

# **70-72 High Street, Hythe Retail and Economic Assessment**

**Final Report**

Planning Issues Ltd

03 June 2026

# **Lichfields is the pre-eminent planning and development consultancy in the UK**

**We've been helping create great places  
for over 60 years.**

**[lichfields.uk](https://lichfields.uk)**

# Contents

|            |                                                  |           |
|------------|--------------------------------------------------|-----------|
| <b>1.0</b> | <b>Introduction</b>                              | <b>2</b>  |
|            | Background                                       | 2         |
|            | Report structure                                 | 3         |
| <b>2.0</b> | <b>Retail Market Trends</b>                      | <b>4</b>  |
|            | Trends and forecasts                             | 4         |
|            | Demand for town centre floorspace                | 6         |
| <b>3.0</b> | <b>Retail Capacity</b>                           | <b>8</b>  |
|            | Assumptions and base data                        | 8         |
|            | Capacity for convenience goods retail floorspace | 10        |
|            | Capacity for comparison goods retail floorspace  | 11        |
|            | Available vacant floorspace                      | 12        |
|            | Reduction in retail floorspace                   | 12        |
| <b>4.0</b> | <b>Economic Benefits</b>                         | <b>13</b> |
|            | Construction phase                               | 13        |
|            | Operational phase                                | 15        |
|            | Wider benefits                                   | 17        |
| <b>5.0</b> | <b>Conclusions</b>                               | <b>18</b> |

## 1.0 Introduction

- 1.1 This Retail and Economic Assessment report has been prepared by Lichfields on behalf of Planning Issues Ltd for the following purposes:
- a to assess the impact of the proposed development at 70-72 High Street, Hythe, in terms of the loss of retail floorspace and limited long-term local demand associated with the former Aldi unit, Hythe; and
  - b to assess the potential economic benefits of the proposed development.

## Background

- 1.2 The site of the proposed development lies within Hythe town centre, and the Primary Shopping frontage as defined by the Folkstone and Hythe District Council Places and Policies Local Plan (adopted September 2020). Development of the site would involve the conversion of the former Aldi supermarket and erection of a new building to provide 179 sqm of Class E commercial floorspace, 32 retirement apartments, 2 retirement cottages, parking, landscaping, and other associated works.
- 1.3 A planning application for development of the site to provide 35 residential apartments and 5 commercial units was initially submitted in July 2022 (ref 22/1109/FH), however was closed and ‘disposed of as undetermined’ in December 2025.
- 1.4 The proposed development would result in the loss of the former Aldi unit, equating to the reduction of 1,727 sqm of gross floorspace, with 179 sqm of Class E commercial floorspace to be re-provided. However, the site has been vacant since 2019 indicating the lack of market demand for the retail floorspace in its current configuration.
- 1.5 The Folkestone and Hythe Places and Policies Local Plan (adopted September 2020) indicates that planning permission will be granted for the development of a range of town centre uses which add to the vitality and viability of the centres. Policy RL1 (Retail Hierarchy) states that:
- “Within the designated centres in the retail hierarchy, planning permission will be granted for the development of a range of town centre uses that add to the vitality and viability of the centres, except where the proposed development is in conflict with other policies or environmental objectives.”*
- 1.6 This includes residential development on the upper floors. The policy also details that the Council will promote development that avoids the over-concentration of particular uses.
- 1.7 Policy RL3 (Hythe Town Centre) states that:
- “Within the designated town centre area (identified on the Policies Map), planning permission will be granted for development that provides for a range of town centres uses that adds to the vitality and viability of the town centre.*
- Within the Primary Shopping Frontage development on the ground floor will be permitted for A1 (shops) and A3 (restaurants and cafes) uses. Other uses will be permitted in the Primary Shopping Frontage provided that:*

1. *They fall within the definition of town centre uses in the National Planning Policy Framework; or*
2. *They would not create a continuous frontage of two or more non-A1 (shops) uses; and*
3. *In the case of appropriate sui generis uses they would create an active frontage with a shopfront display and positively contribute towards providing a high quality environment and enhance the vitality and viability of the area”*

1.8 The NPPF (paragraph 86) indicates local planning authorities should allocate a range of suitable sites in town centres to meet the scale and type of development likely to be needed, looking ten years ahead. This report sets out an updated assessment of the need for retail uses, demonstrating that the proposed reduction in retail floorspace is not inconsistent with the latest capacity projections and assessment of need up to 2036.

1.9 This would allow spending from the Hythe catchment area population to continue to support the existing retail provision across the centre, as well as securing the long-term future of the town centre through the repurposing of the former Aldi unit which has been vacant and not contributed to the retail offer in Hythe since 2019.

## **Methodology**

1.10 This report sets out a quantitative and qualitative retail assessment. The quantitative assessment is based on the findings of the Folkestone & Hythe Retail and Leisure Need Assessment 2018 (RLNA) updated as necessary with published Experian population and local expenditure (the latest March 2026 data available at the time of drafting).

1.11 The household telephone survey undertaken for the RLNA has been used to provide retail floorspace capacity projections.

## **Report structure**

1.12 The report is structured as follows:

- Section 2.0 summarises recent trends that will affect the demand for retail uses.
- Section 3.0 assesses the need for convenience and comparison goods retail uses.
- Section 4.0 details the potential economic benefits arising from the proposed development and its contribution to the town centre’s vitality; and
- Section 5.0 provides overall conclusions.

## 2.0 Retail Market Trends

- 2.1 This section summarises recent trends that will affect the likely demand for retail uses in Hythe over the next ten years.

### Trends and forecasts

- 2.2 Historic trends indicate that consumer expenditure has grown consistently in real terms, generally following a cyclical growth trend. High growth between 1997 and 2008 fuelled demand for new retail floorspace. However, since the recession and credit crunch in 2009, expenditure growth has been much slower and the demand for retail floorspace has reduced. The main implications of recent macro-economic trends arising from Covid-19 lockdowns, supply chain disruptions, high inflation, the cost-of-living and energy crisis were as follows:
- a impact on the reliability of demographic and economic projections i.e., population growth and Experian expenditure forecasts;
  - b short term impacts on the mix of uses and customer behaviour that distorted levels of expenditure during 2020, 2021 and 2022; and
  - c longer-term structural impacts that could affect the nature of town centres and the way households' shop, eat/drink out and participate in leisure activities.
- 2.3 Experian's forecasts (published in March 2026) suggest slower expenditure growth and home shopping/internet spending is expected to grow at a faster (albeit still modest) rate than traditional 'bricks and mortar' shopping. Experian's immediate expenditure growth projections (2024, 2025 and 2026) for retail now reflect the expected effects of the current cost-of-living crisis, which will suppress expenditure growth and the recovery from the effects of Covid-19 lockdowns in the short term. Slightly higher annual growth is expected in the longer-term.
- 2.4 The key uncertainties relate to how long higher levels of inflation will be sustained, and the potential implications of other international geopolitical issues. The longer-term structural implications are harder to predict and quantify at this stage, but recent data provides an early indication.
- 2.5 Operators have continued to face elevated risks to cashflow and increased costs arising from a slump in consumer demand and disruption to supply chains. Non-essential products, hospitality and leisure services have been the hardest hit. Short-term supply chain disruption led to inflationary pressure, which had an impact on consumer demand. Retailers with infrastructure to fulfil on-line orders/home delivery benefitted during the Covid-19 pandemic. There has been a structural shift towards multi-channel shopping (home, TV and internet shopping), reducing the demand for physical space within town centres.
- 2.6 As a result of these trends, there has been a spike in town centre vacancies with many businesses failing, particularly non-food retail operators, restaurants and leisure uses. High levels of inflation and the cost-of-living crisis exacerbated difficult trading conditions. Many national operators have announced job losses and store closures.

