THE
GOOD
ECONOMY

Treveth Holdings LLP Impact Report 2022-23

FEBRUARY 2024

This report has been commissioned by Treveth Holdings LLP ("Treveth") and prepared by The Good Economy Partnership Limited ("The Good Economy" and "TGE"), a leading, independent social impact advisory firm with expertise in impact measurement and management.

The findings and opinions conveyed in this report are based on information obtained from a range of sources. However, the information reviewed should not be considered exhaustive and The Good Economy, its principals and staff cannot and do not guarantee the accuracy, completeness and / or fairness of the information and opinions contained herein. This report shall not be construed as a financial promotion or as a recommendation, invitation, or inducement to any person to engage in investment activity.

This report has been prepared solely for the benefit of Treveth and no other person may rely upon this report. Accordingly, The Good Economy accepts no duty of care, responsibility, or liability (whether in contract or tort, including negligence) or otherwise to any person other than Treveth for any loss, costs, claims or expenses howsoever arising from any use or reliance on this report.

The information within this report is subject to change relative to new developments, facts and / or research. The Good Economy therefore reserves the right (but is under no obligation) to alter the conclusions and recommendations presented in this report in light of further information that may become available.

Contents

1 Executive Summary 4

2 Introduction 7
Cornwall Context 7
About Treveth 8
About The Good Economy 8
About This Report 8

3 Treveth's Impact Framework 9
Impact Objectives and Outcomes 9
Stakeholders and Structure 10
Assessment 11

4 Impact Performance 12
Impact Goal 1: Address Cornwall's Housing Challenges 12
Cornwall's Housing Challenge: Baseline Position 12
Treveth Response 14
Treveth Performance Against Impact Objectives 14
Impact Goal 2: Creation of a More Dynamic, Sustainable, Resilient, and Investable Local Economy 21
Cornwall's Economy 21
Treveth Response 23
Treveth Performance Against Impact Objectives 23
Impact Goal 3: Contribute Towards Carbon Neutral Cornwall 2030 29
Cornwall's Net Zero Ambition 29
Treveth Response 30
Deliver a Financial Return Alongside Social and Environmental Impact 32

5 Outcomes for People and the Environment 34

6 Conclusion 37
Recommendations 37

7 Appendix 38
Appendix 1: Data Sources 38
Appendix 2: Baseline Appendix 39

1 / Executive Summary

Treveth Holdings LLP ("Treveth" – the Cornish word for Homestead) was founded in April 2019 by Cornwall Council as a partnership company mandated to "deliver new homes and commercial developments to benefit the residents and workforce of Cornwall."[1] It aims to improve Cornish people's lives through strategic investments in high-quality, sustainable developments that are affordable to local people, regenerating places through mixed-use developments, and practicing good asset stewardship.

Since 2019, Treveth has built a solid track record by planning and implementing successful developments that address local needs related to housing, employment, and regeneration, all while advancing Cornwall's ambitions for achieving net zero emissions by showcasing leadership in environmental sustainability.

Treveth serves as a good example of a place-based impact investor. Place-based impact investing (PBII), refers to investment that aims to deliver financial returns and positive local impacts, focusing on specific places to enhance economic resilience, prosperity, and sustainable development.[2]

This is a baseline report covering the period from Treveth's establishment in April 2019 to March 31, 2023. Future reports will provide annual updates on the company's impact performance.

As of 31 March 2023, the portfolio consisted of

£31.8 million invested

IN PIPELINE OF RESIDENTIAL, COMMERCIAL, AND MIXED-USE DEVELOPMENTS

78 homes

IN TREVETH'S PORTFOLIO

100% of rental homes

ARE LET TO LOCAL PEOPLE LIVING AND / OR WORKING IN CORNWALL[3]

77,782 sq ft of commercial space

MANAGED, PROVIDING OPERATING SPACE FOR 36 LOCAL BUSINESSES

1. https://www.treveth.co.uk/.
2. The Good Economy, Impact Investing Institute, and Pensions for Purpose, 'Scaling Up Institutional Investment for Place-Based Impact,' 2021.
3. Treveth's resident screening process includes ensuring that potential residents either live locally, are local workers, or have familial ties to the local community.

Summary of performance vs impact objectives

Impact Goal 1: Address Cornwall's housing challenges

78 homes in Treveth's portfolio, all purchased from Cornwall Council

100% of residents have local tie

83% of survey respondents are satisfied with Treveth as a landlord[4]

Impact Goal 2: Create a more dynamic, sustainable, resilient, and investible local economy

Two large scale strategic mixed-use regeneration sites in the pipeline

77,782 sq ft employment floorspace let by 36 businesses employing 69 people

Impact Goal 3: Carbon neutral Cornwall 2030

100% of new homes rated EPC B or above

Delivering Biodiversity Net Gain of **10%+** across all schemes

All new homes delivered by Treveth will be fuelled by **fossil-free** energy sources

4. Treveth's 2022 resident survey results are based on 43 responses/139 surveyed (all Treveth households). This represents around 30% of households.

Conclusions and Recommendations

Strengths

- Since 2019, Treveth has aquired 78 new homes for Cornish residents by purchasing these from Cornwall Council. Over 1,400 more are in the pipeline through land purchase and development. To date, the homes have been high quality, in areas of high local housing need, and well managed, leading to high resident satisfaction. Further, they have been built on challenging sites so may not have been built without Treveth's intervention.

- Treveth's strategic projects show potential to drive regeneration in Cornish towns and cities. Each project is underpinned by strong placemaking principles and considers environmental best practice and social value creation.

- Through schemes such as Tolgus in Redruth, Treveth demonstrates the feasibility of delivering net zero carbon ready, sustainable and affordable homes for local people.

Recommendations

- Treveth should use its recent carbon footprint baseline to take a strategic whole organisational approach to prioritising its retrofit plans – in line with incoming government legislation and where its investment in efficiencies/ carbon reductions achieves most value for money.

- Treveth's establishment of Perran Housing LLP (Perran) – the Registered Provider (RP) that will oversee its portfolio of affordable homes – provides an opportunity to expand its high quality private rental landlord services to its Affordable residents. We recommend it develops a robust rent-setting policy that goes above minimum standards for RPs where financially viable, and reviews its tenant satisfaction KPI targets in line with the emerging Housemark Tenant Satisfaction Measure sector benchmarks.[5]

- Treveth could maximise social impact creation and advance its environmental ambitions throughout its development supply chain by introducing a Procurement / Supply Chain Charter aligned with the Social Value Model.[6] This could include partnering with Cornwall Council and local educational establishments.

- We recommend Treveth develop a centralised strategy to outline how it will ensure quality community engagement underpins its development plans.

5. Housemark: First look at sector performance on the Tenant Satisfaction Measures (2023).
6. Social Value Portal – Approach outlines the core themes and ambitions a Treveth Procurement/ Supply Chain Charter could align with.

2 / Introduction

Treveth was established by Cornwall Council to deliver new homes and commercial developments to benefit the residents and workforce of Cornwall. This report sets out Treveth's impact reporting framework and provides a baseline assessment of impact performance to date.

Cornwall Context

Cornwall is home to 570,300 people making it the largest rural Local Authority in England. It is globally renowned for its long and spectacular coastline, attracting millions of visitors each year.

The county's natural beauty has, however, become a double-edged sword. The high number of second homes and holiday rentals, combined with an undersupply of social housing and an insecure private rental market, has resulted in a severe shortage of affordable housing. House prices in Cornwall compared to local salaries are some of the highest in the country - in part due to the economy being highly dependent on tourism and agriculture, sectors characterised by seasonal and insecure work and low wages. One in three private sector jobs in the county are in low-pay retail, accommodation, or food services. Productivity in Cornwall is two thirds that of the rest of the country.

Exacerbating this issue is the county's remote location. Travel to the rest of the country is long and expensive, and internally, Cornwall's dispersed settlement pattern and transport infrastructure pose additional accessibility issues. As a result, building costs are high and new house builds are slow.

Low wages, high demand for housing, and expensive development costs have created a localised housing crisis. Similarly, low levels of high-quality employment space constrict the growth of Cornish businesses and make it difficult to attract larger employers from elsewhere. The lack of affordable housing compounds problems for growing employers as labour and skills are not locally available. Conversely, the lack of employment opportunities means people are not able to find work near home.

These challenges have long been recognised. Cornwall was one of the only areas of the country to receive Objective One funding from the European Union, which promoted and supported the development of lagging regions. It has been deemed the second poorest region in northern Europe and among the 50 poorest in the whole continent.[7] In total, the EU was providing £100m per year. In 2022, £132m from the UK's Shared Prosperity Fund (UKSPF) was allocated to be spent over three years to plug the gap left by EU funding following Brexit – however, the lag in this funding and its reduced amount has led to winding back of key programmes across the local authority designed to support the poorest and most vulnerable populations.[8]

Treveth was established as part of the Local Authority's response to increasing public and private investment in local affordable housing and projects that will drive more inclusive and sustainable development in Cornwall.

Treveth was established as part of the Local Authority's response to increasing public and private investment in local affordable housing and projects that will drive more inclusive and sustainable development in Cornwall.

7. Eurostat, 'The poorest regions in the UK are the poorest in Northern Europe,' 2014.
8. Cornwall Live, 'Cornwall Council confirms Government's EU funding replacement cash for Cornwall has run out', 2023.

About Treveth

Treveth Holdings LLP ("Treveth" – the Cornish word for Homestead) was founded in April 2019 by Cornwall Council as a partnership company mandated to "deliver new homes and commercial developments to benefit the residents and workforce of Cornwall."[9]

Treveth's mission is to 'create sustainable growth and investment in Cornwall, for Cornwall (Yn Kernow, rag Kernow)'. It aims to realise this mission through strategic investments in high-quality, sustainable developments, regenerating mixed-use places, and practicing good asset stewardship. Its delivery is aligned to Corwnall Council's Local Plan's development ambitions for Cornwall. The expectation is that Treveth will become a financially sustainable business and distribute surplus revenue to Cornwall Council to support the provision of local public services.

About The Good Economy

The Good Economy (TGE) is a leading, independent social impact advisory firm and a specialist in impact measurement and management with a proven track record in the areas of housing, real estate and Place-Based Impact Investing (PBII).[10] We collaborated with Treveth to create an impact framework that defines their impact goals, objectives and expected outcomes so that it can transparently report its impact performance and hold itself accountable to Cornwall Council and all other stakeholders. This involved crafting a robust set of qualitative and quantitative key performance indicators (KPIs), and consideration of how impact management should be integrated into organisational decision-making. As noted in the recommendation section of this report (page 38), work is now underway to finalise the Impact Framework – including developing KPI targets based on this baseline report, and implementing tools to support the consideration of impact through the investment cycle.

About This Report

This report has been produced for Treveth by The Good Economy. It is Treveth's first independent impact report and as such provides a baseline assessment of results achieved and its impact performance covering the period from inception up to 31 March 2023. TGE takes a mixed method approach to impact assessments, using a combination of quantitative and qualitative research. Treveth's Impact Thesis, which TGE worked with them to create in 2022, guides the analysis and structure of the report.

The information sources that underpin the analysis are:

- Document and data review (including survey results, portfolio data, key strategies, and plans).
- Analysis of standardised portfolio data collected by Treveth at neighbourhood and property levels.
- Resident data collected by Treveth.
- Resident survey data from a survey distributed by Treveth across its managed portfolio (Quarter 2, 2022) with 43 respondents / 78 surveyed (55% response rate).
- In-depth, semi-structured interviews with Treveth staff.
- In-depth, semi-structured interviews with key partners including local authorities.
- Site visits to two neighbourhoods.[11]
- Site visits and stakeholder interviews (including residents, commercial tenants, and contractors).
- Baseline analysis of relevant socio-economic data to profile the current conditions in the local area of each development relative to both Cornwall and the National context.

Please see the Appendix 1 on page 39 for data sources and other information.

9. https://www.treveth.co.uk/.
10. White Paper, 2021: Scaling up institutional investment for place-based impact.
11. Residential site visit locations were proposed by TGE based on the operational portfolio, schemes that had not previously been visited, and feasibility. Treveth selected the homes based on where interviews could be scheduled. The commercial scheme visits were arranged based on their proximity to the residential schemes.

3 / Treveth's Impact Framework

Treveth is committed to its ambition of delivering a positive impact for Cornish people and the local environment, while ensuring it is a profitable company. In March 2023 Treveth worked with TGE to develop an Impact Framework. This provides a structured approach for Treveth to understand, measure, manage and improve its social and environmental impact – underpinned by a Theory of Change and KPIs. This involved significant stakeholder feedback, including senior Council representatives, to ensure a shared understanding of impact, and the utility of agreed objectives and performance metrics.

