

# Developer Forum

Mike Robinson  
Strategic Director



[www.mansfield.gov.uk](http://www.mansfield.gov.uk)



MyMansfieldUK



@MDC News



Mansfield  
District Council

# Guest Speakers:

- Bob Woollard - Overcoming barriers to delivery – Director - Planning and Design Group
- Chris Waumsley – Land promoters – Who needs them? – Partner and Head of Planning at Freeths Lawyers on behalf of Helier Ltd
- Jon Standford - Applying smart city thinking- the emerging smart place dimension to large site planning and delivery - National Lead on Infrastructure Planning – Homes England
- Professor Janice Morphet – Housing Delivery in practice – The Bartlett School of Planning – University College London (UCL)
- Keith Holland – Housing Delivery: What’s the Inspector Thinking? – Director of Intelligent Plans and Examinations



# Planning and Regeneration Update

Martyn Saxton  
Head of Planning & Regeneration



[www.mansfield.gov.uk](http://www.mansfield.gov.uk)



MyMansfieldUK



@MDC News



**Mansfield**  
District Council

## • Local Plan

- Examination on Publication Draft May 2019
- Consult on Modifications - Autumn 2019
- Adopt Spring 2020

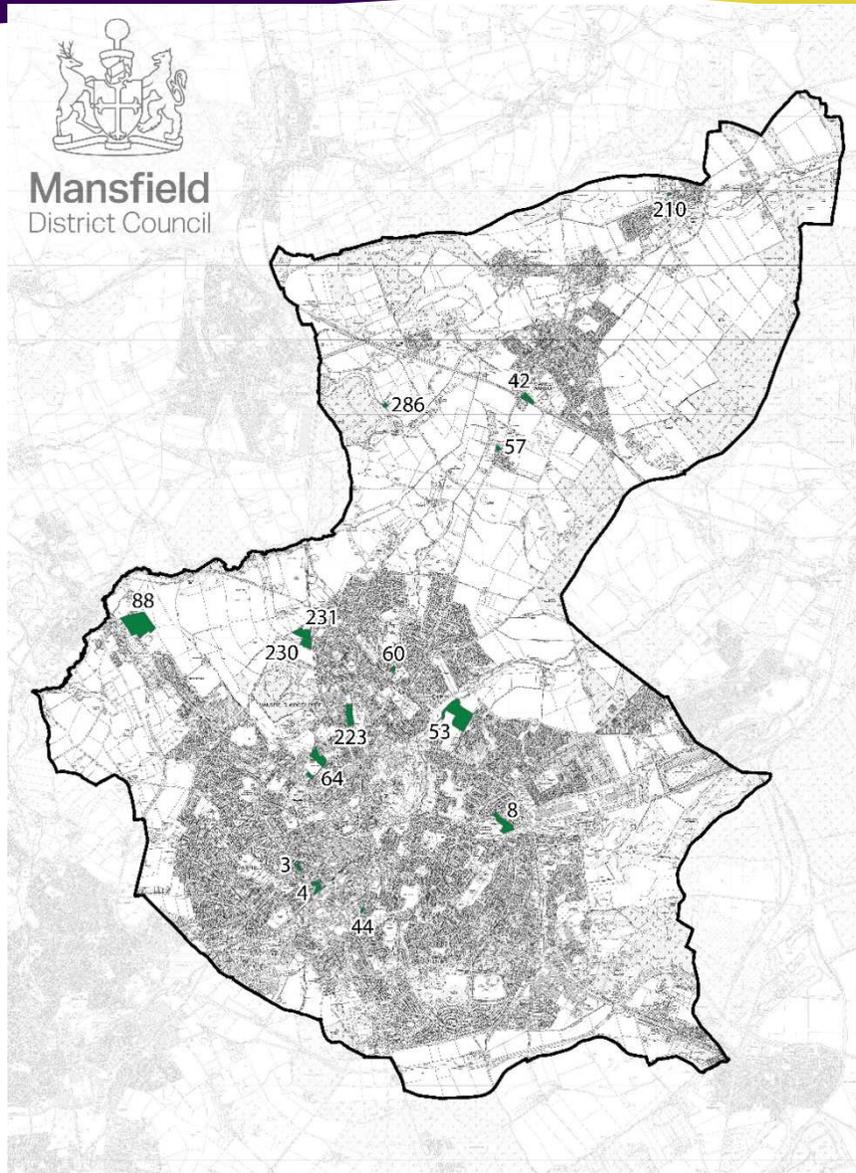
## • Gypsy & Traveller & Travelling Showpeople DPD

- Consultation on 15 potential sites July / Sep 2019
- Next steps – Regulation 19 Consultation





**Mansfield**  
District Council



© Crown copyright and database rights 2015 Ordnance Survey 100017823; Aerial Photography 1948, 2007, 2013 - Copyright GeoInformation; Aerial Photography 2005 - 'GeoMapping'; Aerial Photography 2005, 2006 - 'Cities Revealed' copyright by The GeoInformation Group

**Andy Abrahams**

Elected Mayor

**Hayley Barsby**

Chief Executive Officer



**Mansfield**  
District Council

## • Town Centre Master Plan

- revitalise the town centre/visitor economy
- links to FHSF & Towns Fund
- evidence gathering

## • Future High Street Fund

- up to £25m from MHCLG - passed Stage 1
  - investment in physical infrastructure
  - acquisition of land
  - improvements to transport access
  - support for COU for housing
- March 2020 final submission