- 2.7 This report has adopted Experian's published (March 2026) population and expenditure estimates for 2023, which reflect these recent trends. Experian's Retail Planner Briefing Note 23 (March 2026) suggests non-store retailing's market share increased from 20.6% in 2019 to 30.8% in 2021. Non-store sales (or special forms of trading, 'SFT') include all on-line sales and other forms of sales not generated from physical retail floorspace e.g. vending machines, party plan and deliveries.
- 2.8 Comparison non-store sales increased from 25.7% to 38.7% and convenience good sales increased from 12.6% to 19.2% between 2019 and 2021. However, Experian indicates that comparison goods non-store sales fell during the post Covid lockdown period in 2022, reducing to 31.7%.
- 2.9 Convenience goods non-store sales also fell to 16.4%. Nevertheless, the following years' figures remain significantly higher than the pre-Covid market shares in 2019.
- 2.10 Reflecting these trends, Experian's projections recommend relatively modest levels of growth in on-line shopping when compared with previous trends.
- 2.11 The current cost-of-living crisis, including the high level of inflation, resulted in a reduction in retail expenditure per person during 2023, with many customers either trading down (buying cheaper products or using discount retailers) or cutting back (buying less products). Experian shows a continued decline during 2024 and 2025. Low growth is predicted during 2026, but higher annual growth is expected in the longer-term.
- 2.12 Planning based on long-term expenditure growth projections up to and beyond ten years has always had inherent uncertainties. Nevertheless, a cautious approach to expenditure growth, as now suggested by Experian, should be adopted, bearing in mind the uncertainties relating to the growth in on-line shopping.
- 2.13 For convenience goods, Experian's latest forecasts suggest a continued period of readjustment following high growth in expenditure experienced during the Covid-19 lockdowns in 2020. Convenience goods expenditure per capita is expected to continue to fall -0.5% per annum through to 2027. In the longer-term a continued decline is forecast at -0.2% per annum thereafter. Despite this forecast reduction in total expenditure per capita, Experian expects continued growth in non-store sales. This implies that if any need is identified for new convenience goods retail floorspace in Hythe, this is likely to relate to population growth, high current levels of trading, or qualitative areas of deficiency.
- 2.14 Comparison goods expenditure per head is predicted to have fallen by -0.5% during 2024 and 2025, and then forecast to rise to 1.2% growth over 2026 and 1.8% by 2027. Modest growth is expected in the longer-term (between 2.5% to 2.6% per annum), but still at a lower rate than previous historic trends (5.8% per annum between 1998 and 2008). Historically, comparison goods expenditure has grown significantly more than convenience goods expenditure, and Experian's latest national growth rate recommendations are consistent with these past trends.
- 2.15 New forms of retailing (multi-channel and home shopping) have and will continue to grow. Home/electronic shopping and home delivery has increased with the growth in the use of personal computers, smart phones and the internet. Click and collect / click and return shopping has become more popular. Recent trends suggest continued steady growth in multi-channel activity, albeit at a slower rate than previously envisaged.

2.16 Experian's Retail Planner Briefing Note 23 (March 2026) states:

*"The pace of e-commerce growth is anticipated to moderate over the longer term, but the market share hits 37.1% of total retail sales in 2040. This represents an upgrade relative to the Retail Planner 22 projection."*

2.17 The floorspace capacity assessment in this report makes an allowance for future growth in online retailing (SFT) based on Experian's projections.

## **Demand for town centre floorspace**

2.18 In the past, lower expenditure growth and deflationary pressures (i.e. price cutting) in the non-food sector have had an impact on the high street. Because of these trends, the UK average shop vacancy rate (based on Experian Goad plan data) increased from around 10% in 2005 to 14% in 2012. Vacancy rates gradually improved to 11.8% in 2018 but has increased to 14.8% in March 2025. There was a sharp increase in shop vacancies in many town centres due to the impacts of Covid-19 and the growth in on-line shopping. The more recent impacts of higher inflation and the cost-of-living crisis are also likely to constrain consumer demand, which may affect the demand for floorspace, at least in the short term.

2.19 The Shepway Town Centres Study (2015) (STCS) indicated the vacancy rate in Hythe town centre was 6.63% compared with a UK average of 12.6% at that time. A site visit was undertaken by Lichfields in April 2026. At the time of the visit it was noted that there were eight vacant units in the town centre resulting in an updated vacancy rate of 3.8%. These vacancies were not clustered in any one specific location.

2.20 There has been an underlying increase in vacant units across the UK, primarily due to the reduction of comparison goods retail outlets. In most centres, non-retail services have helped to replace some of the lost comparison goods retail outlets. Nevertheless, the number of vacant units has increased in most centres.

2.21 Property owners, landlords and fund managers have come under increasing pressure with struggling occupiers seeking to renegotiate terms through company voluntary arrangement (CVA) i.e., an insolvency process designed to let a firm with debt problems reach an agreement with creditors to help pay off part or all debts. Retailers have been continuing to 'right size' their portfolios, with many operators announcing store closures. These trends have impacted on rental income and the capital value of retail/ leisure property assets. These trends have been exacerbated by the cost-of-living crisis and are expected to continue at least in the short-term.

2.22 Whilst the CVA process has created difficulties for landlords in terms of rent negotiations, at the same time newly freed-up space has provided new opportunities. Vacated premises have been reconfigured and reused for non-retail uses i.e. food/beverage and leisure uses e.g. trampolines, escape rooms, climbing and indoor golf.

2.23 In addition to new forms of retailing, retail operators have responded to changes in customers' requirements. Retailers have also changed their trading formats to include smaller convenience store formats capable of being accommodated within town and local centres (such as the Tesco Express/ Metro, Sainsbury's Local, Little Waitrose and Marks & Spencer's Simply Food formats). Across the UK, the number of Tesco Express, Sainsbury's Local and Little Waitrose stores increased significantly during the last decade.