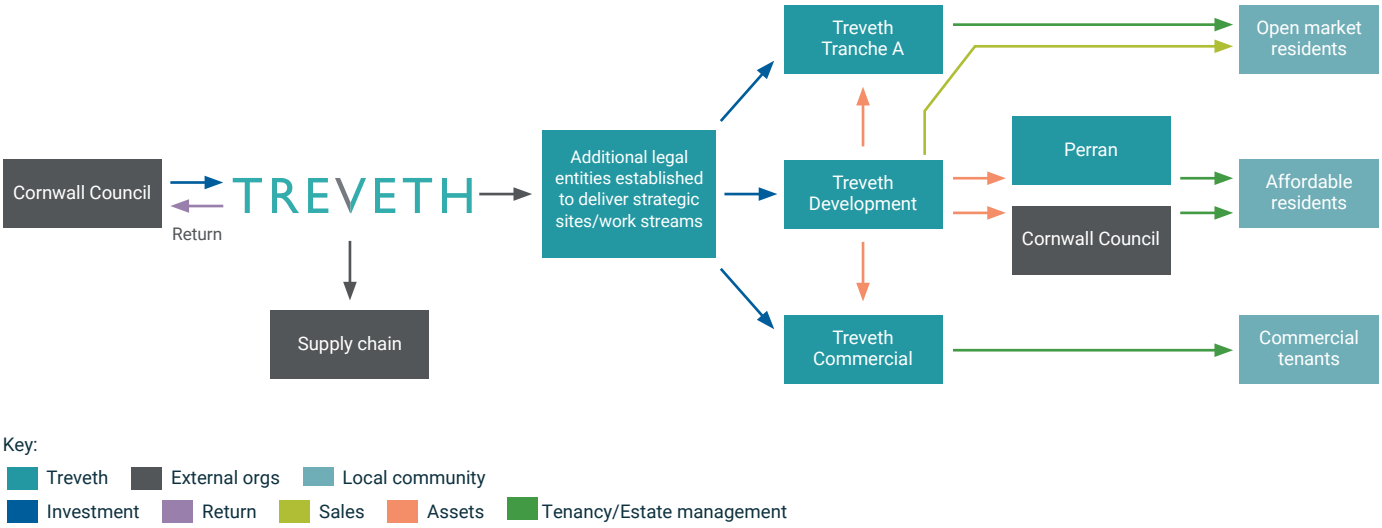
Impact Objectives and Outcomes

Treveth's Impact Objectives and Outcomes – the backbone of its Theory of Change – are closely aligned with the achievement of Cornwall Council's Local Plan. The successful achievement of Treveth's Outcomes will also contribute to the achievement of relevant Sustainable Development Goals (SDGs).

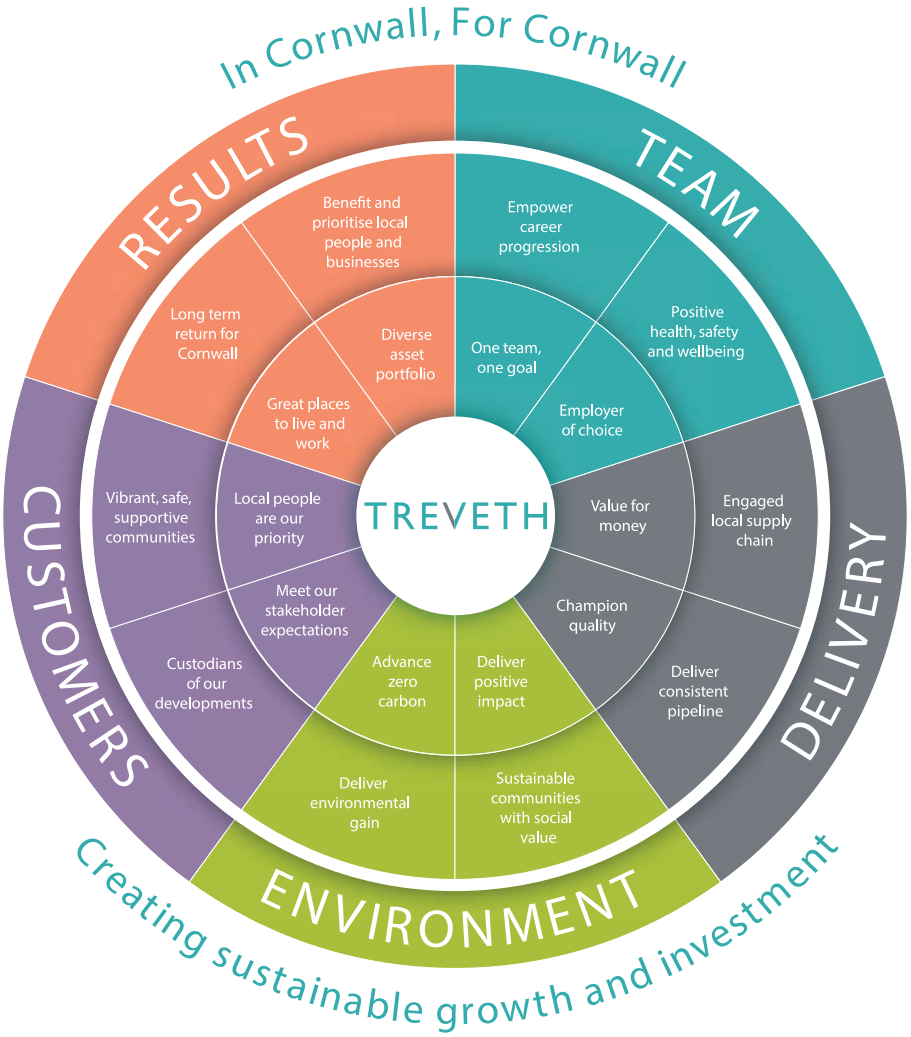
Impact Goals	Impact Objectives	Treveth Outcomes	Cornwall Council Alignment	SDG Alignment
1. Address Cornwall's housing challenges	To alleviate housing pressures for local people	More homes for local people (cheaper to run too)	**Local Plan Target:** 52.5k homes by 2030 at an average rate of about 2,625 per year to 2030. Treveth targets 10% current output (250 homes/year)	
	To build a dynamic and resilient local economy capable of generating good business and employment opportunities	Stronger and better quality local developer market	**Local Plan Target:** Provide for 38k full time jobs and 704,000 sqm employment floorspace Treveth targets 5k sqm / year floorspace Treveth's housing strategy compliments the Local Plan's commercial objectives through prioritising the local workforce	**Cornwall Council Objectives:** **1.** A brilliant place to be a child and grow up **2.** A thriving, sustainable Cornwall that offers a secure home, a decent invome and a great environment for all **3.** Vibrant, safe, supportive communities, where people help each other to live well **4.** All supported by an empowering and enterprising Council that offers a consistently excellent customer experience and great value for money
2. Create a more dynamic, sustainable, resilient, and investible local economy	To practice good stewardship as a responsible developer and landlord	Increased enterprise and employment opportunities		
	To drive environmental excellence through development design, delivery and operation	Larger workforce (increased skills and capacity)	**Local Plan Emphasis:** Link to people having a home and job; Clean, safe environment with quality public realm. Treveth incorporates into delivery of homes, cmmercial and place-making	
3. Carbon neutral Cornwall 2030	To provide an income stream for the Council to invest in public services	Improved health and wellbeing of local residents		
	To make Cornwall investment ready	Enriched local biodiversity and environment	Treveth delivers assets to high environmental spec. Invests in renewables, environmental innovations, green space	**Carbon Neutral Cornwall by 2030:** Objective for carbon neutrality, renewable, biodiversity, etc

Stakeholders and Structure

Treveth works with a range of stakeholders to deliver its objectives.



Treveth has internally established a 'Corporate Wheel' which outlines the priorities across the organisation across a range of areas.



Assessment

The report assesses Treveth's performance against its three Impact Goals:

Impact Goal 1

Address Cornwall's housing challenges

Impact Goal 2

Create a more dynamic, sustainable, resilient, and investible local economy

Impact Goal 3

Carbon neutral Cornwall 2030

Each Impact Goal is assessed against:

- **Place**
  The defined local needs Treveth seeks to address within Cornwall, linked to Cornwall Council's strategies. This forms the baseline position, which both situates Treveth's projects and provides data against which the impact of Treveth's projects on Cornwall's local needs can be assessed over time (together with detailed metrics provided in Appendix 2 on page 40).
- **Project**
  Treveth's delivery against its Impact Objectives.
- **People and the environment**
  The long-term **outcomes** Treveth aims to contribute to and the **risk factors** that may influence the achievement of those outcomes are then assessed against the Impact Management Project's Five Dimensions of Impact.[12]

12. Impact Frontiers, 'Five Dimensions of Impact'.

4 / Impact Performance

Impact Goal 1: Address Cornwall's Housing Challenges

Treveth aims to help tackle Cornwall's housing shortage by increasing the supply of good quality, sustainable, and well-managed homes that are affordable to local people, particularly in the rented sector.

Cornwall's Housing Challenge: Baseline Position

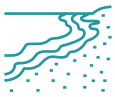
Cornwall has less social housing, lower housing affordability and a larger housing waiting list than the national averages. The need for housing within Cornwall varies locally, with nearly all areas suffering from lower affordability or greater housing waiting lists than the rest of the country.

Almost 288,300 homes in Cornwall

Only **11%** of stock is social (Cornwall Council or Private Registered Provider owned) compared to 17% nationally

66% is owner occupied, compared to 64% nationally

23% of homes are privately rented, 19% nationally



8% of stock are second homes or short-term holiday lets, and **over 40%** (up to 71%) in some coastal areas

House prices are more expensive than the national average yet wages are lower

The median house price in Cornwall in 2022 – **£280,000** (1.8% above the national figure of £275,000)

Median annual earnings for people living in Cornwall **£29,177** (88% the national median £33,208)

Therefore homes in Cornwall on average cost **9.6** times the median salary, a higher ratio than both the region (9.3) and country (8.3)

Some areas, particularly coastal, see houses costing over **20** times the median salary

20,893 *households are registered on Homechoice*

7.4% of all households in Cornwall (nationally, 5.2% of households are on the housing waiting list)

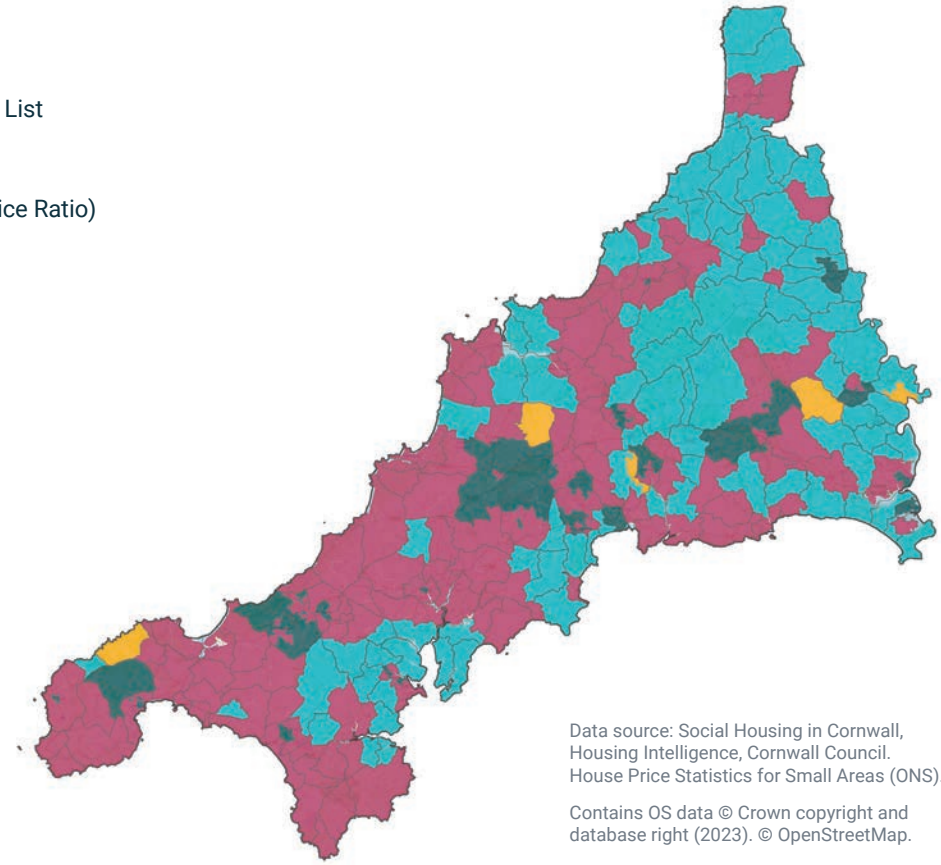
In St Just, at the far west of Cornwall, **one in five** households are registered on the housing list

In a recent survey, there was wider recognition that there is insufficient, affordable local housing (93% agree), not enough housing for people on low incomes (83% agree) and that private rental accommodation was considered to not be affordable (87%).[13]

Housing need in Cornwall
Local to national comparison

% Households on the Housing Waiting List
and
Housing Affordability
(Median Earnings to Median House Price Ratio)

Key:
- Both worse than national average
- Housing Affordability worse than national average
- Housing Waiting List worse than national average
- Neither worse than national average



Data source: Social Housing in Cornwall, Housing Intelligence, Cornwall Council. House Price Statistics for Small Areas (ONS).

