



**Good Practice**

**Objective**

<p><b>Working with partners to overcome viability challenges</b></p>	<p>To address and overcome economic viability challenges.</p>
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**Detail**

There is a need for transparency and openness between parties when considering the viability of potential schemes coming forward. Within our Core Strategy which is also being written at the moment, we look at issues such as Sustainable Design, meeting the [Building for Life](#) criteria and working towards [Code for Sustainable Homes](#) Level 4.

All of this does have a cost implication and therefore by working with our partners in the way of open book accounting allows us to not only look at what improvements are possible, but also how to achieve the best value for money. All five Registered Provider (RP) ‘preferred partners’ have a role in this initiative, although the financial information when it is shown is not shared between RP partners, only with forward planning and housing.

This procedure applies two fold: whether it is local authority owned land and we are looking at discounting the land, or if we are negotiating contributions from a private developer. The Council valuer and finance section also play an important part in this process.

## Outcomes

This process allows us to decide strategically which pieces of land are viable for development. In order to ensure that we do not have all partners competing for land, we have split the borough into sections where RP's operate and they are all aware of the way the open book accounting works, so all RP's should come up with consistent land values. The process enables more detailed information for members.

The process can also help to negotiate with Development Control when looking at planning issues such as conservation or design if the costs are increasing due to unachievable planning requirements.

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Rural Affordable Housing  
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