- 2.24 There has been a move away from larger food superstores to smaller formats, reflecting changes in some customers' shopping habits i.e. more frequent but smaller food and grocery shopping trips rather than bulk food shopping. In line with these overall trends, the rapid expansion of European discount food operators Aldi and Lidl has continued. These discount operators are now competing more directly for market share with other main food store operators. This trend is evidenced in the area surrounding Hythe, with Aldi represented in the relocated store just outside the town centre on Dymchurch Road, and Lidl represented in Folkestone.
- 2.25 Comparison retailers responded to difficult market conditions before the Covid-19 pandemic, and have responded to difficult market conditions during the on-going cost-of-living crisis. The bulky goods warehouse sector (i.e. DIY, furniture, floor coverings and electrical goods) had already rationalised, including mergers and failures, and scaled down store sizes. Other traditional high street retailers previously sought large out-of-centre stores, for example Next, TK Maxx and M&S. Matalan also opened numerous discount clothing stores across the UK. Sports clothing retail warehouses including Decathlon and Sports Direct had expanded out-of-centre. These trends have slowed significantly, and in some cases reversed, and are unlikely to re-emerge for the foreseeable future.
- 2.26 The demand for premises from the bulky goods sector, i.e. furniture, carpets, electrical and DIY, has been particularly weak in recent years. The difficulties recently experienced by Homebase is an example of this trend. This trend has led to voids on some retail warehouse parks and proposals to extend the range of goods sold to non-bulky comparison goods. This downward trend in bulky goods stores has also led to the relocation of retailers to out-of-centre locations, creating more vacant units in town centres. The discount sector has occupied many units on retail parks e.g. Home Bargains, Poundland and B&M Bargains. The retail warehouse sector is not well represented in the area surrounding Hythe. There is better representation east of Hythe, with a concentration of stores at Park Farm Retail Park north of Folkestone, and at St. James' Retail Park in Dover town centre.
- 2.27 Within centres, many high street multiple comparison retailers have changed their format. For over two decades, high street national multiples have increasingly sought larger modern shop units (over 200 sqm) with an increasing polarisation into the larger regional and sub-regional centres. Many multiple retailers now require representation in fewer locations to service catchment areas. This trend is evident in most centres in the South East and there is generally a more limited provision in smaller local centres. Hythe itself appears an exception to this, with retail units generally being small scale, and the comparison retail offering is largely independent.
- 2.28 In general, operator demand for space has decreased significantly during the last five years and, of those national multiple retailers looking for space, many prefer to locate in larger regional centres. Polarisation of investment in the larger centres is likely to continue, with many retailers reducing their overall number of outlets. Although Hythe is defined as a town centre, it is of a historic character with small-scale retail units and demand from national multiple operators is likely to be much more limited in the future.

## 3.0 Retail Capacity

- 3.1 This section assesses the quantitative and qualitative need for retail uses in Hythe, based on the Council's Folkestone & Hythe Retail and Leisure Need Assessment 2018 (amended 2019), which uses market share data from Shepway Town Centres Study 2015. The National Planning Policy Framework (NPPF) indicates that local planning authorities should assess the future needs of their area for a ten-year period. This section sets out the methodology adopted for this analysis and provides a quantitative capacity analysis in terms of levels of spending for convenience and comparison goods retail. Supporting data tables are included at Appendix 1.

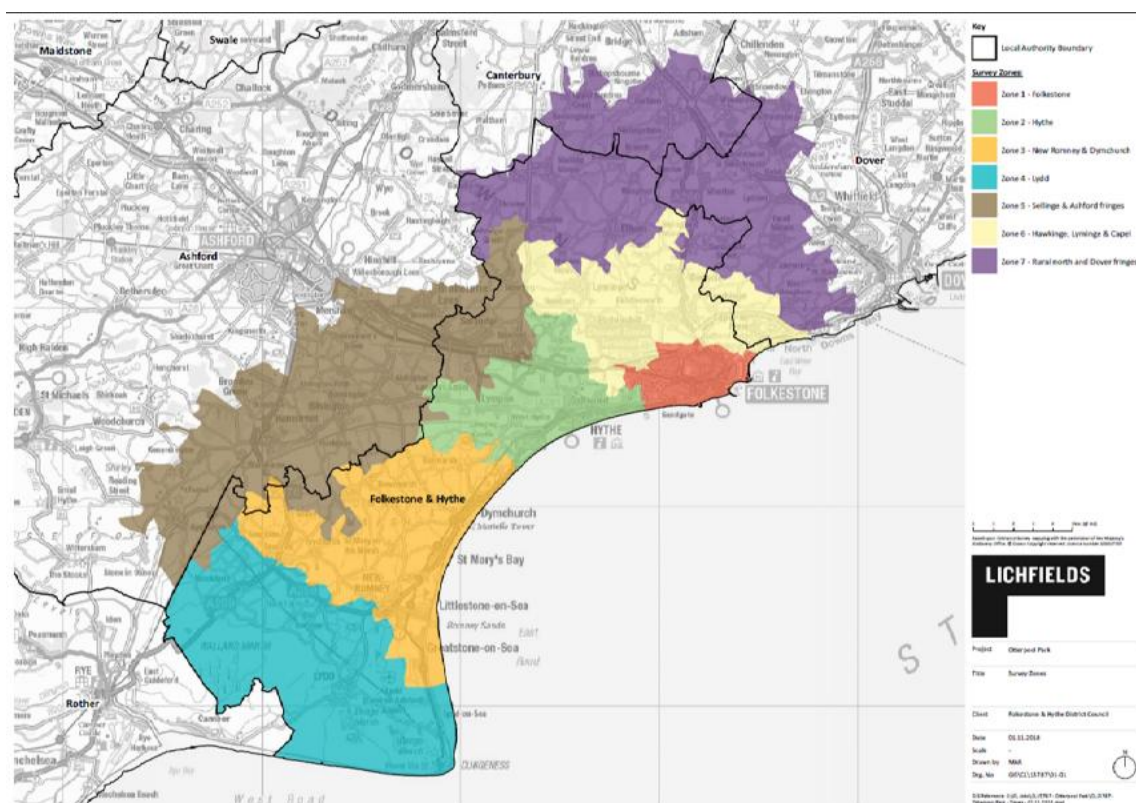
### Assumptions and base data

- 3.2 All monetary values expressed in this assessment are at 2024 prices, consistent with Experian's base year expenditure figures for 2026, which are latest available figures, based on actual recorded expenditure levels rather than projections.

### Hythe catchment area

- 3.3 Retail facilities within Hythe attract most of their trade from the town's urban area and the surrounding rural hinterland which sits to the north of the town. The retail need assessment adopts zones from the Folkestone and Hythe Retail and Leisure Need Assessment Update 2018 (amended 2019), as shown below.

