

How to Register a new Housing Association

December 2020



Offices of the Regulator of Social Housing in Leeds.

Introduction

This briefing paper considers how to register a new Housing Association in England.

Housing Associations (Registered Providers) are registered with the Regulator of Social Housing in England. To do this they need to satisfy certain conditions. There is a two-stage process. Applicants start with an initial application and, if successful, then progress to submitting a detailed and final application.

There is increasing interest among charitable bodies, private landlords and others in registering with the Regulator of Social Housing as a Registered Provider (Housing Association). The advantages of doing this are:

- Access to Social Housing Grant and S106 development
- Exemption from stamp duty (also applies to charities)
- Access to local authority referrals
- Access to rent allowances rather than local housing allowance
- Greater credibility with lenders and partners

Local authorities also register as registered providers when they wish to re-open their housing revenue accounts.

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The Regulator received 106 new registration applications in 2019/20, 78 of which were preliminary applications and 28 were detailed applications. This figure compares with just 43 new registrations in the previous six-month period between October 2018 and March 2019. Nine of these were detailed applications.

This briefing paper considers:

- What the regulator requires at the preliminary and final stages
- How to prepare a robust business case and business plan
- How to prepare a rent policy that would be acceptable to the regulator
- What is needed to comply with the regulatory standards including the standards on governance, financial viability, and value for money

To be successful applicants must convince the regulator that they have a robust business plan that will enable them to provide homes at below market rents to people with housing need.

The Regulator for Social Housing

The Regulator of Social Housing regulates registered providers of social housing to promote a viable, efficient, and well-governed social housing sector able to deliver homes that meet a range of needs.

Their fundamental objectives are set by Parliament and include:

Economic objectives are to:

- Ensure that providers of social housing, who are registered with us, are financially viable and properly managed and perform their functions efficiently, effectively, and economically
- Support provision of social housing sufficient to meet reasonable demands (including by encouraging and promoting private investment in social housing)
- Ensure that value for money is obtained from public investment in housing
- Avoid the imposition of an unreasonable burden (directly or indirectly) on public funds.
- Guard against the misuse of public funds.

Consumer objectives are to:

- Support the provision of social housing that is well-managed and of appropriate quality
- Ensure that actual or potential tenants of social housing have an appropriate degree of choice and protection
- Ensure that tenants of social housing can be involved in its management and hold their landlords to account
- Encourage Registered Providers to contribute to the environmental, social, and economic well-being of the areas in which the housing is situated,

The Regulator pursues its objectives by publishing a series of standards that it expects registered providers to adhere to. Organisations that wish to register as new housing associations are expected to demonstrate that they will comply with these standards from the start.

The Regulator has a focus on governance arrangements and on economic regulation to ensure viability and value for money and to protect the interests of government and funders. With consumer regulation the regulator is only interested if there is serious detriment. However, the government has proposed in its recent white paper that the regulator's role in consumer regulation should be strengthened. Their approach to regulation is described as risk-based and light touch.

Governance arrangements must ensure that registered providers:

- Adhere to all relevant law

- Comply with their governing documents and all regulatory requirements
- Are accountable to tenants, the regulator and relevant stakeholders
- Safeguard taxpayers' interests and the reputation of the sector
- Have an effective risk management and internal controls assurance framework
- Protect social housing assets

The Financial Viability Standard provides that:

- Registered Providers shall manage their resources effectively to ensure their viability is maintained
- Registered Providers shall ensure that:
 - Effective controls and procedures are in place
 - Effective systems are in place
 - Risks are identified and managed
- Registered Providers shall ensure that they have a robust and prudent business planning and control framework

The Value for Money Standard provides that:

“Registered Providers shall articulate and deliver a comprehensive and strategic approach to achieving value for money in meeting their organisation’s objectives. Their boards must maintain a robust assessment of the performance of all their assets and resources. This will take into account the interests of and commitments to stakeholders and be available to them in a way that is transparent and accessible. This means managing their resources economically, efficiently and effectively to provide quality services and homes and planning for and delivering ongoing improvements in Value for Money.”

