

Empty Homes Legacy Impact Survey

The Empty Homes Community Grants Programme was set up by the Department of Communities & Local Government (DCLG) and provided grant funding of £50 million to 111 community-led housing organisations to bring empty properties back into use in England from August 2012 to March 2015.

This survey was undertaken as part of the Empty Homes Legacy research project in partnership with Self-Help-Housing.org to explore the impact and legacy of this unique Programme on these 111 community organisations exactly one year after the end of this unique funding programme in April 2016.

As well as looking back at organisations' experience of the programme, the survey also explored activities that the participants have been involved in since the programme ended. In this way, the survey aimed to demonstrate how the capacity and experience built up has played a part in the future development and sustainability of these organisations. Furthermore, the survey results form part of a larger case for further empty homes community funding from charities and social investors, local authorities and central government in the future.

Survey Objectives

The overall aim of this survey was to provide a rounded evaluation of the impact of the EHCGP on recipient organisations within one year of its end, and build on existing knowledge about the self-help housing sector and its expansion and thereby to add to wider knowledge on community-led housing initiatives in the England.

To contribute to this aim, the survey looks back to identify the overall impact of Programme and also reviews the subsequent activities of these community organisations since EHCGP. The survey investigates what alternative sources of capital funding have been used to procure further housing during the period from 1st April 2015 to 31st March 2016, as well as developments in partnerships and working relationships. More broadly, it also explores views and expectations of the self-help sector about the impact of EHCGP on their organisations.

Methodology

The methodology adopted was an online survey to capture the opinions and experiences of a large sample of the community organisations that received grants. Questions were developed by the University team with advice from Jon Fitzmaurice of Self-help-housing.org.

Five key themes by which the survey was structured were general impacts, new empty homes activity, new finance sources, partners & partnerships and wider activities. The survey concluded by asking respondents about the long term impact of the EHCGP on their organisation.

A database of survey respondents and email addresses of the self-helping housing organisations who had taken part in the 2012-15 programme was provided by Jon Fitzmaurice. Survey respondents were predominantly paid staff or committee members and included CEOs, chairs, directors, and managers..

Of the total number of organisations receiving the Empty Homes Community Grants Programme funding (111), 106 were invited to participate in the survey. There were 52 completed survey responses; an excellent achieved response rate of 49%. Responses to individual questions were more variable.

The survey results include both quantitative and qualitative data. On the quantitative data, the six descriptive statistics of count, mean rank, variance, standard deviation, lower quartile and upper quartile were used to analyse the survey information. Regarding qualitative data, the raw data is preserved in this version, there is scope for selective coding to explore the core themes underlying open-ended survey questions.

The survey team comprised Jon Fitzmaurice, David Mullins, Halima Sacranie and Bingzi He, a doctoral student in the Housing and Communities Group to whom we are grateful for undertaking the technical aspects of the survey and generating the data reports.

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Executive Summary

1. General Impact

The survey has established the substantial impact of the EHCGP programme through a wide range of social outcomes. 67% said that it has had a significant impact on **street level regeneration**, 59% on **training and employment** and 44% on **anti-social behaviour and crime**. However the most substantial impact has been on the **Financial Strength and Capacity of participating organisations**, with over 88% reporting a substantial impact. Under a third of respondents considered that there had been any negative consequences of taking part in EHCGP. The value of the programme in building capability to provide affordable homes through purchasing, leasing and repairing properties, developing a portfolio of property for disadvantaged people, diversification to provide multiple services to more people, business benefits through asset ownership and long term rent revenue, building independence, self-sufficiency and confidence are all evident from qualitative responses.

2. New Empty Homes activity during and since EHCGP

A total of nearly 200 properties and well over 200 self-contained homes in the development pipeline compares quite favourably to the nearly 600 completed under EHCGP amongst the responding organisations. This demonstrates the ability of these organisations to continue without public grant. However, the extent of scaling down indicates a significant shortfall on the output that could have been achieved had the programme continued.

3. New finance and asset transfers since EHCGP

The survey identifies a substantial achievement by 50 organisations in leveraging in a total of £24.5 million (£9.5 million of new grants and £15 million of new loans) in the first year after the EHCGP funding ended. This compares favourably to earlier survey evidence by SHHO and HACT in May 2015 which indicated that during the programme itself at total of £26.5 million was leveraged by 65 organisations. New grant funding came from a variety of sources with £1.9 million from the Homes and Communities Agency where projects had become registered providers. New loan finance was secured by the sector from a mix of social investors and commercial banks, with further loans from local authorities and housing associations. Around 43% of loan finance was at zero or low interest rates. This ramping up of new funding may be related to the EHCGP legacy in two ways. First in that EHCGP grant funding and asset ownership has provided the leverage and capacity for new borrowing. Secondly the lack of current housing grant is forcing projects to explore other funding sources and increasing gearing. This section also includes evidence on a small number of asset transfers (4) with up to 10 more anticipated in the future. This would be an important development for the future of the sector.

4. Partners and Partnerships since EHCGP

Local authorities continued to be the most important external partners working with self-help housing organisations during and after the EHCGP. Other partners were regarded as much less important, but whereas charities and colleges increased in importance after EHCGP, housing associations became relatively less important. The qualitative results obtained from write in comments of the 52 respondents are consistent with the quantitative data. These open-ended

comments help to discover other key partners. A variety of organisations were identified, such as commercial banks and the Charity Bank, local homeless agencies, training and volunteering providers, ethical lettings agencies, grant funders, the Nationwide Foundation and Land Aid, NHS Trusts, Health Education England, a private contractor, community-led housing organisations and local residents. This may reflect the importance of consolidation and social value strategies.

There was a specific question on how helpful respondents had found Self-Help-Housing.org (SHHO) since the EHCGP had ended. Four in five respondents had found SHHO to be helpful or very helpful with just one respondent finding SHHO unhelpful. This confirms earlier research evidence during the EHCGP programme of the valuable support and facilitation role played by the sector umbrella body, SHHO, without which the peer learning model would have been effective. Without public grant funding this role has been more important than ever as projects have sought to secure resources through consolidation and social value strategies and as shown in section 3 by securing more funding from social investors and foundations.

5. Wider new activity since EHCGP and long term impact of programme

Over a third of respondents said that they had established new trading activities in the 12 months since EHCGP ended. This suggests a high degree of flexibility and the urgent need to respond to changing patterns of resource availability. The 19 respondents who had made these adjustments provide useful comments on the types of change involved. These included changes to organisational structures to facilitate trading, links with contractors and landlords, consultancy services, social enterprise, service user involvement, recycling initiatives and gardening.

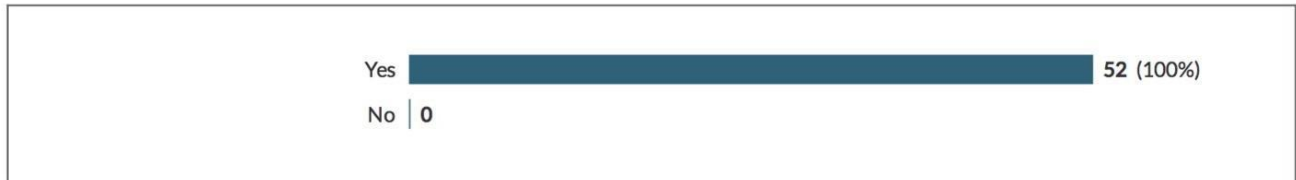
A wide range of impacts were identified and the idea of a legacy of EHCGP was clearly visible in the full set of 52 responses to this question. Asset ownership, growth and trading were clearly now well established and this was felt to be important for long term survival through financial security and sustainability. However, the impact had not been as beneficial for all respondents, for example some had seen the downsides of landlordism when tenants damaged the property or failed to pay the rent and there was recognition that if the programme were not repeated its impact would diminish over time.

A fitting tribute to the impact of EHCGP and success of the self-help housing model was provided by the BSHF World Habitat Award to Canopy and Giroscope in 2015/16 for their work on 'Self-Help Housing in the North of England'. This international recognition would have been inconceivable without EHCGP and can therefore be regarded as a major outcome of the programme. Other newsworthy wider recognition was achieved by Granby Four Streets who with their architects, Assemble, won the Turner prize in 2015.



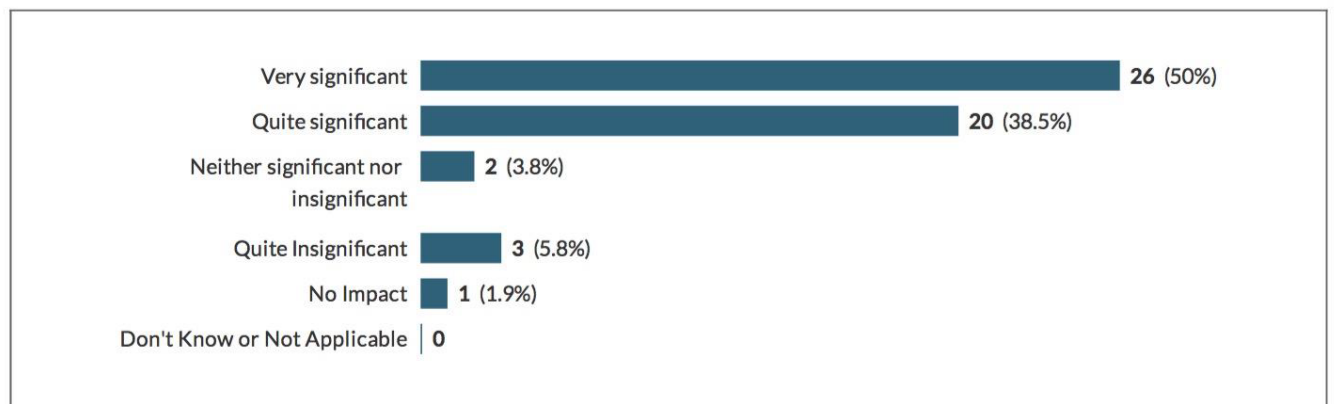
Section 1 - General Impacts

3 Were you involved in the EHCGP programme (2011-15)?

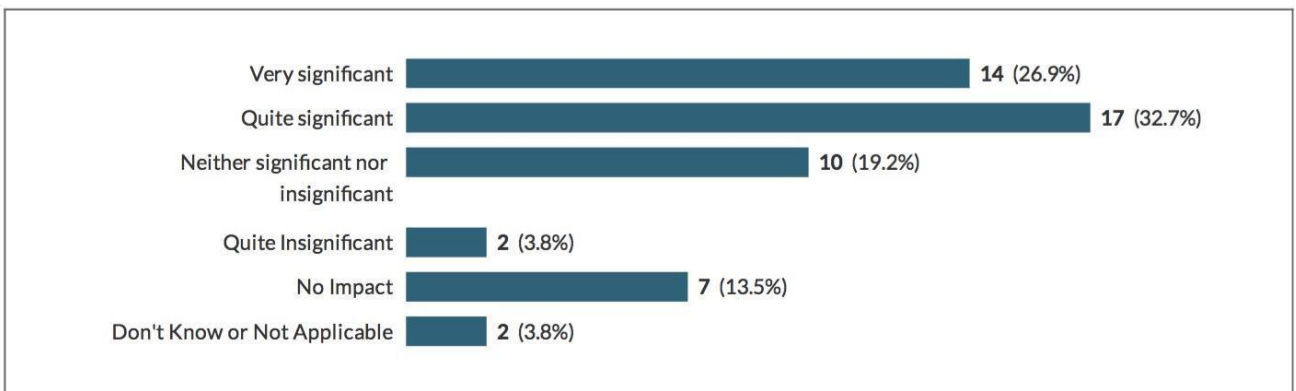


All respondents had been involved in EHCGP and were therefore able to report on subsequent impacts and activities in the light of that experience.

