

THE NORTHERN HOUSING CONSORTIUM

ANNUAL REPORT 2018

Chief Executive's Introduction



Housing has continued to be high on the political agenda this year, and a key focus for us has been to support our members in responding to opportunities for change and growth. We are acutely aware of the role and responsibilities placed on housing providers both now and through future proposals and we are keen to play our part.

The NHC has continued to build upon its influencing role on the national policy agenda. The recent Social Housing Green Paper presented a major opportunity to work in partnership, both together and with government, to shape our sector for the future. The Green Paper set out a 'new deal' and we have engaged with our members to take away vital messages to reinforce their views as we maintain the relationships needed to influence government and key stakeholders. Our knowledge derives from the expertise of the organisations in our membership, and we will continue to build on this to ensure we give a voice to the Northern housing sector.

But there is always more to do. This year we have conducted a detailed sample survey of our membership so that we can be as responsive as possible in shaping future services. We are grateful to the members who provided feedback and we will work on our services to members based on what we have been told.

To give a voice to Northern housing, our key event of the year, the annual Summit in October 2018 launched an important piece of research. *The Hidden Costs of Poor Quality Housing in the North* highlights the issue of poor-quality housing stock within our communities, in particular, the extent of the issue in housing occupied by older people and its subsequent impact on health and social care budgets. The Summit focused on looking beyond just housing numbers and talked about neighbourhoods and decent housing. Making existing places better is still very much a focus. Decent quality housing should be a standard across all tenures and the evidence we launched at the Summit supports this.

We continue to make the case for housing in the North through the All-Party Parliamentary Group which, in the last year, has been considering place-shaping, regeneration, private rented sector and decent homes for older people, in addition to reviewing the impact of key policies on Northern housing.

To help us provide these services to our members we have a strong and active Board to which this year we welcomed new members and said goodbye to other colleagues. They all made a significant and greatly valued contribution over many years towards the success of the NHC and I would like to thank them for their support to the organisation and to me.

I would like to say a personal thank you to our Chair Tom Miskell and to all the Board members for the work they do, with unfailing commitment and good humour, and my thanks go to the NHC staff who work tirelessly to provide our members with excellent services.

In the coming year we hope to provide more opportunities to support our members with innovative products and services and to remain a valuable asset to the housing sector providing a strong Northern voice. The Consortium exists solely for its members and, whatever the year ahead holds in store, we will be working hard to support you in every way.

The next year will see more change for housing, and the Northern Housing Consortium will do its utmost to ensure the voice of its members is heard.

Jo Boaden CBE
Chief Executive

Chair's Foreword



It has been my privilege to Chair the NHC Board this year – a year of unprecedented change for the housing sector. The Board is committed to making sure we are a great advocate for the sector. Communicating, sharing and supporting is at the heart of the NHC – working collaboratively – whether to share information, to influence key decision makers or to provide efficiencies.

The ethos of communication and support is also evident within the NHC Board. Our Board members give their time, their expertise, and their enthusiasm to support the NHC and its wider membership and I would like to thank them

all for the contributions they make to ensuring the NHC continues to be a vibrant, successful organisation. In November 2017 we were pleased to welcome to the Board, Paul Fiddaman, Karen Lythe, Mike Palin and Sarah Robson whose input has already been greatly valued. Sadly, Geraldine Kay and Paul Beardmore stood down from the Board during the year. Their knowledge and experience will be missed, I would like to thank them for their contributions to the Board and for their support to me personally. I am very confident they will remain passionate advocates for the NHC and we look forward to continued close working with Paul as a trusted associate.

I have enjoyed meeting a number of members over the past year and our Summit is a highlight. Within a packed programme, we showcased some significant large-scale regeneration schemes in the North and the positive impact they have had. This continues the steady progress following our *Commission for Housing in the North* and we continue to put together evidence to give a true Northern understanding of critical issues to support our members in their activity.

I am also grateful to members who have taken the time this year to respond to questions about our performance and can assure you this feedback is being used to plan for the next twelve months.

As we all work to digest and assess the impact of the social housing 'New Deal', and the role of the sector in being part of the solution, I know that housing providers and local authorities continue to do amazing work to support and build resilience within communities. I strongly believe that through the work of the NHC, the innovative approaches taken across the North to bring forward new homes, to provide opportunities

for residents, and to tackle health inequalities and the many other social added value services will be given a national platform and recognition. I know when engaging with politicians or civil servants they value the contribution of NHC members.

Finally, I would like to thank Jo and her team for all their work this year - a particularly busy and hectic year in the world of social housing. A special mention is owed for our Chief Executive, Jo who this year was awarded a CBE for services to housing in the North, a well-earned recognition for her long service and hard work.