Figure 3.1 Folkestone and Hythe Retail and Leisure Need Assessment Update 2018



Source: Folkestone and Hythe Retail and Leisure Need Assessment Update 2018, Appendix 1

- 3.4 The household survey results indicate the extent of the Hythe primary catchment area will include Zone 2. A small proportion of trade will be attracted from beyond this zone.
- 3.5 The combined population for this catchment area is 18,059 in 2026, projected to increase to 18,325 by 2031 with a further increase to 18,507 by 2036, as shown in Table 1, Appendix 1. Population is projected to increase by 2.5% between 2026 and 2036.

### **Retail expenditure**

- 3.6 The level of available expenditure to support floorspace is based on establishing average per capita levels of spending for the catchment area population. Experian's local consumer expenditure estimates for comparison and convenience goods retail expenditure for the catchment area zone for the year 2023 has been obtained.
- 3.7 Experian's national expenditure information (Experian Retail Planner Briefing Note 23, March 2026) has been used to forecast expenditure within the Hythe catchment area. Experian's short-term growth forecast rates during 2024, 2025 and 2026 reflect current economic circumstances, including Covid-19 and the cost-of-living crisis. The forecast changes during this period are as follows:
- Convenience goods: -4.7%
  - Comparison goods: +0.2%
- 3.8 In the longer term it is more difficult to forecast year-on-year changes in expenditure. Experian's medium and long-term growth average forecasts have been adopted. These longer-term forecasts reflect Experian's views on the post cost-of-living crisis recovery.
- 3.9 Experian's pre-Covid medium and long-term projections (Retail Planner Briefing Note 23, March 2026) suggest a gradual decline in convenience goods expenditure per capita (-0.5% to -0.2% per annum) but growth for comparison goods expenditure (+1.9% to 2.6% per annum).
- 3.10 These growth figures relate to real growth and exclude inflation. The current high levels of inflation should not affect Experian's long-term expenditure projections that are over and above inflation.
- 3.11 Experian's adjusted deductions for SFT (i.e. home and online shopping through non-retail businesses, taking account of orders that are processed by physical stores) in 2025 are:
- 5.1% of convenience goods expenditure; and
  - 25.4% of comparison goods expenditure.
- 3.12 Experian's projections suggest that these percentages will increase to 6.8% and 29.7% by 2036, respectively.
- 3.13 Table 2A in Appendix 1 sets out the updated forecasts for spending per capita on convenience goods within the catchment area zones at 2026, 2031 and 2036, excluding SFT. Average convenience goods expenditure is expected to reduce, due to a higher proportional increase in SFT. Forecasts for comparison goods spending per capita are shown in Table 2B in Appendix 1.

- 3.14 Based on forecast changes in population and per capita spending (excluding SFT), total convenience goods spending within the Hythe catchment area is forecast to decrease by - 0.7% from £54.30 million in 2026 to £53.91 million in 2036, as shown at Table 3A in the Appendix.
- 3.15 Comparison goods spending is forecast to increase by 24.3% between 2026 and 2036, increasing from £61.42 million to £76.36 million, as shown in Table 3B in Appendix 1.

### **Growth in turnover densities**

- 3.16 Experian's Retail Planner Briefing Note 23 (March 2026) indicates that comparison goods retail sales floorspace is expected to increase its average sales density by 1.3% per annum during 2026, and 1.8% in 2027, representing a slow recovery from the cost-of-living crisis, but higher growth is envisaged thereafter in the medium and long-term (+2.3% per annum beyond 2028). These forecast increases have been adopted and will absorb much of the future expenditure growth. These growth rates are relatively high compared with historic forecasts, but are consistent with the likely high increase in on-line/home shopping through retail businesses.
- 3.17 For convenience goods retail, Experian indicates no growth in store turnover densities through to 2032, after which a gradual decline is forecast (-0.1%). Despite this forecast reduction in total expenditure per capita, Experian expects continued growth in non-store sales.

### **Base year market shares**

- 3.18 To assess the capacity for new floorspace, penetration rates have been estimated for retail facilities based on the 2015 household shopper survey undertaken to support the Folkestone & Hythe Retail and Leisure Need Assessment 2018 (amended 2019). The turnover of facilities in Hythe is estimated based on these market shares (or penetration rates).
- 3.19 The market shares for convenience goods and comparison goods shopping are shown in Tables 4A and 4B in Appendix 1.

### **Capacity for convenience goods retail floorspace**

- 3.20 Based on the adjusted market shares taken from the Folkestone & Hythe Retail and Leisure Need Assessment 2018 (amended 2019), available convenience goods expenditure attracted to Hythe in 2026 is shown in Table 5A in Appendix 1. This expenditure has been projected forward five and ten years to 2031 and 2036 in Tables 6A and 7A and is summarised in Table 9A.
- 3.21 Convenience goods expenditure available to facilities in Hythe is expected to decrease from £42.79 million in 2026 to £42.63 million in 2031, with a further decrease to £42.48 million in 2036.
- 3.22 These decreases in resident convenience goods expenditure are due to the reduction in average spend per person (excluding online spending or 'SFT'), which is not offset by projected population growth.

- 3.23 The benchmark turnover of food stores in Hythe is calculated in Table 8 in the Appendix. The benchmark turnover is based on the sales area within each store and the respective company average sales densities. This turnover is not necessarily the actual turnover of the food store, but it provides a useful benchmark to assess how well existing facilities are trading.
- 3.24 The combined benchmark turnover of identified food stores within Hythe is £47.30 million as shown in Table 8. Food stores in Hythe (Iceland, Budgens, Sainsbury's, Waitrose and Aldi) are estimated to be trading on average, 10.54% below the company average benchmark turnover.
- 3.25 Table 9A in the Appendix subtracts the benchmark turnover of existing food stores from available expenditure to calculate the amount of surplus/deficit expenditure that may be available for new development in the future. The figures shown in Table 9A indicate there is a projected convenience goods expenditure deficit of -£4.68 million in 2031 in Hythe, i.e. the total available spending from the resident catchment is less than the projected turnover of the current facilities within Hythe. This expenditure deficit is projected to fall marginally to -£4.63 million by 2036.
- 3.26 The deficit expenditure projections are converted into floorspace estimates in Tables 9A, based on a combined company average sales density of £10,944 per sqm net in 2026 (equivalent to an average of the 'big four' and discount food store operators). The projected over-supply of convenience goods floorspace (negative floorspace projections) in Hythe is calculated as -427 sqm net (-610 sqm gross) in 2031, increasing very slightly to -425 sqm net (-607 sqm gross) in 2036.
- 3.27 These projections suggest there is no capacity for additional convenience goods facilities in Hythe for the foreseeable future.

