



# 10B: CONVENIENCE TABLES SCENARIO 2 HIGH

**RETAIL FLOORSPACE NEED ASSESSMENT: CONVENIENCE GOODS: SCENARIO 2: HIGH POPULATION PROJECTION  
(INCORPORATING ESTIMATES OF (ANY) UNDER / OVER TRADING AT THE BASE YEAR, 2010)**

**CONTENTS**

TABLE 1 - POPULATION CHANGE BY ZONE
TABLE 2 - EXPENDITURE ON CONVENIENCE GOODS PER HEAD OF POPULATION BY ZONE (INCLUDING EXPENDITURE BY SPECIAL FORMS OF TRADING)
TABLE 3 - EXPENDITURE ON CONVENIENCE GOODS PER HEAD OF POPULATION BY ZONE (EXCLUDING EXPENDITURE BY SPECIAL FORMS OF TRADING)
TABLE 4 - TOTAL AVAILABLE CONVENIENCE GOODS EXPENDITURE ZONE (EXCLUDING EXPENDITURE BY SPECIAL FORMS OF TRADING)
TABLE 5 - CONVENIENCE GOODS MARKET SHARES BY ZONE IN THE BASE YEAR, 2010 (COLUMN PERCENT)
TABLE 6 - ESTIMATED CONVENIENCE GOODS EXPENDITURE PATTERN AND CENTRE TURNOVER ESTIMATES IN THE BASE YEAR, 2010 (£ MILLION)
TABLE 7 - UNADJUSTED CONVENIENCE GOODS MARKET SHARES BY ZONE AT THE DESIGN YEARS, 2010 (COLUMN PERCENT)
TABLE 8 - CONVENIENCE GOODS EXPENDITURE PATTERN AND CENTRE TURNOVER ESTIMATES, 2016 (£ MILLION)
TABLE 9 - CALCULATION OF POTENTIAL CONVENIENCE GOODS HEADROOM EXPENDITURE, 2016 (£ MILLION)
TABLE 10 - RETAIL FLOORSPACE NEED AT 2016
TABLE 11 - CONVENIENCE GOODS EXPENDITURE PATTERN AND CENTRE TURNOVER ESTIMATES, 2021 (£ MILLION)
TABLE 12 - CALCULATION OF POTENTIAL CONVENIENCE GOODS HEADROOM EXPENDITURE, 2021 (£ MILLION)
TABLE 13 - RETAIL FLOORSPACE NEED AT 2021
TABLE 14 - CONVENIENCE GOODS EXPENDITURE PATTERN AND CENTRE TURNOVER ESTIMATES, 2026 (£ MILLION)
TABLE 15 - CALCULATION OF POTENTIAL CONVENIENCE GOODS HEADROOM EXPENDITURE, 2026 (£ MILLION)
TABLE 16 - RETAIL FLOORSPACE NEED AT 2026

TABLE 1 - POPULATION CHANGE BY ZONE							
Zone	2010 Population (Base Year)	2016	2021	2026	Total Increase (2010-2026)	Percentage Increase (2010- 2026)	
Zone 1	82,796	96,088	99,849	102,120	19,325	23.3%	
Zone 2	71,375	74,002	74,690	75,350	3,976	5.6%	
Zone 3	107,571	115,135	117,174	117,761	10,190	9.5%	
Zone 4	80,390	97,945	109,296	118,662	38,272	47.6%	
Zone 5	50,998	54,413	55,050	55,177	4,179	8.2%	
Zone 6	86,198	91,873	104,332	124,911	38,713	44.9%	
Zone 7	62,574	63,471	65,688	67,307	4,733	7.6%	
Zone 8	87,975	94,589	98,748	101,281	13,306	15.1%	
Zone 9	92,674	96,103	101,548	107,770	15,096	16.3%	
Zone 10	72,452	76,782	78,326	78,661	6,209	8.6%	
Zone 11	157,600	163,500	169,600	175,800	18,200	11.5%	
Zone 12	83,100	88,400	93,500	98,200	15,100	18.2%	
Zone 13	325,700	336,800	347,700	358,200	32,500	10.0%	
Zone 14	409,500	428,400	445,000	461,100	51,600	12.6%	
Zone 15	203,000	212,900	222,000	230,600	27,600	13.6%	
Zone 16	512,900	548,800	578,500	605,800	92,900	18.1%	

**Note:**  
Population projections for zones 1 to 10 inclusive (those zones within Leeds District) have been provided by Leeds City Council. Population projections for the remaining zones 11-16 inclusive (those outside of Leeds District) are ONS figures.

**TABLE 2 - EXPENDITURE ON CONVENIENCE GOODS PER HEAD OF POPULATION BY ZONE (INCLUDING EXPENDITURE BY SPECIAL FORMS OF TRADING)**

Zone	Expenditure Per Head (£) <sup>(1)</sup>						Increase (£) (2010-2026)	Increase (%) (2010-2026)
	2008	2010 (base year)	2016	2021	2026			
Zone 1	1,619	1,577	1,634	1,706	1,784	207	13.1%	
Zone 2	1,939	1,888	1,957	2,043	2,137	248	13.1%	
Zone 3	1,946	1,895	1,964	2,050	2,144	249	13.1%	
Zone 4	1,832	1,784	1,849	1,930	2,019	234	13.1%	
Zone 5	1,781	1,735	1,798	1,877	1,963	228	13.1%	
Zone 6	1,889	1,840	1,907	1,990	2,082	242	13.1%	
Zone 7	2,091	2,036	2,111	2,203	2,304	268	13.1%	
Zone 8	2,024	1,971	2,043	2,133	2,230	259	13.1%	
Zone 9	1,902	1,852	1,920	2,004	2,096	243	13.1%	
Zone 10	1,875	1,826	1,893	1,976	2,066	240	13.1%	
Zone 11	1,991	1,939	2,010	2,098	2,194	255	13.1%	
Zone 12	1,966	1,915	1,985	2,071	2,166	252	13.1%	
Zone 13	1,862	1,813	1,880	1,962	2,052	238	13.1%	
Zone 14	1,821	1,773	1,838	1,919	2,007	233	13.1%	
Zone 15	1,686	1,642	1,702	1,776	1,858	216	13.1%	
Zone 16	1,744	1,699	1,761	1,838	1,922	223	13.1%	

**Note:**

Average consumer expenditure per head on convenience goods for 2008 has been estimated by Experian for each zone. The 2008 figures in each zone have been forecast forwards to 2010 (the base year) and the design years of 2016, 2021 and 2026 by using UK expenditure per head growth forecasts published by Experian (see Appendix 8G).