Tom Miskell OBE
Chair, NHC Board

OUR BOARD



Tom Miskell (Chair)



Ian Ankers (Vice Chair)



Greg Robinson



Michael Laing



Rob Young



Nick Atkin



Karen Lythe



Steve Close



Sarah Robson



Chris Smith



Paul Fiddaman



Mike Palin



Barbara Spicer

THE VOICE OF HOUSING IN THE NORTH

THE YEAR IN NUMBERS

Total number of members: **476** 

£30k Average member savings per member

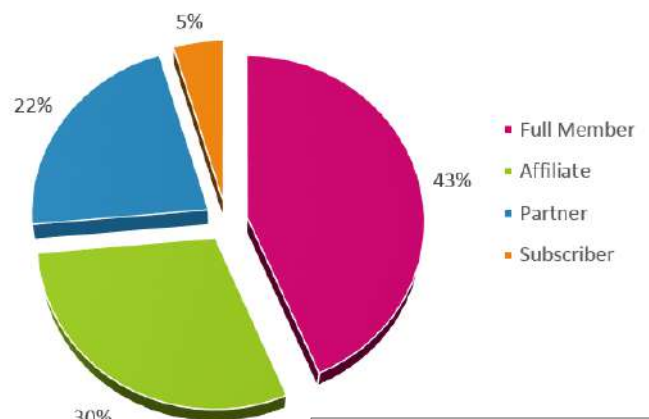
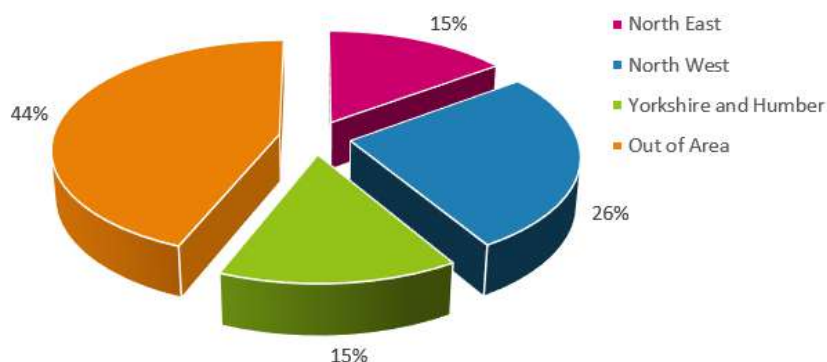
Events in 2017/18 (Conferences, Roundtables and Training Seminars) **59** 

12 Number of Consortium Procurement Frameworks

£10 million
Total savings achieved by members through procurement



Geographical breakdown of members



Member type breakdown



Our influencing

The NHC works with its members to influence the national policy agenda. With the evidence we gain from our member engagement activity we can reinforce members' views to influence government and key stakeholders. We achieve this through the relationships we have with parliamentarians, by providing evidence from our members on government consultations, through the All-Party Parliamentary Group for Housing in the North (APPG) and through engaging members within our policy networks.

The NHC held roundtable dinners offering members the opportunity to talk privately with high profile stakeholders and government officials, they are key to ensuring a strong Northern voice is heard among influential figures.

The NHC produces 'on-the-day briefings' to ensure members are able to anticipate, understand, influence, and drive forward the policy agenda impacting on their business concerns and the operating environment. The NHC sent out three 'on-the-day briefings' last year, one for the General Election, one for the Autumn Budget and one for the Spring Statement. Designed to be a Northern-focused synopsis of the areas of policy affecting the housing sector, they capture everything that is relevant to help members understand and negotiate major government announcements and changes.

The NHC hosts Minister tenant engagement programme

Over the year the NHC has been fostering closer links with the Ministry of Housing, Communities & Local Government (MHCLG, formerly DCLG). In October 2017, the NHC facilitated landlord and tenant engagement sessions with Alok Sharma, the then Minister of State for Housing and Planning, to meet with representatives from around 30 members and more than 80 residents from a cross section of providers in the North East and Yorkshire and Humber.

The Minister was fully involved in the session, addressing and sitting with tenants to listen to their concerns and ideas. Discussions between tenants and the Minister covered a wide variety of topics including tenant voice, funding and investment, quality of stock and recognition of local issues. The comments, views and ideas were used to shape the Social Housing Green Paper. The NHC has been pleased to be asked as a principal Northern connector to host subsequent tenant and landlord sessions on behalf of MHCLG in 2018.

