

## **RE-PRICING OF 12 MONTH MOORING PERMITS 2009 MARKET AREA REPORT FOR BUCKS & HERTS BORDER**

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### **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](http://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](http://www.britishwaterways.co.uk/mooringprices09)

### **Local market overview**

This area comprises the Grand Union Canal from the M25 crossing up to and including the Milton Keynes area. It is London commuter country and the mainly rural character makes it an attractive mooring area for the local, large population.

BW offers the following sites within this area, all of which are managed by our South East business unit.

<b>Site Name</b>	<b>Site Capacity</b>
Aylesbury	5
Black Horse	11
Fenny Stratford offside	16
Grenville Marina	5
Soulbury Bottom Lock offside	6
Leighton Lock	3
Leighton Buzzard	25
Slapton	5
Seabrook Lock	5
Cooks Wharf	20
Marsworth Residential	7
Marsworth	13
Cowroast	16
Fisheries Lock	8
Home Park	4
Total capacity	149

## Supply assessment

In addition to these BW long term moorings, there is a total of approximately 150 online and 665 privately operated offline basin or marina moorings in the same area. Thus the total market comprises of about 970 berths.

The past year has seen an increase of some 80 marina moorings within the area itself or its close borders. During 2009, we expect a further 95 moorings to become available following marina development at Cosgrove & Grove Lock. As part of our online mooring reduction policy, we expect to close 10 berths within 12 months of these new sites opening.

## Demand assessment

There are no vacancies at BW sites other than those advertised on the tendering website.

Most marinas in the area appeared at the time of our research to have no vacancies, apart from the new sites at Gayton and Blisworth which are reported to be filling well.

The area is particularly popular for residential boating, and demand pressure on residential sites is very strong.

## Analysis of tendered vacancies

The table below summarises the results of tenders to 31/12/2008. More recent results can be found on [www.bwmooringvacancies.co.uk](http://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.)

Most sites are small and mooring customers are well established. It is perhaps not surprising that few vacancies have come to the market. However, this does demonstrate that current customers have been unable to find better value moorings anywhere else.

*(the prices shown in this table include VAT at 17.5%)*

Site Name	Guide (current) £ per metre	Total Vacancies advertised	Total Tenders	Total Tenders > prevailing guide price	Average contracted* £ per metre following tender
Fenny Stratford towpath	£88.00	2	3	0	£66.72 no offers above reserve
Grenville Marina	£92.00	3	4	0	£96.03
Leighton Buzzard	£83.00	4	8	3	£194.44
Marsworth Residential	£92.00	1	8	7	£211.33
Marsworth	£92.00	2	15	10	

## 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

Aylesbury Canal Society	Cowroast Marina	Grebe Canal Cruises
Cosgrove Marina	Middx & Herts Boat Services	Taverners Cruise Club
Blisworth Marina	Apsley Basin	Dunstable & District Boat Club
Lionhearts Cruising Club	Bridgewater Marina	Pixies Mere Trust
MK (Woughton) Marina		

Brief profiles of BW and these privately operated sites are summarised in an appended table

## Pricing Conclusions

The table below summarises our site-by-site conclusions across the area.

Prices include VAT at 15%.

