

BOROUGH COUNCIL OF KING'S LYNN & WEST NORFOLK

CUSTOM BUILD AND SELF BUILD POLICY DEVELOPMENT TASK GROUP

Minutes from the Meeting of the Custom Build and Self Build Policy Development Task Group held on Tuesday, 22nd October, 2019 at 4.00 pm in the Meeting Room 2-4 - Second Floor, King's Court, Chapel Street, King's Lynn

PRESENT:

Councillors R Blunt, F Bone, A Bubb, M Howland and C Rose

Under Standing Order 34:

Councillor M Howland for all items

Officers:

Alex Fradley, Principal Planner

Karl Patterson, Housing Development Officer

1 APOLOGIES FOR ABSENCE

Apologies for absence were received from K Evans, A Gomm, D Hall, H Wood-Handy and N Patton.

2 NOTES FROM THE PREVIOUS MEETING

The notes from the previous meeting were agreed as a correct record.

3 DECLARATIONS OF INTEREST

There was none.

4 MEMBERS PRESENT UNDER STANDING ORDER 34

Councillor M Howland.

5 QUESTION AND ANSWER SESSION

The Principal Planner advised that no questions had been submitted.

6 ACTION PLAN UPDATE

Items 7 and 8 were considered under this item.

The Principal Planner and the Housing Development Officer presented the Action Plan (copy attached) and highlighted the actions going forward.

The Chair provided an update on the working currently being undertaken by the Local Plan Task Group.

A copy of the presentations given at the Custom and Self Build Neighbourhood Plan event are attached for information:

1. What is Custom and Self Build.
2. What are the Borough Council doing.
3. What can Neighbourhood Plans do.

A question and answer session followed on the Action Plan and next steps.

7 **POLICIES UPDATE**

This item was discussed under 6.

8 **COUNCIL OWNED SITES**

This item was discussed under 6.

9 **ANY OTHER BUSINESS**

Local Builders Group

In response to a question, it was confirmed that there was not currently a local builders group in the Borough.

10 **DATE OF THE NEXT MEETING**

The next meeting of the Custom Build and Self Build Policy Development Task Group was scheduled to take place on **20 November 2019** at **4.00 pm** in **Meeting Room 2-4**, King's Court, Chapel Street, King's Lynn, Norfolk, PE30 1EX.

Councillor Bubb offered his apologies for the next meeting.

The meeting closed at 5.10 pm

No.	Action	Area	Department	Officer(s)	Time Scale	Progress to Date	Next Steps
1	The Local Plan review will seek to develop a new policy which could boost the potential supply and delivery of custom and self-build opportunities on small sites. This will apply to areas outside of development boundaries but reasonably related to the settlement, be this infill or 'rounding off'.	Facilitation	Planning	Alex Fradley	Medium	Draft policies went out to consultation in April 2019 including Policy LP26 which gives additional weight to custom and self build proposals	Consultation responses being reviewed ahead of further consultation at start of 2020
2	The Local Plan review will create a policy environment which supports and encourages custom and self-build opportunities. This will provide opportunities for those wishing to build or commission the build of their own home and will also assist with the supply and the delivery of housing/	Facilitation	Planning supported by Housing	Alex Fradley/Karl Paterson	Medium	As per Action 1	As per action 1
3 ^ω	The borough council will support the land owners / developers of allocated sites within the current Local Plan and Local Plan review who wish to bring forward their site(s) for custom and self-build purposes.	Facilitation & Enabling	Planning supported by Housing		Short & Medium	Ongoing support being offered to landowners	
4	The borough council through future Local Plans, beyond the current review, will explore options for securing the development of custom and self-build housing on sites, large, medium and small.	Facilitation & Enabling	Planning supported by Housing		Long		
5	The borough council through its duty to assist those communities who wish to prepare a neighbourhood plan for their area will inform and support policies which seek to encourage custom and self-build opportunities, as either residential housing allocations or more general land use policies. Also see Action 10.	Promotion, Facilitation & Enabling	Planning supported by Housing	Alex Fradley	Short. Medium & Long	Ongoing discussions taking place with neighbourhood plan groups. Training session held on 10/10/19	

6	Explore and implement innovative methods for engaging with customers who are interested in self-build and custom house building in the Borough and raising awareness of the grant of suitable planning permissions or suitable Council land disposals	Promotion	Housing supported by Planning		Short	Strategic housing continue to inform those on the register of plots available on custom build sites. Recently circulated details of Ingoldisthorpe site. Article published in KL Magazine - Design and Build special	Event for individuals as per action 15
7	Continue to improve the Council's understanding of those individuals or organisations that are interested in self-build or custom housebuilding opportunities within the Borough (as well as their ability to afford available options) by undertaking detailed research	Facilitation	Housing	Nikki Patton/Karl Patterson	Short	Three Dragons demand assessment completed. Further NACsBa advice on how to deliver custom build includes advice on custom build mortgage availability	Further work in relation to Stoke Ferry site
8	Assess sites potential for self-build and custom house building through the Council's housing availability assessment (e.g. HELAA).	Enabling	Planning & Housing	Alex Fradley/Karl Patterson	Short & Medium	Currently assessing sites following Local Plan Review consultation	Results will inform next version of Local Plan Review
9	Direct delivery on Council owned land. Identify Council owned sites to identify a suitable pilot scheme to Directly deliver custom build units.	Enabling, Facilitation & Promotion	Property Services and Corporate Services. Supported by Housing and Planning		Medium	Stoke Ferry site identified as potential site. Advice sought and received from NacSBA regarding delivery options. Meeting with Neighbourhood Plan group scheduled for 6th November	Meeting with Neighbourhood Plan group scheduled for 6th November. Contact potential custom build enablers (list provided by NaCSBA) before tendering for a partner
10	Seek to integrate Custom and Self-Build as part of the West Winch Growth Area, in line with the North Runcton and West Winch Neighbourhood Plan (2017).	Enabling	Planning & Housing	Nikki Patton and Hannah Wood-Handy	Long	Flagged with West Winch Project Group	

