
RE: *EXTERNAL:RE: Tars Farm, Barnham - Deed of Variation - Heads of Terms

From Ballam, Rachel <[REDACTED]>

Date Wed 19/11/2025 12:48

To Neil Crowther <Neil.Crowther@arun.gov.uk>

Cc Michael Tucker <[REDACTED]>; Rosewarne, Philip <[REDACTED]>

Good afternoon Neil and Michael,

Will the Council be willing to agree to 12 months from the date of the second tender response?

The issue with 12 months post-signing of the DoV as a trigger is that there is no statutory timescale for completing the Agreement, and legal Agreements often take considerable time to proceed to engrossment, even where all parties agree in principal. This could delay the re-tender by a significant, and undefined, period of time, risking homes left empty whilst we await the 12 months to elapse.

By contrast, 12 months from the tender date offers a fixed time period which does not depend on the haste of legal proceedings and will thus ensure no delays in being able to deliver affordable homes, be they discount market or presently the approved tenure.

Kind regards,



Rachel Ballam

She/Her

Planner

BDW Southampton



BDW Southampton | Tollbar House | Tollbar Way
Hedge End | Southampton SO30 2UH

From: Neil Crowther <Neil.Crowther@arun.gov.uk>

Sent: 11 November 2025 16:20

To: Ballam, Rachel >

Cc: Michael Tucker <>

Subject: *EXTERNAL:RE: Tars Farm, Barnham - Deed of Variation - Heads of Terms

Rachel,

In-principle the terms cover what we agreed aside from the issue of the 12 months minimum period to re-tender the apartments being substituted for 6 months. We would like a minimum of 12 months from the date of the DoV.

With the £39 Billion that is coming forward from Government for Affordable Housing likely to take a while to filter through and which will not be until first quarter 2026 at the earliest, our view is that this should remain at 12 months to give the best chance of securing a Registered Partner with access to funding to deliver these units.

Regards, Neil

Neil Crowther
Group Head of Planning & Building Control

T: 01903 737839
E: neil.crowther@arun.gov.uk

Arun District Council, Civic Centre, Maltravers Rd
Littlehampton, West Sussex, BN17 5LF
www.arun.gov.uk

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From: Neil Crowther
Sent: 11 November 2025 10:50
To: 'Ballam, Rachel' <[REDACTED]>
Subject: RE: Tars Farm, Barnham - Deed of Variation - Heads of Terms

Rachel,

Hi. I am chasing Micheal for his comments/confirmation on this.

Regards, Neil

Neil Crowther
Group Head of Planning & Building Control

T: 01903 737839
E: neil.crowther@arun.gov.uk

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From: Ballam, Rachel <[REDACTED]>
Sent: 27 October 2025 12:07
To: Neil Crowther <Neil.Crowther@arun.gov.uk>; Michael Tucker
<Michael.Tucker@arun.gov.uk>
Cc: Rosewarne, Philip <[P\[REDACTED\]@arun.gov.uk](mailto:P[REDACTED]@arun.gov.uk)>; Eckford, Sharon
<[REDACTED]>
Subject: Tars Farm, Barnham - Deed of Variation - Heads of Terms

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Good morning Neil,

Since the below confirmation have you had a chance to review the draft Heads of Terms? I'm keen to get the ball rolling on the Deed of Variation application.

Kind regards,



Rachel Ballam

She/Her

Planner

BDW Southampton



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Hedge End | Southampton SO30 2UH

From: Neil Crowther <Neil.Crowther@arun.gov.uk>

Sent: 21 October 2025 13:49

To: Ballam, Rachel <[REDACTED]>; Michael Tucker
<Michael.Tucker@arun.gov.uk>

Cc: Rosewarne, Philip <[REDACTED]>; Eckford, Sharon
<[REDACTED]>

Subject: *EXTERNAL:RE: Nursery Fields, Bersted - Deed of Variation - Heads of Terms

Rachel,

Can you confirm the subject line is correct? We discussed Tars Farm recently and I am assuming this relates to that conversation?

Thanks, Neil

Neil Crowther
Group Head of Planning & Building Control

T: 01903 737839

E: neil.crowther@arun.gov.uk

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From: Ballam, Rachel <[REDACTED]>
Sent: 09 October 2025 16:54
To: Neil Crowther <Neil.Crowther@arun.gov.uk>; Michael Tucker <Michael.Tucker@arun.gov.uk>
Cc: Rosewarne, Philip <[REDACTED]>; Eckford, Sharon <[REDACTED]>
Subject: Nursery Fields, Bersted - Deed of Variation - Heads of Terms

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Good afternoon Neil and Michael,

Thank you very much for your time this morning. Below I have drafted the Heads of Terms for agreement prior to instructing our solicitor to draft the Deed of Variation.

You will notice below I have suggested that the apartments are retendered six months, as opposed to twelve as earlier discussed, following the date of the Deed of Variation. This is suggested following a closer review of our delivery plan, which shows the flats being constructed in tandem with the adjacent housing units, and to account for the time it will take to progress the Deed of Variation to signatures, which may take several months. Please let me know if this need to be reviewed.

Heads of Terms

Separate definitions will be provided for the Discount Market Homes (being the 2-storey affordable units) and the Affordable Apartments.

The Discount Market Homes will be provided at a Discount Market Price of 70% of Open Market Value and subject to the Affordable Housing Eligibility Criteria.

The First Homes Units will be defined separately with their own, additional criteria.

The Affordable Apartments are required to be offered again to Affordable Housing Providers after a minimum of 6 months from the date of the Deed of Variation Agreement. In the event that the Offer is not acceptable the Affordable Apartments will be provided at Discount Market Price and subject to the Affordable Housing Eligibility Criteria.

Per the requirements of Schedule 1, clause 2.2 of the original S106 Agreement, the number and location of the Discount Market Homes, First Homes and Affordable Apartments will be shown in an Affordable Housing Scheme to be submitted and approved by the Local Authority.

Kind regards,

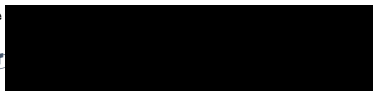


Rachel Ballam

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Planner

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