development. Our aspiration is that an energy supply company will develop a solution using local sources of renewable fuels and innovative technology. This is in alignment with our Environmental Strategy 2008 – 2013 which aims to make Breckland a carbon neutral district.

Snetterton Heath has excellent road and rail access and landowners keen to see a comprehensive and coordinated development take place. Planners do not foresee any significant policy issues and there are a number of possible local fuel sources, some of which might bring the added benefit of agricultural employment.

We look forward to receiving your proposals for energy provision.

Councillor Paul Claussen
Executive Member for
Economic and Commercial
Breckland Council

EXECUTIVE OVERVIEW

This Prospectus promotes the opportunity to meet the future energy demand of the Snetterton Heath employment zone, where development is likely to be constrained by the limited capacity of the electrical grid connection.

Breckland Council are keen that an energy supply solution be developed to fulfil the needs, and thereby enable employment to be provided.

The Council seeks outline proposals from prospective suppliers willing to set up a vehicle to generate and supply electricity to the Snetterton Heath tenants, business owners and land owners. Proposals should describe the solution, how any implementation vehicle proposed will be set up and who will fund it.

They should cover what technology will be employed, and how an adequate supply of fuel will be secured. A good proposal will provide assurance that the supplier has proven experience and are offering a low-risk viable solution. The Council encourages the use of renewable and low-carbon technologies.
The Council and landowners are committed to development of the employment zone, and to meeting its needs with a power station if necessary. District and County planners are favourable, given that this is a rural yet industrial location. The site has good road and rail access, and studies have indicated that renewable fuel resources are available locally.

It is the Council's intention to select one or more suppliers to engage with in progressing the detail of a low-carbon cost-effective solution for Snetterton Heath.

In summary the objectives of this Prospectus are:

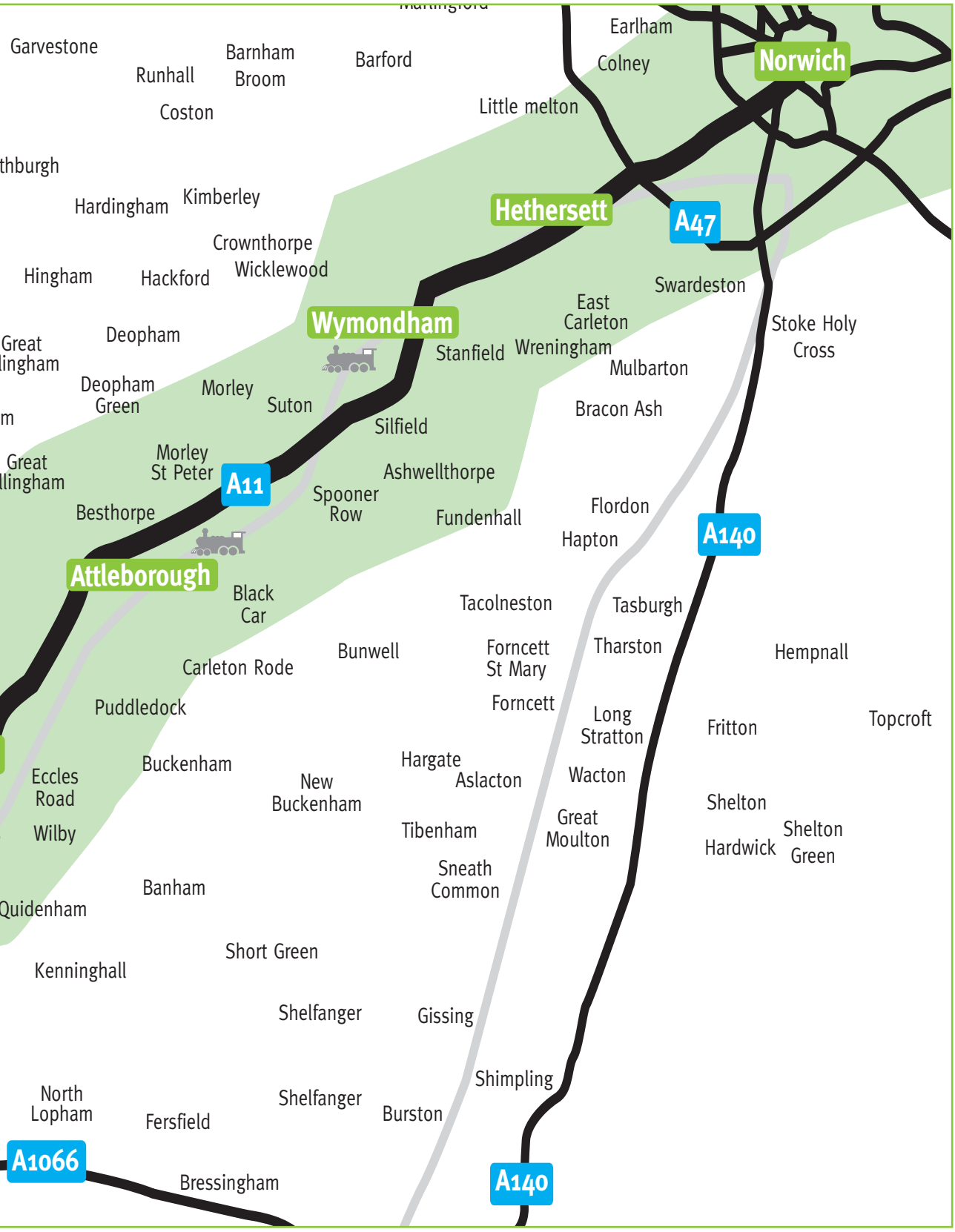
1. To promote the Snetterton Heath energy supply opportunity
2. To encourage potential suppliers to propose solutions by:
   a. engaging with the Council and with Landowners
   b. putting forward an outline proposal for evaluation
3. To enable the Council to select one or more suppliers.

