

FINANCING

Community Land Trusts

& COLLABORATIVE HOUSING

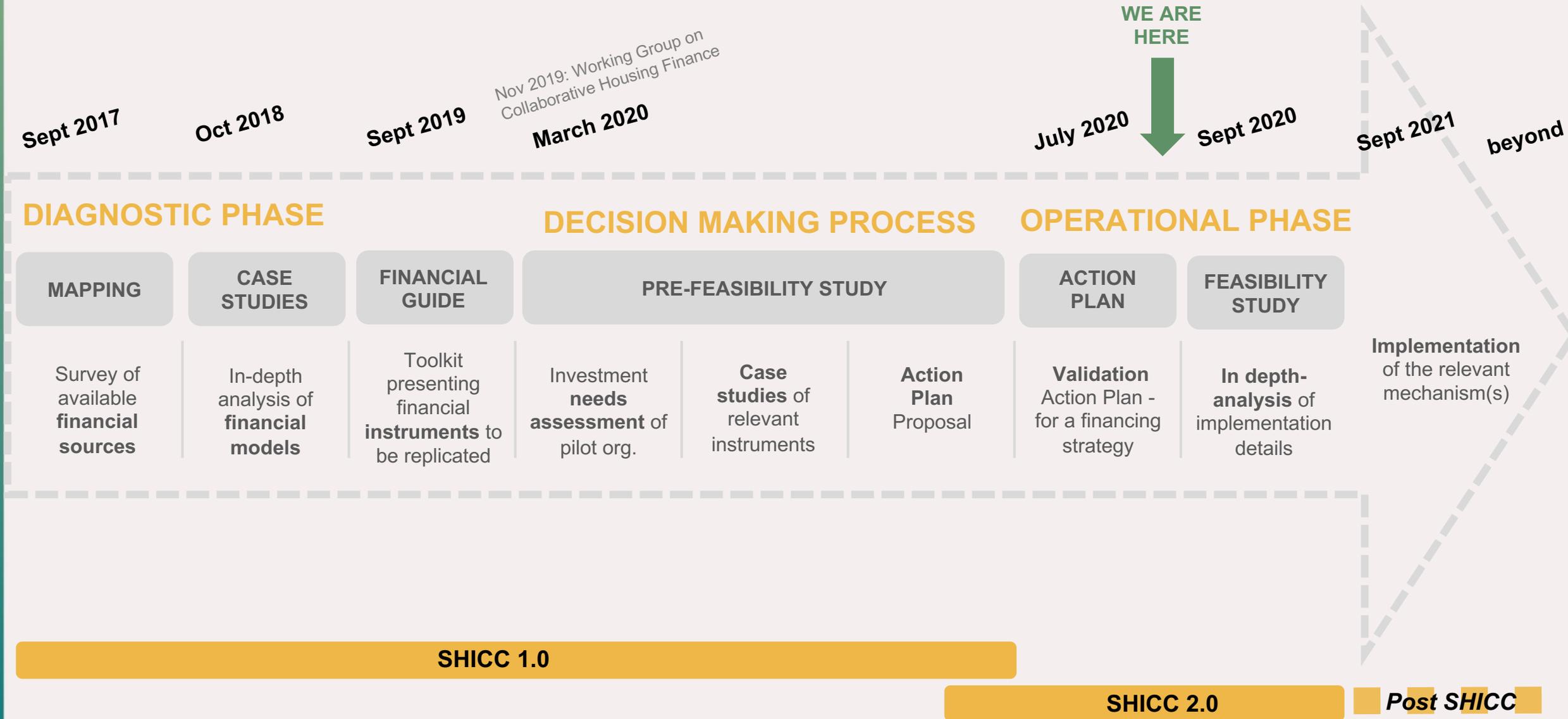


ACTION PLAN

Developing a financing strategy for CLT & Collaborative Housing in Europe

September 2020

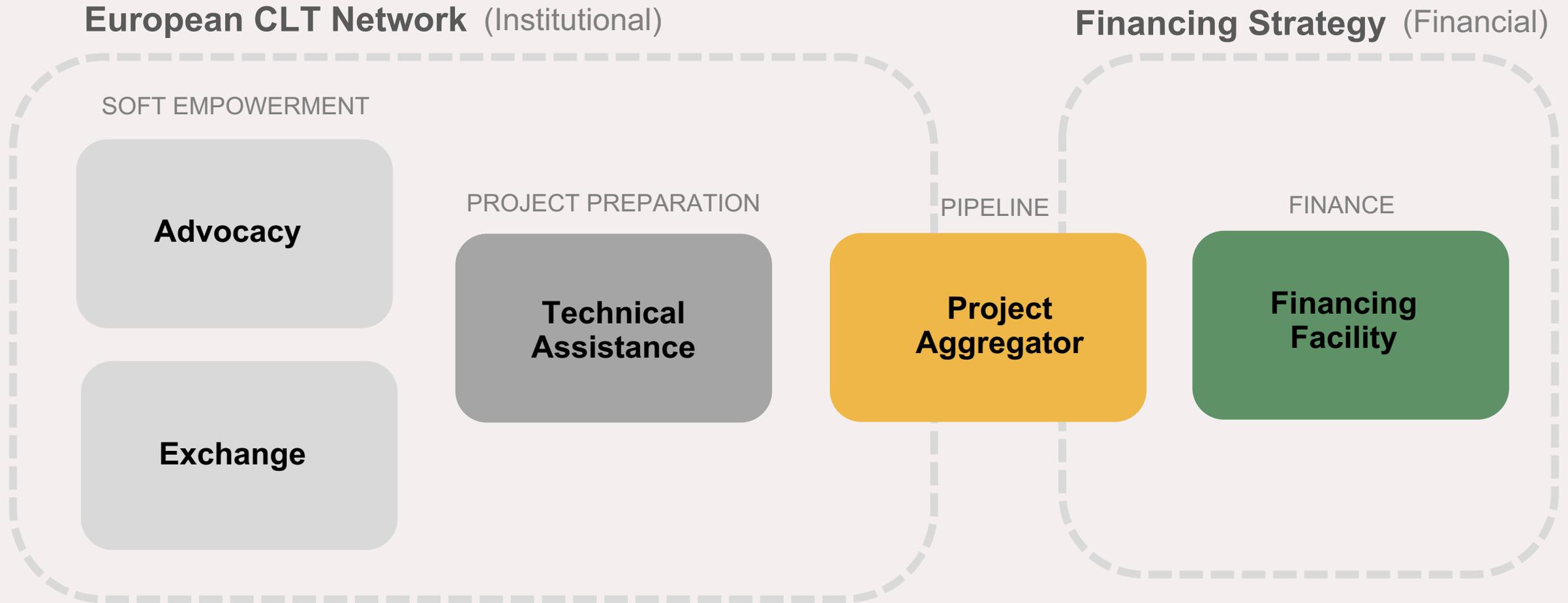
BACKGROUND | What has been done ('Financial Models' Work Package)