Bringing Northern issues to Westminster through the APPG

The APPG continues to be a valuable forum bringing together parliamentarians and wider stakeholders and playing an important role in bringing a range of issues to the attention of both Houses of Parliament and setting them in a Northern context. Recent meetings have centred around debates on promoting placemaking approaches, improving the Private Rented Sector, and how we can best provide housing for an ageing population.

Combined Authority membership

The NHC has been working over the past year to support our regional and local authority members moving towards greater devolved powers and as such our membership base now includes combined authorities as well as that of local authorities. We are uniquely positioned to assist with bringing together leads from the new combined authorities across the North and have already been assisting collaboration between Greater Manchester, Tees Valley, Liverpool City Region and Sheffield City Region.

Influencing to the present day

The NHC believes locally driven regeneration and a strengthened housing supply are critical to achieving the growth needed across the North to develop and re-balance our economy. Tours with senior civil servants and key decision makers are a fantastic opportunity to demonstrate examples of where regeneration has had a positive impact on the quality of life of local communities.

Also, during 2018 so far, the NHC has commissioned the Smith Institute, an independent public policy think tank, to undertake a major research project exploring poor condition housing in the North, with a focus on the costs and consequences of non-decent homes. This paper, based on the latest English Housing Survey and other official data and qualitative research, is supported by Liverpool City Region and Karbon Homes. The research focuses on looking beyond just housing numbers and considers the quality of the places people live in and decent housing. It highlights the issue of poor-quality housing stock and the extent of the failings in housing which is owned and occupied by older people and its subsequent impact on health and social care budgets.

The paper was launched at the APPG in October 2018 and then the Northern Housing Summit the following day and further consultation with members will take place over the coming months. The paper and subsequent responses to it will feed into a final report, to be published in 2019 ahead of the government's Spring Statement in March.



 **NORTHERN**
Housing Consortium
THE VOICE OF HOUSING IN THE NORTH



 @NHC

www.northern-consortium.org



Member Engagement

Last year saw a new direction and the implementation of a more agile, flexible and reactive NHC with the arrival of new staff and a focus on connecting members and influencing change for the North. Building on the work of the Commission for Housing in the North, a key element has been bringing members together to discuss next steps on making places that work.

We have continued to measure the impact of Universal Credit, launching a report last winter showcasing the challenges our members are facing with the rollout.

Our member engagement team has brought members together to discuss a range of topics over the year including placemaking, homelessness, housing finance, welfare reform and more recently the Social Housing Green Paper.

Conferences and roundtables

The NHC had another successful year with a busy conference and events programme. Our annual Summit was well attended and we held new conferences including Homelessness and Health and Safety.

Our roundtables are designed to be proactive and to respond to emerging member needs as well as providing opportunities to discuss long-term challenges. We held 34 roundtables of which 877 representatives from within our membership attended, proving that our roundtable programme is a valued resource for our members.



Connecting members through policy networks

The NHC continues to run regional policy networks focusing on policy developments and good practice solutions. A total of 92 attendees representing 54 member organisations

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came together in 2017/18 to hear colleagues discuss their key work programmes and gain insight directly from members into how the sector is adapting to challenges brought about by, for example, welfare reform, legislative changes, debt recovery, and digitalisation, and in turn, helping us to tailor engagement services around their challenges and concerns.

This year policy networks have included the opportunity to hear from Homes England, the Department for Work and Pensions (DWP), Incommunities (on marketing void properties) and Sheffield Council showcasing their Information Hub. Members heard from Crisis around the Homelessness Reduction Act, from Gentoo and Livin around allocations policies, and Karbon Homes and HUSK Housing have shared their innovative housing solutions.

Our active North East Child Poverty Network Group (run in partnership with the North East Child Poverty Commission) continues to serve as a valuable outlet for members to hear from key stakeholders and their work in the region. In November 2017, the group welcomed Public Health England who presented on the health impacts of child poverty, and more recently, the Joseph Rowntree Foundation updated the group on their project tackling poverty in Hartlepool. DWP provides regular Universal Credit updates and members have also heard from other organisations including Northumberland Council around their work on tackling poverty and homelessness and the Social Housing Publishing Project who presented their 10 critical insights on Universal Credit.

“The Northern Housing Consortium’s policy network meetings are excellent opportunities to discuss a variety of issues that affect the sector. Importantly, they facilitate learning and the sharing of good practice. As they are also attended by representatives from Homes England and the Chartered Institute of Housing, members gain further insight into what’s happening in our industry at a national and regional level.”

Phil Headley, Policy Analyst, Karbon Homes

Evidence and Insight

Alongside our events, the NHC offers research and data analysis for the benefit of our members. This includes bi-annual constituency profiles, data analysis, evidence gathering, topical blogs and additional bespoke services.