**TABLE 3 - EXPENDITURE ON CONVENIENCE GOODS PER HEAD OF POPULATION BY ZONE (EXCLUDING EXPENDITURE BY SPECIAL FORMS OF TRADING)**

Zone	Expenditure Per Head (£) <sup>(1)</sup>						Increase (£) (2010-2026)	Increase (%) (2010-2026)
	2008	2010 (base year)	2016	2021	2026			
Zone 1	1,579	1,518	1,556	1,621	1,688	169	11.1%	
Zone 2	1,891	1,819	1,863	1,941	2,021	203	11.1%	
Zone 3	1,897	1,825	1,870	1,948	2,029	203	11.1%	
Zone 4	1,786	1,718	1,761	1,834	1,910	191	11.1%	
Zone 5	1,736	1,670	1,712	1,783	1,857	186	11.1%	
Zone 6	1,842	1,772	1,815	1,891	1,969	197	11.1%	
Zone 7	2,039	1,961	2,009	2,093	2,180	219	11.1%	
Zone 8	1,973	1,898	1,945	2,026	2,110	212	11.1%	
Zone 9	1,854	1,784	1,828	1,904	1,983	199	11.1%	
Zone 10	1,828	1,759	1,802	1,877	1,955	196	11.1%	
Zone 11	1,941	1,867	1,913	1,993	2,075	208	11.1%	
Zone 12	1,917	1,844	1,889	1,968	2,049	206	11.1%	
Zone 13	1,815	1,746	1,789	1,864	1,941	195	11.1%	
Zone 14	1,775	1,708	1,750	1,823	1,898	190	11.1%	
Zone 15	1,644	1,581	1,620	1,688	1,757	176	11.1%	
Zone 16	1,700	1,636	1,676	1,746	1,818	182	11.1%	

**Note:**

(1) Expenditure per head on convenience goods has been discounted by 3.7% (over the figures in Table 2) for the base year of 2010, to exclude non-store retail expenditure, which includes e-tailing. At 2016, 2021 and 2026 discounts of 4.8%, 5.0% and 5.4% respectively have been assumed. The SFT percentages are derived from in-depth research carried out by Experian (see Appendix 8H).

**TABLE 4 - TOTAL AVAILABLE CONVENIENCE GOODS EXPENDITURE ZONE (EXCLUDING EXPENDITURE BY SPECIAL FORMS OF TRADING)**

Zone	Total Available Expenditure (£m) <sup>(1)</sup>						Increase (£m) (2010-2026)	Increase % (2010-2026)
	2010 (Base year)	2016	2021	2026				
Zone 1	130.5	157.0	170.3	182.2	51.6	39.6%		
Zone 2	134.8	144.9	152.6	161.0	26.2	19.4%		
Zone 3	203.9	226.2	240.2	252.5	48.6	23.9%		
Zone 4	143.4	181.1	211.0	239.5	96.1	67.0%		
Zone 5	88.5	97.8	103.3	108.3	19.8	22.4%		
Zone 6	158.6	175.2	207.7	260.0	101.4	64.0%		
Zone 7	127.4	134.0	144.7	155.1	27.7	21.7%		
Zone 8	173.4	193.3	210.6	225.9	52.5	30.3%		
Zone 9	171.7	184.5	203.5	225.9	54.2	31.6%		
Zone 10	132.3	145.3	154.7	162.5	30.2	22.8%		
Zone 11	305.6	328.6	355.8	385.7	80.1	26.2%		
Zone 12	159.1	175.4	193.7	212.7	53.6	33.7%		
Zone 13	590.6	633.1	682.1	734.9	144.3	24.4%		
Zone 14	726.2	787.5	853.8	925.2	199.0	27.4%		
Zone 15	333.3	362.4	394.4	428.4	95.1	28.5%		
Zone 16	871.2	966.2	1063.0	1164.2	293.0	33.6%		
<b>TOTAL</b>	<b>4450.6</b>	<b>4892.5</b>	<b>5341.4</b>	<b>5824.1</b>	<b>1373.5</b>	<b>30.9%</b>		

Note:

(1) Total available expenditure totals for convenience goods are calculated as follows: Population (Table 1) multiplied by average consumer expenditure per head on convenience goods after making appropriate deductions for SFT (Table 3).

**TABLE 5 - CONVENIENCE GOODS MARKET SHARES BY ZONE IN THE BASE YEAR, 2010 (COLUMN PERCENT)**

Retail Supply: Where the Money is Spent	Consumer Demand: Where the Money Comes From (Zone)															
	Study Area															
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9	Zone 10	Zone 11	Zone 12	Zone 13	Zone 14	Zone 15	Zone 16
<b>INSIDE LEEDS DISTRICT</b>																
Zone 1 - Inner East	68.5	17.0	2.3	2.5	0.0	37.0	15.0	0.0	1.7	0.3	0.0	0.5	1.1	0.8	0.0	0.0
Zone 2 - Inner North East	15.7	43.0	0.0	0.0	0.2	0.2	3.5	0.2	0.0	0.0	0.0	0.8	0.0	1.4	0.0	0.0
Zone 3 - Inner North West	0.7	0.0	36.4	1.7	22.6	0.0	0.3	0.1	0.0	2.4	0.0	0.5	0.0	0.0	0.0	0.0
Zone 4 - Inner South (City Centre)	9.0	4.0	12.6	68.6	1.6	0.6	1.2	1.9	5.6	5.2	0.0	0.8	0.4	0.4	0.3	0.6
Zone 5 - Inner West	0.6	0.5	0.2	0.0	45.0	0.2	0.0	1.4	1.3	17.3	0.0	0.0	0.0	0.0	0.0	0.0
Zone 6 - Outer East	2.1	0.4	0.0	0.0	0.0	51.3	1.6	0.0	3.8	0.0	0.0	5.2	0.9	0.0	0.0	0.0
Zone 7 - Outer North East	2.1	29.6	6.1	0.0	0.0	0.0	66.1	1.8	0.0	0.0	6.5	2.5	0.0	0.0	0.0	0.0
Zone 8 - Outer North West	0.0	2.7	32.5	0.0	1.3	0.0	2.4	84.6	0.0	1.1	0.0	0.0	0.0	0.0	0.0	19.7
Zone 9 - Outer South	0.0	2.8	2.4	27.1	1.2	7.4	0.4	0.6	83.6	3.5	0.0	0.0	1.2	5.4	0.0	0.0
Zone 10 - Outer West	0.0	0.0	0.9	0.0	24.9	0.7	1.9	7.7	0.0	42.2	0.0	0.0	0.0	0.0	0.0	1.5
<b>SUB TOTAL</b>	<b>98.7</b>	<b>100.0</b>	<b>93.4</b>	<b>99.9</b>	<b>96.6</b>	<b>97.4</b>	<b>92.4</b>	<b>98.3</b>	<b>96.0</b>	<b>72.0</b>	<b>6.5</b>	<b>10.3</b>	<b>3.6</b>	<b>8.0</b>	<b>0.3</b>	<b>21.8</b>
<b>OUTSIDE LEEDS DISTRICT</b>																
All Centres/Stores	1.3	0.0	6.6	0.1	3.4	2.6	7.6	1.7	4.0	28.0	93.5	89.7	96.4	92.0	99.7	78.2
<b>SUB TOTAL</b>	<b>1.3</b>	<b>0.0</b>	<b>6.6</b>	<b>0.1</b>	<b>3.4</b>	<b>2.6</b>	<b>7.6</b>	<b>1.7</b>	<b>4.0</b>	<b>28.0</b>	<b>93.5</b>	<b>89.7</b>	<b>96.4</b>	<b>92.0</b>	<b>99.7</b>	<b>78.2</b>
<b>TOTAL</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

