

Funding prospectus: GLA Right to Buy-back Revenue Fund

The Mayor of London, Sadiq Khan, is committed to delivering the genuinely affordable homes that Londoners so desperately need, particularly council homes. In 2018, the Mayor launched his Building Council Homes for Londoners programme, which set a target to deliver 10,000 council homes by 2022. The Mayor successfully achieved this 10,000-home target in March 2022. The Greater London Authority (GLA) is now supporting the highest level of municipal homebuilding seen in London since the 1970s.

The Mayor also launched his new ‘Right to Buy-back’ (RTBB) fund in July 2021, in efforts to further boost the capital’s supply of council homes. The Mayor’s RTBB fund is a capital funding programme that forms part of London’s Affordable Homes Programme (AHP) 2016-23. It is due to close in March 2023. Bidding information about Mayor’s RTBB capital funding programme is published online [here](#).

The GLA is launching a new £1m revenue fund to help London boroughs increase take-up of the Mayor’s RTBB fund. The overall objective of the fund is to help boost the short-term capacity and resources available to council housing teams – with the aim that this in turn assists boroughs to increase acquisitions funded through the Mayor’s RTBB programme. The £1m RTBB Revenue Fund will be administered by the Housing & Land Directorate of the GLA. Information about the new £1m RTBB Revenue Fund, including detailed bidding guidance, is set out below.

Area	Description
<p>Policy objectives</p>	<p>The primary objective of the RTBB Revenue Fund is to increase capacity and resource in council housing teams, to enable an increase in local RTBB programmes. This aim supports the following wider strategic objectives:</p> <ul style="list-style-type: none"> • to increase overall levels of council-owned affordable housing supply in London • to maximise delivery against the Mayor’s AHP 2016-23 programme target (specifically by increasing the number of acquisitions funded through the Mayor’s RTBB programme). <p>The RTBB programme ends on 31 March 2023. As such, the RTBB Revenue Fund seeks to support revenue proposals that will enable the delivery of additional acquisitions before 31 March 2023.</p>
<p>Outputs</p>	<p>The GLA will accept proposals for funding that concern the recruitment of staff or consultants to support acquisitions that meet the terms of the Mayor’s RRTB programme (as set out in the bidding information here). Outputs include (but are not limited to) the direct employment or engagement of:</p> <ul style="list-style-type: none"> • project managers or administrative staff • specialist consultancy resources, including valuers, surveyors, conveyancers and/or solicitors. <p>The GLA considers indirect recruitment to enable redeployment to be acceptable in principle. The GLA also accepts proposals for recruitment that can cover existing duties and/or that free up existing resource that will enable an increase to delivery, where this can be evidenced to the GLA’s satisfaction. This could include, for example, a part-time employee’s hours being extended to full-time, to contribute to a borough’s acquisitions programme; or the employment of additional staff to free up existing staff</p>

	who could work in a more focused way on the borough's acquisitions programme.
Proposals out of scope	<p>Examples of proposals that will not be considered by the GLA as eligible for RTBB revenue funding include the following:</p> <ul style="list-style-type: none"> • Revenue funding that will deliver non-RTBB acquisitions programmes. The GLA will only provide revenue funding to boroughs where it is contributing to delivery of the Mayor's RTBB programme (which forms part of the wider AHP 2016-23). Revenue funding will not be available for staff to work on acquisitions programmes that are solely funded outside of the Mayor's RTBB programme (for example, acquisitions programmes funded via Right to Buy receipts or the council's own resources). Boroughs must provide details of their proposed expanded capital acquisitions programme (including projected GLA capital grant rates) as part of applying for funds through the RTBB Revenue Fund. • Expenditure where outputs relate to the direct employment of staff, or engagement of contractors, for repairs or maintenance services.
Eligibility	All London councils are eligible to bid for funding from the RTBB Revenue Fund. Eligibility includes both councils and wholly owned council delivery vehicles (in line with eligibility for the Mayor's RTBB capital funding programme). Any grant recipients of the Mayor's RTBB capital funding programme must be a registered provider of social housing.
Bidding information	<ul style="list-style-type: none"> • Bids must be submitted on the GLA Open Projects System (OPS) by 6:00pm on Friday 6 May 2022. • Councils are invited to bid for funding of up to £200,000 each. • Councils may submit one bid only. However, each bid may contain proposals for multiple resources or activities. Following the evaluation of bids, the GLA may decide to fund only one or more of each council's proposals, rather than all propositions that form part of a bid. Therefore, boroughs should be explicit about which resource proposals are interdependent to increase delivery. • Bids will be assessed by the GLA in accordance with the assessment criteria and weighting set out below. GLA officers will identify an initial shortlist of successful bids, which will be followed by a round of moderation and potential negotiation with bidding parties. Any moderation and decision-making activities will be undertaken solely by reference to the assessment criteria set out below. • Boroughs are expected to execute grant agreements with the GLA by 31 July 2022. Revenue funding must then be drawn down before 30 November 2022.
Assessment criteria	<p>Proposals will be assessed by the GLA against the criteria and weightings outlined below.</p> <p><u>Deliverability (50 per cent)</u></p> <p>At a minimum, each proposal should do the following:</p> <ul style="list-style-type: none"> • Clearly explain the proposition and set out key milestones for the proposal, alongside itemised costings and spend profile. The proposal should set out how much revenue funding is being sought. For staff

resources, this should include detail about the types of services and roles being procured.