Contains OS data © Crown copyright and database right (2023). © OpenStreetMap.

Cornwall's Local Plan:

- A minimum of 52,500 new homes to be built in Cornwall between 2010 and 2030, an average rate of about 2,625 per year.
- Homes to be delivered in a manner that best meets the need and sustains the role and function of local communities and that of their catchment area.
- Meeting affordable housing needs is a particular requirement.

As of March 2023:

- 34,755 homes have been delivered, slightly ahead of the planned trajectory of 34,145. This varies across the county, for example Cornwall Gateway in the southeast has only achieved 40% of the current build trajectory whilst St Agnes and Perranporth, between Newquay and Truro, have seen building rates exceed the 2030 target already.

13. Cornwall Community Foundation survey for Cornwall's Vital Issues 2022 report. There were 265 respondents.

Treveth Response

Treveth aims to deliver around 10% of the Local Plan's annual target by building up to 250 high quality, mixed tenure homes each year. These homes will be prioritised for people living or working in Cornwall.

In addition to open market sites, Treveth has targeted sites that have not been developable on the open market, delivering homes that are affordable for low to middle income households and targeted at people with a local tie. While viability is a requirement, it can accept below-market returns to achieve its impact objectives.

Treveth aims to contribute to Cornwall Council's annual housing target by delivering up to 10% of its target, equivalent to 250 homes per year, allocated to people with a local tie.[14]

Treveth Performance Against Impact Objectives

Impact objective	Metrics*	Result**	Target
1. Alleviate housing pressures for local people	# new homes acquired	78	NA (up to 250 per year once fully operational)
	% Affordable homes (of which developed by Treveth)	0% to date on acquired sites	Matching local targets in each location it develops in
	% homes rented to people with a local tie (i.e., live or work locally)	100%	100%
	% of homes meeting or exceeding NDSS (National Designated Space Standards)	100% (Ave: 138%)***	100%
	# latent defects per new home within 12 months of practical completion	Average of 12 defects per home across all three operational schemes****	<20
	Average rent as a % of local net median household income	29%	TBD*****
	% homes that are affordable to households on the net median income	71%	TBD*****
	EPC rating breakdown	100% EPC B to date	100% B or above
2. Practice good stewardship as a responsible landlord	# homes under Treveth management	78	TBD*****
	% residents with tenancy of more than 3 years	100%	100%
	% residents satisfied with the overall service provided	83%	90%
	% residents satisfied with the repairs service	78%	90%

Notes: *Achieved between Treveth's inception in 2019 and 31 March 2023; **Additional metrics will be implemented from 2024/25, including: # completions enabled by Treveth, % homes designated for key workers and % residents reporting overall satisfaction with their landlord. RAG rating (green = on track to stated target, amber = close to on track, red = not on track) *** NDSS data excludes Tregover which was an acquisition rather than a Treveth-led development. ****Heathlands View average: 20.88, Tregover average: 2.57, The Coppers average: 14.29. ***** Targets against the remaining KPIs will be agreed following publication of this baseline report, informed by the baseline data. ****** Resident satisfaction data applies to open market rentals where Treveth is the landlord and therefore can be held to account for delivering the services.

14. The remaining 90% homes are mainly constructed by the private sector and therefore have no criteria to be / remain affordable or designated to local people.

Impact Objective 1: To provide good quality, sustainable homes for local people

1.1 / By increasing supply of homes

Since its inception in 2019, Treveth has acquired 78 homes from Cornwall Council.

As at March 2023, Treveth has a healthy pipeline at various stages of development with 392 in construction, and a further 1,028 homes at opportunity stage (including those in planning and acquisition stages).

Successful delivery of these sites within target timeframes would put Treveth on track to achieve its annual delivery targets. Applying risk adjustments, current projections will see the 250 homes per year target hit in 2024/25. However, challenges including recent macroeconomic headwinds, the collapse of the largest local contractor and logistical obstacles related to supply chain issues have prevented Treveth from meeting its required run rate. None of the planned 61 homes were delivered in 2022/23, primarily due to challenges with contractors – although all these homes are now under construction. Treveth's aim to use its developments to strengthen the local development market will be critical to achieving its future ambitions (see page 16).

1.2 / By ensuring homes are allocated to local people

Treveth has achieved its objective of ensuring all homes are sold or let to people with local connections thus far. Treveth's rigorous screening process ensures all its residents either live locally, are local workers, or have familial ties to the local community. This includes in-depth criteria for residents to evidence local ties, as well as taking steps to ensure residents do not sub-let for holiday rentals. New homes for sale are first marketed to those who live and work locally. While Treveth cannot control onward sales, we heard that to date almost all homes have been sold to people living locally.[15] The portfolio is weighted towards rental homes to ensure long-term supply of homes to locals, with on average only 10-20% schemes sold to support scheme viability and cashflow.

15. One sold home has been rented out by the owner.

1.3 / By targeting sites according to local needs

All homes that are either occupied, under construction or soon to be developed (844 homes), are in areas with a higher-than-county-average percentage of households on the Homechoice housing waiting list.

1. The Coppers, Tolvaddon

38 new homes. Treveth aquisition from Cornwall Council in 2020 of 27 new homes (Open Market Rental 18, Open Market Sales 9). 11 homes retained by Cornwall Council (8 Affordable Rent, 3 Shared Ownership)

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	6.3
Households on Homechoice Register (%)	7.9
Home Build Trajectory Completed (%)	103.5

2. Tregover, Newquay

Purchased from Cornwall Council of 28 Open Market Rental homes

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	11.6
Households on Homechoice Register (%)	8.1
Home Build Trajectory Completed (%)	112.2

3. Heathlands View, Bodmin

75 new homes. Treveth aquisition from Cornwall Council in 2020 of 45 homes (13 Open Market Sale, 32 Open Market Rental) 30 retained by Cornwall Council (18 Affordable Rent, 12 Shared Ownership)

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	8.3
Households on Homechoice Register (%)	11.2
Home Build Trajectory Completed (%)	68.6

Key: Higher need relative to Cornish average

Households on the Homechoice Register, March 2023

% Households on the Register

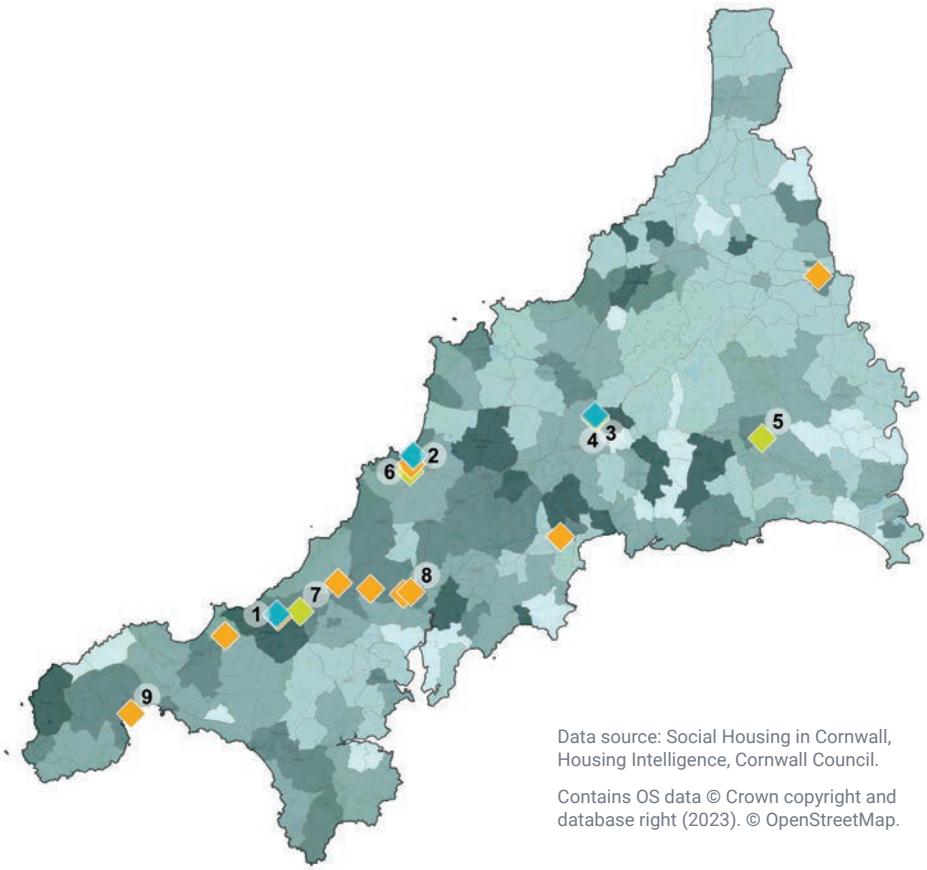
- <= 2.5%
- 2.6% - 5.0%
- 5.1% - 7.5%
- 7.6% - 10.0%
- >10.0%

Residential Portfolio

- Occupied
- In Construction
- Opportunity

Cornwall Conditions

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	9.6
Households on Homechoice Register (%)	7.4
Home Build Trajectory Completed (%)	101.8



Data source: Social Housing in Cornwall, Housing Intelligence, Cornwall Council.

Contains OS data © Crown copyright and database right (2023). © OpenStreetMap.

4. St Lawrence, Bodmin
100 new homes (30% Affordable)

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	8.3
Households on Homechoice Register (%)	11.2
Home Build Trajectory Completed (%)	68.6

5. Maudlins Farm, Liskeard
46 new homes (24% Affordable)

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	7.3
Households on Homechoice Register (%)	9.7
Home Build Trajectory Completed (%)	117.8

6. Trevithick Farm, Newquay
98 new homes (30% Affordable)

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	10.9
Households on Homechoice Register (%)	8.1
Home Build Trajectory Completed (%)	112.2

7. Tolgus, Redruth
150 new homes (25% Affordable)

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	9.7
Households on Homechoice Register (%)	9.1
Home Build Trajectory Completed (%)	103.5

8. Pydar Street, Truro
320 new homes (35% Affordable)

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	7.7
Households on Homechoice Register (%)	8.0
Home Build Trajectory Completed (%)	94.2

9. Colnagehall Street, Penzance
34 new homes (29% Affordable)

Local Conditions:

Indicator	Value
House Price to Earnings Ratio (Sept 2022)	11.1
Households on Homechoice Register (%)	9.0
Home Build Trajectory Completed (%)	75.7

Key: Higher need relative to Cornish average

The 113 newly built homes in Tolvaddon and Bodmin account for 4% of the 3,028 homes completed in Cornwall between 2019 and 2020. Heathlands View is in Bodmin, a strategic employment location and growth area of Cornwall due to its connectivity both within the county and with the rest of the country. Despite this, home completions in Bodmin are currently only 68% that of the projected target. Treveth's homes have been vital in helping Cornwall Council work towards its strategic plan. The Tolvaddon development contributed to over 10% of the area's annual projected completions.

