



Wigan[♥]
Council

July 2020

DEVELOPER HUB


PLAN IT.

FUND IT.

BUILD IT.

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COVID-19 UPDATE

Key Points COVID-19 & Recovery Update

- Although some restrictions have been lifted, for the time being we will continue to operate from home and make best use of our digital tools for all office-based staff who are not deployed into the resident facing critical services. This will be a key feature of our work into the future and presents us with many opportunities to re-design the way we work.
- Staff from across the council have been re-deployed to support our frontline services and working within communities to re-design how we work and delivery key services.
- Our Direct Delivery programme has received board approval to remain on site and continue construction, with two new contracts due to begin in June, which is really positive.
- Our Business Engagement Team have been providing additional advice to local businesses during this difficult time by implementing a triage process for enquiries relating to COVID-19 and how it might be affecting businesses. The team have received over 1000 enquires since the government's announcement of lockdown and have dispersed over £27m in support to small businesses
- The Council has been proactive in assisting cohorts of homeless people in the borough and staff from Wigan Council's adult social care team, supported by deployed staff and partners, moved to turn an 88-bedroom hotel on the outskirts of Wigan town centre, into a safe haven for those in need. Three floors are now occupied by homeless residents and two floors by the rest and recuperation team and residents who are returning home from hospital or in need of respite.

We are all having to change our working structures and plan how we are going to undertake future activities within our organisations. We need to take a joint approach with local partners to consider varying factors, including:

- I. Impact on housing delivery/pipelines
- II. How we can and need to support the wider economy
- III. Understanding the future financial implications

We are asking if you can help, if you have any active sites, by -

- I. Share with us an updated position in terms of the impact of Covid 19 on your developments.
 - II. If there are any threats and changes to your intended delivery - please highlight to us, we could see where we could help in terms of advice and support.
- Please could you consider the above request and supply information where possible by the end of August, via the Housing Partnerships Team.
 - Also note we can also help with any discussions with GM Housing Investment Fund, Housing Growth Partnership, Business Engagement Team, planning enquiries and other internal departments where required – just let us know.

DEVELOPER HUB

Developer Hub

Plan It. Fund It. Build It.



How can we support you?

Find out how we can help you bring your development plan to life



Why develop in Wigan?

What Wigan has to offer and the exciting investment opportunities on the horizon



Get planning approval

Take a look at our simple guide to help you navigate the planning system



Where can I find land?

Where to find suitable land or property for your housing development



Get funding

Funding for you to kick start your residential development plan



Join our developer forum

Meet other small-scale developers, share best practice and get advice from industry experts

- We want to remind you that the [Developer Hub](#) is an online tool to help developers navigate and understand all aspects of the housing development process.
- Designed to take developers successfully through barriers you may experience, providing clear, concise and relevant information so that the development journey is as simple and straightforward as possible.
- It is an ongoing project and we will remain proactive in updating the hub with key information and advice, including latest funding and land opportunities and other initiatives highlighting what activities are going on in the borough involving housing development.

DIRECTORY OF DEVELOPERS

Developer and Service Directory

- I. The idea of a 'Developer and Service Directory' evolved from discussions and ideas shared by developers who attended our forum in February 2020. During the forum developers were given the chance to network with other attendees and speak directly with council colleagues.
- II. We will therefore be looking to create a new directory to share on the hub which will identify and showcase developers/housebuilders who are active in the borough and have various skills and specialisms that could be used on sites across the borough and who may have the ability to work in partnership across sites and opportunities in Wigan. We are also considering widening this approach to include services such as architectural, Conservation, planning and
- III. The strengths and benefits of a Developer and Services Directory
 - Scope to bring more sites forward and increasing housing deliver
 - Delivering local labour opportunities
 - Developers and housebuilders will be able to work collaboratively on projects
 - Share expertise and increase skills

This work stream is in its very stages and we will be providing an update in due course – if you are willing to be part of the directory, please let us know – it could be beneficial for your business.

HOUSING GROWTH PARTNERSHIP

Housing Growth Partnership – New finance option

Housing Growth Partnership (HGP) is a social impact investor. Backed by Lloyds Bank and Homes England, they are helping to address housing affordability by providing support to the regional residential development community to increase the number of new homes built in the UK.

VISION

- A diverse and sustainable residential development sector with small housebuilders and developers playing a significant role in stimulating the level of housing supply that the country needs.

MISSION

- To partner with small housebuilders and residential developers to support the sustainable growth of their businesses, increasing the number of homes they can produce. Meanwhile acting to promote and champion innovation within the housebuilder and residential development community.

APPROACH

- HGP invest equity on a site specific basis alongside proven small housebuilders and developers who are developing, on average, 5-175 units per year and that have a passion and desire to grow.

Partnership

- Collaborative approach which shares financial risk proportionally. We invest in the project not the business and the developer's investment ranks equally with ours

Return

- Bespoke profit share on a deal by deal basis to enhance the developer's return on capital invested in the site

Growth

- Frees up capital for the developer to reinvest in its business. Ability to invest in multiple projects at any one time

Value

- Ability to recognise current market value of land, including planning gain, at the point of investment

Mentoring

- HGP have a pool of senior industry advisors available to share experience and provide mentorship

Housing Growth Partnership Investment Parameters

- HGP partner with proven small housebuilders and developers who are developing, on average 5-175 units per year and that have a passion and desire to grow
- Equity investment of up to £5m
- Minimum developer contribution of 10% of funded costs
- Gross development value (“GDV”) of between £4m – £35m
- Average selling price does not exceed £750k per unit
- Ideally a minimum of outline planning permission at the point of investment with construction capable of commencing within 12 months

Housing Growth Partnership Investment Structure

- HGP's strategy is to invest equity on a site specific basis in return for an equitable share of the profit
- No interest margin or fees are charged
- Profit share agreed on a case by case basis with the developer receiving an enhanced return on capital invested
- The developer's contribution can be in the form of capital and/or land and HGP's investment ranks equally with the developer ensuring the developer receives repayment of its investment and share of profit at the same time as HGP.
- The site will be developed in a new SPV company
- The developer retains responsibility for the management of the company with a management fee paid monthly for undertaking this role
- Debt will be raised in the market to provide an appropriate funding structure and enhance equity return

