

CLH Project Pipeline Template

This tool is a simple approximation of the projects in your area. It provides a snapshot of their current status, their likelihood to deliver, and any income you expect to receive from them.

Enter project names along row 10, and enter 'Y' against each project where the tasks down column A have been completed. Finally, enter your own likelihood score

A first project has been filled out as an example. You can overwrite the answers for this project.

| Task | Example:Greenacres | Project 2 | Project 3 | Project 4 | Project 5 | Project 6 | Project 7 | Project 8 | Project 9 | Project 10 | Project 11 | Project 12 | Project 13 | Project 14 | Project 15 | Project 16 | Project 17 | Project 18 | Project 19 | Project 20 |
|---|--|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| GROUP | Initial phone call/telephone advice/info gathering | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Initial meeting with Lead Organisation(e.g. steering group) | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Vision and high level plan agreed | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Initial fee proposal agreed (if applicable) | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Initial legal meeting | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Legal incorporation | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Community consultation | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Local Authority support | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Developer-initiated project, process for establishing group agreed | N/A | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | SITE | Land identified | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| Initial financial modelling | | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| Call for land (if required) | | N/A | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| Heads of Terms for land transfer agreed | | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| Land acquired (or development license, or equivalent) | | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| PLAN | Develop full business plan | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Development partner selection | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Formal fee agreement in place (Umbrella / CLH /HA) | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Funding sought for site/plan costs | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Local lettings policy agreed with LA | N/A | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Architects etc engaged to develop plans | Y | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| BUILD | Planning permission obtained & s.106 negotiated | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Development finance secured | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Homes being built/renovated | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| | Homes completed | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| Live | Residents are moved in | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N | N |
| Project likelihood (see below) | 1 | | | | | | | | | | | | | | | | | | | |
| Planned homes (if known) | 25 | | | | | | | | | | | | | | | | | | | |
| Year income expected | 2020 | | | | | | | | | | | | | | | | | | | |
| Anticipated gross fee / other income from project | £8,000 | | | | | | | | | | | | | | | | | | | |
| Anticipated gross costs supporting project | £7,500 | | | | | | | | | | | | | | | | | | | |

Likelihood key: (1 likely) (2 possible) (3 early stage/unlikely) (4 dormant)

There is a degree of subjectivity to these scores. Some projects may tick a lot of boxes, but depend on an unlikely gift of land. Others may be at quite an early stage but be a good prospect.

To score a 1 the CLH project must have ticked all Group and Site boxes, and at least some Plan boxes (inc a business plan and architects)

To score a 2 the CLH project must have ticked several Group boxes and at least some Site boxes (inc sites identified that have potential)

To score a 3 the CLH project may be at a very early stage, or be pursuing an option with a high degree of uncertainty

To score a 4 the project should have gone dormant, but has not closed/given up.

CLH projects will move between the categories depending upon progress

Hubs should only use projects scoring a 1 or a 2 in their financial modelling. When making income projections:

:: projects scoring 1 should be assumed at 50% of contract value

:: projects scoring 2 should be assumed at 25% of contract value