**Appendix 'A'**

**HCA Business and Disposal Plan**

**Years 4, 5 and 6**

**2017/18, 2018/19 and 2019/20**

**HCA Business & Disposal Plan (2017 – 2020)**

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**1. Background**

* 1. **Introduction**
     1. This Business & Disposal Plan (BDP) refresh is prepared by the HCA and is one of the key documents used to measure the performance of the Lancashire, Preston and South Ribble City Deal (‘The Deal’). The BDP specifically monitors progress in relation to the HCA land portfolio included within the deal. This BDP refresh should be read in conjunction with the Infrastructure Delivery Plan (IDP), which monitors the infrastructure delivery element of the City Deal programme and is produced by Lancashire County Council (LCC).
     2. There are 11 HCA sites included within the Deal, and this BDP refresh provides detailed site information, delivery timescales, a review of the milestones delivered in year, milestones for years 4, 5 and 6, risks and receipt forecasts. The BDP is a ‘live’ document and is continually reviewed through the monitoring arrangements that are in place. This document is formally updated on an annual basis.
     3. Whilst the HCA retains full control of its land disposals and decisions, the Executive and Stewardship Board still remains a key part of the Deal’s governance structure and a meeting of the Board can be called to review progress and question decisions if and when required.
     4. The fundamental role of this BDP refresh is to provide:
        + A brief update on the successful delivery in 2016/17
        + Highlight any emerging issues
        + Update the milestone information and investment forecasts for the 11 HCA sites.
     5. All background site information is contained within the original BDP 2015- 2018.
  2. **HCA Approvals**
     1. There is three year approval in place from the HCA Board for the BDP from June 2015. The next Board approval required for the City Deal BDP will be June 2018.
     2. The BDP Refresh will be taken to the North West SMT on an annual basis for noting and will feed into the overall City Deal Infrastructure Delivery Plan.

**2. HCA Delivery 2016/17**

**2.1 2016/17 Delivery Highlights**

2.1.1 The HCA prepared the initial BDP at the start of year 1 (2014/15), which committed to a number of milestones to be delivered for the 11 HCA City Deal sites. Progress against those milestones has been excellent and in some cases milestones from future years have been expedited.

2.1.2 Land sales from HCA sites has resulted in the total receipts and level of grant paid in 2016/17 comfortably exceeding that forecast at within the last BDP refresh. This was a result of strong performance across the majority of HCA sites and a surge interest in commercial land which resulted in forecast values being comfortably surpassed at Preston East Sector D.

2.1.3 Three key residential sites spanning Preston and South Ribble achieved start on site within 2016/17 and will go on to deliver 758 new homes. A major housing milestone was also achieved at Brindle Road, where Miller Homes finished construction, the first City Deal site to achieve this milestone.

2.1.4 Given the widespread support and focus on this Deal (both internally within the HCA and externally with partners) it is critical that this good performance on delivery is maintained on all the sites, in accordance with the revised programme of milestones contained in this new three year BDP.

2.1.5 In 2016/17 key physical milestones included:

* One site has secured planning permission with consent for 200 homes (Altcar Lane)
* There were 127 housing completions in 2016/17 (219 to date) across 5 sites

| **Date** | **Milestone** |
| --- | --- |
| April 2016 | * Cottam Hall Phase 2 (Story Homes) formally commenced on site – 283 units. * Miller Homes commenced on site at Croston Road South – 175 units * Brindle Road site was completed with 46 new homes being delivered making it the first HCA site to be completed since the City Deal commenced |
| June 2016 | * Cottam Hall Phase 2 - Story Homes completed first dwelling ahead of schedule * The first HCA grant payment of £504k was made to LCC due to the site completion at Brindle Road. |
| July 2016 | * Cottam Hall Site K - Barratt Homes completed their 55th new home on site, meaning just over half of the 104 new homes had now been delivered. 47 sales were completed by the end of July. |
| August 2016 | * Eastway (residential) - HCA and Story Homes completed a deal for 300 new homes resulting in a grant payment of £1.33m being made to LCC and loan payment of £1.169m. * Internal HCA approval obtained to enter into the collaboration agreement with Taylor Wimpey at Pickering’s Farm. |
| September 2016 | * Story Homes commenced on site at Eastway * Altcar Lane - the outline planning permission was approved at Planning Committee for 200 new homes. Altcar Lane will be one the first HCA sites to be delivered via Accelerated Construction |
| December 2016 | * Preston Sector D – HCA completed disposal to Inchcape Estates Limited, for a price of £2.765m, resulting in a grant payment of over £2.5m and a loan payment of £139,095 being made to LCC. |
| January 2017 | * The S106 was signed at Altcar Lane * First housing completion at Croston Road South took place. |
| February 2017 | * Marketing commenced at Altcar Lane * Revised s106 signed for Cottam Hall |
| March 2017 | * Reserved matters application submitted at Cottam Hall Phase 3 * First grant payment of £256,992 paid to LCC for Cottam Hall Site K |