The Regulator is looking to register new housing associations that will assist them in achieving these objectives.

Legal Status and Organisational Structures of Housing Associations

Housing Associations are private organisations that provide housing at below market rents including social and / or affordable housing.

Their legal status may be Companies (including Community Interest Companies), Industrial & Provident Societies, Trusts, Co-operatives, or Charities.

They are registered with the Regulator of Social Housing and must comply with their requirements and standards.

Some Housing Associations are stand alone, while others are Group Housing Associations. In groups there is a Parent Association and one or more Member Associations that could cover geographical Areas, specialist services (for example, provision of care), support Services or Commercial activities.

Historically only non-profit-making organisations could be registered as providers of social housing. While many of these non-profit organisations make surpluses on their activities it is all reinvested in line with their purposes. This changed with the Housing and Regeneration Act 2008. To encourage competition and increase the supply of affordable housing, the Act allowed profitmaking organisations to become registered providers. The change came into effect from April 2010.

New entrants to the registered provider sector are a diverse group and a mix of for profit and non-profit organisations. They include organisations providing supported housing and care, local authority subsidiary companies, community groups seeking to develop new housing, commercial developers setting up small subsidiaries to receive Section 106 affordable housing, subsidiaries of investment companies and funds and small charities, such as alms houses. They also include entities established by registered provider groups, either new parents for group structures or new subsidiaries. Some applicants seeking registration have allocations of capital grant.

Eligibility for Registration

To be considered for registration, an applicant must be an English body providing – or intending to provide – social housing in England. If it meets these conditions, any type of body can be considered. Having established that it is eligible, an applicant then must provide evidence to satisfy the Regulator that it complies with the Regulatory standards that registered providers must meet. All applicants – whatever their size or status or business model – must be able to satisfy the Regulator that they meet the Governance and Financial Viability Standard at the point of registration and to be able to maintain that beyond the point of registration. They must also have management arrangements in place that enable them to demonstrate that they are able to meet the other Regulatory standards.

Although the Regulator can register organisations that are not yet, but are intending to become, providers of social housing they must be satisfied that their plans are realisable. A statement of intent or a theoretical business model without evidence that it is achievable is not sufficient. By the preliminary application stage, the Regulator expects the applicant to be able to provide evidence either of existing housing that is to become social housing or of financial provision for leasing, buying, or developing new social housing.

Before applying

Before starting to write an application, applicants should be very clear about what they are trying to achieve and what their business model is. This would include deciding on the company's structure, identifying the initial property or properties that are to be used to provide housing at below market rents, deciding who the new housing association will house and how tenants will be selected, deciding on a rent policy, and preparing a business plan that would include all income, costs, assets, liabilities and cash flows and would demonstrate the viability of the proposed housing association.

This preparatory work would enable the applicant to confirm that they had a viable business plan that they want to pursue and would enable them to have all the data to hand that would enable them to prepare their application and answer any questions that the Regulator may have.

Before making an application, applicants should:

- Be familiar with the application process.
- Be familiar with the regulatory standards.
- Know their business.
- Know their stakeholders.
- Apply at the right time.
- Provide the right information.

Preliminary Application for Registration of New Entrants

In the preliminary application process the applicant provides evidence that they meet the eligibility requirements. These are that the applicant is an English body providing, or intending to provide, social housing in England; and is the landlord, or intending landlord, of the social housing. If the applicant meets these eligibility requirements, they can progress to the second stage.

The initial application includes an application form containing basic information about the proposed association. This is supported by: a rent Policy demonstrating that rents will be below market rents, a business plan and an allocations Policy, The Association must also be ready to start trading as soon as registered.

Information that is required includes:

- A list of properties that the landlord would offer for rent and information including the number of bedrooms, whether they are bed-sits and what their market valuation is.
- The landlord's estimate of the cost of providing services at each property.
- Information about market rents and rents charged by other providers for similar properties in the same location.
- The client groups the landlord intends to house and how they intend to identify their tenants.

