

**MAYOR OF LONDON**

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# **The Mayor's Care and Support Specialised Housing Fund**

Homes for older and disabled Londoners

August 2018

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Department  
of Health &  
Social Care

**MAYOR OF LONDON**

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## CONTENTS

|                   |   |           |
|-------------------|---|-----------|
| <b>1</b>          | <b>INTRODUCTION</b>   | <b>4</b>  |
| <b>2</b>          | <b>TYPES OF HOUSING</b>   | <b>8</b>  |
|                   | Accommodation for older people with care needs                    | 8         |
|                   | Accommodation for adults with disabilities or mental health needs | 9         |
|                   | Remodelled accommodation  | 10        |
|                   | Innovation  | 10        |
| <b>3</b>          | <b>AFFORDABLE HOUSING</b>   | <b>12</b> |
|                   | Tenure  | 12        |
|                   | Types of tenancy and rent setting requirements                    | 13        |
| <b>4</b>          | <b>PRIVATE HOUSING</b>  | <b>14</b> |
| <b>5</b>          | <b>ASSESSMENT CRITERIA</b>  | <b>16</b> |
| <b>6</b>          | <b>THE BIDDING PROCESS</b>  | <b>20</b> |
|                   | Bidding for the affordable housing strand of the fund             | 20        |
|                   | Bidding for the private housing strand of the fund                | 21        |
|                   | Timetable   | 22        |
|                   | Other information   | 22        |
| <b>Appendix 1</b> | <b>Further information for bidders</b>                            | <b>23</b> |

This document is supplementary to the [Homes for Londoners Affordable Homes Programme 2016-21 Funding Guidance](#), to which prospective bidders should refer.

# 1 INTRODUCTION

The aim of the Care and Support Specialised Housing Fund is to enable Londoners to live independently as they get older, and access care and grow older in the same place through flexible, well designed and innovative housing products. It is about providing more and better specialised housing for older people and disabled adults.

Since 2013/14, the GLA has been administering London's share of the fund through the Mayor's Care and Support Specialised Housing Fund. This fund, which has been extended to 2021, makes available up to £111m of capital.

## Housing for older people and disabled adults

Although London is a relatively young city compared with the rest of the UK, 11 per cent of those who live in the capital, over 900,000, are aged 65 or over<sup>1</sup>. Of these, 14 per cent (around 123,000) are aged 85 plus. While the number of older people overall is expected to rise relatively slowly in the next 10 years, an increase of around 23 per cent is projected in those aged 85 or over<sup>2</sup>. London is also home to 1.2 million disabled people, just over a half of whom are older people<sup>3</sup>. Around 64,500 Londoners have dementia, mainly late onset<sup>4</sup>. This number is projected to rise to around 75,000 by 2021<sup>5</sup>. It is estimated that around two thirds of those with dementia in 2020 could potentially live independently (that is, will not require constant care and supervision), though most will need some support<sup>6</sup>. In addition, the number of adults with a learning disability in London is projected to increase from 147,000 in 2010 to 186,000 in 2030, an increase of 27 per cent over 20 years.

Many of the housing issues faced by older and disabled people are no different from those faced by the rest of the population, as are their housing aspirations and preferences. However, there are also some specific issues that need to be addressed, particularly in terms of enabling independent living, responding to changing needs over time and promoting health and wellbeing. The Mayor is wholly committed to enhancing older and disabled people's housing choices and meeting their housing needs, and the combination of his powers in planning, health and housing put him in a unique position to fulfil this commitment.

Remaining in their own home – either with or without support - is the best option for many older and disabled people. As the Dilnot Commission recommended, for home owners in this position, simple and attractive financial products are needed to enable them to maintain, adapt and where necessary, purchase care in their homes and release equity that they can use, should they need to.<sup>7</sup> However, for others it can become increasingly difficult to manage, maintain and move around a property that may have been ideal in the past but no longer meets their needs and cannot be adapted to do so. A range of choices for those people is essential. For some, it may

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<sup>1</sup> GLA Datastore, 2011 Census, 2012

<sup>2</sup> GLA, Equal Life Chances for All Londoners – disability equality 2010

<sup>3</sup> GLA, Equal Life Chances for All Londoners – disability equality 2010

<sup>4</sup> NHS London, London Dementia Needs Assessment 2011, 2011

<sup>5</sup> Op cit.

<sup>6</sup> Op cit.

<sup>7</sup> Fairer care funding, Report of the Commission of Funding Care and Support, July 2011

be a matter of moving to somewhere smaller, for others the solution may be to move to a more accessible home and in some cases the answer is housing with some degree of support. In addition, older and disabled people have a range of financial circumstances, meaning that their housing needs could be met in a range of tenures and, for owner occupiers, be at least partly funded through the release of equity in their current homes. Furthermore, there is a need to enable independent living (avoiding unnecessary residential care) for those being discharged from hospital with an injury or condition that means that their previous home is unsuitable. The Mayor's housing offer to older and disabled people very much recognises this range of needs and circumstances.