11	The Council will work with interested parties such as land owners, planning agents, Registered Providers and custom builders to evaluate if the approach is a practical alternative solution for the transfer of affordable housing on custom build sites.	Facilitation & Enabling	Housing supported by Planning	Karl Patterson	short	Transfer of plots to RP to be trialled at Ingoldisthorpe. Also exploring potential for delivery of utilizing discount market sale	Continue to explore discount market sale option following advice from NaCSBA
12	The Council will work with interested parties to produce procedural guidance on how to apply for planning permission for self- build and custom house building developments in the Borough (e.g. standard conditions) and establish 'in house' advisory service. This will also contain guidance for those communities engaged in the neighbourhood plan process.	Promotion & Enabling	Housing supported by Planning	Hannah Wood-Handy / Karl Patterson	Short	Planning officers recently attended relevant training. Meeting scheduled to agree format of guidance	
13	Any new significant change to national policy or in evidence on the local demand for self-build and custom house building should be reflected in reviewing the Local Plan, as well as other emerging strategies.	Facilitation	Planning supported by Housing	Alex Fradley	Short, Medium & Long	Impact of recent appeal decision being considered	
14	The Council will actively work with Government and other partners to secure funding to enable self and custom-build housing to be delivered.	Facilitation	Housing	Nikki Patton/Karl Patterson	Short, Medium & Long	Continue to monitor availability of central government funding	
15	The Council hosting or facilitating a series of events or forums, such as Expos, workshops and webpages, to encourage skills and experience sharing with interested parties	Promotion	Housing supported by Planning	Karl Patterson / Alex Fradley	Short	Event for Neighbourhood plan groups held on 10/10/19.	Further event to be organised for individuals interested in building their own home. Potential to link to Stoke Ferry site

Custom and Self Build: The National Picture

Karl Patterson
Housing Development Officer
Strategic Housing

Borough Council of
King's Lynn &
West Norfolk



What is Custom and Self Build?

Custom Build

- *Working with a specialist developer or 'enabler' to deliver homes*
- *Many sites offer ready-to-go serviced plots*
- *Less risk/faster*

Self Build

- *People directly organise the design and construction of their homes*
- *Very few actually do the main construction work*



What is Custom and Self Build?

- Housing and Planning Act definition

means the building or completion by—

(a) individuals,

(b) associations of individuals, or

(c) persons working with or for individuals or associations of individuals,

of houses to be occupied as homes by those individuals.

But it does not include the building of a house on a plot acquired from a person who builds the house wholly or mainly to plans or specifications decided or offered by that person.”

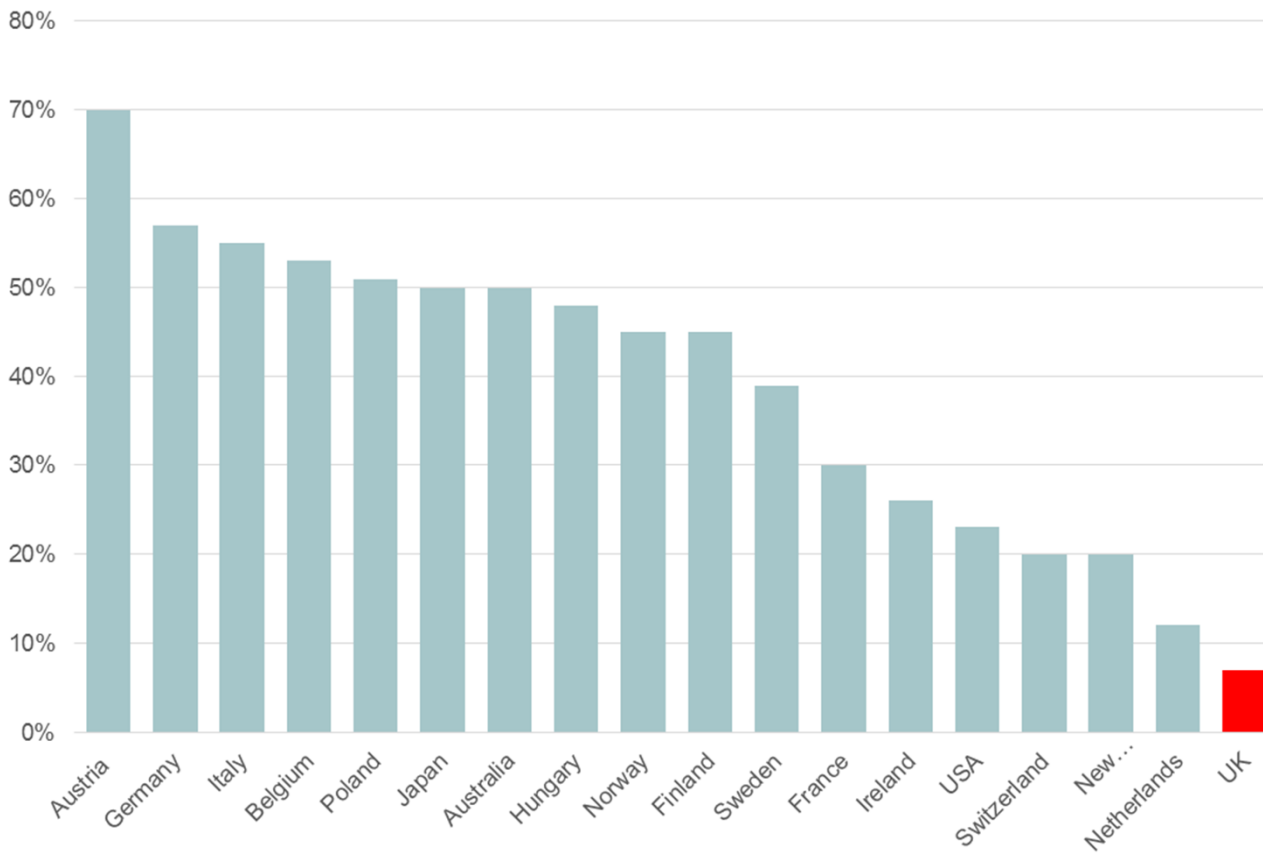


Why is Custom & Self build important?

