EXTRA CARE HOUSING CONFERENCE

Housing Cares: A Festival of Ideas

FRIDAY 24 MARCH, 2017
KIA Oval
Kennington
London, SE11 5SS

#HLINconf2017

Also kindly supported by:
Programme for the Day - Morning

8.45  Registration, refreshments and exhibition  (ASHES SUITE)

Plenary Sessions  (ENGLAND SUITE)

9.15  Chair’s Welcome and Introduction  
   Shaun Ley  
   The World at One, BBC

Keynote Addresses  (ENGLAND SUITE)

9.25  Our ambitions for meeting the housing need/requirements for older Londoners and an age-friendly city  
   James Murray  
   Deputy Mayor of London (Housing)

9.50  Supporting interventions that build stronger and more resilient communities  
   Dawn Austwick  
   Chief Executive, Big Lottery Fund

10.15  Bringing positive disruptions to UK housing  
   Dr. Nigel Wilson  
   Group Chief Executive, Legal & General

10.40  Questions and answers

10.50  Refreshments, exhibition and networking  (ASHES SUITE)

The Conversation  (ENGLAND SUITE)

11.30  1st Panel Debate - Empowering Local Authorities to deliver flexible and sustainable extra care solutions  
   Chair: Paula Broadbent, Director, Retirement Housing Solutions, Keepmoat  
   Panellists: Caroline Cormack, team leader of affordable housing programmes and policy, Homes and Communities Agency; Bruce Moore, Chief Executive, Housing & Care 21; Neil Revely, ADASS Housing Policy Group and advisor to LGA Housing Commission; Kate Webster, Director, Energy, Infrastructure & Government at Walker Morris LLP

Knowledge & Innovation Exchange Sessions  (EXECUTIVE BOXES)

12.10  
   01. Deaf Utopia  
   Facilitated by Clare Skidmore, Housing LIN South East Champion  
   Craig Crowley, Chief Executive, Action Deafness

   02. Extra Care’s Community Locksmiths  
   Facilitated by Sue Garwood, Housing LIN Dementia Lead  
   Shirley Hall, Well-being and Community Manager, The ECCT  
   Michael Spellman, Enriched Opportunities Lead, The ECCT

03. An integrated housing and care offer  
   Facilitated by Chris Bentham, Wales, Housing LIN Cymru  
   Kris Peach, Director of Extra Care, Housing & Care 21

04. Five ideas for care in 2037  
   Facilitated by Rowena Hindle, Housing LIN South Lead  
   Lex Cumber, Business Development Director, CastleOak

05. Digital Solutions and their application to the evolving Extra Care market  
   Facilitated by Philippa Hughes, Housing LIN North East Lead  
   Terry Stocks, Director - Head of Public Sector and Education - UK & Europe, Faithful+Gould

06. The future for Extra Care Housing: Refashioning the business case  
   Facilitated and Led by Ian Copeman, Housing LIN  
   Dan Gaul, Housing LIN Eastern Lead

07. Accelerating construction of specialist housing  
   Facilitated by Sue Cawthay, Housing LIN Yorkshire and Humber Lead  
   Nigel Ingram, Programme Lead Retirement Solutions Keepmoat

08. Telecare: is it a problem or a solution? Findings from the UTOPIA (Using Telecare for Older People In Adult Social Care) online survey of English Local Authorities  
   Facilitated by Jeremy Porteus, Founder and Managing Director, Housing LIN  
   John Woolham, Senior Research Fellow at the Social Care Workforce Research Unit, King’s College London

09. Publication - Design Principles for Older Persons Housing (with and without care) – 2017 Revision  
   Facilitated by Margaret Edwards, Housing LIN London Lead  
   Anne-Marie Nicholson, Senior Partner, PRP