### **Capacity for comparison goods retail floorspace**

- 3.28 Based on the adjusted market shares taken from the RLNA, available convenience goods expenditure attracted to Hythe in 2026 is shown in Table 5B in Appendix 1. This expenditure has been projected forward five and ten years to 2031 and 2036 in Tables 6B and 7B and is summarised in Table 9B. Comparison goods expenditure available to facilities within Hythe is expected to increase from £10.75 million in 2026 to £11.92 million in 2031, with a further increase to £13.36 million in 2036.
- 3.29 The comparison goods turnover of existing facilities in and around Hythe is expected to increase by 24.9% between 2026 and 2036, based on Experian's recommended growth rates for average sales densities. The projected future turnover of existing comparison goods retailers is £13.43 million in 2036.
- 3.30 Table 9B subtracts the projected turnover of existing comparison goods floorspace from available expenditure to calculate the amount of surplus/deficit expenditure that may be available for new floorspace in the future. The figures shown in Table 9B indicate there is a small projected comparison goods expenditure deficit of -£0.06 million in 2031, which stays consistent to 2036.
- 3.31 These projections suggest there is no capacity for additional comparison goods facilities in Hythe for the foreseeable future.

## **Available vacant floorspace**

- 3.32 The Shepway Town Centres Study (2015) indicated that the vacancy rate in Hythe town centre was 6.6%, compared with a UK average of 12.6% at that time. Lichfields undertook a site visit in April 2026. At the time of the visit there were eight vacant units in the town centre suitable for retail use, resulting in a vacancy rate of 3.8%. This resulted in a vacant floorspace of circa 575 sqm (excluding the vacant former Aldi floorspace), and 2,663sqm (including the vacant former Aldi floorspace). This is an approximate figure which has been calculated using the Valuation Office Agency Business Rates Valuation service.
- 3.33 This vacant space, in addition to the projected need for -610 sqm of floorspace by 2031, indicates there is no need or demand for the development of new floorspace in the town centre and the proposed reduction in floorspace can be accommodated.

## **Reduction in retail floorspace**

- 3.34 The proposed development will result in the loss of one vacant retail (Class E) unit, with a gross internal floorspace of 2,088sqm, of which 179 sqm of Class E commercial floorspace is to be re-provided.
- 3.35 The proposed development would re-purpose a prominent town centre site which has been vacant for a number of years; it would directly provide new resident spending to Hythe town centre, and will provide active frontage along High Street.
- 3.36 The Shepway Town Centres Study (2015) health check concludes that Hythe is a healthy centre, with a high-quality public realm and a specialist, unique retail offer. The observations made by Lichfields are part of a more recent site visit were consistent with these conclusions. Hythe remains complementary to other nearby larger centres. Hythe's vacancy rate is also significantly lower than the UK average, which further supports that the centre is performing well and is healthy.
- 3.37 Nonetheless, it has been identified that convenience retailers within Hythe are currently under-trading against company average turnover benchmarks, and there is no demand for new retail floorspace within the town centre. It is therefore apparent that the proposed reduction in retail floorspace would not impact on the wider vitality and viability of the centre. To the contrary, the redevelopment of a long vacant unit would benefit and improve the vitality and viability of Hythe, alongside the economic benefits associated with the application proposals set out in the following section.

## 4.0 **Economic Benefits**

- 4.1 This section outlines the economic benefits that could be associated with the construction and operation of the proposed development and how this will contribute to Hythe town centre's vitality in the context of the preceding sections.

### **Construction phase**

#### **Economic output**

- 4.2 The construction phase of the proposed development will make a significant contribution to the economy by generating additional Gross Value Added ('GVA'). GVA is a measure of the difference between what is produced as an output (goods and services) and the inputs (such as raw materials and semi-finished products) used in the production of the output. It represents the additional value that is added through economic activity.
- 4.3 It is estimated that the capital investment needed for the proposed development will amount to circa £7 million over an anticipated 18-month construction period. According to the 2023 ONS Input-Output Analytical Tables (IOAT), for each £1 spent in the construction sector, 37p of Gross Value Added (GVA) is added to the UK economy<sup>1</sup>. Therefore, over the 14-year construction programme, £2.58 million direct gross GVA is estimated to be generated directly by the construction of the proposed development.
- 4.4 Construction involves the purchase of goods and services from a range of suppliers who, in turn, procure goods and services from their own suppliers via their supply-chain. This is the indirect (or Type I) effect. The initial construction spend can therefore result in a greater than-proportional overall impact on economic outcomes, including employment and GVA, as initial spending is multiplied through the supply chain, the overall level of spending in the economy will increase, generating further employment and output. This is the induced or Type II effect.
- 4.5 When indirect and induced effects are taken into account, total GVA supported by construction activity is estimated at £4.35 million over the construction period, and results in £6.93 million total gross GVA. This represents a substantial contribution to regional and national economic activity over the build period.
- 4.6 While the construction phase will generate substantial economic outputs, it is important to take into account the potential leakage and displacement of economic impacts. 'Leakage' refers to the jobs generated that accrue to those living outside of the study area, while displacement accounts for reduced outcomes elsewhere. Assumptions regarding the level of leakage are applied to estimate the proportion of employment and economic output retained within the impact area. A medium level of leakage (25%) is assumed at this level, reflecting the mobile nature of construction employment, where contractors and specialist trades may be drawn from outside the local authority area.
- 4.7 In addition, some of those employed during the construction phase could switch from jobs elsewhere, for example at sites elsewhere in the capital, leading to a temporary displacement of jobs. It is assessed that there is sufficient resource available to service

---

<sup>1</sup> ONS (2025) *Input Output Analytical Tables: Industry by industry, 2023*

construction without significantly diverting labour away from other schemes. In the absence of specific local information, a low displacement rate (25%) has been considered appropriate.

- 4.8 Once accounting for displacement and leakage, the proposed development is estimated to generate around £3.9 million total net GVA over the construction period

### **Direct employment**

- 4.9 The direct full-time equivalent (FTE) jobs generated during the construction phase of the proposed development can be estimated by calculating the turnover that can be supported by one FTE construction job. This is calculated by dividing the total turnover in the construction sector in Great Britain<sup>2</sup> by the total number of FTE jobs in the construction sector<sup>3</sup>.
- 4.10 The total cost of construction for the proposed development is then divided by this ratio, which indicates that the proposed development could support 26 gross direct FTE workers on-site over the course of the 18-month construction period.
- 4.11 Applying the same low displacement rate (25%) and medium leakage rate (25%) as for economic output based on the HCA's Additionality Guidance, it is estimated that the proposed development could support net direct 15 FTE workers over the course of the construction period, via direct, supply chain and wider induced effects. These figures represent jobs supported by construction activity across the economy.