Housing Growth Partnership

Get in Touch

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Council

If you would like to find out more information on Housing Growth Fund, please see contact details below:

info@housinggrowth.com
www.housinggrowth.com

Fraser Watts
Investment Manager
Fraser.Watts@housinggrowth.com
07468 712494



HOMES ENGLANDLAND HUB

- Homes England want to work with a full spectrum of housebuilders to deliver, at pace, high quality homes that local areas need.
- The Homes England Land Hub is for anyone who is interested in assessing land opportunities that Homes England may currently have advertised, the Land Hub is accompanied by an interactive map which provides visibility of their pipeline of sites they are intending to sell over a 12-18 rolling month period.
- For more information, you visit the [Land Section](#) on the Developer Hub.

BUSINESS SUPPORT

FREE Independent advice and guidance

- Starting your own business
- Growing an existing business, including expanding internationally
- Digital support with our own specialist Digital Advisor
- Help recruiting apprentices including potential financial support
- Funding opportunities for your business
- Advice on business rates and whether you are entitled to rate relief
- Relocation including free property finder service
- Networking opportunities
- Help to become an approved council supplier
- Assistance with improving employee health and wellbeing
- Saving money and improving environmental performance



Partnership Working

Our Invest in Wigan team work closely with external organisations including:

The Growth Company

A community of specialists with a passion for helping businesses to realise their ambitions. The Growth Company support businesses at all stages of their growth journey, offering expert one-to-one and peer-to-peer business support, events, specialist programmes, funding and more.

<https://www.growthco.uk>

Peoples Plus Enterprise

A leading skills and training business helping people to transform their lives and businesses through work, training, education and financial advice. They help people source and retain sustainable employment, whilst working with employers to develop work forces of the future.

<https://peopleplus.co.uk>

COVID-19 – Business Support

- Small Business & Retail Grant funding
- Discretionary Business Grant Fund – available now
- Business Rates holiday for retail, hospitality, leisure and nurseries
- Self employment income support scheme
- Cash grants for retail, hospitality and leisure
- Job Retention scheme
- Business interruption loan scheme
- Bounce back loan scheme
- Statutory sick pay rebate

All information available at

<https://www.wigan.gov.uk/Business/Business-Support/Coronavirus-Advice-for-businesses>

COVID-19 – Business Support

We'd like to know how your business has been affected by COVID-19, your expectations on the recovery of your business and the support you might require moving forward.

Please complete our business impact survey:

<https://www.wigan.gov.uk/Resident/Crime-Emergencies/Coronavirus/COVID-19-Business-Survey.aspx>

For more information, please get in touch with the team:

- Email: business@wigan.gov.uk
- Telephone: 01942 489190
- Web: <https://www.wigan.gov.uk/Business>
- Twitter: @WiganBusiness



Hear about the latest business news, courses and events by signing up to our monthly news bulletin.

<https://www.wigan.gov.uk/Business/Business-Support/Business-bulletin>

The background of the slide features a stylized brick wall pattern. The bricks are white with dark red mortar lines. A large, solid red rectangular block is positioned in the upper center, partially overlapping the top of the brick wall. The text "TOWNCENTRES UPDATE" is written in large, white, bold, sans-serif capital letters across the red block and the brick wall.

TOWNCENTRES UPDATE

Town Centres Future High Street Fund

We have submitted our full business case for the Future High Street Fund for Wigan town centre, and over two weeks before the deadline.

Our Investment Proposal

- £25m to enable the delivery of five inter-related projects.
- These projects will reshape the dynamics of the town centre core, creating the necessary platform for private sector investment and deliver against the three underlying objectives of the fund.
- The five projects are a new market facility at the Galleries that will unlock private sector funding across the rest of the site; creation of a business hub in the former Civic Centre to stimulate enterprise; pioneering live/work accommodation on King Street to transform that area; an improved public realm in the streets and spaces connecting those projects; and an intelligent, sustainable approach to managing the town centre.

When do we expect a decision?

- Government has informed us to expect a decision in early Autumn.



Town Centres Recovery Post Lockdown

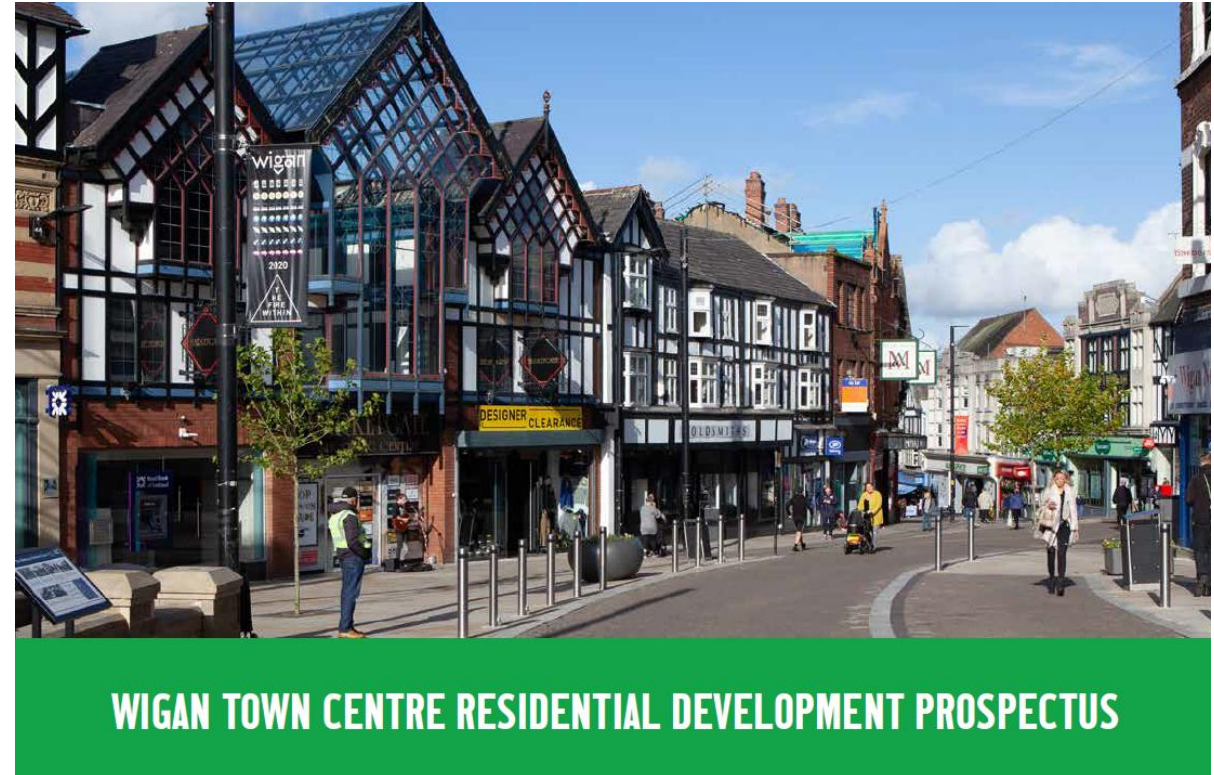
Government Update – Recovery Post Lockdown

