



APPROVED STRATEGIC PARTNER LIST – DECEMBER 2019

Introduction

In 2016, following public consultation, an amendment was made to Camden Planning Guidance (CPG 2 Housing) which requires developers to seek written approval from the Council prior to selecting a Registered Provider (RP) to manage the affordable housing that is part of residential and mixed use developments that include housing. To facilitate this process, the Council has drawn up an Approved Strategic Partner List of RPs as a guide for developers. The Council is itself, of course, a major developer of affordable housing in the borough and so will also use the list when it is considering potential partners for joint ventures in the future.

How do RPs get on the List?

To be on the Council's Approved Strategic Partner List, a RP must have existing stock in the borough and demonstrate a commitment to meet the criteria listed in **Appendix 1**. In 2016, all RPs with stock in the borough were invited to apply to be on the Approved Strategic Partner List by completing a questionnaire based on the criteria and submitting it to the Council. The Council established an Approved Strategic Partner List panel, which assessed the completed questionnaires that were submitted and decided, on the basis of the information in the questionnaires and any subsequent clarification provided, which RPs should be on the Approved Strategic Partner List.

A RP that is not on the Approved Strategic Partner List may apply to go on to it at any time by submitting a completed questionnaire to the Council. The Approved Strategic Partner List panel will consider the questionnaire and decide, on the basis of the information in the questionnaire and any subsequent clarification provided, whether or not the RP should be on the Approved Strategic Partner List.

Is the List subject to review?

The List is subject to a formal review every three years. In 2019, the Council carried out a review and the conclusions reached were as follows:

- (a) the List has worked well and should be retained.
- (b) none of the RPs on the list have done anything that means they should be removed from it
- (c) eligibility for the List should continue to be restricted to RPs with stock in the borough
- (d) some of the criteria should now be further clarified (to take account, for example, of updated circumstances)

The Council notified RPs on the List of the changes to the criteria and asked them to confirm their willingness to comply with these. The result of this exercise is the Approved Strategic Partner List at **Appendix 2**.

The Council reserves the right to suspend a RP from the Approved Strategic Partner List at any time between these reviews if it feels that the RP has done anything that is contrary to the criteria listed in Appendix 1. In such circumstances, a report detailing the reasons for the suspension will be submitted to the Approved Strategic Partner List panel and the panel will decide whether the RP should be removed from the list.

Appendix 1 – Approved Strategic Partner List criteria

Development of new affordable housing

1. work closely at all times with the Council to ensure that the affordable housing delivered on development sites meets the Council's strategic objectives
2. let all social rented housing units on development sites at the benchmark rents for London Affordable Rent (LAR), or otherwise at or around the level of target rents for social housing
3. where a legacy development site (given planning permission pre-2016) unavoidably has an Affordable Rent element, work together with the Council to improve affordability by, for example, limiting Affordable Rent to smaller units and providing any units with three bedrooms or more at LAR
4. let all units other than intermediate rent units in accordance with Council's Nominations Agreement
5. work together with the Council to identify mechanisms, e.g. blended rent model, to enable the delivery of intermediate rent units rather than shared ownership as the intermediate housing product on development sites in accordance with the Council's Intermediate Housing Strategy
6. where a legacy development site unavoidably has a shared ownership element, work together with the Council to improve affordability by, for example, offering 25% shares, minimizing the rent charged on remaining equity, and seeking to negotiate affordable service charge arrangements with the developer
7. market all intermediate housing units in the first instance to people who have registered an interest in such housing on the Council's website and in accordance with the Council's intermediate housing priority matrix
8. advise the Council when a developer has approached them to discuss an offer on a s106 scheme and whether they have made or intend to make an offer
9. attend quarterly meetings of developing RPs in Camden that are organized by the Council

Asset management

10. submit to the Council in a timely fashion relevant documentation regarding:
 - investment programmes for their stock in the borough
 - any proposed stock disposal
 - any proposed conversion of social rent units to market rent

Tenant management

11. let all units in accordance with the Council's Nominations Agreement
12. submit to the Council in a timely fashion relevant documentation regarding:

- tenant satisfaction
 - rent collection
 - repairs
 - void turnaround times
 - rent and service charge levels
13. respond within Council deadlines to enquiries raised by
- Members on behalf of their constituents
 - the Council's Private Sector Housing Team

Appendix 2 – Approved Strategic Partner List

- A2 Dominion
- Clarion Housing Group
- Guinness
- Innisfree
- London & Quadrant
- Network Homes
- Newlon
- Notting Hill Genesis
- Octavia
- Odu Dua HA
- One Housing Group
- Origin
- Peabody
- Salvation Army HA
- Sapphire Independent Housing
- Soho HA

Please address any queries regarding the Approved Strategic Partner List to Brian Matthews, Housing Commissioning and Partnerships Manager, on brian.matthews@camden.gov.uk.