10. HAPPI Dementia - The Brighton Story  
   Facilitated and Led by Stephen Corbett, Housing LIN West Mids Lead

13.10  Lunch, networking and exhibition  (ASHES SUITE)
# Programme for the Day - Afternoon

## Knowledge & Innovation Exchange Sessions  (EXECUTIVE BOXES)

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<td>14.10</td>
<td>01.</td>
<td>Building all age Communities and Transforming Lives</td>
<td>Facilitated and Led by <strong>Paula Broadbent</strong>, Retirement Solutions Director, Keepmoat</td>
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<td>02.</td>
<td>How can Occupational Therapists contribute to housing design?</td>
<td><strong>Marney Walker</strong>, Independent Occupational Therapist <strong>Lauren Walker</strong>, Occupational Therapist, Greenwich Borough Council <strong>Jenny Buterchi</strong>, Partner, PRP</td>
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<td>03.</td>
<td>Delivering Inspirational Homes and Services to enable Amazing Ageing</td>
<td><strong>Sue Lock</strong>, Director of Strategy and Policy (Older People) <strong>Robin Macintosh</strong>, Head of Community Services - South, Guinness Care, part of The Guinness Partnership</td>
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<td>04.</td>
<td>Reimagining housing with care: new approaches to technology and design</td>
<td><strong>David McKinney</strong>, Managing Director UK &amp; Ireland, Tunstall Healthcare <strong>John Nordon</strong>, Design Director, PegasusLife</td>
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<td>05.</td>
<td>Still the missing option? Revisiting market rented housing for older people</td>
<td><strong>Jenny Pannell</strong>, Imogen Blood &amp; Associates <strong>Charlotte Cook</strong>, Partner, Winkworth Sherwood LLP</td>
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<td>06.</td>
<td>The future of the retirement rental model in the UK</td>
<td><strong>Tom Scaife</strong>, Partner, Knight Frank</td>
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<td>07.</td>
<td>Leasehold sales premiums in Older People’s Housing – dispelling the myths</td>
<td><strong>Ben Hartley</strong>, Director, Carterwood</td>
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<td>08.</td>
<td>Kindliness in Dorset – Work in Progress - Enabling neighbourliness and peer support in sheltered housing</td>
<td><strong>Robin James</strong>, Service Development Officer, Dorset County Council <strong>Wendy Cutts</strong>, Senior Lecturer in Community Development, Bournemouth University</td>
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## The Conversation  (ENGLAND SUITE)

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| 15.10 | 2nd Panel Debate - Building value into the procurement of extra care housing: Improving efficiencies and driving up quality | Chair: **Steve Skuse**, New Business Director, Willmott Partnership Homes  
Panellists: **Phil Bayliss**, Managing Director of Retirement Housing, Legal & General Capital; **Charlotte Cook**, Partner, Winkworth Sherwood; **Ben Hartley**, Director, Carterwood; **Susan Rugg**, Associate Director, Faithful+Gould |

## Keynote Addresses  (ENGLAND SUITE)

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<td>15.50</td>
<td>The work of a generation – creating an age of aspiration</td>
<td><strong>Paul Watson MBE</strong>, Managing Director, Guinness Care</td>
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<td>16.15</td>
<td>Getting digital: Transforming the way we deliver care at home and in the community</td>
<td><strong>Candace Imison</strong>, Director of Policy, the Nuffield Trust</td>
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<td>16.40</td>
<td>Questions and answers</td>
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<td>16.50</td>
<td>Closing remarks</td>
<td><strong>Jeremy Porteus</strong>, Founder and Managing Director, Housing LIN</td>
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<td>17.00</td>
<td>Close of the conference and opportunities for further informal networking</td>
<td><strong>PRP</strong></td>
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Knowledge & Innovation Exchange Sessions
12.10 - 13.10

**DEAF UTOPIA - ROOM 45**
Facilitated by Clare Skidmore, Housing LIN South East Champion
Led by Craig Crowley, Chief Executive, Action Deafness - @ActionDeafness
Surdi Domum Group (SDG)’s vision for the very first Deaf Extra Care village for older Deaf people would be planned, developed, built and delivered by Deaf people themselves. Its goal is for residents to live in a safe, accessible environment where Sign Language and communication needs will be met and Deaf culture celebrated. Older Deaf people will be able to live independently; maintain their lifestyle and well-being; and receive care support in the latter stages of their lives.
SDG’s aim is to move from concept to reality. The project will require scoping, consultation, planning and development; with knowledgeable consideration of the specific needs of potential clients.

**EXTRACARE’S COMMUNITY LOCKSMITHS – ROOM 46**
Facilitated by Sue Garwood, Housing LIN Dementia Lead
Led by Shirley Hall, Well-being and Community Manager, The ECCT and Michael Spellman, Enriched Opportunities Lead, The ECCT - @ExtraCareOrgUK
The Charity has extended its award winning Enriched Opportunities Programme, which supports residents with dementia, to the local community in Coventry. This service was funded initially by the Local Authority as a pilot, which has since been mainstreamed as part of the discharge to assess programme. Data presented shows how the Community Locksmith has worked with clients and their families enabling them to remain in their own homes, out of hospital, and more importantly not moving on to specialist nursing homes. The family perspective will also be shared by a client’s daughter.

**AN INTEGRATED HOUSING AND CARE OFFER – ROOM 47**
Facilitated by Chris Bentham, Wales, Housing LIN Cymru
Led by Kris Peach, Director of Extra Care, Housing & Care 21 - @HousingCare21
This session will examine the challenges and benefits of the integrated housing and care offer within the extra care service of Housing & Care 21. Through on-going dialogue with local authority commissioners and the University of Birmingham, we are seeking to understand the decision making process of commissioners and how stakeholders are influenced.
One issue which has been highlighted through these discussions is not only commissioners’ interest in understanding better the complexities of different options for the design and delivery of such projects, but also their need to meet the evidence requirements of other stakeholders.