## • Towns Fund

- announced 6<sup>th</sup> September 2019
- £25m allocated (non-competitive)
- awaiting further details
- focus on improved transport, broadband connectivity, skills and culture
- funding aimed at areas with;
  - lower income population in towns
  - below national average productivity
  - low skills attainment



## • Town Hall Refurbishment

- £1.4m scheme
- completion November
- 2 offices units let
- retail unit under offer
- 4 remaining units to be let



## • Mansfield Townscape Heritage Project

- £850k National Lottery Heritage Fund
- improvements/Renovate properties on Leeming Street/Market Place/Stockwell Gate
- grant panel set up
- launched on 3<sup>rd</sup> September 2019
- ends February 2024



- Mayor's Apprentice of the Year Award scheme for local employers taking on apprentices (CHAD Business Awards)
- New Business Surgeries
  - free support and advice
  - initially 2 days per month & 5 slots per day
  - business planning / sales / marketing
- Brexit Business Readiness Events
- Entrepreneurs Programme
  - Workshops / network events / mentoring





[www.mansfield.gov.uk](http://www.mansfield.gov.uk)



MyMansfieldUK



@MDC News



**Mansfield**  
District Council

# Developer Forum 4<sup>th</sup> October 2019

## Overcoming Barriers to Delivery – The Stakeholders Role

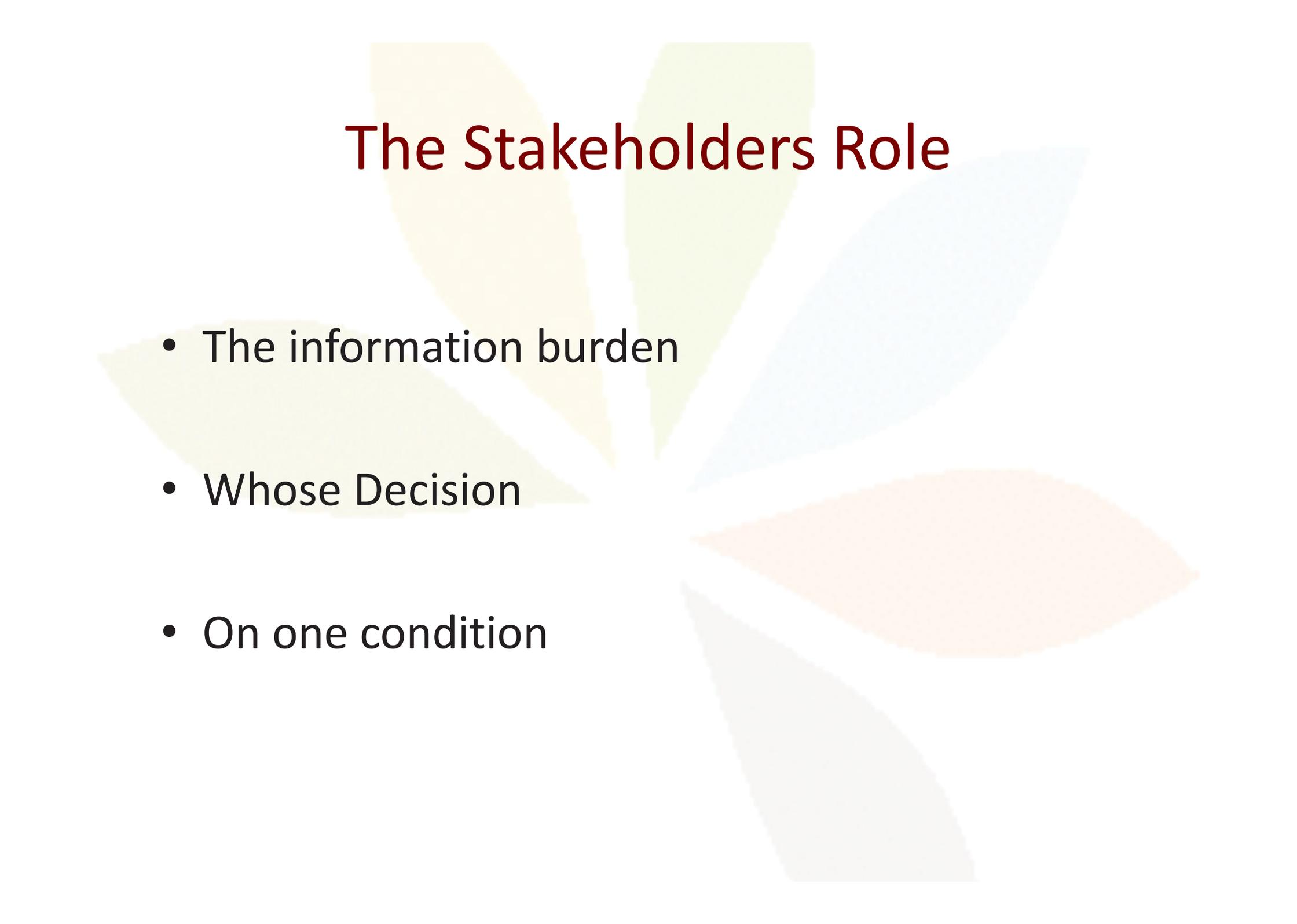


Midlands: Sherwood Business  
Park  
Nottingham

London: 5 St John's Lane  
London

[www.panddg.co.uk](http://www.panddg.co.uk)

# The Stakeholders Role



- The information burden
- Whose Decision
- On one condition

# The Information Burden

- Planning increasingly evidence based
- Statutory and non-statutory interests
- Stakeholder influences on policy
- The role of the competent authority
- The metrics of planning
- Proportionality and balance
- Fishing expeditions?