- New £50 million fund for councils across England to prepare for the safe reopening of high streets and other retail spaces.
- This new money will support practical measures so businesses can re-open quickly when they are allowed to, staff get back to work and customers return to shops confident it is safe.



Town Centres Town Centre Prospectus

- The Wigan Town Centre Residential Development Prospectus has been created to highlight town centre development opportunities and showcase why Wigan town centre is a great place to develop a new residential market.
- It will be an opportunity to drive interest in the town centre as a development location to any prospective developers.
- An electronic version is available on the the [Developer Hub](#).
- It will be updated with any new sites or intelligence that comes forward and it can also easily be shared with partners.



HOUSING NEEDS ASSESSMENT (HNA) & HOUSING STRATEGY

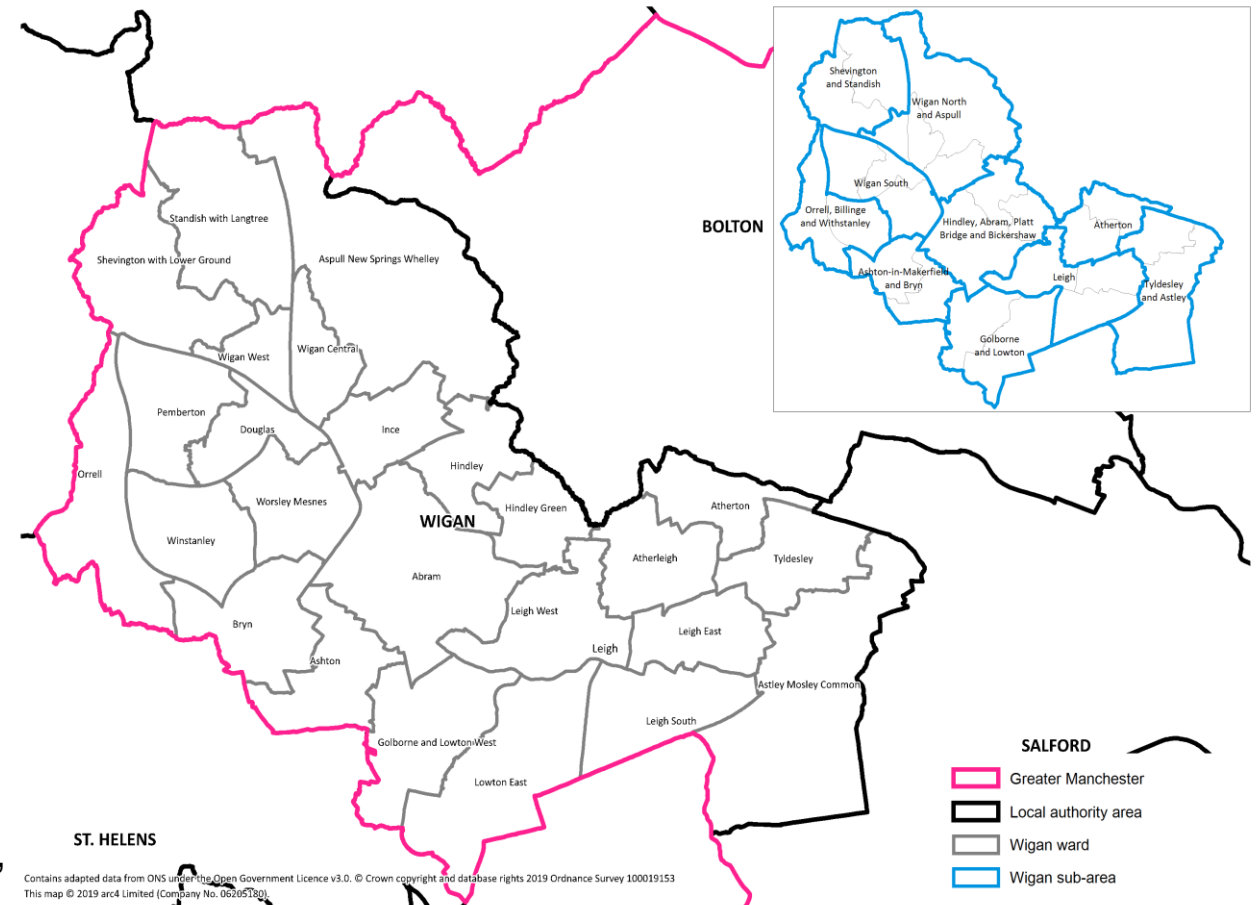
Housing Needs Assessment (HNA)

- Finalised in May 2020, and to be published in August 2020 the HNA complements the Greater Manchester Strategic Housing Market Assessment that has recently been completed. It will help us to determine local strategic priorities. Will be part of our discussions on housing need and new schemes going forward – potential to share document

Key Findings:

- The HNA, would suggest for affordable homes that a new overall target of at around 60% social and affordable rented housing and 40% intermediate tenure housing should be applied, subject to viability.
- Net shortfall of 338 affordable homes per year
- Dwelling mix for each sub area for affordable homes is defined in the HNA
- Over the period 2019 to 2037, the number of older person households is going to increase by around +29.2% in the borough.
- Across the borough it is recommended that 17.9% of new affordable dwellings have one-bedroom, 46.3% two-bedrooms, 30.1% three-bedrooms and 5.7% four or more-bedrooms based on household survey analysis.