- Identify outputs to be delivered (for example, the number of full-time equivalent staff appointed); explain their role in contributing to the borough's acquisitions programme; and set out timescales for delivery (including recruitment activities). Milestones and outputs will be incorporated into the grant agreement.
- Outline the borough's track record in terms of delivering an existing acquisitions programme (including but not limited to GLA RTBB (AHP 2016-23) allocations).

Deliverability scoring: Proposals scoring highly will set out key milestones, itemised costings and spend profile, which clearly explain how these relate to delivery of additional acquisitions (above and beyond the council's existing programme). The GLA will prioritise bids from boroughs whose proposals include clear evidence of a successful track record in delivering acquisitions programmes, particularly those that meet the terms of the Mayor's RTBB programme (including RTBB tariff rates, as set out in the [RTBB capital funding programme bidding information](#)). Proposals scoring highly will also demonstrate how they can quickly enable the engagement or procurement of staff and other resources in line with key programme milestones, most notably the closure of the RTBB programme in March 2023. An important element of delivery will be the entry into funding agreements by 31 July 2022 and drawdown of revenue funding before 30 November 2022.

Value for money (30 per cent)

At a minimum, each proposal should do the following:

- Include robust, realistic and achievable cost estimates. In doing so, the proposal should outline the current borough's current revenue spend to support any existing acquisitions programme (including, but not limited to, delivery of acquisitions through the RTBB programme).
- Clearly state how many additional RTBB homes will be delivered by March 2023 with the support of this revenue grant, alongside the proposed capital grant rates that will be sought for additional homes (by tenure). Boroughs must confirm that any revenue grant will support the delivery of additional acquisitions that meet the terms of the Mayor's RTBB programme (which forms part of the wider AHP 2016-23).

Value for money scoring: Proposals scoring highly will demonstrate a direct link to an increase in the borough's GLA RTBB acquisitions programme. When scoring bids, the GLA will compare the amount of revenue grant being sought against the additional acquisitions proposed to be delivered in considering whether value for money is being achieved. Proposals will demonstrate how new acquisitions will contribute to an increase in borough-owned housing supply (above and beyond existing GLA allocations). Proposals will demonstrate that any new acquisitions will meet the existing RTBB capital programme terms.

Strategic fit (20 per cent)

At a minimum, each proposal should:

- identify strategic outcomes that are expected to be delivered and explain how these will be measured

	<ul style="list-style-type: none"> • identify any delivery risks and explain how they will be mitigated • identify how the proposed project is using positive action to recruit or otherwise provide opportunities to Londoners from under-represented groups, including Black, Asian and Ethnic Minority groups (where relevant). <p>Strategic fit scoring: Proposals scoring highly will demonstrate how they contribute to the Mayor’s ambition to increase overall levels of council housing supply in London – specifically via additional acquisitions funded by the Mayor’s RTBB programme (as linked to the AHP 2016-23). Proposals will demonstrate that any new acquisitions supported through this fund will meet the terms of this RTBB programme, including by providing homes that are affordable in perpetuity and meet the Decent Homes Standard.</p> <p>The Mayor is committed to creating a fairer, more equal and more integrated city where all Londoners feel welcome and able to fulfil their potential. This includes supporting increased diversity of talent in the built environment sector. Proposals scoring highly will demonstrate a shared commitment to this objective through targeted recruitment of under-represented groups, where relevant.</p>
<p>Payment milestones and grant agreements</p>	<p>Councils will be required to enter into a standard form of grant agreement with the GLA for delivery of projects supported by this fund. A copy of the RTBB grant agreement template is published on the GLA website. Proposed milestones and outputs proposed by councils via OPS will be considered by the GLA for incorporation into grant agreements.</p> <p>Funding will be released in a single-payment tranche at the commencement of the funding agreement. Successful bidders will be expected to execute the funding agreement before 31 July 2022 and draw down funds by 30 November 2022.</p> <p>The council’s Section 151 officer must provide assurance to the GLA that funding is being spent in accordance with funding agreement terms during the engagement. This assurance must be provided at a mid-way point of the project and at the end of the grant agreement period.</p> <p>Underperformance may result in formal clawback of the grant, and may be considered when the GLA is considering future funding allocations.</p> <p>Bidders must not rely upon any funding until a non-negotiable template grant agreement has been entered into with the GLA. Any reliance will be entirely at the recipient’s risk, and the GLA will not be bound to cover any costs incurred via this risk. Please note that the form of grant agreement will not be the subject of negotiation.</p>
<p>Timelines</p>	<ul style="list-style-type: none"> • Bidding opens on OPS: Friday 25 March 2022. • Deadline for bids: Friday 6 May 2022 (6:00pm), with potential for a second round of bids. • Announcement of funding allocations: June 2022.