# Whose Decision?

- Give a linesman a flag and he'll wave it
- The tail wagging the dog?
- The Planning Committee
- The public interest

# On One Condition

- NPPF - Planning conditions should be kept to a minimum.
- PPG - The objectives of planning are best served when the power to attach conditions to a planning permission is exercised in a way that is clearly seen to be fair, reasonable and practicable.
- Conditions that are required to be discharged before development commences should be avoided, unless there is a clear justification.

# Legislation

- Six tests.
- Written consent of applicant required for pre-commencement conditions.
- LPA will have to give notice of intention to apply pre-commencement conditions and the reasons for them.
- Non-response within 10 days will be taken as agreement.
- If no agreement LPA can amend or remove the condition, or refuse the application.

# Negatives

- More detailed evidence required during process?
- Longer negotiations through application?
- Delay simply shifted from post-consent to pre-consent?
- Statutory consultees controlling the planning process?

# Positives

- Applicants will have more input into conditions and wording, and a choice.
- Permissions will be more 'oven ready' and commercial from the outset.
- Less doubt = less risk = higher value.
- Reduction in time from application submission to start on site.
- Greater consideration over whether conditions meet the relevant tests.

# P&DG Advice

1

Carefully scrutinize reasons – would the application be refused without? Is there policy support?

2

Examine conditions against the legal tests and challenge.  
Deemed discharge?

3

Decision makers decision – don't let the linesman do the referee's job.



# Thank You



Midlands: Sherwood Business Park  
Nottingham

London: 5 St John's Lane  
London

[www.panddg.co.uk](http://www.panddg.co.uk)

DEVELOPER FORUM  
4 OCTOBER 2019  
MANSFIELD DISTRICT COUNCIL

---

## LAND PROMOTERS – WHO NEEDS THEM?

Chris Waumsley

Head of Planning and Environment Group

Freeths LLP

Acting for Helier Limited



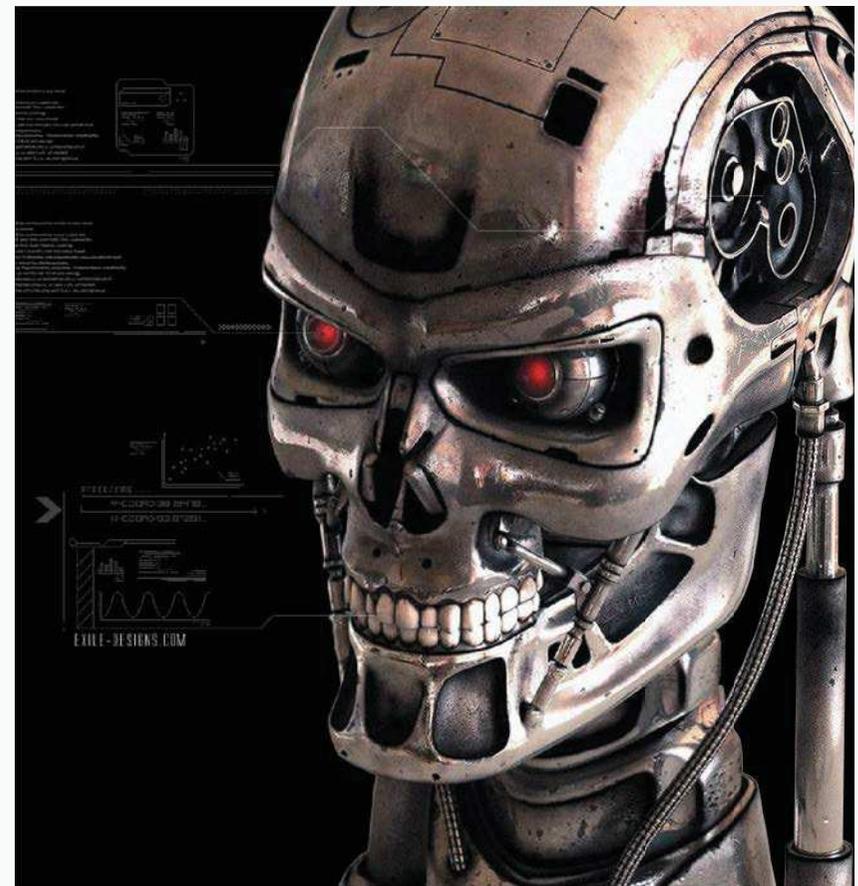
## Who are land promoters?

### Rise of the land promoters

Post recession housebuilders e.g.

David Wilson, Wimpey, Bellway, Henry Boot, Beezer, Ideal etc.

- Post recession consolidation of housebuilders focus on:
  - Short term. next 5 years
  - Cash flow and overhead
  - Building and selling houses
  - Housebuilding only
- Land Promoters emerged to fill the void



# FREETHS

## Who are they?

- Gladman – Hallam Land – Richborough;
- National coverage;
- Welbeck Estates, Harworth Group, Millennium Land  
Regional coverage;
- Generally do not build; identify strategic opportunities, assemble land, fund promotion costs; obtain Planning Permission
- Financial return on land sale to housebuilders;
- Sometimes fund and provide major infrastructure.