Site Name	2008 Price	Price from April 2009	Notes on pricing decision
<b>Grand Union Canal (Aylesbury Arm)</b>			
Aylesbury	£99.08	£103.04	Vacancies currently held due to Basin redevelopment. Demand remains high due to lack of moorings in the vicinity. Rise of 4% to reflect BW cost inflation over past 12 months. Review once Basin developed.
Black Horse	£56.79	£63.62	No vacancies have become available at this site indicating that the price was not too high. The nearest facilities are 8km away and prices have historically been low reflecting the very basic nature of the site. However, this site has fallen behind both third party sites in the area such as Milton Keynes marina charging £109.19 pm, and BW managed sites such as Fenny Stratford towpath.
Fenny Stratford Offside	£100.97	£105.02	Rise of 4% to reflecting BW cost inflation over past 12 months. Popular mooring location, close to town centre, public transport links, road network. No vacancies have yet become available to tender indicating that the price has not been set to high. Good cruising location with no locks. Third party sites in the vicinity are MK Marina & Willow bridge. Taking account of differences in facilities and immediate environment, this price is consistent with that of Milton Keynes marina at £109.19.
Fenny Stratford Towpath	£85.79	£89.22	Rise of 4% to reflecting BW cost inflation over past 12 months. Popular mooring location, close to town centre, public transport links, road network. No vacancies have yet become available to tender indicating that the price has not been set to high. Good cruising location with no locks. Third party sites in the vicinity are MK Marina & Willow bridge; Taking account of differences in facilities and immediate environment, this price is consistent with that of Milton Keynes marina at £109.19.
Grenville Marina	£90.43	£90.43	Little interest in vacancies tendered. No other evidence to suggest that the price is out of line with other sites in the area. We will review this price again for 2010.
Soulbury Bottom Lock Offside	£69.66	£73.40	Remote quiet site with access restrictions (over lock gate). No vacancies have to date become available indicating that the existing price is not too high. Easy road access to MK/Leighton Buzzard. Site is priced considerably lower than Wyvern Shipping on line moorings reflecting the difference in facilities offered.
Leighton Lock	£56.52	£65.00	The nearby Wyvern Shipping site is similar but has superior facilities. Our 2008 price is disproportionately low by comparison. No vacancies have arisen suggesting that price is seen as low. We will review again for 2010.
Leighton Buzzard	£80.82	£84.05	Taking account of facilities and amenities, this price is comparable with nearby Wyvern Shippings. Results of tendered vacancies suggest that this price is fair.
Slapton	£86.06	£89.50	Small sought after site in a quiet country location, access via lock gate. No berths have become vacant indicating that the the existing price is not too high. Price is consistent with other BW sites in the area, and taking account of differences in facilities and immediate environment, it is also consistent with that of Grebe Canal Cruisers.
Seabrook Lock	£90.41	£94.04	No vacancies have become available since the introduction of the tender system. Rise of 4% to reflecting BW cost inflation over past 12 months.

Site Name	2008 Price	Price from April 2009	Notes on pricing decision
Cooks Wharf (long)	£2,353.69	£2,447.84	Very little movement at this site suggesting that price is not too high. Taking into account the difference in facilities and immediate environment this price is consistent with Grebe Canal Cruisers
Cooks Wharf (short)	£1,766.99	£1,855.34	
[R] Marsworth - Res Moorings	£90.43	£102.77	Price adjustment to reflect residential status of this site and the strength of demand evidenced in tendered vacancy. The price will be reviewed again for 2010.
Marsworth Office side	£90.43	£97.87	Result of tendered vacancy demonstrated strong demand. Comparable to Grebe on line moorings in terms of environment. Historically low turnover of vacancies, indicating popular location and that existing price was not too high. Taking into account the difference in facilities and immediate environment this price is consistent with Grebe Canal Cruisers.
Cowroast Site	£104.97	£109.17	Sought after site, no vacancies have come on to the market. Taking into account the difference in facilities and immediate environment this price is consistent with Cowroast Marina.
Fisheries Lock	£101.94	£106.03	Small offside site close to Hemel Hempstead town centre, with good rail and road access. Taking into account the difference in facilities and immediate environment this price is consistent with Middlesex and Herts site
Home Park	£93.60	£97.34	Small rural site with no vacancies offered this year, close to Kings Langley Village and Rail station. Very good road access to M1 and M25. Rise of 4% to reflecting BW cost inflation over past 12 months. Taking account of differences in facilities and immediate environment, this price is consistent with that of Bridgewater marina.