Well-designed, high quality and flexible housing is particularly important for these Londoners. The Mayor's [draft London Plan](#) sets out policies on housing quality and standards, including accessibility<sup>8</sup>. For example, it states that to provide suitable housing and genuine choice for London's diverse population, residential development must ensure that:

- at least 10 per cent of new homes meet Building Regulation requirement M4(3) 'wheelchair user dwellings', i.e. designed to be wheelchair accessible, or easily adaptable for residents who are wheelchair users; and
- all other new homes meet Building Regulation requirement M4(2) 'accessible and adaptable dwellings'.

The Mayor's [draft London Housing Strategy](#) commits to a range of options to improve housing opportunities for older and disabled people<sup>9</sup>. The provision of new homes is, perhaps, the area in which the Mayor can make the biggest difference. The provision of good quality, specialised housing for older people and disabled adults plays a critical role in helping them to live as independently as possible, and in helping carers and the wider health and social care system to offer support more effectively. It also is a good use of public investment, with a positive impact on health and social care spend, through, for example, the prevention of falls, a reduction in the levels of re-admittance to hospital and the avoidance of residential care. It is estimated that capital spending on specialised housing results in an estimated net saving across all groups of beneficiaries of around £940 per person per year (ranging from £444 for older people through to £6,800 for people with learning disabilities)<sup>10</sup>.

### **The Mayor's Care and Support Specialised Housing Fund**

This fund provides a much-needed opportunity to boost the number of homes being provided for this group and the range of options available. One area of particular shortage is extra care housing, with an estimated 16,700 homes of this type required over the next five years. Specialised housing for those who wish to own their own home is also in short supply. The [draft London Plan](#) contains annual borough benchmarks for specialist older persons housing to be delivered between 2017 and 2029, with an annual total of 4,115 homes<sup>11</sup>.

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<sup>8</sup> Greater London Authority, The London Plan, The Spatial Development Strategy for Greater London, Draft for Public Consultation, September 2017

<sup>9</sup> Greater London Authority, London Housing Strategy, Draft for Public Consultation, September 2017

<sup>10</sup> Frontier Economics, Financial benefits of investment in specialist housing for vulnerable and older people, a report for the Homes and Communities Agency, 2010

<sup>11</sup> Greater London Authority, The London Plan, The Spatial Development Strategy for Greater London, Draft for Public Consultation, September 2017

Among the Mayor's key aims in [draft London Housing Strategy](#) is to ensure a way off the streets for every single rough sleeper in the capital. To help achieve this, the Mayor is responsible for commissioning a range of pan-London rough sleeping services and for delivering the Homelessness Change Programme. This fund can also play a key role. Currently, 10 per cent of hostel residents are over the age of 55, some of whom cannot move on because the type of provision that would meet their needs for care and support simply does not exist.

In addition, the GLA recognises the particular needs of older and disabled ex-forces armed forces and does not wish to see them disadvantaged in terms of access to the affordable homes by virtue of their career and their life circumstance on leaving the forces.

The Mayor wishes to use this fund to stimulate the London market, for both affordable and private homes, primarily by providing financial incentives to the sector in order to increase supply, at a time when macroeconomic factors may place limitations on the growth of the market.

We wish to work in partnership with the owners of public land across London to help them to bring their under-utilised land back into use for the maximum public benefit. For example, we are particularly interested in proposals where, together with NHS and PCT, there is a mutually beneficial outcome where land receipts can be optimised and where new specialised accommodation can help reduce the burden on stretched health and care budgets.

The fund will stimulate the specialised housing market across the capital by:

- improving the appeal of specialised housing options available to Londoners by increasing the variety, quality and number of homes available, particularly those for sale or shared ownership;
- supporting the supply of well-designed affordable housing schemes including a specialised element;
- promoting new and innovative types of supported housing schemes, which may incorporate new technologies that are designed to help deliver appropriate levels of care for Londoners;
- supporting supply of specialist housing across the wider market; and
- improving joined-up working at a local level between local authorities, housing developers (private and affordable), health professionals, social services and local planners. This will result in a legacy of good practice and local analysis and assessment of need that can inform and ensure future development of specialised housing whilst adhering to the needs of Londoners.

The fund can be used to build new specialised homes, and remodel existing poorly utilised accommodation, including sheltered and extra care. These new homes must be designed to high standards that will enable disabled and older people in London to live independently but where high levels of care can be economically provided for the resident if and when it is required. They will provide a range of property for rent and for sale that will be particularly of use for those people whose care cannot be adequately delivered in their existing home.

It also provides a unique opportunity to explore innovative approaches to the design and construction of homes for older and disabled people, embracing some of the

ideas contained in the [HAPPI report](#). These include creating popular suburban style communities at higher densities and delivering a new 'easyfit' form of housing for older people.<sup>12</sup>

### **Scope of the programme**

The Fund is split into two parts:

- the first focuses on affordable housing and is open to all providers who are, or who intend to become, GLA Investment Partners; and
- the second focuses on the private market, to encourage greater provision of specialist housing, particularly for private market home ownership.

There is no pre-determined split of funding between the two parts.

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<sup>12</sup> Housing our Ageing Population: Panel for Innovation (HAPPI), Meeting housing needs of older people, Homes and Communities Agency, June 2009

## 2 TYPES OF HOUSING

This fund covers specialist housing for older people and for adults with disabilities. We expect bids for both to include accommodation which offers 'homes for life', providing a long-term solution rather than a temporary stay. This is aimed at individuals who would benefit from a home which is adapted to suit their individual needs, and to provide, for many people, a genuine alternative to them entering residential care.

