

## Local Housing Companies and Development

May 2018

Local housing companies are independent arms-length commercial organisations wholly or partly owned by councils. They can develop, buy and manage properties within and outside of a local authority area. The homes they provide sit outside of the local government housing financing system and are not subject to the Housing Act and most of the social / affordable housing regulations. Over the past few years the number of companies has increased among councils across the whole of England. It is estimated that there are over 150 local authorities that have set up local authority housing companies. However, they are not the only housing delivery vehicles that are available to Councils and this is still an emerging area in terms of policy and best practice.

This seminar will explain and examine why and how local authorities are setting up local housing companies and other delivery vehicles. It is suitable for people in authorities that already have Local Housing Companies and people in authorities that are considering setting up an arms' length delivery vehicle. It is suitable for councillors, board members, housing managers, tenant representatives, finance staff and others with an interest in the development of new homes through local housing companies and other delivery vehicles.



### The session will consider the following questions:

- What is the Policy Context? Why are Councils establishing Local Housing Companies and other Delivery Vehicles?
- What are the issues that local authorities should consider before establishing a Local Housing Company?
- What are the financial models for development through Local Housing Companies?
- What are the steps that local authorities should take when establishing a Local Housing Company? What have authorities already achieved through Local Housing Companies?

The session is accompanied by a very useful hundred-page book that is designed for reference after the session entitled:

### “Local Housing Companies and Development”

#### Venue and Date:

**London:** Novotel Hotel, Waterloo – 8<sup>th</sup> May 2018.

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Managing Director: Adrian Waite MA CPFA CIHM FInstLM. Registered Address: c/o Butterworths, 3 Walker Terrace, Gateshead, Then & Wear. NE8 1EB. Company Number: 3713554. VAT Registration Number: 721 9669 13

## The Programme

- 10.00 What is the Policy Context? Why are Councils establishing Local Housing Companies and other Delivery Vehicles?  
Housing need in the United Kingdom; Financial constraints within which local authority general funds and housing revenue accounts operate; The role of local authorities in delivering new affordable homes; Why do local authorities want to set up Local Housing Companies? How do Local Housing Companies fit into government policy? What are Local Housing Companies achieving?
- 11.00 BREAK
- 11.15 What are the issues that local authorities should consider before establishing a Local Housing Company?  
Be clear about why you want a Local Housing Company (do you want social housing, temporary accommodation, market housing, economic development, financial returns or other outcomes?); Financial & Legal Flexibilities & Constraints; Company options (council-owned company, joint venture company, independent registered provider, council owned group); Potential role of existing Arms' Length Management Organisations; Alternative Delivery Vehicles for Housing; Responsibilities of the Local Housing Company and the Interface with the Parent Council.
- 12.30 LUNCH
- 13.30 What are the financial models for development through Local Housing Companies?  
Development of social housing, affordable housing, market housing to rent or sell, shared ownership, sheltered housing, long- or short-term supported housing and temporary accommodation; Funding with equity and / or debt; Use of local authority land; How to forecast income; How to calculate costs and returns on development; How to forecast future income streams; Tax implications; How to take a prudent financial approach.
- 14.45 BREAK
- 15.00 What are the steps that local authorities should take when establishing a Local Housing Company? What have authorities already achieved through Local Housing Companies?  
How to prepare the Outline Business Case and Detailed Business Case; How to prepare the Business Plan; How to establish the Company; How to secure finance; Agreement of company policies and procedures; Commencement of operations; Examples and Case Studies of authorities that have already established Local Housing Companies; Conclusions.
- 16.00 CLOSE

This seminar is also available in-house where it can be tailored to the client's specific requirements. For further information about in-house courses, please contact Adrian Waite on 017683-51498 or [adrian.waite@awics.co.uk](mailto:adrian.waite@awics.co.uk)

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**Adrian Waite (Independent Consultancy Services) Limited**

**Our speaker **Adrian Waite** is well known for his in-depth knowledge of this subject and for his ability to present information clearly.**

Adrian Waite is Managing Director of 'Adrian Waite (Independent Consultancy Services) Limited'. He is a qualified member of the Chartered Institute of Public Finance and Accountancy (CIPFA), an Associate member of the Chartered Institute of Housing and a Fellow of the Institute of Leadership & Management. Adrian is a former member of the CIPFA National Council and the Housing Panel. He was a member of the working party on funding mechanisms that was part of the Communities & Local Government and Treasury review of the financing of the Housing Revenue Account. He is a former Chair of Impact Housing Association.