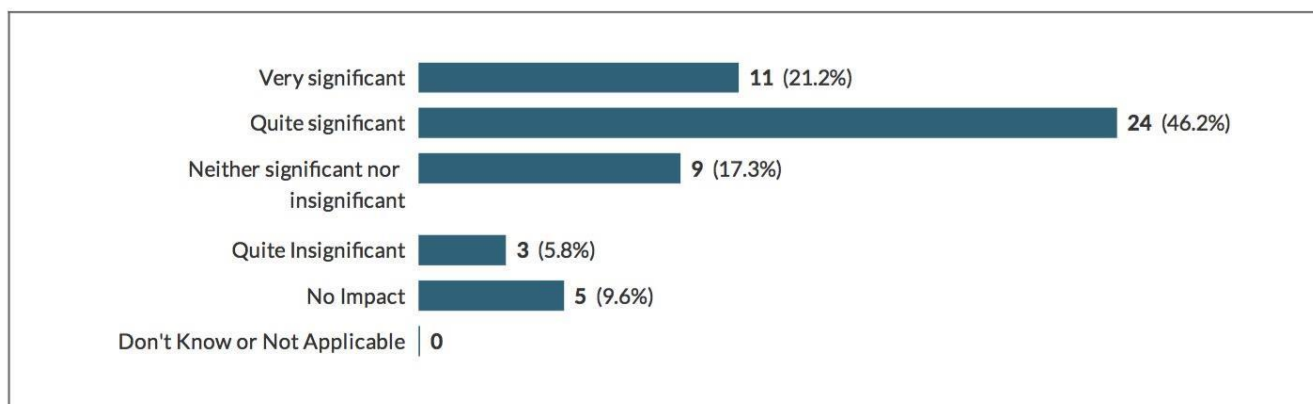
4 What impact has the EHCGP had on your organisation's Financial Strength and Capacity (e.g. Asset Base and Leverage)?



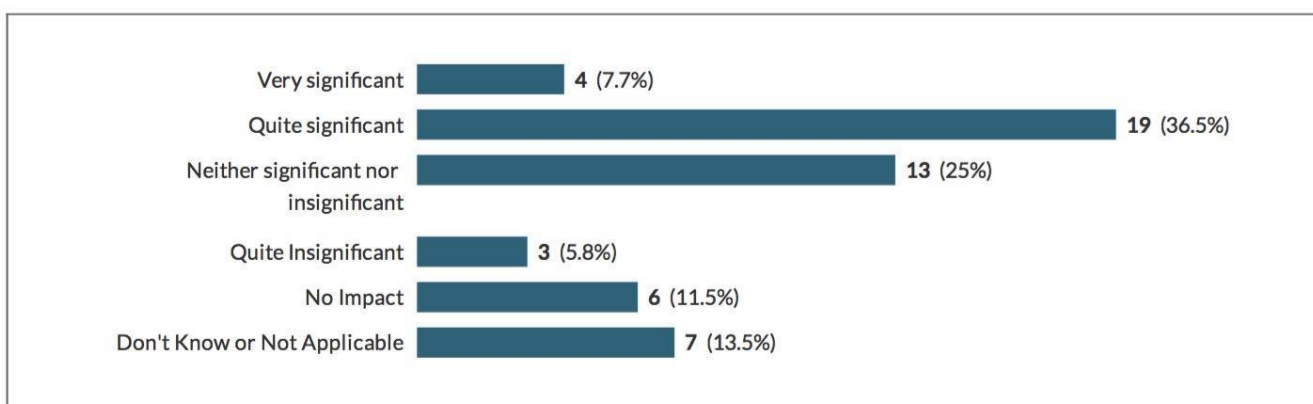
5 What impact has the programme had on your ability to offer training/employment to clients/local people?



6 What impact has the programme had in promoting street level regeneration in your area?



7 What impact has the programme had on anti-social behaviour/ crime in your area?



The responses in this section indicate the substantial impact of the EHCGP programme through a wide range of social outcomes. 67% say that it has had a significant impact on street level regeneration, 59% on training and employment and 44% on anti-social behavior and crime. However the most substantial impact has been on the Financial Strength and Capacity of participating organisations, with over 88% reporting a substantial impact . The relative strengths of these impacts is shown in Chart 1 below.

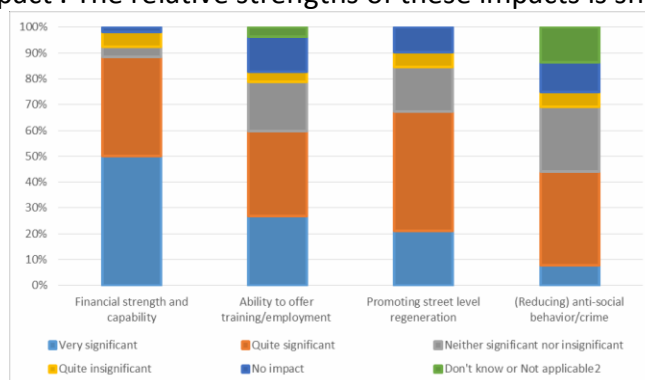


Chart 1- Impacts of EHCGP from participant organisations' perspective

8 What do you think has been the most important impact overall of EHCGP on your organisation?

The write in responses below capture the wide range of important impacts, showing the value of the programme in building capability to provide affordable houses through purchasing, leasing and repairing properties, developing a portfolio of property for disadvantaged people, diversification to provide multiple services to more people, business benefits through asset ownership and long term rent revenue, building independence, self-sufficiency and confidence.

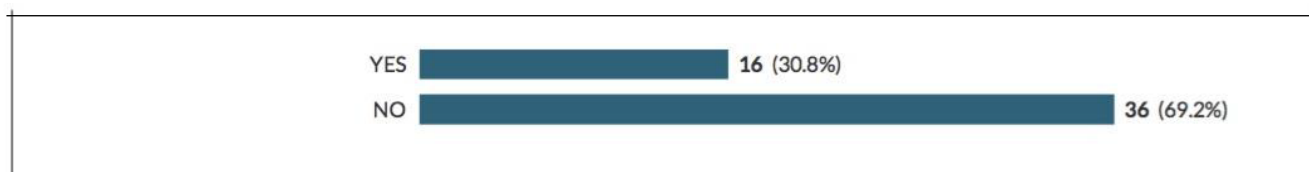
Showing all 52 responses	
it helped us fill the void left by mainstreams HAs to tackle empty homes.	191188-191181-13029751
Providing affordable quality homes to clients. Increased our asset base and the unrestricted funds for rent which go back into the charity.	191188-191181-13029489
That we now have properties that we can rent out - but conversely we have significant debts that have accrued because of the EHCGP	191188-191181-13029606
Our involvement in EHCGP was our first programme in the Empty Homes field. The biggest impact was in proving our capacity to deliver such a programme and consequently in whetting our appetite for more, albeit that we would base future work on a purchase and repair basis rather than the lease and repair model.	191188-191181-13029479
It allowed us to lever in around 200% more funding on top of the grant to tackle a problem derelict building in a conservation area and provide much needed housing.	191188-191181-13029926
We were allocated money under the programme. But in the current housing market in London no developer etc was going to loan us a property for 10 years. So we decided to buy. But we could not buy in time to use the EHCGP money. So the most impact EHCGP has had has been to give us the idea to buy ourselves. & Jon Fitzmaurice put us in touch with Triodos.	191188-191181-13030295
Has enabled us to purchase assets and therefore anchored our organisation.	191188-191181-13030510
It has helped to stabilise vulnerable streets in a major regeneration investment area	191188-191181-13031415
We delivered the EHCGP in partnership with our existing social lettings project (A Place to Live). It therefore allowed us to capacity build our portfolio significantly from around 50 properties to over 150. Through the funding recycling model which we also adopted, we have also been able to sustain the existing project and are now looking towards further empty homes projects using our own funding or through match funding others.	191188-191181-13036881
Enabled us to purchase and repair a few more properties	191188-191181-13037224
Diversification, independent income stream outside of local authority contracts, more stability, ability to increase training provision working with ex-offenders and long term unemployed and greater involvement of Local Authorities.	191188-191181-13039131
Enabling Keyhole to me into a new area of work with sufficient resources to do so - meaning a successful delivery.	191188-191181-13085676

We have more than doubled our housing stock and significantly increased our capacity to deliver training, housing and support.	191188-191181-13101682
Building an larger asset base that enables the organisation to earn independent income and become more financially robust	191188-191181-13123365
It has enabled us to provide high quality permanent rented homes for 39 people who could not afford to rent in the private market. In particular, we have been able to provide 4 large family homes which are affordable and accessible for families with young children.	191188-191181-13128165
Have purchased another two properties since EHCGP to offer at reduced rents to the community	191188-191181-13165543
Enabled us to buy 14 properties, giving us an asset base , vastly improving our balance sheet and sustainability.	191188-191181-13179715
Provision of asset base Confidence	191188-191181-13267272
It has enabled us to increase our empty homes programme, partnerships and deliver many more projects than we would otherwise have done. It has been an excellent programme for learning and collaboration with peers/other providers. It has got us much more informed and connected on funding opportunities, legal requirements and avoiding the pitfalls!	191188-191181-13403746
Ability and confidence to create a new 11 bed hostel for homeless people. The funding we received from EHCGP attracted additional funds from the LA Empty Homes Programme , legacy funding and monies from the HCA.	191188-191181-13433160
Ability to offer safe housing for women and children fleeing violence and abuse as well as providing a means to financial security for the organisation	191188-191181-13433990
It has helped to build up and improve our asset base in a much shorter space of time than we could have delivered by ourselves.	191188-191181-13433743
This alone has helped us employ and train many more apprentices and volunteers and has increased the number of tenants requiring much needed support in the local community.	
To build an area of the business based around empty homes that has been sustained beyond the life of the grant programme	191188-191181-13434094
As a local community trust; it opened our eyes to the huge impact investing in property can have in a deprived area: - Creating quality homes for local families - Significantly improving the quality of life of neighbouring residents, whose lives had been blighted by living by a vermin ridden, dangerous property - Demonstrated our commitment to the regeneration of the area - As our first step into property gave us the necessary experience - With experience we have had the confidence to purchase more properties; to build a growing portfolio, which provides a revenue return to invest in other essential community activities; to become self-sufficient at not relying on ever reducing public funds	191188-191181-13434201
The programme has enabled us to lever in resources from multiple partners to develop a new model of accommodation and support for young apprentices with the NHS. This model has drawn significant national attention and will help to promote affordable housing for low wages young people. Without the capital from EHCP, we would not have been able to achieve this.	191188-191181-13435310
ABILITY TO PROVIDE MORE BEDSPACES FOR HOMELESS	191188-191181-13436673

Improve longer term sustainability and thereby enable us to provide services to more people and initiate future development projects.	191188-191181-13436652
It would be difficult to pinpoint one specific positive outcome from this programme. The offer of affordable accommodation offers a tangible route into independent living for service users that had otherwise been excluded from or priced out of. The programme has also enabled Progressive Lifestyle Solutions to build its own asset base, from which it generates a regular income. This has sustained the future of the organisation and its staff for the foreseeable future.	191188-191181-13438212
The EHCGP funds were provided to an intermediary organisation - Ambition working with COSPA - rather than to Granby 4 Streets Community Land Trust. Our understanding is the funds were in the order of £210,000 of which only £75,000 were originally committed to our project. The rest were retained by the two parties for the delivery of trainees and training. As a result of delays in our delivery programme resulting, in the main, from the contractors Ambition and COSPA advised/required us to contract directly with in order to secure their investment, Ambition and COSPA subsequently advised they would not provide other than an initial payment of £37,500 and trainees recruited were taken off site and did not return as a result of those delays. We sought advice from Lawyers who advised the contract we had signed was insufficient to take action. Their intervention did persuade Ambition to make a small £18,000 goodwill payment very recently. We would fully support EHCGP but would suggest it is paid directly to delivery organisations and not via intermediaries in future.	191188-191181-13438306
Enabled the organisation to develop its portfolio of property for young homeless people to offer move on accommodation at affordable rates	191188-191181-13455809
The long term rent revenue allow our business to be sustainable for years to come. This provides extra revenue for our organisation to continue subsidising our children's centre, public library and food bank.	191188-191181-13458430
EHCGP has given Doorstep the opportunity to provide good quality accommodation for young people who are homeless or in housing need. In providing this much needed accommodation we have been able to grow our asset base which helps towards our future financial sustainability especially given funding uncertainties in the voluntary/charity sector. The project has also given Doorstep an appetite to continue acquiring and renovating long term empty properties when opportunities arise.	191188-191181-13465340
It has given the capacity to acquire assets in order to be more sustainable going forward	191188-191181-13573115
The funding enabled us to expand and provide a further 10 places to previously homeless individuals	191188-191181-13573212
It has given us access to additional units of stock in new areas which has enabled us to help more people. But we also have been able to offer different types of accommodation, which has enabled us to help people for longer, and help different client groups.	191188-191181-13573559
Increased our asset base and possible income streams as a charity Increased our ability to support vulnerable young people in Manchester	191188-191181-13573333
We have created an asset base and formed new partnership at city level	191188-191181-13574560
An asset base with unrestricted income, and an ability to provide a new service to vulnerable local residents.	191188-191181-13575147
Ability to develop skills. make new partnerships with other likeminded organisations. look	191188-191181-13575800

