

## **RE-PRICING OF 12 MONTH MOORING PERMITS 2009 MARKET AREA REPORT FOR WEST MIDLANDS**

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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 lies predominantly within the Birmingham and West Midland's conurbation. It forms a central hub of narrow canals giving access to the length and breadth of the country. There is easy access from the Midland Links Motorway network, as well as providing good rail, metro and bus connections.

BW provides the following moorings in the area. Most are managed by our West Midlands office. Those to the north of Wolverhampton at the southern end of the Shropshire Union are managed by or Wales and Border Counties office. The mooring sites are a mixture of offline (basin) with residential facilities and online moorings with basic facilities

<b>Site name</b>	<b>Site Capacity (berths)</b>	<b>Managed by (Business Unit)</b>
<b>Birmingham &amp; Fazeley Canal</b>		
[R] Cambrian Wharf	4	West Mids
[R] Cuckoo Wharf	3	West Mids
<b>Birmingham Canal Navigations</b>		
[R] Hockley Port	34	West Mids
Titford Pumphouse	10	West Mids
[R] Sneyd Wharf (Exist)	3	West Mids
[R] Sneyd Wharf (New)	6	West Mids
[R] Engine Arm	16	West Mids

	<b>Site name</b>	<b>Site Capacity (berths)</b>	<b>Managed by (Business Unit)</b>
[R]	Ocker Hill (21m)	15	West Mids
[R]	Ocker Hill (15m)	3	West Mids
[R]	Silver Street	2	West Mids
<b>Worcester &amp; Birmingham Canal</b>			
[R]	Gas St (Electric)	10	West Mids
[R]	Gas St (Non Electric)	15	West Mids
<b>Staffordshire &amp; Worcestershire Canal</b>			
	Greensforge	13	West Mids
	Bratch Locks	11	West Mids
	Gailey Wharf	11	West Mids
[R]	Stourport Upper	31	West Mids
	Stourport Wide Beam	14	West Mids
	Stourport Lower Pontoon	15	West Mids
	Rounds Hill	6	West Mids
[R]	Kinver Lock (no electric)	18	West Mids
[R]	Kinver Towpath (electric)	25	West Mids
	Stewponey Lock	10	West Mids
<b>Shropshire Union Canal</b>			
	Hyde Mill	4	Wales & Border
	Shutt Green	13	Wales & Border
	Wheaton Aston	8	Wales & Border
	Above Wheaton Aston	3	Wales & Border
	Plardiwick Wharf	10	Wales & Border
	Total berth capacity	313	

### Supply assessment

In addition to the British Waterways long term moorings, there are approximately 280 online and 550 offline basin or marina moorings making total capacity of around 1,140 berths.

### Demand assessment

The demand for residential and leisure moorings in the West Midlands remains high. Most private operators reported that they were at or near capacity with only a small number able to accommodate residential craft. Most of our sites are also at capacity. We received a positive response to published vacancies since the start of the mooring tendering scheme in October 2007

### 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](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.)

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

Site Name	Guide) £ per metre	Length	Total vacancies advertised	Total tenders	Total tenders > prevailing guide price	Average contracted* £ per metre following tender
HOCKLEY PORT	£97.00	Over 10m	1	13	9	£155.83
BRATCH LOCKS	£61.00	Over 10m	1	2	1	£71.42
ENGINE ARM	£1,930	Berth	1	4	2	£2,200
OCKER HILL (21m)	£2,055	Berth	1	4	2	£2,401
OCKER HILL (15m)	£1,470	Berth	1	3	1	£1,500
GAS STREET	£76.00	Over 10m	6	26	18	£139.11

### Private operator reference sites

The following privately operated mooring sites are the most relevant to the British Waterways directly managed sites for price comparison purposes. Most operators have been helpful in providing the information required for the price/site comparison.

Site name	Waterway	Site capacity
Ashwood Marina	S&W	140
Aldridge Marina	BCN	16
Sherbourne Wharf	BCN	75
Norton Cane Boatbuilders	BCN	12
Otherton Boat Haven	BCN	115