- Part of the governments drive to speed up house building and boost housing supply
- Supports SMEs – small scale offers opportunities where volume housebuilders would not go
- Evidence that custom and self-builders get on and build!
- Diversifying housing supply and fostering creative design and quality development
- Enables people to live in homes that meet their needs
- Can aid affordability

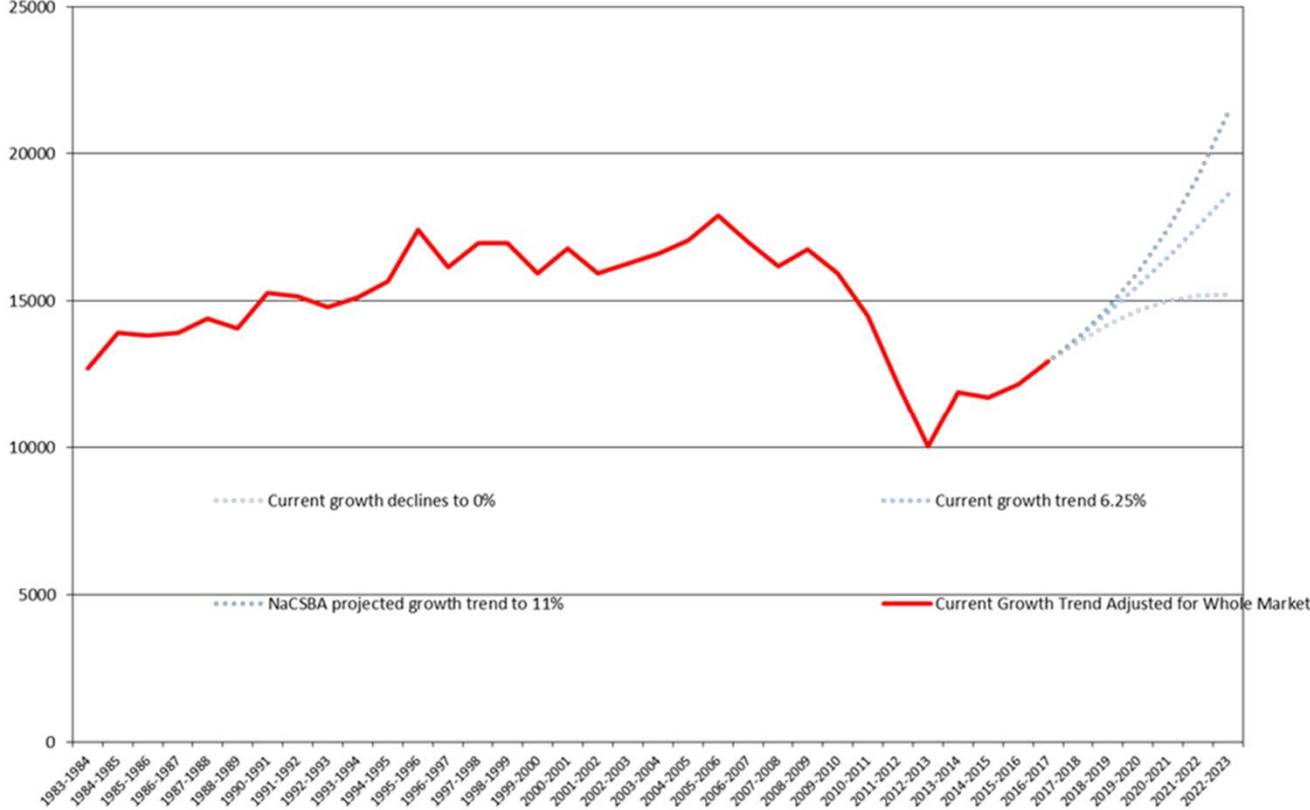


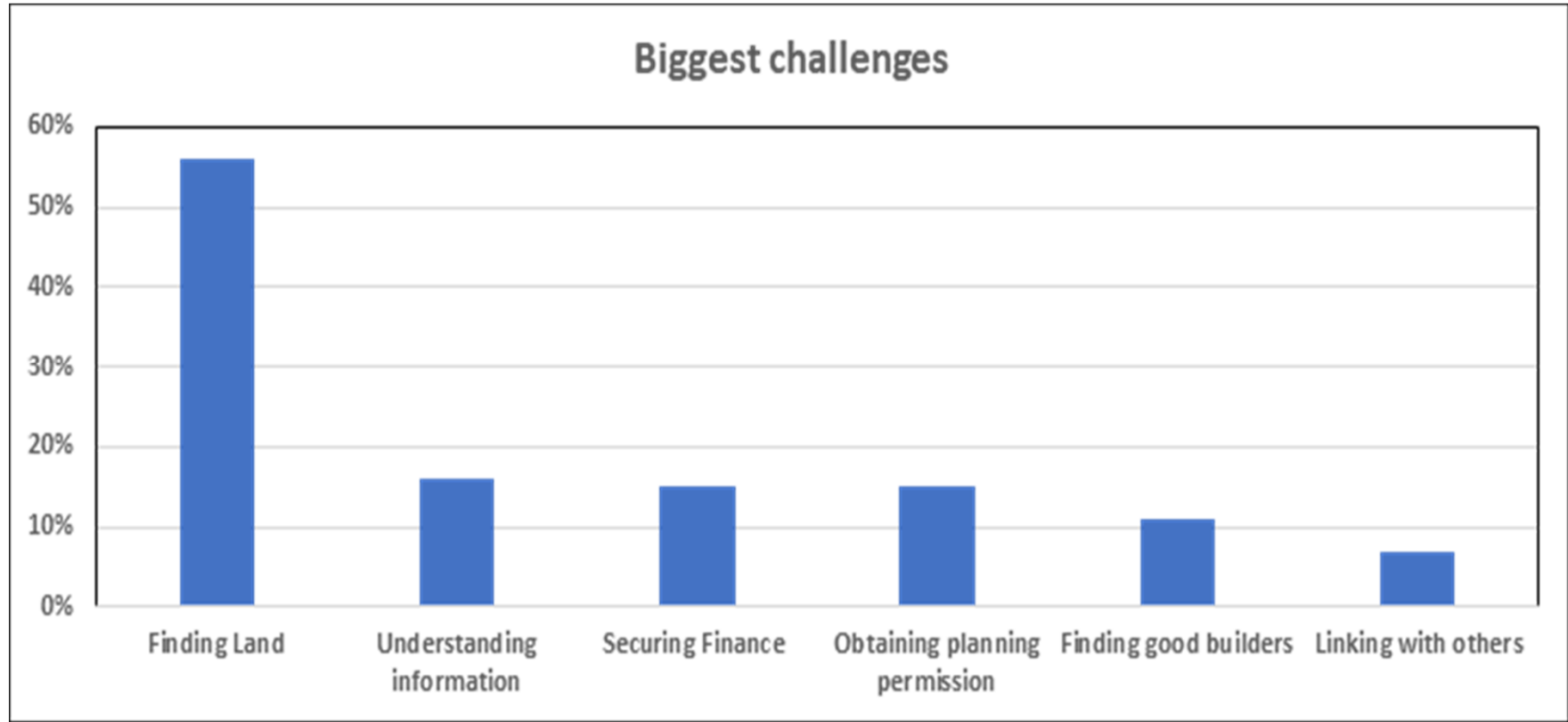
International comparison of Self-build and Custom Housebuilding



