

HOMES AND COMMUNITIES AGENCY 2011-2015 Affordable Homes Programme

STANDARD OFFER TEMPLATE

Instructions to providers

The purpose of this template is to allow potential providers to submit offers for the 2011-2015 Affordable Homes Programme.

Providers are asked to note the following in respect of the information requested:

- 1. We are requesting information, at sub-regional level, about the geography of proposed new supply and of anticipated conversions. This is to allow us to form a picture of national coverage and spread of both elements of offers. We recognise, as outlined in the Framework, that, particularly in the case of the latter, that the profile of conversions may change over the lifetime of the programme, based on the actual pattern of re-lets. Accordingly, we will undertake programme and contract management on a flexible basis to accommodate such changes.
- Information provided in the template will follow assessment and any agreed changes, form the baseline for the Framework contract for those providers whose offers we wish to take forward. This baseline information will be able to be varied through the contractual quarterly review process.
- 3. Where we intend to take forward offers from providers, we will request further information about anticipated profiling, to help set the contract baseline. This has not been requested of all providers bringing forward offers at this stage, to reduce the detail needed where it may be the case that some offers do not proceed to contract.

In addition to these instructions, prospective bidders for the new programme must refer to the 2011-15 Affordable Homes Programme Framework document published on 14 February 2011 http://www.homesandcommunities.co.uk/affordable-homes especially Chapter 5, Programme Requirements, sections 5.20 to 5.82.

Submission deadline

All bids for the programme must be submitted using this template and sent to: AHPOffers@hca.gsx.gov.uk by 5pm 3 May 2011.

Templates sent after this date or submitted by other means will not be considered by the Agency.

Enabling macros

When opening the standard offer template Providers must always <u>enable</u> macros as prompted by the dialog box when the document is opened. If no dialog box appears, Providers must check with their own IT support to ensure that macros are always enabled.

Saving

Before submitting the finished offer template to the Agency (see above submission deadline) it must be saved in Excel 2003 format.

Supplementary statements

The standard offer template also requires a number of supplementary statements. With the exception of accounts information (see below) all supplementary statements should be submitted together in a single PDF document with a maximum of one page per individual statement. The PDF document should be named: [Bidder name]AHPSS. If accounts information is submitted it should also be a PDF document named [Bidder name]AHPaccounts.

Completing the template

The standard offer template has five sections: Provider information, Conversion offer, New build offer, Capital and revenue, and Other Products offer. Key points to note for each are below. There are 3 sub-tables for recording firm from indicative offers, where additional locational detail is requested;

- Firm element of new supply
- Location of NAHP 08-11 social rent schemes offered for conversion; and
- Location of any market sale disposals offered for conversion.

ALL REFERENCES TO COLUMNS OR ROWS ARE THE EXCEL CELL REFERENCES AS THEY APPEAR ON SCREEN. PROVIDERS MUST AND CAN ONLY INPUT DATA TO WHITE CELLS.

1. Provider information

The sole or lead partner organisation must complete their organisation details including (if applicable) parent and ultimate parent company.

If the offer is from a consortia this must be confirmed and the supplementary information and confirmations given. Please see above for instructions on submission of supplementary information.

If applicable, information about each consortium partner should be entered. To add a new partner click the "Add another organisation" button and a new form will appear.

The worksheet ends with a series of confirmations and many require supplementary information to be submitted (see instructions above). Failure to provide the required confirmations and/or supplementary information may result in rejection of offers.

Consortium / SPV / JV Information

Providers are asked to certify that the application is made as either a consortium / SPV / JV. Note that the Agency reserves the right to ask for additional information about consortium or SPV/JV arrangements.

Other confirmation statements

Providers are asked to complete the various confirmation statements and self-certify that their offers meet our requirements as appropriate. Two statements: Financial Forecast Return and Provider Board Approval also require information to be submitted direct to the Tenants Services Authority (TSA). By submitting offers to the HCA Providers are consenting that information provided to the TSA may be shared with the HCA.

The template FFR is available at www.homesandcommunities.co.uk/affordable-rent and should be returned to the TSA at FAenquries@tsa.gsx.gov.uk Board approval minutes submitted to the TSA and the HCA.