This Prospectus includes:

1. A description of the characteristics of the employment zone
2. The business requirements to be met by suppliers
3. A review of the Attractions of the site to suppliers, together with the Challenges
4. Instructions as to how to respond the Prospectus.

Note that this is not a formal tender process and suppliers do not need to submit a proposal to proceed. The Council simply wishes an energy-supply solution to be provided, by whatever means.

Snetterton is located along the A11 between Thetford and Attleborough in the heart of Norfolk


Garvestone
Runhall
Barnham Broom
Barford
Earlham
Colney
Norwich
Coston
Little melton
thburgh
Hardingham
Kimberley
Hethersett
A47
Crownthorpe
Wicklewood
Hingham
Hackford
Swardeston
East Carleton
Wymondham
Deopham
Great lingham
Stanfield
Wreningham
Stoke Holy Cross
Mulbarton
Deopham Green
Morley
Suton
Bracon Ash
Silfield
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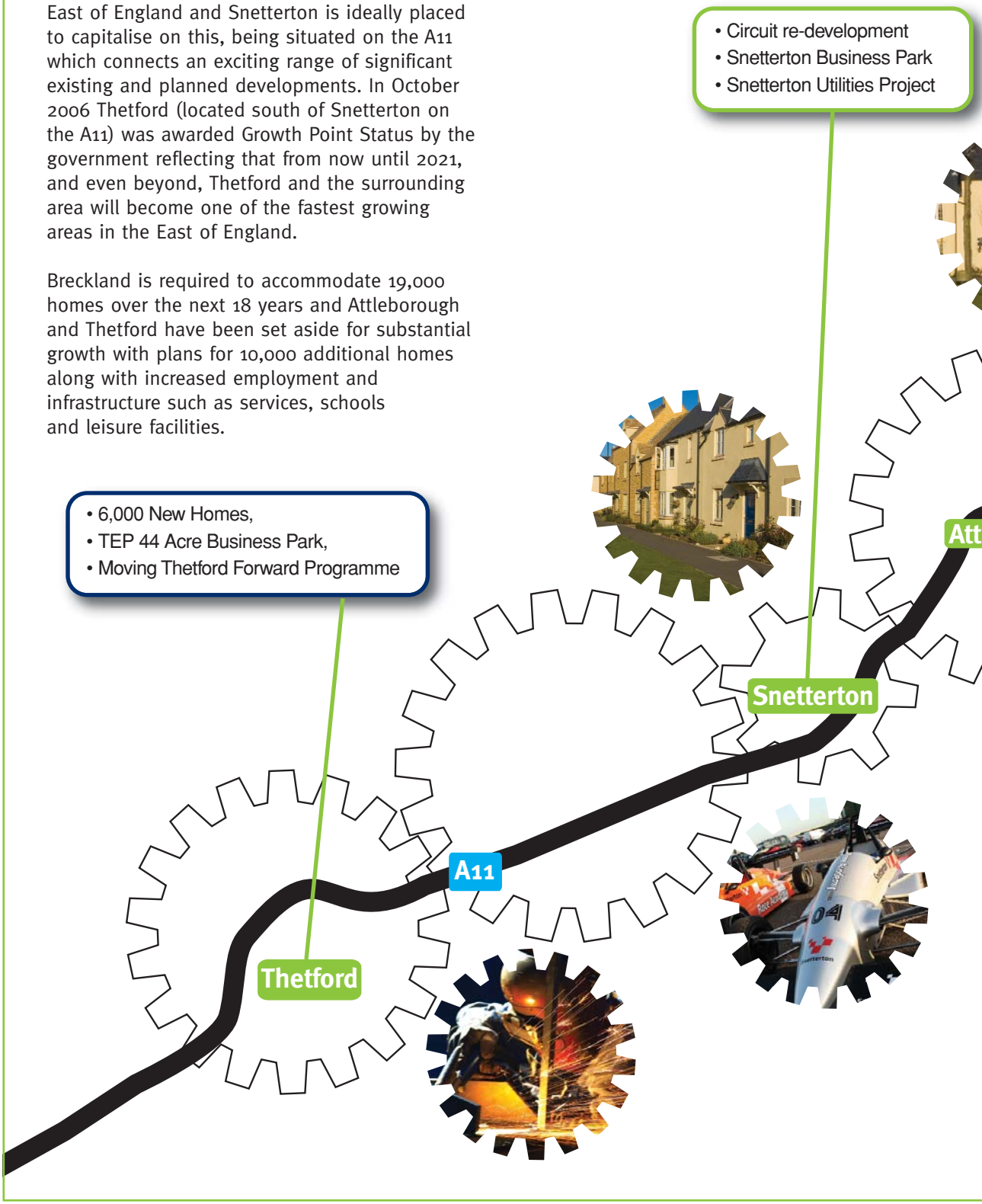
Morley St Peter
Great llingham
A11
Ashwellthorpe
Spooner Row
Besthorpe
Fundenhall
Flordon
Hapton
A140
Attleborough
Black Car
Tacolneston
Tasburgh
Bunwell
Forncett St Mary
Tharston
Hempnall
Carleton Rode
Puddledock
Forncett
Long Stratton
Fritton
Topcroft
Buckenham
Hargate
Aslacton
Wacton
Eccles Road
New Buckenham
Shelton
Wilby
Tibenham
Great Moulton
Shelton Green
Hardwick
Sneath Common
Banham
Quidenham
Short Green
Kenninghall
Shelfanger
Gissing
Shimpling
North Lopham
Shelfanger
Burston
Fersfield
A1066
Bressingham
A140