**DIGITAL SOLUTIONS AND THEIR APPLICATION TO THE EVOLVING EXTRA CARE MARKET – ROOM 50**
Facilitated by Philippa Hughes, Housing LIN North East Lead
Led by Terry Stocks, Director - Head of Public Sector and Education - UK & Europe, Faithful+Gould - @fgouldconnect
UK Government is supporting digital approaches to address the issues of a changing world. The UK faces continuing pressures on public finances, changing demographics and homes for the ageing, new political objectives and challenges to UK GDP.
UK Government and Local Authorities are increasingly embracing technology to deliver assets and drive better outcomes across social and recreational services. Smart and Sustainable cities are an example where local authorities, service and utility providers have started to work together to develop solutions on a larger scale. Our session will outline the objectives of the UK Digital Built Britain Programme and the benefits such approaches can deliver in asset delivery, operations and delivery of front line services in the extra care market.

**THE FUTURE FOR EXTRA CARE HOUSING: REFASHIONING THE BUSINESS CASE – ROOM 51**
Facilitated and Led by Ian Copeman, Housing LIN and Dan Gaul, Housing LIN Eastern Lead - @HousingLIN
The market for older people’s housing is changing. Opportunities will arise through the new dialogue with central government and potential improved funding streams with clearer long term revenue streams. Robust business cases will be required that propose a holistic solution - not just reducing adult care residential care costs.
This interactive workshop will review the challenges and benefits of developing extra care in the new complex market. A new holistic financial model will be explored through a collaborative discussion to develop the model further.

**ACCELERATING CONSTRUCTION OF SPECIALIST HOUSING – ROOM 52 / 53**
Facilitated by Sue Cawthay, Housing LIN Yorkshire and Humber Lead
Led by Nigel Ingram, Programme Lead Retirement Solutions, Keepmoat - @keepmoatgroup
Nigel will share both Keepmoat’s experience and present research & development work relating to his past and experiences at JRF. The session will cover offsite manufacturing and volumetric construction to illustrate how the development of specialist housing schemes can be accelerated to both increase supply and efficiency.
TELECARE: IS IT A PROBLEM OR A SOLUTION? FINDINGS FROM THE UTOPIA (USING TELECARE FOR OLDER PEOPLE IN ADULT SOCIAL CARE) ONLINE SURVEY OF ENGLISH LOCAL AUTHORITIES – ROOM 55

Facilitated by Jeremy Porteus, Founder and Managing Director, Housing LIN
Led by John Woolham, Senior Research Fellow at the Social Care Workforce Research Unit, King’s College London - @scwru

This presentation draws on findings from an online survey of local authority telecare lead managers carried out in 2016-17. 118 local authorities or their proxies took part – an overall response rate of 77%. It will share findings about factors that promote and inhibit the successful use of telecare for older people and how local authorities assess for, install maintain and respond to telecare in the homes of older people in England. The findings provide significant new evidence about telecare use that contribute to current debates about the appropriate role of telecare in cash-strapped adult social care settings.

PUBLICATION - DESIGN PRINCIPLES FOR OLDER PERSONS HOUSING (WITH AND WITHOUT CARE) – 2017 REVISION – ROOM 56 / 57

Facilitated by Margaret Edwards, Housing LIN London Lead
Led by Anne-Marie Nicholson, Senior Partner, PRP - @PRP_News

PRP have revisited and updated the design principles guide originally published by the Housing LIN in 2008. The finished document will be available on the Housing LIN website after the main conference. Much has changed in the 9 years since this guidance was put together. Anne-Marie Nicholson, Senior Partner at PRP will outline the contents of the latest edition highlighting the critical themes that have emerged since its first publication. The session will include reference to design features within schemes that have been considered as exemplary ‘HAPPI’ designs which can be discussed in the Q&A session.

HAPPI DEMENTIA – THE BRIGHTON STORY – ENGLAND SUITE

Facilitated and Led by Stephen Corbett, Housing LIN West Mids Lead - @WillmottPH

This session will examine Willmott Dixon’s new build Dementia scheme in Brighton, which has been developed and designed using the “HAPPI” principles. It will take you through the journey from procurement, master planning design through to delivery.

BUILDING ALL AGE COMMUNITIES AND TRANSFORMING LIVES – ROOM 45

Facilitated and led by Paula Broadbent, Retirement Solutions Director, Keepmoat - @keepmoatgroup

Keepmoat and Partners Walker Morris plc will share the journey so far of this strategic partnership, with Kebbell Homes, Sanctuary and Scarborough Borough Council which is sighted by the HCA as an exemplar for delivering an all age all tenure housing and community regeneration solution. Early outcomes include; Extra Care housing, the replacement of a LA Residential Care home and supported housing for people with a learning disability, developed alongside starter homes, family housing for sale and lifelong homes exclusively for the over 55’s, plus a new school and community facilities. Paula Broadbent Retirement Solutions Director will be joined by Partners to share their experience of what’s worked well and the opportunities to replicate such place shaping partnerships without lengthy and costly procurement.