**Note:** The market share percentages are derived from the household telephone survey carried out within Leeds District and its shopping hinterland during July & August, 2010.

TABLE 6 - ESTIMATED CONVENIENCE GOODS EXPENDITURE PATTERN AND CENTRE TURNOVER ESTIMATES IN THE BASE YEAR, 2010 (£ MILLION)

Retail Supply: Where the Money is Spent	Consumer Demand: Where the Money Comes From (Zone)																TOTAL HOUSEHOLD SURVEY AREA	Expenditure Drawn From Survey Area (Zones 1-16)	Estimated Inflow/Expenditure <sup>(1)</sup>	Total Convenience Goods Turnover C = A + B	Convenience Goods Floorspace (sq.m. net) <sup>(2)</sup>	Average Sales Density (£ per sq.m. net) E = C / D	Benchmark Average Sales Density (£ per sq.m. net) <sup>(3)</sup>	Benchmark Convenience Goods Turnover (£/m)	Extent of Any Over/Under Trading (£m)
	Study Area																								
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9	Zone 10	Zone 11	Zone 12	Zone 13	Zone 14	Zone 15	Zone 16									
<b>INSIDE LEEDS DISTRICT</b>																	214.8	0.0	214.8	11,250	19,078	9,503	107.0	107.8	
Zone 1 - Inner East	89.4	22.9	4.7	3.6	0.0	58.7	19.1	0.0	2.9	0.4	0.0	0.8	6.5	3.8	0.0	0.0	214.8	0.0	214.8	9,554	9,945	8,866	94.7	10.3	
Zone 2 - Inner North East	20.5	58.0	0.0	0.0	0.0	0.3	4.5	0.3	0.0	3.2	0.0	1.3	0.0	10.2	0.0	0.0	95.0	0.0	102.1	9,045	11,286	9,818	88.8	13.3	
Zone 3 - Inner North West	0.9	0.0	74.2	2.4	20.0	0.0	0.4	0.2	0.0	0.0	0.0	0.8	0.0	0.0	0.0	0.0	102.1	0.0	102.1	30,594	6,022	8,054	246.3	-68.6	
Zone 4 - Inner South (City Centre)	11.7	5.4	28.7	98.4	1.4	1.0	1.5	3.3	9.6	6.6	0.0	1.3	2.4	2.9	1.0	5.2	177.7	0.0	177.7	6,022	8,114	10,515	123.0	5.5	
Zone 5 - Inner West	0.8	0.7	0.4	0.0	0.0	0.3	0.0	2.4	2.2	2.2	0.0	0.0	0.0	0.0	0.0	0.0	69.5	0.0	69.5	13,161	20,095	9,347	64.0	-16.2	
Zone 6 - Outer East	2.7	0.5	0.0	0.0	0.0	81.4	2.0	0.0	6.5	0.0	0.0	8.3	5.3	0.0	0.0	0.0	106.8	0.0	106.8	8,274	10,515	10,515	87.0	79.3	
Zone 7 - Outer North East	2.7	39.9	12.4	0.0	0.0	84.2	3.1	0.0	19.9	4.0	0.0	4.0	0.0	0.0	0.0	0.0	393.9	0.0	393.9	19,578	20,119	11,429	223.8	170.1	
Zone 8 - Outer North West	0.0	3.6	66.3	0.0	1.1	0.0	3.1	146.7	0.0	1.5	0.0	0.0	0.0	0.0	0.0	0.0	296.3	0.0	296.3	23,145	11,075	10,726	248.3	8.1	
Zone 9 - Outer South	0.0	3.8	4.9	38.9	1.1	11.7	0.5	1.0	143.5	4.6	0.0	7.1	7.1	39.2	0.0	0.0	109.6	0.0	109.6	9,600	11,421	9,635	92.5	17.1	
Zone 10 - Outer West	0.0	0.0	1.8	0.0	22.0	1.1	2.4	13.4	0.0	55.3	0.0	0.0	0.0	0.0	0.0	0.0	1692.0	0.0	1692.0	140,223.0	-	-	1365.4	326.7	
<b>SUB TOTAL</b>	<b>128.9</b>	<b>134.8</b>	<b>190.4</b>	<b>143.3</b>	<b>85.5</b>	<b>154.5</b>	<b>117.7</b>	<b>170.5</b>	<b>164.8</b>	<b>95.3</b>	<b>19.9</b>	<b>16.4</b>	<b>21.3</b>	<b>58.1</b>	<b>1.0</b>	<b>189.9</b>									
<b>OUTSIDE LEEDS DISTRICT</b>																									
All Centres/Stores	1.7	0.0	13.5	0.1	3.0	4.1	9.7	2.9	6.9	37.0	285.7	142.7	569.4	668.1	332.3	681.2									
<b>SUB TOTAL</b>	<b>1.7</b>	<b>0.0</b>	<b>13.5</b>	<b>0.1</b>	<b>3.0</b>	<b>4.1</b>	<b>9.7</b>	<b>2.9</b>	<b>6.9</b>	<b>37.0</b>	<b>285.7</b>	<b>142.7</b>	<b>569.4</b>	<b>668.1</b>	<b>332.3</b>	<b>681.2</b>									
<b>TOTAL AVAILABLE EXPENDITURE (WITHIN HOUSEHOLD SURVEY AREA - FROM TABLE 4)</b>	<b>130.5</b>	<b>134.8</b>	<b>203.9</b>	<b>143.4</b>	<b>88.5</b>	<b>158.6</b>	<b>127.4</b>	<b>173.4</b>	<b>171.7</b>	<b>132.3</b>	<b>305.6</b>	<b>159.1</b>	<b>590.6</b>	<b>726.2</b>	<b>333.3</b>	<b>871.2</b>									

Notes:  
 (1) Estimated by Colliers International.  
 (2) Retail floorspace stock totals based largely on data provided by Leeds City Council.  
 (3) Benchmark sales densities estimated by Colliers International. (See Appendix 8J for full details.)