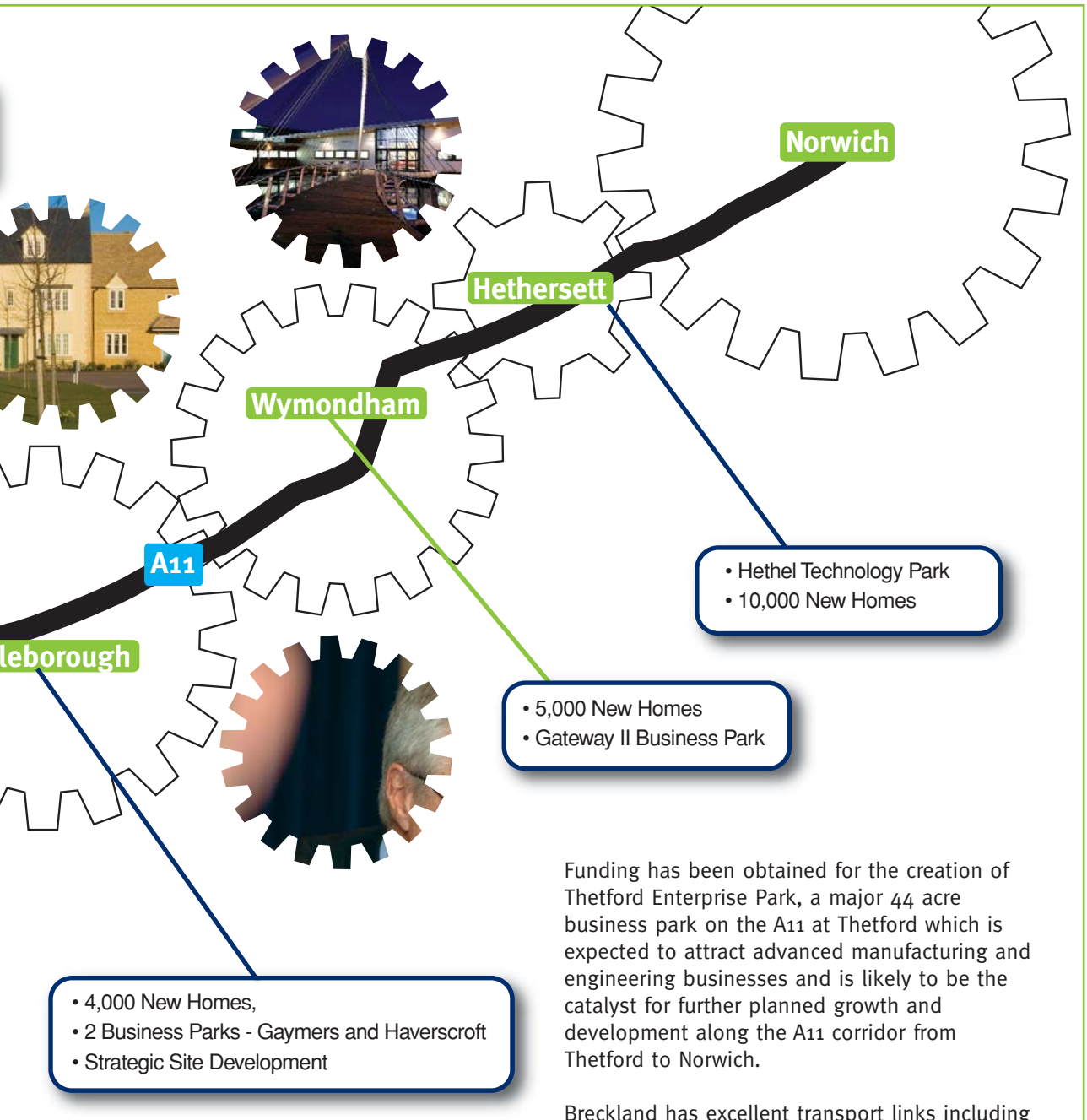
The Rural Enterprise Valley (REV)

The Rural Enterprise Valley between Thetford and Norwich – an exemplar area where local people can live, work and play, whilst contributing significantly to the regional economy, with minimal environmental impact

The next 18 years will see major growth for the East of England and Snetterton is ideally placed to capitalise on this, being situated on the A11 which connects an exciting range of significant existing and planned developments. In October 2006 Thetford (located south of Snetterton on the A11) was awarded Growth Point Status by the government reflecting that from now until 2021, and even beyond, Thetford and the surrounding area will become one of the fastest growing areas in the East of England.

Breckland is required to accommodate 19,000 homes over the next 18 years and Attleborough and Thetford have been set aside for substantial growth with plans for 10,000 additional homes along with increased employment and infrastructure such as services, schools and leisure facilities.





Funding has been obtained for the creation of Thetford Enterprise Park, a major 44 acre business park on the A11 at Thetford which is expected to attract advanced manufacturing and engineering businesses and is likely to be the catalyst for further planned growth and development along the A11 corridor from Thetford to Norwich.

Breckland has excellent transport links including the major A11 trunk road, expansion planned at Stanstead and Norwich airports and direct trains to London. Work to dual the last single carriageway section of the A11 has recently been brought forward for a 2010 start date. All of these factors make this area a very attractive proposition for regional, national and international inward investors.

EMPLOYMENT ZONE DESCRIPTION

INTRODUCTION

Snetterton Heath is located on the A11 in Norfolk between Thetford and Attleborough. It is a key employment site that is planned to have a designated site-specific Area Action Plan as part of the Local Development Framework. It has:

- Landowners keen to see comprehensive coordinated development, and who have recently submitted several planning applications
- Existing business development, including motorsport and advanced engineering, these being growth sectors in the vicinity
- Excellent road and rail access.

While the energy infrastructure is adequate for current needs development to realise the employment zone's full potential would require grid reinforcement or other additional supply.

Breckland Council, with support of the landowners, is seeking solutions to ensure energy supply, enable development and provide employment.

