

# Case Study

DTP

## Sutton Housing Society

### Business Plan and Funding Strategy Development

Sutton Housing Society (SHS) is a small RP who provide affordable homes, predominantly for people over 55, in Sutton, Surrey. SHS has created an ambitious development programme, focussing on airspace developments with extensions to expand its existing schemes while also enhancing, updating and improving the whole building, a bold plan that seeks to address everything at once.

#### Objective

SHS sought advice from DTP on developing the business plan and funding strategy to support its development aspirations, as well as to support them in negotiating the new private finance that the programme requires.

#### What we did

Working with the Chief Executive and Resources Director, we reviewed and updated the business plan, using HousingBrixx, and prepared a treasury management strategy and policy that address the challenges and risks that the plan faces. We also developed a funding strategy that attracted strong interest from a range of lenders. We supported the management team in meeting interested lenders and then reported to the Board on the offers received and recommended a way forward, which was

approved. This has been supplemented by thorough stress testing the business plan, to help identify, anticipate and manage risks.

#### What we achieved

SHS has a robust business plan, with strong support from funders and a strong treasury management framework. We have ensured the finance team developed their skills and confidence in HousingBrixx and treasury matters, while ensuring that Board Members have a stronger understanding of the plan and the funding environment.

Sutton  
Housing  
Society

*DTP have provided us with proactive and responsive support which has helped us to achieve our long-term development aspirations. The Board have appreciated the clear manner in which complex subjects were presented and explained, which has provided confidence in how our financial position and risks are managed.*

**Robin Roberts, Chief Executive**

A different perspective