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February 2009

## APPENDIX Mooring site comparisons

Site name	Setting	Mooring amenity	Facilities
<b>Aylesbury</b>	Located in the centre of Aylesbury, a short walk from local shops and train station. The site is close to Aylesbury Canal Basin, just off the A413 (Walton Street). Access is also available from Bridge 19, Highbridge Road, off Walton Road	On-site, towpath facilities are shared with visitor moorings and general public. These moorings and the canal basin are currently part of regeneration plans by Aylesbury Vale County Council and British Waterways	Water, elsan, toilet are on site. Rubbish bins are situated in Aylesbury Basin on the offside.
<b>Black Horse</b>	The moorings are situated on the towpath adjacent to Bridge 76 (Black Horse Bridge), just off the Wolverton Road, which runs between Wolverton and New Bradwell, and opposite the Black Horse pub. The site provides 195 metres of towpath moorings, currently occupied by 11 boats.	Access to these moorings is via a private tarmac roadway (designated as a footpath) from the Wolverton Road, opposite the Black Horse pub.	Water, elsan and rubbish disposal are available at Giffard Park Service Moorings, approx 1.5km from the moorings (close to Br 78). There is no designated parking and moorers must make their own arrangements. There are no mooring rings and pins will be required.
<b>Fenny Stratford O/S</b>	Located immediately above Fenny Lock and next to the Red Lion pub. There is access from Lock View Lane, off Simpson Road. Fenny Stratford (approx ¼ mile). Bletchley (approx 1 mile)	The site is secure, with a locked gate at one end only, providing access to the site. There is a high fence immediately adjacent to this path.	Facilities are available about 85 metres from the site, on the offside below Fenny Lock. These include water, elsan disposal and refuse disposal. The facilities are shared with visiting boats and the general public. There is no designated car parking for this site
<b>Fenny Stratford TP</b>	Located approx 100 metres north of Bridge 96, the Watling Street road bridge (V4, Bletchley to Fenny Stratford). Fenny Stratford is just ¼ mile from the moorings with Bletchley approximately 1 mile away to the north west.	Access is via steps from the bridge and along the towpath. Alternatively, there is access from Lock View Lane, off Simpson Road, by crossing the swing bridge at Fenny Lock	Facilities are available on the offside at Fenny Lock (approx 100 metres north), including water, elsan disposal and refuse disposal. These facilities are shared with visiting boats and the general public. There is no designated car parking
<b>Grenville Marina</b>	The mooring basin is located behind the Saracens Wharf residential development, just off Watling Street (V4, Bletchley to Fenny Stratford) and approximately 50 metres south of Bridge 96.	Fenny Stratford is only ¼ mile away, and Bletchley is approximately 1 mile from the site. There is a private footpath access through a small residential development and the site is overlooked by these properties and their fenced gardens. The basin currently accommodates up to 5 boats.	There are no services on site. The nearest are at Fenny Lock, approximately 250 metres north of the basin. These include drinking water, elsan disposal and refuse disposal.
<b>Soulbury</b>	The moorings are located approximately 180 metres below Lock 24, with foot access only along a grassed path from Bridge 107. The locks are just off the Stoke Hammond to Leighton Buzzard road (the old A4146), next to the Three Locks public house	The village of Stoke Hammond is approx 1 mile away and Leighton Buzzard Town centre is approx 4 miles	Refuse disposal is available on the towpath side, just below the top lock (26), near Bridge 107. Drinking water is available, also on the towpath side, below the bottom lock (24).
<b>Leighton Lock</b>	Small offside site next to Lock 27 (Leighton Lock). Nearest bridge 112 (Leighton Swing Bridge). Access to the site is via Bossington Lane (off the Stoke Road).	This site is close to Leighton Town centre and has excellent amenities and public transport links.	There are no facilities on site the near being Leighton Buzzard as below.
<b>Leighton Buzzard</b>	The moorings are next to Tesco supermarket on the western side of Leighton Buzzard. Access is off Leighton Road (A4146 from Leighton Buzzard to Bletchley), using the path from Bridge 114.	There is a 2 hour "shoppers" mooring next to the entrance to the Tesco supermarket and immediately adjacent to these moorings. The towpath was upgraded in 2005 between Leighton Buzzard and Bletchley to form part of the National Cycle Network. It is well used. The towpath forms part of the Greensand Ridge Walk. There are several access points along the site from the towpath into local residential areas and to the Tesco Supermarket car park	Facilities are available immediately south of Br 114 (approx 200 metres from moorings), including elsan disposal and water. Refuse bins are located 100 metres south of Br 114 at Brampton Wharf (adjacent to 14 day moorings). These facilities are shared with visitor moorings and general public. There is no designated car parking
<b>Slapton</b>	The mooring site is next to Bridge 120, approx ½ mile from the B488. Short track (25 metres) from the lane leads to the towpath opposite the moorings. Access to the site is by foot only, across the lock gate at Lock 30	Slapton village is ½ mile away and Leighton Buzzard approximately 4 miles with many high street shops and public transport	There is a water point immediately opposite the moorings, above the lock, and this is shared with visiting boats and the general public. There is no elsan or rubbish disposal on site, but these services are available approximately 4 miles north at Leighton Buzzard. Car parking is available immediately opposite the moorings, for the private use of the moorers.