HOW CAN OCCUPATIONAL THERAPISTS CONTRIBUTE TO HOUSING DESIGN? – ROOM 46

Facilitated by Suzanne Beech, Housing LIN
Led by Marney Walker, Independent Occupational Therapist - @mamewalker and Lauren Walker, Occupational Therapist, Greenwich Borough Council and Jenny Buterchi, Partner, PRP - @PRP_News

A workshop that explores the unique skill set occupational therapists bring to ensure homes are accessible and adaptable to the changing needs of residents as they age. It will highlight how their first-hand experience of working with end users can inform the design and specification of new build, refurbishments and adaptations.

This workshop invites discussion and knowledge exchange across disciplines. We will consider:
• How OTs can input on the inclusive design of housing
• A recent initiative involving OTs working with Secure by Design
• Effective joint working methods with housing developers, commissioners, architects and contractors to ensure specialist housing is fit for purpose.

DELIVERING INSPIRATIONAL HOMES AND SERVICES TO ENABLE AMAZING AGEING – ROOM 47

Facilitated by Dan Gaul, Housing LIN Eastern Lead
Led by Sue Lock, Director of Strategy and Policy (Older People) and Robin Macintosh (Head of Community Services - South), Guinness Care, part of The Guinness Partnership - @YourGuinness

The purpose of this session is to share how Wulvern Housing, now part of The Guinness Partnership, went about transforming its service offer and homes for older people. This will include the barriers that needed to be overcome, identifying the burning platform leading to change, budgetary implications, risks and rewards for all, and how we are now working on the strategy to transform The Guinness Partnership’s older people’s housing and services.
Knowledge & Innovation Exchange Sessions
14.10 - 15.10

REIMAGINING HOUSING WITH CARE: NEW APPROACHES TO TECHNOLOGY AND DESIGN – ROOM 48
Facilitated by Jean Bray, Housing LIN North West Lead
Led by David McKinney, Managing Director UK & Ireland, Tunstall Healthcare - @TunstallHealth and John Nordon, Design Director, PegasusLife - @PegasusLife
Discover how digital solutions and inspired architecture can support wellbeing, freedom and happiness in later life.
PegasusLife’s philosophy is that everyone, irrespective of age, shares the desire to live in a beautifully designed, socially inclusive environment, supported by first class services.
Tunstall’s Connected Healthcare solutions open up a new world of possibilities for the provision of care in the home, enabling safety, independence and inclusion.
This session will explore how design and technology can be blended to create great quality, aspirational housing which realises the potential of the latest solutions and creates a gateway to the future.

STILL THE MISSING OPTION? REVISITING MARKET RENTED HOUSING FOR OLDER PEOPLE – ROOM 50
Facilitated by Nigel Holmes, Housing LIN South East Lead
Led by Jenny Pannell (Imogen Blood & Associates) and Charlotte Cook, Partner, Winckworth Sherwood LLP - @ws_law
Back in 2014, our Housing LIN conference session and PRS Briefings 1 & 2 asked why there wasn’t more market rented housing designed for older people. We explored why older people might choose market rent, and featured providers who offered this option.
Three years later, what is different? Why is there more interest now? Who might be investing and developing for this market? Are there any new players? How have the opportunities - and barriers - changed? We will draw on recent research and developments, and look forward to another lively debate to feed into our forthcoming PRS Briefing 3.

THE FUTURE OF THE RETIREMENT RENTAL MODEL IN THE UK – ROOM 51
Facilitated by Jeremy Porteus, Founder and Managing Director, Housing LIN
Led by Tom Scaife, Partner, Knight Frank - @KnightFrank
A workshop on different tenure models and lessons from America.

LEASEHOLD SALES PREMIUMS IN OLDER PEOPLE’S HOUSING – DISPPELLING THE MYTHS – ROOM 52 / 53
Facilitated by Dawn Keightley, Housing LIN North East Lead
Led by Ben Hartley, Director, Carterwood - @CarterwoodLtd
One of the most frequently asked questions of Carterwood when undertaking local market analysis is “what premium can my specialist Older People’s housing project achieve?” To ensure a viable development opportunity, traditional conventions indicate that a “premium” is required above traditional housing to help to offset some of the challenges of additional development costs and the potential risks involved in developing this specialist form of housing.
But how is this premium calculated? Does it even exist? Does it vary regionally or by operator / developer? Does “extra care” generate a higher premium than more traditional forms of sheltered housing? What are the key factors that influence a sales premium?
These are the issues that Carterwood will consider in a typically innovative workshop to try and dispel some of the myths surrounding the assessment of leasehold development opportunities.