CHARACTERISTICS OF THE EMPLOYMENT ZONE

The currently designated employment zone is 62.84 hectares of which 29.78 hectares have been developed out for employment use. Existing developments are warehousing and distribution, together with some light industry and manufacturing. Structures are primarily single storey units and large distribution warehouses.

Power is supplied to Snetterton Heath by 11kV lines from a 33kV Primary Substation at Kenninghall (15MVA total load), which in turn is fed by 33kV lines from a Substation at Diss.

The land is in multiple ownership, with approximately two dozen land owners in, or adjacent to, the employment zone. Owners range from farmers to businesses such as Motorsport Vision, Richard Johnston Limited and Addfill Limited; the last of these owning an old land fill site. The Council does not own any of the land.

Development has been piecemeal and sporadic on the site, which is an old WWII airfield. Some of the existing buildings are relatively old, and some still under construction.

FUTURE DEVELOPMENT

Work on development of the Snetterton Area Action Plan is about to start, it will be informed by the responses to this Prospectus. Planning policy principles are expected to reflect the following:

- Provision of employment is a key driver
- Nature of the development - this is expected to be:
  - in motorsport and advanced engineering [reflecting the Rural Enterprise Valley (Rev) Project objectives – see www.ruralenterprisevalley.com]
  - mainly in small single storey light industrial units
  - larger units or high end industries are not precluded, especially if they are heat demand
  - warehousing and distribution will cease to be the major industry, though there may be some further development
- An additional 20 hectares, bringing the total zone to 83 ha., will be zoned for employment to be used after the existing zone is fully occupied.
- The zone will have 30-50% coverage by business premises floor space.

The employment zone is expected to be fully developed by 2026, phasing will be linked to the provision of an appropriate energy supply.


Holiday Inn
Snetterton
clydesdale Bank
halfords.com
ROKMOBILE.COM
GARMIN
CASIO
DUNLOP

SNETTERTON UTILITIES PROJECT

Breckland Council has been driving this project since October 2006. The following have been carried out:

1. Internal review of energy supply options and land ownership assembly
2. Feasibility study by consultancy to develop the case further. Land owner stakeholder group established
3. Consultancy by UEA MBA students to draft a Prospectus

Discussions with EDF Energy Networks have been held to identify grid reinforcement options and indicative costs as follows:

Option 1
3MVA – from the existing 11kV network
£0.6m + VAT

Option 2
4.6MVA – through a transformer upgrade
£1.6m + VAT

Option 3
13MVA – through constructing a new Primary (33/11kV) sub-station at Snetterton
£6.6m + VAT

Option 4
30MVA Primary sub-station at Snetterton
£12.8m + VAT

Options and costs are subject to change, for example should EDFE be asked to prepare a Formal Quotation.

STAKEHOLDERS/SUPPORTERS

Stakeholders	Interest
Breckland Council	Facilitating business growth in Breckland Facilitating employment prospects in Breckland (Growth Point targets) Development of strategic employment site (LDF) Inward investment
Snetterton Land Owners	Potential land value increase Ability to develop land for commercial use Confidence to invest
Snetterton Business Owners	Further development of employment site – more varied business occupiers
Norfolk County Council	Facilitating business growth in Norfolk Facilitating employment prospects in Norfolk Development of strategic employment site Inward investment
EEDA	Assist in delivery of employment targets for Region Development of strategic employment site Inward investment

CURRENT PLANNING APPLICATIONS

For the latest applications please search www.breckland.gov.uk/planning (for Parish: Snetterton) or www.planningportal.gov.uk (for postcode:NR16)

Recent Snetterton Heath applications include:

0419 Richard Johnston Ltd – Full application for 1283m2 of light industrial/commercial units on 0.38ha.

0575 Richard Johnston Ltd with Addplus Systems – full application for 1885m2 process and storage building on 0.418ha.

0600 Motorsport Vision – outline application for £10 million investment of Hotel with conference facilities, Piazza, Motor Retail Zone, Engineering Units, Motor Racing School and Race Team Units on 12.495ha. See: **www.motorsportvision.co.uk/resources/sn_buspark/index.asp**

3PL/2007/1568/F Flame Restaurant - Planning permission for 54-bedroom motel and restaurant on 0.83ha.

3PL/2007/1820/O Cliffsky Ltd – Outline planning application for 7 B1 units and 4 car showrooms.

BUSINESS REQUIREMENT

OVERVIEW

Breckland Council wishes to ensure that the tenants, businesses and land owners of the Snetterton Heath employment zone, current and future, are assured of an adequate and resilient energy supply to sustain their businesses.

To this end they aspire that, at a minimum, an energy provider offers its services to:

- Guarantee reliability of supply of electricity, and where applicable heat, to the tenants
- Make provision for the generation/supply of this energy, ensuring adequacy of fuel supply

It is recognised that a supplier whose proposal includes customers for the energy, especially for thermal energy, will have a distinct economic advantage.

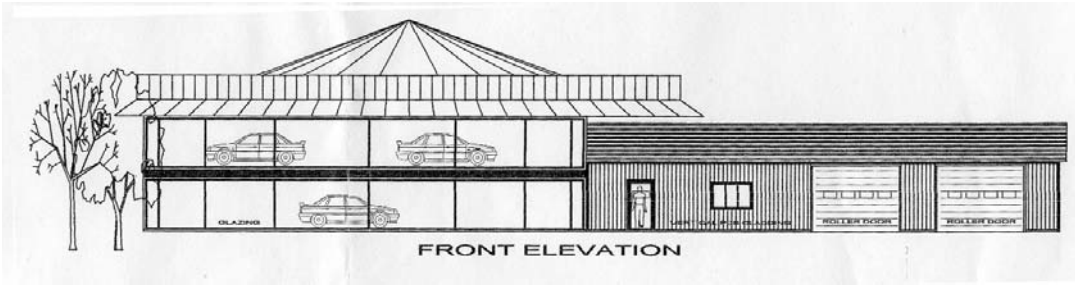
Note that no energy supply solution which meets the needs of the employment zone is ruled out.