Bids are not restricted in the exact level of care provision that they offer. However, since bids will be judged on how well they are responding to local needs, bidders may wish to consider a mixture of provision within the same development. In all cases, bidders should demonstrate how their development will adhere to relevant guidance or best practice in the design of their scheme.

Across the capital it is recognised that over 10 per cent of those that are rough sleeping or who are in hostel provision, are over the age of 55. We therefore welcome innovative bids that can address the needs of these older people, taking into account that due to their life circumstance they are often in need of additional care and support. We welcome bids that seek to address, in part, this demographic and which will in turn relieve pressure on homelessness services across the capital.

### **Accommodation for older people with care needs**

For older people, the fund is aimed at specialised housing designed specifically with older people in mind, with access to personal care and/or support when required. It is important that the care service is flexible so that the resident can be maintained in their home by increasing or reducing the care package provided to them as and when their individual needs change.

For the purpose of this programme bidders are expected to focus on 'specialised housing models' as illustrated within the spectrum of care in the [HAPPI report](#), to include models such as extra care and sheltered housing.

Additionally, bids which provide innovative housing opportunities for older people, including independent living for those suffering from dementia or for those wanting to provide mutual support through community-led housing models are acceptable. Such bids shall be welcome where they meet the programme objectives and include some of the required features listed below.

The fund is not available to support the development of traditional residential care homes or for general needs housing developments that are restricted to older people.

For clarity, bids are expected to include the following features:

- individual dwellings with their own front door;
- flexibility to adapt or install equipment or assistive technology in the home;
- varying level of personal care and support available to individuals including for example access to GP and/or other health services. This might be provided directly as part of the scheme or through appropriately locating the scheme to take



advantage of easily accessible and local facilities; and

- where schemes are for older people, communal areas such as a lounge.

For further guidance on the features of housing that are pertinent, bidders should refer to the definitions of specialised housing as outlined in the [HAPPI report](#), as well as definitions provided in the Mayor's [draft London Plan](#).

For further information on extra care housing, prospective bidders may wish to refer to the Housing Learning and Improvement Network (LIN) guidance: <https://www.housinglin.org.uk/Topics/browse/HousingExtraCare/>.

Funding is also available for specialised dementia developments. For further information on this form of housing, prospective bidders may wish to refer to the Housing LIN guidance: [www.housinglin.org.uk/Topics/Browse/HousingandDementia/Provision](http://www.housinglin.org.uk/Topics/Browse/HousingandDementia/Provision).

### **Accommodation for adults with disabilities or mental health needs**

Proposals are welcomed for specialised housing under the following three client group headings:

- people with learning disabilities;
- people with physical or sensory disabilities; and
- people with mental health problems.

The Fund is expected to help contribute towards housing for adults with disabilities that will support greater independence. To this end, the provision of personal care and support as an integral part of the development is not a requirement for all proposals, since many adults with disabilities may only require accessible or suitably adapted homes.

However, bids are also welcomed for housing provided for adults with disabilities or mental health problems who do require a dedicated level of care and support, including housing for people with autism or learning disabilities.

This includes both semi-independent and independent living, provided the housing units are in some way tailored to meet current and future individual needs. Bidders should demonstrate how their proposed scheme would meet individual requirements for care and/or support for the people they are intended for.

These schemes should include:

- individual dwellings with their own front door;
- flexibility to adapt or install equipment or assistive technology in the home; and
- varying level of personal care and support available to individuals, including access to GP or other health services. This might be provided directly as part of the scheme or through locating the scheme near easily accessible and appropriate local facilities.

In addition, bids are welcomed for wheelchair and other adapted housing. It is recognised that, depending on the planned care needs of the residents, wheelchair adapted homes would not necessarily require on site or on call care and support services.

Similarly, for adults with mental health needs, any care packages on offer would have to be specifically tailored, but there may not be a need for personal care.

The Housing LIN has a range of resources on developing homes for adults with disabilities or mental health needs, including:

- <http://www.housinglin.org.uk/Topics/browse/HousingLearningDisabilities/OlderPeopleLD/>
- <http://www.housinglin.org.uk/Topics/browse/PhysicalDisability/>
- <http://www.housinglin.org.uk/Topics/browse/HousingMentalHealth/HousingOptions/>.

Information on the design of homes for people with autism can be found here:

<https://www.autism.org.uk/professionals/others/architects.aspx>.

Further guidance on the design of homes for people with learning disabilities can be found here: <http://www.housingandsupport.org.uk/housing-and-support-options>.

### **Remodelled accommodation**

Proposals to remodel existing schemes where it can be shown as representing value for money are acceptable. This is subject to local authority agreement that the existing scheme is no longer suitable, and that the remodelled project will continue to meet local needs over the long term. Bids should include details of any public funding that has previously gone into the scheme.

Care should be taken when considering remodelling existing schemes as it can be cost effective to demolish and deliver better standards than remodelling can achieve. It is also important to consider the implication of VAT on refurbishment works and the potential of increasing density to deliver an increased number of homes.

The decision to remodel should be based on an options appraisal for the site where the remodelling option can be shown to provide a better overall outcome than the option to demolish and rebuild new, and potentially an increased number of, units to current design and quality standards. We will consider funding remodelling where capital grant has been used to fund the scheme (that is to be remodelled) previously. However, the bidder will need to state in their supporting statements the amount of previous grant funding and how the reinvestment of this previous funding is reflected in their current bid for funding.