The application form should be accompanied by an allocations policy and a rent policy. There are different options for the calculation of below market rents. These include social rents, affordable rents and below market rents set in other ways. This includes options for rent increases and service charges. Satisfying the regulator that the landlord is proposing to charge below market rents and that their business plan would be viable on this basis is an important part of the process.

Applicants require a business plan that would include:

- Projections of Income and Expenditure.
- Projections of Cash Flow.
- Balance Sheet Projections.
- Risk Analysis.
- Stress Testing.

The Business Plan is required to demonstrate that the rent policy would support a viable registered provider.

To prepare a business plan, an applicant needs to consider:

- The assets that would be transferred into the housing association and how they would be financed – including the properties. This enables the initial balance sheet to be calculated.
- Income (this follows on from the work on rents outlined above) but also requires an estimate of voids.
- Expenditure, including information on costs of management, maintenance, and major repairs.

It is useful to prepare a risk analysis and to use this to carry out some sensitivity analysis and some stress testing.

After receiving an initial application, the Regulator often comes back with some questions and requests for further information.

Common questions that arise at the preliminary application stage include:

- Is it social housing?

- Is rent below market level?
- Do service charges comply with legal requirements?
- Do rents comply with rent setting rules?
- Is housing being let to eligible tenants?
- Is there evidence of intent to provide social housing?
- Is the applicant the landlord?

Below Market Rents

The Regulator has said that:

“A very common issue at the preliminary application stage is that applicants do not provide sufficient assurance that the rent charged, or to be charged, is below market level. Applicants appear to find providing good evidence about a below market level of rent the most difficult part of the preliminary stage.”

‘Rent’ in this context means the charge for the provision of the accommodation as distinct from any service charge identified separately to residents. The Regulator therefore asks applicants to provide information that clearly separates out rents from service charges or any other charged elements, so that a direct comparison can be made between the rent element and the market rent.

In assessing the information supplied the Regulator looks for assurance that the market rent – that will serve as the comparator for the applicant’s rent – has been determined on a sound basis, taking account of the type, size and location of the property. They expect evidence of the methodologies and definitions used. This usually includes research around the market rents being charged for similar properties in the same area as the applicant intends to provide housing. In certain circumstances, the Regulator asks that valuations have been made in accordance with a method recognised by the Royal Institute of Chartered Surveyors and it usually strengthens an application if it is supported by a market valuation carried out by a qualified surveyor.

The table below shows an example of how market research can be used to calculate market rent, in this case for one-bedroom flats in London SE5:

Flats for rent within 0.3miles of London SE5 as at 14th February 2020

Source: www.home.co.uk

Address	Bedrooms	Weekly rent
Coldharbour Lane	1	315
Coldharbour Lane	1	335
Daneville Road	1	300
Denmark Hill	1	211
Denmark Hill	1	211
Denmark Hill	1	213
Denmark Hill	1	213
Denmark Road	1	277
Eastlake Road	1	288
Vaughan Road	1	300
Warner Road	1	300
Total	11	269

The Regulator looks at the applicant's approach to setting rent levels for new and existing tenants. This must provide assurance that rents are not subject to arrangements that will result in them ceasing to be below market rate. This can be provided by submitting a rent policy that shows rents remaining below market levels and a business plan that shows that the business can remain viable when doing this.

The Regulator finds that demonstrating that rents can be maintained below market level is often particularly difficult for applicants that intend to lease properties from the private sector to make available as social housing. Applicants that pay a market level for the properties they lease often fail to evidence that the rents they charge to their tenants are below market levels. However, it may not be until the detailed application stage, when the Regulator asks for detailed costs and financial projections, that it is apparent that rental income previously stated will not cover costs. At this stage, some applicants are not able to demonstrate ongoing viability based on rental and service charge assumptions.