DETAILED REQUIREMENT

Breckland Council anticipates that the requirement is likely to be best met by a single entity (which might be a consortium or partnership) who offers a complete service from building the plant and infrastructure, through sourcing and contracting for fuel, to operating the service and supplying energy to the tenants.

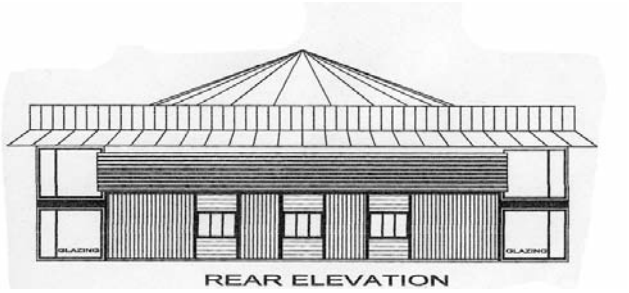
This service is likely to include many of the following elements:

- Establishing a vehicle to conduct the business:
  - Appropriate legal structure
  - Partnership between the interested parties: for example landowners, developers, tenants, EDF, plant providers, fuel suppliers, and possibly Breckland Council
- Raise capital through mix of equity and debt
- Seek out grants
- Enter into contracts for:
  - Plant equipment, both supply and maintenance
  - Construction of plant and infrastructure
  - Grid connection, reinforcement and feed
  - Fuel supply
  - Power purchase agreements with tenants
- Operate the service to provide a return on investment with
  - Revenue from energy and by-product sales, ROCs and gate fees
  - Expenditure on maintenance, fuel, insurances, payroll
  - Taxation, capital allowances, interest and dividends
- Ensure continuity of supply of energy to tenants and services from suppliers
  - Bound by service level agreements
  - Covered by insurances and guarantees
  - Backup and disaster recovery provision
- Enhancement of the service to match growth of the development of the employment zone.

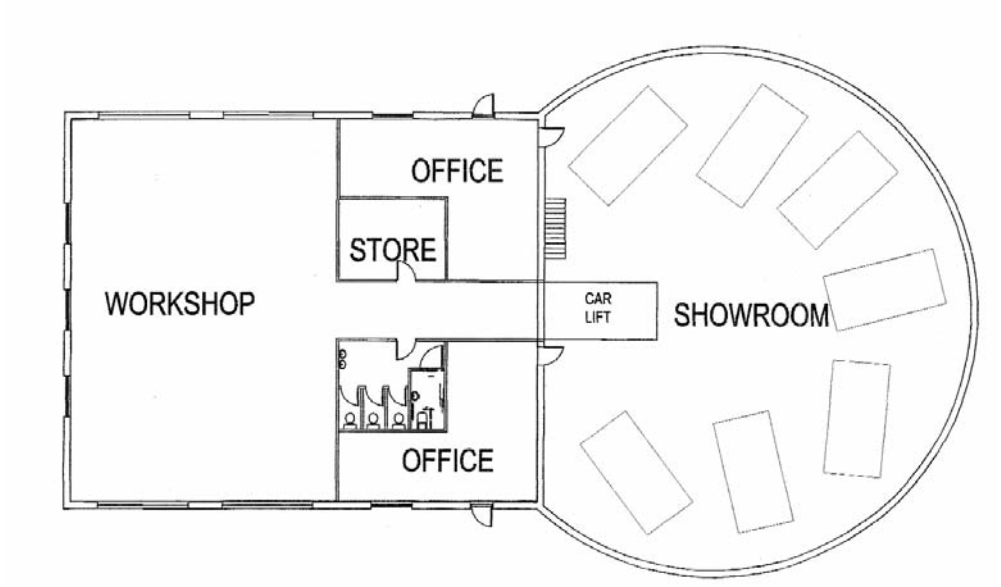


FRONT ELEVATION

FRONT ELEVATION



REAR ELEVATION



APPROACHES

Previous studies have researched the business and technical feasibility of a variety of means to meet the business requirement.

Note that this section illustrates ways in which aspects of the requirement might be met. It is not intended to be prescriptive, the Council are happy to consider other approaches that meet the requirement.

ESCOs: Energy Service Companies develop, install and finance long term projects designed to improve electricity and heat efficiency in generation and usage. Often, this will include combined heat and power (CHP) plants, district heating and sustainable energy sources.

Gas production: to mitigate the challenge of balancing supply and demand it is plausible that a solution may generate a gas such as biomethane as an intermediate product. At times when gas production from a digester or gasifier exceeds the need for local generation then there may be potential for sales of the gas into the local market. For example Norwich City CIVITAS SMILE project (URL: http://www.civitas-initiative.org/news.phtml?id=483).

Demand minimisation: Work with landowners and developers to ensure that:

- buildings are constructed to low carbon standards to minimise energy demand and maximise distributed generation
- process equipment is specified for maximum energy efficiency

REGULATORY ENVIRONMENT

UK Government is working to provide a regulatory framework to facilitate suppliers and users to meet challenging emissions reduction and renewable energy generation targets. Current regulations are likely to be strengthened and supplemented.

Snetterton Heath solutions are likely to be impacted by regulations in several areas:

1. Energy Efficiency – in the built environment, for example through building regulations, reducing demand, and through the Carbon Reduction Commitment
2. Energy usage – Climate Change Levy to encourage businesses to use energy from fossil fuels more efficiently, and encourage use of renewable energy
3. Energy generation and supply – through the EU-Emissions Trading Scheme and through the Renewables Obligations with revenue from its Certificates likely to increase on 1 April 2009 with the proposed bandings. Renewables development may also be aided by Enhanced Capital Allowances.
4. Waste reduction – through land fill taxation

Depending upon the nature of the solution other factors may be relevant, such as whether the solution can be classed as good quality CHP.

