

# Capital Ambition Board

## London Ventures Progress Report

Item no: 5

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<b>Date:</b>	13 March 2018		
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### Summary

This report provides an update on the key activities and progress in the London Ventures programme since December 2018. This report highlights activities that have taken place to support both the general and targeted ventures programme particularly in relation to advocating the programme to local authorities and other key promotional activities.

### Recommendation

Board members are recommended to note the contents of the report.



## LONDON VENTURES PROGRESS REPORT

### Background

1. Since the December 2017 Capital Ambition Board meeting, the team has continued to promote and advocate the London Ventures programme with various stakeholders and local authorities.
2. This report provides an overview of the activities of the following activities that have taken place and specifically in relation to the following :
  - General ventures progress update
  - Overview of homelessness, TA and housing targeted venture and targeted venture cycle 2
3. Other London Ventures items on the agenda include the London Ventures 18 month review and new commercial deals for general ventures partners. These reports are presented in the exempt part of the agenda.

### Overview of London Ventures activity since December 2017

4. Post the December 2017 Capital Ambition meeting the London Ventures team has supported a wide range of London Ventures activity. The main workstreams can be broadly divided between:
  - Targeted ventures – including supporting current homelessness, TA and housing concepts through project development/delivery phase. This also includes engagement with key stakeholders over the children and families targeted cycle 2.
  - General ventures – this includes development of new commercial deal proposals with new and existing London Venture partners, introductory meetings between local authorities and venture partners.
  - Meetings with investor and innovation organisations.
5. **Targeted Ventures update.** Progress is being made across the four concepts from the homelessness, TA and housing targeted venture. The TA modular housing has been progressing and there is likely to be agreement towards the high level heads of terms by the end of the 2017/18 financial year. A draft specification has been developed for the Property Listing Platform concept following good engagement with local authorities and potential providers. There have been two working groups

of transition insurance working group bringing together tenant; landlord; local authority and insurance expertise and representation. While progress on the homelessness predictive analytics approach has been slow, the London Ventures team are working proactively with the local authority to address the issues.

6. Extensive engagement work has also been undertaken in advance of the formal start of the children and families targeted venture. To date meetings/discussions have been held with the relevant leads from the following organisations:
  - Department for Education (DfE)
  - Local Government Association (LGA)
  - The Association of London Directors of Children's Services (ALDCS)
  - Chief Executives of London Committee (CELC)
  - Barnardo's
  - East London Finance Directors
7. Further details on targeted ventures activity is available in appendix 1
8. **General Ventures update.** The London Ventures team has continued to facilitate links between venture partners and local authorities. Examples of this include:
  - Demonstration of Cornerstone's virtual reality experience to leads at London Borough of Redbridge.
  - Introduction of Leigh Fisher's Transport Service Optimisation service to a number of London local authorities
  - A meeting with senior London Borough of Tower Hamlets officers to discuss London Ventures.
9. In addition to the various meetings, the London Ventures team has been managing discussions with all existing and potential future partners for the commercial deal renegotiations presented in paper E3.

### **Programme level expenditure and income**

10. In summary, in relation to EY's programme costs London Councils has been invoiced for ££574,666 to the end of February 2018 from the total of £906,150 to support the delivery of London Ventures. This amount does not include London Councils' time and resources.

11. The income target for the first year of current commercial deals was £113,000.

London Councils has invoiced for £50,787 as at the end of February 2018. Further income into the programme is dependent upon the extent to which local authorities take up London Venture's products and services and subject to members agreeing new commercial deals as proposed in item E3.

### **Financial Implications for London Councils**

12. The Director of Corporate Resources reports that the invoiced contract sum of £574,666 relates to the first 18 months of the contract to February 2018. This represents 63% of the total contract sum of £906,150.

13. Since the last report to CAB in December 2017 there has been an increase in the invoiced income for the programme. This now totals £50,787 of which £7,870 has been invoiced since the last CAB meeting. While this progress is positive, the programme has not achieved its ambitious income target for the year of £113,000.

14. As the programme has failed to meet its income target the financial sustainability of the programme is questionable on its current basis. However item E2 in the exempt agenda sets out the findings and recommendations from the 18 month review which will provide members with an opportunity to determine the future of the programme.