Wigan Geography (10 sub-areas)



Housing Needs Assessment (HNA)

Specialist and Supported Housing



- Understand the role of specialist housing in the borough, how it meets housing need now and how it needs to meet housing need in the future;
- Although we do have some, we still have people who are living outside of the borough as there is limited specialist housing currently.
- With regard to supply and demand issues for particular types of specialist housing products in the area, the following was mentioned:
 - Dementia Recovery (mental health, drug and alcohol additions);
 - Homelessness;
 - Single people; and
 - Ex-military services.
- We need to work more closely with partners, such as yourselves, to understand the blockages you are facing to ensure we meet this demand/need.

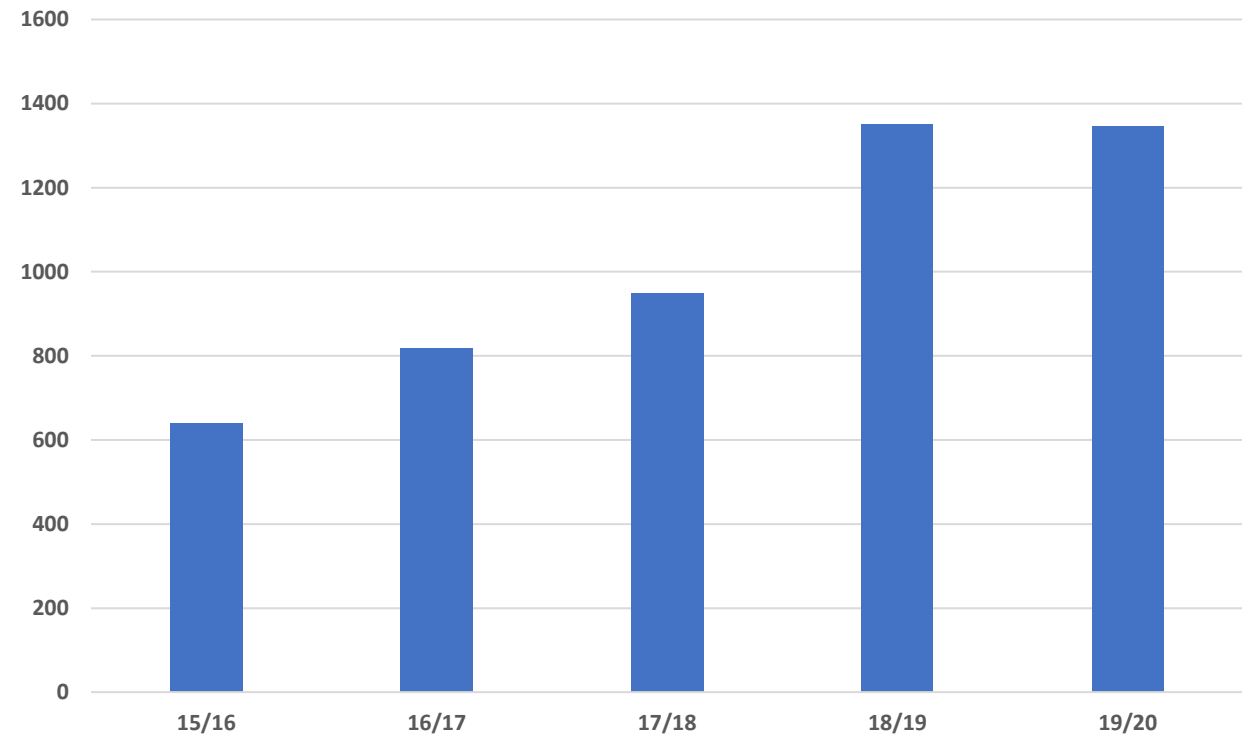
- We have commissioned Arc4 and Campbell Tickell to help us draft a new Housing Strategy.
- It will cover all our key housing priorities and ensure that we are delivering the key aspects of the Deal 2030 corporate strategy and GM Housing Strategy, including crucial sections on
 - Low Carbon
 - Homelessness
 - Developing the Right Homes in the Right Places for a range of needs
 - Enhancing the Wigan £ and Community Wealth Building
- The Housing Strategy is in its final draft stages, we hope for the final version to be ready to share in August 2020
- We will share the final version when its live and look to pick up key conversations with partners about how you can help us deliver on our strategy and support Wigan and our residents.

HOUSING DELIVERY UPDATE

Total Housing Delivery for Last 5 Years

- Over the last 5 years, we have had a strong delivery record in building new homes.
- In 2019/20 the latest data for the total number of homes built is 1347 (Note: there is a lag time in data collection).
- We expect the 2019/20 total delivery figure to be higher than the 18/19 figure once data collection has ceased.