2. Conversion offer

Box 1 Conversion Geography

- In Box 1 the provider is first asked to confirm the Offer Name at column B. Each offer name must be unique.
- In Column C the provider must input the estimated total number of re-let units for the 4 year programme period. This is the total number of re-lets based on analysis of provider own historic voids data.
- At column D the provider must input the total number of re-let conversions to be offered for the 4 year programme period.
- At column E the provider is asked to input the total estimated number of these conversions that will be generated from 08-11 NAHP social rent commitments. i.e. Schemes where start on site as social rent has been funded, but practical completion of the homes has not been achieved as at 3rd May 2011. If any entries are made in this column, the location and IMS reference for these schemes must be input to the

- social rent re-lets worksheet. This is only required if conversion of 08-11 NAHP social rent schemes is proposed.
- The provider must then confirm the HCA operating area for each element of the offer.
- After selecting HCA operating area the respondent should continue to select the
 white cells using the drop-downs to select the minimum geographic area required for
 each offer in that HCA operating area. White cells labelled "Additional geography"
 are optional. The table below shows the breakdown of smaller geographic areas in
 each HCA operating area.

| HCA operating area | Minimum level of geography | Areas for minimum level of |
|-------------------------------|-----------------------------|---------------------------------------------------|
| Foot and County Foot | required for package offers | geography |
| East and South East | Counties | Buckinghamshire, |
| | | Cambridgeshire, East Sussex, Essex, |
| | | Hertfordshire, Kent, Norfolk, |
| | | Suffolk, Surrey, West Sussex |
| London | Areas | North East, North West and |
| London | Aleas | South |
| Midlands | Areas | Aylesbury Vale and Milton |
| Midlands | Aleas | Keynes, Bedfordshire and |
| | | Luton, Birmingham and |
| | | Solihull, Black Country, |
| | | Coventry and Warwickshire, |
| | | Herefordshire, Shropshire, |
| | | Telford and Wrekin, |
| | | Leicester. Leicestershire and |
| | | Rutland, Lincolnshire, |
| | | Northamptonshire, |
| | | Nottinghamshire & |
| | | Derbyshire, Stoke and |
| | | Staffordshire, Worcestershire |
| North East, Yorkshire and the | LIPs | Durham, Hull, East Riding, |
| Humber | | North Lincolnshire and North |
| | | East Lincolnshire, Sheffield |
| | | City Region (South Yorkshire |
| | | and Northern HMA), Leeds |
| | | City Region, Newcastle and |
| | | Gateshead, North Tyneside, |
| | | North Yorkshire, Northern |
| | | HMA, Northumberland, |
| | | South Tyneside, Sunderland, |
| | | Tees Valley |
| North West | LIPs | Cheshire, Cumbria, Greater |
| | | Manchester, Lancashire and |
| | | Flyde Coast, Lancashire – |
| | | Pennine Lancashire, |
| Courth Mont | LIDe | Merseyside, Mid-Lancashire |
| South West | LIPs | Berkshire East, Berkshire |
| | | West, Bournemouth, Poole |
| | | and Dorset, Cornwall & Iles of Scilly, Devon, Exe |
| | | Authorities, Gloucestershire, |
| | | Isle of Wight, North |
| | | Hampshire, Oxfordshire, |
| | | Plymouth, PUSH, Somerset, |
| | | Swindon, Torbay, West of |
| | | England, Wiltshire |
| | | Lingiana, Willolline |

 Each row of a package offer must specify as a minimum the required minimum geography. For example, packages in the East and South East HCA operating area must be specified at county level. An offer in two counties will therefore require two rows. If it is intended to offer conversions to market sale disposal the individual offer line must then define the LA areas applicable.

- Providers are therefore asked to select the minimum geography using a drop down menu at column H, so an offer in the East and South East, will be defined at County level, with the minimum geography being Cambridgeshire.
- Providers are then able to provide additional geographic detail (if known) in columns I onwards. Grey cells mean no further geographic options are required.

Click the button 'add extra row' to add a new row for each line of the offer. The template starts with 6 blank rows.

Box 2 Conversion Mix & profile in Offer

Columns B and C auto-populate from Box 1.

- The Provider allocates the total offered re-let conversions (Column C) to the three conversion products in Columns D, E and F. The products are: Affordable Rent homes, Affordable Home Ownership homes and Market Sale Disposal. To note that the total conversion mix of Affordable Rent, Affordable Home Ownership and Market Sale Disposal must sum to the total conversion offer at Column C.
- If a provider is offering Market Sale Disposals (Column F) the market sale disposals work sheet must be completed to confirm the local authorities where the disposals are anticipated to take place. This must be completed even if no local authority has been specified for the offer in Box 1. NB.As outlined in the Framework, it is accepted that the pattern and geography of conversions, including disposals, may vary over the period of the contract. Contract management will be undertake on a flexible basis in recognition of this.

