

Viability

21/06/2018 & 04/10/2018

Chair

Sue Vincent, Head of Learning,
Urban Design London

Speakers: 21/06/2018

Charles Solomon, Development
Viability Expert, GLA

Hugh Lacey, Development and
Research Director, Pioneer
Property Services

Valerie Conway, Development
Consultant, David Lock Associates

Delegates: 55

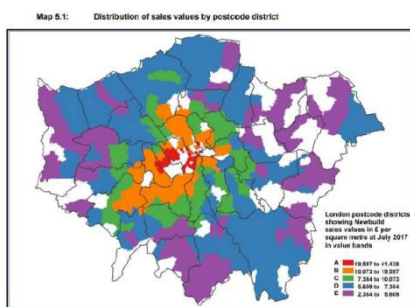
Speakers 04/10/2018

Andrew Jones, BPS Surveyors

Ellie Clayton-Smith, BPS
Surveyors

Delegates: 103

1. **The GLA is supporting new ways to increase housing in London.** The draft London Plan, Homes for Londoners and Affordable Housing & Viability Supplementary Planning Guidance outline a series of new procurement options to support the delivery of the Mayor's ambitious housing targets.
2. **The 'Threshold' approach in the SPG offers developers a fast-track route.** In exchange they need to deliver 50% on-site affordable housing on public sector land. This can shift the conversation away from 'how few affordable homes can we get away with' to a win-win situation.
3. **Viability can be a positive planning tool offering greater transparency.** As outlined in the SPG, the GLA and local boroughs can benefit from working together and sharing experiences about costs and outcomes.
4. **Viability is a bit like nailing jelly to a wall.** Constantly changing variables like site constraints, building material costs, construction costs, the political climate and local plan policies directly affect viability calculations which makes it difficult to compare different viability cost-breakdowns.
5. **Remember, viability is a negotiation, and local boroughs have a lot of bargaining chips.** Understand the context and the values at play when talking to developers, so you can negotiate a deal that is beneficial for everyone.



Source: Hugh Lacey
Distribution of sales values by
district

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www.urbandesignlondon.com
info@urbandesignlondon.com
bookings@urbandesignlondon.com