By virtue of paragraph(s) 3 of Part 1 of Schedule 12A of the Local Government Set 1972.

Agenda Item 15

EXTRAORDINARY CABINET: 17 October 2018

COUNCIL: 17 October 2018



Report of: Director of Housing and Inclusion / Borough Treasurer

Relevant Portfolio Holders: Councillor J. Forshaw / Councillor I. Moran / Councillor A. Yates

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SUBJECT: FORMING A DEVELOPMENT COMPANY

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3
OF PART 1 OF SCHEDULE 12A TO THE LOCAL
GOVERNMENT ACT 1972

Wards affected: Borough wide

1.0 PURPOSE OF THE REPORT

1.1 To provide an update on progress made with forming a Development Company and to seek approval to proceed with the appointment of the Board of Directors and for the Company to become operational; and to approve the Development Company's Business Plan for implementation together with its funding arrangements.

2.1 RECOMMENDATIONS TO CABINET AND COUNCIL

2.1 That the creation of the Development Company, named be approved.

- 2.2 That the Chief Executive in consultation with the Leader, Portfolio Holder for Housing and Landlord Services and Portfolio Holder for Resources and Transformation be authorised to determine all matters as the shareholder for the Development Company on behalf of the Council.
- 2.3 That the appointment of the Director of Housing and Inclusion and the Borough Treasurer as Directors of the Development Company be approved.
- 2.4 That the governance and financial arrangements required for the Development Company to operate with the Council as sole shareholder, as set out in this report at section 4 and section 8 be approved.

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3
OF PART 1 OF SCHEDULE 12A TO THE LOCAL
GOVERNMENT ACT 1972

- 2.5 That the Director of Housing and Inclusion, in consultation with the Leader of the Council, Portfolio Holder for Housing and Landlord Services and Portfolio Holder for Resources and Transformation, be authorised to take all necessary steps to enable the Development Company to be set up including making arrangements for the appointment of the two independent directors to the Development Company Board.
- 2.6 That the Development Company's annual Business Plan set out at Appendix 1 be approved.
- 2.7 That the financial and resource implications at section 8 of the report be noted and approved.
- 2.8 That authority be given to sell the Council owned land referred to in the Business Plan to the Development Company at market value, including the ability to licence the occupation of this land subject to the obtaining of all necessary licences, permissions and consents and the making of any arrangements to appropriate any suitable Housing Revenue Account (HRA) land for General Revenue Account use.
- 2.9 That the Council be authorised to purchase or procure the affordable housing units on behalf of the Housing Revenue Account (HRA) as set out in paragraphs 8.5 and 8.6 of the report.

3.0 RECOMMENDATIONS TO COUNCIL (ONLY)

- 3.1 That the Borough Treasurer, in consultation with the Portfolio Holder for Resources and Transformation, be authorised to manage the loan arrangements set out in accordance with paragraph 8.2 of the report.
- 3.2 That the Chief Executive be authorised to amend the job descriptions of the Director of Housing and Inclusion and the Borough Treasurer to reflect their role as Directors of the Development Company (if approved).
- 3.3 That the 2008 Indemnity arrangements at Appendix 6 be noted and approved.

4.0 BACKGROUND AND CURRENT POSITION

- 4.1 Cabinet received a report of the Director of Housing and Inclusion on 13 September 2016, and agreed to explore the potential benefits of setting up a wholly owned Development Company to carry out property development activities.
- 4.2 An extraordinary meeting of Cabinet on 28 February 2018 considered a further report regarding the Development Company and having regard to the legal powers detailed in that report RESOLVED the following:
 - A) That the Development Objectives set out in paragraph 3.2 of the report be approved

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3 OF PART 1 OF SCHEDULE 12A TO THE LOCAL GOVERNMENT ACT 1972

- B) That the formation of a single Development Company (Option 2 at paragraph 4.2 of the report Company limited by shares) be endorsed as the best approach to delivering the Development Objectives set out in paragraph 3.2 of the report.
- C) That the indicative implementation plan to establish a proposed Development Company set out in Appendix 5 to the report be endorsed.
- D) That the Director of Housing and Inclusion in consultation with the relevant Portfolio Holders be authorised to put in place arrangements to form a Development Company in shadow format as identified at paragraph 7.8 of the report. A Copy of the extraordinary Cabinet report can be found at the following link;

https://democracy.westlancs.gov.uk/documents/s8805/Report%20and%20Appendices.pdf

- a. The commitment to create a Development Company has been identified as key to supporting the Council's vision and priorities, in particular to support the priority to 'Deliver tangible and visible improvements in the borough'.
- b. Members will note below progress against the indicative implementation plan as presented to extraordinary meeting of Cabinet on 28 February 2018;
 - i. Creation of Shadow Board & Programme of Shadow Board meetings (March May 2018) a Project Board has been established and has met monthly since May 2018, consisting of the Director of Housing and Inclusion and the Borough Treasurer (proposed as the two initial Council nominees to the Development Company Board) along with the Borough Solicitor, the Council Special Projects Manager (Housing) and Interim Directors from Savills (see 4.4.3)
- 4.4.2 Provide a director's mandate / deed of indemnity (April May 2018) this has been received in the legal process drafted by DWF LLP, the solicitors engaged to assist with drafting the Articles of Association for the company as well as loan documentation and other related legal advice. Officers of the Council acting as board members will be indemnified should the company fall into difficulties. It is proposed that the roles of the Officer Directors be reflected in their respective job descriptions to be clear that their activities on behalf of the Council are authorised. A relevant delegation is sought to allow for this. The Council has in place an existing Indemnity for Officers and Members (at 17.3 of the Constitution http://democracy.westlancsdc.local/documents/s10868/Constitution%2017.3%20Feb%2016.pdf) the terms of which allow for suitable protection on the terms set out. This was approved by Council in 2008. It is proposed that the same arrangements should remain in place but, as there has been a change in the underlying law, this be refreshed by being approved by Council. In addition to this the Development Company will have its own public indemnity and employers liability insurances.
 - ii. Appoint key interim staff; Interim Project Director; Interim Development Manager; Interim Resources Manager (March May 2018) Savills PLC was
 - appointed in April to provide these resources on an interim basis with the intention that permanent staffagel 454 recruited once full Council approval has

been obtained to proceed with the Business Plan. The Council's Special Projects Manager (Housing) has also played a key role in carrying out the Implementation

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3 OF PART 1 OF SCHEDULE 12A TO THE LOCAL GOVERNMENT ACT 1972

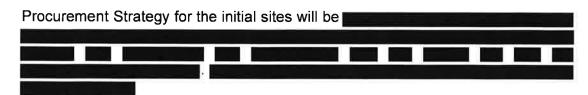
Plan to date. Savills services were procured through an existing EU compliant tendered procurement framework for Professional Services.

