

SUMMARY OF WRITTEN REPRESENTATION FROM LOCAL BUSINESS AND INTERESTED PARTY, FIVE10TWELVE LTD

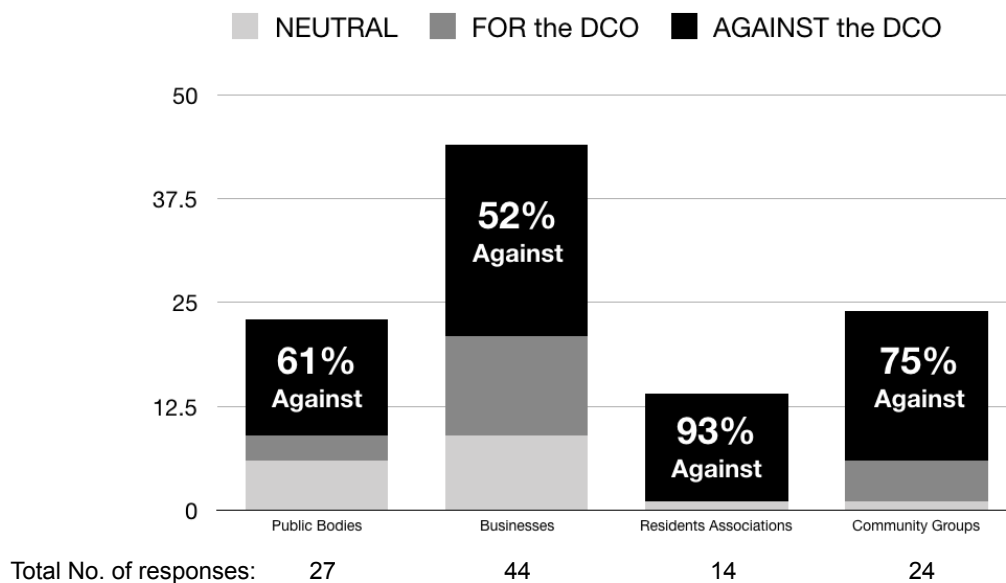
1. Statistical Analysis of RRs

We have presented a statistical analysis of all RRs. Methodology has been detailed and provided in Appendix A of our Written Summary.

2. General

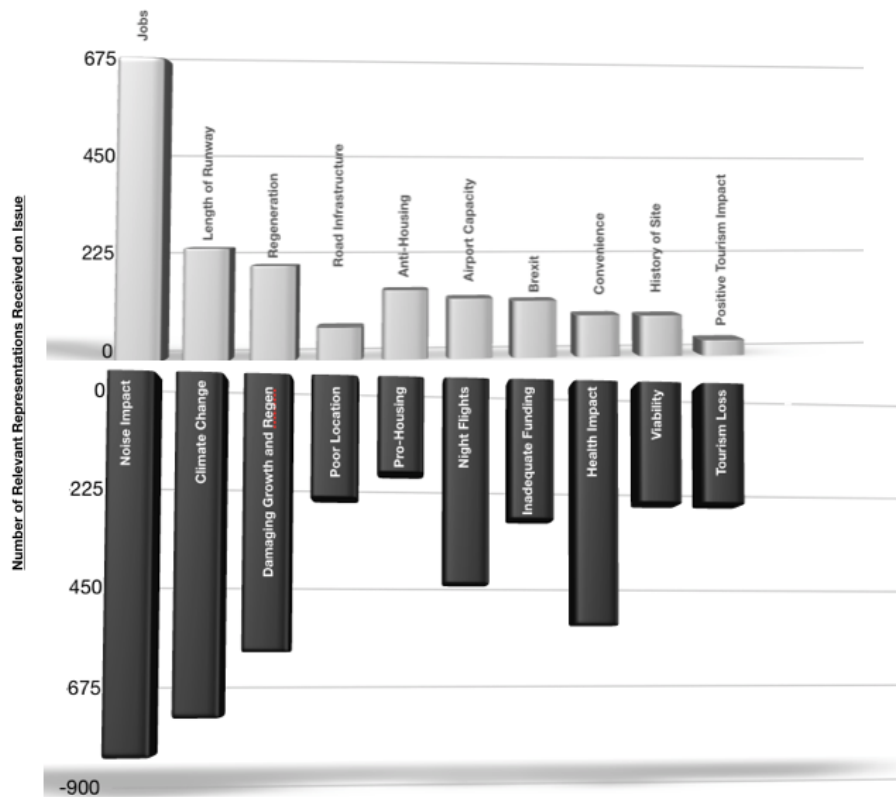
2.1. Majority of respondents (**52%**) are opposed to the applicant's proposal.

2.2. Majority of RR responses from organisations shows **93% of residents associations in opposition.**



3. Engagement around principle issues

Analysis of all 2,052 RRs was conducted to identify key issues and levels of support for these issues. Details are in Appendix A of the Written Statement with summary shown overleaf.