Government also stimulates growth through grants schemes such as the Bio-energy Capital Grants Scheme and WRAP.

REGIONAL AND COUNCIL POLICIES

The East of England Plan, part of the Regional Spatial Strategy, includes the following relevant policies:

- ENG1 Carbon Dioxide Emissions and Energy Performance – local authorities should "encourage the supply of energy from decentralised, renewable and low carbon energy sources" and promote innovation by encouraging "energy service companies (ESCOs) and similar energy saving initiatives"
- ENG2 Renewable Energy Targets – support for renewable power generation with the aim of meeting 10% of the region's energy by 2010 and 17% by 2020 excluding energy from offshore wind.

Breckland Council's Core Strategy includes the following preferred options:

- DC15 Energy Efficiency – promoting sustainable building forms and construction; plus seeking that they supply 10% of their energy through on-site Renewables
- CP11 Energy – "The Local Authority encourages and will support the provision of renewable and low-carbon technologies" – Snetterton Heath is quoted as an example
- DC16 Renewable Energy – "Renewable energy developments, such as wind turbines, biomass or solar systems, will be supported in principle".

The Council's Environmental Strategy contains policies for sustainable energy in Council buildings and to encourage local businesses to do likewise.

LOW CARBON EXEMPLAR

In the interest of the employment zone becoming a low-carbon exemplar site the Council wishes to encourage all parties to be low carbon by:

1. using energy efficiently
2. taking opportunities for distributed micro-generation
3. utilising the heat output from electricity generation where possible
4. reusing and recycling goods.

Energy efficiency means:

- highly insulated buildings, air-tight with ventilation and heat-exchangers
- fluorescent or LED lighting, with equipment selected to have low energy requirements
- water capture and recycling

Micro-generation may mean space heating using heat pumps (ground or air) or small biomass boilers, and water heating by solar panels.

While it is unlikely that the space heating needs of modern industrial buildings warrant a site-wide heat infrastructure an individual process might warrant a heat supply. Examples of such processes include:

- breweries and distilleries
- horticulture under glass, with the added benefit of having a CO_2 demand
- cold store, through use of an absorption chiller.

FUEL SUPPLY CHAIN EMPLOYMENT

The Council perceives that utilisation of fuel from local sources can in itself stimulate local employment. This might be from gathering trimmings in woodland, through to agricultural production of energy crops.

ATTRACTIONS

OVERVIEW

Snetterton Heath has a number of attributes which make it particularly attractive for suppliers wishing to deploy a low carbon energy solution. We would like to bring these to the attention of potential suppliers:

1. An available site
2. Council commitment
3. Good transport links
4. Planners anticipate no significant policy issues
5. Few neighbours
6. Fuel available

AVAILABLE SITE

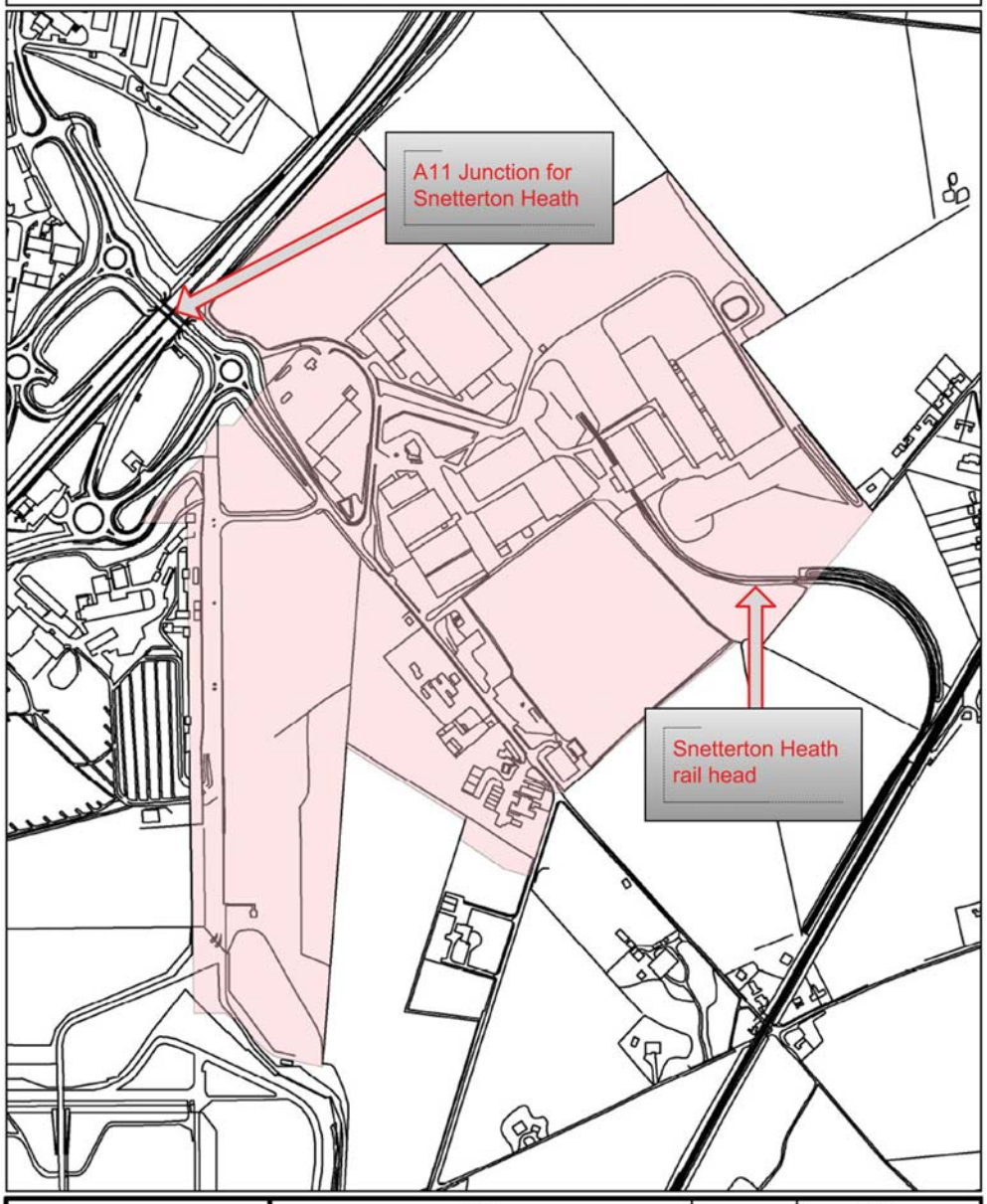
There are a number of potential locations for a site of approximately 1ha. within or adjacent to the Employment Zone (subject to agreement with the landowners). Selection of site may depend upon the relative importance of 'central location', 'road access' and 'rail access'.