Box 3 Conversion Homes & Income profile Affordable Rent

Column B is auto-populated from Box 1. Column C is auto-populated from Box 2 Column D.

- Column D providers must input the average estimated annual gross <u>Market Rent</u> per converted unit of Affordable Rent inclusive of service charges.
- Column E providers must input the average estimated annual gross <u>Affordable Rent</u> per converted unit of Affordable Rent inclusive of service charges.
- Column F providers must input the average annual service charge per Affordable Rent converted unit.
- Column G automatically calculates the Affordable Rent inclusive of service charge as a percentage of the gross Market Rent.
- Column H providers must input the average current social rent per unit, annual income after service charge but before management costs and maintenance in total for the proposed conversions to Affordable Rent units.
- Column I auto-populates with the estimated total social rent income for all offered properties.
- Column J auto-populates with the total Affordable Rent after service charges for all the offered properties.
- Column K then auto-populates with the differential gross income from all properties between Affordable Rent (Column J) and Social rent (Column I) gross rent after service charges but before management and maintenance.
- The Provider must enter the total borrowing capacity in Column L that can be serviced by the rental differential (auto-populated in Column K). This is only required at a total package level not row-by-row. This entry auto-populates Cost Contribution 2 on the New Supply worksheet.

Box 4 Conversion Homes Income Affordable Home Ownership

- Column B is auto-populated from Box 1.
- At Column C is auto-populated with the estimated number of conversions to Affordable Home Ownership.
- At Column D providers should input the total aggregate disposal value, per offer, for all the units being sold as Affordable Home Ownership (this should be taken to mean both Shared Ownership and homes sold with the benefit of Equity Loans inclusive).
- Column E providers are required to input the average 1st tranche sale percentage (this figure should be the average of shared ownership first tranche sales and the size of the equity loan sales).

- Column F is the maximum cost contribution that providers can deploy arising from the 1st tranche sale of shared ownership units or homes sold with equity loans. This forms part of new supply contribution 2 and is calculated by multiplying Column D total disposal value x Column E average first tranche % = New supply cost contribution 2. This then forms part of new supply cost contribution 2 see below.
- Column G requires providers to input the current social rental income per unit (gross rent after service charges but before management and maintenance costs) of the units offered for conversion to either shared ownership or equity loan sale.
- Column H is the average current social rent estimated annual income (gross rent after service changes and before management and maintenance) for all properties being converted in the offer to Affordable Home Ownership. This is auto-populated by multiplying Column C x G.
- Column I is the estimated total current social rent borrowing capacity based on the current rental income stream of the units being proposed for conversion. Providers are only required to fill in a total for borrowing capacity across the total offer.
- Column J is the anticipated annual rental income on the unsold share and the interest on the equity loan (gross rent inclusive of service charge but before management and maintenance costs) per unit.
- Column K is the anticipated annual rental income on the unsold share (and interest on the equity loan) for all offered properties to AHO.
- Column L auto-populates and is the annual rental income differential between the social rental income and the income generated from the rent on the unsold share and the interest charged on the equity loan.
- Column M is the maximum level of debt servicing that can be generated based on the differential between the income earned through social rent and the income generated through rent on the unsold shared ownership sales and the interest generated on the equity loans. This then forms new supply cost contributions 2 see below. Note that this figure could be negative if the income from social rent is greater than the income achieved from the unsold shared ownership shares and the interest on homes sold with equity loans. This would then effectively become borrowing capacity forgone and be a negative figure.

Box 5 Conversion Homes Income Market Sale

- Column B is auto-populated from Box 1.
- Column C is auto-populated from Box 2 Column F.
- Column D providers must input the aggregate total receipts generated from the disposal at Market Sale of all properties.
- At Column E providers are asked to input the average current social rent per unit, annual income inclusive of service charge but before management costs and maintenance in total for each proposed Market Sale Disposal.
- Column F auto-populates with the aggregate total annual current social rent for all the proposed Market Sale Disposals per offer.
- Column G providers must input the aggregate total estimated current investment capacity based on the total of the current social rental income stream of all the units being proposed for conversion to Market Sale Disposal (Column C).
- Column H is the Market Sale Disposal net total receipts, net of current estimated social rent borrowing capacity (this forms part of new supply cost contribution 2).

Box 6 Conversion HCA operating area summary: Affordable Rent and Box 7 Conversion HCA operating area summary: Affordable Home Ownership These boxes are entirely auto-populated.