In 2017/18 the NHC completed a longitudinal study into how the implementation of Universal Credit has impacted upon NHC members and their tenants. The reports, based on four self-completed member surveys, outlined the issues faced by both housing providers





and claimants and were also used to inform the NHC's discussions with representatives from the DWP.

During the year, two Parliamentary Constituency Profiles were also published covering health issues and bed blocking, the housing market and stock condition, deprivation and our Universal Credit findings.

Our Training Offer to Members

Over the year NHC members were able to access a wide range of training courses at reduced rates thanks to our partnerships with Abode and Thinking Success UK. We offered a popular series of 'introduction to' sessions aimed at new staff or those wanting to refresh their housing knowledge and provided a variety of workforce development courses with communication as a core theme. We will continue to offer a range of new and popular courses tailored to our member needs.

"I used to run a large regulated sales team in a previous role, so I've been on many sales and negotiation courses before. That said, I would have no hesitation in recommending Glynis (at Thinking Success UK)".

Chris Thompson, Home Group – attended Exceptional Selling and Negotiating

Our Business Improvement Services

Our Business Improvement Services continues to offer members the very best support, consultation and advice using the expertise of NHC professionals and carefully selected associate consultants that can meet specific needs. Our growing number of experts can help with a wide range of areas of business including: management accounts and year-end accounting, training and coaching, strategy, growth and development, legal services, HR, policy and research services, asset management and day-to-day operations. We offer bespoke solutions to meet our members' needs and work with other areas of the NHC to ensure we have a contemporary, value for money service.

Homekind, our not-for-profit online store helping you support residents

Our not-for-profit online Homekind store provides the opportunity to offer members' residents, tenants or staff a means to maintain their tenancy and lifestyle without breaking



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the bank. We work with credit unions to offer affordable credit options and great prices on furniture and white goods, providing an alternative to high cost high street stores. Homekind takes the stress out of finding an affordable credit option or purchasing furniture and white goods at great prices enabling them to make their budgets go further.

In addition, we work with members to provide white goods and furniture to vulnerable residents, using funding streams provided by local authorities and registered providers.

Looking forward

This year, the recent publication of the *Social Housing Green Paper: A New Deal for Social Housing* has brought further consultation with our members to ensure a strong Northern voice is heard in our response to the paper as well as an opportunity to review how best NHC can support its members' developing needs. Brexit will bring uncertainty but the NHC is positioned to support its members when final decisions on Brexit are taken in 2019.

We recently commissioned an independent research organisation to undertake member perception interviews to help shape future NHC services. It was important for us to gain meaningful insight into our members' experiences with us as a membership body and we were delighted with the number of interview participants.

We were very encouraged by the feedback, indicating our strengths as the voice of housing in the North serving our uniquely diverse membership base and our critical role in connecting people. We also received constructive feedback around our communications and presence in the three Northern regions, and work is underway to act on the recommendations from the survey.

Additionally, last year we undertook a digital project to refresh our membership database, facilitating better understanding of our member needs through increased member intelligence and reinforced security of member data. This was the first step towards an exciting 2019 project to develop an online member portal, myNHC, enabling members to directly access their account and stay connected in a way that suits them.



Factor

The hidden costs of poor quality housing in the North





Consortium Procurement

reduce risk, save time, save money, be compliant

Another successful year for Consortium Procurement

Consortium Procurement continues to develop and expand with members across England, Scotland and Wales. Established over 10 years ago, Consortium Procurement was created to provide members with a simple, trusted and compliant route to procurement. All of our frameworks have been developed alongside our members.

Our ambition for improvement has resulted in positive statistics, demonstrating the solutions offered are being successfully utilised by members. The savings and efficiencies delivered year on year demonstrates the benefits to members of working with us.



Bespoke offering

Our expert procurement team has undertaken several bespoke projects to date, including work for Bolton at Home. This year our services for members involved Stock Investment Programmes and a strategic review of procurement services and more. By offering members the additional flexibility of bespoke procurement, should our frameworks not match requirements exactly, we can provide tailored services and products.

Connecting members – expansion of our Procurement Reference Panel Meetings

Over the last seven years, the Consortium has facilitated an informal quarterly network providing a forum for procurement professionals from our membership to meet, help shape our framework development plan, share best practice, discuss current and emerging procurement issues and explore opportunities for collaboration. Our key speakers cover various topics and current issues. Events are located in the North and the Midlands, and we are pleased to confirm that, due to popular demand, we will be hosting Southern meetings in 2018/19, in and around the London area and meetings in Wales.

