

Entrepreneurial Approach

In finding the best ways to deliver services to customers we have a flexible strategy. We identify opportunities to strengthen the impact we have as a local company, and this includes making the best use of our business assets.

Leasing Premises to Partners

When we started up in February 2017 we conducted a space planning exercise. This worked out the space we would need for our business, as well as surplus space which we could rent out to other businesses with whom we collaborate.

Jewson and on-site Stores: We knew we needed a supply chain partner to provide materials for our housing repairs and maintenance services. We used a tendering process to secure best value, which was won by Jewson. Jewson then needed an on-site supply base and we negotiated a deal to provide this space.

The deal with Jewson provides great value for HTS in the following ways:

- Jewson pay rent £52,100 per year to HTS, which is additional income for us
- Jewson's service charge payments to HTS for utilities etc bring in another £24,100 per year
- Jewson committed to funding 2 additional Apprenticeship places
- 1% of Jewson's turnover with HTS will be used to support CSR/community projects once our spend reaches £1.4m per year

Added value from this partnering arrangement also includes:

- An efficient on-site supply base for HTS trades teams
- A supplier who stocks the right products – supporting our front line services and 'right first time' approach
- Joint working between both HTS and Jewson Buyers' teams, to get the best value for HTS
- Working together on back office efficiencies to reduce overhead costs

£76,200

Additional income to support HTS services



Free

Supply of Toolkits for HTS Apprentices from Jewson



£14,000

To be allocated to local community projects



Kier office rental: Former Harlow partner Kier stayed on good terms after their contract ended, and we agreed to rent them a set of refurbished offices for 2 years. The benefits for HTS are:

- £18,800 per year in rental income
- £10,000 per year in service charge income
- Use of HTS assets to generate extra income
- Office assets kept in good condition
- Another business retains a base in Harlow and employs local people

St Clare's Hospice: We work closely with this local charity, and they need storage space for donated goods before they can be placed in their charity shops. HTS and St Clare's are now discussing how we can allocate a separate storage area for them to use. They would pay HTS for use of this space, and we will offer them a preferential rate so that they save money compared to other options.

- This would directly support St Clare's fundraising work
- It will provide them with secure storage
- It will bring in further additional income for HTS
- It would add to the strong and supportive relationship between St Clare's, HTS and the local community

£28,800

Additional income to support HTS services