- 4.4.4 Prepare designs and financial appraisals of key sites identified to support and inform the Business Plan (March August 2018) Designs and financial appraisals have been undertaken for the proposed first phase of sites in the Business Plan. Designs include detailed site layouts, engineering investigations and a suite of new standard house types. Details of the sites and financial analysis is covered in more detail in the Business Plan summary below and in appendices to this report.
- 4.4.5 Draft initial Articles of Association & appropriate matters reserved for approval by the Council (May 2018) These documents have been drafted by DWF LLP solicitors and considered at the Project Board. Key features of these documents are set out in the FAQs at Appendix 3 and will be available on request. It is proposed that for practical purposes the Chief Executive, in consultation with the Leader, Portfolio Holder for Housing and Landlord Services and Portfolio Holder for Resources and Transformation, be authorised to express the Council's wishes and to determine all matters as the sole shareholder for the Development Company on behalf of the Council. This will enable the Council to react appropriately to any requests made of it in a suitable timescale and using the usual governance arrangements in regard to its decision making process.
- 4.4.6 Agree shadow policies(May to July 2018) The policies and procedures documents, for example procurement and human resources, are yet to be drafted but will be put in place when required, and these will mirror best practice. It should be noted that the Development Company will not be required to follow the same procurement rules as a public authority however will have regard for the UK Corporate Governance Code (as updated) appropriate to the company.
- 4.4.7 Agree Company Name / branding (May July 2018) The company will be named . Options for suitable branding will be undertaken once the Company Board is in place. The Company business is currently conducted from
- 4.4.8 Set up financial arrangements for Development Company (May Sept 2018)

 The proposed financial arrangements are contained within the Business Plan (attached at Appendix 1) and reflected in the draft Loan Documentation provided by DWF LLP solicitors, and in the Financial and Resources section of this report.
- 4.4.9 Procurement of professional design and construction services / works.

 Long term Construction Procurement strategy options to be finalised

 (July Nov 2018) Using the existing Professional Services Procurement Framework via Savills, HTA Architects and Curtins Engineers have been appointed to carry out the design and construction services. HTA have designed the proposed house types and site layouts and Curtins have undertaken the site investigations and analysis to identify effective engineering solutions to foundation design, drainage, services, flood eigh zetc. It is expected that the Construction



NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3 OF PART 1 OF SCHEDULE 12A TO THE LOCAL GOVERNMENT ACT 1972

Contractors are also familiar with this procurement route therefore it should be attractive to the market. The design team (above) will be novated over to the successful Contractor upon entering into the building contract.

- 4.4.10 Draft appropriate board minutes for the first Development Company meeting (subject to council approval) (Sept 2018) These will be drafted once the Company Board has been established subject to Council approval of the recommendations in this report.
- 4.4.11 Approval from full Council for the formation of Development Company (Oct 2018) This report seeks approval for the formation of the Development Company
- 4.4.12 **Procurement of Sales & Marketing (Nov 2018 Jan 2019)** This will be put in place and agreed at the Company Board once building has commenced on site. In the meantime, external expert advice has been obtained from Savills to confirm the market sales income assumptions contained within the Business Plan
- 4.4.13 Undertake procurement of constructors (Nov 2018 March 2019) Paragraph 4.4.9 above. Procurement will commence subject to Council approval to proceed by approval of the recommendations in this report.
- 4.5 An updated Frequently Asked Questions (FAQs) has been appended to this report at Appendix 3 to provide more information on what has been done to date and what will happen as the Development Company becomes established and the initial Business Plan is implemented.

5.0 BUSINESS PLAN

The Business Plan has been constructed over an initial 5-year period and covers at this stage. The Business Plan is set out in Appendix 1. An updated Business Plan will be prepared and presented to the Council for approval each year. As future development opportunities arise, either residential or commercial, these will be included in the Business Plan for approval in the relevant year. Members should also note that the Development Company will be required to provide the Council quarterly updates during each year to track progress against the approved Business Plan. The FAQs at Appendix 3 cover some of the key points regarding the detail of the plan. The Council will oversee the performance of the Company as follows:

Month	Activity
January	Development Company business plan and budget approved by the Cabinet
	(subject to full Counc ⊅approva)

February	Council budget approved (incorporating DevCo business plan and budget) DevCo business plan and budget approved Quarterly report – Development Company reports on performance to the Council	
June	Quarterly report – Development Company reports on performance to the Council	

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3 OF PART 1 OF SCHEDULE 12A TO THE LOCAL GOVERNMENT ACT 1972

September Quarterly report – Development Company reports on performance to the Council					
November	Development Company business plan and budget for the following year submitted to the Council for approval				
December	Quarterly report- Company reports on performance to the Council				
The development opportunities that form the initial Business Plan comprise two phases. The first phase comprises					
	and have been examined in				
site constra	rms of marketability, potential sales receipts, ground conditions, other aints and anticipated development costs. The site plans for phase 1 are this report for reference at Appendix 2.				
The second	d phase comprise sites that are				
The site locations, anticipated tenures and unit numbers are detailed in the Business Plan. These sites are at an earlier stage of appraisal than the phase 1 sites and are This work will be progressed, including site investigations, flood risk assessment, and layout design if the Council approve the proposed Business Plan. These sites will only be developed though if they continue to show a positive financial assessment, and some sites may prove not to be viable.					
The first two development phases are located within the West Lancashire boundary and development within the local area will always remain a focus and priority. However, the Development Company will also explore commerciall attractive development opportunities					
0 0	There are particular opportunities around the Skelmersdale Town Centre plan relating to Council owned will contribute to the overall Town Centre regeneration priorities.				
developing constantly paramount	often long lead-in times in identifying and purchasing suitable land, proposals, securing planning consents etc, the requirement to look ahead and create a pipeline of deliverable future projects is and will be key to the future success of the Development Company. a key focus of the new management team recruited to the Development				

Company as well as delivering the phase 1 and 2 sites within the current Business

Subject to Council approval, it is anticipated that the phase 1 sites will commence