All of Treveth's homes are important in delivering homes for Cornish people, however, some developments are meeting these needs more acutely by being in areas of particularly low affordability. In particular, the Tregover acquisition, accounting for 20% of Treveth's occupied homes, is in an area where the median house price is 11.6 times median earnings (the Cornish average is 9.6, nationally it is 8.3). Whilst the homes here are not considered affordable tenures, all are providing secure accommodation for people in Cornwall in an area where private rental can be volatile, particularly in holiday season. Zoopla data shows that each summer there are fewer rental properties advertised, hitting an all time low of under 300 rental properties available across Cornwall in summer 2021.[16] Conversely, in 2022 it was estimated that there were 15,000 short-term holiday lets in Cornwall, a rise of 660% in the last five years. In St Ives and Halestone, it is estimated one in five homes were listed on AirBnb as 'entire place' lets.[17]

Of Treveth's 746 homes currently being constructed or soon to be constructed, all are meeting a particular housing need:

- All homes are in areas with a higher-than-Cornwall-average percentage of households on the Homechoice housing waiting list and 31% will be Affordable tenures.
- 61% of homes are in areas where current completion rates are below the projected targets of Cornwall Council.
- 38% of homes are in the lowest affordability areas (above Cornish average) and a further 13% of homes are in areas where homes are less affordable than the national average.

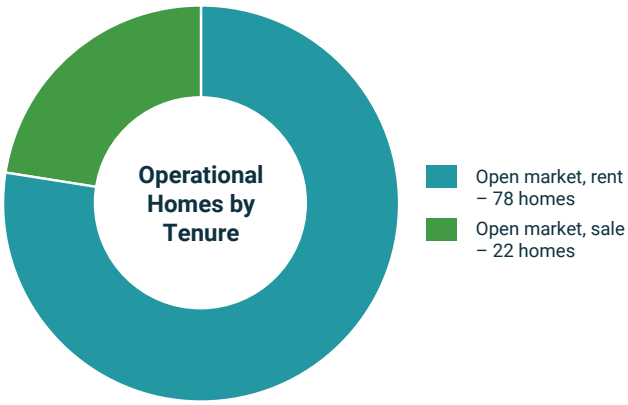
16. Economy Monitoring Quarterly Update (EMQU) October 2022, Cornwall Council.
17. Cornwall's Vital Issues 2022, Cornwall Community Foundation.

Going forward, as Cornwall Council's pipeline of available land is developed out, we support Treveth's ambition to become more intentional in place selection within Cornwall, in line with local needs. This includes seeking opportunities in the North-East, East, and South-East where there is a shortage of development. While it aims to have a presence throughout Cornwall, current market conditions present challenges and areas with lower property values, such as Camborne, Pool, Launceston, and Helston, pose difficulties as the overall scheme costs in these locations often outweigh the potential sales values.

As well as considering local needs from the data perspective, it is important to engage residents and wider communities to understand their perspectives. Treveth shows some examples of good practice in community engagement through its new developments – whether carried out by staff, or through contractors. This includes the Statement of Community Involvement for its Penzance development, as well as strategies developed for Pydar and Langarth strategic sites. However, there is currently no overarching strategy to guide the organisation around what 'good' looks like and ensure this is carried out to a high standard across schemes. We recommend the development of a Community Engagement Strategy to set the bar for all developments.

1.4 / By delivering affordable tenure homes in line with Cornwall Council's expressed targets

Treveth aims to align with Cornwall Council's goals by delivering the relevant local plan target allocation in each location it develops in.



Going forward, Treveth will engage with Cornwall Council to support allocation of households from its waiting list for the affordable homes. Rents for the Cornwall Council managed affordable rent homes are determined by Cornwall Council and typically set at 80% of the prevailing market rent. Treveth therefore currently has no levers to influence rents of this tenure of home. However, Treveth is currently setting up its own Registered Provider, Perran Housing LLP ("Perran"). Once fully operational, Perran will oversee all Treveth's affordable portfolio, including rent-setting and management. We recommend that Perran develops a rigorous affordability policy to ensure affordable tenure rent levels are established in line with what is truly affordable to those who will be allocated from Cornwall Council's waiting lists, including those on the lowest incomes.[18] This could include a portion of social rent and/ or rents set at LHA levels – mindful of the need for scheme level viability.

1.5 / By ensuring affordability for local private renters and buyers

Treveth aims to align its open market rents with prevailing market rates in the local vicinity. In doing so, it aims not to exert upward pressure on the broader rental market rates.

Currently, Treveth's private rents typically average 92% of the estimated market rent.[19] Overall, affordability analysis shows that Treveth's 78 private rental homes are, on average, affordable to 63% of Cornish households. When breaking down by rent charged at each operational scheme, Heathlands View comes out at most affordable at affordable to 76% Cornish households, Tregover at 51% and the Coppers at 60%.

On average, rents represent 29% of income for the typical Cornish household[20] which is considered affordable,[21] 71% of homes have rents which are under the ideal 30% 'affordable' rate. No home exceeds 40% income for the typical Cornish household, which is considered the household overburden rate,[22] although one home in Tregover is at 40%.

18. Current research acknowledges that while rents can be categorised as affordable if they are 80% open market rates, rents at this level are not always affordable to households on the lowest incomes, particularly in areas of poor affordability. Such rents frequently exceed Local Housing Allowance (LHA) levels so those eligible for LHA may require additional support. Moreover, evidence suggests in many areas rents set at LHA are not affordable for households on the lowest incomes due to the implications of the benefits cap: https://policyinpractice.co.uk/mind-the-benefit-cap-why-families-are-still-falling-through-our-welfare-system/.
19. Based on rent comparison for 18 open-market properties within Treveth's Coppers scheme (24% of its open-market rent homes), against third-party market rent valuations for the local area, commissioned by Treveth from Vickery Holman Property Consultants.
20. Based on the 2022 Annual Survey of Hours and Earnings (ASHE) net median income data for Cornwall, and applying a typical household multiplier of 1.45 to take into account likelihood of multiple earners.
21. NSO Private Rental Affordability Quality Management Information, 2023.
22. OECD Housing Affordability Database.

Treveth's resident screening process ensures affordability of rents to incoming residents against their household income. Our visits indicated that rents are perceived as mostly affordable – although in some cases they have become more of a challenge in the current inflationary environment. The retired couple we spoke to at Heathlands View in Bodmin suggested that although their financial situation was now more 'challenging,' they were still managing to make ends meet and pay rent. The monthly rent for their two-bedroom open-market home is currently £724, which includes a service charge of £19.17.

Treveth actively manages its portfolio to ensure that affordability issues are responded to, with significant effort to avoid evictions. This includes the case of another Bodmin resident whose circumstances changed when they became a carer for their child and could no longer afford the rent. Treveth has provided support with no plans to evict the tenant. It also works with Nos-Da Kernow[23] to provide help with benefits for any tenants in arrears. To date, no one has been evicted from their home due to affordability challenges.

Treveth also aims to ensure the affordability of the homes it sells to local households. 91% (20/22) of homes sold to date are less than the median house price in the area. 68% are less than the lower quartile house price and 18% are less than the lowest ten percent. Only two (9%) are more expensive than the median. In general, they are more affordable than the average house.[24]

1.6 / By delivering well-designed homes in places local people want to live

Treveth's design guide – established in consultation with several third-party organisations – aims to enhance the quality of housing delivery in Cornwall at prices affordable to local people. It covers criteria for placemaking as well as detailed home criteria and incorporates passive design principles.

Both the new schemes we visited were well connected to public transport, amenities and healthcare facilities and designed to a high standard. Residents we spoke to were happy with their homes and wider neighbourhoods. We heard disability adaptations had been carried out in one home on the Tolvaddon scheme, enabling a resident to live independently for the first time, supported by carers. Treveth suggests that this exceeds statutory requirements for the provision of accessible and adaptable homes, as well as providing wheelchair accessible housing aligned with the need in the locality.

Treveth closely monitors the quality of its schemes on completion and holds contractors to account for ensuring any required repairs are dealt with rapidly. All schemes achieved the target of 20 defects or fewer.

23. Cornwall Council, Nos Da Kernow, 2022
24. Office for National Statistics, 'House price statistics for small areas in England and Wales Statistical bulletins,' 2023.

Impact Objective 2: Practice good stewardship as a responsible landlord

2.1 / By providing residents with secure, long-term tenancies

Treveth offers three-year tenancies with options for extension as standard.

While such security of tenure is hoped to become the norm with the implementation of the Renters (Reform) Bill,[25] in the interim Treveth is going above and beyond the legal minimum standard. The tenant selection process for open-market residents prioritises those that want to stay longer term and agents try to curate a diverse mix of residents at each location to facilitate community building and stability.

One resident in the Bodmin scheme captured the impact this had on their wellbeing, expressing their strong desire to continue living in the home in the long term due to the stability they had enjoyed thus far.

2.2 / By delivering exceptional property management services

Treveth's Estate Management team works with agents to oversee their open market rent homes (constituting 65% of the managed portfolio). Cornwall Council is responsible for affordable and shared ownership homes (making up the remaining 35%). Going forward, all affordable tenure homes will be overseen by Perran.

According to Treveth's latest survey, on average private residents are satisfied with the overall property management service provided, with an average satisfaction rate of 83% (see Table 1). This exceeds the sector benchmark for overall satisfaction with Registered Providers, which stands at 79% but is below Treveth's internal target of 90%.[26] Residents were also more satisfied than average with the overall condition of the estate and the complaints process – although slightly less than average satisfaction with the repairs service.

We recommend Treveth aligns its tenant satisfaction targets – particularly for the affordable portion of its portfolio – with the emerging sector benchmarks for the Regulator of Social Housing (RSH's) Tenant Satisfaction Measures. This should give a better sense of how it is performing in relation to the wider market.

Table 1: Open market rental resident satisfaction with property and estate management services

Metric	Combined average*	Housemark Benchmark**	Agent target vs actual combined average result***	
% satisfaction with letting process	100%	–	**95%**	(+5%)
% satisfaction with property inspection service	79%	–	**90%**	(-11%)
% satisfaction with repair service	78%	**83%**	**90%**	(-12%)
% satisfaction with neighbourhood as a place to live	81%	–	**90%**	(-9%)
% satisfaction with overall service provided	83%	**79%**	**90%**	(-7%)
% satisfaction with condition of estate	87%	**68%**	**95%**	(-8%)
% satisfaction with site management company	84%	–	**90%**	(-6%)
% satisfaction with complaints process	86%	**56%**	**90%**	(-4%)

*Average survey result across all three operational schemes.
**Initial benchmarks provided by Housemark relating to Tenant Satisfaction Measures (Housemark, 'Tenant Satisfaction Measures', 2023)
***Target for Treveth's partner housing agents compared to current difference between combined average score.

We heard that currently Treveth does not provide flooring and white goods for all its new affordable homes by default. While this is in line with policy for the delivery of affordable homes, it does not align with emerging best practice given this can place a large financial burden on vulnerable residents when they occupy their new homes. However, Treveth is exploring commercial partnerships and arrangements to address this, and we recommend going forwards that this provision be in place by default.

25. UK Parliament, 'Renters (Reform) Bill' 2023.
26. Housemark, 'Tenant Satisfaction Measures,' 2023. Note the Housemark benchmark relates to affordable tenure homes managed by registered providers. No equivalent benchmark is available for open market rental homes.

Impact Goal 2: Creation of a More Dynamic, Sustainable, Resilient, and Investable Local Economy

Treveth aims to support economic growth in Cornwall through increasing provision of quality workspace for local businesses, unlocking and delivering large-scale strategic regeneration projects, and managing its pipeline responsibly to support local SMEs and create a more robust local development market.

Cornwall's Economy

Cornwall is home to almost 244,000 working residents and 25,000 businesses. Despite low unemployment rates (4.4% compared to 5.1% nationally) and economic activity rates comparable to the national figure (78.5% compared to 79.2%) the economy is reliant on less productive sectors with seasonal, less secure and often lower paying jobs – in particular in Accommodation and food service activities and Retail. It has been recognised that to help improve the conditions for Cornish people the economy needs to be strengthened through supporting the expansion of existing businesses and to encourage the growth of new sectors, particularly where this provides full time jobs and, wherever possible, leads to a rise in the average wage in Cornwall.

