

ADDLETS: ADDITIONAL LETTINGS PLAN BY SOURCE: Dec 2008

Objectives: Create additional lettings on top of the existing programme especially 4 beds
 Respond to deteriorating economic situation in the housing market as a result of the “credit crunch”
 Make more efficient use of the existing stock freeing family-sized and ground floor homes

SOURCES BY TENURE AND TYPE

1.	NEW HOMES	Purpose	Homes	Lead	Budget and Action
1A	'Oven Ready' Private Sector New Build	Acquire homes that developers cannot sell and create: <ul style="list-style-type: none"> • Intermediate Rent • Social Rent 	10+	HEM	Part of capital programme Opportunities now: Needs RSL's to bid: Cornerstone, Magna DCHA and Signpost exploring this. HCA stance is more favourable on higher grant.
1B	Privately owned S106 sites	Investigate if the affordable housing portions of any sites can be brought forward where developer has “on hold” Introduction of new policy 35% in the Local Development Framework (LDF)	50+ 50+ pa?	HEM SHM HEM HOPS	Part of capital programme Negotiate existing S106's with developers to bring forward homes if they have a planning consent. Developers willing to discuss. Some deals are being negotiated. Discussed at Affordable Housing Group. Effect not felt until 2010-11 at earliest? Reconsider in the light of the Viability Study and market trends (HEM)
1C	Privately Owned 'non' S106 sites	Negotiate extra affordable housing on S106 sites. Utilise sites under 14 homes that have planning consent Have a threshold of 3 in Local Development Framework (LDF)	20+ 20+ 20+ pa?	HEM HEM HOPS/SHM HEM	Some developers are offering extra homes if they can have a guarantee of funding e.g. RNSD. Research done. DCHA investigating 15 sites with consultant. Three sites under negotiation. Awaits decision on timing of LDF
1D	Publicly Owned sites	Create Affordable Housing Sites	25	HEM	Shakespeare Rd site bought by ECC from the PCT Treetops price has been agreed by DCC with DCHA Prospects Hostel future use? See 4A
1E	Council owned infill sites	Planned housing developments on Council owned land	120+	HEM	Working Group progressing sites. Sovereign HA appointed as partner. Phase 1 sites ready for planning application and grant submission.
1F	Council Owned Non-Traditional Homes	Consider future redevelopment potential of Cornish etc Homes	Assess	HOHS SHM	Long term proposal. Needs Investigation and tenant consultation. No Budget

1G	Council Owned other sites	Land in ownership of Other Services eg. Commercial	Assess	DCE HOHS	Needs Investigation. No budget
1H	Housing Association Land and Property	Develop unutilised sites and properties in HA ownership: <ul style="list-style-type: none"> Sites, in-fills and surplus properties 	3 10 3 11	HEM	Exploratory talks with Sanctuary HA, Guinness Trust Affinity Sutton etc. Howell Rd: Sanctuary HA- negotiations underway
1J	Community Land Trusts CLT	Set up Devon-wide scheme	?	DAHC	DAHC progressing Devon-wide mechanism
1K	STEPS in partnership with Exeter Community Initiatives	Set up scheme to access community land and money	4	HEO (GS)	Set up funding agreed. SLA signed. Development Officer appointed by ECI, Business Plan done. Shilhay and Christian Alliance HA signed up.
2	EXISTING HOMES				
	COUNCIL	Purpose	Homes	Lead	Budget and Action
2A	Conversions	Increase the size of Council properties to meet the needs of larger households Divide suitable homes into 2 flats	3+	ATM (NS) ATM (NS)	Budget: £100,000 + Several properties lined up especially to create 4 beds. 3 properties completed. 1 property on site Consider
2B	Extensions	Extend Council properties to meet needs of larger and disabled households	3+	ATM (NS)	Budget: £160,000 + HRA. Extra £75K agreed 3 properties on site
2C	Under-occupation:	Promote package of incentives to free up family sized lettings through downsizing	15+ per year	HOHS	Budget: HRA Underway. In Insight and the Estate Management Officers are promoting.
2D	Ground Floor Flats	Encourage tenants, living in ground flats or in flatted lift access, to move to free up flat for someone who does need it	Assess	HNM	No Budget or agreed proposal Phase1 – move those overcrowded Phase 2 – incentives for remainder? Requires Investigation
2E	Mutual Exchanges	Encourage moves that enable tenants to swap and meet their needs in a better way	Unkno wn	HNM	Underway. Home-swapper being used now.
2F	Conversion of Sheltered	Are any of our sheltered blocks under-used/hard to let?	+10?	HOHS HEM	Investigation underway and near complete Investigate potential to convert.