KINDLINESS IN DORSET – WORK IN PROGRESS - ENABLING NEIGHBOURLINESS AND PEER SUPPORT IN SHELTERED HOUSING – ROOM 55
Facilitated by Sue Garwood, Dementia Lead
Led by Robin James, Service Development Officer, Dorset County Council and Wendy Cutts, Senior Lecturer in Community Development, Bournemouth University
Financial pressures have resulted in deep cuts in funding for Sheltered Housing. Dorset County Council’s response has included partnering with Bournemouth University on work to increase neighbourliness and peer support. Following on from research published by the Joseph Rowntree Foundation a methodology and toolkit has been developed. The aim is to help to create vibrant mutually supportive communities where residents feel able to ask for support and to offer support to their peers. Identifying that, in many cases, culture change was needed, innovative scheme-based sessions involve poetic enquiry and forum theatre.
The workshop will set the scene, discuss our findings, showcase the toolkit and offer an opportunity to experience what it is like to participate in a scheme-based session.

DEMENTIA FRIENDLY HOUSING CHARTER – ROOM 56 / 57
Facilitated by Vivien Lyons, Housing LIN Dementia Lead
Led by Vanessa Pritchard-Wilkes, Head of Strategic Engagement, Housing & Care 21 - @HousingCare21 and Sara Miles, Programme Partnership Manager, Alzheimer’s Society - @alzheimerssoc
The dementia-friendly housing charter is a key deliverable from the Prime Minister’s 2020 challenge. It is aimed at the full range of professionals working in the housing sector, from planners and architects to landlords and developers. Aimed at all tenures, it is designed to help all professionals support people living with dementia in their homes and facilitate consistency and good practice.
It provides signposts to the relevant resources and examples of good practice to encourage individuals and organisations to sign up to the charter and commit to actions relevant to the size and maturity of the organisation.
Nigel has won numerous Athletics championships including the 800m British Masters. He was also City Way School, Newton Aycliffe and Ferryhill Grammar School. Scholar, and a recipient of the Alfred P Sloan research scholarship. He also worked at the National Bureau Qualifications include a PhD from the Massachusetts Institute of Technology where he was a Kennedy Fellow, and served as Director of Strategy for a large acute trust and Director of Commissioning for a large health authority. Candace has extensive senior management experience in the NHS, including at board level for providers and commissioners. She was also a Director of Strategy for a large acute trust and Director of Commissioning for a large health authority. Candace worked on strategy and policy at the Department of Health between 2000 and 2006, including the Wanless Review, the White Paper “Our Health, Our Care, Our Say” and “Keeping the NHS Local”, setting out policy for the reconfiguration of hospital services. She is currently a non-executive director of a large NHS foundation trust. Candace holds a Master’s degree in health economics and health policy from the University of Birmingham and a degree in natural sciences from the University of Cambridge.

Jeremy Porteus, Founder and Managing Director, Housing Learning and Improvement Network
@HousingLIN
Jeremy has over 25 years’ experience at being at the forefront of policy and practice in housing for older and disabled people in the UK. Prior to becoming Managing Director of the Housing LIN, he was the National Programme Lead for Housing at the Department of Health and has considerable experience in developing government’s housing policy and strategy for older people. Whilst at the Department of Health he was joint commissioner of the original HAPPI report and, as APPG Inquiry Secretary, author of ‘Housing our Ageing Population: Plan for Implementation’ (HAPPI2) and the more recent ‘Housing our Ageing Population: Positive Ideas’ (HAPPI3).

Dawn Austwick, Chief Executive, Big Lottery Fund
@BigLotteryFund
Prior to joining the Big Lottery Fund Dawn was Chief Executive at Esmée Fairbairn Foundation and previously Deputy Director of the British Museum, Project Director of Tate Modern, a Principal Consultant at KPMG and Theatre Manager of the Half Moon Theatre. Dawn has an MBA from London Business School and an honorary doctorate from London Metropolitan University. Dawn is a member of the Advisory Board of the Institute of Policy Research at the University of Bath and of the UK National Advisory Board on Impact Investment. She is currently a Trustee of the London Marathon Charitable Trust and was previously a Trustee of Historic Royal Palaces from 2007 - 2016, the Woodland Trust from 2001 - 2008 and was a Director of Big Society Capital during its start-up phase until September 2013. In her spare time Dawn is a ‘Gooner’, occasionally practises yoga and goes to the theatre.
The Conversation

1st Panel Debate - Empowering Local Authorities to deliver flexible and sustainable extra care solutions

Chair

Paula Broadbent, Director, Retirement Housing Solutions, Keepmoat
@keepmoatgroup

Paula leads Keepmoats Retirement communities offer in working with local authorities and registered providers to provide housing and services to support older and vulnerable people.