COUNCIL COMMITMENT

Breckland Council have demonstrated their commitment to ensuring adequate provision of energy for the employment zone through their active involvement in the process since 2006. The Council funded the fact finding phase 1, and project managed and part-funded, through the Stakeholder Group, the phase 2 feasibility study. The Council acted as client for the UEA Strategic Carbon Management Consultancy Study which led to production of a draft Prospectus.

GOOD TRANSPORT LINKS

The site is bracketed between the A11 trunk road to the North-West, and the Norwich-Midlands rail to the South-East. There is a new grade-separated junction serving the site on the A11, and a rail-head from the railway line.



Breckland Council

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Tel. 01362 656870 - Fax. 01362 656297

Title: **Snetterton Employment Zone**	Scale: **1:7,000**
	Date: **May 2008**
Project / Details: **Location Plan**	Drawn by / Department: -
	Drawing / Reference Number: -

PLANNERS

Breckland Council will determine a planning application for a scheme of the size likely to be proposed if the proposal is for power generation and waste materials are not involved. If waste is involved then Norfolk County Council will be the planning authority.

We have sought informal advice from both and neither foresees significant or particular policy issues.

Breckland Council:
"Two site-specific policies in the local plan are relevant: ECO.2 and Snetterton 1."
"Although development of a power station does not fall within any of the use classes identified in policy ECO.2 it is clearly related to the facilitation of the land allocated and therefore, provided it is within the confines of the allocated land, it is not anticipated that a significant policy issue would occur."

Norfolk County Council:
"The principle of the development of new facilities for renewable power generation is supported in Policy ENG2 of the East of England Plan, RSS 2008."

The development "will need to address the Planning Policy context of the East of England Plan RSS 2008, specifically the Countryside Character Area within which the Employment Area located as identified in Policy ENV2 and the criteria in the Biodiversity and Earth Heritage Policy ENV3."

LOCATION

Snetterton Heath is a rural location, while being an established industrial site. The nearest village is Eccles, which has about 50 houses.

FUEL AVAILABLE

There are a number of potential near-site fuel sources available in Norfolk which could be utilised in a Snetterton Heath Power Plant. For example:

- Clean wood chip
- Wood waste
- Household waste
- Industrial/agricultural waste
- Energy crops
- Natural gas

Note that these are just examples, we do not wish to preclude suppliers from considering alternative sources of primary energy.

Clean wood chip
9.8% of Norfolk is woodland, some 52,740ha. Significant quantities of clean wood (from silviculture, arboricultural arisings etc.) goes to landfill in Norfolk each year, and more is left to rot in the woodlands. Woodfuel East (www.woodfueleast.org.uk) aim to encourage the management of woodland to produce additional woodfuel.

Wood waste
There is an under-utilised supply of 'dirty' waste wood within reasonable 'transport cost' distance. Avoidance of land fill taxes making this attractive.

Household waste

Norfolk County Council are in the process of letting contracts for utilisation of this waste as a fuel, splitting Norfolk roughly East-West. Contract 'B' for West Norfolk is yet to be let. There may be potential for Snetterton Heath to be a satellite site producing energy from waste from towns such as Thetford and Dereham.

