

Liz Harrison
Principal Planning Officer
Eastleigh Borough Council
Eastleigh House
Upper Market Street
Eastleigh
SO50 9YN

20 March 2026

Re: Care Home Development at Boorley Gardens, Botley, SO32 2BX
Planning Ref: F/23/96629

Dear Ms Harrison,

I would like to thank you for your help and guidance in relation to the NMA application, recently approved.

I know, speaking to Craig Griffin (CEO) at Halebourne Care Group he was very appreciative of your prompt and positive email responses prior to the NMA application being determined which has now allowed our exciting new scheme to move forward

Having recently reviewed the financial modelling for the Boorley Gardens Care Home development, based on the current operational performance of our existing homes and the increased external market pressures, I am writing to request consideration for a variation to the existing planning consent for the scheme, to increase the permitted occupancy from 70 to 80 beds.

The purpose of this request is to ensure the long-term operational and financial sustainability of the home while enabling us to meet the growing demand for high-quality residential elderly care within the local community.

The reasoning for my request is twofold - firstly, there is a clear and increasing demand for care home placements within the area; Demographic trends continue to show a steady growth in the elderly population, particularly those aged over 85 who are most likely to require residential or nursing care. Increasing the capacity by 10 additional beds will allow the home to accommodate more local residents who need specialist care and support, reducing pressure on other local services and helping families find appropriate care closer to home.

Secondly, increasing the occupancy from 70 to 80 beds significantly improves the operational efficiency and financial viability of the home. Care homes have substantial fixed operating costs which have seen well documented recent increases to NI contribution, National Minimum Wage, utilities, catering, maintenance, regulatory compliance, and building management. These costs remain largely constant regardless of whether the home operates at 70 or 80 beds. Therefore, a slightly larger number of residents allows these fixed costs to be spread across more beds, improving efficiency and helping ensure the home remains financially sustainable over the long term. We want the home to not only deliver a very high-end product to the local market but for it to be an affordable and realistic solution for the majority of potential residents and not have these additional costs loaded on to what is an already significant cost of care.

Trends in the current care sector environment, have seen providers facing increasing operational pressures, including those detailed above, which we have usually been able to offset by increasing fees. We are certainly seeing that the amount we can push fees by has rightly started to reach a ceiling and care enquirers are pushing back and looking for tangible value for money from their choice of home. Operators are looking for more ways to offset these rising costs, without having to pass it directly on to the residents and their families. Increasing the capacity to 80 beds creates a more balanced operational model which supports investment in staffing, training, facilities, and resident wellbeing, whilst also allowing us to control the fees the local families will have to pay.

It is also worth me pointing out, that importantly, the proposed increase in occupancy can be accommodated within the existing building layout with minimal physical alteration and without any significant impact on the surrounding area. There is already enough parking allocated to support the extra 10-beds, and the additional occupancy would be achieved by converting each of the large suites into two standard sized bedrooms. The home already has the infrastructure, staffing model which remains unchanged in this instance, and operational systems required to safely and effectively support a slightly larger resident population.

From a community perspective, the additional capacity would provide several benefits, including:

- Increased availability of high-quality local care placements
- Further reduce the pressure on hospitals and community healthcare services by supporting timely discharges
- Creation of additional employment opportunities within the local area
- Greater long-term stability of a valued local care provider

I would welcome the opportunity to discuss this proposal further and can provide any additional information required as part of the planning process.

Yours faithfully,



Andrew Winstanley
CEO
Connaught Care Group