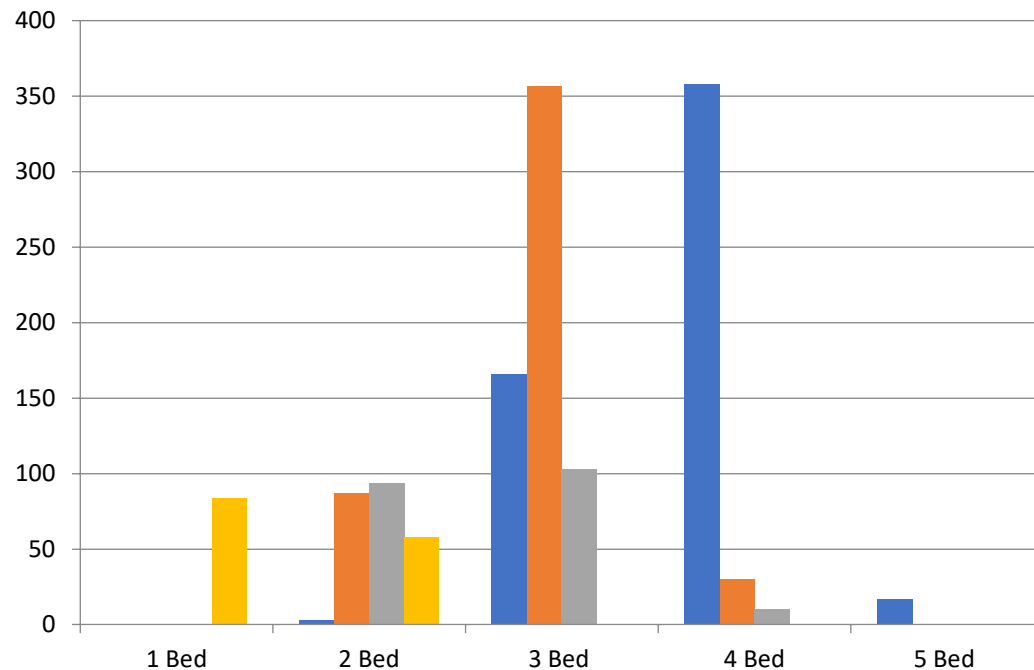
Total Housing Delivery - 5 Year Overview



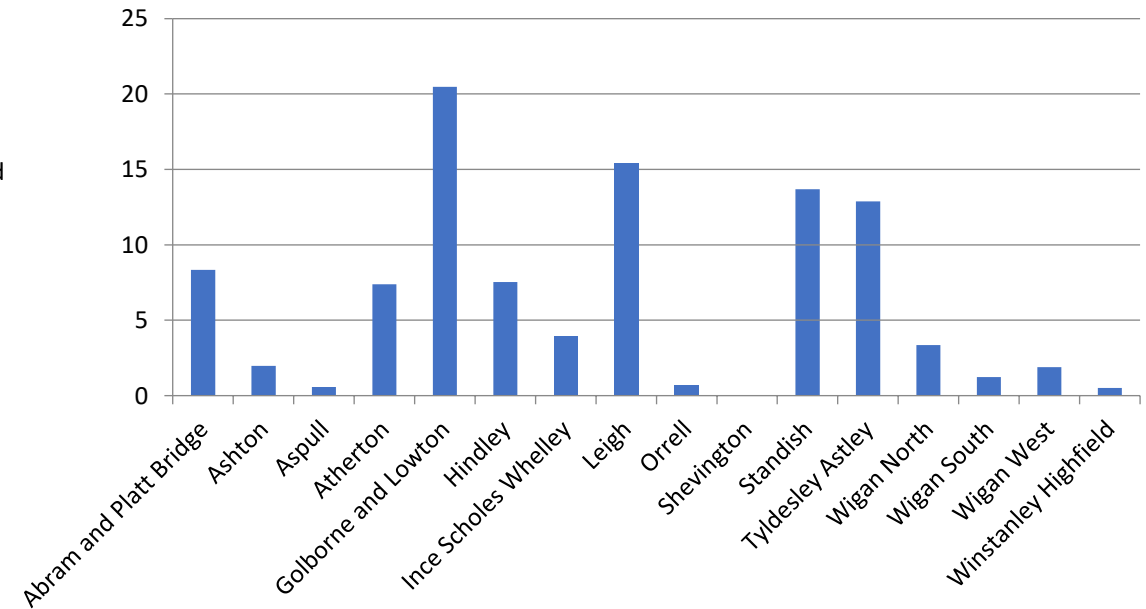
Housing Delivery

Total Delivery for 2019/20 by Area and House Type

- Housing delivery in 2019/20 has predominantly been family homes
- The majority of the delivery has come from the areas of Golborne & Lowton, Standish and Tyldesley and Astley, which are mainly on the edges of the borough in more affluent areas.