3. Re-let conversions from committed NAHP 2008-11 Social Rent

If conversions worksheet Box 1 includes re-let conversions from NAHP 2008-11

- Column D providers are required to input individual site location details.
- Column E providers are required to input the number of firm units.
- Column F providers are required to input the IMS scheme code for the converted relets.

4. Market Sale Disposals

If conversions worksheet Box 2 includes market sale disposals;

- Column D providers must input the local authority where the disposals are taking place.
- Column E providers must input the number of units being disposed of.

5. New supply

Box 1: Geography

- In Box 1 the lead organisation first asked to confirm the Offer Name at column B. Each offer name must be unique.
- Lead organisations are then required to input the estimated total number of new homes being delivered through each offer at column C.
- This is then sub-divided between firm offers (i.e. those confirmed sites where scheme level detail is known regarding location, such as postcode etc) column D and Indicative offers at column E (column E is auto-populated). If any homes are specified as "firm" in column D, their location must then be input to the new supply firm units worksheet. This is only completed if 'firm' units are offered.
- The lead organisation is then asked to confirm the HCA operating area, at column F for each element of the offer. After selecting HCA operating area providers should continue to select the white cells using the drop-downs to select the geographic area. White cells labelled "Additional geography" are optional.

| HCA operating area | Minimum level of geography required for package offers | Areas for minimum level of geography |
|--------------------------------------|--------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| East and South East | Counties | Buckinghamshire, Cambridgeshire, East Sussex, Essex, Hertfordshire, Kent, Norfolk, Suffolk, Surrey, West Sussex |
| London | Areas | North East, North West and South |
| Midlands | Areas | Aylesbury Vale and Milton Keynes, Bedfordshire and Luton, Birmingham and Solihull, Black Country, Coventry and Warwickshire, Herefordshire, Shropshire, Telford and Wrekin, Leicester, Leicestershire and Rutland, Lincolnshire, Northamptonshire, Nottinghamshire & Derbyshire, Stoke and Staffordshire, Worcestershire |
| North East, Yorkshire and the Humber | LIPs | Durham, Hull, East Riding, North Lincolnshire and North East Lincolnshire, Sheffield City Region (South Yorkshire and Northern HMA), Leeds City Region, Newcastle and Gateshead, North Tyneside, North Yorkshire, Northern HMA, Northumberland, South Tyneside, Sunderland, Tees Valley |
| North West | LIPs | Cheshire, Cumbria, Greater Manchester, Lancashire and Flyde Coast, Lancashire – Pennine Lancashire, Merseyside, Mid-Lancashire |
| South West | LIPs | Berkshire East, Berkshire West, Bournemouth, Poole and Dorset, Cornwall & Iles of Scilly, Devon, Exe |

| HCA operating area | Minimum level of geography | Areas for minimum level of |
|--------------------|-----------------------------|-------------------------------|
| | required for package offers | geography |
| | | Authorities, Gloucestershire, |
| | | Isle of Wight, North |
| | | Hampshire, Oxfordshire, |
| | | Plymouth, PUSH, Somerset, |
| | | Swindon, Torbay, West of |
| | | England, Wiltshire |

- Each element of a package offer must specify as a minimum the required minimum geography at column G. For example, offers on East and South East HCA operating area must be specified at county level. An offer in two counties will therefore require two rows.
- Providers are therefore asked to select the minimum geography using a drop down menu at column H, so an offer in the East and South East, will be defined at County level, with the minimum geography being Cambridgeshire.
- Providers are able to provide additional geographic detail concerning the LIP area at column I, selecting from a drop down menu.
- Column J if applicable select from list of LIPS, may be greyed out.
- Column K if applicable select from list of local authorities.

Box 2 New supply: Size & mix all homes

- Columns B and C auto populate from data input in Box 1.
- Providers must then enter the number of Affordable Rent Homes in Column D per offer
- Providers are required to enter the anticipated number Affordable Home Ownership homes in Column E per offer.
- At Column F providers are required to enter the number of **larger** Affordable Rental units per offer greater than 3 bedrooms.
- At Column G providers are required to enter the number of supported housing Affordable Rental units per offer.
- At Column H providers are required to enter the number of **rural** Affordable Rental units per offer (if any).
- At Column I providers are required to enter the number of social rented units per offer (if any).
- At Column J providers are required to enter the number of new supply Affordable Rental units delivered via s.106 with nil grant per offer.
- At Column K providers are required to enter the number of new supply Affordable Rental units delivered via s.106 requiring grant per offer.
- At Column L providers are required to enter the number of new supply **larger** (greater than 3 beds) Affordable Home Ownership units per offer.
- At Column M providers are required to enter the number of new supply rural Affordable Home Ownership units per offer.
- At Column N providers are required to enter the number of new supply Affordable Home Ownership units delivered via s.106 at nil grant per offer.
- At Column O providers are required to enter the number of new supply Affordable Home Ownership units delivered via s.106 requiring grant per offer.
 Note that the same homes can appear in more than one category. Eg. a