The potential of Custom and Self Build Housing in the UK

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Legislative Framework

- **The Self-Build and Custom Home Building Act 2015** (duty to assess demand and maintain a register)
- Changes to **National Planning Policy Framework** – LPA need to plan for a mix of housing ...including people wishing to build their own homes Para 50
- **Housing and Planning Act 2016** – Strengthens the 2015 act by creating a duty for local planning authorities to give sufficient planning permissions for serviced plots to meet demand

Statutory requirements

- The setting up and maintenance of a register of people seeking serviced plots for self-build / custom-build;
- To have regard to the register in producing local plans;
- To have regard to the register in making decisions on relevant planning applications;
- To have regard to the register when disposing of land
- **A duty to give planning permission for sufficient serviceable plots of land that could be used to meet the demand evidenced by numbers on the register.**



Benefits for Communities

- Widens choice/options
- Can help with affordability
- More likely to provide quality design
- Offers landowners more control over development



Site build can be effectively managed

- **Design codes** - can ensure cohesive design
- **Start on site** - construction start can be required within set timescales
- **Project completion** - end dates can be set specifying when homes must be completed/occupied (eg. 18 to 24 months from start)
- **Owner occupation** - can be limited until home completed; can require minimum occupation timescales (eg. three years, as imposed by CIL Regulations)
- **Planning Conditions** - Control of working hours, site access and construction traffic, storage of building materials and other on-plot considerations- eg. prohibition to live on site
- **Health and Safety** - controlled via Construction and Design Management Regulations
- **Implementation and Monitoring** - controlled by Construction Method Statement agreed with Council before project start (eg. Site supervisors, Landowner access to plots, monitoring requirement, breaches and compliance Bonds)



Examples of custom and self build development

Large Scale

Graven Hill – 1900 self and custom build plots – variety of options

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Medium Scale

Potton Homes - French Fields, Cheshire

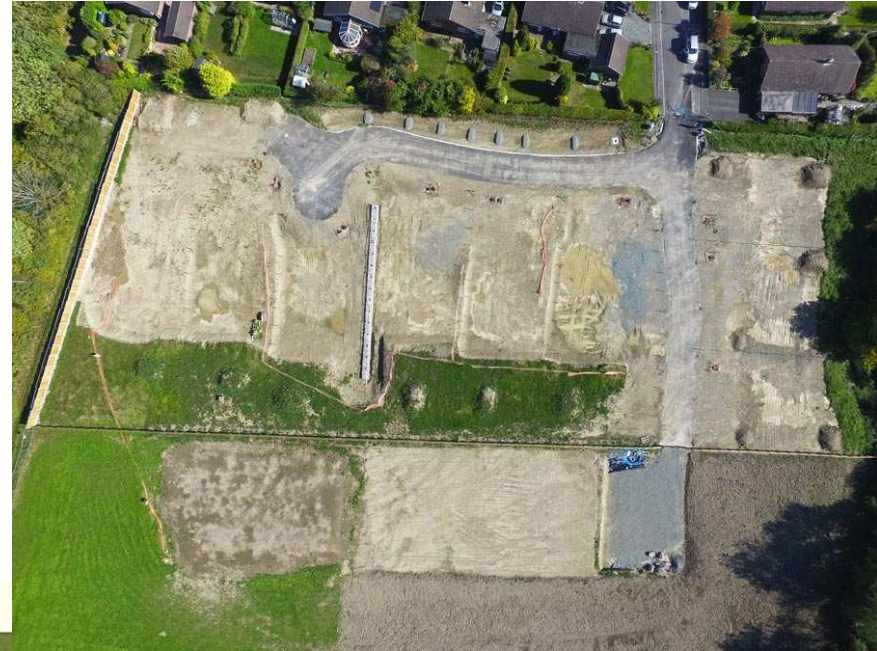
- 18 plots for 3-6 bed homes
- Potton design and deliver



Small Scale

Czero Developments – The Leys, Shropshire

- 9 serviced plots with design code
- Pre-approved and costed house types



Single Plots

Shropshire Exception Site Policy

- Enables local people to build their own affordable home
- Future resale value fixed below open market value (usually 60%)



Opportunity for co-housing

Older Woman's CoHousing, Barnet

- Group of 26 women over 50 who created their own community



Borough Council: Custom & Self-Build

Alex Fradley
Karl Patterson

Borough Council of
King's Lynn &
West Norfolk



What are we required to do?