TABLE 7 - UNADJUSTED CONVENIENCE GOODS MARKET SHARES BY ZONE AT THE DESIGN YEARS, 2010 (COLUMN PERCENT)

Retail Supply: Where the Money is Spent	Consumer Demand: Where the Money Comes From (Zone)															
	Study Area															
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9	Zone 10	Zone 11	Zone 12	Zone 13	Zone 14	Zone 15	Zone 16
<b>INSIDE LEEDS DISTRICT</b>																
Zone 1 - Inner East	68.5	17.0	2.3	2.5	0.0	37.0	15.0	0.0	1.7	0.3	0.0	0.5	1.1	0.8	0.0	0.0
Zone 2 - Inner North East	15.7	43.0	0.0	0.0	0.0	0.2	3.5	0.2	0.0	0.0	0.0	0.8	0.0	1.4	0.0	0.0
Zone 3 - Inner North West	0.7	0.0	36.4	1.7	22.6	0.0	0.3	0.1	0.0	2.4	0.0	0.5	0.0	0.0	0.0	0.0
Zone 4 - Inner South (City Centre)	9.0	4.0	12.6	68.6	1.6	0.6	1.2	1.9	5.6	5.2	0.0	0.8	0.4	0.4	0.3	0.6
Zone 5 - Inner West	0.6	0.5	0.2	0.0	45.0	0.2	0.0	1.4	1.3	17.3	0.0	0.0	0.0	0.0	0.0	0.0
Zone 6 - Outer East	2.1	0.4	0.0	0.0	0.0	51.3	1.6	0.0	3.8	0.0	0.0	5.2	0.9	0.0	0.0	0.0
Zone 7 - Outer North East	2.1	29.6	6.1	0.0	0.0	0.0	66.1	1.8	0.0	0.0	6.5	2.5	0.0	0.0	0.0	0.0
Zone 8 - Outer North West	0.0	2.7	32.5	0.0	1.3	0.0	2.4	84.6	0.0	1.1	0.0	0.0	0.0	0.0	0.0	19.7
Zone 9 - Outer South	0.0	2.8	2.4	27.1	1.2	7.4	0.4	0.6	83.6	3.5	0.0	0.0	1.2	5.4	0.0	0.0
Zone 10 - Outer West	0.0	0.0	0.9	0.0	24.9	0.7	1.9	7.7	0.0	42.2	0.0	0.0	0.0	0.0	0.0	1.5
<b>SUB TOTAL</b>	<b>98.7</b>	<b>100.0</b>	<b>93.4</b>	<b>99.9</b>	<b>96.6</b>	<b>97.4</b>	<b>92.4</b>	<b>98.3</b>	<b>96.0</b>	<b>72.0</b>	<b>6.5</b>	<b>10.3</b>	<b>3.6</b>	<b>8.0</b>	<b>0.3</b>	<b>21.8</b>
<b>OUTSIDE LEEDS DISTRICT</b>																
All Centres/Stores	1.3	0.0	6.6	0.1	3.4	2.6	7.6	1.7	4.0	28.0	93.5	89.7	96.4	92.0	99.7	78.2
<b>SUB TOTAL</b>	<b>1.3</b>	<b>0</b>	<b>6.6</b>	<b>0.1</b>	<b>3.4</b>	<b>2.6</b>	<b>7.6</b>	<b>1.7</b>	<b>4.0</b>	<b>28</b>	<b>93.5</b>	<b>89.7</b>	<b>96.4</b>	<b>92</b>	<b>99.7</b>	<b>78.2</b>
<b>TOTAL</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Note: The market shares are the same as those set out in Table 5. We adopt the traditional "constant market shares approach".