Remodelling is attractive where it can also provide the provision of new units over and above the simple remodelling of existing unit numbers. We will prioritise remodelling bids where the new proposals make the best use of the land or site available, and where additional housing can be provided.

### **Innovation**

We welcome bids that demonstrate a commitment to work with public bodies to use their land holding in a mutually beneficial way that optimises their land receipts and delivers specialised accommodation for the benefit of Londoners. For example, by using mechanisms where, following land disposal, a deferred land receipt can deliver an increased value.

We are particularly interested in proposals where bidders are engaged if not in partnership with NHS and PCT partners and where the delivery of new specialised accommodation can help reduce the burden on stretched health and care budgets.

One of the most important areas is encouraging and testing new technologies that enable people to live independently and remain in their home and this is the next step beyond adaptations to the home. These solutions built in now can go a long way to delivering a home for life.

There is a recognition that some of the best developments are designed using a degree of innovation employed in response to the local area or the needs of specific client groups.

Bidders are encouraged to consider recent publications and research, to develop new ideas and concepts, and to build on appropriate good practice to develop schemes that are innovative in terms of design, delivery, management, tenure and location. Proposals which are located so that they can share existing local facilities and amenities or open up proposed facilities to a local community are encouraged.

Solutions should have a positive effect on the long-term usability of homes for their residents and to offer good value to the programme as a whole, including through making sustainable savings to local health budgets. Innovation may include a consideration of different tenure forms of housing, such as mutual or cohousing. The Housing LIN offers a range of resources on cohousing:

<https://www.housinglin.org.uk/Topics/browse/Housing/HousingforOlderPeople/Cohousing/>.

## 3 AFFORDABLE HOUSING

### Tenure

Funding is available for schemes that offer affordable rented homes or affordable home ownership. The mix of tenures on a site should be developed to best meet local need.

#### London Affordable Rent

It is expected that the homes funded by the Mayor's Care and Support Specialised Housing Fund will be let using London Affordable Rent agreements, with the term of the tenancy appropriate for the client group and with rents set at levels which are genuinely affordable. Rents set at or below the GLA's London Affordable Rent benchmarks, as set out in the [Homes for Londoners Affordable Homes Programme 2016-21 Funding Guidance](#), will automatically be deemed genuinely affordable. Other rent levels will also be considered - where the provider is able to demonstrate to the GLA's satisfaction that the homes would be genuinely affordable – the rents are set no higher than Local Housing Allowance levels and there is at least a 20 per cent discount to the relevant market rent.

#### London Shared Ownership

Bidders need to work flexibly with local authorities to understand their needs and to tailor the level and type of affordable home ownership to meet their priorities within the local area.

The provision of homes for owner occupation is a priority of the Fund. Shared ownership is a product that is designed to help people who are in housing need and who cannot otherwise afford to purchase without assistance. Through shared ownership the purchaser buys a share of the property on a leasehold basis and pays a low rent on the unsold share, not more than 2.75 per cent of the value of the unsold share.

Initial shares can start at 25 per cent and rise to an initial maximum purchase of 75 per cent. Shared owners have the ability to 'staircase' - the process of obtaining further shares in 10 per cent increments, until they are the outright owners of the property. The rent payable on the unsold share is reduced in accordance to the percentage of the additional shares purchased.

[Older People's Shared Ownership](#) is a variation of the standard shared ownership product. It is designed to enable older people to buy a home with support on a shared ownership basis (usually using the equity released from the sale of their existing home). It supports choice and enables older people to continue to live independent lives. It has the same features as standard shared ownership but with additional parameters.

The key points are:

- a restriction on sales (and future re-sales) to people over 55;

- a 75 per cent ceiling on staircasing purchases, with no rent charged where 75 per cent has been bought; and
- provision of access to a dedicated scheme manager.

There is a clear priority for assisting existing older home owners, who now need accommodation specifically adapted to enable them to receive appropriate care and support, to maintain their home ownership aspirations. Indeed, it is recognised that where older people move into specialised accommodation they will likely provide more family sized accommodation for use by London families.

We will look to prioritise shared ownership proposals where the bidder will work in partnership with the local authority to identify potential purchasers that may consider moving into specialist accommodation. Where people decide to take up the opportunity to move their action would free up larger sized homes for use by London families. Providers whose offers include affordable home ownership proposals will be required to outline their targeting and marketing plans to encourage access by social tenants.

For information on planning, commissioning, developing and marketing mixed tenure extra care housing, see the following Housing LIN briefing:

[www.housinglin.org.uk/library/Resources/Housing/Support\\_materials/Technical\\_briefs/H\\_LIN\\_TechBrief\\_3\\_MixedTenure.pdf](http://www.housinglin.org.uk/library/Resources/Housing/Support_materials/Technical_briefs/H_LIN_TechBrief_3_MixedTenure.pdf)

### **Types of tenancy and rent-setting requirements**

Registered Providers offering affordable rented homes need to ensure that they comply with the social housing regulator's tenancy standard. For many, a lifetime tenancy will be appropriate for the needs and circumstances of the prospective tenant. For some types of property, it may be appropriate for the tenancy to be set for a shorter term (with an expectation of a minimum of five years) and with renewal of the tenancy subject to the needs of the occupants at that time.