Box 3 New Supply: Scheme Costs Affordable Rent and Affordable Home Ownership

provider may offer some larger homes in a rural area.

- Columns B and C and D auto-populate from Box 1.
- Column E the provider must enter the estimated number of shared ownership homes per offer.
- Column F the provider must enter the estimated number of homes being delivered with an equity loan per offer. If offering homes with the benefit of an equity loan at a total package level, shared ownership must always exceed equity loan units.
- At column G providers must enter the total scheme costs for the delivery of Affordable Rent and Affordable Home Ownership units for each line of the offer.

Box 4 New Supply: Costs and contributions Affordable Rent and Affordable Home Ownership

- Column B auto-populates from Box 1.
- The Provider must enter in Column C the estimated annual gross market rent per unit including service charges.
- The average estimated annual gross Affordable Rent per unit including service charges is entered in Column D.
- Column E requires the provider to input the average annual service charge per Affordable Rent unit.
- Columns F auto calculates the percentage level of rent charged based on Column E divided by Column D.
- Column G is the sum of Column D Column E multiplied by the estimated number of units in Column C. This cell auto-populates based on these variables and gives the Affordable Rent estimated rental income per annum (gross rent after service charges and before management & maintenance) for all Affordable Rent units.
- The Provider must enter the aggregate total for all offer lines to estimate the borrowing capacity in Column H that can be serviced by the gross rent for all the offered Affordable Rent units (this becomes cost contribution 1a).
- At column I the provider must enter the estimated total market value of all Affordable Home Ownership homes per offer.
- The estimated average percentage first tranche sale proportion (shared ownership and equity loan) is input to Column J.
- Column K is the estimated aggregate net total receipts generated from the disposal of first tranche sales (cost contribution 1b). Required as a total for the package not for each row.
- The Provider must enter in Column L the estimated annual rental income for all Affordable Home Ownership units (total for all units and gross rent after service charges but before management and maintenance costs). For the purposes of the offer, the gross rents include shared ownership and any fees payable on equity loan products.
- The Provider must enter the aggregate total borrowing capacity in Column M that can be serviced by the gross income in Column I (rents on the unsold share and the interest from equity loans).
- Column N is auto-populated with the total capacity generated from the conversion
 offer.
- At Column O providers are asked to submit the aggregate total cost contribution arising from other resources. Note that the Agency reserves the right to request a further breakdown of this contribution. (AR & AHO cost contribution 3)
- At Column P providers are asked to submit the aggregate total cost contribution arising from the Market Sale of new supply units. (AR & AHO cost contribution 4)
- At Column Q providers are asked to submit the aggregate total cost contribution arising from RCGF and DPF funding. (AR & AHO cost contribution 5).
- At Column R providers are required to submit the HCA Funding required to make each offer for Affordable Rent viable (cost contribution 6a).
- At Column S providers are required to submit the HCA Funding required to make each offer for Affordable Home Ownership shared ownership viable (cost contribution 6b).
- At Column T providers are required to submit the HCA Funding required to make each offer for Affordable Home Ownership equity loans viable (cost contribution 6c).
- Column U is the sum of HCA Funding requests 6a, 6b and 6c, to provider a total AHO Funding request.
- Column V is the total scheme contributions 1 6 (i.e. the sum of columns H+K+M+N+O+P+Q+U) and cannot exceed or be lower than the total scheme costs at Column G.

Box 5 New supply: Delivery profile Affordable Rent

- Columns B auto-populates from Box1
- Column C auto-populates from Box 2.

- Providers must profile the Affordable Rent homes in Column C as completions over the programme period Columns D to G.
- Providers must profile the Affordable Rent grant draw down across the programme period Columns H – K.
- Columns L onwards are auto-populated.

