



Quod

Funding and Delivery

Development Economics and Housing Advisory Team



Introduction

Quod's Development Economics Team provide bespoke advice on Development Funding & Delivery. We prioritise identification of opportunities that achieve optimal outcomes for all parties through partnership, investment modelling and value add solutions.

The team has specific expertise in enabling the delivery of residential led mixed-use developments including advising on:

- **Grant Funding & Loans:** Advice on obtaining loans & grant funding from the GLA and Homes England including affordable housing grant, infrastructure funding, low-cost loans and other recoverable investments.
- **Forward Sales:** Advising on the forward sale of affordable housing, Build-to-Rent and other specialist housing land and/or buildings to registered providers and other investors.
- **Development Agreements:** Advising on the drafting of development agreements including preparing heads of terms, advising on appropriate design / specification and employer's requirements.

- **Joint Venture Partnerships:** Structures for the delivery of housing in partnership with landowners, registered providers and/or other investment vehicles.
- **Funding Structures:** Preparing bespoke financial models to identify funding requirements at key stages of project delivery and working closely with developers, investors and lenders to secure necessary investment and debt funding.
- **Value Enhancement:** Advising on the opportunities available for value engineering and enhancement of development schemes including land use, design, phasing, funding and delivery.
- **Acquisition & Exit Strategies:** Providing advice on the options available for exiting housing sites including long term asset retention, disposal or joint venture arrangements.

Quod's Development Economics team advises a range of private and public sector clients in respect of funding and delivery. Some of our key projects and clients are set out on the next pages.



Previous experience

Projects + outcomes

Barking Riverside (L&Q & Barking) Summary

Quod was appointed jointly by L&Q, Barking Council and the GLA to review options to unlock the stalled scheme and identify a viable new masterplan. Our involvement has supported L&Q in developing a viable masterplan, securing GLA funding and gaining consent for both the outline application and first reserved matters applications.

Canada Water (Southwark), British Land & Southwark Summary

We have recently supported British Land's innovative housing strategy for Canada Water, securing the Mayor's first Strategic Investment Fund allocation and an affordable homes programme grant, enabling the delivery of at least 700 affordable homes.

Gilston Park Estate (East Herts). Places for People Summary

Quod worked with the PFP, East Herts District Council and Homes England to formulate the infrastructure delivery plan and successful HIG funding bid for the 10,000-home Garden Town.

Castle Lane (Westminster), Land Sec & Notting Hill Genesis Summary

The team worked with Landsec and Notting Hill Genesis to bring forward a c.100 home affordable housing scheme in Westminster. Quod provided advice on the optimum mix of housing types, the procurement of NHG as the Registered Provider and an innovative approach to the off-site delivery of affordable housing using tradable planning credits.



Other Projects

Some of the other projects we have previously or are presently providing funding and delivery advice on include:

- Battersea Power Station (Wandsworth), BPS – RP Procurement
- Chiswick High Road (Hounslow), Great Marlborough Estates – RP Procurement
- Bromley North (Bromley), be:here - RP Procurement
- Didcot Garden Town (South Oxfordshire), SODC – Delivery Plan to Secure Garden Town funding
- Cundy Street Quarter, (Westminster), Grosvenor – RP Procurement
- Worthing Small Sites Programme (Worthing), Worthing Council – Financial modelling and funding advice
- O2 Centre (Camden), Landsec - RP Procurement
- Homebase & B&Q, (Wandsworth), L&G – RP Procurement
- North Pole Depot (RBKC), LCR - Financial Modelling
- Southwick (Adur and Worthing Council), Adur and Worthing Council - Financial modelling and funding advice
- Kingsbridge (Tower Hamlets), One Housing - Financial modelling and funding advice, GLA funding
- Tesco Barking (Barking), Eco-World & Barking– RP Procurement and GLA Funding
- Tulse Hill Estate (Lambeth), Eco-World – RP Procurement and GLA Funding

For further information on Quod's Affordable Housing & Regeneration expertise contact Claire Dickinson, Chris Wheaton or Thomas Hatch.