AGAINST FOR

4. Employment

- 4.1. Jobs and employment was identified as the number one issue for those supporting the airport.
- 4.2. Jobs and employment was often mentioned in connection with ‘deprivation’ including RRs received by several supportive elected officials, to the near total exclusion of any balanced, objective assessment of the negative impact of the development or fair representation of the majority of residents who oppose the development.

5. Management of stakeholder opinion (strategy)

- 5.1. Aside from the Azimuth Report, (**TR02002/APP/7.4**), the only other piece of comparable work produced by Dr Sally Dixon, the report’s author, (“**DSD**”), is her PhD thesis, shortly before being commissioned by the Applicant.
- 5.2. This thesis shows:
 - 5.2.1. Managing stakeholder opinion in the context of airport development is DSD’s main area of expertise.
 - 5.2.2. The thesis provides evidence that making a strong connection between deprivation and “*an urgent need for regeneration*” have been

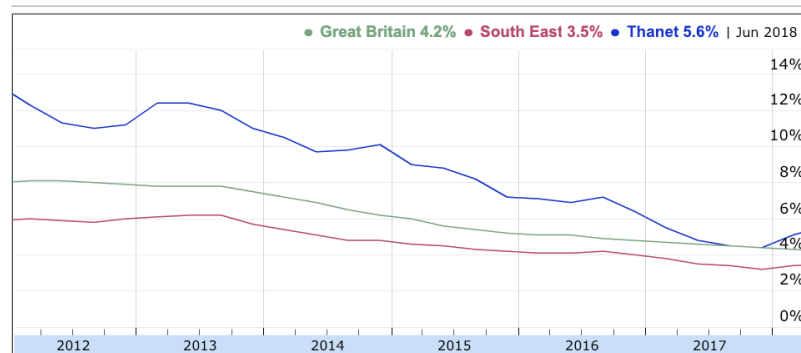
crucial in determining the outcome of any legal challenges to previous airport developments.

- 5.2.3. The thesis provides a clear strategy to exert and influence power to promote an airport development agenda and constrain open decision making and discussion
- 5.2.4. In commissioning DSD, the Applicant has prioritised managing stakeholder opinion over developing a robust business model and need case; and acquired a ready-made strategy for achieving this aim.

6. Applicant's management of stakeholder opinion (Execution)

- 6.1. Questions arise regarding DSD's objectivity and optimism bias since DSD has submitted an RR in a personal capacity, voicing unequivocal support for the applicant and its proposal. (RR-0496).
- 6.2. Optimism bias in the report includes highly selective and limited presentation of data, including misleading regional employment data which fails to take into account a sharp drop in unemployment in Thanet since 2012, including a **4.1% drop in unemployment since closure of the former Manston Airport**, (see chart below).

**All people - Economically active - Unemployed (Model Based)
Thanet**



- 7. Thanet's tourism industry is a key driver for this recovery, with the **tourism sector growing by 34% since closure of the former Manston Airport**

8. Employment: Young people and Working Conditions

- 8.1. Many of the supporters of the Applicant's proposal claim it will bring "high quality" and STEM jobs, "raising aspirations" of young people.
- 8.2. Evidence is presented that the vast majority of airport jobs - particularly those in air freight - are characterised by low quality manual work with zero contract hours, particularly for younger staff.

8.3. The actual voices of young people are completely absent from RRs supportive of the Applicant. **Only 4 RRs have been received by young people, (18-24 yrs or younger), all of which are unanimously opposed to the proposal.**

9. Inadequate Consultation

9.1. A total of **115 RRs** opposing the DCO have raised concerns regarding the Applicant's handling of the consultation process.

9.2. Misdirection and Misunderstanding

Applicant appears to have intentionally misled elected officials, stakeholders, statutory bodies, general public and the ExA.

9.3. RRs and Principal Issue (Planning Policy): Background Context

Further evidence is provided regarding the local political context to the drafting of the Local Plan and the Applicant's manipulation of this process, as discussed in our previous submission to deadline 2, (**TR020002--002974**)

9.4. Re-Writing the RRs

Despite evidence to the contrary, Applicant continues to present misleading information - including at Parliamentary Briefings - claiming to have majority public support.

9.5. Objectivity

A small group of elected officials, marshalled and encouraged by Roger Gale MP (**RR-1709**), who has previously referred to himself as "the Member of Parliament for Manston", continues to aggressively promote the interests of the Applicant on the basis of generic support for airport development, with no objective assessment of the merits of this specific application.

I do not agree with any aspect of the applicant's proposal. Where I have not addressed any specific aspect **this should not be treated as agreement**, rather it is due to constraints of time/resource to address every point individually in its 11,000+ page application.