2G	Laings – Can we accelerate the programme with Sovereign HA? Create larger homes	As well as transferring naturally occurring void properties, try to persuade under-occupiers to move using incentive scheme. Voids have 4 bed potential.	3+ pa	TLM EHM	Potential in 2009-11 budget which can be brought forward. Deal with on an ad hoc basis as voids occur
2H	Lodgers	To encourage tenants to use spare room for lodger(s)	?	EHM	Draft Leaflet on Resident Landlords done. Consult. Put on Council website. Publicise by 31 March 09
2J	Illegal Sub-letting	Identify homes that could be repossessed from illegal occupiers	?		Some potential? Being successfully done in London (Southwark, Camden, Newham, Islington). No Action.
3	EXISTING HOMES				
	HSG ASSOCIATION	Purpose	Homes	Lead	Budget and Action
3A	Conversions and Extensions	Increase the size of housing association properties to meet the needs of larger households Divide suitable homes into 2 flats or convert shared houses back to family use Bring empty homes back into use.	3 2 11	EHM	Budget allocated 31/07/07. Residual budget moved to HRA Extensions. 2 properties completed - Signpost 3 properties in the pipeline Howell Rd – Sanctuary HA - 11 bedspaces - being investigated.
3B	Under-occupation:	HAs to promote a package of incentives to free up family sized lettings through downsizing	20	HEO (BS)	Budget: Now using commuted sum to create revenue budget. Scheme redrafted. HAs signed up: Cornerstone, Magna, DCHA, Sanctuary. Signpost considering.
3C	Tackle Restrictive Lettings Practices	Persuade some HAs to change practices that restrict the letting of flats to people with children	20 per year	HNM	Some work done with the HCA
3D	Ground Floor Flats	Encourage tenants who are living in ground flats or in flatbed lift access to move to free up flat for someone who does need it	Assess	HNM	No Budget Needs Investigation
3E	Mutual Exchanges	Encourage moves that enable tenants to swap and meet their needs in a better way	Assess	HNM	Is this included in new Council Scheme?

3F	Convert shared ownership to rented	To make use of hard to sell shared ownership homes Prevent homelessness?	Assess	HEM	Needs Investigation: Quayside possible with Signpost
3G	Lodgers	To encourage tenants to use spare room for lodger(s)	?	EHM	Get HA co-operation Draft Leaflet done See 2H
3H	Illegal sub-letting	Identify homes that could be repossessed from illegal occupiers	?	?	Investigate
4	EXISTING HOMES				
	PRIVATE SECTOR	Purpose	Homes	Lead	Budget and Action
4A	Second Hand Street Properties	Look for good deals in the second hand market and create: <ul style="list-style-type: none"> • Intermediate Rent • Social Rent 	10	HEM	Prospects Hostel: Home Office to decide on use EHM looking for 10 homes to buy: 7 two beds, 3 three beds. Magna has 10 properties in mind. Needs HCA funding. Bid asap.
4B	ExtraLet	Manage private sector lets and control occupancy Divert more potentially homeless people into the private sector	80 homes by 31 March 2009	HEO (JW) HEM/EHM	Budget £80,000. Accelerate to 5 a month. 64 properties currently in management, of which: <ul style="list-style-type: none"> • 3 - 1 beds, 13 - 2 beds, 47 - 3 beds, 1 - 4 bed • 17 in the pipeline: 7 - 2 beds, 10 - 3 beds To date, 72 families prevented from being homeless. Business Plan to go to Exec Jan 2009
4C	Intermediate Rent	Create private sector tenancies at circa 80% market rent	10	HEM	Redgrave House completed.
4D	Under-occupation: Private Sector	See if owners will downsize in exchange for grant	Assess	EnHM	£15k offered to owners willing to downsize and sell to HAs. Needs re-examination: properties too expensive.
4E	Empty Homes and vacant sites	What about EDMOs? What about CPOs on vacant land eg petrol stations?	5+	EHM	Part of HCA Grant Pot:

4F	LetStart (Provisional Name)	Persuade potentially homeless people to take a private letting: <ul style="list-style-type: none"> • Rent in advance • Deposits • Guarantees 	Assess	HNM	8 lettings done (ASTs) Incentives to secure private sector lets. Housing Advice Team delivering on case by case prevention of homelessness basis.
4G	Lodgers	To encourage tenants to use spare room for lodger(s)	?	EHM/Temp	Get Owners' and Tenants' co-operation Draft Leaflet done. See 2H
4H	Discriminatory Letting Practices	Prevent Landlords not letting to families with children	?	EHM/Temp	Research into why landlords are advertising flats/houses but "no children" underway. 1 st Draft done

5	OTHER RESOURCES	Purpose		Lead	Budget and Action
5A	Staffing	To create the capacity to develop and progress ADDLETS	N/a	HNM/SHM	Consider use of commuted sum to create Temp Enabling Post to develop and progress the scheme and encourage people to move. On hold.

RON MAYERS STRATEGIC HOUSING MANAGER (SHM)

Lead Key: DCE: Director of Community and Environment Hazel Ball; HOPS: Head of Planning Services, Richard Short; HOHS, Head of Housing Services Steve Warran; HEM: Hsg Enabling Manager David Gibbens; HNM: Housing Needs Manager Chris Hancock; ATM: Area Team Manager Neil Shire; TLM: Special Projects and Tenant Liaison Manager, Tony Bodgin; EHM: Empty Homes Manager, Sue Haigh; HEO(BS): Housing Enabling Officer, Bryony Stevens; HEO (GS): Gary Stenning; HEO (JS) Josie Wainwright; EnHM: Environmental Health Manager, Keith Williams; DAHC: Devon Affordable Housing Coordinator, Mary Ridgway