Paula has an extensive knowledge of the Public Sector having worked in the housing market since 1990, specialising in extra care housing and public private partnership. Paula spent 4 yrs with North Yorkshire County Council, leading the County Councils Extra care housing programme replacing residential care. She has experience in forming Public-Private partnerships which deliver large scale projects and is informing Keepmoat’s strategic direction of travel in the development of new products and services which increase the long term opportunities for older and vulnerable people across the Country, focused on better choice for downsizers and efficiencies through housing and property services to help sustain Health and Social care services.

Paula established the Yorkshire and Humber Regional Housing Learning & Improvement Network and now Chairs the regional leadership set.

Panellists

Caroline Cormack, Head of Housing Programmes, Homes and Communities Agency
@HCA_UK

Caroline Cormack’s remit covers the grant funding and recovery requirements and programme management for all of the HCA’s affordable housing programmes including the main DCLG Shared Ownership & Affordable Homes Programme, alongside specialist programmes like the Department of Health-funded Care & Support Specialised Housing Fund, which provides housing for older people and adults with disabilities and funds to help people who are homeless or at risk of homelessness (Homelessness Change and Platform for Life).

Bruce Moore, Chief Executive, Housing & Care 21
@HousingCare21

Bruce initially joined Housing & Care 21 as an interim Chief Executive in September 2013 before taking up the role on a permanent basis in December 2013. Before that Bruce was Chief Executive for Hanover Housing Group and had previously been Chief Executive of Wolverhampton Homes and Deputy Chief Executive of Anchor Trust.

Bruce’s early career was as an in-house lawyer and is a qualified solicitor. Bruce has served as a board member for a number of housing associations and charities and has a particular interest in how organisations are governed.

Neil Reveley, ADASS Housing Policy Group and advisor to LGA Housing Commission
@1adass

Neil spent much of his early career with Durham County Council prior to moving to North Yorkshire County Council in 1998, establishing their countywide Extra Care programme. He subsequently became Executive Director of Health, Housing and Adult Services for Sunderland in 2007 until March 2016.

He has been a member of the National Executive of the Association of Directors of Adult Social Services (ADASS) since 2008 and Co-Chairs the ADASS Housing Policy Network. He acted as an Expert Adviser to the Local Government Association’s Housing Commission, Chaired a DCLG task and finish group in relation to the LHA consultation, and works with the LGA as a Care & Health Improvement Adviser.

Neil established Reveley Consultancy in May 2016 and works with a range of Social Care, Health, and Housing organisations, he is also the Chair of Disability Action Yorkshire.

Kate Webster, Director, Walker Morris LLP
@WalkerMorrisUK

Kate has over 10 years post qualification experience advising on public procurement and state aid. She joined Walker Morris in 2016 after working as the in-house procurement counsel for a publicly owned infrastructure developer in Denmark tendering the €5.5bn Fehmarnbelt Fixed Link (a 18km road and rail sub-sea tunnel between the Denmark and Germany). Prior to that, she worked in private practice. Kate has a wealth of experience in giving pragmatic advice on all the critical issues face in procurements.
The Conversation

2nd Panel Debate – Building value into the procurement of extra care housing: Improving efficiencies and driving up quality

Chair

Steve Skuse, MCIOB, CIHM, New Business Director, Willmott Partnership Homes Ltd
@WillmottPH
Steve began his career in architectural practice and then spent time with residential developers before joining Willmott Partnership Homes fifteen years ago. Having carried out various technical and preconstruction roles he is now responsible for New Business across the complete range of residential sectors for Willmott Partnership Homes. Being at the ‘front end’ of the process he is constantly dealing with procurement across the range of the private and public sector programmes including housing for older people and those with additional support needs.

Panellists

Phil Bayliss, Managing Director of Retirement Housing, Legal & General Capital
@landg_group
Phil is responsible for investments into the retirement housing sector on behalf of Legal & General Capital. Prior to this Phil was the Head of Transactions for L&G Capital, securing over £1bn of housing and infrastructure-backed assets. Recent notable deals include the acquisition of a major stake in CALA Homes in 2013, one of the UK’s top 10 biggest house builders – of which Phil went on to serve on the Board as a Non-Executive Director until 2016. They also comprise of the acquisition of a 50% stake in the £503m MediaCityUK scheme in Salford and the purchase of development sites as part of the L&G Build to Rent business which Phil is an LGC Investment representative.

Before joining Legal & General in 2007, Phil worked for AMP Capital in Australia focusing on the acquisition of creation of listed and unlisted property vehicles. In 2004 Phil completed an Economic Degree (Honours) at the University of Newcastle, Australia with a double major in Policy Analysis and Money, Banking and Finance. He was placed on the Deans merit list and was awarded six merit based scholarships from the University.

Charlotte Cook, Partner, Winkworth Sherwood
@ws_law
Charlotte is a Partner in the Housing and Regeneration Department at Winkworth Sherwood. Charlotte has worked with Registered Providers for over 10 years and also has extensive experience working with NHS bodies and local authorities and especially with other care and support organisations. She has particular expertise in development work (including planning gain and management areas, as well as construction and ancillary matters, both on greenfield and regeneration sites) as well as working with sheltered, supported housing and extra care providers.