5.2

5.3

5.4

5.5

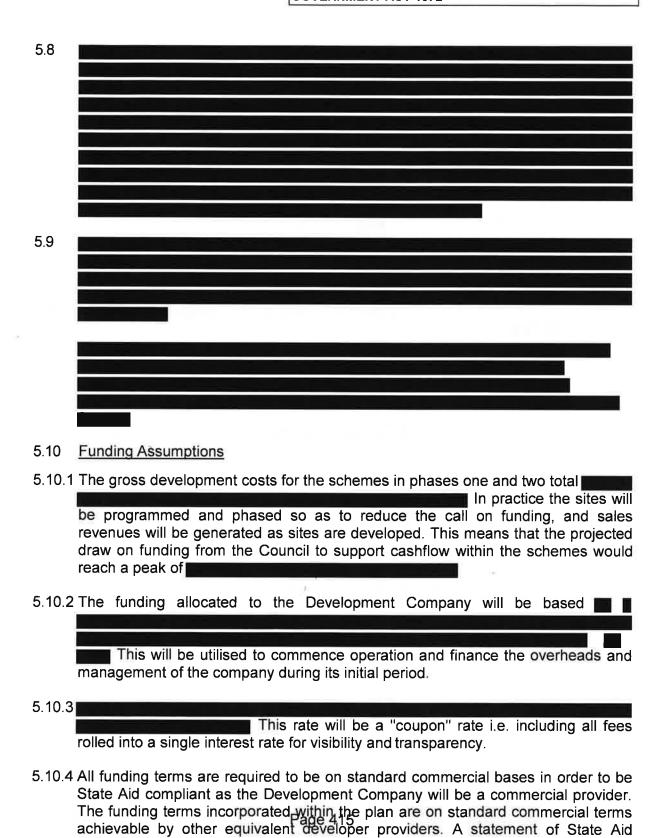
5.6

Plan.

on site

5.7 The detail of the funding arrangements and anticipated returns to be made are reflected in the attached Business Plan. The commercial terms are captured in the draft loan documentation prepared by DWF LLP solicitors. This is further explained in the FAQs at Appendix 3.

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3 OF PART 1 OF SCHEDULE 12A TO THE LOCAL GOVERNMENT ACT 1972



compliance will be incorporated into the formal documentation which establish the company for its operations.

5.11 Summary Outputs

5.11.1 The table below sets out an overall picture of the total profit forecast to be generated by the Development Company in the first 5 years of its operations, assuming the delivery of the first phase one and two schemes only.

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3 OF PART 1 OF SCHEDULE 12A TO THE LOCAL GOVERNMENT ACT 1972

	5 year total £'000's	%age profit
Sales revenues		
Development costs		
Gross profit		
Overheads		
Financing costs		
Pre-tax profits		
Taxation		
Net profit		28

,	After taking into account running and overhead costs and financing costs for the debt element of the funding provided to the company, the plan provides for the delivery of a net profit
	As the plan develops, there will be the potential opportunity to generate additional acquisitions and schemes and enhance profitability further.
	Gross profits on GDV are forecast to be This reflects both the nature of the sites and inclusion of in phase 1. It is therefore in line with commercial developer profits for sites of this nature.
	Pre-tax net profits are GDV - this is also within benchmarks for the private sector development industry. However, it should be possible to deliver more sites given an overhead of and therefore the company will look to increase its net profit margin over the course of the implementation of this plan.
5.11.6	In practice, in addition, there may be opportunities for the company to bring forward

6.0 NEXT STEPS

6.1 Subject to Cabinet / Council approval to proceed, the immediate next steps will be to:

reinvestment into future growth, especially in the first 5 years.

 Complete detailed design proposals and lodge planning applications for the phase 1 sites

costs on future schemes which may assist in reducing tax liabilities in favour of

•						

There will be no payment to Board Directors, other than reimbursement of reasonably incurred expenses. Council officers will continue to be employed on the Council's terms and conditions with no additional remuneration (subject to job evaluation of the amended posts). The arrangements will include advice to officer directors e.g. on conflicts of interest, supplementing that already available through the Council's

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3 OF PART 1 OF SCHEDULE 12A TO THE LOCAL GOVERNMENT ACT 1972

'Guidance Note For Members And Officers Involved With Outside Bodies'.

- Commence recruitment for a Managing Director and other staff for the Development Company and the adoption of the appropriate policies and procedures and ethos reflective of a fair and equal opportunities focused employer.
- Conclude negotiations with |
- Commence procurement process to identify a contractor for the phase 1 development sites
- Continue to explore suitable development opportunities in an attempt to identify and secure sites to create a pipeline programme.

7.0 SUSTAINABILITY IMPLICATIONS

Phase 1 would deliver , which will help to satisfy housing demand as well as delivering a significant projected financia return. This includes in line with the Council's affordable planning policy.
FINANCIAL AND RESOURCE IMPLICATIONS
It is intended that the Council will make an
The Council as sole shareholder will then retain the benefits of any profits made by the Company however given the time taken to develop schemes and to build and sell properties it is likely to be a number of years before any dividends are received.
In addition to the

to enable it to develop schemes.

to secure the Council's financial interests.

will be provided for schemes set out in the agreed business plan subject to appropriate due diligence checks taking place. It is proposed that the

This takes into account the cashflow projections set out in the Business Plan, provides capacity for the purchase of additional land sites in the future, and allows for headroom if the cashflow requirements of the company are higher than projected. In the first year of operation of the new Company the agent the

	which reflects the fact that construction is only expected to start on site in September 2019. In practice the cashflow position of the Company is expected to vary significantly depending on the timing of when new schemes start to be built and when properties are sold, and consequently will fluctuate over time, and will be subject to review each year in the annual business plan.
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8.3	
8.4	Phase 1 of the Business Plan involves the development of a This would involve
	the building of The location of this site is provided in Appendix 2. To facilitate the scheme it is proposed that the site is sold to the Development Company at a market price to be determined by the independent District Valuer. The land is currently held on behalf of the HRA but is proposed to be made available to the GRA where it is demonstrated that it may be appropriated for this purpose (a suitable delegation is sought for the purpose of such appropriations where permissible and in the interests of the HRA and GRA, as appropriate). The land is not known to be required for housing purposes at this time. It is expected that the sale will generate a capital receipt for the Council
8.5	Phase 1 of the Development Company's Business Plan also involves the building of
8.6	The total cost to the HRA of buying these affordable properties from the Development Company is expected to be, which would be funded by
	The average cost per property would be which is similar to the costs of new properties built on Westec after allowing for property types and site conditions. A financial assessment has also been undertaken to ensure that there would be a positive net present value to the HRA Business Plan from building these properties at these costs and after allowing for the
8.7	Phase 2 of the Business Plan is indicative at this stage as, for example, it may involve the purchase of land frem third parties and / or site surveys to firm up on

cost and sales figures. Consequently this phase is potentially subject to change but no scheme will be allowed to proceed unless it has a satisfactory business case.

8.8 The total amount committed to date on setting up and establishing the Development Company, site investigations and other professional fees is All of these costs will continue to be met from the DCLG grant funding identified for this purpose.