## 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>Birmingham &amp; Fazeley Canal</b>			
[R] Cambrian Wharf	£72.43	£81.23	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Sherborne Wharf as the nearest commercial operator.
[R] Cuckoo Wharf	£1,296.81	£1,491.33	
<b>Birmingham Canal Navigations</b>			
[R] Hockley Port	£94.94	£109.18	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Sherborne Wharf as the nearest commercial operator.
Titford Pumphouse	£1,614.89	£1,759.74	This price takes into account the facilities and immediate environment of what is a popular location and suitably compares with the average price charged by a group of three commercial operators in the area (Aldridge Marina, Black Country Narrowboats and Oxley Marina)
[R] Sneyd Wharf	£1,367.02	£1,435.79	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Ashwood Marina as the nearby commercial operator.
[R] Silver Street	£1,321.28	£1,386.85	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of KR Hardy at Aldridge Marina as a nearby commercial operator.
[R] Engine Arm	£1,888.94	£1,982.89	This price takes into account the facilities and immediate environment of what is a popular location and suitably compares with the average price charged by a group of three commercial operators in the area (Aldridge Marina, Black Country Narrowboats and Oxley Marina)
[R] Ocker Hill (21m berth)	£2,011.28	£2,192.34	
[R] Ocker Hill (15m berth)	£1,438.72	£1,567.91	
<b>Shropshire Union Canal</b>			
Plardiwick Wharf	£63.62	£66.16	Historically low turnover of berths, suggesting that the current rate is not too high. Nearest private site used for comparison is Great Haywood (£148.43) with considerably greater facilities and accessibility. Price increase reflects our cost inflation over past year.
Wheaton Aston	£62.64	£65.14	
Above Wheaton Aston	£60.68	£63.11	
Shutt Green, Brewood	£63.62	£66.16	
Hyde Mill	£62.64	£65.14	Popular site, low turn over of vacant berths with only 1 being tendered. Interest in this vacancy was weak. Nearest private site used for comparison is Great Haywood (£148.43) which has greater facilities and accessibility. Price increase reflects our cost inflation over past year.
<b>Staffordshire &amp; Worcestershire Canal</b>			
[R] Stourport Upper Pontoon	£107.66	£117.45	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Stroudwater Cruisers as the nearby commercial operator.
Stourport Wide Beam	£99.83	£108.64	
Stourport Lower Pontoon	£104.72	£114.51	

Site Name	2008 Price	Price from April 2009	Notes on pricing decision
Rounds Hill	£85.15	£92.98	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Stroudwater Cruisers as the nearby commercial operator. Vacancies at this site which have been tendered have resulted in prices higher than current levels
[R] Kinver Lock (no electric)	£78.30	£81.43	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Ashwood Marina as the nearby commercial operator. Vacancies at this site which have been tendered have resulted in prices higher than current levels
[R] Kinver Towpath (electric)	£86.23	£90.04	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Ashwood Marina as the nearby commercial operator.
Stewponey Lock	£73.40	£80.26	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Ashwood Marina as the nearby commercial operator. Vacancies at this site which have been tendered have resulted in prices higher than current levels
Greensforge	£77.32	£81.23	This is a popular site reflected by high occupancy levels and although facilities are basic, current pricing is low when considering the nearest commercial operator at Ashwood Marina
Bratch Locks	£59.70	£66.55	This price reflects a basic site and compares appropriately with the commercial operator at Ashwood Marina
Gailey Wharf	£67.53	£70.47	This price reflects a basic site and compares appropriately with the commercial operator at Otherton Boat Haven. Vacancies at this site which have been tendered have resulted in prices at approximately this level.
<b>Worcester &amp; Birmingham Canal</b>			
[R] Gas St (non-electric)	£74.38	£83.31	The facilities and immediate environment of this site are generally good and this price is suitably comparable with that of Sherborne Wharf as the nearby commercial operator. Vacancies at this site which have been tendered have resulted in prices at considerably higher levels
[R] Gas St (electric)	£82.21	£92.00	

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## APPENDIX Mooring site comparisons

