



Appendix SE3



Farnborough Business Park  
Hotel/Leisure Use Assessment

March 2006

Knight Frank is the United Kingdom's premier property agent. Founded more than 100 years ago, the partnership now operates through more than 200 offices in over 30 countries, and has specialist departments dealing with every aspect of commercial and residential property sales, development, investment and management.

Knight Frank were retained by Slough Estates to investigate the potential for hotel/restaurant development to assist in the uptake of further commercial space at Farnborough Business Park. In this capacity, we have been asked to comment on the need for such facilities to support the future growth of the Business Park.

## Why site a hotel with restaurant and leisure facilities on Farnborough Business Park?

These reasons are primarily occupier driven as companies and individuals want to work in a vibrant, attractive, sustainable and stimulating environment.

### Hotel

1. The hotel will provide accommodation and flexibility to those visiting the park.
2. The hotel will provide restaurant facilities for the business occupier and visitors.
3. There is a lack of alternative facilities in the immediate vicinity to serve Farnborough Business Park.

Hotel rooms, conferencing and leisure facilities complement one another, creating a strong and employment generating business.

### Conferencing Facilities

1. Many business park occupiers lack, or do not require permanent conferencing and dedicated meeting-room space.
2. There is usually a demand for conferencing facilities from business space occupiers to facilitate meetings when required.

## Leisure Facilities

1. Many employers want to offer employees either full or discounted gym and leisure club membership as part of their remuneration package.
2. Such leisure facilities on site are key to employee satisfaction.

## Restaurant Facilities

1. Occupiers require restaurants to entertain a variety of people visiting the site.
2. There is a demand for food and beverage facilities from many of the current personnel on the park.

Discussions with other agents indicate that B1 occupiers are increasingly demanding higher levels of amenities and services on business parks and landlords are having to respond to this change. This is illustrated by a number of the business parks shown in the table at Annex B of Appendix SE2, which already provide these services and more.

## Conclusion

A hotel and leisure facility will provide Farnborough Business Park with diversity, vitality and sustainability through the creation of employment and business facilitation, and thereby improve greatly the quality of working environment for occupiers on the park and its attractiveness to prospective occupiers.

Without these basic facilities Farnborough Business Park will find it difficult to let business space and establish itself as one of the country's leading business parks in a highly competitive industrial and office market.

**Knight Frank LLP**