Box 6 New supply: Delivery profile Affordable Home Ownership

- Column B auto-populates from Box1.
- Column C auto-populate from Box 2.
- Providers must profile the Affordable Home Ownership homes (shared ownership and equity loan) in Column C as completions over the programme period Columns D to G.
- Providers must profile the Affordable Home Ownership grant draw down across the programme period Columns H – K.
- Columns L onwards are auto-populated.

6. New Supply Firm Units

Input only required if New Supply Box 1 indicates 'firm.'

- Columns C and D auto-populate from Columns C and D in Box 1 New Supply.
- At Column E through to H providers are required to enter detailed confirmed location detail for each offer.
 - Site name at Column E.
 - o Number of new homes at Column F.
 - o Site location Town name at Column G.
 - Site location postcode at Column H.

7. Capital and revenue

- Cell C3 auto-populates from Column G box 3. Providers must then profile the total AR and AHO capital expenditure across the 4 year programme period at Cells D3 – G3.
- Cell C4 auto-populates from Column K Box 4 (cost contribution 1b). Providers must then profile AHO new supply first tranche sales across the 4 year programme period at Cells D4 –G4.
- Cell C5 Capital expenditure net of first tranche sales auto-populates and is the sum of C3 – C4). This will then automatically profile across the 4 year programme period at Cells D5 – G6.
- Cell C8 debt draw down, providers are required to input totals the total estimated debt draw down to deliver the package. If less than capacity generated on worksheets (this implies leakage) if greater than then this implies additional resource is being applied. Both will be queried by the Agency.
- Cell C9 Capital receipts conversions is the sum of AHO total net 1st tranche sales across 2011-15 (cost contribution 2) plus Market Sale Disposals net total receipts, net of current social rent borrowing capacity (cost contribution 2) and must be profiled across Columns D G.
- Cell C10 auto-populates from C4.
- Cells D12, E12, F12 and G12 auto-populate.
- Cell C11 HCA funding is the sum of total AR Funding requested + total AHO Funding requested from New Supply Column U box 4.
- Cells D11 G11 auto-populate.
- Cell C12 total capital funding is the sum of Debt draw down C8 + Capital receipt conversions C9 + Capital receipts – AHO new supply 1st tranche sales C10 + HCA Funding requested C11.
- Cell C15 providers are required to input the total additional rental income from new supply and profile this annually at D15 G15.
- Cell C16 providers are required to input total additional operating costs to deliver the new supply and profile this annually at D16 G16.
- Cell C17 additional rental income from conversions, providers are required to input estimated total and then profile (estimate) annually at D17 G17.
- Cell C18 interest on capital funding debt (estimated total debt draw down at C8), providers are required to input a total and then profile this annually at D18 G18.

Unit completions: New Build

Calls auto-populate from the new supply completions profile.

Unit completions: Conversions

- Cell C26 providers are required to input the total conversions to AR and profile this annually at D26 G26.
- Cell C27 providers are required to input the total conversions to AHO and profile this annually at D27 G27.
- Cell C28 providers are required to input the total conversions to Market Sale Disposal and profile this annually at D28 G28.

8. Other products

The Other products tab is available for providers wishing to submit offers for: -

- Mortgage Rescue
- Homelessness Change Programme
- Traveller Pitch Funding
- Empty Homes

The information requirement for all four products follows the same standard format. Providers are asked to confirm whether or not they are offering the product. If yes, a supplementary table is populated with the following: -

- Location (expressed in terms of HCA operating area)
- · Number of homes/pitches/bed spaces
- · HCA funding requested

Extensions & Conversions

Providers may also offer Extensions and loft conversions as works to existing stock. Providers will be asked to confirm whether or not they are offering the product. If yes, a supplementary table is populated with the following: -

- Location (expressed in terms of HCA operating area)
- No of loft conversions
- No of extensions
- Average bedrooms before conversions
- Average bedrooms post conversions
- HCA funding requested.

Local authorities offering Affordable Rent without HCA funding

Local authorities may offer direct provision of Affordable Rent homes without HCA funding. If this is the case the table should be populated with:

- Location (expressed in terms of the HCA operating area)
- Number of homes

This can be in addition to a funded offer submitted through the main standard offer template or stand alone.

Local authorities should also respond to a further supplementary question confirming that the offered homes are in addition to any that have been offered in the New Supply worksheet.

Providers who operate in London are asked to respond on whether any homes are to be offered via the Homes out of London or Seaside and Country Homes schemes and provide the number of homes to be offered.

If you have any questions about completing the standard offer template please submit your questions to our frequently asked questions inbox AHPFAQ@hca.gsx.gov.uk.