Site Name (BW sites shown in bold)	Setting	Mooring amenity	Facilities
<b>Cambrian Wharf</b>	Quiet City Centre location with good transport links - immediate access to major canal route links - next to public house with no complaint of excess noise	Residential consent – Basin pontoons located offside with open access - excellent pedestrian access	One water point shared - toilets - elsan & rubbish disposal – showers
<b>Cuckoo Wharf</b>	Urban - close to city centre - noisy as close major motorway intersection (M6/J6) - good transport links	Residential consent – offside mooring - next to car park & vehicle access - excellent pedestrian access	One shared water point - toilets – rubbish disposal
<b>Hockley Port</b>	Urban - close to city centre - good transport links - surrounded by residential & industrial estate	Residential consent - secure linear & basin moorings - car parking & excellent vehicle access - excellent pedestrian access	Electricity & water stanchions per berth - toilets - showers - elsan & rubbish disposal – laundry
<b>Titford Pumphouse</b>	Urban - within West Midlands conurbation area - 2 miles from M5/J2 & major shopping centre - no through navigation on short arm	Leisure – on short secure arm with no through navigation - pontoon mooring - excellent pedestrian access	Electricity & water stanchions per berth - toilets - elsan & rubbish disposal
<b>Engine Arm</b>	Urban - 3 miles from city centre - good transport links - surrounded by heavy industry with associated noise levels	Residential consent - secure basin moorings - car parking & excellent vehicle access - excellent pedestrian access	Electricity & water stanchions per berth - toilets - elsan & rubbish disposal - showers - pump out – laundry
<b>Ocker Hill</b>	Urban - within West Midlands conurbation area - 3 miles from M5/J1 & major retail outlets - no through navigation on short arm	Residential consent - secure linear & basin moorings - car parking & excellent vehicle access - excellent pedestrian access	Electricity & water stanchions per berth - toilets - elsan & rubbish disposal - showers - pump out – launderette
<b>Gas St)</b>	Quiet City Centre location with excellent transport links - immediate access to major canal route links - next to public house & restaurants with no complaint of excess noise	Residential consent - Basin pontoons located offside with open access - excellent pedestrian access	Within 1 mile at Cambrian Wharf detailed as above
Sherbourne Wharf	Quiet City Centre location with excellent transport links - immediate access to major canal route links - 5 mins walk from shops, banks & restaurants	Residential consent - canal loop with secure moorings	Electricity & water stanchions per berth - toilets - elsan & rubbish disposal - showers - pump out - launderette - cranaige – chandlery
<b>Gailey Wharf</b>	Rural located next to A5 Trunk Road and within one mile of M6 Motorway Junction - Nearest village shopping is 3 miles by road - 2 miles by towpath - next to Winding Hole	Leisure - Towpath - access in good order	Two water points shared - elsan & rubbish disposal - toilets - other facilities available local - pump out
Otherton Boat Haven	Marina & online offside moorings - nearest village & transport links - 2 miles by road	Leisure - Marina & Online offside moorings - access along poorly maintained vehicular track.	Electric & water hook-up - mobile pump-out - elsan & rubbish disposal.
<b>Greensforge</b>	Rural - peaceful setting - next to lock side public house - no public transport locally - 2 miles from local town centres and public transport links - 5 mins from main trunk road.	Leisure - towpath - access in good order from moorings car park	Two shared water points - elsan & rubbish disposal.

<b>Site Name (BW sites shown in bold)</b>	<b>Setting</b>	<b>Mooring amenity</b>	<b>Facilities</b>
<b>Bratch Locks</b>	Rural - very basic facilities - located next to busy lock flight - 1 mile from extensive village shops - 4 miles from major town centre and public transport stations - Poor parking facilities	Leisure - towpath - access in good order direct from country lane.	Rubbish disposal only.
Ashwood Marina	Rural - peaceful setting - no public transport locally - 4 miles from major town centre and public transport stations - 5 mins from main trunk road.	Residential consent & leisure offline canal arm with vehicular track encompassing the site - car parking.	Water supplied - elsan & rubbish disposal - showers - part electric hook up - diesel & gas supplies - cranaige - hard standing
<b>Sneyd</b>	Urban - within West Midlands conurbation area - Within 1 mile from of large town centre - through navigation - direct access to main trunk road - local connections to M6 Motorway Industrial - within West Midlands conurbation area - Within 5 miles from of large town centre - on canal arm within 20 mins cruise of main navigation - next to major trunk road	Residential consent - offside & small basin with direct vehicle access to car parking.	Electric & water stanchions - elsan & rubbish disposal - toilets - launderette (subject to local agreement)
Norton Cane Boat Builders	Urban - adjacent to main town centre and main public transport links - next to major trunk roads - fenced & gated.	Offside - residential consent & leisure - within complex of boat repair operations	Water supplied - elsan & rubbish disposal - showers - part electric hook up - diesel & gas supplies - cranaige - hard standing
<b>Silver Street</b>	Urban - adjacent to local industry - one mile from main town centre - excellent access for public transport and road networks - on navigation that connects to main network	Residential consent - offside - secure small arm.	Water & Electric stanchions - toilets - showers - elsan & rubbish disposal - car parking
Aldridge Marina		Residential consent - offside & small basin - secure.	Water & electric stanchions - toilets - elsan & rubbish disposal – pump-out.
<b>Hyde Mill (W&amp;BC)</b>	Rural peaceful setting – muddy towpath – 10 mins walk to village	Leisure – towpath mooring – access good along rough track from village - private operator (comparison) located one mile by canal offering additional facilities	None
<b>Shutt Green (W&amp;BC)</b>	Rural - peaceful setting – access along narrow lanes 2 miles from village by road – no official parking	Leisure – offside – private operator (comparison) located immediately next to this mooring offering additional facilities	Water only
<b>Wheaton Aston (W&amp;BC)</b>	Rural - located next to village – access along poorly maintained road	Leisure – offside – no official car parking	None
<b>Gnosall (W&amp;BC)</b>	Rural - located next to village – direct access from lane	Leisure – offside – secured with fencing and padlocked gate	Water only
Countrywide Cruisers (Brewood)	Rural - located next to village – direct access from lane	Leisure – offside next to main office & buildings	Water – Refuse & elsan disposal – slipway – boat repairs