**Harworth**

 **GLADMAN**

  
**WELBECK**

 **Hallam Land Management**  
Planning

## Why are they necessary

- Land promotion is risky and costly
- Takes a long time
- Requires knowledge and expertise
- Mixed use
- Landowner resources
- Housebuilder focus

## How does land promotion work

### **Identify opportunity**

- Strategic study
- Land agents
- Local knowledge

### **Assemble land interests**

- Identify and contact landowners
- Identify any legal impediments
- Negotiate a deal

### **The deal**

- Promotion agreement
- Option
- Conditional contract
- Development agreement

## Key features of a Promotion Agreement

- Promote funds planning costs
- Parties agree to put land to market with Planning Permission
- Promoter takes % of sale price for cost/risk
- Landowner gets remainder or fixed price
- Sale of whole or in tranches
- Time period/lock out

## Implications for Housing delivery

- Extra stage in the development process - delay uncertainty
- Extra dip in the pot? – increases cost?
- Benchmark/minimum land value required – viability uncertainty
- Flexibility required in Planning Permission – housebuilder and market requirements
- Responsibility for infrastructure

## Key points for LPA to avoid delay in Housing delivery

- Manage consultee requirements
- Investigate and understand the deal
- Avoid complexity and uncertainty in allocations and Planning Permission
- Do not be too prescriptive
- Be realistic about viability
- Be realistic about trajectory

FREETHS

Any questions?

**FREETHS**

# Thank you

---

**Details:**

chris.waumsley@freeths.co.uk

**Phone No.** 0845 274 6809

**Work Mobile No.** 07768046611

Chris Waumsley

4 October 2019

Answers not options...

# Housing Delivery in Practice

Mansfield Developer Forum  
4th October 2019

Professor Janice Morphet  
Bartlett School of Planning, UCL  
[j.morphet@ucl.ac.uk](mailto:j.morphet@ucl.ac.uk) / @janicemorphet

## What did we do?

The research comprises of:

1. Local authority direct provision of housing survey funded by G L Hearn (September/October 2018, 184 responses representing 142 authorities)
2. Local authorities direct provision of housing: desk survey of all LA activity March 2019 funded by RTPI
3. Local authority direct provision of housing: planning issues funded by RTPI. 12 roundtable discussions and 13 case study interviews

## What did we find?

- In 2017, 57% had **companies**; in 2019 it is 78%
- In 2019, 57% councils had some form of **JV** (JVs not counted separately in 2017)
- Of those councils without a company, 23% of councils **exploring establishing** a company
- Some councils that had a company in 2017 do not have one now
- Since January 2018, at least **119 new companies** have been established
- Many councils not in WOCs, JVs or HRA are delivering through '**partnerships**' – need to do more work on this

## What practices have we have found that support this delivery of housing

1. Planners need to operate in councils where there is a **corporate commitment** to delivery in housing provision
2. The approach to achieving delivery needs to be established in the **Local Plan** and other documents
3. Delivery needs to be a key issue in **negotiation** for each development
4. Delivery needs to be **monitored**

## **Councils that are delivering often have:**

- their own **development surveyor** with experience of RPs and the private sector
- brought planning and housing officers together into a **housing delivery team**
- the HDT monitoring **all housing sites** for progress, quality and delivery of **affordable** housing
- a **housing delivery group** of all providers that meets regularly
- a **housing delivery board** that meets regularly to review progress

## **Delivery needs to be supported in the Local Plan and other policy documents**

- Local Plans that are successful in delivery should have a clear relationship with other parts of the **council** including CCG, housing strategy and delivery and services for older people, homelessness, PRS/HMOs
- **Evidence** on housing in LP is from whole council e.g. JSNA not just using NPPF method
- LA has a LP **housing delivery strategy** e.g. Bristol which assumes the council's intervention in delivery in addition to LP targets

- Using **deliverability** as a test in call for sites in terms of profit margins and type of development proposed
- have joint working on direct supply with **neighbouring authorities** e.g. funding, nomination rights
- have a clear strategy for providing for the needs of its **population** not just market homes in NPPF e.g. older people in Wigan (strategy for new homes)
- have **practical** elements e.g. space standards, access standards, design SPDs (such as Croydon)
- directly developing its own stock to **demonstrate** what quality standards are required
- **monitoring** actively to achieve ends and intervening if necessary i.e. directly through acquisition and conversion of homes

## Achieving affordable housing

- **Prioritise** affordable housing above other developer contributions
- Develop council's own schemes in policy **compliance** to demonstrate that it can be done
- Consider **profit margins** in call for sites and how affordable contribution has been included
- Indicate **type of use** on site allocations e.g. for older people, families at the same time as indicating the level of contributions required
- Set **evidence based targets using wellbeing powers** for type and location for affordable homes, monitor their achievement

- Use **economic evidence** from Local Industrial Strategy to support need for affordable housing
- Assume that the provision required for affordable housing in local authority **will not be provided** through residual funding from market development – plan is only one means
- Assume that the **council** will need to provide affordable housing directly using cross subsidy and/or Homes England grant

## Local authority actions: survey findings

Across England:

- 65% are using their Right to Buy Receipts (same as last year)
- 41% are buying back former Right to Buy properties
- 72% of local authorities are building or planning to build housing for older people (up from last year's survey results); 60% for people with physical disabilities
- 24% are building are building properties which will be below 60% market rent

## Land and planning

- 61% of authorities **acquiring** more land and/or buildings as part of a longer term investment strategy to support income
- For those authorities directly delivering housing, 95% are **building on their own land**, 44% are purchasing sites to develop, 42% are purchasing existing residential buildings, 17% are using land from the One Public Estate initiative and 13% using other public land

## **More findings on a range of delivery issues**

- Delivering housing without an HRA
- Using s106
- Providing housing for older people
- Working with a JV
- Using clawback
- Design and standards issues in planning
- Working on a major freestanding development
- Issues in the use of small sites