NOT FOR PUBLICATION BY VIRTUE OF PARAGRAPH 3 OF PART 1 OF SCHEDULE 12A TO THE LOCAL GOVERNMENT ACT 1972

9.0 RISK ASSESSMENT

9.1 The Business Plan outputs have been subject to testing for sensitivity to changes in economic and market conditions.

In summary, the main risk areas are as follows:

- A reduction in sales values, or failure to achieve those values
- Failure to achieve an appropriate throughput of sales per month

The business plan outputs are not as sensitive to inflationary pressures nor the cost of interest rates.

9.2 Commercial development activity carries risk that needs to be appropriately managed and all reasonable measures have been or will be put in place to deal with these risks. The Development Company provides an opportunity to stimulate growth in the Borough by developing sites that otherwise may not be attractive to the market, and to achieve a financial return through dividends and premiums on lending. However there is also a risk that significant sums of money could be lost. Consequently the Development Company will be included on the Council's Key Risk Register. The main risks and mitigation measures are detailed in the Risk Register at Appendix 4.

Background Documents

There are no background documents (as defined in Section 100D(5) of the Local Government Act 1972) to this Report.

Equality Impact Assessment

There is a direct impact on members of the public, employees, elected members and / or stakeholders, therefore an Equality Impact Assessment is required. A formal equality impact assessment is attached as an Appendix 5 to this report, the results of which have been taken into account in the Recommendations contained within this report.

Exempt Information

In all the circumstances of the case the public interest in maintaining the exemption under Schedule 12A outweighs the public interest in disclosing the information.

Appendices

Appendix 1. Business Plan

Appendix 2. Phase 1 Site Location Plans

Appendix 3. FAQs Appendix 4. Risk Register

Appendix 5. Equality Impact Assessment

Appendix 6. Indemnity Arrangements

By virtue of paragraph(s) 3 of Part 1 of Schedule 12A of the Local Government Act 1972.

Question	Answer
What are the benefits of a Housing Company?	Using a company will mean that the direct profits which would ordinarily go to development parties will go to the Council instead. It will also mean that sites in West Lancashire can be developed that mainstream developers would not otherwise pursue, including an element of affordable housing sites.
Who owns the Development Company?	
	As such the Council therefore has 100% of the voting rights in the Development Company and can control how it operates and what it does.
Who controls what the Development Company does?	The Council controls the Development Company through:
	 a list reserved matters (which are a set of decisions that the directors cannot take without Council approval); and its ability to appoint and remove the directors.
	Once the strategic direction of the Development Company has been set by the Council then the implementation of the business plan, the budget and the day to day operation of the Development Company is left to the directors.
How will the Development Company make decisions?	The directors will be required to report back to the Council on the performance of the Development Company quarterly and will require annual approval of the business plan from the Council. The Council is the strategic decision maker while the directors will be
	responsible for day to day decision making of the Development Company and will appoint suitably qualified and experienced staff to deal with the day to day business.
	The Development Company will therefore have the capacity to enter into contracts with third parties, to purchase and sell land which is held by the Development

	Company (and not the Council) and assets, in accordance with the approved Business Plan.
	The directors are required, as a matter of law, to act in the best interests of the Development Company.
What checks and balances will there	The incorporation documents contain
be on the powers of the directors of the Development Company?	"reserved matters" which require the Council's prior written approval before the directors can bind the Development Company.
× ×	For example, Council authorisation is required for amongst other matters:
	 approve the annual Business Plan and budget; change the structure and capital of the Development Company (e.g. change the issued share capital, company name, constitutional document); approve loans, borrowing, mortgages, guarantees by the Development Company; appoint and remove directors; commence, settle or defend litigation proceedings; any decision likely to have a material impact on the Development Company.
	The Council as sole owner controls the Development Company. Any amendments to the Shareholder Reserve Matters requires Council consent. The directors cannot unilaterally change the rules or alternatively act outside the spirit of the
	rules.
How will the directors report to the Council on how it has performed and its plans for the next few years?	The directors of the Development Company will:
, , , , , , , , , , , , , , , , , , , ,	 report to the Council quarterly, and produce an annual Business Plan that will be submitted to the Council for prior approval.
	This will allow the Council to consider the performance of the Development

	Company as part of its normal budget setting process, and approve next year's business activities.
How do you ensure the Development Company is governed properly and is capable of making sound commercial decisions?	The Council will have oversight and give approval to the business plan on an annual basis. The Council will monitor performance through quarterly reports in addition to annual accounts.
	Board members will be recruited with appropriate commercial experience and skills set and will also be provided with adequate and regular training.
	Suitably qualified and experienced consultants have been appointed to establish the Development Company and prepare the initial Business Plan and (subject to Council Approval) staff will be appointed thereafter to implement the approved Business Plan and grow the Development Company.
Is there a potential conflict of interest for Council appointed directors on the Company Board?	There could occasionally be a potential for conflict of interest to arise and this will require carefully monitoring and management.
,	However, this is a situation that arises in many Council sponsored organisations and projects as well as development companies owned by Local Authorities across the UK and can be managed effectively through the conflict of interests protocol.
Who decides if the Company should be wound up?	The decision to wind up the Development Company will remain with the Council, as sole shareholder with 100% of the voting rights.
Why not a Community Interest Company (CIC)?	The purpose of the DevCo is to build new homes and dispose of them to third parties (the Objectives) with a view to creating a profit and returning the profit back to the council. The Council has decided to adopt a company limited by shares which accords with the requirements of the Localism Act 2011 when local authorities look to deliver the Objectives.
	The Objectives cannot be satisfied through a CIC as that would require that the assets

and profits of the CIC are devoted to the benefit of the community and not for rewarding the Council as the shareholder.

The Development Company will be a company limited by shares (CLS) and will not be a Community Interest Company (CIC).

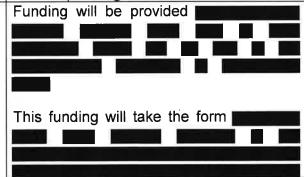
The Council has adopted a CLS to pursue its development objectives as this is the most suitable corporate entity because it:

- complies with the requirements of the Localism Act 2011;
- allows the Council to buy and sell the new homes and acquire land for future new homes;
- allows the Council to limit its liability and receive a dividend (depending on the success of the Development Company);
- is a straightforward and welltrodden corporate entity chosen by many other local authorities across the country to deliver similar objectives and therefore it is recognised by the market.

The Council has decided not to adopt a CIC because it does not:

- believe that the requirement for an "asset lock" works well when operating a Development Company that is set up to dispose of new homes; and
- want to incur the additional regulatory burden and costs of operating a CIC.

How will the Development Company be funded?