### **Indirect and induced employment**

- 4.12 Housing construction involves purchases from a range of suppliers who in turn purchase from their own suppliers via the supply chain. The relationships between the initial direct spending and total economic impacts are known as the 'multiplier effect', which demonstrates that an initial investment can have much larger economic benefits as this expenditure is diffused through the economy.
- 4.13 In addition, local businesses would also be expected to benefit to some extent from a temporary growth in expenditure linked to the direct and indirect employment effects associated with the construction phase. While only a portion of these benefits would accrue to the local area, it would be anticipated that the local economy could benefit from a temporary boost from the wage spending of workers within shops, bars, restaurants and other service facilities in the local area. Such effects are typically referred to as 'induced effects'.
- 4.14 In line with the methodology described above for economic output, the indirect and induced employment generated by the proposed development is calculated by applying multipliers derived from an analysis of the ONS IOAT<sup>7</sup>. This indicates that the proposed development could support a further 41 gross indirect and induced FTE employees in the construction supply chain.

---

<sup>2</sup> ONS (2025), *Count, turnover and average turnover in the UK by industry excluding finance and insurance*.

<sup>3</sup> ONS (2025), *Business register and employment survey, 2024*.

<sup>7</sup> Scottish Government (December 2025), *Input-Output Methodology Guide, Version 10*.

- 4.15 After accounting for displacement (25%) and leakage (25%) assumptions, it is estimated that the proposed development could support **23 net indirect and induced FTE jobs** across the South East.
- 4.16 Overall, it is estimated that the proposed development could support **38 total net additional FTE** workers over the course of the construction period, via direct, supply chain and wider induced effects. These figures represent jobs supported by construction activity across the economy.

## Operational phase

### Direct employment

- 4.17 The Proposed Development will deliver 179 sqm Gross Internal Area (GIA) of commercial space, of which 165 sqm across two retail units constitutes employment-generating floorspace, with the remaining 14 sqm designated for refuse storage. Employment calculations are therefore based on the 165 sqm attributable to the retail units. The precise number of jobs that will be supported by the commercial floorspace will ultimately depend on the type of end occupiers. However, drawing on a range of potential employment density benchmarks from guidance by the Homes and Communities Agency (HCA), it is estimated that the proposed commercial space has the potential to support **10 direct FTE jobs** on-site.

Table 4.1 Direct employment supported on-site

|                | Floorspace (sqm GIA)<br>/ Number of Units | Employment density<br>(sqm GIA per FTE) /<br>(unit per FTE Job) | Direct FTE Jobs |
|----------------|-------------------------------------------|-----------------------------------------------------------------|-----------------|
| Retail: E(a)   | 165                                       | 17                                                              | 10              |
| Retirement: C2 | 34 retirement units                       | 13.6                                                            | 3               |
| <b>Total</b>   | -                                         | -                                                               | <b>13</b>       |

Source: HCA (2015) / Lichfields analysis

- 4.18 Based on the findings of research on behalf of Homes for Later Living<sup>8</sup>, a typical retirement facility of 45 apartments results in 3.3 permanent jobs, including management, care and repairs and renovations services. On this basis, the proposed development that includes a retirement facility of 32 apartments and two cottages will result in a total of **3 FTE direct jobs** related to economic activities and support within the retirement development (i.e. management, carers and nurses).
- 4.19 Together this results in a total of **13 direct FTE jobs** associated with operational employment at the site.
- 4.20 The proposed development is expected to serve employees and nearby residents given the high proportion of the District's residents employed in caring, leisure and other service occupations compared to the regional and national average<sup>9</sup>. In line with the HCA (2014) Additionality Guide, a low level of leakage (10%) is assumed. As approximately 25.0% of

<sup>8</sup> Homes for Later Living (2021), Silver Saviours for the High Street

<sup>9</sup> ONS (2022) Census 2021

Folkstone and Hythe residents are aged 65 and over<sup>10</sup>, there is anticipated to be a strong and growing demand across the District for retirement living. Therefore, there is anticipated to be a low level of displacement (25%).

- 4.21 Accounting for these additionality assumptions, the proposed development will support around **9 FTE net additional jobs** on-site.

### **Indirect and induced employment**

- 4.22 The direct employment supported on-site will support additional employment through either supply chain and/or wider induced (i.e. wage) effects.

- 4.23 Type I and II FTE multipliers from ONS<sup>11</sup> are used to calculate indirect and induced employment, it is estimated that the direct employment supported on-site could generate a further **4 FTE net additional jobs** are supported more widely.

### **Economic output**

- 4.24 As with the construction phase, the operational phase will make a substantial contribution to local economic output by supporting the creation of new employment. Based on levels of GVA per job using ONS data of GVA by industry<sup>12</sup>, it is estimated that the net direct FTE jobs supported on-site have potential to contribute £547,700 in net direct GVA per annum. In addition, it is estimated that the wider employment supported by the proposed development would contribute between £346,000 in indirect and induced GVA per annum across the local economy.
- 4.25 In aggregate, it is therefore estimated that once operational, the proposed development has the potential to support up to **13<sup>13</sup> net additional FTE jobs** and generate up to **£893,700 in GVA** each year.

### **Business Rates**

- 4.26 The provision of flexible commercial floorspace within the proposed development will also see the generation of additional revenue for the Council in the form of Business Rates revenue. As with on-site employment, the amount of business rates revenue generated will depend on the end uses located within the flexible commercial units.
- 4.27 However, based on a review of rateable values for similar uses located within proximity of the site, it is therefore estimated that once operational the proposed development could generate £23,300 in additional business rates revenue each year.

### **Resident expenditure**

- 4.28 According to the Homes for Later Living research (2021)<sup>14</sup>, retirement properties can have a further positive impact on the local economy through the purchasing activity of the residents of these facilities, which is also known as the 'grey pound' effect. This spending by older people can support local shops and community spaces, particularly the small

---

<sup>10</sup> Ibid

<sup>11</sup> ONS (2025) Input-output analytical tables: industry by industry, 2023 and Lichfields analysis

<sup>12</sup> ONS (2025) Regional gross value added (balanced) by industry: all ITL regions 2023 and BRES

<sup>13</sup> Figures do not sum due to rounding

<sup>14</sup> Homes for Later Living (2021), Silver Saviours for the High Street

independent shops in the nearest high street as there is an increased likelihood of elderly persons spending their money locally, as opposed to nationally or online. This is especially the case with the future residents of the proposed development which is located within the town centre and close to the high street/primary shopping area.

4.29 Based on the findings of the Homes for Later Living research, the residents of a typical retirement development of 45 apartments generate over £553,250 of spending per year (gross expenditure). This is translated to £236.43 per week for each household/apartment. Through a survey undertaken as part of the Homes for Later Living research (2021) and based on analysis of where the residents were spending before moving into retirement properties, it is shown that just under 63% of the annual spending of these residents are infused on the local high street every year.