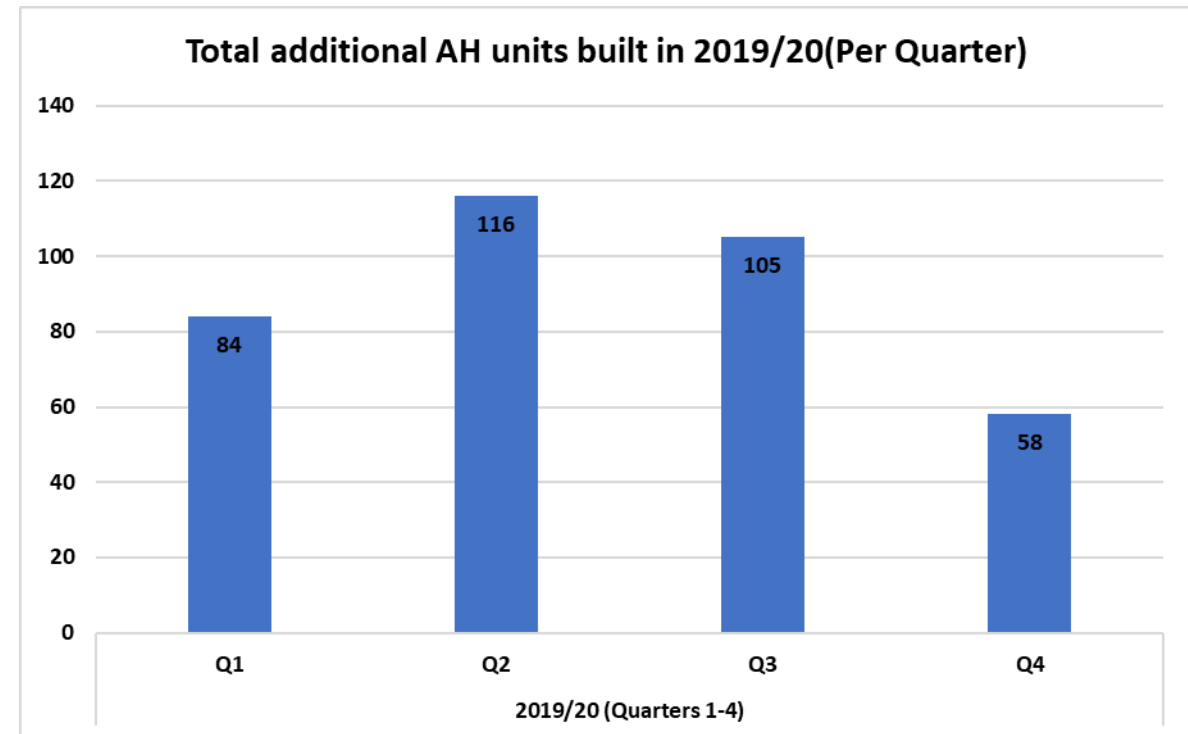
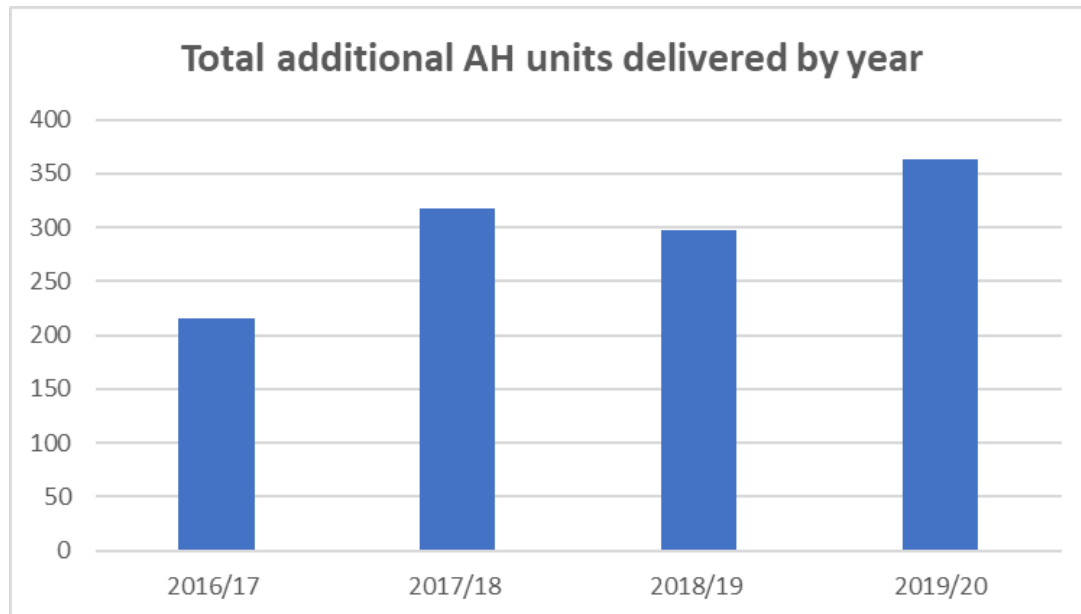
■ Detached
■ Semi Det
■ Terraced
■ Flats



Housing Delivery

Total Additional Affordable Housing Units Delivered

- In total, 363 additional affordable housing units were delivered in 2019/2020.
- There has been an increase of 22% in affordable units being delivered from 2018/19 to 2019-20.