into non traditional ways of providing accommodation	
it has enabled us to create co-operative housing with affordable rents in a city where property is expensive to buy or rent	191188-191181-13585848
to move into capital development to meet social need ie lack of affordable housing for young people	191188-191181-13589674
Limited impact as we were unsuccessful in securing suitable properties.	191188-191181-13597144
* 17 properties added to our portfolio of supported housing for vulnerable young people. * Track record created of renovating properties, leading to further funding from other sources * Social Enterprise established offering employment, apprenticeship and training opportunities * Improvement in the organisation's balance sheet/ financial viability.	191188-191181-13601605
Asset base and experience of housing delivery leading to growth and future projects in line with our 5 years business plan	191188-191181-13605411
The ability to try something new (house refurbishment) whilst fulfilling our aims of community economic regeneration through employment, training, business support, and generating an income stream that allows us to provide other services to the local community free of charge.	191188-191181-13609533
Emmaus Norwich is a self supporting live/ work community based project for homeless people. The ENCGP gave us a lifeline. We own a range of 19c. buildings on a 99 year lease but did not have the funds to renovate much of the living accommodation. This funding enabled us to match with two other funders and thus secure all the funding necessary to fund the total renovation of one wing of our building to create 16 bedrooms with showers, bath and wcs and communal living space. Without this funding the project could not and would not have been achieved. As it is the impact is incalculable because we now have a viable community providing accommodation for a further 16 homeless people at any one time who will be able to rebuild their lives, acquire new skills and ultimately, at their own pace return to mainstream society.	191188-191181-13595741
To produce high quality affordable housing.	191188-191181-13634687
Bringing empty homes back into use and showing the council that their demolition programme was a mistake	191188-191181-13645532
Identified a key weakness in property/client management. Need for a lead who takes ownership. Long term likely financial strength but short term problems.	191188-191181-13704441
Enabled us to create more affordable accommodation and to house 35+ people from homeless backgrounds in newly-refurbished properties. EHCGP really helped us get our new social enterprise lettings agency established.	191188-191181-13763957
SELF SUFFICIENT IN A WORLD WHERE THE ROLE OF CHARITY AND SOCIAL ENTERPRISE IS CHANGING RAPIDLY AS THE STATE WITHDRAWS FROM COMMUNITIES.	191188-191181-13809754
It allowed us to increase capacity within a small organisation which provides housing to vulnerable clients.	191188-191181-13814350

9 Were there any negative impacts of EHCGP on your organisation?



Under a third of respondents considered that there had been any negative consequences of taking part in EHCGP.

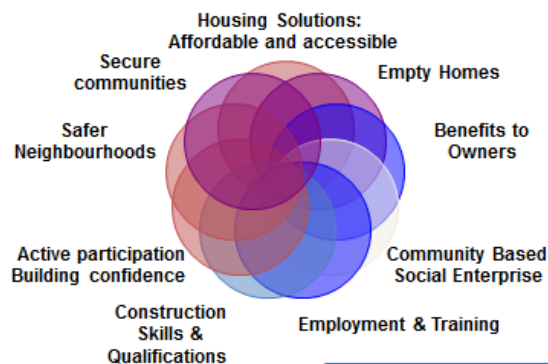
9.a If Yes, please describe:

The write in responses of these 17 respondents are reported in full below and provide some valuable pointers for future public funded programmes. As anticipated there were issues with start-up, grant application, building capacity in housing, and cash flow. There were a small number of criticisms of Tribal, the grant funder and monitor and of some project partners. There were also some problems with the end of the programme without a replacement. The greater difficulties with lease and repair as compared with purchase and repair confirms other sources of evidence on the programme.

Showing all 16 responses	
Because of a planning decision (refusal) we had a delayed start, had to acquire other premises and now have significant debt that needs to be repaid.	191188-191181-13029606
We found that on occasion we were bankrolling the programme while waiting on quarterly releases from DCLG.	191188-191181-13029479
Lease and repair required a lot of work input for little or no return	191188-191181-13037224
We struggled with cash flow at several stages of the programme.	191188-191181-13085676
managing the sudden end of the project presented a set of challenges that one year on are largely resolved	191188-191181-13101682
workload - unrealistic timetables	191188-191181-13123365
Significant pressure on cashflow	191188-191181-13433990
As detailed above the payment to an intermediary rather than to ourselves left us in a difficult, time consuming and unproductive contractual relationship with both the EHCGP recipient and their preferred building contractor Mitie. We received less than 18% of the grant towards the building project. Training and trainees paid for by EHCPG was not applied to our development. We advised DCLG but they advised no action would be taken by them and we could only revert to our contract.	191188-191181-13438306
It is difficult to manage a housing project with little previous experience. we only have 7 properties and this is time consuming but not big enough for dedicated staff.	191188-191181-13458430
Short term issues adapting our systems and abilities to cope with the regeneration project and the larger services it delivered	191188-191181-13573333

Introducing new delivery models in an area we were inexperienced in (housing). Developing a consortium of equal partners into a single delivery model whilst remaining five independent organisations.	191188-191181-13575147
Only minor in comparison to the benefits but in case useful: Staffing resources required for project set up funded at our own risk Value for money ratio on London based projects could have been more lenient which meant we would have pursued a different layout strategy which in turn may have resulted in a less risky approach to re developing the building	191188-191181-13605411
Tribal who oversaw the grant distribution were incompetent, late with payments and actually cost the CLT a lot of money	191188-191181-13645532
Difficulty in combining high skill level in construction with supervision. Lack of a 'foreman' to lead the project on the ground. Too far from core operation with lack of ownership by senior team led to drift. Sorting the finance out on properties in a very low value area with severe problems proved slow and difficult. When realistic value or start time included way over budget with hard to justify expenditure on what are still low value properties. Local price ceiling makes quality improvement very hard to justify (a three bed terrace has a ceiling a £50k whatever the condition on a 'good' street but can be as low as £35). Definitely improved the area and did encourage others to improve property although this has tailed off. Requires a more major intervention to really change/improve the area. Requires the support of all agencies. Social services, council and police made little or no effort to support. Unless 24hr support difficult to prevent drug dealers knocking on the door offering 'free' drugs on the first evening tenants move in. Identified and reported drug dealers/drug shops still blatantly operating.	191188-191181-13704441
It was a capital-only programme and the whole process, especially identifying empty properties and negotiating with their owners was EXTREMELY time consuming. Empty property owners by their nature tend not to be responsive decision makers!	191188-191181-13763957
It was not envisaged it would be so time consuming to identify the properties and sort builders etc. There was no costings included for this.	191188-191181-13814350

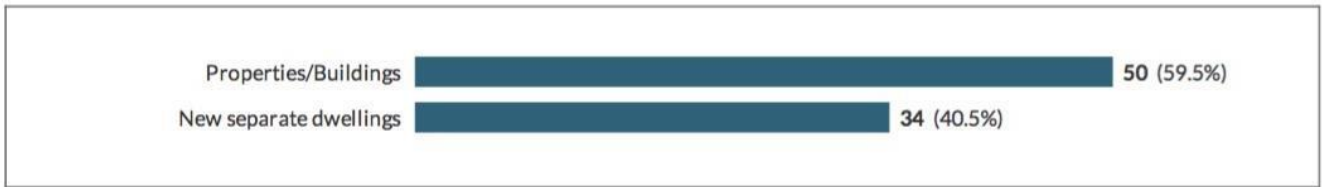
Multiple Benefits of Self-Help Housing



Source: Mullins (2009)

Section 2 - New housing activity since EHCGP

- 10** Please answer both questions - first the number of empty properties brought into use, second the number of separate dwellings created :



- 10.a** How many Empty Properties/Buildings has your organisation brought into use (TOTAL)?

Table 1 EHCHP properties brought into use

No of properties	NO OF respondents	% of all respondents
0	9	18%
1-5	20	40%
6-10	7	14%
11-20	6	12%
20+	8	16%
	50	100%

Count of Total number of properties claimed by the 50 respondents to Q10a = 575

- 10.b** How many new separate dwellings did this create (TOTAL)?

Table 2 EHCGP – separate dwellings created

No of Dwellings	No of Respondents	% of respondents
0	5	15
1-5	8	24
6-10	10	29
11-20	4	12
20+	7	20
	34	

Count of total number of dwellings claimed by the 34 respondents to Q10b = 522

(Note different responses to these two questions and different interpretations of the questions seem to have affected results.)

The responses show that most participants had completed work on between 1 and 10 properties to create between 1 and 10 separate dwellings. A small proportion had brought larger numbers of properties into use. The largest number of properties claimed by a single organization was 104, with two others claiming over 50, and between 21 and 40. The largest number of separate dwellings

claimed was 107, with a further two claiming over 50 and four between 21 and 50. Overall nearly 600 properties had been brought into use. The lower response rate to the second question makes it difficult to estimate the number of self-contained dwellings produced across the sample but over 500 were claimed by the 34 respondents to 10b.

11 Development pipeline for future empty homes work on 1 April 2016 (Please answer both questions - first the number of empty properties will be brought into use, second the number of separate dwellings will be created):



11.a Development Pipeline: How many Empty Properties/Buildings will be brought into use (TOTAL)?

The responses to Question 11 show a good level of sustainment of empty homes work by respondents' organisations a year after the end of EHCGP funding. Half of the 50 organisations responding to 11a had a pipeline of work on further properties. The majority of these were working on fewer than 10 properties, but a few organisations were working on larger numbers, with three working on between 21 and 50 properties. Responses to 11b are less counter-intuitive than those to 10b with a larger number of self-contained homes than total properties despite the smaller sample.

The total of nearly 200 properties and well over 200 self-contained homes in the development pipeline compares favourably to the nearly 600 completed under EHCGP. This demonstrates the ability that these organisations have to continue without public grant. However, the extent of scaling down indicates a significant gap in output that could have been avoided had the programme continued.

Table 3: Development Pipeline April 2016 – Properties

No of properties in pipeline at April 2016	No of respondents	% of respondents
0	23	44
1-5	14	27
6-10	5	10
11-20	3	6
21-50	3	6
Unsure	3	6
Total	50	100

Count of Total number of properties claimed by the 50 respondents to Q11a = 198

11.b Development Pipeline: How many new separate dwellings will this create (TOTAL)?

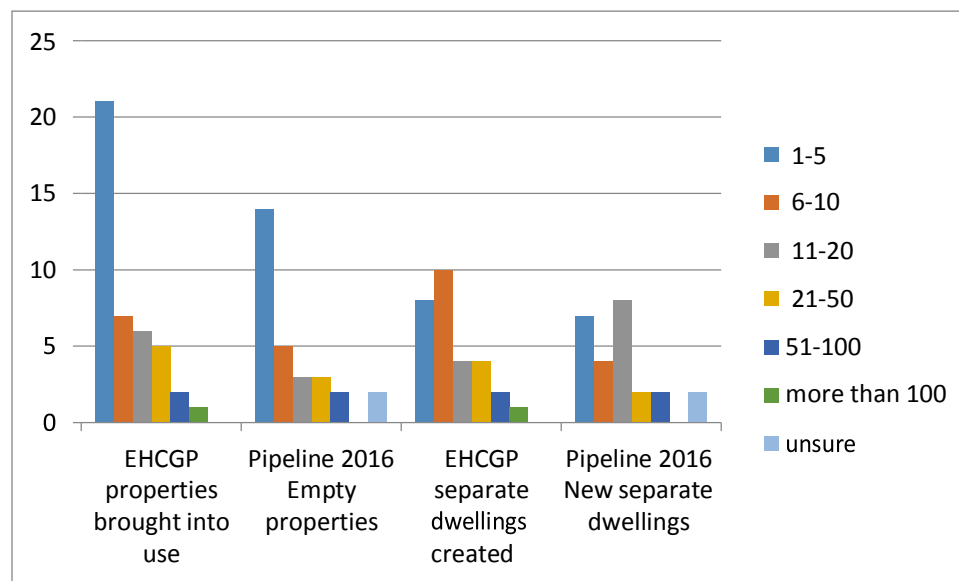
Table 4: Development Pipeline April 2016 – separate dwellings

No of separate dwellings in pipeline at April 2016	No of respondents	% of respondents
0	12	34
1-5	7	20
6-10	4	11
11-20	8	23
21-50	2	6
Unsure	2	6
Total	35	100

Count of Total number of separate dwellings claimed by the 35 respondents to Q11b = 232

Chart 2 combines the evidence above to show the sustained impetus achieved one year after EHCGP by a substantial minority:

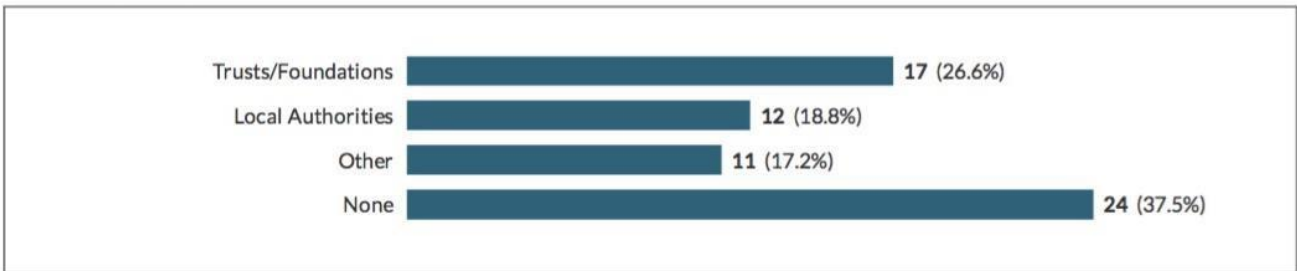
Chart 2: Output in EHCGP and Pipeline at April 2016



Based on 50 respondents on properties and 35 on separate dwellings, and excluding those with 0 properties or dwellings

Section 3 - New finance and asset transfers since EHCGP

12 What type and amount of new grant funding have you secured for capital expenditure since EHCGP? (After selecting type/s please state approximately the loan amount.)