As a result of the above transactions, HCA made the following financial investment into the Deal in 2016/17:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Receipt** | **Loan (£)** | **Grant (£)** | **Total Payment (£)** |
| **2016/17** | **£ 9,599,105** | **£ 1,947,682** | **£ 4,623,920** | **£ 6,571,602** |
| **Cumulative to 31.3.17** | **£ 16,064,900** | **£ 14,355,023** | **£ 4,623,920** | **£ 18,978,943** |

A full breakdown of the forecast HCA financial contribution is included in 4.2 on page 12.

**2.2 Emerging Risks and Issues**

**Financial**

* + 1. Throughout 16/17 detailed work was undertaken to assess a number of proposed government policy changes, particularly amendments to the New Homes Bonus, which have the potential to impact on the financial arrangements of the City Deal. The outcome of this work illustrates what the financial impact of these fiscal policy changes is and how the City Deal partners may respond to this. This work will be used by all partners (including the HCA) to help shape and formulate a future ask of Government through a second City Deal, which is currently under discussion.
    2. In March 2017, The City Deal partners were successful in securing HCA Capacity Funding of £200,000 to be used towards resolving issues in housing delivery on City Deal sites. Proposals on how to spend the HCA Capacity Funding has been approved.

**Risk**

* + 1. Given the volume of new homes which are to be delivered on HCA sites, it is imperative that the HCA understands the sensitivities in the market and the likely demand for new homes. This will be continually monitored through housing completion data and intelligence obtained through agents and housebuilders.
    2. HCA will address this risk on a site by site basis. Accelerated Construction will form part of the solution by insulating developers from some of the sales risk, through the introduction of a buy-back of unsold properties. In sharing the risk through accelerated construction this should bring new entrants to the market, by appealing to those firms from a contracting background rather than purely housebuilders, of which there are a finite number who regularly bid for The Agency’s larger residential sites.
    3. Pickering’s Farm and Whittingham Hospital continue to present challenges around the delivery of HCA’s City Deal targets. Pickering’s Farm is a large site complicated by the disparate ownership pattern, the presence of the west coast mainline to the eastern boundary and the scale of infrastructure that is required across the site. HCA are working closely with Taylor Wimpey to ensure both organisations commercial and corporate objectives can be achieved in a manner that delivers the site at the earliest opportunity.
    4. The first phase at Whittingham Hospital is under development, however the marketing of further development parcels has proved unsuccessful and highlighted the shortcomings in the appeal and deliverability of the site. In order to improve this situation, HCA are working towards a revised planning application that will reposition and potentially increase the quantum of residential to improve the viability and marketability of the site. HCA will work closely with City Deal partners to ensure the financial and delivery impacts of these changes are modelled and re-forecast.

**3 HCA Delivery Profile**

**3.1 Site Milestones**

3.1.1 The key milestones for the disposal of HCA assets are monitored using the following headings:

1. Pre-Application work , including stakeholder engagement
2. Pre-Submission technical workshop,
3. Master-planning & options analysis
4. Outline Planning Application Submitted
5. Outline Planning Application Approved
6. Section 106 Signed/Planning Consent Issued
7. Site Marketing Commenced
8. Preferred Developer Selected (HCA Approval)
9. Conditional Legal Agreement
10. Reserved Matters Application Approved
11. Unconditional contract
12. Pre Commencement Ecological Mitigation/Site Infrastructure Works
13. Start On Site
14. First Housing Completion
15. Phase Completion
16. Other

3.1.2 The forecast delivery milestones for the 11 HCA assets are included in the following table. The table shows forecasts as of the previous BDP

(2016-19) and the current forecast for each site – see below:

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Site** |  | **Year 3 2016/17**  **Q1 Q2 Q3 Q4** | | | | **Year 4 2017/18**  **Q1 Q2 Q3 Q4** | | | | **Year 5 2018/19**  **Q1 Q2 Q3 Q4** | | | |  |
| **Cottam Hall Phase 3** | 2016/17 |  | 10 | 12 | 13 |  |  | 14 |  |  |  |  |  | Forecast in 2016/17 BDP |
|  | 2017/18 |  |  |  |  |  | 12 | 10 13 | 14 |  |  |  |  | Revised forecast in current BDP |

| **Site** | | **Year 3 2016/17**  **Q1 Q2 Q3 Q4** | | | | **Year 4 2017/18**  **Q1 Q2 Q3 Q4** | | | | **Year 5 2018/19**  **Q1 Q2 Q3 Q4** | | | | **Year 6 2019/20**  **Q1 Q2 Q3 Q4** | | | |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Cottam Hall Site K** | 2016/17 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  |  |  | 15 |  |  |  |  |  |  |
| **Cottam Hall Phase 2** | 2016/17 |  | 14 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2017/18 |  |  | 14 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Cottam Hall Phase 3** | 2016/17 |  | 10 | 12 | 13 |  |  | 14 |  |  |  |  |  |  |  |  |  |
| 2017/18 |  |  |  |  |  | 12 | 1013 | 14 |  |  |  |  |  |  |  |  |
| **Cottam Hall Phase 4** | 2016/17 |  |  |  |  |  |  |  | 7 |  |  | 8 | 9 |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  | 7 |  |  | 8 | 9 |  | 10-12 | 13 |  |
| **Land at Eastway Resi.** | 2016/17 |  |  | 13 |  | 14 |  |  |  |  |  |  |  |  |  |  |  |
| 2017/18 |  |  | 13 | 14 |  |  |  |  |  |  |  |  |  |  |  |  |
| **Land at Eastway Com** | 2016/17 |  | 11 |  |  | 10 |  | 13 |  |  |  | 15 |  |  |  |  |  |
| 2017/18 |  |  |  |  | 9 |  | 10 |  |  | 13 |  |  | 15 |  |  |  |
| **Preston East EA** | 2016/17 |  |  |  |  | 7 |  |  | 8 |  |  | 11 |  |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  |  |  | 7 |  |  | 8 |  |  | 11 |
| **Preston East Sect. D** | 2016/17 | 8 |  | 11 |  |  | 10 |  | 13 |  |  |  |  |  |  |  |  |
| 2017/18 | 8 |  | 11 |  |  | 13 |  |  |  |  |  |  |  |  |  |  |
| **Cottam Brickworks** | 2016/17 |  |  |  | 13 |  |  |  |  |  |  |  |  |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  | 10 | 11 |  | 13 |  |  |  |  | 10 |
| **Whittingham Phase 1** | 2016/17 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 15 |
| **Whittingham Phase 2** | 2016/17 | 8 | 9 |  | 10 | 13 |  | 14 |  |  |  |  |  |  |  |  |  |
| 2017/18 |  |  |  | 1 |  |  |  | 2 | 3 | 4 | 5-7 |  |  | 8 | 9 |  |
| **Whittingham Phase 3** | 2016/17 |  |  |  |  | 7 |  | 8 |  | 9 | 10 | 13 |  |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Pickering’s Farm** | 2016/17 | 16 | 3 | 3 | 4 | 5 | 7 | 8 | 9 |  | 10 |  | 13 |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  | 1 | 2 | 3 |  | 4 |  | 5 | 6 | 7 |
| **Croston Road South** | 2016/17 | 13 |  | 14 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2017/18 | 13 |  |  | 14 |  |  |  |  |  |  |  |  |  |  |  |  |
| **Croston Road North 1** | 2016/17 | 7 |  |  | 8 | 9 |  | 10 | 12 | 13 |  | 14 |  |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  | 7 |  |  | 8 | 9 |  | 10 | 11 12 | 13 |
| **Croston Road North 2** | 2016/17 | 7 |  |  | 8 | 9 |  | 10 | 12 | 13 |  | 14 |  |  |  |  |  |
| 2017/18 |  |  |  |  |  |  |  |  |  |  |  | 7 |  |  | 8 | 9 |
| **Altcar Lane** | 2016/17 | 4 | 5 | 6 | 7 | 8 | 9 |  | 10 | 13 |  | 14 |  |  |  |  |  |
| 2017/18 | 4 |  | 5 | 6 7 |  | 8 |  | 9 |  |  | 10 | 13 | 14 |  |  |  |
| **Brindle Road** | 2016/17 | 15 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2017/18 | 15 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Walton Park Link** | 2016/17 |  | 13 |  | 14 |  |  |  |  |  |  |  |  |  |  |  |  |
| 2017/18 |  |  |  |  |  | 13 |  | 14 |  |  |  |  |  |  |  |  |

Table 1: HCA site milestones for 2016/17 to 2019/20

**4.** **Finances**

**4.1 Contracted and Forecasted Receipts Table**



4.1.1 The above table illustrates the finances which are now governed by contracts with developers as opposed to land which HCA are yet to sell, which is listed under the “forecast” line. The Agency continues to monitor the data from land sales to ensure forecasts for remaining land are robust and evidence based.