Ben Hartley, Director, Carterwood
@CarterwoodLtd
Ben qualified as a chartered surveyor in 2001 and formed Carterwood with business partner Amanda Nurse in 2008, following several years of managing large portfolio transactions in the healthcare team at GVA. Ben’s main focus is Carterwood’s consultancy and valuation work. His extensive experience and dedication has helped the company become one of the leading advisors to the care home, extra care and care village sectors. Ben also often acts as an expert witness in relation to planning appeals, where his depth of technical knowledge provides particular insight.

Susan Rugg, Bcs Hons MRICS Associate Director, Faithful+Gould
@fgouldconnect
Sue is a Chartered Surveyor with over 20 years’ experience working within the extra care sector. Sue leads a national team delivering cost and commercial management, employer’s agent, project management and health and safety services and has extensive experience with national frameworks driving efficiencies through the procurement of the right consultant team and contractors for clients delivering extra care.
Legal & General Group Plc has been providing financial safety nets for over 15 million customers for 180 years in the UK, USA and India. We are a campaigner for improving people’s lives through our products, services and investments in Housing, Later Life and in Health. Thanks to amazing not for profit organisations such as the Housing LIN, Help Age International, Shelter and the Intergenerational Foundation we have improved our service and understanding of these big macro trends.

More recently we are particularly proud of the fact that we have provided over £8bn of our capital into all forms of housing from, loaned our 800 millionth pound of finance into the UK lifetime mortgage market and are busy building modula houses in Leeds with our new modular housing business Legal & General Homes to positively disrupt the housing market in desperate need of more houses.

You can read more at: www.legalandgeneralgroup.com

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We are immensely grateful to all our sponsors listed below for the support they have given and for making this event possible this year

Headline sponsors:

Keepmoat

Keepmoat is a fast growing top 10 UK housing and construction company. We design, build, refurbish and regenerate places to improve economic and social outcomes for people. Through long term partnerships, we transform land and existing properties into attractive homes that people can afford to buy or rent, and neighbourhoods where people of all generations want to live.

We have the expertise needed to create welcoming homes and successful communities - a strong local understanding, a commitment to create economic opportunities for others and a passion for building communities and transforming lives.

For over two decades we have been committed to raising the standards of specialist supported housing projects, helping to improve the quality of life for older and vulnerable people; as a result we are recognised as the partner of choice by many organisations.

Our retirement products and services comprise of new housing development and remodelling existing buildings. We create bespoke home ownership and rental solutions, as well as purpose built specialist accommodation - including extra care and registered care homes, in partnership with registered providers and local authorities.

We design with longevity and accessibility in mind to ensure that our accommodation adapts easily with people’s needs as they grow older, preventing a move in later life.

www.keepmoat.com

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Legal & General

Legal & General Group Plc has been providing financial safety nets for over 15 million customers for 180 years in the UK, USA and India. We are a campaigner for improving people’s lives through our products, services and investments in Housing, Later Life and in Health. Thanks to amazing not for profit organisations such as the Housing LIN, Help Age International, Shelter and the Intergenerational Foundation we have improved our service and understanding of these big macro trends.

More recently we are particularly proud of the fact that we have provided over £8bn of our capital into all forms of housing from, loaned our 800 millionth pound of finance into the UK lifetime mortgage market and are busy building modula houses in Leeds with our new modular housing business Legal & General Homes to positively disrupt the housing market in desperate need of more houses.

You can read more at: www.legalandgeneralgroup.com

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Willmott Partnership Homes

Willmott Partnership Homes has been successfully delivering innovative, sustainable, high quality homes for our ageing population since 1974. With a dedicated Care sector team supported by experienced regional delivery teams, we are able to support and advise our clients in what is needed to provide market leading lifetime homes and environments that facilitate quality care and support for the UK’s older people.

Over the last decade the company has a significant increase of new and repeat business creating in excess of 2,500 new homes, including large scale retirement villages, supported housing, extra care apartments, care and nursing homes, and specialist schemes for people with dementia.

We know that our customers’ business is to create exceptional homes and environments for older people to thrive and enjoy active and independent lives within the wider community, so we never forget that everything we do is about someone’s new home.

www.willmottdixongroup.co.uk
Affiliate sponsors:

Castleoak
@castleoak
Castleoak is a specialist developer for care homes and extra care housing. We work in partnership with our customers, earning their loyalty. Today, 92% of projects are from returning customers.

We offer design and build services and a multi-award winning development solution. This encompasses land finding and acquisition, site feasibility analysis and managing the planning process. Tailored funding solutions and asset management services are also delivered. For over 30 years Castleoak has developed some of the most progressive extra care housing and care schemes in both the private and public sectors across the UK.

www.castleoak.co.uk

Carterwood
@CarterwoodLtd
Carterwood is a specialist chartered surveying practice and operates exclusively within the long-term healthcare market.