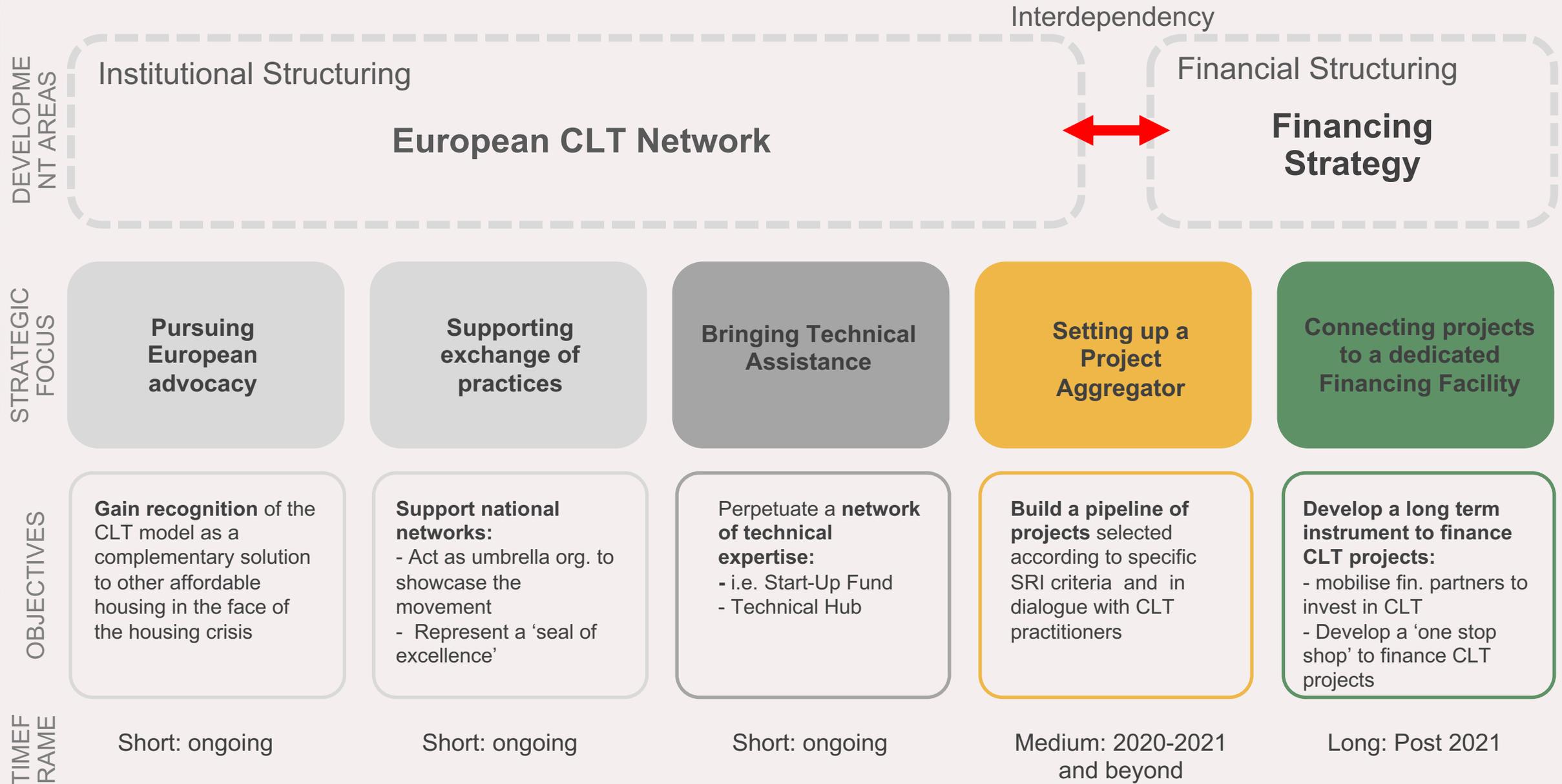
KEY FACTS | CLT and Collaborative Housing in Europe

- As of November 2019, there were **170 CLT** established or under creation in cities across Europe
- Population target: **low- and middle-income households** with, sometimes, a focus on **specific publics** (elderly, mental health issue, migrants)
- Capacity to develop **deliver very affordable homes**: Between 20 to 50% of the free market on average (depending on the model adopted and local context)
- **Diversity of tenure developed**: rental, affordable ownership, shared ownership
- They develop bespoke **small and middle size projects** focusing on qualitative approach: **average projects size 10-20 units**
- It is a **niche but growing market**: 76% of the organisations surveyed have projects in the pipelines over the next 5 years (43%: 10-50 units, 29% >50 units)
- **Short term estimates** (<5 years) : 1,300-1,500 units in the pipelines of surveyed organisations, representing an estimated potential market of **300 M €**
- **Long-term estimates** (5-10 years): 7000 units representing a potential market of **1,4 Bn€**

FINANCING STRATEGY | The two pillars



FINANCING STRATEGY | Implementation proposal



FINANCING STRATEGY | Feasibility Study – First step

A threefold content:

- Component 1 (binding): Refine the demand and the scale of financing needs ;
- Component 2 (binding): Link the supply and demand through the structuring of a project pipeline;
- Component 3 (conditional): Clarify the appropriate legal structure and operational setup.

Methodology:

FMDV to lead the study, assisted by an external consultant who will provide technical support to the team, and in collaboration with SHICC partners.