## **More findings on a range of delivery issues**

- Detail added to the full report through our local authority case studies: Bristol, Croydon, Doncaster, Hartlepool, Huntingdonshire, Islington, Plymouth, Salford, Slough, South Lakeland, South Worcestershire and Spelthorne

## Conclusions

- Need **corporate commitment**
- Need **relationships** with providers
- Need intensive **monitoring** and **intervention** for all sites
- Need **internal skills**
- **Local Plan is one only means** to providing quality and affordable housing
- Need to indicate **type of development** in site allocations
- Need to negotiate the Local Plan policies for each scheme through DM



Homes  
England

Making homes happen

# Design Quality – The Smart Place Component

Jon Sandford Planning, Enabling & Development team

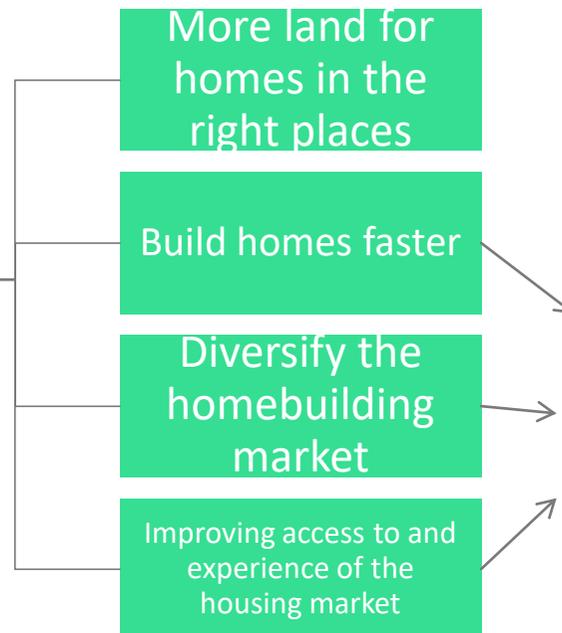
Mansfield Council Developer Forum  
October 2019

# Government Key Objective - 'fix the broken housing market'

Four key objectives for MHCLG - .. And so for Homes England ...

... and a clear view that Homes England must play a critical role in delivering this change in the market

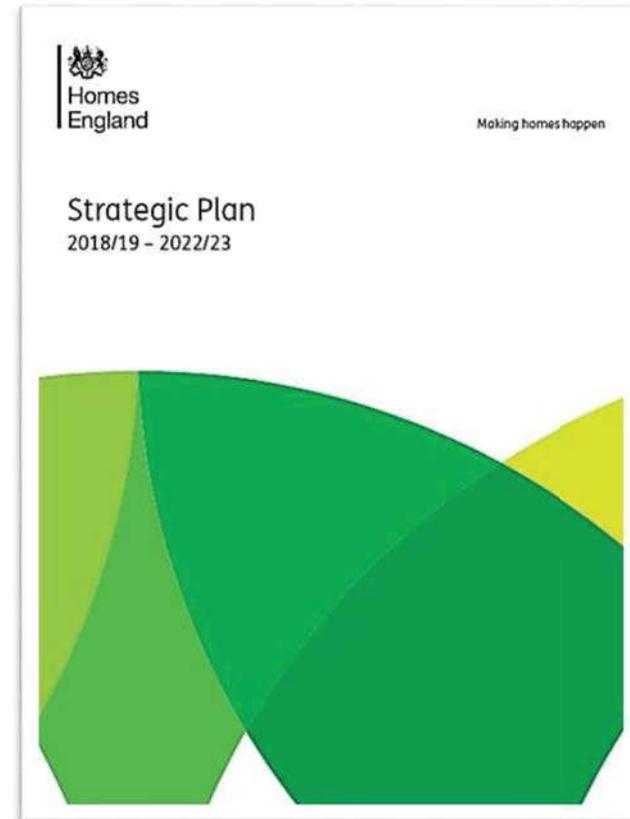
"Fix the broken housing market"



An aspect of which may be delivering "smart places" ... ?

“The new Homes England is all about making homes happen – and our new five-year plan sets out our ambitious new approach. We are committing to boosting housing supply, productivity, innovation, quality, skills and modern methods of construction to help make a more diverse and resilient market.”

Nick Walkley  
Chief Executive, Homes England

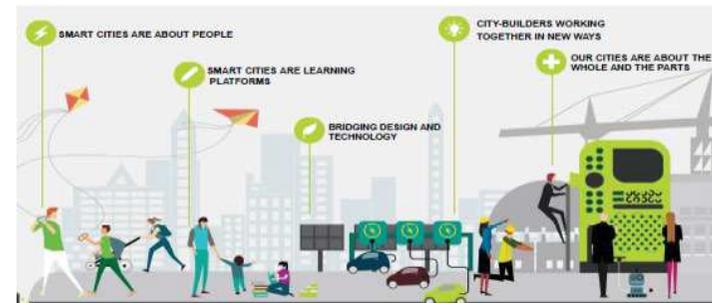
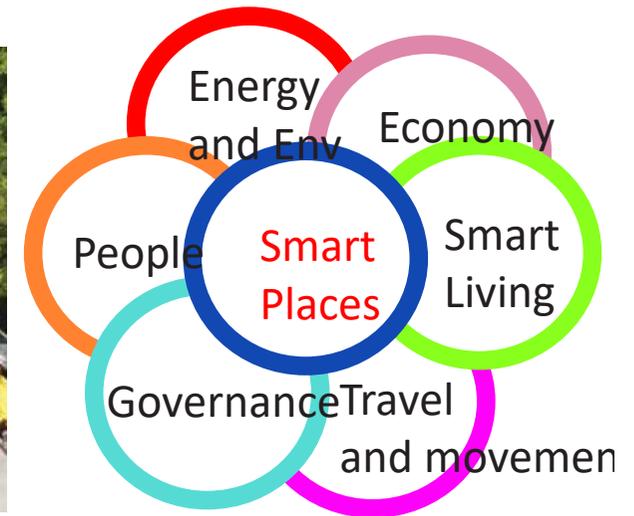


# From Smart Cities to Smart Place

- What is Smart Place?
- Why Smart Place?
- Who is involved?
- When should we respond?
- Where is it relevant?
- How to progress?