Business Planning

Business Plans should include an income & expenditure account, a balance sheet, and a cash flow forecast. The Business Plan should also identify the sources of the information used and the assumptions made. An example of assumptions made follows:

- Rents will be set at the level of affordable rents.
- Rents will increase by 3% a year based on an assumed annual increase in the consumer prices index of 2% plus an additional 1% in accordance with government policy on affordable rent increases.
- Arrears will average 5% of the annual rent debit.
- Service costs will be £60 / week for each flat and will be fully recovered through service charges.
- Management and administration of the seven units will cost 12% of the payable head lease rent.
- All day to day maintenance of property, internal and external communal parts, refurbishment between tenancies, cleaning of windows / common-parts and property compliance will cost 10% of the payable head lease rent.
- The head landlord will be responsible for all structural repairs, major external works, improvements, and buildings insurance as the property owner.
- The Consumer Prices Index will increase by 2% a year.
- The Registered Provider will operate with £2,000 in equity and will also borrow £10,000 for cash flow purposes.
- Interest on borrowings will be 5% and interest received on deposits will be 0.5%.

It is also advisable to carry out some sensitivity analysis around the business plan projections covering variable such as rent increases, price increases, voids, bad debts and interest rates.

Allocations Policy

In addition to complying with rent requirements, to be classed as social housing the accommodation must be made available to those whose needs are not served by the commercial housing market. Accordingly, the Regulator asks to see the applicant's allocation policy or, if the full policy has not yet been developed, evidence that the applicant has established the principles on which it will allocate its social housing.

The Regulator sometimes finds that the allocation policy does not take account of the need to ensure that prospective tenants are eligible for social housing. This can be the case, for example, where the intended approach is just to advertise properties on lettings websites. They have also seen instances where the allocation policy is not aligned with the organisation's objectives, where it does not give priority to the client group that the applicant's rules state it intends to serve.

Detailed Application for Registration of New Entrants

In the second stage – the 'detailed application process' – the applicant provides evidence that enables the Regulator to determine whether it meets the registration criteria. The registration criteria are set by the Regulator and currently are that the applicant:

- Meets the Governance and Financial Viability Standard at the point of registration and demonstrates that it can sustain its financial viability on an ongoing basis.
- Has in place management arrangements that enable it to demonstrate the capacity to meet the other Regulatory standards.

For an applicant seeking registration as a non-profit provider, there are additional criteria relating to its constitution. For all applicants, the second stage also includes an assessment that the applicant continues to meet the eligibility requirements.

The detailed application requires the following information:

1. Completion of form with general information
2. Board needs to be formed and to consider several issues including the rent policy, business plan and risk management plan.
3. Governance & Financial Viability Standards
 - Business Plan
 - A business plan setting out the applicant's objectives and how it intends to deliver them
 - financial forecasts of income and expenditure, financial position (formerly balance sheet) and cash flow for at least the next five years
 - a narrative that confirms the rationale for the base assumptions used in the financial forecasts
 - the applicant's assessment of the key risks to the delivery of the financial plan and how it intends to manage those risks
 - stress testing to show the impact of a range of adverse changes in the key assumptions made in the financial forecasts including the applicant's greatest risks. This should include multi-variable/combined stress tests, and be undertaken against lenders' financial covenants, where debt is in place or expected
 - Rent Policy
 - Detailed evidence as to the actual and assumed levels of rent and rent increases and their relation to the statutory and regulatory requirements on registered providers in relation to rents
 - Detailed evidence as to the impact upon the business plan of all relevant statutory and regulatory requirements on registered providers in relation to rents
 - Detailed evidence as to the accuracy of assumptions made around housing benefit payable in relation to accommodation provided