The three sources of funding are now discussed in turn before summarising the new grant funding secured from all sources in a table.

12.a Trusts and Foundations

The 17 organisations responded to 17a had secured a total of £4.14million in grant funding since EHCGP from Trusts and Foundations.

The most common size of grant was in the range £200,000-£500,000 (9). Four were less than £100,000, and one was over £500,000.

12.b Local Authorities

12 respondents had received funding from local authorities since the end of EHCGP. This took a variety of forms including grants and low interest loans and in one case 5 properties transferred at £1 each (these are shown in Table 5 below in the £201,000-£500,000 band assuming a value of around £50,000).

The total value of this local authority funding was around £2.47 million. Again the most common amount was in the £200-500,000 range, but generally local authority grants and loans were smaller than Foundations, with a quarter being under £100,000.

12.c Other sources of grant funding

There were 11 respondents who reported other sources of funding. The most common (4 cases) was the Homes and Communities Agency, reflecting the successful track record achieved by a few projects under EHCGP had enabled them to achieve HCA registration. These projects had secured £1.9 million in HCA funding and provide an important successful outcome of EHCGP. The other seven respondents had secured a total of just under £1million from a wide variety of sources including fees from North East Procurement, private landlords, recycled EGCGP grant, organisational reserves, matching funding through own buildings, a family trust and an undisclosed source: see below.

Showing all 11 responses	
North East Procurement - £54,000	191188-191181-13029926
HCA £370K	191188-191181-13037224
110,000 of our own reserves	191188-191181-13165543
120,000	191188-191181-13403746
HCA £89,000	191188-191181-13433160
Homes and communities agency -£500k	191188-191181-13435310
£1m HCA grant (main programme);	191188-191181-13573559
142 as we are are putting up buildings as match	191188-191181-13589674
Family Trust	191188-191181-13597144
Private landlord £430K	191188-191181-13605411
Our EHCGP funding was largely on a loan scheme. Approx £70k of EHCGP grants are therefore repayable to us out of rental income, and will be reinvested into future projects.	191188-191181-13763957

Summary of Evidence on New Grant Funding Secured

Taking these three sources together we can see the substantial achievement of a small number of respondents' organisations in leveraging in a total of over £9.5 million in the first year after the EHCGP funding ended. This compares favourably to earlier survey evidence by SHHO and Hact which indicated that during the programme itself, around £5.7 million was secured in other grant funding.

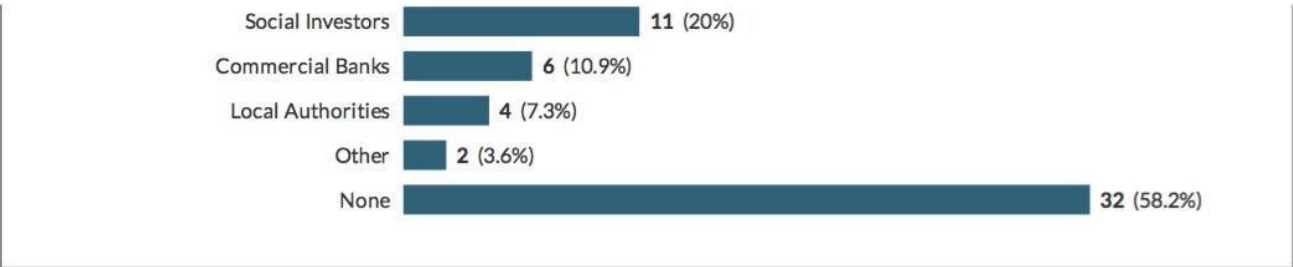
Table 5 - The amount of new grant funding secured since EHCGP

Number (£)	Trusts/ Foundations	Local authorities	Other Sources	All Sources
1-50,000	1	2	0	
51,000-100,000	3	1	3	
101,000-200,000	3	3	2	
201,000-500,000	9	5	3	
More than 500,000	1	1	1	
Total Organisations	17	12	9	
TOTAL NEW FUNDING	£4,140,000	£2,470,000	HCA £1,959,000 Other 960,000	£9,529,000

This evidence suggests that some projects have successfully substituted new sources of grant funding for EGCGP and that this additional funding may exceed that achieved during the EHCGP programme

period indicating the continued leverage effect of EHCGP. It is known that Nationwide Foundation and Land Aid launched new programmes in the period after EHCHP and these may account for the largest new income sources reported in column 1. It is very encouraging to see other new funding from local authorities and the HCA and from a variety of more specific sources. This new funding has helped to sustain empty property work as outlined in responses to question 11 above, albeit at a level of only about one third of that secured during EHCGP itself.

13 What type and amount of new loan funding for capital expenditure have you secured since EHCGP? (After selecting type/s please state approximately the loan amount.)



Question 13 evidence is organized in a similar way to Question 12, this time exploring evidence on new loan funding secured since EHCGP. Having run through each of the sources shown above, the total funding secured is summarised in Table 6.

13.a Social Investors

11 respondents reported that they had secured funding from social investors. Charity Bank and Big Issue Invest were the only investors specifically named. Again £200-500,000 was the most common size of loan, with only two loans over £500,000 (£1.9 million from Charity Bank and another of £750,000) and only 2 under £100,000. The total borrowing secured from social investors across the ten projects was £4.6 million; a similar total to that raised from Foundation grants.

13.b Commercial Banks

Only half as many respondents reported using commercial bank loans (6) as used social investors. The borrowing range was similar with £200-500,000 the most common category, and with two loans around 1 million and one of £250,000. The total loans secured by the six cases was £3.5 million.



13.c Local Authorities

Three loans from local authorities were reported covering a wide range of amounts from £50,000 to £1.8 million which was said to come from Housing Revenue Account surpluses. These three loans totalled to £2.5 million; thereby doubling the total secured from 12 local authority grants (see 12b above).

13.d Others

Two other funding sources were reported as loans. Together these accounted for £4.6million; a very substantial loan facility of £4.5 million with a housing association and a DCLG fund for domestic violence.

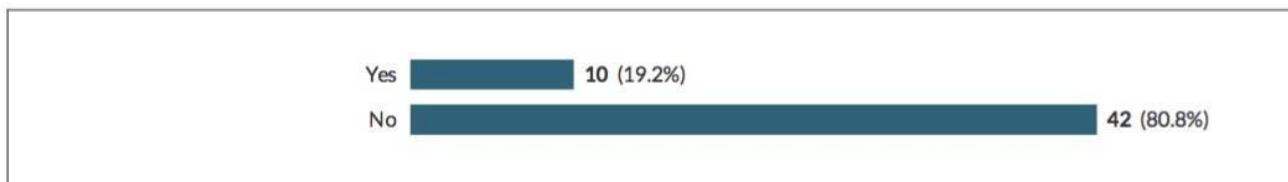
Summary of Loan Finance Secured

The evidence in this section has shown a very substantial amount of new loan finance secured by the sector from a mix of social investors and commercial banks, with further loans from local authorities and housing associations in the period since the EHCGP ended. As with grants income there does appear to have been a ramping up compared to data collected during the EHCGP and this could be related to the EHCGP legacy in two ways. First in that grant funding and asset ownership has provided the leverage and capacity for new borrowing. Secondly the lack of current grant is forcing projects to explore other funding sources and in the process increasing the gearing of its assets.

Table 6: The amount of new loan funding for capital expenditure has secured since EHCGP

Number (£)	Social investors	Commercial banks	Local authorities	Other	All Loans
1-50,000	0	0	1	0	
51,000-100,000	2	0	0	1	
101,000-200,000	2	1	0	0	
201,000-500,000	5	3	0	0	
More than 500,000	2	2	2	1	
Total Cases	11	6	3	2	
Total Loan Funding	£4,615,000	£3,465,000	£2,500,000	£4,500,000	TOTAL LOANS £15,080,000

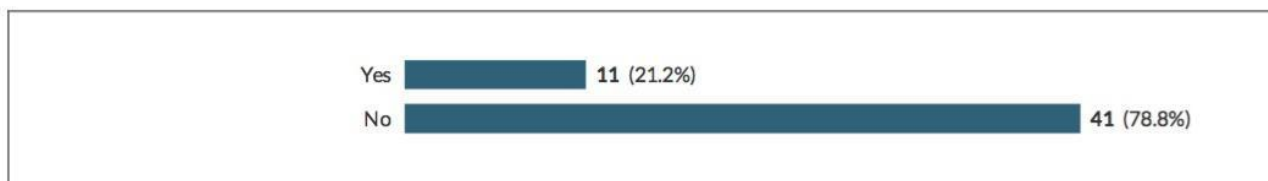
- 14** Have you been able to secure any zero or low interest loans from any of the above? (If 'Yes', please describe below and state approximately the loan amount.)



14.a Loans at Favourable rates

In the context of this increase in sector debt it is important to consider the terms on which loan finance is secured. 10 respondents indicated that they had secured zero or low interest loans within the funding summarised within Table 6 above. This included the Big Issue Invest loan and housing association loan facility reported above. In total £6.47 of the £15 million loan finance (43%) was reported to be at favourable rates. However, if the rather exceptional £4.5 million housing association loan facility is excluded, around 19% of the remaining £10.5 million loans were at favourable rates.

- 15** Have you been able to recycle or lever further capital funding against your EHCGP activity/ properties since the programme ended?



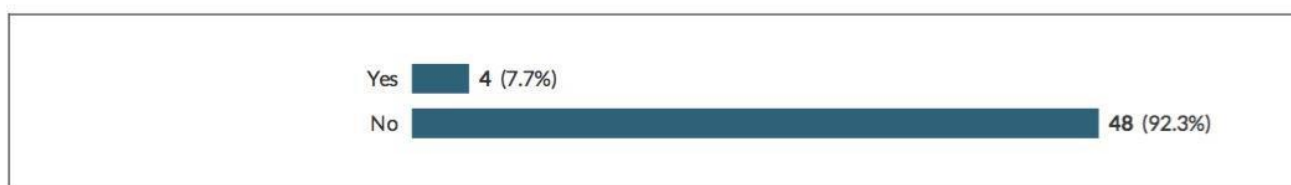
Another source of funding arising directly from participation in EHCGP was the possibility of recycling the grant to facilitate further capital spending. Typically this would occur in leased properties where landlords were charged for the works to their property through rent deduction contributions over the term of the lease. This would mean that at the end of the lease projects would have the funding to undertake another programme equivalent to their EHCGP programme, thereby doubling the activity and impact.