The housing funded under this programme is likely to include a range of services to support the particular needs of the client group.

When setting a London Affordable Rent higher than the benchmarks set out in the [Affordable Homes Programme Funding Guidance](#), gross market rent comparables should be based on similar types and models of service provision. Where there are insufficient comparables for similar types of provision in the local area, valuers should be requested to identify comparables from other areas, and extrapolate their best view of the gross market rent that would be applicable in the location in which the property is situated.

Allocations and nominations processes for homes funded through this programme should mirror local authorities' and Registered Providers' existing frameworks. Bidders should note that converting existing social rent properties to London Affordable Rent is not permitted under this programme.

## 4 PRIVATE HOUSING

One aim of the fund is to stimulate delivery in the private market by encouraging new, as well as existing, entrants into the sector to increase the private provision for this client group across the capital.

It is recognised that the delivery of private homes for older people has different drivers, restrictions and funding needs to the delivery of affordable homes. We understand that developers face a range of barriers in increasing supply in the private sector and this fund looks to address these challenges, facilitating and investing in a range of market facing products tailored to the needs of older and disabled adults.

The fund will stimulate the private specialised housing market across the capital by providing development finance to increase the supply and choice of private housing options for older and disabled adults.

- improving the appeal of specialised housing options to a wider range of individuals by increasing the variety, quality and number of private housing units available, particularly for sale;
- supporting new and innovative types of specialised and supported housing which will support individuals and local communities by locating supply in desirable locations where people would choose to live such as town centres;
- encouraging innovation in the specialised home by utilising improved smart home technology that can improve the health and well-being of the owner through tailored support such as enabling domestic task automation, easier communication and higher security; and
- improving joined-up working at a local level between local authorities, housing developers, health professionals, social services and local planners. This will result in a legacy of good practice and local analysis of need that can inform and sustain the development of specialised housing.

The key target audience is likely to be existing homeowners, who are over 55 and are looking to downsize into a more appropriate home that will better meet their needs in later life.

The homes should be made as affordable as possible, with an expectation that open market values will, where possible, be below London average house prices.

Funding is available to cover eligible development costs as:

- loans – on commercial terms – The interest rate will be calculated using state aid compliant interest rate plus a margin which takes into account an assessment of creditworthiness and collateralisation. Interest will be added to the loan from the date of drawdown of the funding and ideally serviced on regular intervals (annual/quarterly); and
- equity – on a pari passu basis – the GLA invests alongside the developer's

equity investment. The GLA will not invest more equity than the developer. Once any loans are repaid, project receipts are shared proportionately between the GLA and the developer.

All investment must be State Aid compliant. The GLA will seek to structure its investment in the ways set out below. These are designed to ensure the Fund design complies with EU State Aid rules.

The level of investment offered by the GLA, at the end of the due diligence process, will be based on the GLA's view of the minimum necessary for the project to proceed and of recoverability, and a maximum of 65 per cent of the eligible development costs. Both the quantum and type of investment offered by the GLA will be based on the GLA's appraisal of the project and might be less than the funding sought.

The GLA is also interested to work with prospective partners in accelerating the delivery of homes to meet these objectives by using the investment to acquire sites. This may be by drawing down GLA investment early in the process to fund acquisition, remediation or demolition, or could involve a partnership with a public sector landowner.

Other key terms will include the following:

- the GLA may require that funding be drawn down against defined and evidenced qualifying expenditure;
- the GLA's liability will be limited to the value of its initial investment;
- all GLA investments will be secured appropriately, usually through a charge on sites; and
- the GLA will aim to achieve a first charge in all instances and where there are other lenders are involved in the scheme an intercreditor deed (ICD) will be required.



## 5 ASSESSMENT CRITERIA

The GLA will assess all bids received against key criteria:

- value for money;
- deliverability within the timescales of the programme;
- fit with local strategic priorities;
- sustainability (including how the design of the building will allow for flexibility of future use as local needs change and expectations of on-going revenue funding); and
  - design quality – all new units must meet the Mayor's standards as set out in the draft London Plan, and it is the ambition that remodelled and refurbish units should meet this standard as well. Priority will be given to those that present innovative design solutions or best demonstrate good practice, for example through their response to the HAPPI principles. Bidders should also comply with the new building safety standards set out on page 19.

Assessment will be on a scheme by scheme basis, with assessment and allocation decisions made on each scheme separately.

### Value for money

- There is no set funding per unit expected, reflecting the understanding that different forms or specialist housing and levels of care and/or support may require different levels of government funding. The GLA will assess bids based on value for money, to ensure that the programme can deliver maximum impact for the funding available.
- Bidders will be expected to demonstrate where they have maximised their other sources of funding, for example as a result of joint working with local partners, to lessen reliance on grant funding.

### Deliverability

- All units of affordable housing schemes benefiting from grant funding must have started on site by 31 March 2021.
- Bids for loan or equity for schemes that will complete by the end of 31 March 2021 will be prioritised over those that do not.
- Bids should only be made on named schemes where plans are far enough advanced to give some certainty of delivery and where local authority agreement for the proposals has already been achieved.
- Priority will be given to schemes which have already achieved, or are well advanced in the process of achieving, planning consent and confirmation of any necessary revenue funding.