Supporting growth and business diversification

Of the 25,000 businesses in Cornwall only **1.5%** have 50 employees or more compared 2% nationally

Less secure and often lower paid sectors such as Agriculture, Construction, Retail and Accommodation and food services account for **54%** of private sector businesses (39% nationally)

Whereas higher growth higher value sectors such as Information Technology and Professional and Scientific Services account for **13%** of businesses (23% nationally)

Employment

61% of jobs in Cornwall are full-time, compared to 68% nationally

16.6% of the workforce are self-employed, compared to 12.5% nationally

49% of self-employed people earn less than the minimum wage[27]

Earnings

Median annual earnings in Cornwall **£29,177** (88% of the national median £33,208)

From less than in St Ives, to over **90%** in St Austell and Newquay

In 2021, **26.5%** of jobs in Cornwall earned less than the real living wage, compared to 17.1% across the United Kingdom

27. University of Exeter, Social Mobility in the South West – Levelling up through education, April 2022.

Productivity and Prosperity

As of March 2023, productivity (Gross Value Added – GVA) per job was £41,644, **71%** of the UK average

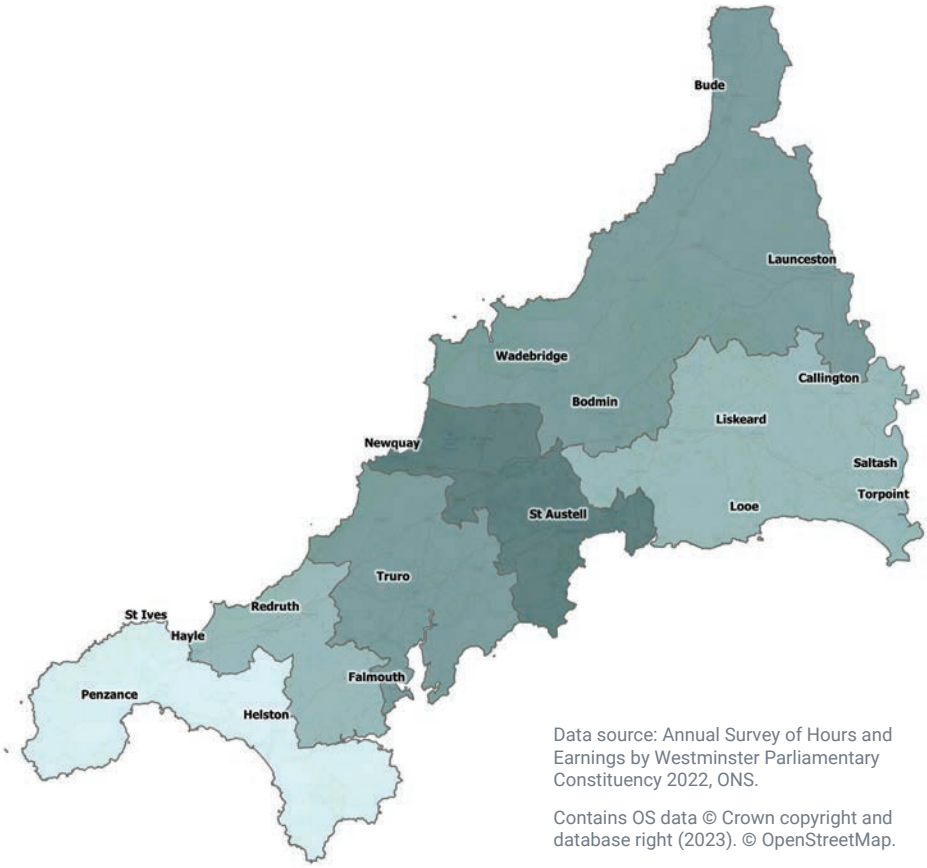
Ranging from below **64%** along the northern coast (St Agnes and Perranporth through to Newquay and St Columb).

To Launceston, the only area above the national average, at **102%**

GVA per capita, a measure of relative prosperity in an area, is £20,305, **67%** of the national average– the **second lowest** of all areas in the Southwest along with productivity

Median Weekly Earnings
% of National Median

- < 80.0%
- 80.0% – 83.3%
- 83.4% – 86.7%
- 86.8% – 90%
- > 90.0%



Data source: Annual Survey of Hours and Earnings by Westminster Parliamentary Constituency 2022, ONS.

Contains OS data © Crown copyright and database right (2023). © OpenStreetMap.

In 2010, Cornwall Council through its Local Strategy and Business Plan identified the need to not only create more jobs but for those jobs to be better paid and full-time

It aims to create **38,000** new jobs by 2030

An additional **4.5m sq ft** of employment floorspace is required

Priority sectors include aerospace; marine-tech; agri-tech; e-health; renewable energy; technologies; earth sciences; creative and cultural industries; health; tourism; marine; and food and drink production

Treveth Response

As a place-based impact investor, Treveth seeks to provide the high-quality workspace needed to encourage growth of Cornish businesses as well as attracting new businesses into Cornwall.

Treveth Performance Against Impact Objectives

Impact objective	Metrics	Result*	Target
3. Build a dynamic and resilient local economy capable of generating good employment and business	# commercial units managed (broken down by new/ maintained/ upgraded)	36 (all maintained)	TBD***
	Sq ft employment floorspace delivered	77,782 sq ft employment floorspace (£0.2k / year income)	54k sq ft / year (to reach profit ambition of £0.5m per year)
	Distribution of sectors accessing commercial space (Industrial / distribution / office / retail)	Industrial and Distribution – 100%	Industrial – 30-40% Distribution – 30-40% Office – 10-20% Retail – 10-20%
	# jobs supported by Treveth tenants (% local)	69 jobs (100% local)	TBD*** (100% local)
4. To practice good stewardship as a responsible developer and landlord	Achieve BCorp status	On track	Target: Q2 2023
	KPIs related to local employment, training and procurement resulting from Treveth developments to be reported from 2023/24		
5. To make Cornwall investment ready	# schemes enabled by Treveth receiving private capital investment (by scheme size, use, and type of disposal / investment)	n/a	TBD***
	£ private capital mobilised (by asset type)	£0	TBD***
	# strategic partnerships/tenants, e.g., local universities, hospitals	6**	TBD***

*Achieved between Treveth's inception in 2019 and 31 March 2023; ** Pydar – New building for Falmouth University and student accommodation, Bodmin Phase 2 (Park Lanneves) – accommodation for local NHS staff at adjacent Bodmin Hospital, Langarth – links with local Football club and Rugby Club for new pitches, Coinagehall Street, Penzance – link with Jubilee Pool CIC, Tolgus, Redruth – CC HRA (Council Housing).

Impact Objective 3: Deliver fit-for-purpose commercial space for local businesses and workers, and curate mixed use strategic sites that support a thriving local economy

3.1 / By providing space where local businesses can grow, and local people can work

To date, Treveth has acquired 77.8k sq ft of commercial space, providing space for 36 businesses in the industrial and distribution sectors which employ 69 residents. As existing assets, these acquisitions do not increase the overall supply of commercial space in Cornwall. However, Treveth is expanding some of the sites and aims to add value through refurbishing and retrofitting where required and providing exceptional landlord services to tenants.

3.2 / By ensuring provision of commercial space meets local needs

1. Normandy Way, Bodmin
Industrial site acquired from Cornwall Council

Number of Units	8
Floorspace (sqm)	3,801
Jobs on Site	20

Local Conditions:

Indicator	Value
GVA per Job (Indexed National = 100)	83
Weekly Workplace Earnings (£)	480.3
Jobs Below Living Wage Rates (%)	14.9
Full-time Employment (%)	72

2. Paardeberg Road, Bodmin
Industrial site acquired from Cornwall Council

Number of Units	12
Floorspace (sqm)	1,357
Jobs on Site	27

Local Conditions:

Indicator	Value
GVA per Job (Indexed National = 100)	83
Weekly Workplace Earnings (£)	480.3
Jobs Below Living Wage Rates (%)	14.9
Full-time Employment (%)	72

3. Tresidder Close, Falmouth
Industrial site acquired from Cornwall Council

Number of Units	6
Floorspace (sqm)	871
Jobs on Site	9

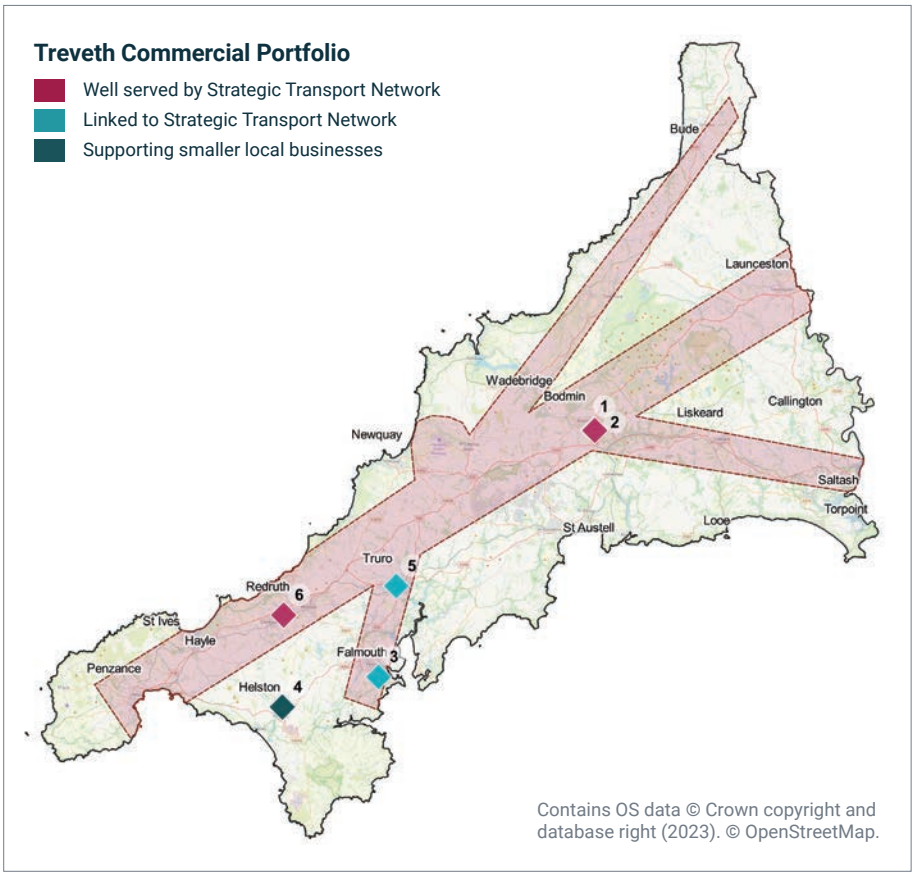
Local Conditions:

Indicator	Value
GVA per Job (Indexed National = 100)	71
Weekly Workplace Earnings (£)	476.5
Jobs Below Living Wage Rates (%)	10
Full-time Employment (%)	84

Key: Higher need relative to Cornish average

Local Conditions

Indicator	Cornwall	National
GVA per Job (Indexed National = 100)	68	100
Weekly Workplace Earnings	472.2	536.6
Jobs Below Living Wage Rates	12.8	12.5
Full-time Employment (%)	61	68



4. Water Ma Trout, Helston

Industrial site acquired from Cornwall Council

Number of Units	8
Floorspace (sqm)	500
Jobs on Site	9

Local Conditions:

Indicator	Value
GVA per Job (Indexed National = 100)	76
Weekly Workplace Earnings (£)	427.3
Jobs Below Living Wage Rates (%)	–
Full-time Employment (%)	71

5. Station Hall, Truro

Retail site acquired from private owner

Number of Units	1
Floorspace (sqm)	–
Jobs on Site	4

Local Conditions:

Indicator	Value
GVA per Job (Indexed National = 100)	83
Weekly Workplace Earnings (£)	476.5
Jobs Below Living Wage Rates (%)	10
Full-time Employment (%)	60

6. Dudnance Lane, Pool

Complete refurbishment of industrial site acquired from Cornwall Council

Number of Units	1
Floorspace (sqm)	697
Jobs on Site	–

Local Conditions:

Indicator	Value
GVA per Job (Indexed National = 100)	85
Weekly Workplace Earnings (£)	454
Jobs Below Living Wage Rates (%)	–
Full-time Employment (%)	67

Key: Higher need relative to Cornish average

- Half of the six sites (81% of floorspace) are in locations that are well served by the strategic transport network, important for accommodating larger businesses which need industrial and distribution premises to meet regional/national demands.
- Two sites (12% of floorspace) are linked the strategic transport network and are likely to attract a mix of commercial development including office, retail and industrial to support local demand.
- One site is in a location supporting small scale commercial development important for meeting the needs of smaller local businesses.
- It will be important for Treveth to deliver in a way capable of addressing the priorities of Cornwall Council. For example, to address 'a decent income' we would recommend Treveth to encourage tenants not currently doing so to pay employees at least a Real Living Wage, and for all new commercial development to be supplied with gigabit capable broadband.

3.3 / By ensuring the schemes are good quality and sustainable, including repurposing / retrofitting where needed

35 out of 36 commercial units are legacy units inherited from Cornwall Council which are low quality and require major works to refurbish them to a higher standard. However, the prevailing macroeconomic conditions and the costs associated with renovating the units present a challenge. Nonetheless, Treveth is progressing in the complete refurbishment of its Dudnance scheme.