Helping our members to demonstrate their social value

It has been a longstanding priority to ensure our members' social value priorities are supported through our procurement activity and we continue to promote the social value toolkit with members. We have a strong relationship with HACT Research and the Social Value & Procurement toolkit for housing providers and contractors, which we collaborated with them on, was first launched in June 2016. We believe this is helping to bridge the gap between the requirements of the social housing sector, public bodies and other housing organisations, by drawing on in-depth research practices and precise social impact measurements. This innovative, clear and focused toolkit will help our members understand how they can compliantly include social value in their contracts. Through an arrangement with Business in the Community (BITC) we can help members support and achieve social value objectives through procurement. This can be done through the collection of a small rebate for BITC's Ready to Work scheme.



The Village

Every June we host a large exhibition space (“the Village”) within the CIH Conference and Exhibition over three days. It provides a low-cost, high-value opportunity for our supplier members to be part of the UK’s largest annual housing and local authority gathering in Europe. This year was another great success, with 12 exhibition partners. It is an excellent promotion and networking opportunity and preparation is already under way for the event next year.

“We have been exhibiting within the village for eight years and we have reserved our stand for the 2019 exhibition too. As a supply partner to Consortium Procurement we are pleased to be on the village and to support the CIH conference and exhibition”.

Elaine Abrol, Housing Practice Leader, Marsh Global

What our members say

South Warwickshire NHS Trust’s Procurement Manager, Heidi Carr recently shared her views with the Consortium following her experience using our Technology Enabled Care Services framework:

“What was superior about CP’s set up was that someone kept me updated throughout the process and was always available on the end of the phone. It’s been great having a non-complicated framework to call-off and be provided excellent service throughout. The fee to use CP’s framework is worth every penny and I will definitely use CP again”.

Kevin Middlebrook, Contract and Compliance Service Manager, St Leger Homes, Doncaster said:

“We have found the greatest benefits clients receive through working with Consortium Procurement are: bigger buying power, bigger voice in the procurement and supply industry and an easy and compliant route to market”.



What is next for Consortium Procurement?

Consortium Procurement has had another fantastic year of generating savings for members. The team will be focusing on driving commercial activities to help us achieve our member support and engagement objectives through growth while maintaining our core strategic focus of saving members time, money, and avoiding risk, through using our frameworks. Tools such as bespoke procurement and use of Dynamic Purchasing Systems, will enable Consortium Procurement to continue to broaden its offer of compliant routes to procurement.

Furthermore, no longer confined to the housing market, we are already operating in other sectors and have strong relationships with other procurement organisations in the NHS and Education. We have firm plans in place to grow and support even more organisations on a UK-wide level.

“We are extremely proud of the friendly and professional service we offer to our members across the UK, this is not just undertaking their call-offs but helping them with advice and guidance on a number of procurement related topics. We are happy to help our members in any way we can and will be focussing next year on supporting our members with the impact of Brexit on procurement”.

Louise Chase, Head of Procurement, Consortium Procurement



Registration number 04361009

NORTHERN HOUSING CONSORTIUM LIMITED

(A company limited by guarantee)
Annual Report and Financial Statements
for the Year Ended 31 March 2018

Company Information

Directors

T M Miskell
M M Palin
P Fiddaman
K J Lythe
S E Robson
G M Robinson
E A Cook
M Laing
R A T Taylor
R C Young
N S Atkin
I R Ankers
S R Close
C Smith

Registered office

Loftus House
Colima Avenue
Sunderland Enterprise Park
Sunderland
SR5 3XB

Bankers

The Cooperative Bank Plc
PO Box 101
1 Balloon Street
Manchester
M60 4EP

Auditor

Tait Walker LLP
Chartered Accountants & Statutory Auditor
Bulman House
Regent Centre
Gosforth
Newcastle upon Tyne
NE3 3LS



Directors' Report for the Year Ended 31 March 2018

The directors present their report and the financial statements for the year ended 31 March 2018.

Directors of the company

The directors who held office during the year were as follows:

G Kay (resigned 16 November 2017)

P M Beardmore (resigned 2 February 2018)

T M Miskell

M M Palin (appointed 16 November 2017)

P Fiddaman (appointed 16 November 2017)

K J Lythe (appointed 16 November 2017)

S E Robson (appointed 16 November 2017)

G M Robinson

E A Cook

M Laing

R A T Taylor

R C Young

N S Atkin

I R Ankers

S R Close

C Smith

Principal activity

The principal activity of the company is a membership organisation whose principal purposes are to represent members' interests and to assist them by offering support, advice and guidance. This assistance is provided in many forms, including policy advice, information and support, networking opportunities, conferences, training and exhibitions, research, general and statistical information, procurement solutions and services.