Site name	Setting	Mooring amenity	Facilities
<b>Seabrook Lock</b>	The site is located just above Lock 34 and is approx 600 metres south along the towpath from Bridge 123, Brownlow Bridge. The B488 (between Marsworth and Cheddington) runs nearest to these moorings and there is a private access off this road (approx 250 metres from the site).	Ivinghoe is about 1 mile south east of the site and Cheddington, which provides some good local services, is about 1 ¼ miles to the west. Tring is approximately 5 miles to the south.	There are no British Waterways' services but boaters may use those provided at the adjacent private mooring site, by prior arrangement with the owner (including water and elsan disposal). There is vehicular access to the site along a private road off the B488 but boaters must make their own car parking arrangements
<b>Cooks Wharf</b>	The moorings are located on the offside near Bridge 126. Access is along a short, private driveway from the road between the B489 and Cheddington, opposite Grebe Canal Cruises.	The mooring basin is on the offside of the canal with its own private entrance. Cheddington is about 1 mile north of the Basin and has a good range of local services. Tring is approximately 4 miles south.	Private facilities including car parking, elsan and rubbish disposal, several water points and electric hook-up's available for each berth. Boats are moored against pontoons. Access to the site is through a locked gate. There is a car park with designated parking spaces. There is a grassed communal area.
<b>Marsworth</b>	Marsworth is on the B489. The moorings are located in the centre of the village, between Marsworth Junction (Aylesbury Arm) and Bridge 132. The site is close to Startops Reservoir.	Tring is approximately 4 miles away and Aylesbury approximately 8 miles. There is a Church, two pubs and a tea room within easy walking distance of the moorings. There is also a Pay and Display visitors car park at Startops Reservoir	Elsan disposal, refuse disposal and drinking water are available adjacent to Bridge 131 in British Waterways' yard (approximately 100 metres from the moorings). These facilities are shared with visitor moorings and the general public.
<b>Cowroast</b>	The site is just above Lock 46 and Bridge 137, opposite Cowroast Marina. Access to the moorings is from the A4251 (Berkhamsted to Tring), taking the lane opposite the Cowroast Inn. The site is about 50 metres above Lock 46 and Bridge 137, opposite Cowroast Marina. A path from Bridge 137 leads to the moorings	Berkhamsted is approximately 3 miles south east of the moorings and Tring about 2 ½ miles north east and both provide a range of local services and shops. The moorings have a private, locked entrance. Close to pub and public transport	Services are available on the towpath side at Cowroast Top Lock, including elsan disposal, water point and refuse disposal. These are shared with visitor moorings and general public.
<b>Fisheries</b>	The moorings are located adjacent to Bridge 149 on Fishery Road, opposite the Fishery Inn. This is just off the A4251 roundabout at Boxmoor near Hemel Hempstead.	Hemel Hempstead town centre is about 1 mile east of the moorings and provides a wide range of shops and services. Hemel Hempstead Rail station is ¼ mile from the site.	There are no facilities on site but rubbish bins are available adjacent to Lock 63 (approx 50 metres from the site). These are also available to passing boats and the general public. Facilities, including water, elsan disposal and pump-out (chargeable) can be found at Apsley Yard and Apsley Marina (approximately 1 ½ miles south). Middx and Herts Boat Services (approximately 1 mile north) provides maintenance services
<b>Home Park</b>	The moorings are located just off Home Park Mill Link Road, Kings Langley, and approximately 300 metres from the roundabout on the A4251.	Close to King Langley Village. M25 and Railway station close by. Watford, to the south, is about 4 miles away, and Hemel Hempstead, to the north, about 3 miles.	No facilities on site. The nearest facilities are at Apsley Yard and Apsley Marina (approximately 2 miles north). These include water, rubbish disposal, elsan disposal and pump-out (chargeable). There is also a rubbish skip located on the towpath side, approximately 50 metres away, by Bridge 158B.