We visited Normandy Way in Bodmin which comprises eight commercial units, providing space for five businesses including industrial businesses such as MOT centres and car repair shops.[28] Treveth plans to develop more units on the site and has arranged a condition survey for a poor quality, previously abandoned unit.

Results from Treveth's commercial survey support the above view that significant improvements are required to raise the overall standard of the properties, as well as the roads and landscaping in their vicinity. Property satisfaction, on average, stands at 7.3 out of 10, while satisfaction with the external areas around the businesses averages at 3.8. Notably, of the respondents (five out of six) who identified the need for repairs, only two reported that their maintenance requests were handled promptly. These issues encompass concerns such as leaking roofs, drainage problems, and subpar road quality in the vicinity of the businesses.

However, satisfaction with estate management ranks higher with an average rating of 8.6. Notably, a tenant in Helston commended the maintenance team for their "great attention to detail." Another tenant commented, 'I am happy in my little unit, but the roof and drains are a constant concern.'

Treveth's EPC breakdown of its commercial units further highlights the need for improvement in quality. None of its schemes currently meet EPC A or B ratings. 40% of its units are rated above D, with 52% falling into the E category, while the remainder 6% are rated F or G. Treveth must upgrade the remaining 6% of its units to at least an E rating to align with government standards.[29] According to current government plans, all units will be required to achieve a minimum rating of C by 2027 and B by 2030. Treveth is on track to achieve government targets.

3.4 / By managing the regeneration of strategic sites, curating mixed use developments to support a thriving local economy

Treveth currently leads two key strategic projects which aim to deliver town centre regeneration in and around Truro, Cornwall's County town, sole city and centre for administration, leisure and retail trading. These sites have the benefit of spreading the risk of development and investment across a range of tenures whilst improving both the residential and amenity offers for each location.

Pydar, Truro

Pydar is a proposed mixed-use development in Truro. If approved, construction for its first phase is set to commence in 2024 and complete within eight years. Treveth is the Development Manager leading the delivery for the project.

It will provide 300+ homes (35% affordable) designed to be multi-generational, accommodating 400 students as well as those looking to downsize. It will also provide space for cafes, restaurants, nature trails, a hotel, and various leisure, hospitality, and cultural facilities.

Additionally, it includes a partnership with Falmouth University to establish 'The Hive,' a digitally focused, innovative learning and living environment with the aim of generating new jobs in high-growth, high-value businesses with the potential to the broader economy.

28. Two of the remaining three units are occupied by Cornwall Council, and one remains vacant.
29. UK Government, 'Non-domestic private rented property: minimum energy efficiency standard – landlord guidance,' 2023.

Langarth, Truro

Langarth Garden Village will be a flourishing, eco-friendly community on the outskirts of Truro, ensuring strong connections to central Truro. A new entity was created to act as the Master Developer for the scheme's long-term delivery. Treveth was appointed as the operational lead and to coordinate the programme.

The Langarth site was previously fragmented, with various parcels under private ownership, until they were consolidated into a unified plan that aligns with Cornwall Council's sustainability and affordable housing goals.

With the support of £47.5 million in government funding through the Garden Communities program, Langarth aims to transform into a vibrant, well-connected, sustainable, and carefully designed community, accommodating between 8,000 and 10,000 Cornish residents. It will feature a diverse range of housing tenures, sizes, and types to cater to various local needs. The development will incorporate two new schools, healthcare facilities, cultural and faith institutions, recreational amenities, and community spaces, complemented by innovative and adaptable workspaces. It will integrate open and pedestrian-friendly green spaces adorned with trees, walking, and cycling paths.

Impact Objective 4: Practice good stewardship as a responsible developer and landlord

4.1 / By providing commercial tenants with stable, long-term tenancies

Current tenant businesses in Treveth's commercial schemes are paying below market rent as they are renting lower quality units that require refurbishment. Treveth wants to improve its stock, but this improvement will be reflected in the rents charged to the small industrial and distribution businesses in its units. To manage this conflict, Treveth is taking a strategic approach to pacing its refurbishments and rent increases, accounting for tenant affordability, while ensuring its retrofit programme adheres to government policy and targets on EPC upgrades. We recommend a whole-organisation approach to retrofit and carbon reduction, based on where Treveth's investment are most efficient and effective.

4.2 / By delivering exceptional property management services

The six commercial tenants who responded to the survey expressed a high level of satisfaction with Treveth as their landlord, giving an average rating of 9.3. Additionally, tenants seem to be generally content with Treveth's management of the transition of scheme ownership from Cornwall Council to Treveth, with an average rating of 9.5 for this question. One tenant at Treveth's commercial scheme in Bodmin commented that Treveth acquiring the units had resulted in a 'big improvement.'

However, it's worth noting that there are still some outstanding repairs, and the number of respondents is limited representing under 20% tenants.

4.3 / By driving local benefits through supply chain management and procurement activity and ensuring site safety

Treveth is responding strategically to the challenging local development market, which has seen inflationary pressures, supply chain disruption and the collapse of key local contractors. Rather than contracting to a limited number of large contractors, it is now parcelling up works into smaller packages and splitting enabling works / infrastructure for house building to make these more suitable for the smaller local tier 2 and 3 contractors. Working with these local SME contractors and suppliers will minimise risk and help strengthen and grow the local construction market. Its ability to do this successfully will mitigate its local development risk. Where Treveth is delivering significant mixed-use sites, such as Pydar, there are strategic aspirations for local economic development, encompassing job creation and training opportunities. Nevertheless, Treveth presently lacks a central Supply Chain Charter or Procurement Policy to ensure it maximises local social impact creation across its portfolio. We recommend that one should be developed and implemented. This should build on emerging partnerships with local educational institutions to harness the potential of apprenticeships and leverage gains through its supply chain. It could also seek to build on Cornwall Council's approach in this area.[30]

One of Treveth's construction contractors expressed admiration for Treveth's high development standards in terms of quality and sustainability. They commended the partnership and the approach and expressed a willingness to apply the high standards to other projects. They confirmed working with Treveth had allowed them to expand.

30. Cornwall Council, 'Responsible Procurement,' 2023.

Impact Objective 5: Attract inward investment

5.1 / By diversifying funding sources

Diversifying its funding is critical to Treveth's stability and growth, with reliance on a single funding source posing a significant risk to the successful delivery of projects and growth opportunities. Seeking inward investment could expedite the scaling of projects and potentially free up capital for other needs. A significant aspect of diversifying its funding requires Treveth to enhance its external profile with stakeholders.

Treveth has already achieved 'proof of concept' in attracting significant investment to one of its strategic projects from a major institutional investor. We believe Treveth's proposition and much of its portfolio will be of interest to other impact-aware investors. These partnerships should be explored further, including scoping investors with a potential local interest such as the Cornwall Pension Fund.

Treveth is also trialling several scalable environmental and strategic renewable energy related innovations that have the potential to catalyse inward investment following proof of concept. Treveth has taken a lead role in establishing an 'Energy Transition Group', with Cornwall Council and other partners including Celtic Sea Power. Alongside Cornwall Council's development of a Local Area Energy Plan, an investment strategy is to be developed to help secure vital grid upgrades and deliver on the Country's strategic opportunities for floating offshore wind, deep and shallow geothermal power, biomethane production and tech metals extraction.

5.2 / By becoming a BCorp and actively managing impact

As at March 2023, Treveth was on track to become a BCorp, and has become one since the year end.[31] The certification applies to all companies under the Treveth umbrella, including Perran Housing. It is attractive to impact-driven investors which increasingly consider ESG matters in their decision-making.[32]

Treveth has recently developed an impact measurement and management framework together with TGE, and this report provides its first (baseline) assessment of performance – together with environmental reports that provide a baseline position of its carbon performance.

Treveth has a comprehensive range of KPIs which it will report against to the Project Committee and Owners Board on a quarterly basis. To ensure Treveth embeds impact consideration into its investment cycle and acts transparently, we recommend it:

- Uses this baseline report to ensure all Key Performance Indicators (KPIs) and financial indicators have clear targets and annual milestones, as well as ranges and rationales for best/worse-case scenarios.[33] This will provide key stakeholders, including Cornwall Council, with reassurance that they have a 'grip' on Treveth's performance, while allowing for the inherent uncertainty faced by the business.
- Implements an impact screen / due diligence when considering potential new investments, to ensure schemes that do not deliver sufficient social or environmental benefit or that carry significant impact risk are screened out, and to support decision-makers to consistently compare the impact potential of different schemes.

31. Treveth became a BCorp in September 2023. 2023. B Corp Certification is a designation that a business is meeting high standards of verified performance, accountability, and transparency on factors from employee benefits and charitable giving to supply chain practices and input materials (B Lab, 'About B Corp Certification,' 2023).
32. Fisher, G. 'People, Planet and Profit: Why B Corps are attracting investor attention,' Seismic, 2022.
33. There is currently mixed practice around allocating targets/ milestones/ ranges to KPIs across the portfolio. Ranges are typically not applied across but could help ensure a 'no surprises' approach for Treveth's stakeholders if ambitious targets are not hit, as well as increased transparency around dependencies.

Impact Goal 3: Contribute towards carbon neutral Cornwall 2030

Treveth's dedication to decarbonisation and the enhancement of natural capital permeates all aspects of its operations. This commitment encompasses investments in environmental innovations that, with further scaling, have the potential to enhance the sustainability of both its own projects and the wider sector.

Cornwall's Net Zero Ambition

Cornwall's 2022 Climate Risk Assessment underlines the need for action now to reduce emissions and tackle climate risk.[34] It highlights key potential changes resulting from climate change for Cornwall, including:

- The highest potential sea level rises around the UK by the end of the century.
- The possibility of more high impact flooding in areas such as Boscastle and Coverack.
- Worsening weather extremes, such as storms, high wind speeds, heatwaves, and drought.
- Faster coastal erosion.

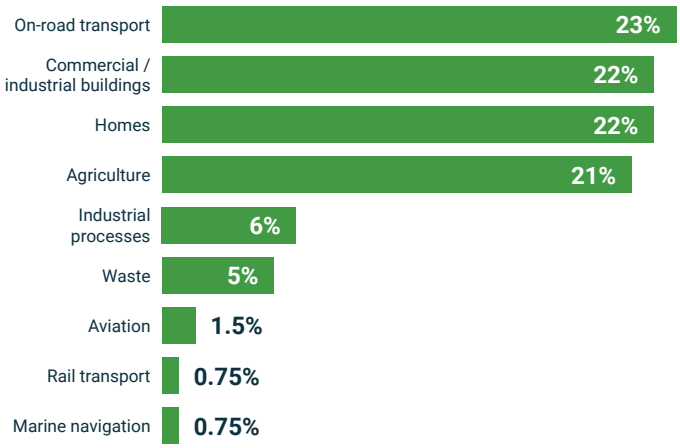
Climate change in Cornwall is also likely to put pressure on its wildlife and wild places, which are already in decline.[35]

In 2019, Cornwall Council declared a climate emergency and outlined an ambition to be the first net zero region in the UK (as endorsed by Government following the G7 conference), with the Council having initially targeted carbon neutrality by 2030, and net zero by 2050.

Cornwall's Environmental Growth Strategy (2020-2065)[36] cites the need to both decarbonise energy and grow nature on land and at sea to prevent ecological breakdown – aligned with Cornwall's Local Plan.

By 2030, 30% of Cornish land and sea should be well managed for nature, driven by the Cornwall Nature Recovery Strategy. Biodiversity Net Gain requirements have been fast-tracked in Cornwall. While at a national level the requirement for Biodiversity Net Gain to be at least 10% for schemes of over 10 homes by 2024, Cornwall has been implementing this requirement since 2020.[37]

A key factor in addressing the region's carbon challenges and becoming carbon neutral, will be addressing the region's core emissions by sector:[38]



In addition, a new Local Area Energy Plan is due in 2024 intended to decarbonise the region's energy system by reviewing how energy is used, supplied and managed.

34. Cornwall Council, 'Cornwall Climate Change Risk Assessment,' 2022.
35. Cornwall Wildlife Trust, 'State of Nature Cornwall 2020 Report,' 2020.
36. Cornwall Council, 'Environmental Growth Strategy,' 2022.
37. Department for Environment, Food & Rural Affairs, 'Environment Bill 2020,' 2020.
38. Local Area Energy Plan – https://letstalk.cornwall.gov.uk/laep.

Treveth Response

From its inception, Treveth has aligned with Cornwall Council's 2030 carbon neutral requirements. As national building regulations catch up – including Future Homes Standard coming in 2025 – Treveth is dedicated to staying at the forefront of best practice and building schemes with strong environmental standards.