Our main drivers this year have again been a stronger representation of Members' needs, continued development of services, procurement solutions and support, and improved engagement with the membership. Our links with key local and central government stakeholders have continued to develop and strengthen. We have continued to promote the key priorities arising from our recent Commission for Housing in the North including the significance of regeneration. The Commission involved input from a number of prominent individuals within and outside the sector and was established to identify and assess the successes and challenges of housing in the North, then to consider best practice and to advise on recommendations for change. The Board have continued to support the investment in our procurement solutions to grow this area of the company and to grow and fully support our affiliate membership beyond the North.



Directors' Report for the Year Ended 31 March 2018 (continued)

Review of the year

In order to fulfil the company's key objective to support our membership through the provision of services and solutions, we need to make a surplus to continually grow and develop our services, and at the same time build up a level of reserves to enable us to compete in the marketplace and offset our pension liabilities/deficits.

Reserves

The company has a total of £1,603,462 (2017 - £1,486,198) in reserve (before pension liability) which has increased due to the surplus generated in the year. The pension deficit of £1,444,000 (2017 - £1,477,000) has impacted on total reserves this year marginally increasing the total balance on reserves to £159,462 (2017 - £9,198). While prudently managing the pension deficit our aim is to use any future surplus generated to reinvest for the benefit of member services.

Health & safety

It is the company's policy to give the greatest importance to the health, safety and welfare of its employees. To this end, the company makes every reasonable effort to provide safe and healthy working conditions in its offices. Similarly, it is the duty of all employees to exercise responsibility and to do everything to prevent injury to themselves and to others. This policy is communicated to employees through contracts of employment and staff handbooks and policies available by intranet and hard copy.

Committee structure

The Board has established two committees with delegated powers, these are the Audit & Risk Committee and Remuneration & Governance Panel.

Risk management

The company has established procedures for all service and business units to regularly appraise, review and operate appropriate and effective risk management. To ensure the company's approach is shared by all employees, on-going training takes place.

Corporate governance

The company has accepted the principles of good governance and related internal procedures. The Board of Directors have received briefings on governance issues throughout the year and will continue to do so in the future. The Board has met on five occasions during the year. It is responsible for company strategy and dealing with key business issues. In addition to formal Board meetings, a further Board event is held each year at which Directors and the Executive look at ways of constantly improving the business, its positioning and performance. Board members also undergo an annual appraisal of their performance on the Board. The company is a non-political organisation and its Board of Directors is made up of officers from full member organisations.

Relations with members

The company is committed to maintaining good communications and the provision of services and support to its members. Apart from using the variety of media to communicate with members, the Consortium's Annual General Meeting, to which all members are invited, allows matters of interest to be raised with the Board. The company's website at www.northern-consortium.org.uk also contains up to date information about the company and the services and solutions it provides. In addition, members receive regular e-mail newsletters which provide information updates, including relevant developments and related websites.

Directors' Report for the Year Ended 31 March 2018 (continued)

Company's policy on payment of creditors

The company's policy is to agree and confirm terms of payment procedures at the commencement of business with suppliers, pay in accordance with contractual and legal obligations, and continually review payment procedures and liaise with suppliers as a means of eliminating difficulties and maintaining a good working relationship.

Pensions

The company is an admitted body of the West Midlands Pension Fund which is a defined benefit final salary pension scheme. The company has also set up an auto-enrolment compliant defined contribution scheme through Standard Life and all new staff will be enrolled in this scheme.

Employee involvement

It is the company's policy to have effective communication and consultation with staff. Staff involvement is achieved through regular update meetings, briefings, e-mail and other correspondence which help ensure that staff are fully aware of the organisations goals and results.

Disclosure of information to the auditors

Each director has taken steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information. The directors confirm that there is no relevant information that they know of and of which they know the auditors are unaware.

Reappointment of auditors

In accordance with section 485 of the Companies Act 2006, a resolution for the re-appointment of Tait Walker LLP as auditors of the company is to be proposed at the forthcoming Annual General Meeting.

Small companies' provision statement

This report has been prepared in accordance with the special provisions relating to companies subject to the small companies' regime within Part 15 of the Companies Act 2006.

Approved by the Board on 21 Sept 2018 and signed on its behalf by:



T M Miskell
Director



I R Ankers
Director

Statement of Directors' Responsibilities

The directors acknowledge their responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the surplus or deficit of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Independent Auditor's Report to the Members of Northern Housing Consortium Limited

Opinion

We have audited the financial statements of Northern Housing Consortium Limited (the 'company') for the year ended 31 March 2018, which comprise the Income Statement, Statement of Comprehensive Income, Statement of Financial Position, Statement of Changes in Equity, and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 Section 1A 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.