Industrial/Commercial waste

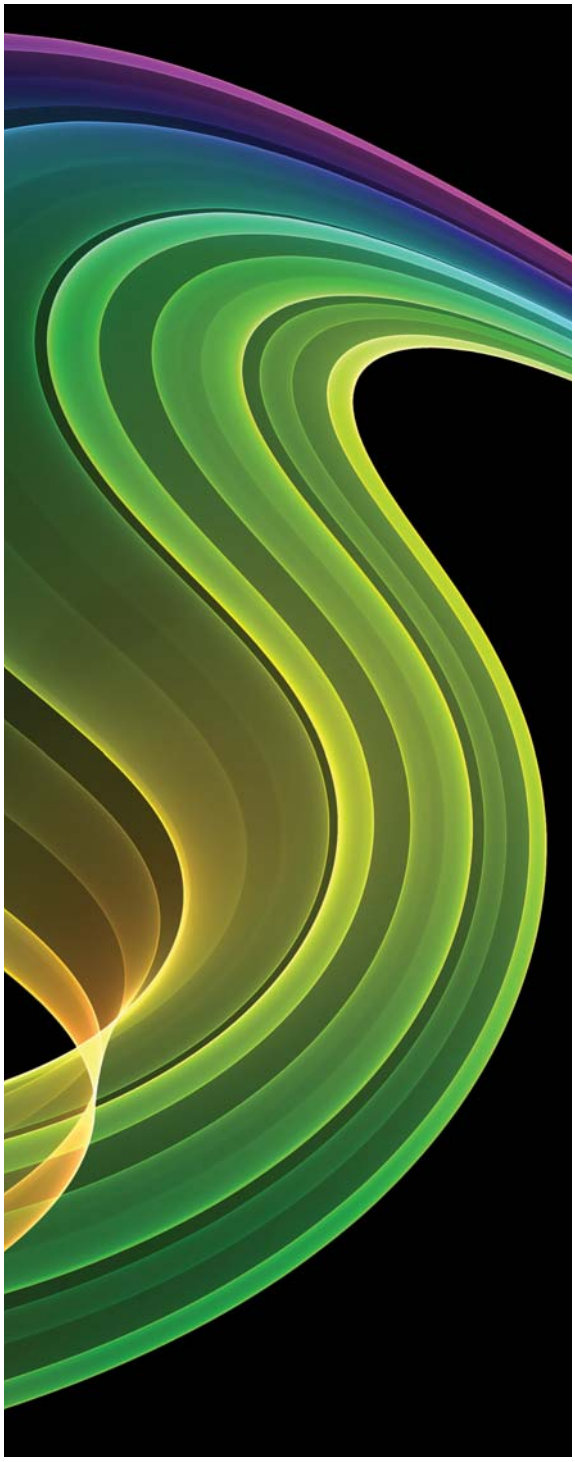
'Industrial' waste in Norfolk is mainly from food production, and there have been proposals for energy from poultry carcasses. Chicken litter is largely contracted to Thetford Power Station; however the size of the poultry industry in Norfolk is significant with an under-utilised waste product. In addition the adjacent rail head could facilitate the import of industrial waste; for example waste from construction projects such as the 2012 Olympics or Cross-rail.

Energy Crops

Snetterton Heath is in an agricultural area which could be utilised for energy crops. Breckland soils are "poor, free-draining sands with scattered flints over chalk, which are among the least fertile soils in the country" (Natural England). Being poor for food production this makes them suitable for second-generation biofuels/energy crops production. Breckland Council would welcome the use of the natural environment in the support of employment in other industries such as Agriculture.

Natural Gas

There is the national grid high power gas main within close proximity to the employment zone. While expensive to connect this could provide an opportunity for a standby or backup solution.



CHALLENGES

Prospective suppliers must demonstrate that their solution addresses the challenges of providing an Energy Solution.

In summary the challenges identified are:

Grid connection currently there is minimal spare capacity; reinforcement may be required to import electricity, or to export it.

Energy cost to attract business to the employment zone energy costs must not exceed market rates

Future demand the phasing of the employment zone development is to be determined. The nature of the buildings, as well as the business processes of their occupants, will have a significant bearing on demand.

Supply reliability businesses expect a highly reliable service.

Fuel Supply this must be secured for the foreseeable future to ensure the power plant can run uninterrupted.

SUPPLIER INSTRUCTIONS

The objectives of this Prospectus are:

1. To promote the Snetterton Heath energy supply opportunity
2. To encourage potential suppliers to propose solutions by:
   a. engaging with the Council and with Landowners
   b. putting forward an outline proposal for evaluation
3. To enable the council to shortlist suppliers.

The Council will then work with the suppliers on the short list to refine their proposal and encourage them to progress to a planning application.

DIRECT APPROACH

Suppliers are asked to note that since this is not a formal tender process they are not obliged to submit a proposal in order to proceed. If preferred they could choose to engage with landowners and other parties and proceed direct to a Planning Application. The Council aim is to ensure that the business requirement is met.

EXPRESSION OF INTEREST

Please inform the Council if you are interested in this opportunity so that we may keep you informed.

RESPONDENTS

Breckland Council anticipates the requirement is likely to be best met be a single entity (which might be a consortium or partnership) who offers a service that meets at least the minimum business requirements.

OUTLINE PROPOSAL APPROACH

Suppliers are invited to submit proposals describing how their solution meets the business requirements.

OUTLINE PROPOSAL STRUCTURE

To aid our comprehension the Council requests that suppliers use the following common structure in their proposals:

1. **Solution overview**
   a. description
   b. implementation timetable

2. **Business model**
   a. Structure of the implementation vehicle
   b. Management approach
   c. Parties involved and their roles

3. **Technical overview**
   a. Fuel Type and supply
   b. Generation method
   c. Balancing demand and supply and ensuring reliability

4. **Financial viability**
   a. Expected costs and revenues, both initially and ongoing
   b. Means to fund the solution
   c. Charges to land owners/businesses

5. **Assurances**
   a. That a functioning solution can be delivered to time and budget
   b. That the challenges can be met
   c. Risk assessment

6. **Expectations of Breckland Council**
   a. Resource commitments
   b. Other commitments

7. **Added benefits**
   a. Aspects of the solution that bring additional benefits for the employment zone
   b. Impact on the district, for example through employment in the fuel supply chain.

Appendices may be included with any other relevant detail.

Sections may include sub-sections additional to those listed above.

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Version 2.0 June 2009

Picture Credits

P9 British Touring Car championship at MotorSport Vision's Snetterton race circuit. © Peter Still.
P10 Warehousing at Snetterton. © Richard Johnston Ltd.
P10 Foulger Transport Limited – warehousing, distribution and freight company based at Snetterton. © Foulger Transport Ltd.
P13 Proposed developments for Tyre & Model Expo site, images courtesy of David Broker Design Services
P16 Proposed hotel development on Motorsport Vision land at Snetterton, images courtesy of Feilden + Mawson
P16 Proposed Flame Motel & Restaurant development. © Anglia Design
P17 Aerial view of Snetterton warehousing. Image courtesy of Richard Johnston Ltd.
P17 Railhead at Snetterton. Image courtesy of Richard Johnston Ltd.