Ten projects reported that they had been able to recycle EHCGP grant since the end of the programme, and made the following comments to explain the benefits of this. The following responses show how useful this has been in attracting other resources into further empty homes work including reserves, local authority funding, new contracts, commercial loans and new grants:

15.a If yes, please explain:

Showing all 11 responses	
Given my Board confidence to invest more of our reserves into this area of work	191188-191181-13031415
we are using some of the recycled EHCGP funds to underwrite the new local authority funding, or allow for making up gaps between overall costs and available funds from the owner	191188-191181-13036881
Building on success of the programme we are the preferred provider in all five districts across Somerset and we have contracts with three with £580,000 of capital funding available to us. In West Somerset and Sedgemoor this is EDF funding.	191188-191181-13039131
We are in the process of re-financing our existing loans using many of the properties bought under EHCGP as security.	191188-191181-13101682
We will use the EHCGP properties to secure some of the 300,000 mentioned above, which will enable at least 5 new homes.	191188-191181-13179715
Rental income from the existing properties is being recycled back into the organisation to provide additional housing refurbishment training for local young people	191188-191181-13434094
A number of the properties are to be offered as security for the new loans.	191188-191181-13436652
grant from CLG for ancillary space	191188-191181-13589674
The properties renovated with EHCGP/EPCGP have created a rental incomestream, some of which is being reinvested into ongoing renovation programmes.	191188-191181-13601605
Further grant from P2C to cover construction shortfall	191188-191181-13605411
Likelihood of £100,000 grant, matched against recycled EHCGP loan funds.	191188-191181-13763957

16 Have you had any asset transfers (at zero or discounted value) from a local authority or housing association since EHCGP ended?



Getting access to properties is a key requirement of self-help housing and the benefits of asset ownership over leasing has been a key theme of this survey and wider evaluation. Asset transfer at zero or below market value provides one possible route to achieve these benefits and has been promoted in the legacy impact project drawing on examples from Liverpool, Middlesbrough, North Ormesby and Redcar & Cleveland.

Only four respondents to the survey reported that they had so far benefitted from such asset transfers.

- 17** Are you expecting any asset transfers (at zero or discounted value) from a local authority or housing association in the next financial year?



Encouragingly a further ten reported that they expected to progress asset transfers from local authorities or housing associations in the next year. We will continue to monitor the progress of these cases.

- 18** Have any private owners contributed to capital costs of your housing programmes since EHCGP ended?



A final potential income source associated with the lease and repair option are contributions to works from private owners as discussed above in the recycling example (Q15).

Eight respondents reported that property owners had contributed to capital costs in this way.



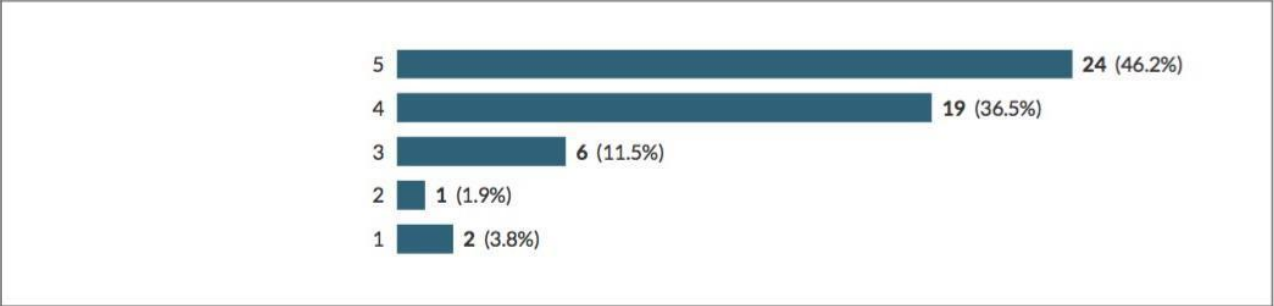
Section 4 – Partners and Partnerships since EHCGP

Research on key success conditions for self-help housing projects (Mullins 2010) has indicated the importance of partnerships over and above other key resources: properties finance, workforce and residents. Local authorities have long be recognised as key partners with housing associations, colleges and other third sector partners also important external partners. Viral expansion of the sector has drawn heavily of peer learning from other self-help projects. Research and evaluation during the EHCGP had shown how this model had been highly effective because of the expert support and facilitation role played by the Self- Help-Housing.Org umbrella (SHHO). In the survey the importance of partnerships during and after EHCGP and partners such as SHHO and local authorities was tested.

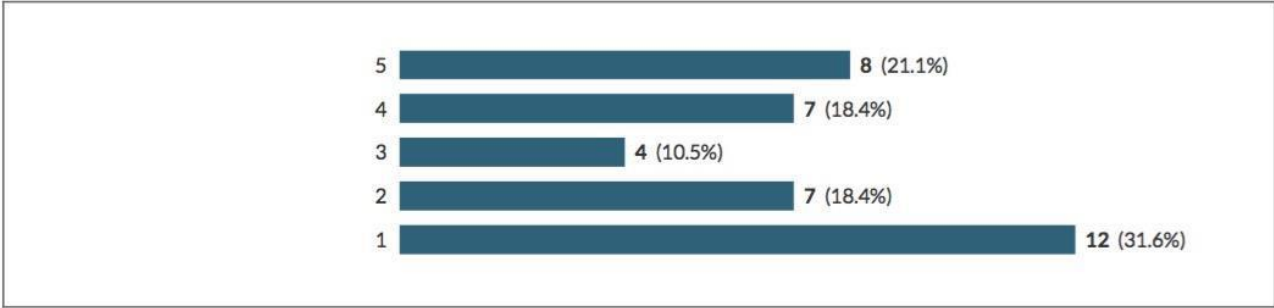
This section of the survey required respondents to give information on their key partners to evaluate their importance, weights and changes during and after the period of EHCGP project. The results for each partner during the programme are presented first.(Q19 bar charts) there is then a similar set of results for after the programme (Q20 bar charts), An analysis is then presented in table and graphs to show the most important partnerships.

19 Who were your key partners during your EHCGP project? (please rank in order of importance, e.g. most important=5; least important=1, and use each number (rank) only once)

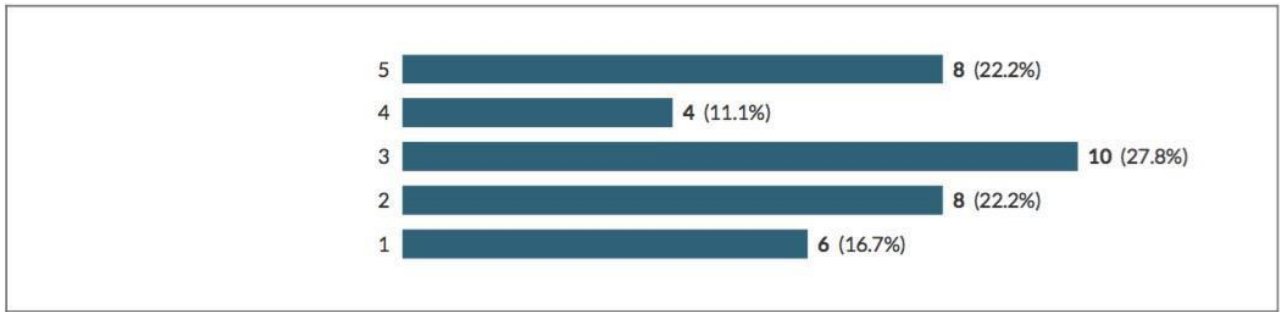
19.1 Local authorities



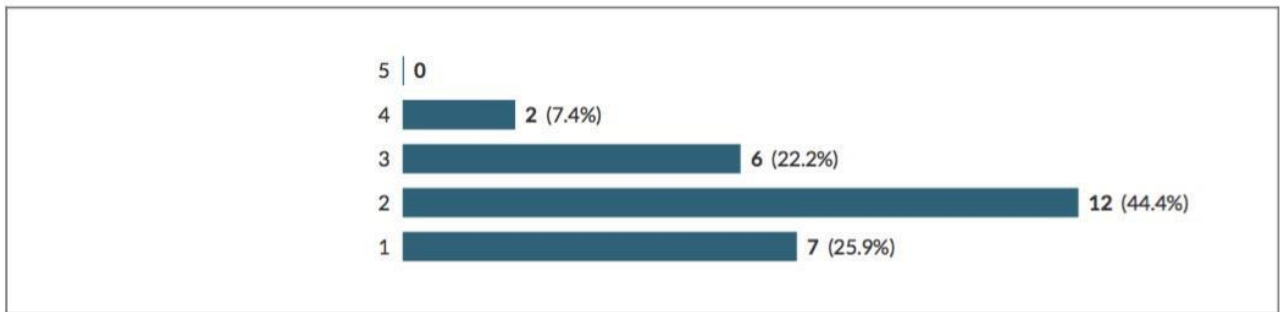
19.2 Housing associations



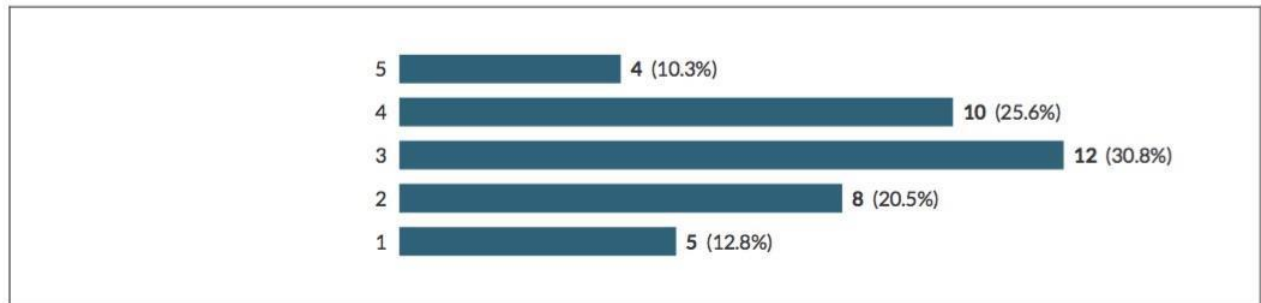
19.3 Charities/Trusts



19.4 Colleges

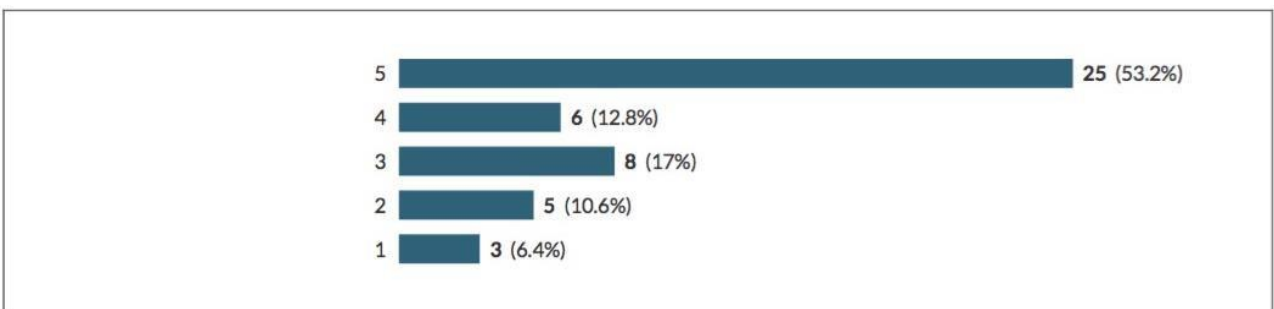


19.5 Other Self-Help Housing projects

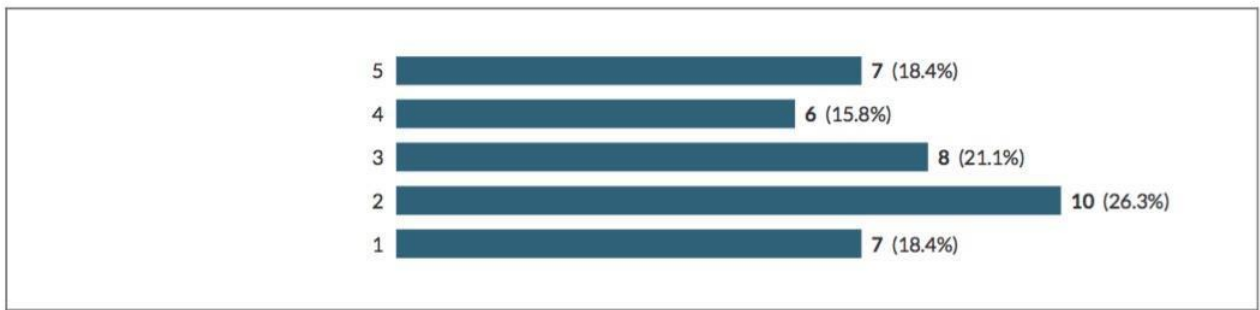


20 Who have been your key partners since the EHCGP ended? (please rank in order of importance, e.g. most important=5; least important=1, and use each number (rank) only once)