His recent work has included: preparing housing business plans and financial 'health checks' for local authorities and housing associations; developing financial modelling and advising on 'new build'; assisting in the creation of a new housing association as a provider of long-term supported housing; preparing business cases and business plans for housing association mergers; advising a county council on the procurement of extra care elderly housing; carrying out value for money reviews; reviewing and introducing new leaseholder and tenant service charges; acting as lead associate consultant in a Local Government Association peer review; preparing expert witness reports for judicial reviews and acting as an Associate Housing Inspector and Independent Tenants' and Residents' Advisor.

Adrian is therefore well-placed to explain how Local Housing Companies work and can contribute to development.

After graduating from Oxford University with a First-Class Honours degree, Adrian joined West Yorkshire Metropolitan County Council as a Trainee Accountant. Appointments at Leeds City Council and Newcastle on Tyne City Council gave him experience of the finance of every local government service. In 1990, he was appointed Assistant County Treasurer at Staffordshire County Council. As Finance Director, and then Strategic Director, at Copeland Borough Council between 1993 and 1998 he became conversant with every aspect of the finance and strategic management of housing. He left Copeland Council in 1998 to work as an Independent Consultant. Since then he has worked with central government, local authorities, housing associations, tenants' associations, universities, professional bodies and others in England, Scotland, Wales and South Africa on a variety of financial and strategic issues that affect housing.

### **About 'AWICS'**

'AWICS' is a management consultancy and training company. We specialise in providing support in finance and management to clients who provide public services especially in local government and housing. 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 training 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! We are big enough to make a difference – but are small enough to care!

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## Local Housing Companies and Development

### How to reserve your place

- **On line:** You can book online at: <http://awics.co.uk/local-housing-companies-and-development>
- **On line:** You can download this form from <http://awics.co.uk/local-housing-companies-and-development> fill it in electronically and forward it to: [adrian.waite@awics.co.uk](mailto:adrian.waite@awics.co.uk)
- **By post:** Complete this form and send it to: AWICS Ltd, PO Box 17, Appleby in Westmorland, Cumbria. CA16 6YL.

**Payment:** It is possible to pay online at the time of booking. In the case of customers with an existing account, public bodies and housing associations we are happy to confirm your booking and send an invoice.

**Delegate fees:** The cost of this seminar is £250 plus VAT making a total of £300. **However, there is a £20 discount for people who book a month or more in advance** making the cost £230 plus VAT making a total of £276. The fee includes lunch\* and book – 'Local Housing Companies and Development'.

\* Please let us know if you have any special dietary requirements.

Delegate Name                      Position and Organisation

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Please state which venue and date you require \_\_\_\_\_

Name of person booking \_\_\_\_\_ Tel.No. \_\_\_\_\_

Dept and Organisation \_\_\_\_\_ Order No. \_\_\_\_\_

Full Address \_\_\_\_\_

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Post Code \_\_\_\_\_ E-mail address: \_\_\_\_\_

Please let us know if your delegate has any particular needs.

### Booking conditions:

- **Cancellations and substitutions:** A full refund will be given up to 28 days before the seminar. There after a 50% refund up to 14 days before the seminar. We regret that no refund can be given 14 days or less before the seminar. Cancellations must be made in writing or by email and be acknowledged by AWICS.
- **Refunds:** No refund will be given for non-attendance, but delegates may substitute another delegate at any time.

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