



Zina Etheridge
Haringey Borough Council
Haringey Civic Centre
255 High Road
Wood Green
London N22 8LE

4 July 2018

Dear Zina,

Re: Haringey Development Vehicle (HDV)

Since I last wrote to you, at the time of the election in May, we have all had the opportunity to reflect on the changed landscape and what that may mean for the Council's wider housing challenges, as well as for Lendlease as the Council's selected partner for the HDV.

We understand that the HDV in its original form may not be seen to meet the Council's preferred approach to delivering the new homes and amenities that are needed across the borough. However, proper consideration must be given to what the partnership model within the broader procurement offers to the borough.

What does become increasingly apparent is your strong and determined focus to deliver new housing and to be open to a variety of ways of achieving this, as set out in the pre-election manifesto.

Given the scale and urgency of the housing challenges the Council faces, with 9000 households on the waiting list and thousands more in temporary accommodation - now exacerbated by the situation at Broadwater Farm - and the investment by all parties in what has been a very extensive and thorough public procurement process, which has a great deal of in built flexibility, we would like to explore all options with you to maintain Lendlease's committed investment in the borough. This exercise, with the assistance of both our teams and advisers, can be run in parallel with the borough assessing its own priorities and could initially focus on the borough's stated goal of delivering 1000 affordable homes by 2022. This is completely in line with your stated desire to attract inward investment that meets the needs of communities.

In summary, Lendlease would like to help the Council meet the following priorities as we understand them:

- **Housing delivery at pace and scale.** We stand ready to help the council meet its target of delivering 1000 council homes by 2022 across a range of sites that can be brought forward quickly. The circa £3bn of investment we can bring to Haringey could deliver over 6,000 homes over time, in addition to much needed community amenities, and create over 20,000 jobs.
- **Fully council owned housing.** We would work in partnership to support the creation of and delivery by a fully Council-owned housing company.
- **Council control.** The Council would determine which sites to develop and the proportion of social and/or affordable housing required, and all housing would be subject to all the Council's policies (including the ERRP) and statutory processes.



- **Limited risk.** The Council's financial risk exposure could be minimised, and transfer of public assets limited to its commercial portfolio (valued at circa £45m) to pump-prime housing delivery. This transfer would have the benefit of enhancing commercial management and support for local businesses, and growing long-term revenue for the Council.
- **Capability.** Lendlease would provide assured delivery capability and high standards of safety, quality and sustainability for all new Haringey homes delivered.

We understand that the HDV will be a topic for discussion at the Cabinet meeting on July 17th, potentially with a decision to be made on its future. However, the events of recent weeks have surely served to reinforce that to make a quick and final decision on the future of a potential partnership with Lendlease would not be giving due consideration to the flexibility that the partnership can offer – as outlined above - and the fact that it does bring with it already committed investment, that the Borough so desperately needs.

We trust that the Council will take more time to fully consider its options regarding the way forward and the ways in which Lendlease can assist, through the medium of the procurement process already completed.

Please feel free to share the messages and opportunities that I have set out with your colleagues. I would be grateful if you would include this letter in the pack for consideration by the Cabinet on 17th July, and I would welcome the opportunity to attend the meeting to discuss its contents.

Yours sincerely,

A handwritten signature in blue ink that reads "Dan Labbad". The signature is written in a cursive, slightly stylized font.

Dan Labbad

Chief Executive Officer, Lendlease Europe