### **Legal Implications for London Councils**

15. There are no direct legal implications for London Councils as a result of this report.

### **Equalities implications for London Councils**

16. There are no direct equalities implications for London Councils as a result of this report.

### **Recommendations**

17. Board members are recommended to note the contents of the report.



**LONDON  
VENTURES**

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*Innovation through collaboration*

# Targeted Ventures Progress Update

13 March 2018

# Overview

## Introduction

In order to support London local authorities with some of the key strategic challenges they face, the London Ventures programme now has two targeted ventures cycles running in parallel: the development of concepts for the targeted cycle one focus on temporary accommodation, housing, & homelessness and the initial engagement and mobilisation of the targeted cycle two focus on children and families.

### Targeted Cycle One: Temporary accommodation, housing, and homelessness

Since October 2017 CAB, we have been focussing our efforts on developing the four agreed concepts to tackle the pan-London strategic challenge of temporary accommodation, housing and homelessness. We have been working with London borough sponsors as well as private and third sector organisations in order to turn these concepts into reality. CAB's seed funding investment has enabled us to kick start the development of each of these concepts in the following ways:

- *Early identification of those at risk of homelessness* – supported the sponsor borough to financially contribute to the development of the predictive analytics homelessness module
- *'Transition insurance' to support moves within the private rented sector* – appointed a project manager to work with a range of stakeholders through the working group to develop the specification for the most relevant financial product
- *Modular temporary accommodation on non-permanent sites* – supported the Housing Director leads to appoint a project manager to undertake the required activities to secure the GLA funding
- *London-wide accommodation platform* – appointed a technical lead and engagement lead to develop the detailed specification for the platform and get buy-in from London boroughs.

### Targeted Cycle Two: Children and Families

We will be launching our new focus on the strategic challenge of children and families in April 2018. Since December CAB, we have been undertaking the initial engagement and mobilisation. To date we have spoken with a range of stakeholders, including the Chief Executives of London Committee (CELC) lead for children's services, the Association of London Director's of Children's Services chair, DCS representatives, the charity Barnardo's, and policy experts at London Councils, the Local Government Associate (LGA) and the Department for Education (DfE).

#### The purpose of this document is to:

- **Provide an engagement and progress update for our targeted cycle one focus on temporary accommodation, housing, and homelessness**
- **Provide a progress update on our targeted cycle two focus on children and families**



# Targeted Ventures Cycle One: Engagement Update

**Our journey to transforming the homelessness, housing, and temporary accommodation experience in London**





Since December CAB, the programme has made significant progress in developing our **targeted cycle one** concepts around **homelessness, housing and temporary accommodation**. We have been engaging widely through working groups comprised of individuals from the public, private, and third sectors and facilitating a variety of workshops. A snapshot of our activity to date can be seen below.









# Targeted Ventures Cycle One: Progress Update

We have been developing the **four concepts** for **temporary accommodation, housing, and homelessness** agreed by CAB to proceed to delivery in October 2017. We have been working closely with a range of key stakeholders through various engagement activities, including workshops and working group sessions, to drive these four solutions forward. A summary of our progress can be seen below.

	<p><b>Early identification of those at risk of homelessness</b></p> <p><i>Uses predictive analytics to identify households most at risk of entering homelessness. Enables councils to target earlier intervention and prevention.</i></p> <p>Model built by summer 2018 and implemented by winter 2018*</p>		<p><b>'Transition insurance' to support moves within the private rented sector</b></p> <p><i>A financial product that provides an alternative option to a lump sum cash deposit. Enables individuals to remain in the private rented sector and reduces the likelihood of becoming homeless.</i></p> <p>Call to market prospectus issued in summer 2018*</p>
<p><b>Key stakeholders</b></p>		<p><b>Key stakeholders</b></p>	
<p><b>Activity update</b></p>	<ul style="list-style-type: none"> <li>Supported local authority governance processes to agree sign off and implementation</li> <li>Agreed commercial arrangement between Xantura and London Ventures</li> <li>Undertaken on-going engagement with other boroughs and interested stakeholders</li> </ul>	<p><b>Activity update</b></p>	<ul style="list-style-type: none"> <li>Established a TI working group and facilitated 3 working group sessions</li> <li>Overseen the development of a co-designed outline specification</li> <li>Engaged with other London boroughs outside of the working group</li> </ul>
<p><b>Next steps</b></p>	<ul style="list-style-type: none"> <li>Mobilise the Southwark and Xantura teams with support from London Ventures</li> <li>Start development of the homelessness module with Southwark and Xantura</li> <li>Oversee solution design and development</li> </ul>	<p><b>Next steps</b></p>	<ul style="list-style-type: none"> <li>Refine product specification and requirements with the working group</li> <li>Conduct market testing with additional stakeholder</li> <li>Develop the call to market prospectus and the process for identifying a suitable partner</li> </ul>