- Prepare, Publicise and Maintain a register of people interested in custom and self-build. i.e. where, plot size and what's their budget etc...
- Meet the demand on the register
- Have regard to the register when making planning decisions: preparing a local plan and determining planning applications.
- Have regard to the register when disposing of land, developing land and regeneration
- NPPF identifies those people who wish to build or commission the build of their own home as a group of people whose need should specifically be planned for



C&SB Task Group

Est. June 2016. Purpose:

- Consider policy options
- Look at direct delivery opportunities
- Consider Affordable Housing
- Create opportunities for SME and help people meet their ambitions to invest in a home they really want
- Engage with the industry
- Host Industry event to raise awareness
- 2 Day Member & Officer challenge sessions with Mario Wolf
- Taking all of this and formulating a BC Action Plan



Action Plan

Purpose is to set out the borough council's own responsibilities and wider ambitions in respect to self-build and custom house building

To positively influence or help secure development opportunities where we can support individuals or organisations in our local communities to deliver high quality self-build or custom house building to meet demand in the Borough.

Plan contains 15 commitments/actions for different departments of the BC which cover promotion, facilitation and enabling. And what timescales these are broadly to be achieved within in

Action Plan

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2	The Local Plan review will create a policy environment which supports and encourages custom and self-build opportunities. This will provide opportunities for those wishing to build or commission the build of their own home and will also assist with the supply and the delivery of housing/	Facilitation	Planning supported by Housing	Medium
3	The borough council will support the land owners / developers of allocated sites within the current Local Plan and Local Plan review who wish to bring forward their site(s) for custom and self-build purposes.	Facilitation & Enabling	Planning supported by Housing	Short & Medium
4	The borough council through future Local Plans, beyond the current review, will explore options for securing the development of custom and self-build housing on sites, large, medium and small.	Facilitation & Enabling	Planning supported by Housing	Long
5	The borough council through its duty to assist those communities who wish to prepare a neighbourhood plan for their area will inform and support policies which seek to encourage custom and self-build opportunities, as either residential housing allocations or more general land use policies. Also see Action 10.	Promotion, Facilitation & Enabling	Planning supported by Housing	Short, Medium & Long
6	Explore and implement innovative methods for engaging with customers who are interested in self-build and custom house building in the Borough and raising awareness of the grant of suitable planning permissions or suitable Council land disposals	Promotion	Housing supported by Planning	Short
7	Continue to improve the Council's understanding of those individuals or organisations that are interested in self-build or custom housebuilding	Facilitation	Housing	Short

	opportunities within the Borough (as well as their ability to afford available options) by undertaking detailed research			
8	Assess sites potential for self-build and custom house building through the Council's housing availability assessment (e.g. HELAA).	Enabling	Planning & Housing	Short & Medium
9	Direct delivery on Council owned land. Identify Council owned sites to identify a suitable pilot scheme to Directly deliver custom build units.	Enabling, Facilitation & Promotion	Property Services and Corporate Services. Supported by Housing and Planning	Medium
10	Seek to integrate Custom and Self-Build as part of the West Winch Growth Area, in line with the North Runtton and West Winch Neighbourhood Plan (2017).	Enabling	Planning & Housing	Long
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15	The Council hosting or facilitating a series of events or forums, such as Expos, workshops and webpages, to encourage skills and experience sharing with interested parties	Promotion	Housing supported by Planning	Short



Local Plan review

5 Year Housing Land Supply

Housing Delivery Test (HDT)

General encouragement for C&SB housing

Allocations can be built out as C&SB housing sites

New policy for residential development adjacent to existing settlements: Development boundaries back for SVAH's. Policy allows for sensitive small infilling of gaps, partial gaps and development boundary rounding off. Additional weight to be given C&SB Housing proposals



The Register

- Launched in April 2016
- In partnership with King's Lynn and West Norfolk, Breckland, South Norfolk and The Broads Authority
- Gathers data on demand for serviced plots such as
 - How many
 - Size
 - Location
 - Budget
- Currently **171** households on the King's Lynn Register
- Valuable source of data but also not a true reflection of demand



The Register - What are people looking for?

- Just under half are living in the Borough, $\frac{3}{4}$ have a strong connection to the borough
- A range of demand in terms of plot/property size and budget
- Most people are looking for a plot of less than $\frac{1}{5}$ acre
- Vast Majority are looking to build a property of less than 200m²
- Vast majority would be interested in building anywhere in the Borough



Needs Assessment



Commissioned Three Dragons consultancy to produce one of the country's first Demand Assessment Frameworks along with data from NaCSBa

Broadly this shows that the demand is higher than the register

Where the demand is geographically, north, south or King's Lynn

Supports proposed policy approaches and evidence provides confidence for BC and others to develop in this way as there is a clear demand for such housing

Development Management

Individual Custom & Self-Build (C & SB) dwellings - assessed in the normal way – impact on form and character, neighbour amenity, highways, flood risk etc.- other than there is a duty to have regard to the register when making the decision.

Larger proposals for C & SB sites will differ to the norm.:

- Design codes/Plot passports – voluntary or mandatory tool
 - Can achieve consistently better quality development.
 - As light touch as possible unless the development is located in a sensitive area (e.g. conservation area, AONB etc....)