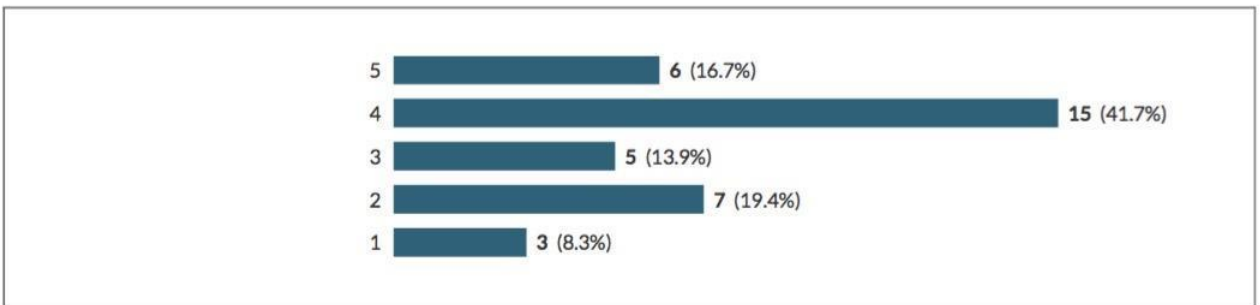
20.1 Local authorities



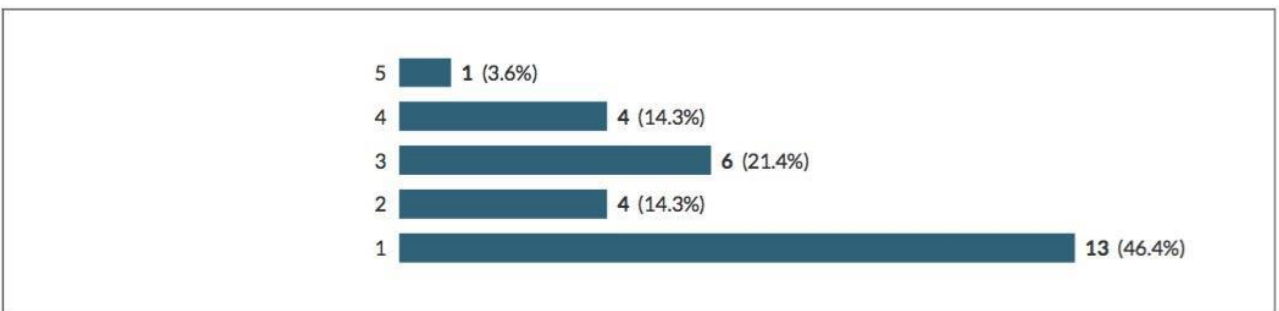
20.2 Housing associations



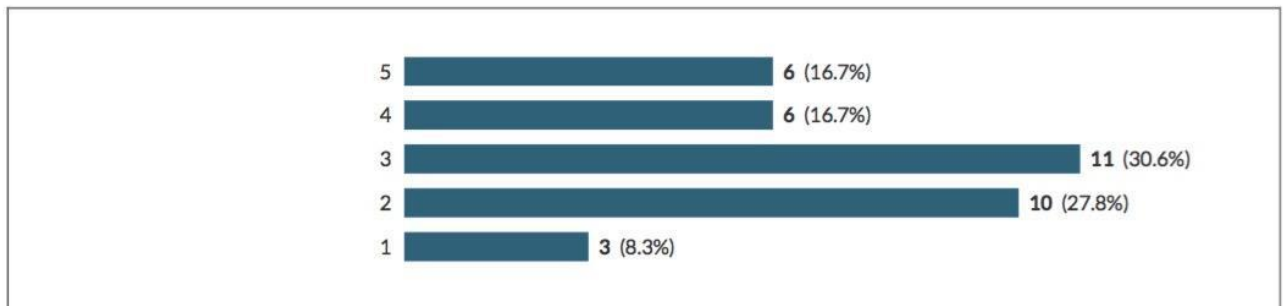
20.3 Charities/Trusts



20.4 Colleges



20.5 Other Self-Help Housing projects



- 21** Which partner/s are now most important for your success since EHCGP has ended (including any others not listed above?)

Showing all 52 responses	
n/a	191188-191181-13029751
Grants	191188-191181-13029489
Local Authorities	191188-191181-13029606
We are working on several potential schemes at present with local authorities.	191188-191181-13029479
Thirteen - Local Housing Association	191188-191181-13029926
Developers are not on the above list. We still have most of our properties from Housing Associations, but most of our new property is coming from Developers and individuals. No new property coming from H.As and our council property dried up before that. We are in London.	191188-191181-13030295
Local Authorities	191188-191181-13030510
Local RSL as we are looking for them to transfer 10 properties on a peppercorn lease over 10 years	191188-191181-13031415
Local Authorities in three separate local authority areas	191188-191181-13036881
Local Authority	191188-191181-13037224
Local Authority support as preferred partners	191188-191181-13039131
Another charity.	191188-191181-13085676
Trusts and foundations, commercial lenders/social investors, Hull City Council, the Self Help Housing Community.	191188-191181-13101682
we have received charitable funding to maintain some activity in 2016/17 and will build on the existing links with colleges and the local housing sector	191188-191181-13123365
Local authorities around asset transfers and no-rent leases. Local housing associations have helped assist us with establishing new housing.	191188-191181-13128165
Local Authority	191188-191181-13165543
Unity Trust Bank, our social lender.	191188-191181-13179715
Leeds City Council - interest free loan, peppercorn leases, Right to Buy Replacement Grant Programme Grant makers - Nationwide, LandAid, Local Sustainability Fund	
none	191188-191181-13267272
Local authorities still play a key facilitation role, and sourcing/part funding. Partner housing association is important as we don't manage the properties ourselves. Corporates and trusts etc. are plugging part of the funding gap needed.	191188-191181-13403746
HCA for capital funding LA for on-going contracts for services Trusts to source additional capital funding	191188-191181-13433160

Unity Trust bank as our investment partner	191188-191181-13433990
Training & volunteering providers such as; Redcar & Cleveland College, Teesside University, Groundwork and local job centres.	191188-191181-13433743
Other charity organisations such as: Community Campus 87, Tees Valley Rural Community, East Riding of Yorkshire Films, Mind and EVA.	
Rochdale Borough Council continue to support the programme and have been key in us developing new potential funding streams and diversification to meet the needs of the Authority. e.g. working with targeted groups of young people (care leavers - homelessness)	191188-191181-13434094
All the answers previously must be viewed in the context of some significant development projects we have in hand; which without this project we would not have had the confidence to progress. We were badly let down by the Housing Association which was supposed to be providing the expert support to us; which was the reason we only purchased one property. We are now linked in to Locality and gaining proper independent support from other trusts around country and Locality itself i.e. membership self-help.	191188-191181-13434201
Our most important partners have been none of the above. They have been: NHS Trust - 5 Health education England - 4 Private contractor -3 Trusts -2	191188-191181-13435310
nONE	191188-191181-13436673
The Local authority and charitable trusts.	191188-191181-13436652
Liverpool City Council has been incredibly supportive since the beginning of our grant period. This has increased over the past year, with several stock transfers now underway.	191188-191181-13438212
Local residents are the force behind all we have achieved in Granby. Our first investment came from our social investor - the first and only person to back us after 30 years. The Local Authority followed and then others joined in including Housing Associations. Since EHCGP the importance of partners has continued in that order. Our success cannot, sadly, be attributed to EHCGP and we were not the direct recipient of this grant.	191188-191181-13438306
We work closely with our local authority	191188-191181-13455809
Giroscope Hull	191188-191181-13458430
We have just received confirmation of funding from Land Aid and Nationwide for 2 long term empty property projects. We will be working with Empower, a local social enterprise to renovate the properties and provide construction training and volunteering opportunities	191188-191181-13465340
for ex-offenders. The local authority is also a key partner in identifying properties and liaising with owners of empty properties.	
Ethical Lettings Agency	191188-191181-13573115
Charity	191188-191181-13573212
We feel the HCA needs to be an important player, and social investors too.	191188-191181-13573559
Local Authority and Housing associations	191188-191181-13573333
The housing association as they manage our property for us for a fee	191188-191181-13574560

Local authority	191188-191181-13575147
similar small organisations- HAs and voluntary	191188-191181-13575800
other housing co-operatives	191188-191181-13585848
DCLG	191188-191181-13589674
Probably our RP loan providers and also local authorities and CCG (in joint commissioning arrangements.	191188-191181-13597144
* Leeds City Council * The Nationwide Foundation and LandAid * Other Leeds community-led housing organisations, such as LATCH and Canopy	191188-191181-13601605
Finance partners and grant funders Local development trust charity	191188-191181-13605411
Hull City Council, due to their continued support. We are trying to attract further funding to continue the objectives of the EHCGP.	191188-191181-13609533
Other homeless organisations and agencies	191188-191181-13595741
N/A	191188-191181-13634687
Housing associations	191188-191181-13645532
Local homeless charity LEAP has leased the properties	191188-191181-13704441
Trusts + Triodos Bank (our social investment lender)	191188-191181-13763957
POWER TO CHANGE.	191188-191181-13809754
Currently the only people we are working with is the local authority housing dept	191188-191181-13814350

Summary – The Changing Role of Partnerships after EHCGP

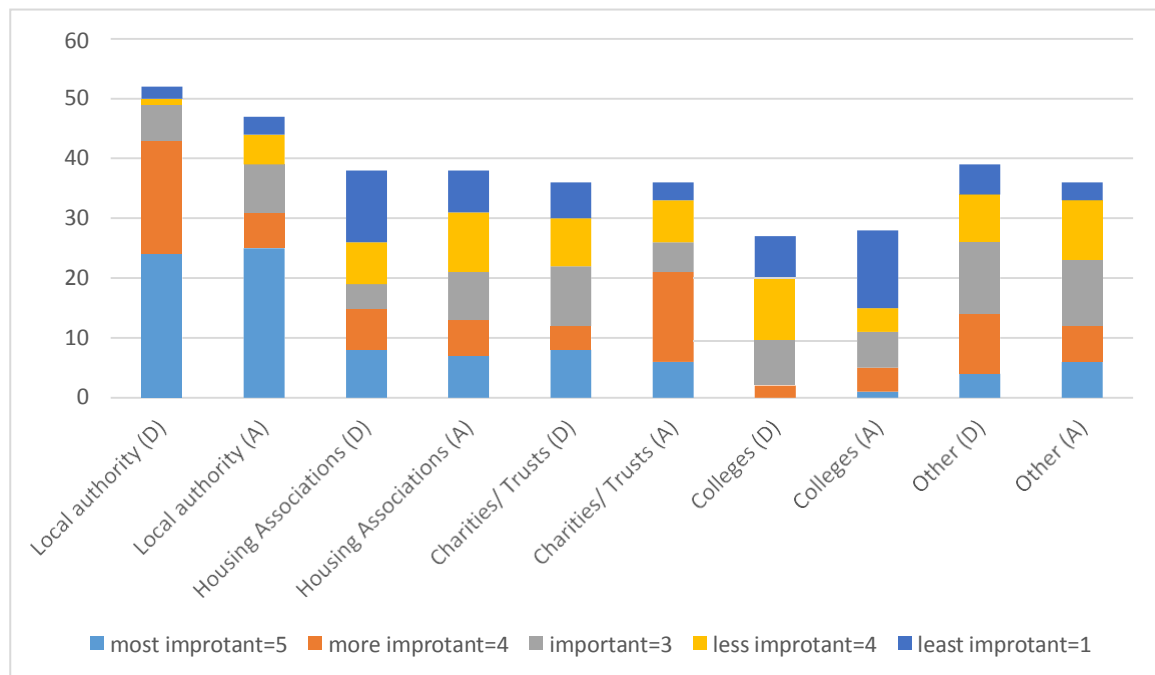
Quantitative evidence of the changing importance of partners is provided by Table 7 which ranks the importance of five main partners during and after EHCGP: local authorities, Housing Associations, Charities/ Trusts, colleges and other Self-Help Housing projects. The importance was ranked on a scale from most important=5' to 'least important =1', in which each number only can be used once. The results obtained can be compared in Table 7 while Chart 3 shows the patterns graphically.

As Table 7 and Chart 3 show, Local authorities continued to be the most important external partners working with self-help housing organisations during and after the EHCGP. Other partners were regarded as much less important, but whereas charities and colleges increased in importance after EHCGP, housing associations became relatively less important. The qualitative results obtained from write in comments of the 52 respondents are consistent with the quantitative data. These open-ended comments help to discover other key partners. A variety of organisations were identified, such as commercial banks and the charity bank, local homeless agencies, training and volunteering providers, ethical lettings agencies, grant funders, the Nationwide Foundation and Land Aid, NHS Trusts, Health Education England, a private contractor, community-led housing organisations and local residents. This may reflect the importance of consolidation and social value strategies.

