

Appendix 5 – Pipeline (New Builds)

1. Some loan enquiries are from existing developers who have delivered smaller sized projects, repaid their loans and are looking to scale up on their next project. Projects of this nature would require a larger loan, with some enquiries seeking a facility of between £1-2m to generate more homes.
2. The following table captures raw information from the current pipeline of potential projects which NUE has recorded as of March 2024 which have an indicative value of £13.4m.

District	Potential NUE Loan	Potential Units Supported
Ashford	£450,000	2
Canterbury	£430,000	tbc
Dover	£8,288,000	62
Folkestone & Hythe	£720,800	4
Swale	£2,492,500	23
Thanet	£990,000	9
Total	£13,371,300	100

3. Working within the current £24m allocation, the NUE team is currently discussing four projects identified in the above table which are slightly further advanced in terms of sites which have planning approved. Subject to final due diligence and approval under delegated authority NUE expect new projects approved to commence during the first quarter of the 24/25 financial year.
4. Based on the loans approved and their expected repayment dates the following table informs the potential funding opportunities based on the existing level of Treasury investment being recycled (£24m).

Expected	Loan Value Due
FIN YR 24-25	£4,810,000
FIN YR 25-26	£11,903,000
FIN YR 26-27	£ 3,996,500
TOTALS	£ 20,709,500

5. A further £4.8m is due to be repaid during 2024-25 which could potentially support 30% of those projects currently identified at 2 subject to approval.
6. Whilst all those projects currently identified may not come forward, future new schemes and larger schemes, as we have found, are more than likely to join the list based on continued enquiries and repeat customers who have delivered successful projects.