**TABLE 8 - CONVENIENCE GOODS EXPENDITURE PATTERN AND CENTRE TURNOVER ESTIMATES, 2016 (£ MILLION)**

Retail Supply: Where the Money is Spent	Consumer Demand: Where the Money Comes From (Zone)																TOTAL HOUSEHOLD SURVEY AREA	Expenditure Drawn From Survey Area (Zones 1-16)	Estimated Inflow Expenditure <sup>(1)</sup>	Total Convenience Goods Turnover C = A + B
	Study Area																			
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9	Zone 10	Zone 11	Zone 12	Zone 13	Zone 14	Zone 15	Zone 16				
<b>INSIDE LEEDS DISTRICT</b>																				
Zone 1 - Inner East	107.6	24.6	5.2	4.5	0.0	64.8	20.1	0.0	3.1	0.4	0.0	0.9	7.0	6.3	0.0	0.0	244.6	244.6	0.0	244.6
Zone 2 - Inner North East	24.7	62.3	0.0	0.0	0.0	0.4	4.7	0.4	0.0	0.0	0.0	1.4	0.0	11.0	0.0	0.0	104.8	104.8	0.0	104.8
Zone 3 - Inner North West	1.1	0.0	82.3	3.1	22.1	0.0	0.4	0.2	0.0	3.5	0.0	0.9	0.0	0.0	0.0	0.0	113.6	113.6	0.0	113.6
Zone 4 - Inner South (City Centre)	14.1	5.8	28.5	124.3	1.6	1.1	1.6	3.7	10.3	7.6	0.0	1.4	2.5	3.2	1.1	5.8	212.4	212.4	0.0	212.4
Zone 5 - Inner West	0.9	0.7	0.5	0.0	44.0	0.4	0.0	2.7	2.4	25.1	0.0	0.0	0.0	0.0	0.0	0.0	76.7	76.7	0.0	76.7
Zone 6 - Outer East	3.3	0.6	0.0	0.0	0.0	89.9	2.1	0.0	7.0	0.0	0.0	9.1	5.7	0.0	0.0	0.0	117.7	117.7	0.0	117.7
Zone 7 - Outer North East	3.3	42.9	13.8	0.0	0.0	0.0	88.6	3.5	0.0	0.0	21.4	4.4	0.0	0.0	0.0	0.0	177.8	177.8	0.0	177.8
Zone 8 - Outer North West	0.0	3.9	73.5	0.0	1.3	0.0	3.2	163.5	0.0	1.6	0.0	0.0	0.0	0.0	0.0	0.0	437.3	437.3	0.0	437.3
Zone 9 - Outer South	0.0	4.1	5.4	49.1	1.2	13.0	0.5	1.2	154.3	5.1	0.0	7.6	42.5	0.0	0.0	0.0	283.9	283.9	0.0	283.9
Zone 10 - Outer West	0.0	0.0	2.0	0.0	2.4	1.2	2.5	14.9	0.0	61.3	0.0	0.0	0.0	0.0	0.0	0.0	120.9	120.9	0.0	120.9
<b>SUB TOTAL</b>	<b>155.0</b>	<b>144.9</b>	<b>211.2</b>	<b>181.0</b>	<b>94.5</b>	<b>170.6</b>	<b>123.8</b>	<b>190.0</b>	<b>177.1</b>	<b>104.6</b>	<b>21.4</b>	<b>18.1</b>	<b>22.8</b>	<b>63.0</b>	<b>1.1</b>	<b>210.6</b>	<b>1889.7</b>	<b>1889.7</b>	<b>0.0</b>	<b>1889.7</b>
<b>OUTSIDE LEEDS DISTRICT</b>																				
All Centres/Stores	2.0	0.0	14.9	0.2	3.3	4.6	10.2	3.3	7.4	40.7	307.3	157.4	610.3	724.5	361.3	755.6	3002.8			
<b>SUB TOTAL</b>	<b>2.0</b>	<b>0.0</b>	<b>14.9</b>	<b>0.2</b>	<b>3.3</b>	<b>4.6</b>	<b>10.2</b>	<b>3.3</b>	<b>7.4</b>	<b>40.7</b>	<b>307.3</b>	<b>157.4</b>	<b>610.3</b>	<b>724.5</b>	<b>361.3</b>	<b>755.6</b>	<b>3002.8</b>			
<b>TOTAL AVAILABLE EXPENDITURE (WITHIN HOUSEHOLD SURVEY AREA - FROM TABLE 4)</b>	<b>157.0</b>	<b>144.9</b>	<b>226.2</b>	<b>181.1</b>	<b>97.8</b>	<b>175.2</b>	<b>134.0</b>	<b>193.3</b>	<b>184.5</b>	<b>145.3</b>	<b>328.6</b>	<b>175.4</b>	<b>633.1</b>	<b>787.5</b>	<b>362.4</b>	<b>966.2</b>	<b>4892.5</b>			

**Notes:**  
 (1) For each cell, the monetary figure is derived by multiplying the 2016 available convenience goods expenditure in the zone (excl. SFT) (Table 4) by the unadjusted convenience goods market share of the specific centre in that zone (Table 7).  
 (2) Estimated by Colliers International. (See Section 8 in main report).

**TABLE 9 - CALCULATION OF POTENTIAL CONVENIENCE GOODS HEADROOM EXPENDITURE, 2016 (£ MILLION)**

Zone	2010 Turnover	2016 Turnover Potential	Turnover Allocation for Existing Retailers 2010-2016	Residual Turnover Potential by 2016	Potential Headroom Expenditure by 2016
	A (Table 6, C)	B (Table 8, C)	C <sup>(1)</sup>	D = B - C	E = D - A
<b>INSIDE LEEDS DISTRICT</b>					
Zone 1 - Inner East	214.8	244.6	1.2	243.4	28.6
Zone 2 - Inner North East	95.0	104.8	0.9	103.9	8.8
Zone 3 - Inner North West	102.1	113.6	1.0	112.6	10.5
Zone 4 - Inner South (City Centre)	177.7	212.4	2.7	209.7	32.1
Zone 5 - Inner West	69.5	76.7	0.7	76.0	6.5
Zone 6 - Outer East	106.8	117.7	1.4	116.4	9.6
Zone 7 - Outer North East	166.3	177.8	1.0	176.8	10.5
Zone 8 - Outer North West	393.9	437.3	2.5	434.9	41.0
Zone 9 - Outer South	256.3	283.9	2.7	281.1	24.8
Zone 10 - Outer West	109.6	120.9	1.0	119.9	10.2
<b>TOTAL: LEEDS DISTRICT</b>	<b>1,692.0</b>	<b>1,889.7</b>	<b>15.0</b>	<b>1,874.6</b>	<b>182.6</b>

**Notes:**

(1) We assume that all existing convenience goods floorspace at the base year (2010) will achieve a real sales productivity gain over the long-term. This assumption is based on research carried out by Experian (see Appendix 8I). The assumed sales productivity gains are applied to the estimated 2010 benchmark convenience goods turnover of each zone as set out in Table 6 (Column G).

TABLE 10 - RETAIL FLOORSPACE NEED AT 2016

Zone	Potential Headroom Expenditure by 2016 (£m)	Adjustment for Over / Under Trading in Base Year (£m)	Adjusted Headroom Expenditure by 2016 (£m)	Reduction in Expenditure due to Convenience Goods Floorspace Commitments (as at September 2010) <sup>(1)</sup>	Adjusted Residual Headroom Expenditure by 2016 (£m)	Assumed Sales Density in 2016 <sup>(2)</sup> (£ per sq.m net)	Estimated Retail FloorSpace Need in 2016 (sq.m net)
	A	B	C = A + B	D	E = C - D	F	G = E / F
<b>INSIDE LEEDS DISTRICT</b>							
Zone 1 - Inner East	28.6	107.8	136.4	39.7	96.7	10,111	9,561
Zone 2 - Inner North East	8.8	10.3	19.2	32.7	-13.5	10,111	-1,339
Zone 3 - Inner North West	10.5	13.3	23.8	3.3	20.5	10,111	2,027
Zone 4 - Inner South (City Centre)	32.1	-68.6	-36.6	63.3	-99.9	10,111	-9,880
Zone 5 - Inner West	6.5	5.5	12.0	40.0	-28.0	10,111	-2,766
Zone 6 - Outer East	9.6	-16.2	-6.6	5.9	-12.5	10,111	-1,241
Zone 7 - Outer North East	10.5	79.3	89.8	0.0	89.8	10,111	8,881
Zone 8 - Outer North West	41.0	170.1	211.1	2.4	208.7	10,111	20,643
Zone 9 - Outer South	24.8	8.1	32.9	8.4	24.5	10,111	2,422
Zone 10 - Outer West	10.2	17.1	27.4	15.2	12.2	10,111	1,202
<b>TOTAL : LEEDS DISTRICT</b>	<b>182.6</b>	<b>326.7</b>	<b>509.3</b>	<b>210.9</b>	<b>298.4</b>	<b>-</b>	<b>29,509</b>

**Notes:**

(1) Details and estimated 2016 benchmark turnovers of commitments are set out in Appendix 9C.