Table 7: Key partners during EHCGP project and since the EHCGP ended (rank in order of importance, e.g. most important=5; least important=1, and use each number (rank) only once)

	Local authority		Housing Associations		Charities/Trusts		Colleges		Other Self-Help Housing projects	
Rank value	During	After	During	After	During	After	During	After	During	After
5	24 (46.2%)	25 (53.2%)	8 (21.1%)	7 (18.4%)	8 (22.2%)	6 (16.7%)	0 (0%)	1 (3.6%)	4 (10.3%)	6 (16.7%)
4	19 (36.5%)	6 (12.8%)	7 (18.4%)	6 (15.8%)	4 (11.1%)	15 (41.7%)	2 (7.4%)	4 (14.3%)	10 (25.6%)	6 (16.7%)
3	6 (11.5%)	8 (17.0%)	4 (10.5%)	8 (21.1%)	10 (27.8%)	5 (13.9%)	6 (22.2%)	6 (21.4%)	12 (30.8%)	11 (30.6%)
2	1 (1.9%)	5 (10.6%)	7 (18.4%)	10 (26.3%)	8 (22.2%)	7 (19.4%)	12 (44.4%)	4 (14.3%)	8 (20.5%)	10 (27.8%)
1	2 (3.8%)	3 (6.4%)	12 (31.6%)	7 (18.4%)	6 (16.7%)	3 (8.3%)	7 (25.9%)	13 (46.4%)	5 (12.8%)	3 (8.3%)
Total	52 (100%)	47 (100%)	38 (100%)	38 (100%)	36 (100%)	36 (100%)	27 (100%)	28 (100%)	39 (100%)	36 (100%)
Mean rank	1.81	2.04	3.21	3.11	3.0	2.61	3.89	3.89	3.0	2.94
Standard Deviation	0.98	1.3	1.56	1.37	1.37	1.21	0.87	1.25	1.18	1.2

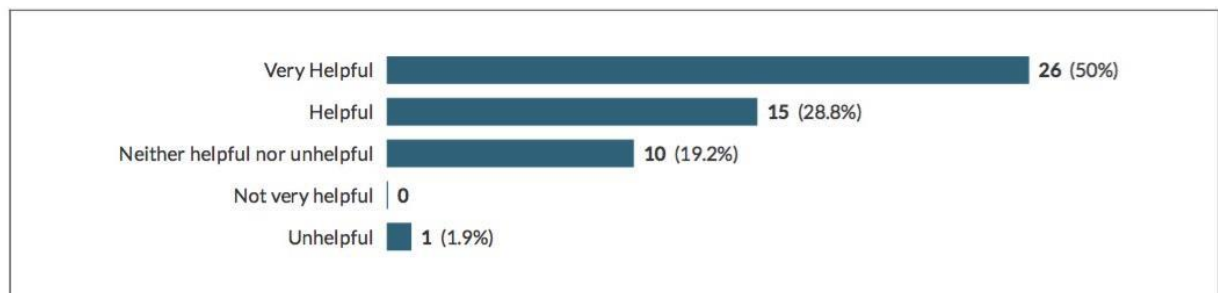
Chart 3: Key partners during EHCGP project and since the EHCGP ended



The qualitative results obtained from write in comments of the 52 respondents are consistent with the quantitative data concerning the degree of importance of five categories mentioned above. These open-ended comments help to discover other crucial partners. A variety of organisations were identified, such as commercial and charity banks, local homeless agencies, training and volunteering providers, ethical lettings agencies, grant funders, the Nationwide Foundation and Land Aid, NHS Trusts, Health Education England, a private contractor, community-led housing organisations and local residents.

When asked how helpful has the information, intelligence and advice provided by Self-Help Housing Org. been on their organisations, 50% and 28.8% of the respondents stated that it was very helpful and helpful respectively; while 19.2% commented that it was neither helpful nor unhelpful. Just one participant (1.9%) said no help.

22 How helpful has the information, intelligence and advice provided by Self-Help Housing.Org been to your organisation since the EHCGP?



When asked how helpful has the information, intelligence and advice provided by Self-Help Housing Org. been on their organisations, 50% and 28.8% of the respondents stated that it was very helpful and helpful respectively; while 19.2% commented that it was neither helpful nor unhelpful. Just one participant (1.9%) said no help (Figure 9).



Section 5 – Wider new activity since EHCGP and long term impact of programme

- 23** What activities and projects undertaken by your organisation since EHCGP would not have been possible had you not participated in the programme?

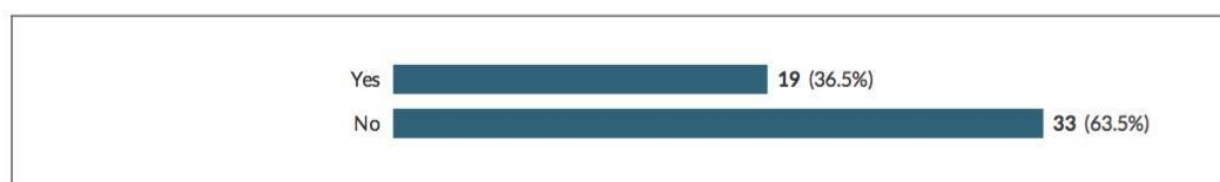
Showing all 52 responses	
we developed the whole the EP team for the LA and effectively run it on contract basis.	191188-191181-13029751
We would to have been able to purchase or refurb 125 properties and bring them back into use providing affordable quality homes to our clients. 32 jobs have been created by establishing the team and the property refurbishment.	191188-191181-13029489
Seafarer Association activities	191188-191181-13029606
Our involvement with EHCGP has given us a legitimacy in the Empty Homes arena and we have been involved in productive dialogue with a number of local authorities and funders on new projects. We took two possibilities to an advanced stage before reluctantly admitting that they did not stack up financially. We are working on a substantial capital-raising prospectus within which we hope to include some capital for a programme of purchase and repair of Empty Homes.	191188-191181-13029479
N/A	191188-191181-13029926
None, but it did give the idea of buying ourselves.	191188-191181-13030295
Our activities since the ending of EHCGP have been very limited due to the uncertainty / unavailability of grant funding. Looking ahead - the proper answer is to say that much of our future work will have been facilitated by the EHCGP due to the long-term security of assets it has provided.	191188-191181-13030510
Would have been hard to convince some of our board members to further invest our reserves in Empty Homes if they had not seen the value and impact of the EHCGP	191188-191181-13031415
The continuing development of future projects underway (in one local authority area); the ability to bid for new/additional funding having achieved a strong track record through the programme; the ability to work with existing property owners and facilitate them to acquire additional properties for leasing through the charity; the discussions around future alternative funding.	191188-191181-13036881
None	191188-191181-13037224
Empty property refurbishments, training, working with colleges and probation.	191188-191181-13039131
We have not been able to progress much since the programme in the face of other challenges to the organisation.	191188-191181-13085676
Purchase of our new office/support centre, establishment of new trading company, enhanced volunteer programme, re-finance	191188-191181-13101882
The level of on going activity is directly related to the programme we continue to build on its foundations	191188-191181-13123365
We have refurbished an empty property using a grant from LandAid, to create a mother and baby unit. This project was successful because we could evidence successful EHCGP programmes. Similarly, we have benefited from an asset transfer and a no-rent lease from a local authority because we created 12 affordable rent bedspaces in that local authority area.	191188-191181-13128165

Would not have 4 houses to rent in the community	191188-191181-13165543
Plans to participate in the LCC RTBR programme.	191188-191181-13179715
It may have had an impact on many other things, eg influencing the judges of the World Habitat Award, which we won, or making Leeds CC more amenable/likely to extend our leases etc	
none	191188-191181-13267272
Our empty homes output was significantly increased through the grant funding, and particularly the flexibility shown by Tribal/DCLG around project programming and drawdown. The unpredictability of projects and pipeline were much eased by having a funding facility to draw down on over a sensible period of time. It also gave confidence to other partners to have government support and funding.	191188-191181-13403746
Development of Vancouver House 1 bed hostel purchased and refurbished	191188-191181-13433160
56 safe homes would not have been available to women and children fleeing violence and abuse	191188-191181-13433990
Our latest Crown Heights housing project would not have been possible. The funding for this project would have been used 2/3 years ago and would have instead purchased several 1/2 bed properties in the area.	191188-191181-13433743
The Homes team based within our organisation would not have been possible without the support of EHCGP	191188-191181-13434094
We would not have gone on to purchase another 3 properties. We would not be considering a Community Led Housing Project. We would not have had the confidence to represent ourselves with public sector parties. We would not have been able to become self-sufficient. In short we have become credible to residents; partners and colleagues.	191188-191181-13434201
We would not have been able to provide benefit free accommodation and support for 27 young apprentices who have experienced homelessness within the NHS.	191188-191181-13435310
SETTING UP ADDITIONAL ACCOMODATION	191188-191181-13436673
The next phase of property development, (creating 16 new homes from long term empty properties), would not have been able to proceed. The improvements made to existing properties in terms of thermal performance would not have happened.	191188-191181-13436652
The programme has meant that Progressive Lifestyle Solutions is no longer dependent on successful funding applications to continue to exist. We continue to achieve positive results by directly facilitating affordable independent living in a way that we had never been able to before 2012. Finally, the positive relationship that this fund has generated with Liverpool City Council has been absolutely invaluable to this organisation.	191188-191181-13438212
None - for us we have achieved despite our links with your contracted provider of EHCGP grant and it caused us more problems and required more time and conflict than the £37.5k was worth. This doesn't mean it wasn't a good programme but we didn't receive it directly.	191188-191181-13438306
The income from the rents on the refurbished properties enables our development programme to progress successfully	191188-191181-13455809
We have been able to keep our other projects at full capacity despite cuts from LAs.	191188-191181-13458430

Since the EHCGP programme we have been awarded at the end of March 2016 £260,000 in grants for renovation, purchase and staffing costs of a total of 12 properties. If it had not been for the EHCGP programme it is unlikely that Doorstep would have had the experience and track record to secure the funding we have just been awarded. The purchase of the additional 11 properties has given Doorstep a greater asset base in order to secure finance through ethical banks to purchase a further 12 properties for this new empty homes project.	191188-191181-13465340
Providing supported tenancies for people with a mental health need	191188-191181-13573115
The expansion of our organisation to a further 10 places for homeless individuals	191188-191181-13573212
We've been able to open up the use of communal facilities at one of our EHCGP projects both to our own residents but also for wider use. This has generated additional income but also brought people into our scheme who have seen what we do.	191188-191181-13573559
Supporting care leavers in developing their independent living skills over a two year period and moving them onto their own properties and meaningful day time activity	191188-191181-13573333
We have been able to make an impact at a local level with a small staff provision. We have formed new partnership to strengthen the organisation.	191188-191181-13574560
We wouldn't have 21 tenants, and new programmes to support vulnerable families requiring our type of housing offer (mainly two-bed). We wouldn't have an asset value which we can potentially use to lever in other financing.	191188-191181-13575147
n/a	191188-191181-13575800
we would not have been able to house people we have been supporting other co-operatives to develop their business plans and financial management	191188-191181-13585848
further capital applications and application to become an RP - the project has increased our capability and creativity.	191188-191181-13589674
While we have not been successful in using the EHCGP to put properties back into use, our involvement in the programme has stimulated internal discussion about the use of property to further our charitable aims - and as a result we have used a combination of charitable and loan funding to purchase accommodation for people recovering from long-term mental illness.	191188-191181-13597144
Without the track record we established via EHCGP, it is unlikely we would have received funding for further projects from Leeds City Council, the Nationwide Foundation and LandAid.	191188-191181-13601605
Waterloo project to redevelop and bring an old library back into use as affordable workspace New Cross Road live / work / retail enterprise incubation project	191188-191181-13605411
Training and construction networks locally. Influencing local policy.	191188-191181-13609533
1. Housing a further 16 homeless people at any one time 2. ensuring the survival of Emmaus Norwich as a viable organisation	191188-191181-13595741
N/A	191188-191181-13634687
None	191188-191181-13645532

Moving towards eco-new build. Key motivation of organisation is low impact, low energy design and build. Proved uneconomic on low value properties. Would only work if whole area upgraded raising value. This raise issue of 'gentrification' (may be over egging!) but houses all privately owned by residents or landlords so does not have social housing support. Some streets descending to a level that clearance may become only option. A fully retro fitted terrace including purchase £85k compared with similar floor area detached/semi new build of £135k but when only a few houses improved will not climb above £50k. Design Team now fully established and gained valuable experience.	191188-191181-13704441
Refurbishment of 1 property in 2015/16 and TBC further properties in 2016/17 and beyond (using £70k recycled loan fund). Our social enterprise lettings agency would not have grown to its current size without EHCGP - meaning we could house fewer homeless people each year, without public funding. We would not now be on the point of securing trust funding for further empty homes refurbishments, nor would we have secured social investment.	191188-191181-13763957
POWER TO CHANGE FUNDED DEVELOPMENT OF 2 X 2 BED FLATS AND 2 X SHOPS	191188-191181-13809754
Being able to offer 24 bedspaces to people in housing need.	191188-191181-13814350

24 As a result of EHCGP have you established any new trading activities?



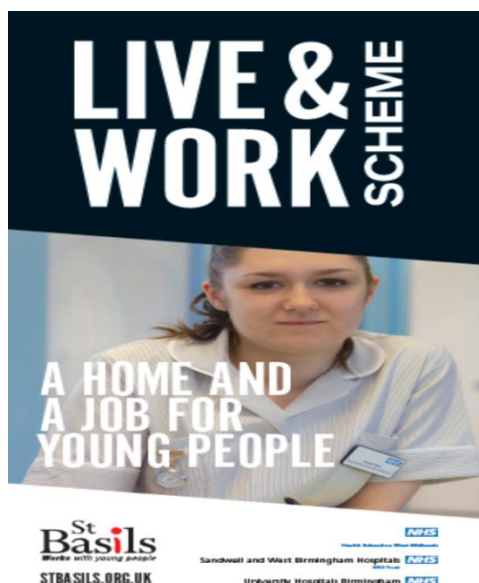
Over a third of respondents said that they had established new trading activities in the 12 months since EHCGP ended. This suggests a high degree of flexibility and the urgent need to respond to changing patterns of resource availability.