### Fit with local strategic priorities

- Local authorities have a strategic role in identifying local needs and how best to



meet those needs, including plans for specialist housing. The Department of Health and Social Care and the GLA will wish to ensure that proposals are in line with locally identified strategic priorities.

- Bidders should provide information to demonstrate that their proposal is in line with priorities outlined in strategic needs statements or other evidence to show fit with local needs and strategic priorities.

#### Strategic Housing Assessments

- As part of their local strategic housing policy, local authorities are expected to undertake an assessment of the local housing market, including current and future trends for demand. Many local authorities undertake this in the form of Strategic Housing Market Assessment (SHMA), which should specifically take account of the demand for older people. Some authorities are undertaking a market position statement which will incorporate an assessment of the local housing market. Bidders should demonstrate how their proposal fits within the priorities of the local authority with reference to older people and adults with disabilities.

#### Health and Wellbeing Boards, Joint Strategic Needs Assessments, and Joint Health and Wellbeing Strategies

- Joint Strategic Needs Assessment (JSNA) - local authorities and Health and Wellbeing Boards have a statutory duty to produce a strategic needs assessment that details the level of local need, and this should include a survey of current and likely future housing need. Bids from local authorities should contain clear references to relevant sections of their JSNA, demonstrating how the completion of their proposed development will benefit their local community. Since the JSNA is prepared by the local health and wellbeing board, bidders should also demonstrate that their proposed scheme is consistent with the JSNA and the relevant London Health and Wellbeing Strategy.
- Health and Wellbeing Boards - these have been established in every upper-tier local authority in England. They will be the place where local health and social care commissioners, including the local NHS, will develop joint leadership across health and care services, including influencing services which impact upon health, such as housing.
- Health and Wellbeing Boards must develop Joint Health and Wellbeing Strategies (JHWSs), to address needs identified in their JSNAs, and these must underpin local commissioning plans across health and care services, and possibly beyond. Bids should contain clear references to evidence from their JSNAs and JHWSs, demonstrating how the completion of their proposed development will benefit their local community's health and wellbeing.
- We would expect that proposed bids demonstrate evidence of buy-in by members of the Health and Wellbeing Board, based on the opportunities for improving local health and wellbeing, as well as potential joint savings for local health social care, and housing budgets. We also expect that discussions will take place to explore which commissioners would be willing to contribute resources towards the proposal.

#### Sustainability

- Bidders should ensure that there is an exit plan in place for all of their schemes

including potential alternative uses of the building should the scheme no longer be required for its initial particular client group. The design of the building should accommodate such a change of use without the need for significant additional expenditure. The GLA will only support bids which have clear local authority support. In addition to confirming the fit with strategic priorities outlined above, local authorities will be asked to confirm the availability of revenue funding to support any proposal.

- Bids should demonstrate how they have responded to the innovation challenges outlined above in terms of tenure, location, design to provide a long-term housing solution which people clearly want within a local area.

### Design

- Bidders will be expected to demonstrate how the design of their proposals would help older or disabled residents to achieve an optimal quality of life within their homes including consideration of their future needs and any care and support needs.
- All bids must meet the Mayor's design standards as set out in the [draft London Plan](#). Bidders should seek to demonstrate that they have incorporated the standards into an overall design approach which best meets the needs of their client group.
- For bids that focus on provision for older people, bidders should demonstrate how they have met the *Ten components for the design of housing for older people* as highlighted in the [HAPPI Report](#). These good practice principles may also be a useful reference point for housing for other client groups.

For disabled adults, bids will be welcomed which offer:

- supported housing for disabled adults with physical or mental health needs, including housing specifically designed for people with learning disabilities or autism;
- wheelchair adapted homes. Please note, bids that include homes for physically disabled adults are not necessarily required to include communal areas within the building, or provide accommodation for an on-site care team.

Further examples of good practice can be found in the [GLA Best Practice Guide for Wheelchair Accessible Housing](#), and in the [Habinteg Wheelchair Design Guide](#). The [Housing LIN](#) website also provides a resource of examples of good practice.

For further information, bidders may wish to refer to the publication [Non-Mainstream Housing Design Guidance](#) for sources of good practice and as an additional source of information to consider in the design process.

Bids are not restricted in the exact level of care provision that they offer. However, since bids will be judged on how well they are responding to local needs, bidders may wish to consider a mixture of provision within the same development.

## Building safety

Following the tragic fire at Grenfell Tower in 2017, the Mayor wants to ensure that London is at the forefront of best practice in fire safety – especially when delivering affordable homes. The fire, the subsequent discovery of widespread use of unsafe materials on high-rise buildings across the country, and the systemic failures set out in Dame Judith Hackitt's Independent Review of Building Regulations and Fire Safety have highlighted the urgent need for reform. Furthermore, several damaging fires in blocks below 18 metres have demonstrated the need to move away from arbitrary height thresholds as a way of managing safety risk.