4.30 On this basis, it is estimated that the proposed retirement facility of 32 apartments and two cottages will generate a **total net expenditure of £263,300 per annum** that will be supported in the local economy, which will support Hythe town centre.

## Wider benefits

### Housing delivery for sustainable development

4.31 The proposed development will assist the Council in boosting housing delivery to facilitate sustainable development, which is a key objective within the Folkestone & Hythe District Council Core Strategy Review 2022<sup>15</sup>. The population of Folkestone and Hythe is projected to increase by 10% by 2040, reaching 121,000 residents<sup>16</sup>. This projection demonstrates there is a clear need for housing across the District, driven by population growth, house prices up 2.5% on 2025<sup>17</sup> and demand for affordable housing consistently exceeding supply<sup>18</sup>. There are around 1,500 applicants on the housing list for approximately 300 homes leading to long wait times and some residents never receiving an offer<sup>19</sup>.

4.32 According to the Chain Reaction (2020) research study every Homes for Later Living property sold generates two moves further down the housing chain. As a result, this proposal could release a total of **68 existing homes for other buyers**, including first-time buyers.

### NHS savings

4.33 According to the Chain Reaction (2020) research study undertaken for Homes for Later Living<sup>20</sup>, each person living in a retirement property contributes to financial savings to the NHS and social care services of approximately £3,500 per annum. As a result, it is estimated that the proposed development could contribute to at least **£154,700 of savings to the NHS each year**.

---

<sup>15</sup> Folkestone and Hythe District Council (2022) Folkestone & Hythe District Council Core Strategy Review 2022

<sup>16</sup> ONS (2022) Sub-national population projections for England

<sup>17</sup> ONS (2026) UK House Price Index: monthly price statistics

<sup>18</sup> Folkestone and Hythe District Council (2022) Social and affordable housing

<sup>19</sup> Ibid

<sup>20</sup> Homes for Later Living (2020), Chain Reaction

## 5.0 Conclusions

- 5.1 This Retail and Economic Assessment report has been prepared by Lichfields on behalf of Planning Issues Ltd to provide an assessment of the retail planning issues and economic benefits associated with proposals for the redevelopment of the former Aldi at 70-72 High Street, Hythe.
- 5.2 The assessment demonstrates that the net loss of commercial uses at ground floor level would not have an adverse impact on the vitality and viability of Hythe town centre.
- 5.3 The updated 2036 floorspace projections for retail uses in Hythe town centre are as follows:
- Convenience goods retail - 607 sqm gross
  - Comparison goods retail -11 sqm gross
- 5.4 These floorspace projections do not take into account the circa 575 sqm of vacant available floorspace in Hythe town centre that would be suitable for new retail uses.
- 5.5 The retail need assessment identifies no capacity for additional retail floorspace in Hythe for the foreseeable future. The vacant space alongside the negative projections for new floorspace need provide further evidence of this.
- 5.6 The health check undertaken on our recent site visit shows that Hythe is a healthy centre, and the net loss of commercial uses at ground floor level would not have an adverse impact on the vitality and viability of Hythe town centre.
- 5.7 Therefore, the proposed development accords with the requirements of the NPPF, and Policies RL1 and RL3 of the Folkestone and Hythe Places and Policies Local Plan (adopted September 2020).
- 5.8 The proposed development would also generate a range of economic benefits that would support the vitality of Hythe town centre and contribute to meeting the District's housing needs more widely. The benefits include:
- a 38 net FTE jobs during the construction phase within the South East, accounting for direct, indirect and induced employment;
  - b £3.9 million in GVA, generated by the construction activity over the build period;
  - c 13 net FTE jobs supported by the commercial space and retirement development to be delivered onsite, accounting for direct, indirect and induced employment. These 13 FTEs will generate up to £893,700 in GVA per year;
  - d £23,300 in additional business rates revenue per annum, generated by commercial activity onsite;
  - e £263,300 total net expenditure per annum by residents of the retirement development in the local economy;
  - f Release of 68 existing homes into the housing market; and
  - g £154,700 in NHS savings per annum.

## **Appendix 1 Capacity assessment**

**Table 1: Hythe population**

| Zone                     | 2026   | 2031   | 2036   |
|--------------------------|--------|--------|--------|
| Zone 2 - Hythe residents | 18,059 | 18,325 | 18,507 |

Sources: Zones from Folkestone and Hythe Retail and Leisure Need Assessment 2018 (Amended June 2019) and Experian population projections.

**Table 2A: Hythe convenience goods expenditure per capita (£ per annum)**

| Zone                     | 2026  | 2031  | 2036  |
|--------------------------|-------|-------|-------|
| Zone 2 - Hythe residents | 3,007 | 2,952 | 2,913 |

**Table 2B: Hythe comparison goods expenditure per capita (£ per annum)**

| Zone                     | 2026  | 2031  | 2036  |
|--------------------------|-------|-------|-------|
| Zone 2 - Hythe residents | 3,401 | 3,717 | 4,126 |

Sources: Experian Local Expenditure estimates 2023 and growth rates (Retail Planning Information Briefing Note 23 - March 2026)

**Table 3A: Hythe total convenience goods expenditure (£ million)**

| Zone                     | 2026  | 2031  | 2036  |
|--------------------------|-------|-------|-------|
| Zone 2 - Hythe residents | 54.30 | 54.10 | 53.91 |

**Table 3B: Hythe total comparison goods expenditure (£ million)**

| Zone                     | 2026  | 2031  | 2036  |
|--------------------------|-------|-------|-------|
| Zone 2 - Hythe residents | 61.42 | 68.11 | 76.36 |

Sources: Table 1 and Tables 2A and 2B

**Table 4A: Convenience goods market shares (%)**

| Destination  | Hythe residents |
|--------------|-----------------|
| Hythe        | 78.8%           |
| Elsewhere    | 21.2%           |
| <b>TOTAL</b> | <b>100.0%</b>   |

Sources: Market shares taken from Folkestone and Hythe Retail and Leisure Need Assessment 2018 Update (Amended June 2019)

**Table 4B: Comparison goods market shares (%)**

| Destination  | Hythe residents |
|--------------|-----------------|
| Hythe        | 17.5%           |
| Elsewhere    | 82.5%           |
| <b>TOTAL</b> | <b>100.0%</b>   |

Sources: Market shares taken from Folkestone and Hythe Retail and Leisure Need Assessment 2018 Update (Amended June 2019)

**Table 5A: Convenience goods expenditure patterns 2026 (£ millions)**

| Destination             | Hythe residents |
|-------------------------|-----------------|
| <b>Expenditure 2026</b> | 54.30           |
| <b>Hythe</b>            | <b>42.79</b>    |
| Elsewhere               | 11.51           |
| <b>TOTAL</b>            | <b>54.30</b>    |

Sources: Table 3A and 4A.