Who appoints the directors of the As sole shareholder, West Land	ashire
Development Company? Borough Council will have the ab	
appoint and remove the directors (w	•
in charge of the day to day running	
Development Company).	01 (110
Who will agree the Business Plan? The Business Plan will be app	proved
annually by the Council and qu	
reviews of progress against the bu	, ,
plan objectives and outputs w	
provided by the Development Compa	
How will potential sites be evaluated Sites will undergo an initial fea	
to ensure they are viable? assessment to establish if they are	
If this proves to be the case to	
detailed work will be undertake	en to
establish if the site offers a develo	pment
opportunity. This will include indepe	endent
expert market analysis to s	upport
assumptions on land values, sal	es or
rental income generation and costs.	
How do you ensure you have the Research and comparisons with	other
right staff structure and skills for the similar Local Authority Develo	
Development Company? Companies has been undertaker	
initially staff levels will be kept	
minimum and be supported	with
	expert
consultants. Staff with commercial ac	- 1
and experience will then be app	
once the initial Business Plan	
development programme has been a with the Council.	igreed
Will the company be a public body in DWF solicitors have given clear a	advisa
terms of Freedom of Information and that the Development Company car	
Public Procurement? private entity and will not fall under	
rules. (This is why ensuring that the	
no state aid issues is so important).	ic are
The state and lessues is so importantly.	
In terms of procurement, the Develo	pment
Company will want to operate ope	
transparent procurement approache	
best practice but the public procure	
rules do not apply to it providing th	
Development Company continue	
operate with an industrial and comm	
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character.	

clearly defined?	the Council and the Development Company will be clearly set out in the Articles of Association and Reserved Matters, and Funding documents.
	These roles and responsibilities will be set up to prevent and manage a conflict of interest situation arising.
Will the Development Company have its own name, offices, systems and policies?	The Development Company will need its own identity. It will be required to operate on a commercial basis and as such will not be required to comply with the same rules as a public authority, for example, rules relating to procurement will be simpler and quicker. The Development Company will therefore require new policies which will need to be established.
	Decisions will be taken on office accommodation and buying specialist services, however these would initially be kept to a minimum. meantime the Development Company
Why will it be necessary for the Development Company to establish its own brand?	The marketing strategy will play a critical role in ensuring that the Development Company brand gives buyers confidence and the properties sell in accordance with the Business Plan.
Could the Development Company breach legal powers or State Aid Rules?	External solicitors have been appointed to provide legal advice, and, in conjunction with the Council's legal services, arrangements and documents have been established to ensure there are no guidelines breached.
How will the cash flow into the Development Company?	
. 3	This will be agreed in the Business Plan. The general principle will be that the
	e di
g.	

What level of return will be expected before a site is deemed viable?	How a site will be assessed in relation to development will be outlined in the final Business Plan with assumptions about expected rates of return. The Council plans
Will the new build units be for market sale or affordable rent?	The number, type and tenure of units will be agreed within the Business Plan and in accordance with planning regulations.
.,	Current assumptions underpinning the drafting of the initial Business Plan include for both housing for market sale and affordable rent.
What will happen if there is opposition from the community to selected sites being developed?	The Development Company will be required to go through the planning process, the same as any other developer. Early engagement with the Planning Service at feasibility stage will ensure compliance and it is normal to consult with the local communities as part of the Planning consent process.
What happens if there is a decline in the housing market or the build costs are higher than expected?	The Development Company will need to have a marketing strategy, including independently tested market intelligence and forecasting. The initial Business Plan has been developed using prudent assumptions for both projected sales income and build costs.

	A contingency plan will also be developed to include the option of market rent for unsold properties or disposal to a housing association.
	Ultimately, the market response to properties for sale will dictate the pace and quantity at which the Development Company will build these units.
What if inflation rises higher than expected?	For the initial development phase construction contracts
	In more general terms, house price inflation and construction cost inflation will be continuously tracked, monitored and independently tested as the individual projects within the Business Plan are progressed.
What if there are delays in hand over of sites for sales?	A prudent approach has been taken to site sales however robust systems will also be in place to ensure schemes are managed and progressed effectively.
How will publicity be handled?	The Development Company will be required to develop its own marketing and communications strategies. As part of this, arrangements will be put in place for a communications protocol between the Development Company and the Council.
Where are the sites going to be?	The envisaged sites that form the initial Business Plan are all in West Lancashire, primarily focused These will be
What geographical area will it operate in?	detailed in the Business Plan approval. The Development Company will generally operate and focus in the West Lancashire Borough Council area and the initial Business Plan is based on this approach. As the Development Company grows,
Who will buy the land?	Generally, the Development Company will

	Taranta Irad for a 1 1 2 2 2
	acquire land for development, (in accordance with the agreed Business Plan at the time).
How will land be valued?	Land Value will be established through robust commercial appraisal utilising
What will be put in place to ensure the Company remains commercially viable?	As well as a robust and independently tested approach to establishing sales and development cost assumptions underpinning project appraisals, each project will have a risk register to ensure key risks are identified and managed accordingly.
	When appointed, the Development Company Board and senior staff will have a clear duty for the financial well-being of the Development Company and will play a key role in managing and monitoring the financial performance of the Development Company.
	This will be augmented by externally procured independent expertise and advice as required. This is why it is so important that the Development Company Board members and first senior appointments have the required track record and commercial experience to make the Development Company a success;
Who will manage the affordable homes?	It is the intention that where the Development Company provides affordable housing
If it is the HRA, how will this interact with 1 for 1 receipts?	This would be subject to approval by the Council through the Development Company's Annual Business

Plan
This would always be subject to a Value for Money assessment.
The activities of the Development Company will be focused
Where these are for sale there will be no effect on the Housing Department. Where affordable rent homes are provided by the Development Company,
Yes, this will be a key requirement to
ensure future growth can be delivered.
Business Plan at the time.
As the Development Company will be operating under the terms of the various Companies Acts, it will be subject to the usual rules around taxation of companies.
A property developer operating in the commercial marketplace, would ordinarily be subject to Stamp Duty Land Tax on acquisition of land and to Corporation Tax on taxable profits. Specialist tax advice has been commissioned to finalise these issues as efficiently as possible.
The Development Company will be
required to prepare annual report and accounts and these will be submitted to
the Council as part of the annual Business Planning process. (or separately if reporting time lines do not align.)
Visibility on how the Development Company is doing will also be reflected in the quarterly monitoring reports provided to the Council so that there should be no unexpected issues by the time the full year results are known.
The Business Plan will be agreed on an annual basis at a time that suits the

	Council in terms of its budget planning reviews. It is currently envisaged that this would be in the autumn of each year.
How much will board directors be paid?	The intention is that there will be no payment to board directors, other than reimbursement of reasonably incurred expenses.
What is the experience of other Local Authorities setting up wholly owned development companies?	There are in the order of over 130 wholly owned companies set up by Local Authorities across the UK to carry out property development and regeneration activities on a commercial basis. Most of these have been set up relatively recently and examples of successful ones are Barking & Dagenham and Basildon.
	There is no knowledge of ones that have ultimately failed but where there has been poor performing examples. Where development has been limited, further research is underway to understand what lessons can be learned.
Will the company eventually have its own work force?	Quite quickly, the Development Company will require to directly appoint suitably skilled and experienced senior staff. Thereafter, it will be for the Development Company and the Council (as single shareholder) to agree the strategies they want in terms of what is delivered by directly employed staff and what is procured through consultants, subcontractors and suppliers.
Will it operate in partnership with a developer/ constructor?	The option to work in partnership with other developers and constructors may offer some good commercial opportunities that also share risks. However, any such proposal would need to be judged on the merits of the individual projects and opportunities and approved by the Council.