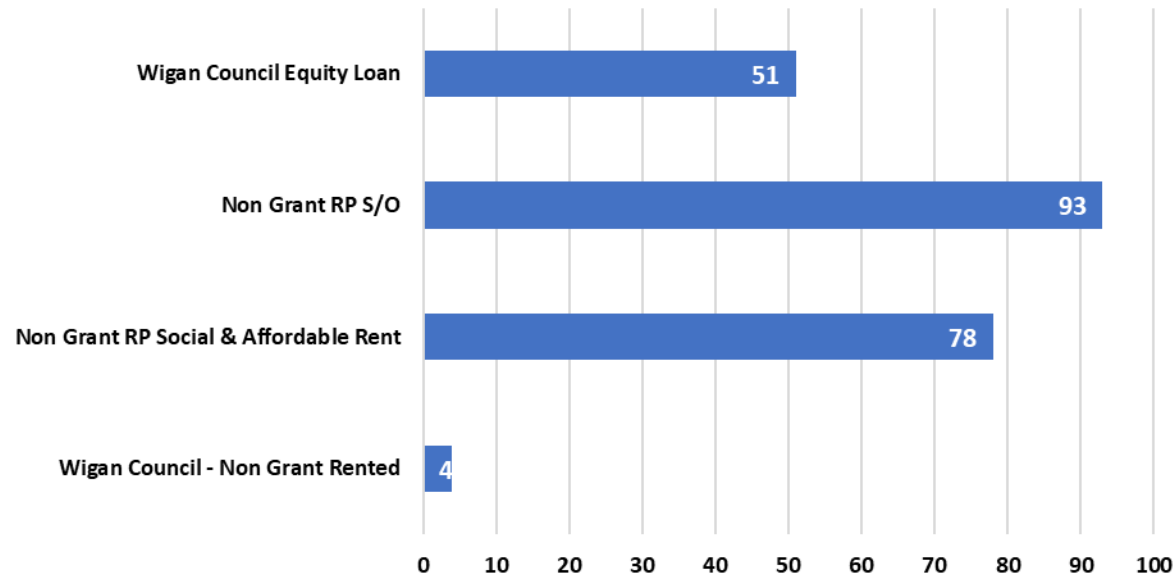


Housing Delivery

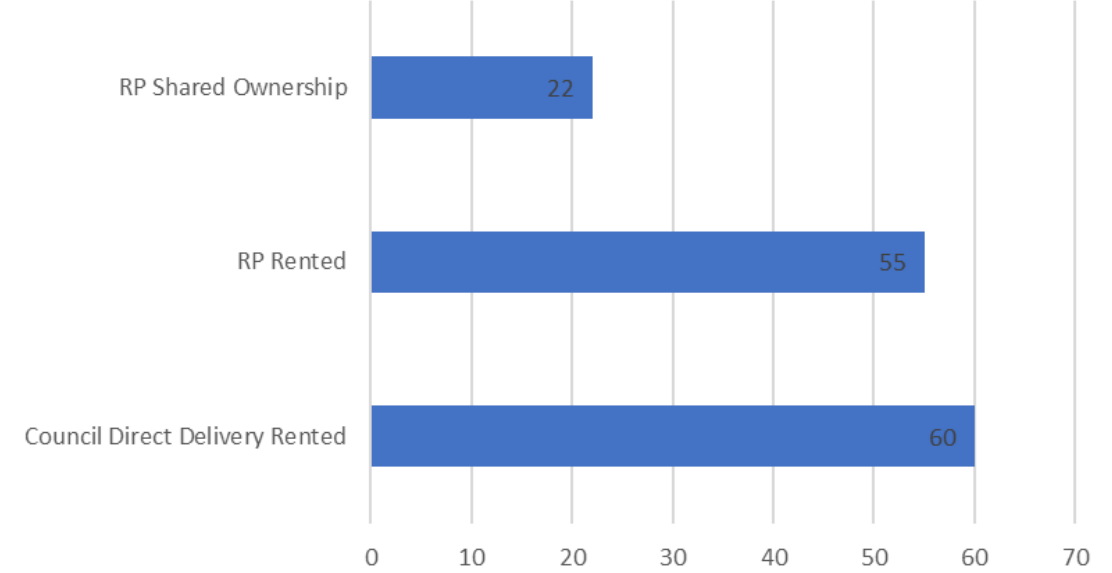
Section 106 and Homes England Grant Funded Totals

In terms of affordable homes delivery in 2019/20, Section 106 led the way with 226 units in total delivered. 137 Grant Funded units were also delivered across the same period giving the total of 363 new affordable homes.

