



SOUTH DEVON RURAL
HOUSING ASSOCIATION LIMITED



Alan Fox

**DIRECTOR OF DEVELOPMENT AND NEW
BUSINESS, RURAL HOMES LIMITED**

The Development Process



- RHL is involved in different types of development work:
 - current SDRHA/RHL programme;
 - Windfall projects;
 - Development agency work for SDRHA;
 - Development agency work for third party organisations;
 - Site finding;
 - Exploring new opportunities; e.g, community led housing.



The Development Process (continued)



There are then various methods of procurement:

- Acquisition & Works- i.e. buy the land or property & enter into construction or refurbishment contracts (tendered or negotiated);
- Joint Venture Contracts;
- Fixed price contracts for providing complete packages;
- Off the shelf purchases of completed homes (for example, S.106 homes);
- Management and/or leasehold arrangements.

The Development Process (Continued)



Whichever development route is followed, it is essential that:

- The development project fits with the organisational development strategies/ business plans;
- The project passes the viability checklist and due diligence at every stage;
- All funding opportunities have been evaluated;
- A tried and tested professional team is appointed;
- The project is thoroughly appraised and stress tested at every stage- initial, planning, acquisition, contract & completion;
- A comprehensive audit file is compiled.

The Development Process (Continued)



Thank you; any questions?