- Funding
 - where financial viability is dependent upon receipt of loan finance, evidence that the funds will be available for drawdown at the time that they are required and on terms consistent with the financial plan and risk assessment
 - where grant funding has been offered, evidence of the funding and any conditions or requirements which apply because of receiving financial assistance from Homes England or the Greater London Authority.
 - Information
 - a copy of the applicant's governing document, for example, rules, memorandum of association, articles of association, etc. and that of other bodies in the group of which the applicant is part
 - a copy of any registration certificate or confirmation issued by the applicant's registrar/registration body, e.g. certificate of incorporation issued by Companies House, and that of other bodies in the group of which the applicant is part.
 - The applicant's previous two years' financial statements and most recent management accounts
4. Governing Document
 - Board and Executive structure
 - Shareholding membership
 - Board Skills
 - Probity arrangements
 - Code of Governance
 - Compliance Assessment
 - Arrangements with contractors
 5. Risk Management Strategy
 - Risk Register
 - Risk Policy
 - Risk Procedure
 6. Financial Regulations
 7. Policy to meet the Value for Money Standard
 8. Policy to meet the Tenant Involvement and Empowerment Standard
 9. Policy to meet the Home Standard including:
 - organisational structures
 - resources
 - policy framework
 - management information framework
 - risk management framework
 - internal control system.
 10. Policy to meet the Tenancy Standard
 11. Policy to meet the Neighbourhood and Community Standard
 12. Policy to meet the Rent Standard (including valuations, preferably by a qualified valuer)
 13. Equalities Policy

By the detailed application stage, the Regulator expects to see that progress has been made towards becoming a provider. In particular they need to be satisfied that the funding on which the applicant is relying will be forthcoming at the time it is required and that the applicant can meet the terms on which it is provided. They expect any required planning permission to have been obtained.

Common issues and questions that arise at the detailed application stage include:

- Is the business plan coherent?
- Specialised supported housing
- Lease-based business models
- Can the applicant demonstrate independence?
- Connected parties
- Transaction charges
- Are potential conflicts of interest managed effectively?
- Does the board have the skills to manage the business?
- Is the applicant non-profit or profit-making?
- Providing assurance of non-profit status
- The importance of designation

The issue around specialised supported housing is that the Regulator sometimes finds a lack of coherence. This is a category of supported housing that offers a high level of support to vulnerable adults, comparable to the services provided in a care home and provided under an agreement with a local authority or National Health Service commissioning body. It is also a type of housing that is not subject to the rent controls that apply to most social housing and this makes it an attractive prospect for private enterprise. What the regulator sees from some applicants, however, is a budget where income reflects the higher rents permitted for specialised supported housing but expenditure does not allow for the level of housing support the applicant states it will provide.

With long-term leases the issues are usually to do with lease costs being indexed to inflation over thirty years. In these cases, the Regulator will want to know how the board is assured that it can manage the long-term risks of index-linked lease costs when its income, from rents that have to remain below market level, is vulnerable to changes in welfare and rent setting policy. With short-term leases the main issue again is viability, although with weekly tenancies the potential for a managed exit can be greater than with long-term tenancies. Nonetheless, the key question is the same: how to meet market rate lease costs while charging below market rents?

In reviewing arrangements with third parties, the Regulator focuses on the charge made for any transactions. They check that inflated prices are not being paid to a contractor or that services are not being delivered to or received from another organisation without a suitable charge being made. Where they find unusual charging arrangements it is often where the service is being delivered by or to a business partner or relative without effective procedures in place. This includes ensuring that the arrangement does not represent a method for extracting profit from a non-profit provider or breach the Governance and Financial Viability Standard by disadvantaging the provider and / or inappropriately benefiting a third party. Inappropriate charging could also damage the provider's ability to comply with other Regulatory standards. Paying inflated prices, for example, would place it in breach of the Value for Money Standard which requires that registered providers obtain, and can demonstrate, best value from assets and resources.

Profit making and non-profit making Providers

Non-profit designation is an important consideration for certain applicants. With local authorities generally preferring to work with non-profit registered providers, profitmaking status can exclude a provider from benefiting from 'exempt' status for Housing Benefit purposes or from a section 106 agreement. These exclusions can have significant implications for an applicant, and so the Regulator needs assurance as to how these are factored into the business plan. The landlord being a non-profit organisation can also be important for social housing tenants. Profit-making status may disadvantage a registered provider where a transfer of stock from another provider requires a positive ballot outcome by tenants. Equally, a non-profit provider may find it easier than a profit-making provider to acquire a portfolio of shared ownership properties from another non-profit provider.