**Table 5B: Comparison goods expenditure patterns 2026 (£ millions)**

| Destination             | Hythe residents |
|-------------------------|-----------------|
| <b>Expenditure 2026</b> | 61.42           |
| <b>Hythe</b>            | <b>10.75</b>    |
| Elsewhere               | 50.67           |
| <b>TOTAL</b>            | <b>61.42</b>    |

Sources: Table 3B and 4B.

**Table 6A: Convenience goods expenditure patterns 2031 (£ millions)**

| Destination              | Hythe residents |
|--------------------------|-----------------|
| <b>Expenditure 2026</b>  | 54.10           |
| <b>Hythe town centre</b> | <b>42.63</b>    |
| Elsewhere                | 11.47           |
| <b>TOTAL</b>             | <b>54.10</b>    |

Sources: Table 3A and 4A.

**Table 6B: Comparison goods expenditure patterns 2031 (£ millions)**

| Destination             | Hythe residents |
|-------------------------|-----------------|
| <b>Expenditure 2031</b> | 68.11           |
| <b>Hythe</b>            | <b>11.92</b>    |
| Elsewhere               | 56.19           |
| <b>TOTAL</b>            | <b>68.11</b>    |

Sources: Table 3B and 4B.

**Table 7A: Convenience goods expenditure patterns 2036 (£ millions)**

| Destination             | Hythe residents |
|-------------------------|-----------------|
| <b>Expenditure 2026</b> | 53.91           |
| <b>Hythe</b>            | <b>42.48</b>    |
| Elsewhere               | 11.43           |
| <b>TOTAL</b>            | <b>53.91</b>    |

Sources: Table 3A and 4A.

**Table 7B: Comparison goods expenditure patterns 2036 (£ millions)**

| Destination             | Hythe residents |
|-------------------------|-----------------|
| <b>Expenditure 2031</b> | 76.36           |
| <b>Hythe</b>            | <b>13.36</b>    |
| Elsewhere               | 63.00           |
| <b>TOTAL</b>            | <b>76.36</b>    |

Sources: Table 3B and 4B.

**Table 8: Hythe convenience goods facilities - sales floorspace and company average benchmark turnover (2026)**

| Store                        | Sales floorspace<br>(sq.m net) | Convenience goods<br>floorspace<br>(sq.m net) | Turnover<br>(£ per sq.m) | Total turnover<br>(£m) |
|------------------------------|--------------------------------|-----------------------------------------------|--------------------------|------------------------|
| <b>Hythe - in centre</b>     |                                |                                               |                          |                        |
| Iceland, High Street         | 304                            | 303                                           | £7,576                   | £2.29                  |
| <b>Sub-total</b>             | <b>304</b>                     | <b>303</b>                                    | <b>-</b>                 | <b>£2.29</b>           |
| <b>Hythe - out of centre</b> |                                |                                               |                          |                        |
| Budgens, Seabrook Road       | 170                            | 138                                           | £7,421                   | £1.02                  |
| Aldi, Dymchurch Road         | 1,182                          | 1,079                                         | £11,425                  | £12.32                 |
| Sainsbury's, Military Road   | 3,087                          | 2,504                                         | £12,006                  | £30.07                 |
| Waitrose, Prospect Road      | 1,443                          | 134                                           | £11,865                  | £1.59                  |
| <b>Sub-total</b>             | <b>5,883</b>                   | <b>3,855</b>                                  | <b>-</b>                 | <b>£45.01</b>          |
| <b>Total</b>                 | <b>6,187</b>                   | <b>4,158</b>                                  | <b>-</b>                 | <b>£47.30</b>          |

Sources: FHDC Retail and Leisure Study (2019 update), ORC StorePoint (Quarter 2 - 2026) and GlobalData sales densities 2026

**Table 9A: Convenience goods retail floorspace capacity**

|                                                           | 2026          | 2031          | 2036          |
|-----------------------------------------------------------|---------------|---------------|---------------|
| <b>Available expenditure (£M)</b>                         |               |               |               |
| Hythe                                                     | 42.79         | 42.63         | 42.48         |
| <b>Existing facilities benchmark turnover (£M)</b>        |               |               |               |
| Hythe                                                     | 47.30         | 47.30         | 47.11         |
| <b>Surplus/deficit expenditure (£M)</b>                   |               |               |               |
| Hythe                                                     | -4.51         | -4.68         | -4.63         |
| <b>Average sales density - new floorspace (£ psm net)</b> | <b>10,944</b> | <b>10,944</b> | <b>10,900</b> |
| <b>Sales floorspace (sq.m net)</b>                        |               |               |               |
| Hythe                                                     | -412          | -427          | -425          |
| <b>Gross floorspace (sq.m GEA)</b>                        |               |               |               |
| Hythe                                                     | -589          | -610          | -607          |

**Table 9B: Comparison goods retail floorspace capacity**

|                                                           | 2026         | 2031         | 2036         |
|-----------------------------------------------------------|--------------|--------------|--------------|
| <b>Available expenditure (£M)</b>                         |              |              |              |
| Hythe                                                     | 10.75        | 11.92        | 13.36        |
| <b>Existing facilities turnover (£M)</b>                  |              |              |              |
| Hythe                                                     | 10.75        | 11.98        | 13.43        |
| <b>Surplus/deficit expenditure (£M)</b>                   |              |              |              |
| Hythe                                                     | 0.00         | -0.06        | -0.06        |
| <b>Average sales density - new floorspace (£ psm net)</b> | <b>6,278</b> | <b>7,000</b> | <b>7,842</b> |
| <b>Sales floorspace (sq.m net)</b>                        |              |              |              |
| Hythe                                                     | 0            | -9           | -8           |
| <b>Gross floorspace (sq.m GEA)</b>                        |              |              |              |
| Hythe                                                     | 0            | -12          | -11          |





**Birmingham**  
0121 713 1530  
birmingham@lichfields.uk

**Edinburgh**  
0131 285 0670  
edinburgh@lichfields.uk

**Manchester**  
0161 837 6130  
manchester@lichfields.uk

**Bristol**  
0117 403 1980  
bristol@lichfields.uk

**Leeds**  
0113 397 1397  
leeds@lichfields.uk

**Newcastle**  
0191 261 5685  
newcastle@lichfields.uk

**Cardiff**  
029 2043 5880  
cardiff@lichfields.uk

**London**  
020 7837 4477  
london@lichfields.uk

**Thames Valley**  
0118 334 1920  
thamesvalley@lichfields.uk

@LichfieldsUK

**lichfields.uk**