Treveth performance against impact objective

Impact Objective	Metrics*	Result**	Target
6. Drive environmental excellence	Total GHG emissions, broken down by Scope 1, 2 and 3	1378.2 tCO2e Scope 1 (6%) Scope 2 (9%) Scope 3 (85%)	TBD

*Metrics relating to renewable power generation and biodiversity net gain will be reported in future years.
**Achieved between Treveth's inception in 2019 and 31 March 2023.

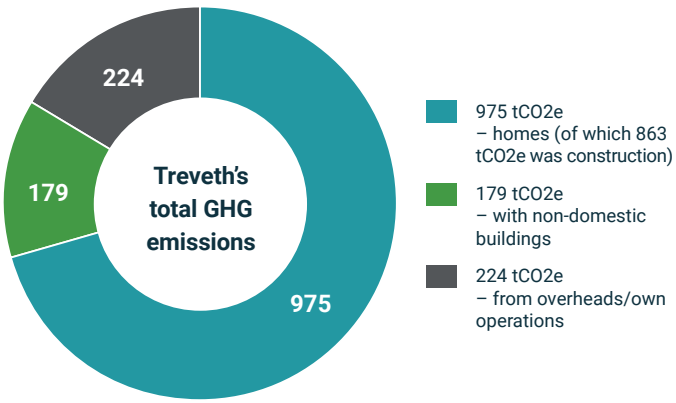
Impact Objective 6: Drive environmental excellence

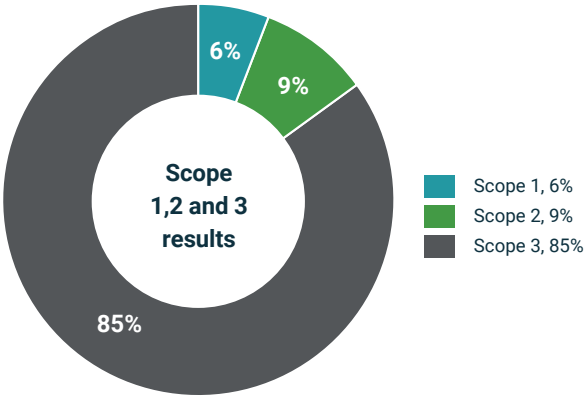
As noted above, currently Treveth's residential schemes are more environmentally friendly than its commercial ones. All its homes are rated as EPC B, indicating relatively high energy efficiency, with current homes in development planned to achieve EPC A rating where possible. In contrast, many of its operational commercial schemes, acquired from Cornwall Council, need substantial upgrades to meet these elevated environmental standards. Its mixed-use Strategic Projects are being designed with sustainability considerations at the forefront.

6.1 / By reducing Greenhouse gas emissions

Treveth commissioned a carbon inventory that provides a baseline position of its carbon emissions for 2022/23. This will be used to better understand key areas for decarbonisation focus and set performance targets across the company, in line with its carbon neutral ambitions.

Treveth's total GHG emissions as of 31 March 2023





The vast majority of Treveth's carbon production comes from the embodied carbon of new developments. Efforts to minimise carbon production have led to significant changes to how Treveth approaches development – for example maximising the use of timber in construction, which sequesters carbon; and changing its groundwork approach in Bodmin to minimise emissions.

It is accepted that Cornwall has inherent challenges in its ability to 'score' well on carbon emissions from a construction perspective due to the lack of local supply chain and inherent need to travel. However, Treveth is exploring environmental innovations – such as hemp production that can be used in the construction of efficient homes – to support local agricultural businesses and explore innovative ways to reduce carbon emissions. They are also looking to maximise strategic renewable energy opportunities through innovations, including a potential partnership for the delivery of private microgrids.

Treveth's long-term investment horizon motivates it to build homes that last, fully tested against climate scenarios. Since inception, no homes have been built with fossil fuel boilers – all have air source heat pumps as standard and are rated EPC B or better.

6.2 / By enhancing natural capital

Treveth aligns with Cornwall Council's commitment to deliver at least 10% biodiversity net gain in all new projects. This means that for each new site, it ensures that the natural environment is left in a better state than prior to development. This is achieved through a blend of creating biodiversity on-site and purchasing off-site biodiversity credits – although onsite (where all required biodiversity credits are achieved on the developed scheme itself) is preferred where viability permits. Treveth looks to local providers in Cornwall for offsite credits. Through regenerating a derelict brownfield site, Truro's Pydar scheme will see the opening up of the River Allen in Truro as well as biodiversity improvements to a local wet moor – in total achieving over 50% biodiversity net gain.

6.3 / By piloting and scaling up environmental innovations

District Heating at Langarth.

At Langarth, Treveth is developing an energy centre that will serve as a central hub for electrical power on the site. It will integrate both on-site and off-site renewable energy sources and will be directly connected to the grid, ensuring a secure power supply while allowing for the export of excess energy. In addition to alleviating constraints on the national grid, this system will enable Treveth to collaborate closely with the local hospital, providing additional electrical capacity to support their immediate projects and future expansion.

Treveth aims to employ heat pump technology, enhance insulation levels, and implement solar panels to power and heat homes, offices, and other structures at Langarth. Furthermore, electric vehicle charging points will be available for off plot parking and allocated spaces. Collectively, these initiatives will result in homes which are net-zero carbon ready in operation, and which are already designed to meet 2030 industry targets for whole life carbon. In addition, there will be affordable operating costs for residents, while generating income from surplus power sales to the grid. Treveth's overarching goal is for the energy centre to play a pivotal role in assisting Langarth and Cornwall Council in transitioning away from carbon dependence.

Case Study

Tolgus in Redruth demonstrates the direction of travel for Treveth's schemes.

Completion due: 2025

Composition: Residential - 185 homes, public realm including green space (see below)
Environmental Aims: Build to 2030 standards, assessed against RIBA 2030 targets.

Embodied Carbon: Initial assessment of dwelling types showed 636kgCO2/m2 – roughly a 36% reduction on standard industry building practice when considered across the site, and just short of the RIBA 2030 benchmark of 625kgCO2/m2.Timber frames and Cornish slate will be used in all homes.

Operational Carbon: All homes will be EPC A, have solar PV panels and air source heat pumps. They will use up to 73% less energy per year compared to an average 3-bedroom house in the UK.

Natural Capital: The site is on existing brownfield land. Phase 1 of Tolgus will provide a biodiversity net gain exceeding 10% on site, in line with Cornwall Council's ambitions. Existing hedgerows will be preserved where possible, streets will be tree-lined, and the scheme will include a community orchard and food-growing hub, as well as green infrastructure links through the development.

Deliver a financial return alongside social and environmental impact

Impact Objective 7: Deliver a financial return alongside social and environmental impact

Ultimately, Treveth aims to return profits to Cornwall Council for its use to support the needs of Cornish residents. In this early stage of the company's operation focus is on the consolidation of the business and building a strong pipeline, with a medium-term ambition to lever private sector investment.

Impact objective	Metrics	Result*	Target
7. Deliver a financial return alongside social and environmental impact	Total income generated (FY 2022/23 figure)	£1,698,000	£3,507,000
	Achieve a profit	n/a	Year 15 (from inception)
	Total profits returned to Cornwall Council	n/a	Year 22 (from inception)
	% increase in asset value	Residential – +10% Commercial – +43% (from last valuation 2021)	TBD
	Loan to Value (FY 2022/23 figure)	63.1%	None – for information
	Investment Yield (FY 2022/23 figure)	7.3%	None – for information
	Commercial		
	Net development profit	Too soon to assess	£0.5 million from 2023/24
	% Occupancy	99%*	100%
	Net return % (cumulative)	52%*	<60%
	% rent arrears/ bad debts of total rent due	4.2%*	3.5%
	Residential		
	Total number of void days per void	6 days*	14 days
	Profitability (development) - % build prices to sales completion price	NA**	<100%
	% tenants service notice	2%*	<5%

*Results averaged from 2022/23 quarterly figures provided in March 2023 Health Check.
** No completions during the last year so not calculated.

As noted elsewhere in this report, macroeconomic headwinds hit the local development market in the period to the end March 2023 with Treveth experiencing challenges with contractors. This slowed completions across its schemes and limited ability to generate income as planned through residential sales. All the 61 homes planned for 2022/23 are now under construction.

Treveth has continued to ensure that each of the new residential schemes it develops is financially viable, including covering operational costs (usually at 3%). This may, however, involve some compromise in terms of what is delivered. For example, targeting EPC B instead of A for some homes, or increasing sales to ensure scheme profitability. The residential schemes delivered to date are at full occupancy and profitable.

The commercial portfolio has been more challenging with tenants paying on average below market rents and profitability impacted in 2022/23 by a small number of bad debts requiring resolution and cost of repairs, which meant a dip in the net return percentage. However, following a complete refurbishment of Dudnance Lane in Redruth, there has been significant interest in the new unit at higher rent, demonstrating what is possible as the portfolio is upgraded.

Robust monitoring of Treveth's financial performance – complete with targets and milestones, as well as an overall understanding of profitability inclusive of operational costs – is imperative. The last five years have seen diverse emerging strategies as across the country Councils have sought to address the housing crisis locally. This includes a significant increase in Councils owning their own housing companies – from 58% in 2017 to 80% in 2021[41] Their primary objectives are largely uniform: addressing the shortage of housing in their respective areas and facilitating regeneration and local economic growth.

The surge in council-owned developer companies has yielded mixed results to date. While some have successfully delivered homes and are ramping up development (Populo Living in Newham and Be First in Barking and Dagenham) – demonstrating what is possible for these publicly backed companies – others have grappled with a range of financial and operational challenges. Several of these companies have since folded, including instances in Croydon,[42] Lambeth[43] and Exeter.[44]

Treveth aims to learn from this experience and ensure both itself and its RP, Perran, are well-managed and profitable businesses that deliver positive social and environmental benefit.

41. Morphet, J. and Clifford, B. 'Local authority Direct Provision of Housing: Third Research Report,' Bartlett School of Planning, UCL, 2021.
42. Inside Housing, 'Croydon appoints two board members to oversee wind-down of Brick by Brick,' 2022.
43. Inside Housing, 'Council to fold housing company back in-house after review slams 'very poor' delivery,' 2022.
44. Exeter Observer, 'Exeter City Living to be all-but wound up after £4.5 million losses with £10 million owed to council' 2023.

5 / Outcomes for People and the Environment

Table 2 categorises Treveth's outcomes using the Impact Management Project (IMP) dimensions of impact. This is a standardised approach to impact measurement in which impact is defined according to five core dimensions: What, Who, How Much, Contribution, and Risk. Risk is considered separately according to the Operating Principles for Impact Management's Nine Principles of Impact Risk.[45] It is important to note that Treveth's operation is still in its early stages, and achieving meaningful outcomes across the portfolio is an ongoing process. Nonetheless, our efforts have been concentrated on evaluating emerging outcomes through data analysis and interviews.