Some Misconceptions

The Regulator has identified some common misconceptions about the registration process as follows:

- The Regulator encourages new providers
- Registration is a quick and simple process
- The Regulator will seek out the assurance it needs
- Registration is automatic in certain circumstances
- Applicants only have to demonstrate a reasonable path to compliance
- The Regulator helps applicants to achieve registration
- There are different requirements for different types of organisation
- There are lesser requirements for smaller organisations
- Registration takes account of housing needs

Recent Registrations

Recent registrations include:

Local Authorities:

- Bath & Northeast Somerset Council (October 2020)
- Bromley Borough Council (September 2020)
- Herefordshire County Council (October 2020)
- Peterborough City Council (November 2020)
- Stratford Borough Council (October 2020)
- Telford & Wrekin Council (September 2020)
- Three Rivers District Council (October 2020)

Not for profit organisations:

- Broadway Living RP Limited (October 2020)
- Lumen Housing Limited (October 2020)
- Peninsula Trust Limited (November 2020)
- Populo Homes (November 2020)
- Redcar & Cleveland Voluntary Development Agency Community Housing CIC (October 2020)
- Thorner's Homes (October 2020)
- Woolfardisworthy Sports Community Hall (September 2020)

For profit organisations:

- M&G UK Shared Ownership Limited (November 2020)

The Peninsula Trust is an independent Community Cooperative based in Cornwall, owned and controlled by its members. Their formal registration title is a Community Benefit Society - the descendant of the old Industrial & Provident Society structure. They were registered with the Financial Conduct Authority on 19th March 2014. All their Directors, Staff and Volunteers are local people.

The Community Benefit Society structure is fully accepted by government, banks and grant funders but is not particularly well known, although gaining in popularity through initiatives such as Community Shops. They chose this legal structure for two reasons:

- It gives a solid basis in community ownership. Everyone who joins is a part-owner of the Trust; whether people invest £1 or £20,000, they get just one vote at meetings.
- The legal structure allows them to raise investment money from private individuals for Community Investment projects.

They are not a charity but hold 'Exempt Charity' status from HMRC that gives them the same tax privileges as a charity and allows them to fundraise just like a charity.

Over time, they intend to become fully self-supporting from trading and rental income, acquiring assets including housing and workspace - that people need, provided locally at a fair price. The income would cover running costs and make operations safe from changes in government policy such as lack of grant funding. They believe this is the way forward - but it will take time so they realise that they will have to use grant money for launch costs and start-ups.

Redcar & Cleveland Voluntary Development Agency exists to support, promote and develop volunteering and the voluntary and community sector in the borough of Redcar and Cleveland, so that individuals and local groups can grow in confidence and skill and communities as a whole are sustained and enriched. It is a social action organisation. They take steps to make positive change, challenge issues and grow new ideas for the future that strengthen communities. Since 1984, they have supported thousands of local charities, voluntary organisations and social enterprises to do just this. The framework for their work is to:

- Support the sector to survive and thrive
- Represent the sector and provide a voice
- Sustain our organisational strength
- Deliver services with a social impact

Thorner's Homes was founded in 1690 and have offered almshouse accommodation to women for over 225 years in Southampton. In 2006, their objects were widened by the Charity Commission from poor widows of good character to include single women in need over the age of 55. In 2020, they were granted consent to become a Charitable Incorporated Organisation (CIO) governed by a Charity Commission Scheme. From January 2021, the charity will move across to the modern entity and its revised objects that are, for the public benefit:

- Relieving need by providing social housing in the form of almshouse accommodation for poor widows, and single women aged 55 or over who require such accommodation due to poverty, financial hardship, or other charitable need.
- Such charitable purposes for the benefit of residents of the almshouses as the trustees may from time to time decide."

Applicants must be capable of living independently, as they do not provide care and support.

Woolfardisworthy Sports Community Hall is located near Bideford, Devon.

