



Asset Backed Vehicles

ikon is a professional housing and regeneration consultancy service focussing on delivering value for our clients across private, public and affordable housing sectors. We are able to offer strategic expertise and operational capability. We are Homes and Communities Agency (HCA) Property Panel members and also can be procured from the HCA Multi-Disciplinary Panel.

Asset Backed Vehicles

ikon has extensive experience of working with both the public and private sectors to develop new approaches to housing led regeneration. Our experience goes back to our selection by the HCA as their lead advisor on the introduction of Local Housing Companies, originally proposed in the Housing Green Paper 2007. Whilst the proposal was developed in a very different market, the proposition of harnessing public assets (typically land) alongside private sector expertise offers opportunity to develop out these assets whilst maximising value. ikon's experience has also been used by a range of Local Authorities across the country, who have land assets and the ambition to harness the potential of these assets to deliver lasting change. Our experience has been to assist public bodies to appraise whether asset backed vehicles are the right way to proceed compared to other available options. Key to this approach is to ensure that the authority have properly considered risks and benefits so they can progress to secure a private partner with whom an overarching regeneration vision can be shared and objectives aligned.

Our approach ranges from strategic advice to ensure that approaches and structures maximise value and return, analysis of available funding streams, effective assessment of opportunities to reduce risk through to expertise in project management to ensure that homes are delivered to quality, time and budget.

ikon is responding effectively to the challenges of the new regeneration market, working with a range of clients from Local Authorities seeking to structure multi-site proposals, developers seeking to effectively secure and deliver regeneration opportunities, and Housing Associations seeking to structure their approaches effectively.



How ikon can assist

ikon understands that pressures in the regeneration market, particularly during a period of funding austerity, call for new approaches to harness value and secure the delivery of homes.

- Working with Local Authorities, Housing Associations and developers to structure and evaluate new delivery vehicles. ikon advised the HCA and a range of Local Authority partners on Local Housing Companies and their comparative performance compared to other partnership models.
- Financial Modelling – capability to model various scenarios utilising a range of assumptions from affordable components through to joint venture performance and 'bankability'.
- Working with partners to develop and explore and commercially appraise new approaches, including private rented sector investment models and approaches.
- Business Case assessment – ikon is well versed in providing Business Case assessments for Local Authorities, the HCA and CLG and HM Treasury. This work includes full remit of services from strategic assessment, financial modelling and green book assessment.
- Innovation – ikon has been used by the HCA to explore new approaches to deliver, for example, the ability of various Community Land Trust models to effectively deliver affordable housing.
- Project Management – Major project delivery and project management ensuring that risk and potential benefits associated with intermediate housing are properly factored into project objectives and measurement.
- Bespoke services – ikon has the capability to deliver effective development and masterplanning and planning briefs, provide procurement advice and assist in ensuring that procurement processes deliver the most effective service solution.

Why ikon?

Our experience is founded upon a strong strategic capability led by two former strategic directors of a major housing association. Our services include:

- Business Case assessment
- Strategic advice including funding sources and solutions
- Financial Modelling
- Project Management
- Expertise in development delivery vehicles and approaches
- Bespoke services such as procurement advice

References

We will happy to provide references upon request. As part of the HCA Property Panel public bodies can procure ikon's services without the need for full scale OJEU procurement.

Recent commissions



Local Housing Companies

ikon have been appointed by a number of pilot LHC authorities to undertake options appraisals, informing the authorities of the strategic and financial benefits which LHCs may offer. This involves ikon's submission of an Outline Business Case for the preferred option to the executive management team and members. This business case covers the role and outputs expected of the approach, fit local strategy, and the Council's objectives for the company (as appropriate).



Community Land Trusts

ikon were appointed by the Homes and Communities Agency to provide advice in relation to a new Community Land Trust (CLT) model. This work included financially appraising and evaluating different CLT approaches and new innovative forms of The CLT approach whereby land is provided for the on going benefit of the community has strong potential links with the emerging localism agenda and the current thinking around Local Housing Trusts.

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