Section 106 Delivery 2019/20



Homes England Grant Funded 2019/20

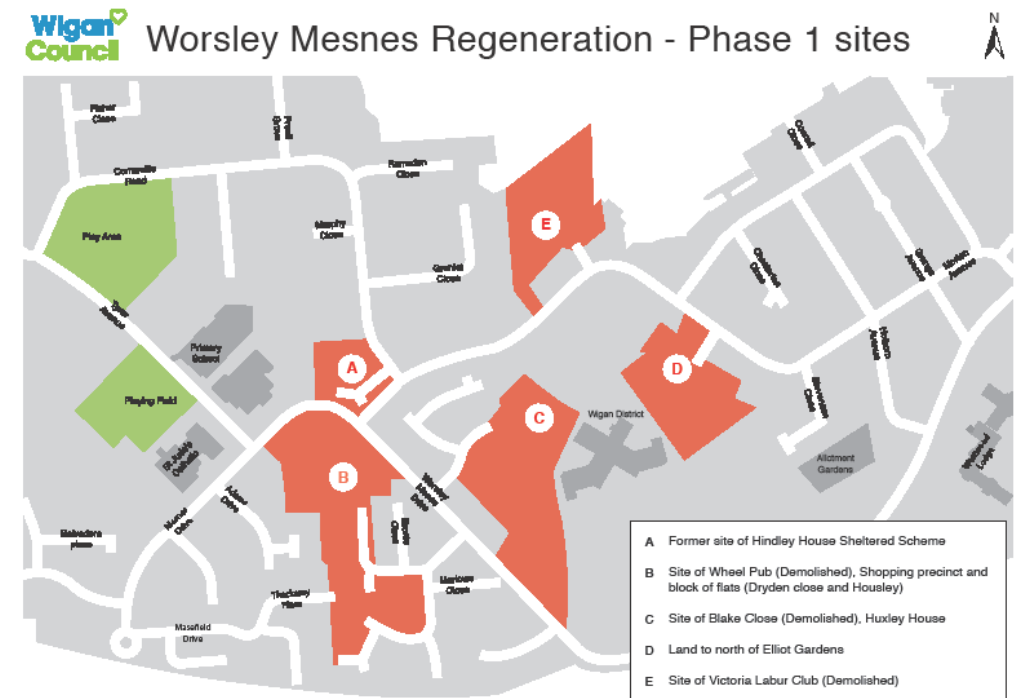




WIGAN COUNCIL PROJECT UPDATES

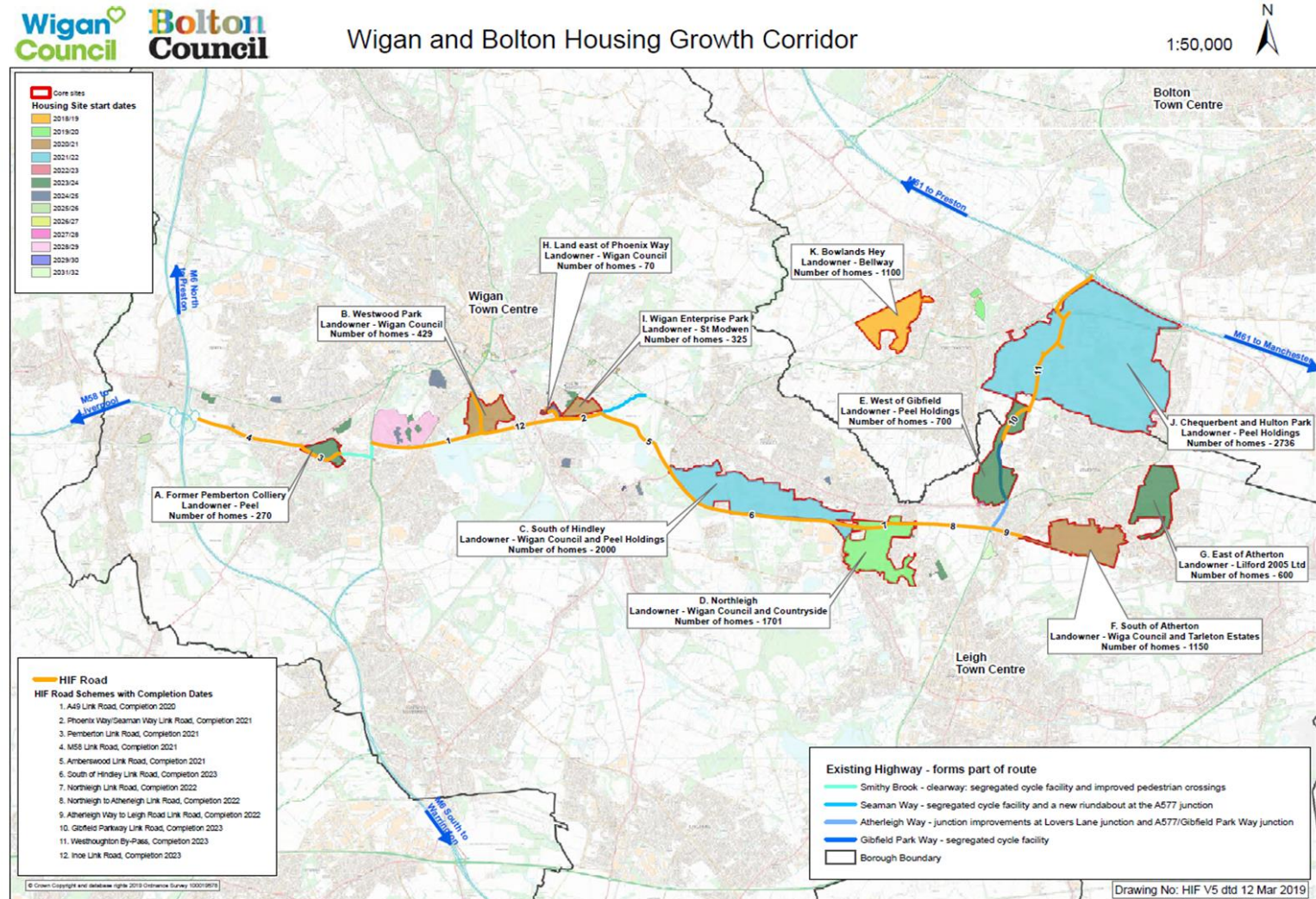
Worsley Mesnes Regeneration

- Following the disposal process Keepmoat Homes has been approved as the preferred developer.
- Their proposals include;
 - Around 200 new homes, 25% of which will be affordable homes, delivered in partnership with Jigsaw Homes
 - A new local shopping parade and play area
 - Local employment and training opportunities and community projects
- All existing residential blocks are now empty and the first demolitions began in June 2020.
- Subject to legals and planning, construction will commence early in 2021.
- Investment will secure a strong future for the community and support Covid 19 recovery.



Housing Infrastructure Fund (HIF)

- Our bid for HIF for Wigan and Bolton Housing Growth Corridor was unsuccessful.
- We are still keen to bring forward the proposed housing sites and highway infrastructure and are currently looking at alternative delivery routes and further funding bids to achieve this.
- The Government are also looking to introduce other funding options for support with infrastructure.



Strategic Housing Land Availability Assessment (SHLAA) 2020

- We are currently drafting our latest version of the Strategic Housing Land Availability Assessment for 2020.
- Sites are still being assessed for inclusion and being reviewed from a point of deliverability – if you have any sites you wish to flag up for inclusion please let us know and contact the Housing Partnership Team. You can easily cross reference current sites on the 2019 iteration [here](#).
- The final version is expected to be complete before the end of August 2020.
- We will share the final version with you all so you have chance to look at the housing land supply in Wigan – if you are seeking more information on any sites contained within the updated SHLAA contact the Housing Partnership Team.

New Specialist Housing Development Panel



The Specialist Housing Development Panel is a new group of council staff from across services in Adult Social Care and Economy and Skills. The group takes on a partnership approach through working together to triage requests from developers/providers who are interested in developing supported living/specialist housing developments.

Overview

- All new requests from developers or housing providers will be triaged and discussed at the panel – one point of contact
- Meeting on a monthly basis to discuss requests and monitor ongoing applications
- Managing Requests: as a central point to manage requests from developers / providers received by multiple people within the service and evaluate what is required going forward
- Schemes and developments: to review the ongoing work with current developments to ensure they are built to a high quality and safe standard

All new requests will go through the Specialist Housing Development Panel by completing a contact form from our Housing Policy and Reform Team housingstrategy@wigan.gov.uk.

Ethical Lettings Agency (ELA)



Wigan Council have launched an Ethical Letting Agency (ELA)

Wigan's ELA is part of the Greater Manchester (GM) wide Ethical Lettings Agency operating across 10 GM local authorities.

We will take on and manage properties in Wigan's Private Rented Sector ensuring quality property and management standards, and affordable rents.

How will it work?

- A long-term commitment of usually five years.
- A guaranteed rent of 52 weeks per year.
- Wigan Council will be the sole point of contact for the tenant including regular property inspections and support to tenants where needed.
- A repairs service, safety check and re-let works.

For more information please contact the Housing Policy and Reform Team

Email: pslhomes@wigan.gov.uk

Tel: 01942 489204

Wigan Council – Housing New Build and Regen Team

Here to help you

Housing Partnerships

- Nick Metcalfe & Jen McWilliam
- N.metcalfe@wigan.gov.uk & J.McWilliam@wigan.gov.uk

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