Other than in exceptional circumstances, investment partners must meet the five building safety standards set out in the table below to be eligible for grant funding for new build homes through this programme. Investment partners will be required to self-certify compliance with these requirements in advance of receiving payments from the new programme. The GLA reserves the right to monitor compliance of these requirements through spot checks in the annual compliance audit process. In addition, partners acquiring, refurbishing or remodelling existing buildings are strongly encouraged to meet standards 1 and 3-5 set out below.

| Building safety standards |  |
|---------------------------|--|
| 1                         | The following buildings must include Automatic Fire Suppression Systems, including (but not limited to) sprinklers: <ul style="list-style-type: none"> <li>• All purpose-built blocks of flats (including conversions) of any height</li> <li>• All supported and specialist accommodation.</li> </ul> |
| 2                         | No combustible materials may be used in the external walls of all homes and buildings, regardless of their height <sup>13</sup> .  |
| 3                         | All homes must include access to water supplies for firefighting in accordance with <a href="#">Water UK's national guidance document</a> .  |
| 4                         | For all homes, investment partners must register any in-built electrical products, such as white goods, with the manufacturers' registration service. Investment partners must also encourage residents to register white goods with manufacturers for every product where it is possible to do so.    |
| 5                         | For all homes, investment partners must ensure that information about product registration, product recalls and electrical safety is made available to residents.  |

<sup>13</sup> This will only allow materials that are Class A2-s1 rated and above under the European classification system, as set out in the standard BS EN 13501-1 and as reflected in UK Building Regulations.

## 6 THE BIDDING PROCESS

### Bidding for the affordable housing strand of the fund

#### Who should bid?

The affordable housing strand of the fund is open to all organisations who are, or intend to become, qualified as GLA Investment Partners. This includes housing associations, local authorities, private sector developers and community groups among others. Organisations not already qualified as Investment Partners with the GLA will need to submit an application for qualification. Applications for Investment Partner status assess an applicant's financial and technical capacity to undertake an agreed programme of new supply, and the organisation's good standing. Providers must have achieved GLA Investment Partner status before any payment of funding can be made.

Further information on the Investment Partner qualification and requirements for application can be found [on the GLA website](#).

For community-led organisations, we will seek to ensure that our assessment processes are proportionate to the scale of funding sought to improve access to funding for community organisations where proposals meet an identified need and offer value for money. Community-led organisations may wish to seek the support of the Mayoral-supported [London Community-Led Housing Hub](#) with their proposals.

It is a requirement of all GLA-funded affordable housing that the landlord of the property must be a Registered Provider. Unregistered providers must achieve Registered Partner status from the Regulator of Social Housing if they intend to become the landlord of grant-funded affordable housing (including for London Affordable Rent and shared ownership).

Unregistered providers who do not intend to be the landlord must include as part of their bid, details of the Registered Provider who will take ownership of the property on completion and become the landlord.

#### How to bid

Bids should be submitted through the GLA's Open Project System (OPS). OPS is a streamlined system which partners should find simple to navigate. Registered providers should consult their GLA contact if they require further guidance on how to use it. Most registered providers will already be registered on OPS but new users wishing to register should complete a registration form. This form is available [here](#), along with further information about OPS.

Additional guidance on how to bid can be found within the GLA's publication [Homes for Londoners Affordable Homes Programme 2016-21](#) which is available on the GLA's website.

#### Supplementary information

Bidders are required to provide the following additional information through OPS:

- details of any factors which affect deliverability within the timescales of the programme;
- details of their exit strategy including how the scheme's design offers flexibility for future use;
- details of the design strategy as it relates to this type of supported or specialist housing. This should address criteria in this prospectus regarding design, space standards, any provision of communal areas and building safety. Bidders will be expected to upload design plans to OPS;
- details of whether minimum standards are being met and where they will not, the reasons for this;
- whether the scheme involves remodelling/refurbishment and, where it does, details of energy efficiency retrofit measures and the expected EPC rating;
- how you Secured by Design will be achieved, and how the level of security takes into account the client group and location;
- confirmation that there is local authority support for the project and, if there is not, the reasons for this;
- details of how the project meets local strategic priorities, including needs assessments, and needs assessment for the client group, and engagement with other organisations;
- details of whether support will be provided to residents and, if it will be, the level and type of support and the source of revenue to fund this, including whether it has been agreed/confirmed, from whom and how long it has been secured for;
- details of how and from where will be referred to the scheme (including the proportion of lettings for pan-London referrals), how tenancies will be managed;
- details of how will the scheme support employment and skills opportunities in the local area;
- details of the weekly rent and service charge – amounts and as a proportion of comparable market rents (where an affordable rented scheme); and
- any additional information in support of the bid.

The GLA may decide to contact bidders requesting further information.

## **Bidding for the private housing strand of the fund**

### **Who should bid?**

Bidding organisations could include:

- providers already working in the field of specialised private sector housing for these client groups;
- private sector developers who are not currently providing specialised housing for these client groups;
- public, third sector and not for profit providers such as housing associations and community groups;

- public sector land owners seeking land assembly assistance to accelerate delivery of the fund's objectives in partnership with other development partners and the GLA; and
- private, public or third sector providers interested in developing co-housing or other innovative tenures and designs for the private market.

### **How to bid**

Bidders interested in loan or equity funding should contact the GLA in the first instance for a preliminary discussion about their scheme or potential scheme, either via their GLA Area Manager if they have one or by emailing us at [careandsupport@london.gov.uk](mailto:careandsupport@london.gov.uk).