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tue of paragraph(s) 3 of Part 1 of Local Government Act 1972.	Current Risk Matrix Target Risk Matrix	pooule 12A Tikelihood Tikelihood	Tipact Tikelihood
	Current Risk Date Reviewed	05-Sep-2018	05-Sep-2018
¥ 39°	Latest Note	Savills appointed to create interim capacity along with experienced design team (HTA Architects, Curtins Engineers) with intention to proceed to direct recruitment once Council approves Business Pan.	DWF LLP solicitors appointed for legal advice and Savills overseeing the Business Plan creation with both reporting to a Project Board to oversee progress and take key decisions. Recruitment for suitably qualified Board Directors& staff will be made subject to Council decision.
mpany	Internal Controls	Appropriate structure to meet the needs of the programme with recruitment of commercially experienced management team and staff.	Use of additional external expertise for legal, financial and construction advice to support the Business Plan
opment Co	Potential Effect	Business plan not delivered. Expected returns not made. Issues with cashflow. Company gets into financial difficulties.	Development Company does not achieve the Council development objectives
	Assigned To	Jacqui Sinnott-Lacey	Jacqui Sinnott-Lacey
Risk Register - Deve Report Type: Risks Report Report Author: Peter Morrison Generated on: 21 September 2018	Code & Title	H&I/HS01.1.1 Dev Co SHAff structure not fit On purpose with lack Of appropriate skills CHA knowledge	H&J/HS01.1.2 Insufficient commercial experience within the Council to challenge delivery of the Business Plan

Target Risk Matrix	——————————————————————————————————————	St B B B B B B B B B B B B B B B B B B B
Current Risk Matrix	D <u>B</u> <u>B</u> <u>B</u> <u>B</u>	in the state of th
Current Risk Date Reviewed	05-Sep-2018	05-Sep-2018
Latest Note	Director of Inclusion and Housing and Borough Treasurer identified as initial DevCo d rectors. Role profile established to identify (2 nr) commercially experienced independent directors. Recruitment to commence once Council has approved business plan. Robust Articles of Association and Shareholder and Shareholder place utilising external expertise (DWF LLP Solicitors).	Legal documentation (Articles and Shareholders Reserved Matters) requires annual business plan approval by Council and requires quarterly monitoring reports to be provided by Devco. In event of default against Business Plan objectives and targets
Internal Controls	Identify skill set required by the board and appoint suitably experienced directors, Create robust Articles of Association & shareholder (WLBC) Controls	As sole shareholder, the Council has direct control of appointment and dismissal of Board members along with other key control measures should the company default against agreed objectives and targets
Potential Effect	Business Plan not delivered. Issues with cashflow and company gets into financial difficulties.	Council's vision not achieved.
Assigned To	Jacqui Sinnott-Lacey	Marc Taylor
Code & Title	H&I/HS01.1.3 Poor decision making and governance of the Dev Co.	H&I/HS01.1.4 The established Company fails to follow the agreed Business Plan objectives

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Target Risk Matrix	E Page 2	g g g g g g g g g g g g g g g g g g g	Tikelihood	Dact Circle Mood
Current Risk Matrix	Tikelihood	D F F F F F F F F F F F F F F F F F F F	Likelihood	The Prood
Current Risk Date Reviewed	05-Sep-2018	05-Sep-2018	05-Sep-2018	05-Sep-2018
Latest Note	Business Plan has been created been created built in for recruitment and retention of appropriately qualified staff. Any further expenditure that varies significantly from approved Business Plan requires specific Council	Legal documentation in place ensuring Council and Devco act within each of their respective powers and legal/statutory requirements. Expert advice provided by DWF LLP. Particular focus on State Aid issues and Council Vires context	Commercial residential experienced design team (HTA Architects and Curtins Engineers) appointed to develop standard house types and site layouts for initial sites.	Savills providing initial market price assessments for Business Plan to be followed with full valuation advice once final layouts and house types in place.
Internal Controls	Council annual approval of business plan and quarterly monitoring reports coupled	Robust Articles of Association and Shareholders Reserved matters in place. Company legal structure reflects tried and tested approach of Company Limited of Company Limited as sole shareholder having ultimate	Appointment of property design experts & development of standard house types	Independent expert housing valuation price advice obtained and included in Business Plan
Potential Effect	Cashflow issues. Development programme affected.	Reputational damage for the Council	Poor income from sales will have an adverse affect on the Business Plan and cashflow for the Development Company.	Adverse affect on the Business Plan and cashflow for the Development Company. Reduced dividends.
Assigned To	Marc Taylor	acqui Sinnott-Lacey	Jacqui Sinnott-Lacey	Jacqui Sinnott-Lacey
Code & Title	H&I/HS01.1.5 Failure to keep staffing cost profile within agreed Business Plan	HeJ/HS01.1.6 Breach de Council and or December of Council and or December of Council and or December of Council and Council an	H8L/HS01.2.1 Failure to achieve commercially viable property / scheme design	H&I/HS01.2.2 Income assumptions in Business Plan not achieved

Target Risk Matrix		in the library in the	Tikellhood	T Kellihood
Current Risk Matrix		□ Dact	Limba ct	Da ct
Current Risk Date Reviewed		05-Sep-2018	05-Sep-2018	05-Sep-2018
Latest Note	Prudent assumptions on values.	Business plan Work underway to identify future pipeline of potential development sites within wider housing market	Business plan can initially be delivered Curtins undertaking site investigations with results built into Business Plan assumptions	Site investigations including ground conditions, flooding, drainage and services connections/diversions have been carried out for phase 1 sites and reflected in business plan assumptions. Once approved, Sensitivity analysis carried out in Business Plan to illustrate effect
Internal Controls		Pipeline of future sites identified in the Business Plan	Undertake title due diligence and commission site investigation works	Commission preliminary site investigations and
Potential Effect		Development Company not able to achieve Council's ambitions.	Difficulties achieving the desired Business Plan outcomes.	Cashflow issues.
Assigned To		Jacqui Sinnott-Lacey	Jacqui Sinnott-Lacey	Jacqui Sinnott-Lacey
Code & Title		H&I/HS01.2.3 Lack of commercially viable sites to support Business Plan outcomes	H&L/HS01.2.4 Land not being supplied on a timely basis, including site whership issues and pound conditions	H&1/HS01.2.5 Failure to manage costs in original agreed specification and Business Plan