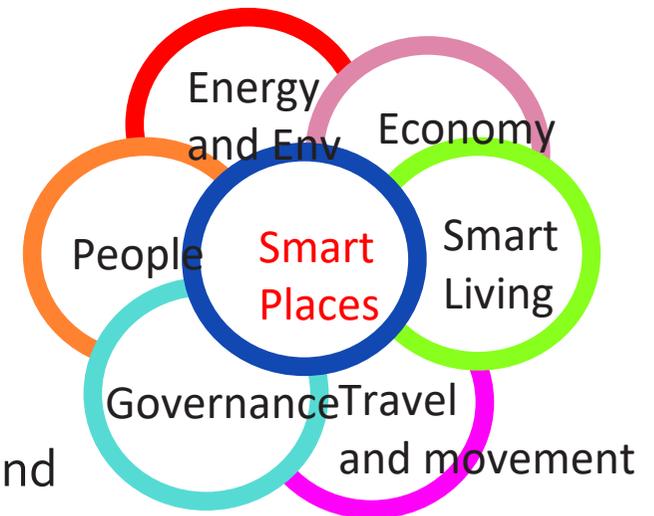
## Smart Place – Six Pillars (IBI)



# Design Quality – The Smart Place Component

- **BfL12** context
- Smart place - smart city thinking **at the site scale**
- Enhance site **competitiveness, sales, delivery**
- **Six themes** – interventions over time and spatially
- A **new component** in the master-planning process ...
- **Emerging** design and enabling area for Homes England
- **Partnership / collaborative working**
- Developing **methodology** – several pilot projects
- Links with the **MMC** process ...

## Smart Place – Six Pillars (IBI)



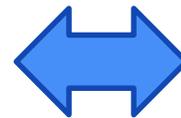
# Smart Place – Challenges

- Multi-disciplinary / **multi-perspective** approach required.
- Embrace **all built environment** components
- Project identification easy – **delivery** and funding challenges.
- **Continually evolving** technology landscape
- 5 year time horizon – uncertainty beyond – strategy **resilience**
- **Expertise** in short supply



## Smart Place Planning Skills and Stakeholders

- Intelligent transport systems GIS
- **Data Analysts**
- **Masterplanning** / urban design
- **Landscape** architecture
- **Technical partner** e; CISCO, Node, IBM, University
- **Engineering** M E, drainage, **transport**, waste, energy
- **Legal** expertise
- **Economist**

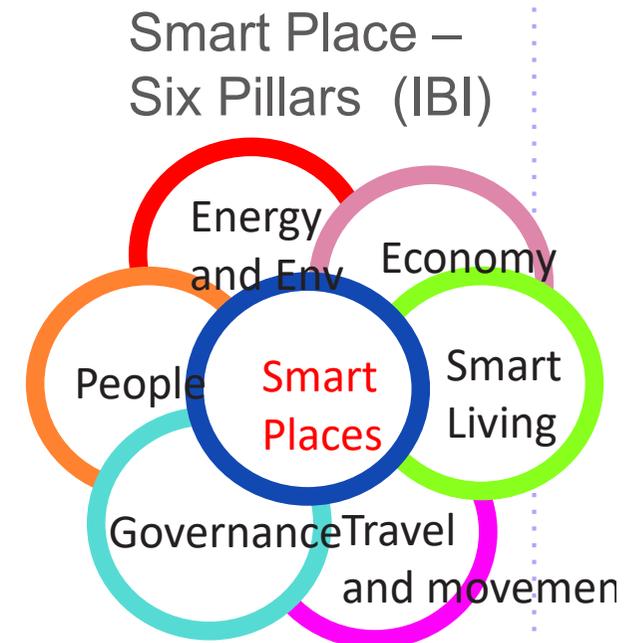


- **Statutory / Government** departments / agencies
  - DfT
  - Highways England
  - BEIS
  - Homes England??
  - Local authorities
- **Utilities** providers
- **Academics / education**
- **End users / future users / Community**
- **Technology** developers
- **Land developer / commercial**

IBI very helpful so far in formulating ideas

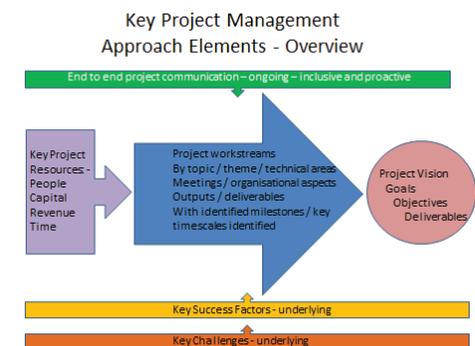
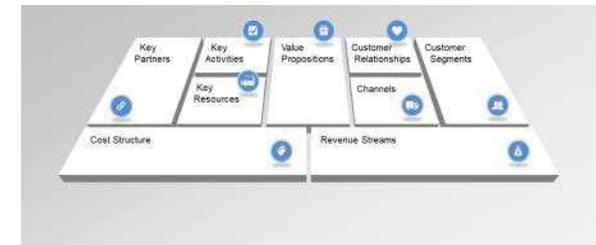
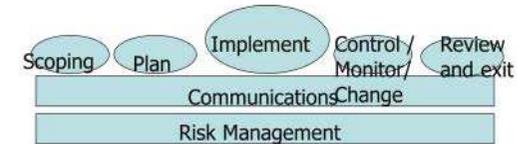
## Relevant Tech Categories for Housing Sites