Populo Homes, otherwise known as Populo Living are Newham Borough Council's housing company and their role is to design and build more and better homes for Newham. They design for their customers, paying attention to the big picture and the small details. The result is

attractive places to live, built to last, where it is easy to settle in and feel at home. They provide homes for private rent, social rent, and shared ownership, and have already completed four popular developments in East Ham, Plaistow, Stratford, and Whitechapel. It is intended that at least half of all the homes delivered will be genuinely affordable, following the criteria set by the Mayor of London. They also act as the property managers for all the homes they build, providing a responsive and caring service to residents.

Broadway Living RP Limited is Ealing Borough Council's Local Housing Company; Lumen Housing Limited is Blackpool Borough Council's Local Housing Company.

Conclusions

The Regulator of Social Housing receives around ninety applications for registration each year. Applicants vary significantly in terms of the nature of the housing they provide or intend to provide, their corporate structures, and their motivations for seeking registration with the Regulator. While many applications are received, many do not go on to become registered providers, often because it is only after starting the process that they begin to understand the responsibilities that come with being a registered provider.

Of those who begin the application process most – around 80% – do not become a registered provider. In most cases this is because the application has been withdrawn or not pursued as the applicant has better understood what registration with the Regulator means

Becoming a registered provider of social housing is a serious undertaking – together with advantages there are obligations that must be met.

Adrian Waite
December 2020

About 'AWICS'

'AWICS' is a management consultancy and training company. We specialise in providing support in finance and management to clients in local government and housing in England, Scotland and Wales. We are well known for our ability to analyse and explain complex financial and management issues clearly.

Our mission statement is 'Independence, Integrity, Value'. We therefore provide support to clients from an independent standpoint that is designed to help the client to achieve their objectives. We are passionate about working with the utmost integrity. We believe that we offer the best value for money that is available today!

For more information about our services and us please visit our website at www.awics.co.uk or contact Adrian Waite at Adrian.waite@awics.co.uk. Services that we offer include:

- Management Consultancy – <http://www.awics.co.uk/ManagementConsultancy.asp>
 - Interim Management – <http://www.awics.co.uk/interimmanagement.asp>
 - Regional Seminars - <https://awics.co.uk/seminars-2020>
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How to register a new Housing Association

Webinar

We are holding a webinar 'How to register a new Housing Association' on 10th December 2020.

There is increasing interest among charitable bodies, private landlords and others in registering with the Regulator of Social Housing as a Registered Provider (Housing Association). The advantages of doing this are considered to be:

- Access to Social Housing Grant and S106 development
- Exemption from stamp duty (also applies to charities)
- Access to local authority referrals
- Access to rent allowances rather than local housing allowance
- Greater credibility with lenders and partners

Registration is a two-stage process with a preliminary application and a final application. To be successful applicants must convince the regulator that they have a robust business plan that will enable them to provide homes at below market rents to people with housing need. This webinar will consider how to prepare a robust business plan and the other information that is required by the regulator at both the preliminary and final application stages including:

- What the regulator requires at the preliminary and final stages
- How to prepare a robust business case and business plan
- How to prepare a rent policy that would be acceptable to the regulator
- What is needed to comply with the regulatory standards including the standards on governance, financial viability and value for money

The webinar should assist potential applicants in understanding the process, deciding whether they wish to submit an application and understanding how to complete preliminary and final applications and the supporting documentation.

The webinar will last about an hour and costs £30 plus value added tax (a total of £36).

The presenter will be Adrian Waite, who is well known for his ability to explain complex financial matters clearly. To view his biography, please [click here](#).

It is possible to ask questions during and after the webinar. Attendees will receive a copy of the presentation, a briefing paper and a Continuing Professional Development (CPD) certificate. A recording of the webinar is also available after it is completed.

For further information, please [click here](https://awics.co.uk/how-to-register-a-new-housing-association): <https://awics.co.uk/how-to-register-a-new-housing-association>

To make a booking, please [click here](https://awics.co.uk/how-to-register-a-new-housing-association-1): <https://awics.co.uk/how-to-register-a-new-housing-association-1>