We are a dynamic and fast growing business, aiming to provide a different and more bespoke business perspective for our clients. We provide our property advice through three complementary divisions: consultancy, valuation and agency services.

Our clients are wide ranging and include: banks and financial institutions; corporate and private operators; investors; developers; ‘not for profit’ providers and the public sector.

In 2016 we won the prestigious title of Property Consultant of the Year – Property Services at the HealthInvestor Awards.

www.carterwood.co.uk

Elderly Accommodation Counsel
@FirstStopAdvice
Elderly Accommodation Counsel (EAC) is a national charity set up to help older people make informed decisions about meeting their housing and care needs. Its services include a national Advice Line, 0800 377 7070, and the website www.HousingCare.org, both of which offer a wealth of information and guidance, including access to the charity’s uniquely detailed directory of all specialist accommodation for older people in the UK.

EAC increasingly delivers its services through the FirstStop Advice network, in partnership with other national and local organisation.

www.housingcare.org / www.firststopadvice.org.uk

The ExtraCare Charitable Trust
@ExtraCareOrgUk
The ExtraCare Charitable Trust enables older people to enjoy a healthier, happier and more independent future by integrating their homes, care and lifestyle.

The ExtraCare Charitable Trust is a registered charity based in Coventry. It operates 4,020 homes within 14 retirement villages and 17 smaller housing schemes. Each village or scheme has 5 to 18 social, health and leisure facilities that are accessible to more than 4,400 residents, 3,000 volunteers and local people representing all age groups living in surrounding communities. Around 60 Charity Shops help fund care and well-being services for older people living in its villages and schemes.

www.extracare.org.uk

Faithful+Gould
@fgouldconnect
Faithful+Gould is a world-leading integrated project and programme management consultancy. Wherever in the world, we support clients with the construction and management of their key assets, important projects and programmes.

Our unique ability to integrate our worldwide core services of cost and commercial management, project management, programme management, asset management and project controls delivered with intellect, innovation, positive thinking, problem solving capability and constructive interrogation, ensures we achieve the right solutions for our clients’ needs.

www.fgould.com

The Guinness Partnership
@YourGuinness
The Guinness Partnership is one of the largest affordable housing and care providers in the country. We own and manage about 66,000 homes and provide housing and care services for 140,000 customers. We won the international housing and dementia award in 2015 and are working with partners to pilot a dementia friendly approach across our services.

www.guinnesspartnership.com
Housing & Care 21
@HousingCare21
Housing & Care 21 is a leading national provider of retirement and extra care housing for older people. We support independence and choice by providing affordable, quality housing and flexible, person-centred care and support services for people of modest means. For more information please visit:
www.housingandcare21.co.uk

Knight Frank
@KnightFrank
At Knight Frank we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property, in all key markets. We believe personal interaction is a crucial part of ensuring every client is matched to the property that suits their needs best – be it commercial or residential.
Headquartered in London, we have 411 offices in 59 countries and more than 14,000 people. We operate in locations where our clients need us to be, and provide a worldwide service that's locally expert and globally informed.
www.knightfrank.co.uk

PRP
@PRP_News
As the UK market leaders in the field of Specialist Housing and Care, our award winning team works with housing associations, charities, local authorities and private developers. With a large portfolio of award winning schemes and a broad client base, from both the public and private sector, we have an unrivalled understanding of the various models for older persons housing and care. For further information visit:
www.prp-co.uk/projects/specialist-housing-and-care

Tunstall
@TunstallHealth
Tunstall Healthcare Group offers a range of Connected Healthcare solutions designed to help older people and those with long term needs to live as independently, securely and healthily as they are able. 2017 marks our 60th year working with our customers to help them offer integrated, proactive, and cost-effective services using technology as an enabler. We continue to drive the next generation of digital and mobile connected healthcare services, helping customers to manage demand and transforming the health, housing and social care landscape.
uk.tunstall.com

Winckworth Sherwood
@ws_law
Winckworth Sherwood is a leading law firm specialising in all aspects of social housing, including extra care and supported housing, residential property and housing law. No other law firm offers the same breadth and depth of experience in affordable and market housing which gives us a broad and unique perspective on the issues facing home providers and the challenges of providing and delivering extra care support.
We have a passionate commitment to our clients who include registered providers of all sizes, developers, national house builders and local authorities as well as non-profit organisations such as HM Government, Network Rail and the Church of England. We are considered by the housing sector and legal guides to be one of the top three social housing firms in the UK.
Our expertise covers the full range of legal issues: joint venture and alternative development structures, commercial contracts, diversification, finance, planning, construction, housing management, dispute resolution and outsourcing to plot sales. For more information please visit:
www.wslaw.co.uk/extra-care-housing