- **Smart Communities:** community hub, dashboard, healthy living, real time wayfinding and information hubs, smart passes, smart services, public transport, networking
- **Smart Businesses:** business hubs, connectivity, business dashboard, multi-channel, intelligent distribution, autonomous vehicles
- **Smart Places:** social spaces, internet connectivity, multi-functional streets, street management,
- **Smart Homes:** home dashboard, smart metering, home-working, sales and after-sales, remote systems, connectivity
- **Smart Delivery:** intelligent approval systems, dynamic/ agile zoning, VR & AR



# Smart Place - Key Success Factors

- Stakeholder buy-in, **collaboration** and engagement
- **University** sector input?
- Keep **commercial** outcomes in focus – new business models
- **Tech provider** engagement
- Gloss on existing design vs **DNA** of the site design ?
- Flexibility and **shelf life** factors
- Resourcing and **project management**



# Smart Place – Homes England Enabled Projects

- Homes England position
- Homes England enabling role
- Live projects -
  - Handforth Garden Village
  - Huncoat former Housing Zone
  - Tresham Garden Village
  - Northern Gateway Rochdale
- Others in the pipeline ...



# Smart Place – A Planning Process

- Handforth GV precedent case
  - Input resources
  - Universities involvement
  - Grounded in existing masterplan
- Project work-streams and comms
- The process so far ...
- Process future developments

 Trello lets you work more collaboratively and get more done.

Smart Energy	Smart Monitoring	Smart Grid & Resilim	Smart Communities	Smart Platforms	Smart Visitor Offer	Smart Working	Smart Living and People	Smart House	Smart Digital Health	Smart Infrastructure	Smart Movement	Smart Delivery and Freight	Smart Public Transport	Smart Traffic Management	Smart Travel	Smart Vehicles
--------------	------------------	----------------------	-------------------	-----------------	---------------------	---------------	-------------------------	-------------	----------------------	----------------------	----------------	----------------------------	------------------------	--------------------------	--------------	----------------