Target Risk Matrix		D Fikelihood	В ст — В ст — Стиничения стини	in the interest of the interes
Current Risk Matrix		Tikelihood	D C C C C C C C C C C C C C C C C C C C	Dag ct
Current Risk Date Reviewed		05-Sep-2018	05-Sep-2018	05-Sep-2018
Latest Note	of cost increases	The company will undertake the required notification and consultation procedures as part of the planning consent process and will also develop a communications strategy and plan to address any site-specific issues	Business plan phase 1 includes unit that should be of a scale that can attract regional and national contractors	Current business plan sales assumptions are prudent and reflect independent expert advice from Savills that will be supported with full valuations and market analysis reports as developments proceed to sale. Business Plan sensitivity analysis includes risk of not achieving sales. Mitigation measures could include slowing could include slowing or stopping build on for sale units, converting units for sale to Market Rent
Internal Controls		Undertake planning discussions and community consultations	Create scale of development that will be attractive to market. Carry out soft market testing to gauge interest	Consistent independent market analysis in place with specific detailed market assessment on identified sites
Potential Effect		Pressure from residents on elected members.	Sales targets aren't achieved. Reputational damage.	Cashflow issues.
Assigned To		Jacqui Sinnott-Lacey	Jacqui Sinnott-Lacey	Jacqui Sinnott-Lacey
Code & Title		H&J/HS01.2.6 Community opposition to selected sites being developed	H&J/HSO1.2.7 Failure to obtain competitive or competent competent contractors to competake Reusebuilding 4.4	J/HS01.3.1 Failure anticipate decline in using market ulting in failure to lieve planned sales gets price / volume ming

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Target Risk Matrix		Likelihood	Likelihood	Tikelihood
Current Risk Matrix		Lips ct	E FIREINOOG	I Kellhood
Current Risk Date Reviewed		05-Sep-2018	05-Sep-2018	05-Sep-2018
Latest Note	until market recovers or purchasing unsold units for affordable housing	Business plan includes prudent assumptions on both costs and income backed up with independent advice and proper due diligence on site investigations, preapplication discussions with Planning etc.	HTA Architects and Curtins Engineers appointed for precontract design works.	Articles of Association, Shareholders Reserved matters and etc. drafted to embody checks, balances and controls to ensure Council has visibility and control over company
Internal Controls		Prudent and realistic costs built into financial model and business plan.	Appoint experienced design team and use design and build procurement approach	Good governance provisions / financial reporting. Appoint suitably experienced and qualified directors and staff
Potential Effect	1)	Cashflow issues. Site oviability.	Additional resources required to meet correquired to meet correquirements.	
Assigned To		Jacqui Sinnott-Lacey	Jacqui Sinnott-Lacey	Marc Taylor
Code & Title		H&I/HS01.3.2 Inflation costs higher than planned in the Business Plan including site operation problems	ਰ ਰ ਰ h 181/HS01.3.3 Designs ingt compliant with planning requirements and or building regulation approvals	H&I/HS01.3.4 Poor company performance doesn't deliver expected returns to Council

Code & little Assigned to Potential Effect Internal Controls Latest Note Reviewed Current Risk Matrix Target R performance. This includes appointment and dismissal of company directors, annual business plan approval and requirement to report quarterly progress against Business Plan objectives						Current Risk Date		
performance. This includes appointment and dismissal of company directors, annual business plan approval and requirement to report quarterly progress against Business Plan objectives	Code & Title	Assigned To	Potential Effect	Internal Controls	Latest Note	Reviewed	Current Risk Matrix	Target Risk Matrix
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against Business Plan objectives					quarterly progress			
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Page 475

APPENDIX 5 - EIA

Equality Impact Asses	ssment Form
Directorate: Housing & Inclusion	Service:
Completed by: Peter Morrison	Date: 10 September 2018
Subject Title:	
1. DESCRIPTION	
Is a policy or strategy being produced or revised:	No
Is a service being designed, redesigned or cutback:	No
Is a commissioning plan or contract specification being developed:	No
Is a budget being set or funding allocated:	Yes
Is a programme or project being planned:	Yes
Are recommendations being presented to senior managers and/or Councillors:	Yes
Does the activity contribute to meeting our duties under the Equality Act 2010 and Public Sector Equality Duty (Eliminating unlawful discrimination/harassment, advancing equality of opportunity, fostering good relations):	Yes
Details of the matter under consideration:	Establishment of a Council owned Development Company
If you answered Yes to any of the above go straight If you answered No to all the above please complete	
2. RELEVANCE	
Does the work being carried out impact on service users, staff or Councillors (stakeholders):	*delete as appropriate Yes/No*
If Yes , provide details of how this impacts on service users, staff or Councillors (stakeholders): If you answered Yes go to Section 3	
If you answered No to both Sections 1 and 2 provide details of why there is no impact on these three groups: You do not need to complete the rest of this form.	
3. EVIDENCE COLLECTION	
Who does the work being carried out impact on, i.e. who is/are the stakeholder(s)?	General public
If the work being carried out relates to a universal service, who needs or uses it most? (Is there any particular group affected more than others)?	No

Which of the protected characteristics are most	
relevant to the work being carried out?	
Age	All potentially impacted by development opportunities
Gender	
Disability	
Race and Culture	
Sexual Orientation	
Religion or Belief	
Gender Reassignment	
Marriage and Civil Partnership Pregnancy and Maternity	
4. DATA ANALYSIS	
In relation to the work being carried out, and the	N/A
service/function in question, who is actually or	
currently using the service and why?	Face and any income at all ham of the
What will the impact of the work being carried out be on usage/the stakeholders?	Economic and environmental benefits
on usage/the stakeholders?	
What are people's views about the services? Are	Residents / neighbourhoods affected by future
some customers more satisfied than others, and if	developments will be consulted through the
so what are the reasons? Can these be affected by	planning application process
the proposals?	
What sources of data including consultation results	This will be done on a development basis
have you used to analyse the impact of the work	through the planning application process
being carried out on users/stakeholders with	
protected characteristics?	
If any further data/consultation is needed and is to	No
be gathered, please specify:	
5. IMPACT OF DECISIONS	
In what way will the changes impact on people with	Positive impacts expected as more modern /
particular protected characteristics (either positively	affordable housing opportunities will be
or negatively or in terms of disproportionate	available. No disproportionate impacts on
impact)? 6. CONSIDERING THE IMPACT	specific groups expected.
If there is a negative impact what action can be	No actions
taken to mitigate it? (If it is not possible or desirable to take actions to reduce the impact, explain why	INO ACCIONS
this is the case (e.g. legislative or financial drivers	
etc.).	
What actions do you plan to take to address any other issues above?	No actions
7. MONITORING AND REVIEWING	
When will this assessment be reviewed and who will review it?	No review planned
	:

Issue Date: 01.02.18

INDEMNITY 2008

- (1) "Officers" includes any person employed by the Council and any other person engaged or appointed to be an officer of the Council. "Members" includes co-opted members of the Standards Committee and co-opted members on the Overview and Scrutiny Committee and of any Committee or Sub Committee discharging the same or similar functions.*
- (2) The Council hereby indemnifies its officers and members, whether appointed or elected at the date of this resolution or at any time thereafter, against the costs, claims and expenses set out in paragraph (3) of this indemnity, subject to the exceptions set out in paragraph (4) of this resolution, and to paragraph (6) of this resolution, and on the terms set out in paragraph (5). It will not itself make any claim against them in relation to any costs or expenses for which they are hereby indemnified.

Notwithstanding any limitation on the powers of the Council, the indemnity is effective to the extent that the member or officer in question –

- (a) believed that the action, or failure to act, in question was within the powers of the Council, or
- (b) where that action or failure comprises the issuing or authorisation of any document containing any statement as to the powers of the Council, or any statement that certain steps have been taken or requirements fulfilled, believed that the contents of that statement were true.

and it was reasonable for that officer or member to hold that belief at the time when he or she acted or failed to act.

The indemnity is also effective in relation to any act or omission which is subsequently found to be beyond the powers of the employee or member in question but only to the extent that he or she reasonably believed that the act or omission in question was within his or her powers at the time at which he or she acted.

- (3) The costs, claims and expenses are those which arise from, or in connection with, any action of, or failure to act by, the employee or member in question, which:-
 - (a) is or has been authorised by the Council
 - (b) forms part of, or arises from, any powers conferred, or duties placed, upon that officer or member, as a consequence of any function being exercised by that officer or member (whether or

Issue Date: 01.02.18

not when exercising that function he or she does so in his or her capacity as an officer or member of the Council)-

- (i) at the request of, or with the approval of the Council, or
- (ii) for the purposes of the Council.
- (4) The exceptions are that:-
 - (a) No indemnity is given in relation to any action by, or failure to act, by any member or officer which -
 - (i) constitutes a criminal offence; or
 - (ii) is the result of fraud, or other deliberate wrongdoing or recklessness on the part of that officer or member.
 - (b) Notwithstanding paragraph (4)(a)(i), the indemnity does relate to
 - (i) (subject to paragraph 5) the defence of any criminal proceedings brought against the officer or member; and
 - (ii) any civil liability arising as a consequence of any action or failure to act which also constitutes a criminal offence.
 - (c) No indemnity is given in relation to the making by the employee or member or officer indemnified of any claim in relation to an alleged defamation of that member or officer but the indemnity does relate to the defence by that officer or member of any allegation of defamation made against him or her.
- (5) The terms of the indemnity are as follows:-
 - (a) Where the indemnity has effect in relation to the defence of any criminal proceedings; or any Part 3 proceedings (meaning any investigation, report, reference, adjudication or any other proceeding pursuant to Part 3 of the Local Government Act 2000) then
 - (i) in the case of criminal proceedings, if the member or officer in question is convicted of a criminal offence and that conviction is not overturned following any appeal, and
 - (ii) in the case of Part 3 proceedings
 - (1) if a finding is made in those proceedings that the member in question has failed to comply with the Code of Conduct and that finding is not overturned following any appeal, or

if the member admits that he has failed to comply with the Code of Conduct,

the employee or member shall reimburse the Council for any sums expended by it in relation to those proceedings pursuant to the indemnity, and those sums shall be recovered by the Council as a civil debt.

- (b) The indemnity will only extend to cover actual loss and expense incurred and evidenced by the officer or member to the satisfaction of the Borough Treasurer.
- (c) The indemnity will not cover any loss or expense in respect of which the officer or member can obtain reimbursement from any other source, including any policy of insurance whether taken out by the Council or the officer or member or by any other person.
- (6) The provision of an indemnity for the purposes of any proceedings referred to in Clause (4)(c) or (5)(a) is subject to the prior approval of the Chief Executive, acting in his or her sole discretion, following the receipt of advice from the Borough Treasurer and the Borough Solicitor to the maximum amount of costs or expenses that the Council will pay or bear in the matter.

To the extent that the law permits, in order to facilitate the discharge of its functions relating to its staff, and its democratic functions, the Council hereby confirms that it will continue to indemnify its employees and former employees, in the terms set out in Appendix A.

* This indemnity shall apply in like terms to any Independent Person and/or Reserve Independent Person within the meaning of Section 28 (7) of the Localism Act 2011 for the time being appointed by the Council for any statutory purpose.

Page 3 of 4

Issue Date: 01.02.18

APPENDIX A

INDEMNITY 1996

"The Council will indemnify all officers of the Council against the whole or part of any damages, costs or legal expenses which any such officer may have been ordered to pay or may have incurred, if the officer acted in good faith and honestly believed that the act complained of was within his/her power and that his/her duty as an officer required or entitled him/her to do it. Such indemnity shall extend to responsibilities arising from duties performed by any officer by virtue of his/her employment with the Council itself or with the Council but on behalf of other bodies to which the Council supplied the services of the employee which have resulted in the act or omission complained of.

Exceptions: The indemnity will not extend to loss or damage directly or indirectly caused by or arising from:

- (a) fraud, dishonesty or a criminal offence on the part of the employee; or
- (b) any neglect, error or omission by the employee otherwise than in the course of his/her duties; or
- (c) liability in respect of surcharges made by the District Auditor or orders made under Section 19 of the Local Government Finance Act 1982.

The Council reserves the right to withdraw the indemnity if an employee, without the written authority of the Council, admits liability or negotiates or attempts to negotiate a settlement of any claim falling within the scope of this resolution.

In pursuance of the indemnity above, the Council undertakes not to sue (or join others in suing) an employee of the Council in respect of any neglect, error or omission by the employee in the course of his/her employment, but subject to the same exceptions as in (a) (b) and (c) above.

The above indemnity and undertaking are continuing and cover present employees of the Council and after that employment has ceased and they apply retrospectively to any neglect, act, error or omission which may have occurred before this date.

The above indemnity and undertaking shall be without prejudice to the right of the Council to take disciplinary action against the employee.

The cost of the indemnification is to be met by the Council."

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