

**Appendix A: Comparison between  
“Tapping the Potential” Guidance  
Tasks and Halcrow Approach**

### **Appendix A - DETR Guidance Tasks and Halcrow Approach**

<i>DETR "Tapping the Potential" Tasks</i>	<i>Halcrow Approach*</i>	<i>Commentary on Correlation of Approaches</i>
<b>Identifying Capacity Sources</b>		
<ul style="list-style-type: none"> <li>identify urban areas to be assessed</li> </ul>	Tasks 1.1 and 1.3 of methodology	H complies with DETR approach
<ul style="list-style-type: none"> <li>consider all sources of capacity</li> </ul>	Tasks 1.4 of methodology	H broadly complies – some further analysis on subdivision of existing housing and review of existing housing allocation (and other allocations) within Local Plan will be incorporated.
<b>Surveying the Capacity</b>		
<ul style="list-style-type: none"> <li>quantifying capacity</li> </ul>	Task 1.2 to 1.5	H complies with DETR approach but rather than use one approach as outlined in guidance all survey methodologies are used – comprehensive surveys and priority area studies for town centre sites and one off sites, and typical urban area survey techniques for the homogeneous residential areas.
<ul style="list-style-type: none"> <li>start with what you know</li> </ul>	Task 1.2	
<ul style="list-style-type: none"> <li>use existing data</li> </ul>	Task 1.2	
<ul style="list-style-type: none"> <li>survey methodologies</li> </ul>	Task 1.4	
<ul style="list-style-type: none"> <li>comprehensive surveys</li> </ul>	Task 1.4	
<ul style="list-style-type: none"> <li>priority area studies</li> </ul>	Task 1.4	
<ul style="list-style-type: none"> <li>typical urban area studies</li> </ul>	Task 1.4	
<b>Assessing Yield</b>		
<ul style="list-style-type: none"> <li>using land efficiently</li> </ul>	Tasks 2.1 to 2.3	H complies with the DETR approach using a design-led approach. Greater use of gross to net ratios will be employed in parallel with the design exercise.
<ul style="list-style-type: none"> <li>density multipliers</li> </ul>	Tasks 2.2 to 2.3	
<ul style="list-style-type: none"> <li>design-led approaches</li> </ul>	Tasks 2.2 to 2.3 and 3.1 and 3.2	
<ul style="list-style-type: none"> <li>yardsticks</li> </ul>	Task 2.3 and 3.1 and 3.2	
<b>Discounting Potential</b>		
<ul style="list-style-type: none"> <li>moving from unconstrained capacity</li> </ul>	Tasks 2.1 and 3.1 and 4.1	Evaluation of sites against agreed criteria (task 2.1) and advice on development/ phasing options (Task 4.1) addresses this stage. Discounting capacity using discount rates in guidance will occur.
<ul style="list-style-type: none"> <li>how to discount</li> </ul>	Tasks 2.1 and 3.1 and 4.1	
<ul style="list-style-type: none"> <li>discounted capacity</li> </ul>	Task 2.1 and 2.3	
<ul style="list-style-type: none"> <li>testing</li> </ul>	Tasks 1.2 and 4.1	

\* Please refer to Section 2 – Approach in the Proposal for Tender Services submitted by Halcrow in March, 2001.