



## A new strategy for acquiring assets and developing land in house to:

- stimulate and support regeneration and economic growth, and
- boost the supply of new affordable homes.

## It aims to enable:

1. land and property acquisitions
2. development or redevelopment of the Council's existing or acquired assets for service delivery purposes
3. delivering new housing opportunities
4. creating social or economic value within the area from which the Council derives economic benefit.



## The background

- As a council we already have powers to acquire sites for development which we will continue to use, however there may be financial or other benefits to using an arm's length company. HBBC established Hinckley & Bosworth Development Ltd in 2015, aiming to develop new housing.
- Now we also propose to actively pursue acquiring assets and land in line with the new Acquisition and Development Strategy.

## Geography

- We'll concentrate acquisitions and development within the borough boundary to ensure maximum local impact, but the strategy's functional economic geography (FEG) – the area businesses trade and commuters travel in - extends beyond the boundaries of the borough.
- The strategy establishes the FEG as a wider area taking in the Local Enterprise Partnership (LEP) areas of Leicester and Leicestershire and Coventry and Warwickshire; the Council is a member of both LEPs.
- This will enable the Council to benefit from opportunities which may not necessarily be available within the confines of the borough and also to mitigate against the risk of developing a portfolio of assets that may otherwise be limited by geography, sector or scale.

## Principles

- **Consistency** - This strategy establishes a framework for identifying appropriate opportunities.
- **Challenge** – We'll create a robust viability appraisal and business case for each opportunity to determine whether to acquire or develop the asset. Financial modelling must demonstrate whether the investment meets or ideally exceeds the Council's minimum expectations for return. Each business case will also recommend whether the acquisition is to be held by the Council or through the development company,
- **Agility** – We need to respond without delay when opportunities arise and to be in a position to assess acquisition opportunities consistently. The property market is dynamic so it's important for the Council to be agile to ensure that suitable opportunities can be actively pursued whilst also maintaining robust and transparent governance arrangements.
- **Expertise** – we'll use our procurement process to ensure we are using suitably qualified valuers, quantity surveyors and building surveyors to ensure that decisions we take are based on professional advice.

## Funding

- Borrowing through the Public Works Loan Board (to support service delivery and not to acquire assets as investments for yield, a requirement of this funding source).
- Capital Programme fund of £15m to fund proposals which are brought forward and are supported by a detailed business case.

## Corporate plan objectives

This strategy supports our Corporate Plan objectives to:

- grow the local economy
- support business growth
- support employment opportunities
- encourage regeneration
- stimulate the supply of new affordable housing.



### Links with other strategies:

- Property Asset Management Plan (AMP) 2022 to 2025
- Economic Regeneration Strategy 2021-2025
- Asset Management Policy
- Building Maintenance Plan
- Property Maintenance Policy.
- The Council's Economic Regeneration Strategy 2021-2025