### **Timetable**

The GLA is running the programme on a continuous bidding basis.

All units of affordable housing schemes benefiting from grant funding must have started on site by 31 March 2021. Bids for loan or equity for schemes that will complete by the end of 31 March 2021 will be prioritised.

### **Other information**

#### **Knowledge and information exchange opportunities**

Successful bidders will be expected to supply the Housing LIN with details of their completed developments so that they can be showcased on the online scheme directory of Department of Health and Social Care-funded schemes and local innovation shared across housing, health and social care communities to help stimulate further investment in the sector.

#### **Equalities and diversity**

Local authorities and the GLA are subject to both general and specific equalities duties introduced by the Equalities Act 2010 from 1 April 2011. This means that we must have regard to the need to eliminate discrimination, advance equality of opportunity and foster good relations in the exercise of our functions. We want to be sure that, although specialist and aimed at particular client groups, housing funded under this programme will meet the diverse housing needs of all sections of our communities.

#### **Contact us**

All bidders are encouraged to contact the GLA for a preliminary discussion about their scheme or potential scheme. To arrange a meeting, or if you have any questions about the programme or how to bid, please speak to your GLA Area Manager if you have one or email us at [careandsupport@london.gov.uk](mailto:careandsupport@london.gov.uk).

## Appendix 1 Further information for bidders

In addition to the guidance and resources referred to above, the following may be useful for bidders when developing their proposals.

### **Strategic Housing for Older People Analysis Tool (SHOP@)**

[www.housinglin.org.uk/Topics/browse/HousingExtraCare/ExtraCareStrategy/SHOP/](http://www.housinglin.org.uk/Topics/browse/HousingExtraCare/ExtraCareStrategy/SHOP/)

### **Frontier Economics - Assessing the Social and Economic Impact of Affordable Housing Investment**

<http://www.frontier-economics.com/documents/2014/09/rpt-affordable-housing-report-2.pdf>

### **Frontier Economics - Financial benefits of investing in housing for vulnerable and older people**

<http://www.frontier-economics.com/documents/2014/06/financial-benefits-of-investment-frontier-report.pdf>



## Other formats and languages

For a large print, Braille, disc, sign language video or audio-tape version is document, please contact us at the address below:

### Public Liaison Unit

Greater London Authority Telephone **020 7983 4100**

City Hall

Minicom **020 7983 4458**

The Queen's Walk

**www.london.gov.uk**

More

London

SE1 2AA

You will need to supply your name, your postal address and state the format and title of the publication you require.

If you would like a summary of this document in your language, please phone the number or contact us at the address above.

### Chinese

如果需要您母語版本的此文件，  
請致電以下號碼或與下列地址聯絡

### Hindi

यदि आप इस दस्तावेज की प्रति अपनी  
भाषा में चाहते हैं, तो कृपया निम्नलिखित  
नंबर पर फोन करें अथवा नीचे दिये गये  
पते पर संपर्क करें

### Vietnamese

Nếu bạn muốn có văn bản tài liệu  
này bằng ngôn ngữ của mình, hãy  
liên hệ theo số điện thoại hoặc địa  
chỉ dưới đây.

### Bengali

আপনি যদি আপনার ভাষায় এই দলিলের প্রতিলিপি  
(কপি) চান, তা হলে নীচের ফোন নম্বরে  
বা ঠিকানায় অনুগ্রহ করে যোগাযোগ করুন।

### Greek

Αν θέλετε να αποκτήσετε αντίγραφο του παρόντος  
εγγράφου στη δική σας γλώσσα, παρακαλείστε να  
επικοινωνήσετε τηλεφωνικά στον αριθμό αυτό ή ταχυ-  
δρομικά στην παρακάτω διεύθυνση.

### Urdu

اگر آپ اس دستاویز کی نقل اپنی زبان میں  
چاہتے ہیں، تو براہ کرم نیچے دئے گئے نمبر  
پر فون کریں یا دیئے گئے پتے پر رابطہ کریں

### Turkish

Bu belgenin kendi dilinizde  
hazırlanmış bir nüshasını  
edinmek için, lütfen aşağıdaki  
telefon numarasını arayınız  
veya adrese başvurunuz.

### Arabic

إذا أردت نسخة من هذه الوثيقة بلغتك، يرجى  
الاتصال برقم الهاتف أو مراسلة العنوان  
أدناه

### Punjabi

ਜੇ ਤੁਹਾਨੂੰ ਇਸ ਦਸਤਾਵੇਜ਼ ਦੀ ਕਾਪੀ ਤੁਹਾਡੀ ਆਪਣੀ ਭਾਸ਼ਾ  
ਵਿਚ ਚਾਹੀਦੀ ਹੈ, ਤਾਂ ਹੇਠ ਲਿਖੇ ਨੰਬਰ 'ਤੇ ਫੋਨ ਕਰੋ ਜਾਂ ਹੇਠ  
ਲਿਖੇ ਪਤੇ 'ਤੇ ਰਾਬਤਾ ਕਰੋ:

### Gujarat

જો તમને આ દસ્તાવેજની નકલ તમારી ભાષામાં  
જોઈતી હોય તો, કૃપા કરી આપેલ નંબર ઉપર  
ફોન કરો અથવા નીચેના સરનામે સંપર્ક સાધો.