**Private reference sites**

Aylesbury Canal Society	The mooring is at the end of the Aylesbury Arm. Entrance is off the A413.	The mooring Basin is approx ½ mile from the town centre. Local amenities include shops, pubs, theatre, and museum. Bus train and travel network.	The facilities available on site include water, refuse disposal, car parking, elsan, pump out, electricity bollards, toilets, shower, laundry and diesel.
Cosgrove Marina	The Marina is located on the Buckingham Arm/Grand Union Canal by lock 21. On line, Offside	The mooring is ½ mile from the A508. Nearest Village is Cosgrove village approx ¼ mile away. Close to Post Office, Public House and village store. Nearest public transport links are approx 1 1/2 at old Wolverton	The facilities available on site include water, refuse disposal, car parking, elsan, toilet and storage.
Blisworth Marina	The marina is located on the junction with the Grand Union North by bridge 48. Offside Basin & on line mooring.	This newly completed Marina with private entrance and parking. Easy access for the A43 and railway station	The facilities available on site include jetties, water & electric to each boat, lighting, showers, toilets, laundry, refuse disposal and wireless internet.

Site name	Setting	Mooring amenity	Facilities
Lionhearts Cruising Club	The mooring is located off of Monks Way by footbridge 79b, road bridge 79a. This is an offside layby.	The mooring is ½ mile from Great Linford/Giffard Park, Milton Keynes. Local amenities include public house, shops, and restaurants. Public transport 100 yards away on Monks Way.	The facilities on site include water, refuse disposal, car parking, elsan, and toilet and under cover boat servicing area.
MK (Woughton) Marina	The mooring is located off the main road B4034, close to bridge 88 (Peartree bridge). This is an off side basin.	The moorings are 100 yards from Woughton on the Green. Local amenities include public house, restaurant and local stores. Hospital within ¼ mile.	The facilities on site include water, refuse disposal, elsan, electric and workshop
Cowroast Marina	The Marina is located of the A4251 at Bridge 137 on the Grand Union South. Marina moorings on the towpath side.	The mooring approx 1 mile from Northchurch village. Local amenities include pubs, general stores and public transport.	Facilities on site include water, refuse disposal, car parking, elsan, toilet, electric, security, lighting, pump out, showers, laundry, shops, chandlery and club house.
Middlesex & Herts Boat Services	The Marina is located of the A4251 at Swing bridge 147, by lock 61. Offside Marina.	The moorings are approx ¼ from the A41. Berkhamsted is approx 2 miles for the Marina. Local amenities include shops, restaurants, public houses, railway station and public transport links.	The facilities available at this site include water, refuse disposal, car parking, elsan, toilet, showers, electric, pump out, laundry, shop, storage, chandlery and club house.
Apsley Basin	The Marina is located of the A4251 by bridge 145. Poontoon moorings on the towpath side in a basin.	The moorings are based in a residential, self contained site. Amenities directly on hand include pubs, restaurant, cafes, general store, hotel and post office. Train station ¼ away. 1 mile from Hemel Hempstead town centre and Hospital.	The facilities available at Apsley Marina include water, electric, toilets, shower, laundry, parking and refuse disposal.
Bridgewater Marina	The Marina is located at Bridge 169, off of the A412. This is an offside Basin.	The Marina has a private access and parking. Approx 2 miles from Watford Town Centre and 1 mile from Croxley Green. Local amenities include 2 railway stations, public house, restaurants, hotels, cafes, nightclubs, local stores, shops, hospital and golf course.	The facilities available at this site include water, refuse disposal, elsan, toilet, electric, showers, laundry diesel, LPC, and Gas.