**4.2 Forecast Loan and Grant Table**



4.2.1 The above table combines forecast and contractual payments from HCA to City Deal partners. This is informed by the receipts profile detailed in 4.1.1.

4.2.2 The HCA exceeded its total receipts and grants forecasts for 2016/17, but fell short of the forecast loan amount. These changes can primarily be explained by 2 sites. HCA achieved a high land value at Preston East Sector D, where the sale achieved came in at £2.765m. This resulted in greater than forecast total receipts and as a consequence of the land value being paid in full upfront a greater grant payment being made to the City Deal. The loan forecast was hampered by Phase 3 at Cottam Hall where delays with the revised s106 agreement resulted in Morris Homes being unable to submit their reserved matters planning application. Once the deal with Morris Homes goes unconditional, the corresponding loan payment will be made by HCA.

4.2.3 The current forecast show the grant payable will reach the cap of £37.5m in the year 2022/23 and exceed this amount in the years following this.

**5. HCA City Deal Outputs**

The following tables reflect the current forecast outputs on the HCA sites.

**5.1 Total number of Housing unit consented for outline planning**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Site** | | **Actual 31.3.15** | **Actual 16/17** | **Year 4 17/18** | **Year 5 18/19** | **Year 6 19/20** | **Year 7 20/21** | **Year 8 21/22** | **Year 9**  **22/23** | **Yr. 10 23/24** | **Yr.10+ 2024+** | **Total** |
| **Cottam Hall** | 2016/17 | 1,100 |  |  |  |  |  |  |  |  |  | 1,100 |
| 2017/18 | 1,100 |  |  |  |  |  |  |  |  |  | 1,100 |
| **Land at Eastway** | 2016/17 | 300 |  |  |  |  |  |  |  |  |  | 300 |
| 2017/18 | 300 |  |  |  |  |  |  |  |  |  | 300 |
| **Preston East EA** | 2016/17 | N.A. |  |  |  |  |  |  |  |  |  | N.A. |
| 2017/18 | N.A. |  |  |  |  |  |  |  |  |  | N.A. |
| **Cottam Brickworks** | 2016/17 | N.A. |  |  |  |  |  |  |  |  |  | 0 |
| 2017/18 | N.A. |  |  |  |  |  |  |  |  |  | 0 |
| **Whittingham** | 2016/17 | 650 |  |  |  |  |  |  |  |  |  | 650 |
| 2017/18 | 650 |  |  |  |  |  |  |  |  |  | 650 |
| **Pickering’s Farm** | 2016/17 |  | 297 |  |  |  |  |  |  |  |  | 297 |
| 2017/18 |  |  |  |  | 297 |  |  |  |  |  | 297 |
| **Croston Road South** | 2016/17 | 175 |  |  |  |  |  |  |  |  |  | 175 |
| 2017/18 | 175 |  |  |  |  |  |  |  |  |  | 175 |
| **Croston Road North** | 2016/17 | 400 |  |  |  |  |  |  |  |  |  | 400 |
| 2017/18 | 400 |  |  |  |  |  |  |  |  |  | 400 |
| **Altcar Lane** | 2016/17 |  | 200 |  |  |  |  |  |  |  |  | 172 |
| 2017/18 |  | 200 |  |  |  |  |  |  |  |  | 200 |
| **Brindle Road** | 2016/17 | 46 |  |  |  |  |  |  |  |  |  | 46 |
| 2017/18 | 46 |  |  |  |  |  |  |  |  |  | 46 |
| **Walton Park Link** | 2016/17 | N.A. |  |  |  |  |  |  |  |  |  | N.A. |
| 2017/18 | N.A. |  |  |  |  |  |  |  |  |  | N.A. |
| **Total** | **2016/17** | **2,671** | **497** |  |  |  |  |  |  |  |  | **3,140** |
| **2017/18** | **2,671** | **200** |  |  | **297** |  |  |  |  |  | **3,168** |

**5.2 Total number of Housing unit completions**  


[1] W here house completions are greater than 32, multiple phases are on site (e.g. 64 units at Whittingham is 2 phases, 96 units at Cottam Hall is 3 phases)

**6. City Deal site plan**6.1 City Deal sites plan