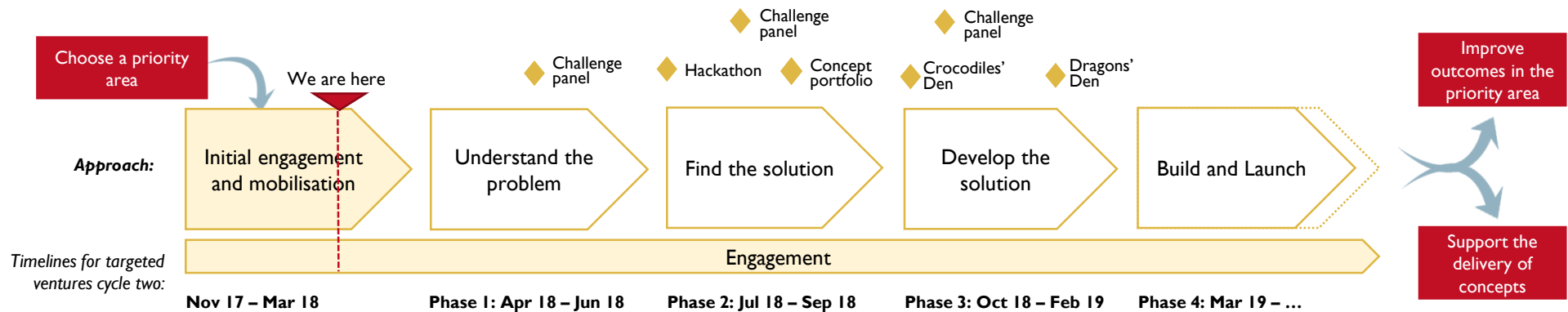
	<p><b>Modular temporary accommodation on non-permanent sites</b></p> <p><i>Modular units to be procured on a pan-London basis for use as affordable temporary accommodation. Units can be placed on non-permanent sites and re-located as necessary.</i></p> <p>Special purpose vehicle live in summer 2018 and a 200 unit pilot to begin in 2019*</p>		<p><b>London-wide accommodation platform</b></p> <p><i>Pan-London platform for local authority use listing all properties available for temporary accommodation. Increases visibility of options available and enables placements to be made faster.</i></p> <p>Platform live in early 2019*</p>
<p><b>Key stakeholders</b></p>		<p><b>Key stakeholders</b></p>	
<p><b>Activity update</b></p>	<ul style="list-style-type: none"> <li>Facilitated fortnightly GLA working group sessions</li> <li>Signed the Heads of Terms with the GLA to secure funding</li> <li>Identified project resources to drive SPV set-up, deliver modular units delivery plan, and develop business plan</li> </ul>	<p><b>Activity update</b></p>	<ul style="list-style-type: none"> <li>Developed outline technical specification with London boroughs</li> <li>Undertaken engagement with existing providers operating in this space</li> <li>Created the high level options appraisal for developing the specification</li> </ul>
<p><b>Next steps</b></p>	<ul style="list-style-type: none"> <li>Oversee set up of the SPV</li> <li>Development of the unit specification</li> <li>Agree commercial deal arrangement for London Ventures programme</li> </ul>	<p><b>Next steps</b></p>	<ul style="list-style-type: none"> <li>Socialising the technical specification with a wider group of boroughs</li> <li>Ascertain written commitment from boroughs to use the technical specification</li> </ul>

\*subject to change



# Targeted Ventures Cycle Two: Progress Update

Since CAB signed off our **targeted cycle two** strategic focus on **children and families** in December 2017, we have been progressing with our initial engagement and mobilisation to ensure we gain buy-in from relevant sector experts and leads, a summary of which can be seen below.



We have had a strong initial engagement across local government and the third sector. As we come to the end of the 'initial engagement and mobilisation' phase, we will be looking to further engage and work with Subject Matter Experts (SMEs), our 'challenge panel', and third sector organisations to map out and understand what is already happening in the sector.

## Initial engagement



## Key outputs

- CAB sponsor Member and Advisor identified & briefed
- 'Challenge panel' members identified
- Seed funding strategy developed
- Desired outcomes agreed

## Future engagement



## Upcoming events

- March: West London Directors of Children's Services Group
- May: Challenge panel
- June: Solution Hackathon