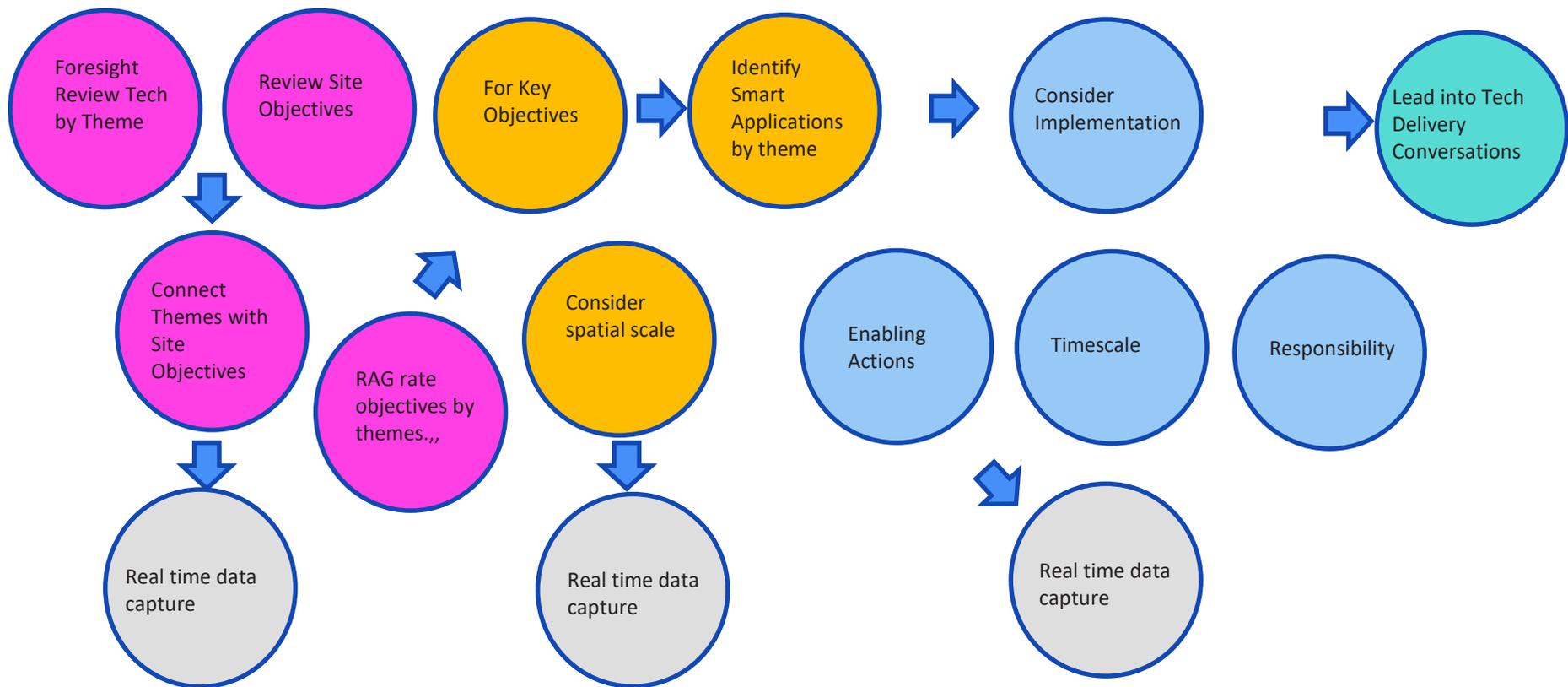


# A Potential Smart Place Design Process

- Baseline / **review** work
- **End user focus group** engagement
- **Tech partner** engagement
- Future **scenario planning**
- Tech **options** developed / evaluated / selected
- Detailed **business model** development
- Tech option **delivery** process / plan
- Integration and **iteration with masterplan** development and planning process



# The Smart Place Healthcheck Workshop - Sequential Process



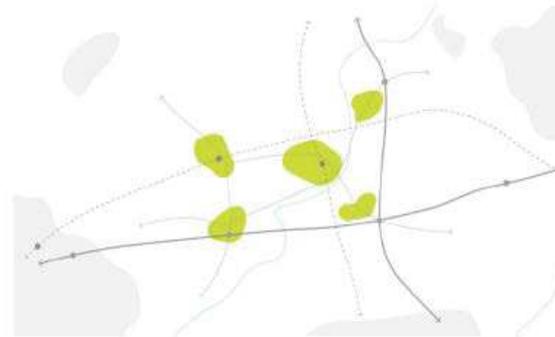
Handforth GV Smart Place Healthcheck Workshop

# Possible Spatial Application / Implications



## Smart Growth Hub:

- Delivery Partnership
- Self contained mobility
- Connected network of mobility hubs
- Central energy operation
- Village dashboard
- Central infrastructure



## + Smart Growth Cluster:

- Connected communities
- Network sharing
- Community dashboards
- Long distance active travel corridors
- Shared networks, energy, delivery mechanisms



A Series of Connected Communities / Hubs ?



# Developing Smart Place Plans (Frameworks) for Sites – (Reserved Matters) Commitment Statements

- Set out the site **context**
- **Policy** context – local and national
- Define the **need** for the smart place plan
- Define the **objectives** of the plan
- Define the **principles** and project / intervention areas

Smart Mobility  
Smart Nature  
Smart Design, Energy and Construction  
Smart Public Realm  
Smart Ready  
Smart Homes and Workplaces  
Smart Safety  
Smart Waste Management  
Smart Community

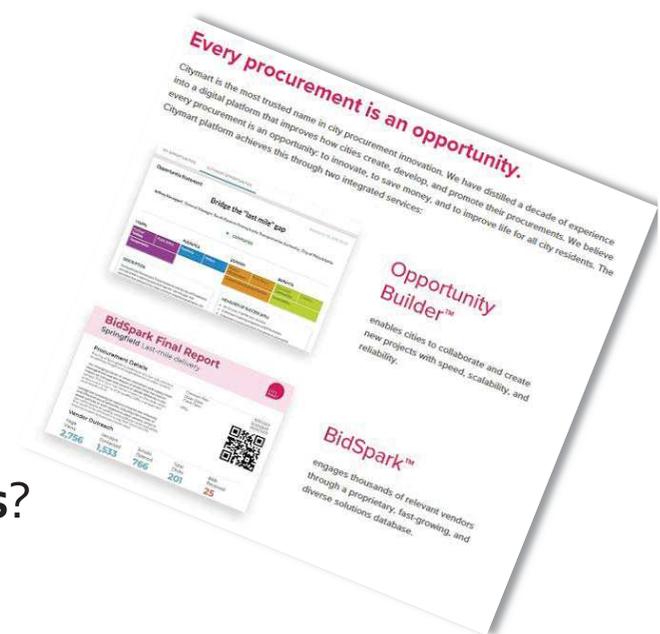


- **Smart Commitments Statement**  
Require a response in development (reserved matters)



# Delivering the Interventions ...

- Engage with project **delivery partners**
- Open expression of interest **events?**
  - Connected Places Catapult / Tech UK
  - Website usage – Citymart
- Commercially self sustaining **project propositions?**
- **New business models ...**
  - The value of data
  - Capitalising / collateral through the value of cost savings
  - Recycling data to aid community and site maintenance



# The Digital Twin Concept and Link with MMC

- Create the **digital twin** of the site
  - Site **visualisation** model
  - Site **data capture** platform
- Links with MMC delivery ...
  - Facilitate enhance **sales**
  - Enable housing unit **customisation**
  - Link to MMC **production**
  - Eg; Swan Housing



# Smart Place - Next Steps for Mansfield?

- A Smart Place Planning **Exemplar Project** ...
- Develop Smart Place planning **expertise** in the Council & collaboration
- Potential project **objectives**
- Create the **context** for smart place thinking
- Work with Homes England in developing **best practice**
- Help create a Community of Smart Place Practice



# Questions and Discussion ...



# Keith Holland

## Housing Delivery: What is the Inspector Thinking?

E: [enquiries@intelligentplans.co.uk](mailto:enquiries@intelligentplans.co.uk)

T: +44 0 1225 487230

W: [www.intelligentplans.co.uk](http://www.intelligentplans.co.uk)

# Thank you

- Feedback forms – please complete
- GDG Sign-up – please complete
- Contact us:  
[planningpolicy@mansfield.gov.uk](mailto:planningpolicy@mansfield.gov.uk)