Local delivery of Custom and Self Build development

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Neighbourhood Plans: Custom & Self-Build

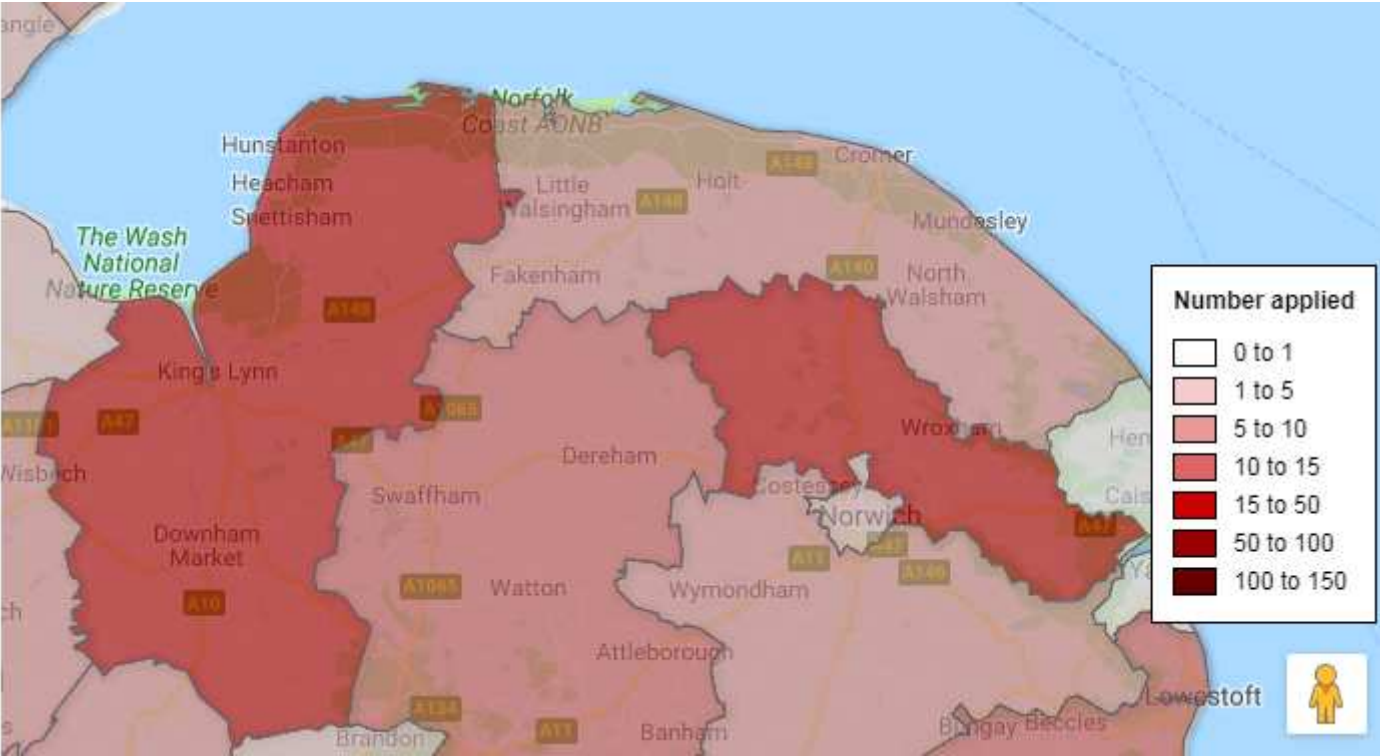
Alex Fradley
Principal Planner
Planning Policy

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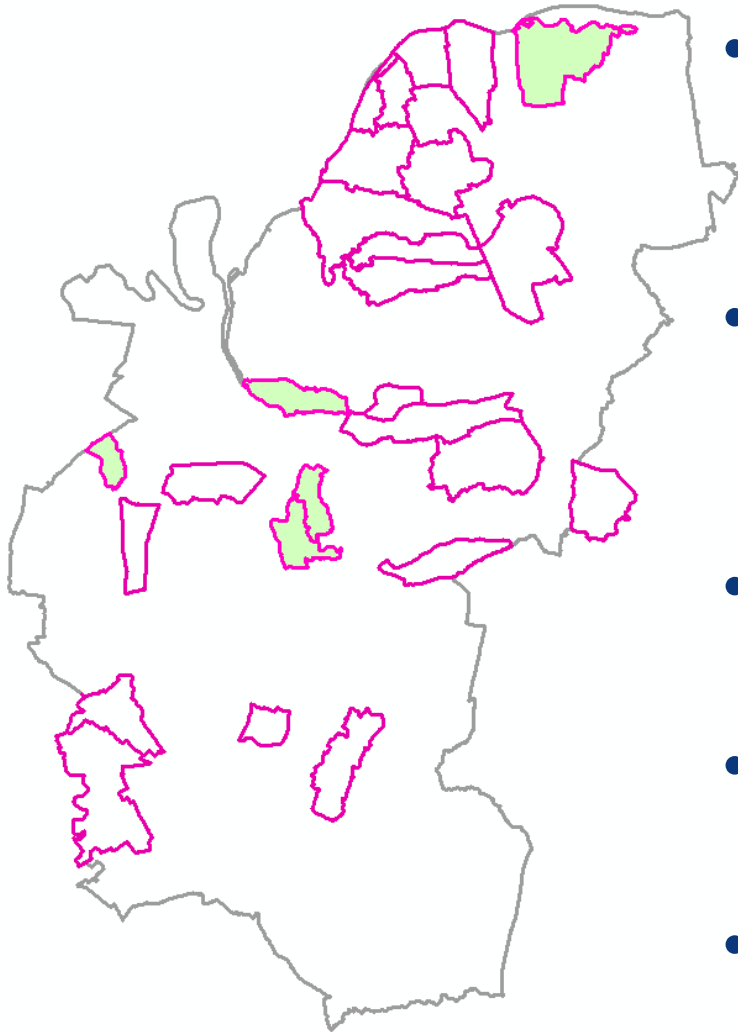


Neighbourhood Plans

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- 736 across the country
- 2,571 started



- 6 Made Neighbourhood Plans
- 18 more on the way + Reviews!
- In total covers 26 Parishes
- Almost 1/3 of the Borough
- A growing area of work



NP's & C&SB Housing

- Bespoke plenty of latitude, if it meets the basic conditions broadly you can do it
- More flexible than a Local Plan
- Enables local communities to decide where and what type of housing should be built
- Provides the opportunity for local people to live in a home they have designed/built and they desire – meets their needs
- Diversity of design, could be 'greener'
- Could support community cohesion
- Support the localised economy
- Evidence = Register, Demand Study and Local info e.g. survey

So What could you do?