Independent Auditor's Report to the Members of Northern Housing Consortium Limited (continued)

Opinion on other matter prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Directors' Report has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of our knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the Directors' Report.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the Directors' Report and from the requirement to prepare a Strategic Report.

Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities [set out on page 5], the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Independent Auditor's Report to the Members of Northern Housing Consortium Limited (continued)

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Use of our Report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Simon Brown ACA (Senior Statutory Auditor)
For and on behalf of Tait Walker LLP
Chartered Accountants and Statutory Auditor
Bulman House
Regent Centre
Gosforth
Newcastle upon Tyne
NE3 3LS

Date: 3.10.18

Income Statement for the Year Ended 31 March 2018

	Note	2018 £	2017 £
Turnover		2,078,585	2,107,494
Cost of sales		<u>(281,924)</u>	<u>(311,848)</u>
Gross surplus		1,796,661	1,795,646
Administrative expenses		(1,610,638)	(1,675,600)
Other operating income		<u>241</u>	<u>3,781</u>
Operating surplus		186,264	123,827
Interest payable and similar expenses		<u>(39,000)</u>	<u>(40,020)</u>
Surplus before tax	5	<u>147,264</u>	<u>83,807</u>
Surplus for the financial year		<u><u>147,264</u></u>	<u><u>83,807</u></u>

The above results were derived from continuing operations.

Statement of Comprehensive Income for the Year Ended 31 March 2018


	2018 £	2017 £
Surplus for the year	147,264	83,807
Remeasurement gain/loss on defined benefit pension schemes	<u>3,000</u>	<u>(717,000)</u>
Total comprehensive income for the year	<u>150,264</u>	<u>(633,193)</u>

(Registration number: 04361009)
Statement of Financial Position as at 31 March 2018


	Note	2018 £	2017 £
Fixed assets			
Tangible assets	6	31,990	18,022
Current assets			
Stocks	7	1,244	2,066
Debtors	8	612,210	540,062
Cash at bank and in hand		<u>1,185,294</u>	<u>1,297,004</u>
		1,798,748	1,839,132
Creditors: Amounts falling due within one year	9	<u>(227,276)</u>	<u>(370,956)</u>
Net current assets		<u>1,571,472</u>	<u>1,468,176</u>
Net assets excluding pension asset/(liability)		1,603,462	1,486,198
Net pension liability	10	<u>(1,444,000)</u>	<u>(1,477,000)</u>
Net assets		<u>159,462</u>	<u>9,198</u>
Capital and reserves			
Profit and loss account		<u>159,462</u>	<u>9,198</u>
Total equity		<u>159,462</u>	<u>9,198</u>

These financial statements have been prepared in accordance with the special provisions relating to companies subject to the small companies' regime within Part 15 of the Companies Act 2006.

Approved and authorised by the Board on ~~21 Sept 2018~~ and signed on its behalf by:



T M Miskell
Director



I R Ankers
Director

Statement of Changes in Equity for the Year Ended 31 March 2018

	Profit and loss account £	Total £
At 1 April 2016	642,391	642,391
Surplus for the year	83,807	83,807
Other comprehensive income	(717,000)	(717,000)
Total comprehensive income	(633,193)	(633,193)
At 31 March 2017	9,198	9,198

	Profit and loss account £	Total £
At 1 April 2017	9,198	9,198
Surplus for the year	147,264	147,264
Other comprehensive income	3,000	3,000
Total comprehensive income	150,264	150,264
At 31 March 2018	159,462	159,462

Notes to the Financial Statements for the Year Ended 31 March 2018

1 General information

The company is a company limited by guarantee, incorporated in England and Wales, and consequently does not have share capital. Each of the members is liable to contribute an amount not exceeding £1 towards the assets of the company in the event of liquidation.

The address of its registered office is Loftus House, Colima Avenue, Sunderland Enterprise Park, Sunderland, SR5 3XB, England.

2 Accounting policies

Summary of significant accounting policies and key accounting estimates

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

Statement of compliance

These financial statements have been prepared in accordance with Financial Reporting Standard 102 Section 1 A 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006.

Basis of preparation

These financial statements have been prepared using the historical cost convention except that as disclosed in the accounting policies certain items are shown at fair value.

Judgements and key sources of estimation uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Management consider that the estimates and judgements in respect of the defined benefit pension scheme are a key estimate and judgement. Management have worked with the actuary to form a set of assumptions which fit the company's circumstances. Management considers that the assumptions used by the actuary are within the normal range for the company's circumstances and its sector.