(2) The derivation of our 2016 benchmark sales density estimates are set out in Section 8 in the main report.

TABLE 11 - CONVENIENCE GOODS EXPENDITURE PATTERN AND CENTRE TURNOVER ESTIMATES, 2021 (£ MILLION)

Retail Supply: Where the Money is Spent	Consumer Demand: Where the Money Comes From (Zone)																TOTAL HOUSEHOLD SURVEY AREA	Expenditure Drawn From Survey Area (Zones 1-16)	Estimated Inflow Expenditure <sup>(1)</sup>	Total Convenience Goods Turnover
	Study Area																			
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9	Zone 10	Zone 11	Zone 12	Zone 13	Zone 14	Zone 15	Zone 16				
<b>INSIDE LEEDS DISTRICT</b>																				
Zone 1 - Inner East	116.7	25.9	5.5	5.3	0.0	76.8	21.7	0.0	3.5	0.5	0.0	1.0	7.5	6.8	0.0	0.0	271.2	271.2	0.0	271.2
Zone 2 - Inner North East	26.7	63.6	0.0	0.0	0.0	0.4	5.1	0.4	0.0	0.0	0.0	1.5	0.0	0.0	0.0	0.0	111.8	111.8	0.0	111.8
Zone 3 - Inner North West	1.2	0.0	87.5	3.6	23.3	0.0	0.4	0.2	0.0	3.7	0.0	1.0	0.0	0.0	0.0	0.0	120.9	120.9	0.0	120.9
Zone 4 - Inner South (City Centre)	15.3	6.1	30.3	144.7	1.7	1.2	1.7	4.0	11.4	8.0	0.0	1.5	2.7	3.4	1.2	6.4	239.8	239.8	0.0	239.8
Zone 5 - Inner West	1.0	0.8	0.5	0.0	46.5	0.4	0.0	2.9	2.6	26.8	0.0	0.0	0.0	0.0	0.0	0.0	81.5	81.5	0.0	81.5
Zone 6 - Outer East	3.6	0.6	0.0	0.0	0.0	106.5	2.3	0.0	7.7	0.0	0.0	10.1	6.1	0.0	0.0	0.0	137.0	137.0	0.0	137.0
Zone 7 - Outer North East	3.6	45.2	14.7	0.0	0.0	0.0	95.7	3.8	0.0	0.0	23.1	4.8	0.0	0.0	0.0	0.0	190.8	190.8	0.0	190.8
Zone 8 - Outer North West	0.0	4.3	5.8	78.1	0.0	1.3	3.5	178.2	0.0	1.7	0.0	0.0	0.0	0.0	0.0	209.4	476.3	476.3	0.0	476.3
Zone 9 - Outer South	0.0	0.0	0.0	57.2	1.2	15.4	0.6	1.3	170.1	5.4	0.0	0.0	8.2	46.1	0.0	0.0	315.5	315.5	0.0	315.5
Zone 10 - Outer West	0.0	0.0	2.2	0.0	25.7	1.5	2.7	16.2	0.0	65.3	0.0	0.0	0.0	0.0	0.0	15.9	129.5	129.5	0.0	129.5
<b>SUB TOTAL</b>	<b>168.1</b>	<b>152.6</b>	<b>224.4</b>	<b>210.8</b>	<b>99.8</b>	<b>202.3</b>	<b>133.7</b>	<b>207.0</b>	<b>195.4</b>	<b>111.4</b>	<b>23.1</b>	<b>19.9</b>	<b>24.6</b>	<b>63.3</b>	<b>1.2</b>	<b>231.7</b>	<b>2074.3</b>	<b>2074.3</b>	<b>0.0</b>	<b>2074.3</b>
<b>OUTSIDE LEEDS DISTRICT</b>																				
All Centres/Stores	2.2	0.0	15.9	0.2	3.5	5.4	11.0	3.6	8.1	43.3	332.7	173.7	657.6	785.5	393.2	831.3	3267.2	3267.2	0.0	3267.2
<b>SUB TOTAL</b>	<b>2.2</b>	<b>0.0</b>	<b>15.9</b>	<b>0.2</b>	<b>3.5</b>	<b>5.4</b>	<b>11.0</b>	<b>3.6</b>	<b>8.1</b>	<b>43.3</b>	<b>332.7</b>	<b>173.7</b>	<b>657.6</b>	<b>785.5</b>	<b>393.2</b>	<b>831.3</b>	<b>3267.2</b>	<b>3267.2</b>	<b>0.0</b>	<b>3267.2</b>
<b>TOTAL AVAILABLE EXPENDITURE (WITHIN HOUSEHOLD SURVEY AREA - FROM TABLE 4)</b>	<b>170.3</b>	<b>152.6</b>	<b>240.2</b>	<b>211.0</b>	<b>103.3</b>	<b>207.7</b>	<b>144.7</b>	<b>210.6</b>	<b>203.5</b>	<b>154.7</b>	<b>355.8</b>	<b>193.7</b>	<b>682.1</b>	<b>853.8</b>	<b>394.4</b>	<b>1063.0</b>	<b>5341.4</b>			

Notes:  
 For each cell, the monetary figure is derived by multiplying the 2021 available convenience goods expenditure in the zone (excl. SFT) (Table 4) by the unadjusted convenience goods market share of the convenience goods shopping in that zone (Table 7).  
 (1) Estimated by Colliers International (see Section 8 in main report).