- General encouragement policy for C&SB on windfall sites
- Allocate a site for specific C&SB use, could have a design code or even plot passports
- incorporate LP26 from the draft Local Plan review:

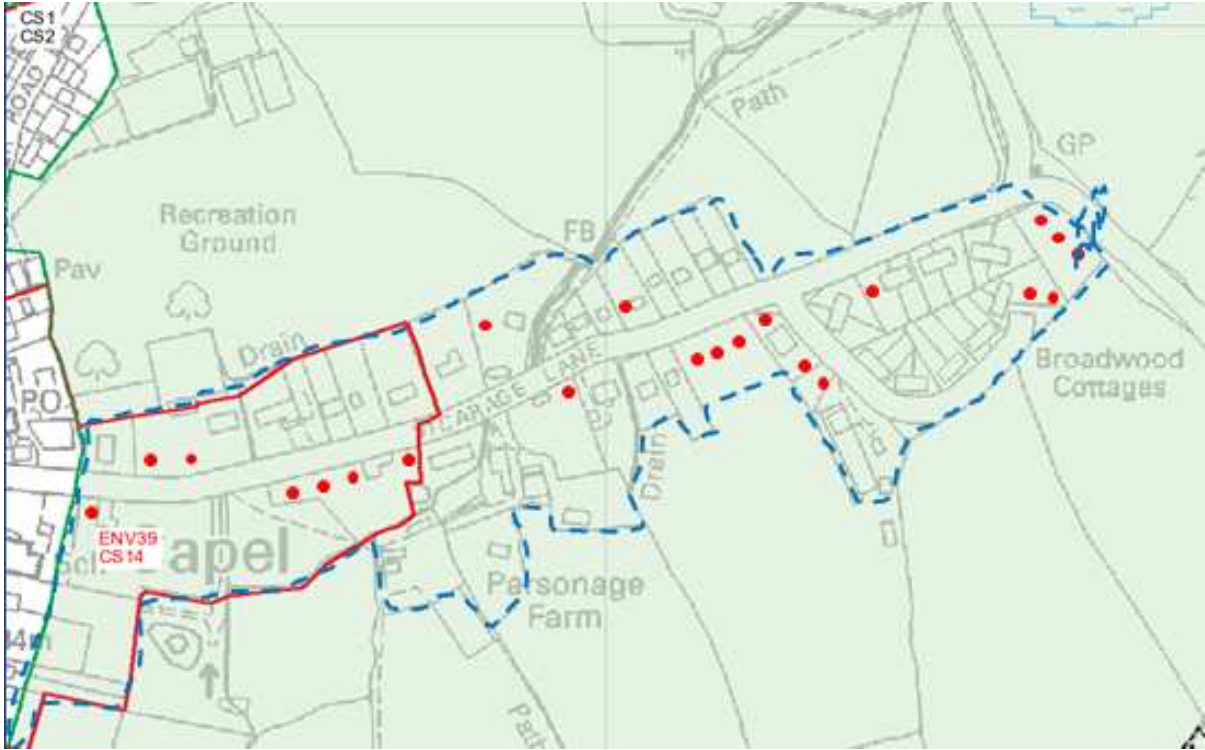
‘New policy for residential development reasonably related to existing settlements: Development boundaries back for SVAH’s. Policy allows for sensitive small infilling of gaps, partial gaps and development boundary rounding off. Additional weight to be given C&SB Housing proposals’

- Bespoke rural exception site policy specifying that the market housing element is to be C&SB
- Redefine the development boundary



Development Boundary Change

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North Runcton & West Winch

Encouraging self-build

[7.32] Consultation with local builders and designers identified concern that large-scale development would be unlikely to directly benefit local firms and to a great extent, the local economy. The Parish Councils wish to support local designers, builders, tradesmen and suppliers. Opportunities for small-scale developments or 'self-build', through provision of a proportion of serviced building plots within the 'growth area' would create opportunities for a range or smaller local businesses. In 2013/2014 the Government announced a variety of incentives to support self-build projects.

POLICY GA09: Opportunities for small-scale and self-build development

Applicants coming forward with development proposals as part of the implementation of the West Winch Growth Area are encouraged to offer a proportion of land (either as serviced plots or simply as small land parcels) for sale to small-scale builders or self-build projects.

The scale, design and materials palette for such development should reflect the character of existing and proposed development. Applications for buildings with excellent design and sustainability criteria will be strongly supported. An acceptable period for construction and completion of self-build projects (for example, 2 years from the purchase of the plot) would be expected.



North Runcton & West Winch
Neighbourhood Plan
Plan period 2016-2026
Brought into force October 2017



Brereton (Cheshire)

POLICY HOU04 SELF-BUILD SCHEMES

1. Applications for self-build or custom-built schemes within Brereton Parish will be supported where:
 - a) the location and proposed nature of the scheme are both sympathetic to the character of the open countryside and would have minimal visual and environmental impact
 - b) the site immediately adjoins a settlement boundary as shown on key maps C20a and C20b or the site would represent infill development (defined as 'the filling of a small gap with one or two dwellings in an otherwise substantially built-up frontage')
 - c) the development would be on land within the confines of a farm complex which is no longer in use for agricultural purposes and in association with the re-use of existing buildings, on land which:
 - (i) is hard-surfaced, or
 - (ii) is occupied by agricultural buildings which are not capable of re-use without extensive re-building, or
 - (iii) has previously been occupied by agricultural buildings.
2. Dwellings can only be built by those acting on behalf of individuals or a community group of individuals. No single individual or group will be granted planning permission for more than one dwelling in any one scheme.
3. New houses will need to conform to the quality standards set out in this plan and wider planning guidance.
4. Planning applications for the erection of self-build dwellings on exception sites as defined in Policy HOU02 shall be accompanied by evidence of the local housing connection(s) of the applicant(s) with Brereton Parish as defined in this plan. Planning permission for self-build dwellings on exception sites will be granted only where such a connection has been demonstrated. In addition, planning permission will be granted provided that an obligation is concluded under s106 of the Town and Country Planning Act 1990 in which the applicant(s) undertake(s) to commence construction of the dwelling within two years of the grant of a full permission or of the final approval of reserved matters submitted in accordance with an outline permission. The applicant(s) shall also undertake to occupy the dwelling upon completion.