These financial statements are prepared in sterling which is the functional currency of the entity.

Notes to the Financial Statements for the Year Ended 31 March 2018 (continued)

2 Accounting policies (continued)

Revenue recognition

Turnover comprises the fair value of the consideration received or receivable for the sale of goods and provision of services in the ordinary course of the company's activities. Turnover is shown net of sales/ value added tax, returns, rebates and discounts.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have transferred to the buyer, usually on despatch of the goods, the amount of revenue can be measured reliably, it is probable that the associated economic benefits will flow to the entity, and the costs incurred or to be incurred in respect of the transactions can be measured reliably.

The company acts as an intermediate for an agent in respect of one procurement deal, re-invoicing total costs onto the end user. In this circumstance the company is only recognising the commission paid (from the agent) as revenue, not total amounts invoiced. Similarly with all other procurement arrangements, where the company is the direct agent, it only invoices the commissions due and the service supplier invoices the end user.

Membership is charged annually, and entitles the member the right to use procurement deals and other services provided. The company therefore allocates income across the year.

Tangible assets

Tangible assets are stated in the statement of financial position at cost, less any subsequent accumulated depreciation and subsequent accumulated impairment losses.

The cost of tangible assets includes directly attributable incremental costs incurred in their acquisition and installation.

Depreciation

Depreciation is charged so as to write off the cost of assets, other than land and properties under construction over their estimated useful lives, as follows:

Asset class	Depreciation method and rate
Office equipment	33% straight line
Fixtures and fittings	33% straight line

Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value.

Trade debtors

Trade debtors are amounts due from customers for merchandise sold or services performed in the ordinary course of business.

Trade debtors are recognised initially at the transaction price. If they are due after more than 12 months they are subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for the impairment of trade debtors is established when there is objective evidence that the company will not be able to collect all amounts due according to the original terms of the receivables.

Stocks

Stocks are stated at the lower of cost and estimated selling price less costs to complete and sell. Cost is determined using the first-in, first-out (FIFO) method.



Notes to the Financial Statements for the Year Ended 31 March 2018 (continued)

2 Accounting policies (continued)

Trade creditors

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if the company does not have an unconditional right, at the end of the reporting period, to defer settlement of the creditor for at least twelve months after the reporting date. If there is an unconditional right to defer settlement for at least twelve months after the reporting date, they are presented as non-current liabilities.

Trade creditors are recognised initially at the transaction price and subsequently measured at amortised cost using the effective interest method.

Leases

Leases in which substantially all the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to profit or loss on a straight-line basis over the period of the lease.

Defined contribution pension obligation

A defined contribution plan is a pension plan under which fixed contributions are paid into a pension fund and the company has no legal or constructive obligation to pay further contributions even if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods.

Contributions to defined contribution plans are recognised as employee benefit expense when they are due. If contribution payments exceed the contribution due for service, the excess is recognised as a prepayment.

Defined benefit pension obligation

Typically defined benefit plans define an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation.

The liability recognised in the Statement of Financial Position in respect of defined benefit pension plans is the present value of the defined benefit obligation at the reporting date minus the fair value of plan assets. The defined benefit obligation is measured using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future payments by reference to market yields at the reporting date on high-quality corporate bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating to the terms of the related pension liability.

Actuarial gains and losses are charged or credited to other comprehensive income in the period in which they arise.

Changes in the net defined benefit asset or liability arising from employee service are recognised in profit or loss as a current service cost where it relates to services in the current period and as a past service cost where it relates to services in prior periods. Costs relating to plan introductions, benefit changes, curtailments and settlements are recognised in profit or loss in the period in which they occur.

Directors' board and AGM attendance 2017/18

Board Member	Possible	Actual	
Tom Miskell (Chair)	5	5	100%
Ian Ankers (Vice Chair)	5	2	40%
Michael Laing	5	5	100%
Nick Atkin	5	4	80%
Greg Robinson	5	4	80%
Liz Cook	5	5	100%
Chris Smith	5	4	80%
Steve Close	5	5	100%
Bob Taylor	5	2	40%
Rob Young	5	4	80%
Geraldine Kay	3	2	67%
Paul Beardmore	5	4	80%
Mike Palin	2	1	50%
Karen Lythe	2	2	100%
Sarah Robson	2	1	50%
Paul Fiddaman	2	2	100%

Total number of board members : 16

Combined number of homes represented by our board members : 231,000

Penetration of northern Housing Associations and Local Authorities in NHC membership (by housing stock) : 93%