**TABLE 12 - CALCULATION OF POTENTIAL CONVENIENCE GOODS HEADROOM EXPENDITURE, 2021 (£ MILLION)**

Zone	2010 Turnover	2021 Turnover Potential	Turnover Allocation for Existing Retailers 2010-2021	Residual Turnover Potential by 2021	Potential Headroom Expenditure by 2021
	A (Table 6, C)	B (Table 11, C)	C <sup>(1)</sup>	D = B - C	E = D - A
<b>INSIDE LEEDS DISTRICT</b>					
Zone 1 - Inner East	214.8	271.2	3.8	267.4	52.6
Zone 2 - Inner North East	95.0	111.8	3.0	108.8	13.7
Zone 3 - Inner North West	102.1	120.9	3.2	117.7	15.7
Zone 4 - Inner South (City Centre)	177.7	239.8	8.7	231.0	53.3
Zone 5 - Inner West	69.5	81.5	2.3	79.3	9.7
Zone 6 - Outer East	106.8	137.0	4.4	132.6	25.8
Zone 7 - Outer North East	166.3	190.8	3.1	187.7	21.5
Zone 8 - Outer North West	393.9	476.3	7.9	468.3	74.5
Zone 9 - Outer South	256.3	315.5	8.8	306.7	50.3
Zone 10 - Outer West	109.6	129.5	3.3	126.3	16.6
<b>TOTAL: LEEDS DISTRICT</b>	<b>1,692.0</b>	<b>2,074.3</b>	<b>48.5</b>	<b>2,025.8</b>	<b>333.7</b>

**Notes:**

(1) We assume that all existing convenience goods floorspace at the base year (2010) will achieve a real sales productivity gain over the long term. This assumption is based on research carried out by Experian (see Appendix 8I). The assumed sales productivity gains are applied to the estimated 2010 benchmark convenience goods turnovers of each centre as set out in Table 6 (Column G).

**TABLE 13 - RETAIL FLOORSPACE NEED AT 2021**

Zone	Potential Headroom Expenditure by 2021 (£m)	Adjustment for Over / Under Trading in Base Year (£m)	Adjusted Headroom Expenditure by 2021 (£m)	Reduction in Expenditure due to Convenience Goods Floorspace Commitments (as at September 2010) <sup>(1)</sup>	Adjusted Residual Headroom Expenditure by 2021 (£m)	Assumed Sales Density in 2021 <sup>(2)</sup> (£ per sq.m net)	Estimated Retail Floorspace Need in 2021 (sq.m net)
	A	B	C = A + B	D	E = C - D	F	G = E / F
<b>INSIDE LEEDS DISTRICT</b>							
Zone 1 - Inner East	52.6	107.8	160.4	40.7	119.7	10,355	11,557
Zone 2 - Inner North East	13.7	10.3	24.0	33.5	-9.5	10,355	-913
Zone 3 - Inner North West	15.7	13.3	28.9	3.6	25.3	10,355	2,448
Zone 4 - Inner South (City Centre)	53.3	-68.6	-15.3	64.8	-80.1	10,355	-7,736
Zone 5 - Inner West	9.7	5.5	15.3	40.9	-25.6	10,355	-2,477
Zone 6 - Outer East	25.8	-16.2	9.6	6.1	3.5	10,355	337
Zone 7 - Outer North East	21.5	79.3	100.7	0.0	100.7	10,355	9,727
Zone 8 - Outer North West	74.5	170.1	244.6	2.5	242.1	10,355	23,379
Zone 9 - Outer South	50.3	8.1	58.4	8.6	49.8	10,355	4,812
Zone 10 - Outer West	16.6	17.1	33.8	15.6	18.2	10,355	1,754
<b>TOTAL: LEEDS DISTRICT</b>	<b>333.7</b>	<b>326.7</b>	<b>660.4</b>	<b>216.3</b>	<b>444.1</b>		<b>42,888</b>

**Notes:**

(1) Details and estimated 2021 turnovers of convenience goods floorspace commitments and proposals are set out in Appendix 9C.

(2) The derivation of our 2021 benchmark centre sales density estimates are set out in Section 8 in the main report.

TABLE 14 - CONVENIENCE GOODS EXPENDITURE PATTERN AND CENTRE TURNOVER ESTIMATES, 2026 (£ MILLION)

Retail Supply: Where the Money is Spent	Consumer Demand: Where the Money Comes From (Zone)																TOTAL HOUSEHOLD SURVEY AREA	Expenditure Drawn From Survey Area (Zones 1-16) A	Estimated Inflow Expenditure <sup>(1)</sup> B	Total Convenience Goods Turnover C = A + B
	Study Area																			
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9	Zone 10	Zone 11	Zone 12	Zone 13	Zone 14	Zone 15	Zone 16				
<b>INSIDE LEEDS DISTRICT</b>																				
Zone 1 - Inner East	124.8	27.4	5.8	6.0	0.0	96.2	23.3	0.0	3.8	0.5	0.0	1.1	8.1	7.4	0.0	0.0	304.3	304.3	0.0	304.3
Zone 2 - Inner North East	28.6	69.2	0.0	0.0	0.0	0.5	5.4	0.5	0.0	0.0	1.7	0.0	0.0	13.0	0.0	0.0	118.9	118.9	0.0	118.9
Zone 3 - Inner North West	1.3	0.0	91.9	4.1	24.5	0.0	0.2	0.0	3.9	0.0	1.1	0.0	0.0	0.0	0.0	0.0	127.4	127.4	0.0	127.4
Zone 4 - Inner South (City Centre)	16.4	6.4	31.8	164.3	1.7	1.6	1.9	4.3	12.6	8.5	0.0	1.7	2.9	3.7	1.3	7.0	266.1	266.1	0.0	266.1
Zone 5 - Inner West	1.1	0.8	0.5	0.0	48.7	0.5	0.0	3.2	2.9	28.1	0.0	0.0	0.0	0.0	0.0	0.0	85.9	85.9	0.0	85.9
Zone 6 - Outer East	3.8	0.6	0.0	0.0	0.0	133.4	2.5	0.0	8.6	0.0	0.0	11.1	6.6	0.0	0.0	0.0	166.6	166.6	0.0	166.6
Zone 7 - Outer North East	3.8	47.7	15.4	0.0	0.0	0.0	102.5	4.1	0.0	0.0	5.3	0.0	0.0	0.0	0.0	0.0	203.8	203.8	0.0	203.8
Zone 8 - Outer North West	0.0	4.3	82.1	0.0	1.4	0.0	3.7	191.1	0.0	1.8	0.0	0.0	0.0	0.0	0.0	229.3	513.8	513.8	0.0	513.8
Zone 9 - Outer South	0.0	4.5	6.1	64.9	1.3	19.2	0.6	1.4	188.8	5.7	0.0	8.8	50.0	0.0	0.0	0.0	351.3	351.3	0.0	351.3
Zone 10 - Outer West	0.0	0.0	2.3	0.0	27.0	1.8	2.9	17.4	0.0	68.6	0.0	0.0	0.0	0.0	0.0	17.5	137.4	137.4	0.0	137.4
<b>SUB TOTAL</b>	<b>179.8</b>	<b>161.0</b>	<b>235.9</b>	<b>239.3</b>	<b>104.6</b>	<b>253.2</b>	<b>143.3</b>	<b>222.0</b>	<b>216.8</b>	<b>117.0</b>	<b>25.1</b>	<b>21.9</b>	<b>26.5</b>	<b>74.0</b>	<b>1.3</b>	<b>253.8</b>	<b>2275.5</b>	<b>2275.5</b>	<b>0.0</b>	<b>2275.5</b>
<b>OUTSIDE LEEDS DISTRICT</b>																				
All Centres / Stores	2.4	0.0	16.7	0.2	3.7	6.8	11.8	3.8	9.0	45.5	360.6	190.8	708.5	851.2	427.1	910.4	3548.5	3548.5	0.0	3548.5
<b>SUB TOTAL</b>	<b>2.4</b>	<b>0.0</b>	<b>16.7</b>	<b>0.2</b>	<b>3.7</b>	<b>6.8</b>	<b>11.8</b>	<b>3.8</b>	<b>9.0</b>	<b>45.5</b>	<b>360.6</b>	<b>190.8</b>	<b>708.5</b>	<b>851.2</b>	<b>427.1</b>	<b>910.4</b>	<b>3548.5</b>	<b>3548.5</b>	<b>0.0</b>	<b>3548.5</b>
<b>TOTAL AVAILABLE EXPENDITURE (WITHIN HOUSEHOLD SURVEY AREA - FROM TABLE 4)</b>	<b>182.2</b>	<b>161.0</b>	<b>252.5</b>	<b>239.5</b>	<b>108.3</b>	<b>260.0</b>	<b>155.1</b>	<b>225.9</b>	<b>225.9</b>	<b>162.5</b>	<b>385.7</b>	<b>212.7</b>	<b>734.9</b>	<b>925.2</b>	<b>428.4</b>	<b>1164.2</b>	<b>5824.1</b>			