Budget: 40,000€ - 60,000€

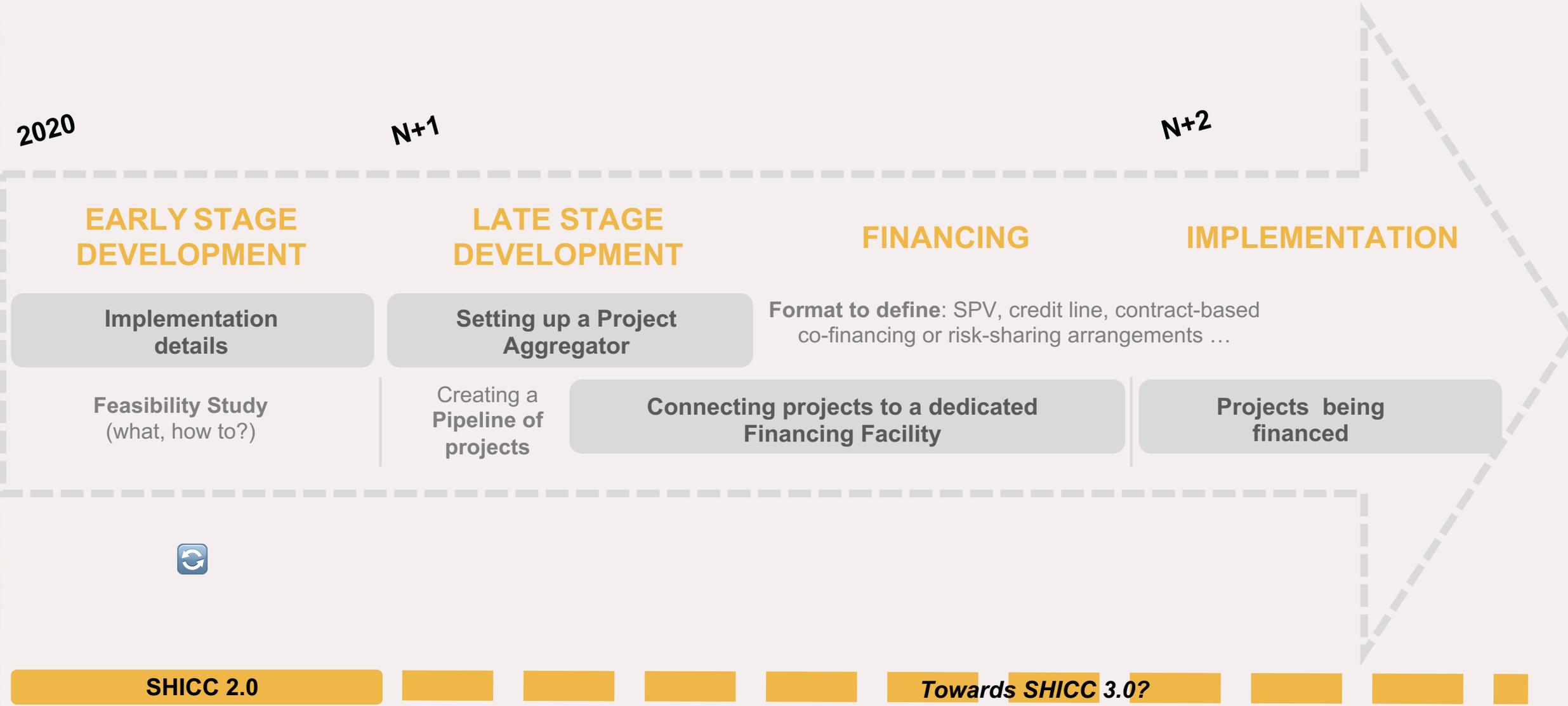
(50% of which will be delegated to external expertise covered by SHICC)

Provisional calendar:

Mid-October	Draft ToR submitted to partners
November 2	Invitation to Tender
November 20	Submission deadline
November 23-27	Selection process (interviews)
November 30-3	Contracting process
December 4	Project Inception (kick-off meeting in parallel of the SHICC conference)
March 2021	SHICC SC: presentation Component 1
June 2021	SHICC SC: presentation Component 2
September 2021	SHICC SC: presentation Component 3



OPERATIONAL PHASE | What's next?



Search for additional funding is required: application to a new cooperation project (e.g. Horizon Europe: January 2021), and/or grants and technical expertise from project preparation facilities (e.g. EIBAH).