45. Operating Principle for Impact Management, 'The 9 Principles'.

Table 2: IMP Dimensions of Impact

IMP dimension		Outcomes for People and Place[46]					
		More homes for local people (more affordable to buy, rent and run)	Improved health and wellbeing of residents	Increased enterprise and employment opportunities, including better retention and attraction of businesses in Cornwall	Larger workforce (capacity, increased skills, retention of graduates)	Stronger and better quality local developer market	Enriched local biodiversity and environment, with overall carbon reduced
WHAT impact is Treveth having?		Treveth has added homes to Cornwall's housing supply that, in many cases, would not have otherwise existed. Despite the fact the Cornish housing crisis has worsened since the company's inception,[47] **this indicates the situation is less bad than if Treveth had not existed**.	Our interviews with residents and survey results indicate **residents are experiencing positive wellbeing benefits** because of living in a good quality home in a place they like and being given security of tenure.	Treveth's current portfolio of commercial sites comprises small industrial and distribution tenants for whom Treveth is **maintaining much-needed space for small, local businesses**. Its Strategic Sites show potential for significant outcomes in this area – through job creation, local economic growth, and the development of commercial sites.		Our interviews revealed **emerging evidence of Treveth's high quality and sustainability standards raising the bar** for its contractors beyond their Treveth sites. However, the wider market has experienced strong headwinds with local contractors folding.	Treveth is achieving **biodiversity net gain of 10%+** across its schemes, in line with Cornwall Council's ambitions. There are emerging examples of where it has **significantly reduced the embodied and operational carbon of its developments** above and beyond what other developers are likely to have done.
WHO is experiencing the impact?		Local Cornish people who can access secure, quality, sustainable homes at prices they can afford across the schemes delivered to date.		Local Cornish businesses and local people who work for them.		Local developers / contractors, supply chain.	Local residents and surrounding communities.
HOW MUCH impact is Treveth creating?	Scale	78 homes, with a strong pipeline indicating scale-up to the target of up to 250 homes per year.		36 businesses, employing a total of 69 people.		Too soon to tell.	The local environment.
	Depth	**Resident example:** The Bodmin scheme has provided much-needed accommodation for a nurse undergoing training at the nearby hospital, who was struggling to find an appropriate home to live in while completing her training.	**Resident example:** A Retired couple in Bodmin told us that they moved into their Treveth rental home in 2019 after being on the 'brink of homelessness', living in a motorhome after being forced to sell their bungalow. They are content in their residence and want to stay long term.	A small number of tenants that spoke to or who responded to Treveth's tenant survey are currently interested in or able to expand their businesses. For example, out of the six survey respondents, four stated that they had no plans to grow in the next 12 months, while only one expressed the intention to do so.		Too soon to tell.	–
	Duration	Long term tenancies (3+ years).		Average tenancy length of 6.25 years.		Long term.	Long term.
What is Treveth's CONTRIBUTION to what would likely happen anyway?		**Significant role** in driving supply that is likely to not have come through the private market. However, less control over the wider Cornwall housing market (rapidly expanding waiting lists, etc.)	**Highly significant role** in influencing the wellbeing of its residents through its role as developer and landlord of their homes.	Currently **minor**, with potential for significant contribution upon successful completion of pipeline projects. As of March 2023, Treveth is only maintaining existing commercial sites, and refurbishments carried out to date have been relatively minor.		Too soon to tell.	**Significant role** in ensuring high quality and sustainability within its residential projects, with plans to increase the quality of existing Council assets.

46. Includes environmental considerations.
47. Cornwall Council's housing waiting list grew from 9,000 to 21,000 between 2020 and 2022 (Cornwall Live, 'Cornwall Council Homechoice housing waiting list has more than doubled in two years', 2022). Further, ONS figures show that monthly rent per property paid by tenants across 8,070 homes in Cornwall increased from £715 in 2022 to £750 in 2023, an increase of 4.9% (Cornish Times, 'Average rent in Cornwall rose during coronavirus pandemic', 2023).

Impact Risk: What is the risk that intended outcomes do not occur as planned?

Impact risk category	Definition	Likelihood	Severity	Description
External risk	The probability that external factors disrupt the organisation's ability to deliver on time and at cost	High	High	Treveth faces a range of challenges externally, including a challenging labour market in Cornwall, availability of land, and limited contractor market. This is exampled by one of its contractors shutting down while in the middle of the project, delaying development while Treveth was forced to find an organisation to replace them. Treveth has adapted its delivery model to meet the local appetite for scale of scheme. Working to strengthen the supply base and demonstrate the value of engagement with Treveth is an on-going area of work. Furthermore, prevailing macroeconomic conditions are constraining Treveth's ability to maintain its high standards. The inflationary environment necessitates compromises in sustainability to ensure the viability of projects and meet delivery targets. The UK construction market has been under strain generally, which is anticipated to continue to disrupt the sector. This may impact delivery and the return Treveth can achieve.
Execution risk	The probability that the activities are not delivered as planned and do not result in the desired outcomes	Medium	High	Treveth is a small, new organisation trying to deliver significant numbers of housing, commercial and regeneration schemes while driving best practice in terms of quality, sustainability, and affordability in what is a challenging local development market and macroeconomic environment. There is a risk that in trying to achieve its ambitions, it spreads itself too thin and is therefore unable to deliver pipeline projects as planned. To mitigate this, it is proactively consolidating its business and developing robust monitoring practices. The current pipeline still has a relatively high reliance on Council owned sites. There is a risk that this does not provide a diverse pipeline. Treveth could be impacted by a change of approach or policy within Cornwall Council. In addition, experience of the time required to allow Treveth to acquire Council-owned land requires Treveth to build in a longer time to acquire these than for non-Council land. Expanding the open market presence and external understanding of Treveth is a natural follow-on strategy from the above comments.

6 / Conclusion

Strengths

- Since 2019, Treveth has aquired 78 new homes for Cornish residents by purchasing these from Cornwall Council. Over 1,400 more are in the pipeline through land purchase and development. To date, the homes have been high quality, in areas of high local housing need, and well managed, leading to high resident satisfaction. Further, they have been built on challenging sites so may not have been built without Treveth's intervention.

- Treveth's strategic projects show potential to drive regeneration in Cornish towns and cities. Each project is underpinned by strong placemaking principles and considers environmental best practice and social value creation.

- Through schemes such as Tolgus in Redruth, Treveth demonstrates the feasibility of delivering net zero carbon ready, sustainable and affordable homes for local people.

Recommendations

- Treveth should use its recent carbon footprint baseline to take a strategic whole organisational approach to prioritising its retrofit plans – in line with incoming government legislation and where its investment in efficiencies/ carbon reductions achieves most value for money.

- Treveth's establishment of Perran Housing LLP (Perran) – the Registered Provider (RP) that will oversee its portfolio of affordable homes – provides an opportunity to expand its high quality private rental landlord services to its Affordable residents. We recommend it develops a robust rent-setting policy that goes above minimum standards for RPs where financially viable, and reviews its tenant satisfaction KPI targets in line with the emerging Housemark Tenant Satisfaction Measure sector benchmarks.[48]

- Treveth could maximise social impact creation and advance its environmental ambitions throughout its development supply chain by introducing a Procurement / Supply Chain Charter aligned with the Social Value Model.[49] This could include partnering with Cornwall Council and local educational establishments.

- We recommend Treveth develop a centralised strategy to outline how it will ensure quality community engagement underpins its development plans.

48. Housemark: First look at sector performance on the Tenant Satisfaction Measures (2023).
49. Social Value Portal – Approach outlines the core themes and ambitions a Treveth Procurement/ Supply Chain Charter could align with.

7 / Appendix

Appendix 1: Data Sources

Data source / evidence	Overview	Evidence risk	Limitation
Portfolio data	Portfolio data provided to TGE by Treveth. This included unit level info for all operational residential and commercial assets in the portfolio, such as address, tenure type, rent charges, square footage, EPC ratings, etc.	Low	Reliant on accuracy of information provided by Treveth.
Documents provided by Treveth	Range of documents provided to TGE by Treveth, including: – FY23-27 4-year Business Plan – March 2023 Financial Health Check Report – Housing Design Guide – September 2022 Survey Results – Local lettings plan criteria – GHG data – 2023 Annual Shareholder Report.	Low	Reliant on accuracy of information provided by Treveth.
Treveth Business Plan FY23-27	Business plan document provided to TGE by Treveth.	Low	Reliant on accuracy of information provided by Treveth.
Site visits to selected residential and commercial schemes	Site visits carried out by TGE to selected Treveth schemes, both commercial and residential. On these visits, TGE aims to speak to support staff and tenants to understand the real-world impact these homes and commercial sites are having for Cornish people and businesses.	Medium	Once at a scheme, TGE can develop a reasonable idea of the quality of the site, although it is a snapshot rather than an in-depth understanding of the impact delivered. While we were able to see several operational and schemes in construction, we were only able to thoroughly visit one operational and one construction scheme in detail (both in Bodmin).
Interview with contractor company	Interview with one contractor company to understand their relationship with Treveth and how the work has impacted the company.	Medium	TGE was only able to speak to one contractor company.
Qualitative interviews with residents in Treveth homes	Interviews with residents, living in Treveth homes conducted by TGE face to face. Interviews were organised by Treveth with residents willing to be interviewed.	Medium	TGE was only able to speak to one resident. This interview was organised by Treveth based on resident availability and alignment with site visit location. The interviewed resident received a voucher for their time.
Affordability calculations for private rental homes	TGE performed affordability calculations based on the cost of rent information provided in the portfolio data for Treveth's private rental homes. The affordability calculator is based on the percentage of households which could afford to live in a property without being overburdened by rent (less than 35% of net household income goes towards rent payments). It uses government data on income by local authority, which is equivalised to bring it to the household level.	Medium	The calculation produces an estimate of the proportion of local households that could afford to live in the properties. It is underpinned by ONS data on household incomes for the area and an assumption of what is affordable and interest rates. For Cornwall, we used data at the unitary authority level as other data is unavailable or too incomplete. This may make the calculations less accurate.

Appendix 2: Baseline Appendix

Baseline analysis of relevant socio-economic data to profile the current conditions in the local area of each development relative to both Cornwall and the National context. These indicators will be tracked over time and to help determine the extent to which Treveth's projects are contributing to place-based change.

Residential Portfolio

Name of Site	Stage	Size (Number of Homes)	Affordable Homes (%)	House Price to Earnings Ratio Sep 2022 (by LSOA)	Households on the Housing Waiting List (%) (by Parish)	% of Local Plan Home Build Trajectory Completed (by CNA)
Tregover, Newquay	Occupied	28	0	11.6	8.1	112.2
The Coppers, Tolvaddon	Occupied	18	0	6.3	7.9	103.5
Heathlands View, Bodmin	Occupied	32	0	8.3	11.2	68.6
Maudlins Farm, Liskeard	In Construction	46	24	7.3	9.7	117.8
St Lawrence Phase 2, Bodmin	In Construction	100	30	8.3	11.2	68.6
Tolgus Phase 1, Redruth	In Construction	150	25	9.7	9.1	103.5
Trevithick Farm Phase 1, Newquay	In Construction	96	30	10.9	8.1	112.2
Coinagehall Street, Penzance	Opportunity	34	29	11.1	9.0	75.7
Pydar Street, Truro	Opportunity	320	35	7.7	8.0	94.2
Gwel An Derow, Launceston	Opportunity	140	30	5.8	9.1	86.4
Bedowan Meadow, Newquay	Opportunity	50	34	14.1	8.1	112.2
Old County Hall, Truro	Opportunity	50	24	10.8	8.0	94.2
Connor Downs, Hayle	Opportunity	40	50	10.5	7.1	96.1
North Hill, Blackwater	Opportunity	32	50	8.6	5.9	230.8
Tolvaddon 2, Redruth	Opportunity	12	25	6.3	7.9	103.5
Penwinnick, St Austell	Opportunity	100	34	4.8	9.5	120.6
Langarth GV, Truro	Opportunity	250	26	9.9	9.3	94.2
Cornwall				9.6	7.4	101.8
England				8.3	5.2	–

Key: Higher need relative to Cornish average

Commercial Portfolio

Name of Site	Number of Units	Jobs on Site	Productivity – GVA per Job (% of National Average)	Prosperity - GVA per Capita (% of National Average)	Median Weekly Workplace Earnings (£)	Jobs Below Living Wage (%)	Full-time Employees (%)	Number of Employee Jobs	Number of Businesses	Micro Businesses: 0-9 Employees (%)	Small Businesses: 10-49 Employees (%)	Medium / Large Businesses: 50 or more Employees (%)
Normandy Way, Bodmin	8	20	83.3	82.7	480.3	14.9	72.2	2,250	315	82.5	15.9	1.6
Paardeberg Road, Bodmin	12	27	83.3	82.7	480.3	14.9	72.2	2,250	315	82.5	15.9	1.6
Tresidder Close, Falmouth	6	9	70.9	56.1	476.5	10.0	84.4	1,125	265	86.8	11.3	0.0
Water Ma Trout, Helston	8	9	76.5	45.6	427.3	–	71.1	1,125	385	84.4	13.0	1.3
Station Hill, Truro	1	4	82.9	143.2	476.5	10.0	60.0	2,500	685	78.8	17.5	3.6
Dudnance Lane, Pool	1	0	85.1	58.9	454.0	–	66.7	3,750	340	80.9	14.7	2.9
Cornwall			67.6	62.5	472.2	12.8	60.7	227,500	25,350	88.5	10.0	1.5
England			100.0	100.0	536.6	12.5	68.5	26600,500	2370,125	89.2	8.8	2.0

Key: Higher need relative to Cornish average

Notes

Notes

THE
GOOD
ECONOMY

CONTACT

4 Miles's Buildings, Bath BA1 2QS
WeWork, Moor Place 1 Fore St Ave, London EC2Y 9DT

+44 (0) 1225 331 382
info@thegoodeconomy.co.uk

thegoodeconomy.co.uk

The Good Economy is a leading, independent impact firm. We offer research, advisory, IMM and reporting services as well as assurance and verification to organisations interested in sustainable outcomes.

A Good Economy works for everyone