Notes:  
 For each cell, the monetary figure is derived by multiplying the 2026 available convenience goods expenditure in the zone (excl. SFT) (Table 4) by the unadjusted convenience goods market share of the convenience goods shopping provision in that zone (Table 7).  
 (1) Estimated by Colliers International (see Section 8 in main report).



**TABLE 15 - CALCULATION OF POTENTIAL CONVENIENCE GOODS HEADROOM EXPENDITURE, 2026 (£ MILLION)**

Centre	2010 Turnover	2026 Turnover Potential	Turnover Allocation for Existing Retailers 2010-2026	Residual Turnover Potential by 2026	Potential Headroom Expenditure by 2026
	A	B	C <sup>(1)</sup>	D = B - C	E = D - A
	(Table 6, C)	(Table 14, C)			
<b>INSIDE LEEDS DISTRICT</b>					
Zone 1 - Inner East	214.8	304.3	6.6	297.7	82.9
Zone 2 - Inner North East	95.0	148.9	5.2	143.7	48.6
Zone 3 - Inner North West	102.1	127.4	5.5	121.9	19.8
Zone 4 - Inner South (City Centre)	177.7	266.1	15.2	250.9	73.3
Zone 5 - Inner West	69.5	85.9	3.9	81.9	12.4
Zone 6 - Outer East	106.8	166.6	7.6	159.0	52.2
Zone 7 - Outer North East	166.3	203.8	5.4	198.5	32.2
Zone 8 - Outer North West	393.9	513.8	13.8	500.0	106.1
Zone 9 - Outer South	256.3	351.3	15.3	336.0	79.7
Zone 10 - Outer West	109.6	137.4	5.7	131.7	22.1
<b>TOTAL: LEEDS DISTRICT</b>	<b>1,692.0</b>	<b>2,275.5</b>	<b>84.2</b>	<b>2,191.3</b>	<b>499.3</b>

**Notes:**

(1) We assume that all existing convenience goods floorspace at the base year (2010) will achieve a real sales productivity gain over the long term. This assumption is based on research carried out by Experian (see Appendix 8)). The assumed sales productivity gains are applied to the estimated 2010 benchmark convenience goods turnovers of each centre as set out in Table 6 (Column G).

**TABLE 16 - RETAIL FLOORSPACE NEED AT 2026**

Centre	Potential Headroom Expenditure by 2026 (£m)	Adjustment for Over / Under Trading in Base Year (£m)	Adjusted Headroom Expenditure by 2026 (£m)	Reduction in Expenditure due to Convenience Goods FloorSpace Commitments (as at September 2010) <sup>(1)</sup>	Adjusted Residual Headroom Expenditure by 2026 (£m)	Assumed Sales Density in 2026 <sup>(2)</sup> (£ per sq.m net)	Estimated Retail FloorSpace Need in 2026 (sq.m net)
	A (Table 15, E)	B (Table 6, H)	C = A + B	D	E = C - D	F	G = E / F
<b>INSIDE LEEDS DISTRICT</b>							
Zone 1 - Inner East	82.9	107.8	190.7	41.7	149.0	10,617	14,034
Zone 2 - Inner North East	18.6	10.3	29.0	34.3	-5.3	10,617	-503
Zone 3 - Inner North West	19.8	13.3	33.1	3.7	29.4	10,617	2,770
Zone 4 - Inner South (City Centre)	73.3	-88.6	4.6	66.4	-61.8	10,617	-5,818
Zone 5 - Inner West	12.4	5.5	17.9	42.0	-24.1	10,617	-2,268
Zone 6 - Outer East	52.2	-16.2	36.0	6.2	29.8	10,617	2,806
Zone 7 - Outer North East	32.2	79.3	111.5	0.0	111.5	10,617	10,500
Zone 8 - Outer North West	106.1	170.1	276.2	2.6	273.6	10,617	25,772
Zone 9 - Outer South	79.7	8.1	87.7	8.8	78.9	10,617	7,435
Zone 10 - Outer West	22.1	17.1	39.2	16.0	23.2	10,617	2,189
<b>TOTAL: LEEDS DISTRICT</b>	<b>499.3</b>	<b>326.7</b>	<b>826.0</b>	<b>221.7</b>	<b>604.3</b>		<b>56,916</b>

**Notes:**

- (1) Details and estimated 2026 turnovers of convenience goods floorspace commitments and proposals are set out in Appendix 9C.
- (2) The derivation of our 2026 benchmark centre sales density estimates are set out in Section 8 in the main report.