Froome (Mendip)

POLICY H3 - SELF BUILD AND COMMUNITY HOUSING

As an exception to normal policy for the provision of housing set out in Core Policies 1 and 2 of the Mendip District Local Plan, Community Housing¹ may be permitted adjoining the existing development limit of the town as shown on Figure 8 (excluding the area that lies within the parish of Berkley) on sites where development would not otherwise be permitted providing:

a) The development provides an appropriate mix of dwelling types and sizes reflecting identified local need and meets demand based on the current Local Housing Needs Assessment or evidence from local Community Housing Groups and the Town Council.

b) The development will not have a significant adverse impact on the character of the area and local landscape setting.

c) Such proposals should not have an adverse or harmful impact on statutorily protected species or habitats.

d) The land is held in trust as a community asset in perpetuity.

Footnote ¹ Community Housing is defined as residential development by a group who build on land that is held in common ownership or trust for the benefit of the residents.

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Petersfield (South Downs)

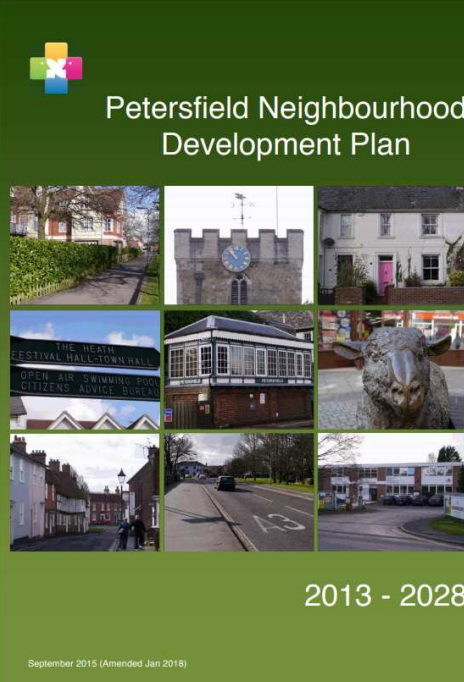
Housing Policy 7 (HP7)
Custom and self-build dwellings

Sites H2 and H11, as shown in Table 1, are allocated wholly as self-build sites.

Subject to the application conforming with the appropriate site design brief in section 12 of this Plan and meeting the requirements set out in other appropriate policies of this Plan as well as those within the East Hampshire District Local Plan: Joint Core Strategy, then:

- a) Planning permission to 'set out' sites H2 and H11 as individual or collections of serviced plots together with the associated supporting infrastructure, will be granted.
- b) Planning permission for either individual self-build or custom-build dwellings on plots within sites H2 and H11 submitted by an individual, by a builder or a developer acting on behalf of an individual, or by a community group of individuals such as a Community Land Trust, will be considered favourably.
- c) Planning permission for a self-build dwelling will only be granted for applicants who:
 - i. Demonstrate that they have a Local Connection (see below) and
 - ii. Undertake in a section 106 agreement that the occupancy of the property will be restricted to people with a local connection in perpetuity and
 - iii. Undertake in a section 106 agreement that they will live in the property as their main residence once it is complete and
 - iv. Undertake in a section 106 agreement that once the development has commenced, they will complete the building of the dwelling within 2 years
- d) Petersfield Town Council will review this policy at 5 year intervals following the adoption of the Petersfield Neighbourhood Development Plan to determine whether it is delivering new dwellings as intended. If the allocated sites have:
 - i. been properly prepared
 - ii. robustly marketed at a fair market rate as individual serviced plots, but are not being developed at the rate required to deliver the 112 dwellings within the lifetime of the plan, then the Council will consider reallocating these sites, or parts of these sites, as conventional residential developments. The review will also consider the success or otherwise of the related local connections policy.

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The cover page of the Petersfield Neighbourhood Development Plan features a green background. At the top left is a logo consisting of four colored squares (yellow, red, blue, green) arranged in a cross. To the right of the logo, the title "Petersfield Neighbourhood Development Plan" is written in white. Below the title is a 3x3 grid of nine small photographs showing various local scenes: a residential street, a stone clock tower, a white house, a sign for "THE HEATH FESTIVAL HALL TOWN HALL", a modern building, a cow's head, a street scene with a person, a road with a car, and a modern building. At the bottom right, the text "2013 - 2028" is displayed in white. At the bottom left, in small white text, it says "September 2015 (Amended Jan 2018)".

Borough Council of
King's Lynn &
West Norfolk



Shropshire

Single Plot Exception Site policy

- Edge of settlement
- Values restricted in perpetuity
- Size limited & PD right withdrawn
- Must be well designed and efficient
- Each home has to be buildable

- Applicants must be in need
- Local connection test
- Inc. need to live there = Community sustainability
- Unable to purchase on the open market within 5km



Design Codes & Plot Passports

- Informs form and layout of new development
- Best presented succinctly, including illustrations of indicative designs/materials
- Good design codes allow for design variation, creativity, innovation and originality and importantly what is mandatory and what is optional;
- Should be style neutral so they can deliver contemporary or traditional architecture and should allow for advanced methods of construction
- Plot Passports provide detail for each plot: Covers location, permissible building lines, spacing requirements, proximity to neighbouring buildings/dwellings, height restrictions, car parking. Finishing materials and roof shape usually left to the plot owner



Conclusion

- Potentially good for individuals – get the home they want
- Potentially good for BC & NP's – Generally it is popular, comes forward and is built out relatively quickly.
- It is a section of the housing market which continues to gain momentum, and therefore we can expect see more
- Plenty of C&SB options for NP's to consider
- Like wise so are Neighbourhood Plans and Reviews!