



South
Cambridgeshire
District Council

Ermine Street Housing

South Cambridgeshire District Council's
housing company

Duncan Vessey
Head of Operations (ESH)

17 January 2018

APSE





**Why?
Brand and offer
The model
Ministry of Defence
Outcomes**



Why a housing company?





**Branding and
offer**

Ermine Street

HOUSING

h
bridgeshire
ct Council

- Meeting elements of housing need
- Excellent private sector offer
- Place leadership/public sector brand/ethical/trusted
- Housing management expertise
- Social value
- Fee transparency
- Long term tenancies
- Responsive service



FINANCIAL MODELLING



The model

South Cambs DC lends money to ESH;
£100 million over 5 years.



The interest rate differential provides the income stream to the Council.

ESH has to earn enough in rents to pay back the interest and cover costs.

Tight margins





terra firma



The long read

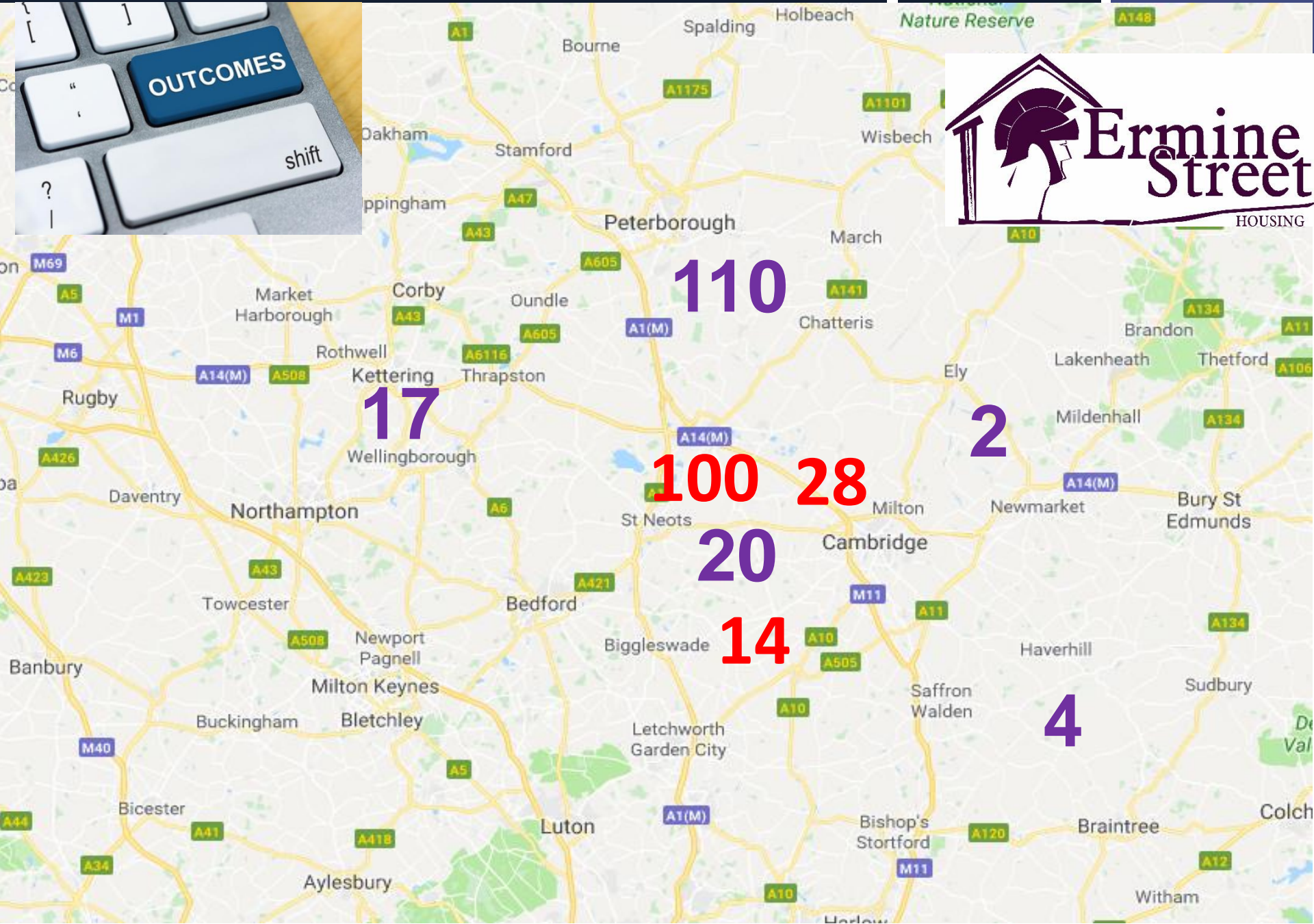
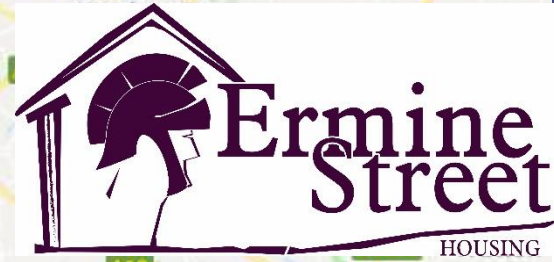
How the MoD's plan to privatise military housing ended in disaster

In 1996, the Ministry of Defence decided to sell off its housing stock. The financier Guy Hands bought it up in a deal that would make his investors billions - and have catastrophic consequences for both the military and the taxpayer

by Holly Watt

<https://www.theguardian.com/news/2017/apr/25/mod-privatise-military-housing-disaster-guy-hands>





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17

100 28

20

14

2

4

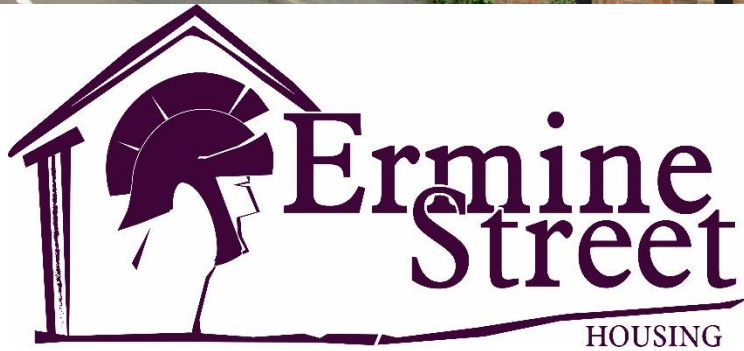


Governance

Fully constituted board of directors: 2 x officers, 2 x councillors, 2 x non-execs

Financial outcomes





**Are we achieving
what we set out to
do?**