The 19 respondents who had made these adjustments provide useful comments below on the types of change involved. These include changes to organizational structures to facilitate trading, links with contractors and landlords, consultancy services, social enterprise, service user involvement, recycling initiatives and gardening.

24.a If yes, please explain:

Showing all 19 responses	
We had no housing / accommodation available to us prior to the EHCGP funding - we now have !!	191188-191181-13029606
We have restructured our business to strengthen and expand the role of the trading company that we established to undertake our Empty Homes work. The trading company now delivers all of our overtly trading activities including our personal and enterprise lending and will deliver our future Empty Homes work.	191188-191181-13029479
Built a relationship with one of the contractors and are currently forming a partnership to look at joint working	191188-191181-13029926
As well as managing the properties, from which we derive rental income we have also set up a surplus building materials recycling centre recycling both materials from our own work and from commercial builders	191188-191181-13039131

from commercial landlords.	
We have established a separate, but wholly owned trading subsidiary called Giroscope Services - staffed by former volunteers.	191188-191181-13101682
Working with private landlords who lease us their properties - it has helped us to extend our portfolio and provide more safe homes for women and children	191188-191181-13433990
The Homes team was created and has been sustained as a result of the EHCGP	191188-191181-13434094
Purchase & let properties. Taking on the running of a previously failing community centre. Securing asset transfer of land for development into community led housing.	191188-191181-13434201
Garden business and contract with Local Authority	191188-191181-13573212
We have a staff member to deliver on a neighbourhood level	191188-191181-13574560
We have developed a consultancy to offer district wide contract cover. Two contracts have been won - the first to work with the local authority on community asset transfers and the second to work with two local CCGs on physical and social assets and how they could re direct their procurement and grant giving to enable a more community asset based approach to local health care.	191188-191181-13575147
only rental income and leasing a shop - we now maximise any ancillary space by lettings	191188-191181-13589674
Indirectly (see above)	191188-191181-13597144
Yes, specifically to deliver EHCGP, we established Elevate, a social enterprise offering employment, apprenticeship and training opportunities in property maintenance and renovation.	191188-191181-13601605
Mixed use provision and Development project management	191188-191181-13605411
Rental income from the properties refurbished.	191188-191181-13609533
Increasing the size of our resident community of formerly homeless people enabled us to scale up the social enterprise on which we depend to generate the income that will ensure our economic survival	191188-191181-13595741
Well yes and no. Not offering refurb service as proved too slow to be economically viable and lack motivation on senior management team. The yes is the stronger design Team and focus on community eco new build.	191188-191181-13704441
BUILDING SHOPS	191188-191181-13809754



A wide range of impacts were identified and the idea of a legacy of EHCGP was clearly visible in the full set of 52 responses to this question. Asset ownership, growth and trading were clearly now well established and this was felt to be important for long term survival through financial security and sustainability. However, the impact had not been as beneficial for all respondents, for example some had seen the downsides of landlordism when tenants damaged the property or failed to pay the rent, and there was a recognition that if the programme were not repeated its impact would diminish over time.

A key headline impact referred to by Giroscope in the comments in the table below was their success with Canopy in winning the BSHF World Habitat Award 2015/16 for 'Self-Help Housing in the North of England'. This international recognition would have been inconceivable without EHCGP and can therefore be regarded as a major outcome of the programme. Other newsworthy wider recognition was achieved by Granby Four Streets who with their architects, Assemble, won the Turner prize in 2015.



Showing all 52 responses	
the legacy will be with the LA as it has enabled me to build a multi functional EP team embedded in the LA	191188-191181-13029751
Owning 125 homes and the rental income which is unrestricted funding which can support other projects within Changing Lives.	191188-191181-13029489
If we can survive this next 12 months then our business becomes sustainable in the longer term.	191188-191181-13029606
We have recently formulated a strategic direction for our Trading Company, within which Empty Homes and community regeneration both feature.	191188-191181-13029479
It enabled us to double our housing stock which will give us confidence to go on and invest in more properties as well as greatly improve our housing management function. It has given our staff greater confidence in their own quality of workmanship and the ability to bid for larger contracts, It has helped us improve the way we capture the Social Value we provide and will enable us to show this more clearly to funders.	191188-191181-13029926
Very little as we could not spend the money in the time allocated. But it did give us the idea of buying our own property. We are a housing co-op who borrow properties all our properties are on loan except for the 2 we own, we run financially through the rents alone. We have never had any external funding.	191188-191181-13030295
It should ensure our long-term survival. This will include the confidence to go ahead with a large planned new-build project.	191188-191181-13030510
Following the transfer of the initial 10 from the RSL we will be looking to take on more which will not only stabilise problem areas further but provide a long term source of income for our organisation allowing sustainability	191188-191181-13031415
We now have a strong portfolio and track record. On this basis we are now positively exploring alternative funding streams - principally social investment in order to expand the work further. This might include other areas of housing need, but also potentially in other geographic areas. It has given us financial strength and renewed confidence to develop further.	191188-191181-13036881
Limited	191188-191181-13037224
Greater financial security, greater diversification of activities leading to great opportunities..	191188-191181-13039131
It has given us a secure long-term asset Base but we have not been in a position to take advantage of it.	191188-191181-13085676
Enabled Giroscope to become a fully sustainable organisation and allowed us to push on to the 'next level'. It has also enhanced our standing/reputation both in hull and nationally. (World Habitat Award Winner)	191188-191181-13101682
As mentioned owning assets brings more financial security and working with more tenants helps the organisation delivers its core work	191188-191181-13123365
We want to grow our portfolio of affordable rent local housing linked in with our existing community delivery model. In reality, this means a small number of family homes in each local area. A business related impact is that it has improved our balance sheet and we are working on a large early years social investment project, and our good balance sheet will help leverage and secure borrowing in the future.	191188-191181-13128165
Secured assets, availability to offer properties to those in need	191188-191181-13165543
Massive. It has made expansion and massively increased sustainability possible.	191188-191181-13179715
Formation of low maintenance housing portfolio which will continue to provide affordable accomodation	191188-191181-13267272
It has helped us grow in confidence and scale in terms of our delivery, and has helped us to reach a more secure financial footing (through lease income, and potentially longer leases to secure property/land) to provide more affordable homes projects into the future.	191188-191181-13403746
Housing legacy	191188-191181-13433160

Significant contribution to long term financial security	191188-191181-13433990
The houses that have been added to our asset base and all of the young people they will help support over the coming years.	191188-191181-13433743
Development of skills and knowledge within the housing sector, the ability to support other organisations within the Groundwork Federation to deliver homes activity.	191188-191181-13434094
A self-sufficient community trust; generating funds to cover overheads including team; and invest in community activities. Core funded team is skilled at a level to lobby and negotiate for the essential services (police, health, education, social care etc.) in what remains a very deprived area.	191188-191181-13434201
It will underpin the development of more creative affordable and are housing models for young people.	191188-191181-13435310
nOTALOT	191188-191181-13436673
It will have ensured long term financial stability of LATCH and helped improve the quality of the housing we provide. It will provide a basis for new projects and help us continue to improve the services we offer and the communities in which we work.	191188-191181-13436652
A sustainable future, and to replicate our model in other areas within the UK.	191188-191181-13438212
It has made Board members and residents very suspicious of agencies from out of town and led to difficult relations between staff and members requiring us to rebuild trust.	191188-191181-13438306
It has given us more sustainable for the future	191188-191181-13455809
Helping our social business become sustainable. It also gives our family support workers (Children's Centre staff) a chance to offer decent homes to their client base.	191188-191181-13458430
The impact has been a very positive one so far and it will enable Doorstep in the future to grow its asset base by purchasing and renovating more long term empty properties. The EHCGP has given Doorstep the opportunity to network with other similar organisations in the region and to learn from the shared good practice. The project has meant that we have been able to provide much needed good quality and affordable move on accommodation for our supported housing clients. We have found that demand for this accommodation has outstripped the provision and this will be a growth area for Doorstep. The additional rental income has contributed towards the financial sustainability of the organisation.	191188-191181-13465340
Creating a profile for us as a housing provider	191188-191181-13573115
Sustainability because of additional numbers of companions	191188-191181-13573212
EHCGP gave us access to capital grant to increase our stock. We have been able to demonstrate our ability to deliver complex projects to time and on a budget. That has increased our credibility with funders and potential partners. It has also allowed us to assist new groups of people and provide a wider menu of housing options to our traditional client group.	191188-191181-13573559
It has secured our ability to provide quality housing to vulnerable young people and the community around our organisation. It has given us a start in developing community led housing.	191188-191181-13573333
We will have a wider delivery base within the city we are an asset based organisation for the first time in over 16 years. We have maintained our presence in our community	191188-191181-13574560
Owning assets gives long term responsibility and involvement.	191188-191181-13575147

We may (or may not) become a larger player in the social housing field.	
at the moment none, however it has allowed us to continue the conversation with other groups which may lead to future developments	191188-191181-13575800
we will continue to provide affordable housing to our members and support other co-operatives	191188-191181-13585848
increased volume of housing provision	191188-191181-13589674
As discussed above - the direct impact is minimal, but there has been an impact on organisational thinking on the use of property.	191188-191181-13597144
* Significant increase in property portfolio making us more independent * Improvement in the organisation's balance sheet / financial viability.	191188-191181-13601605
A step on way to long term growth through asset base and a showcase project	191188-191181-13605411
A strong asset base for the organisation, which provides a good income stream, and quality affordable housing for local residents.	191188-191181-13609533
The long term continuation and growth of our organisation to support formerly homeless people and empower them to rebuild lives. We have a 99 year lease on our building and this EH grant has given us the ability to ensure this project can continue for the life of the lease...and hopefully longer!	191188-191181-13595741
Helping to create affordable housing.	191188-191181-13634687
Nine occupied dwellings that would otherwise be empty and derelict	191188-191181-13645532
Hopefully if properties ever rise in value there will be a strengthening of the balance sheet. If cared for the properties have been given another 100 years of life. On the more negative side the charity will never again consider being a landlord unless very close to main operation. There is a limit to how many times you can get up from houses being damaged or stripped (often linked to the previously mentioned drug dealers). It may have been a very different result if agencies had supported or a scheme such as Future Jobs Fund in place.	191188-191181-13704441
If it isn't repeated - steadily less and less. As things stand - it's enabled us to develop a functioning Empty Homes Scheme, through which we have the funds, knowhow, contacts, systems and networks to identify, refurbish and rent out empty properties. We benefit from a number of leases (typically 5-7 year) and own one property outright, which gives us some financial stability and enables us to invest further in our empty homes and social enterprise lettings activities.	191188-191181-13763957
FINANCIAL SECURITY IN FIVE YEARS	191188-191181-13809754
We have a property base that may become useful to lever future funding for expansion	191188-191181-13814350