Grebe Canal Cruises	The Marina is located off the B489 by bridge 126. This is an offside Basin.	The Marina has private entrance and car park. The Village of Pitstone is ½ mile away where local amenities include general stores, post office, restaurant, public houses. 1 ½ miles away from Cheddington train station. Local transport links.	The Facilities available are water, refuse disposal, car parking, elsan, toilet, electric, pump out, chandlery, dry dock services and pay phone.
Taverners Cruise Club	The on line, off side moorings are located by bridge 64 ~ Castle Thorpe Road which id off of the A508.	This club has a private access. ½ mile from Cosgrove. Local amenities include pub and restaurant at bridge 64. Local stores, post office, pubs and restaurants are available in Cosgrove.	The facilities at this site include parking, toilet and showers.
Dunstable & District Boat Club	The on line, offside mooring is located on the Grand Union by Road Bridge 126 off of the B489	The moorings have private access and car park. The site is close to Pitstone Village which is ½ mile away where local amenities include general stores, post office, restaurant, public houses. 1 ½ miles away from Cheddington train station and local transport links.	The facilities available at this site include water, car park, elsan, electric, lighting, security, pump out and sheltered service area.
Pixies Mere Moorings	The site on line, offside. Located by bridge 145 and below lock 58. The road access is the A4251	The moorings are approx ¼ mile from the A41. Berkhamsted is approx 2 miles for the Marina. Local amenities include shops, restaurants, public houses, railway station and public transport links	The facilities available are water, elsan, refuse disposal and Car park.
Bates Boat Yard	The site is located at bridge 7 on the Aylesbury Arm. The moorings are on line, offside. Access road B489	The moorings are approx ½ mile from Puttenham village. Amenities include public house, general stores. Local post office in Wilstone 1 mile away. Local bus route available from the B489	The facilities available at site include water, refuse disposal, toilets, electricity
Wyvern Shipping	The moorings on the western side of Leighton Buzzard. Access is off Leighton Road (A4146 from Leighton Buzzard to Bletchley), using the path from Bridge 114. The moorings are offside.	The mooring site is ½ mile from all the local facilities of the busy town centre. Amenities include, shops, restaurants, public houses, post office, leisure centre and super markets. Good Public transports links with rail station ½ away at Linslade	The facilities available at site include water, refuse disposal, pump out, elsan, dry dock, boat repairs, car parking, gas and diesel
Willowbridge Enterprises	The moorings are on line line, offside at bridge 99. Access off of the A4146	The mooring site is approx 1 ½ miles from Stoke Hammond and 1 ½ miles from Fenny Statford. Local amenities include shops, public houses, and restaurants. Local buses run from Water Eaton which is 200 yards from the marina entrance	The facilities available on site include water, refuse disposal, gas, diesel, pump out, elsan, toilets, electric to some berths, chandlery, boat repairs, marine electrician, site supervision, office provision, dry dock, craneage, hot food, showers and laundry
Vicarage Farm	The moorings are on line, offside close to bridge 123 between Ivinghoe and Cheddington. The access road is the B488	The mooring is approx 1 mile from both Ivinghoe and cheddington. Village amenities include general stores, post office, restaurant, public houses. Public transport, including train station is available from Cheddington.	The facilities available on site include water, car parking, communal garden area.