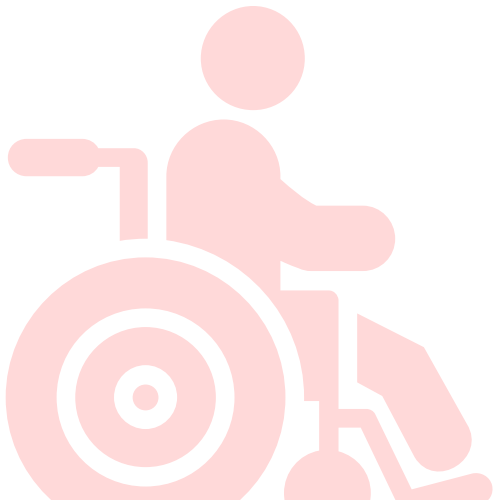




Lecture Series under BASiIC Programme

Think Urban, Think Inclusive

A series of 8 Lectures with key sector experts and change makers and leaders to focus and collectively think and discuss ways and tools to improve lives and empower persons with disabilities, elderly and young children and their caregivers living in urban areas.





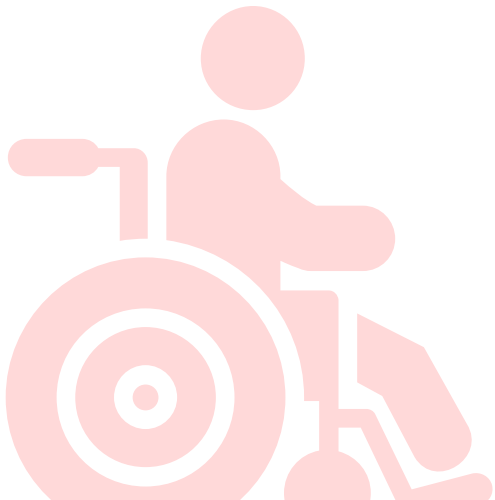
Lecture Series under BASiC Programme

Lecture 1

Making Markets work for Inclusive Development

Mr. Harpreet Singh Arora, Urban Advisor

Foreign, Commonwealth and Development Office (FCDO) of UK Government





Outline

1. Establishing the “Need” of Inclusive Development – Demand side

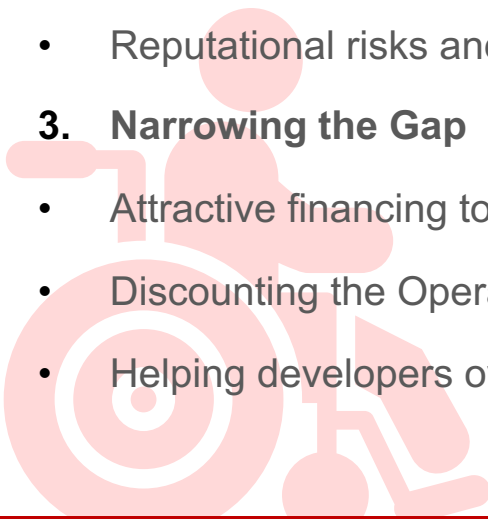
- Potential market to capture (Persons with Disabilities, Ageing population)
- Widening the narrative for “market size inclusion” – PwD, Ageing population, Young and Care-seeking age groups

2. Understanding the “Gap” in value Chain – Supply side

- Compliance and Regulatory absence
- Private sector overlooked the strong demand – not making products /services accessible
- Reputational risks and Wellbeing convergence – improving sustainability

3. Narrowing the Gap - Creating unique supply to create demand

- Attractive financing to deliver inclusive development
- Discounting the Operational expensive to sustain inclusion
- Helping developers over coming attitudinal barriers

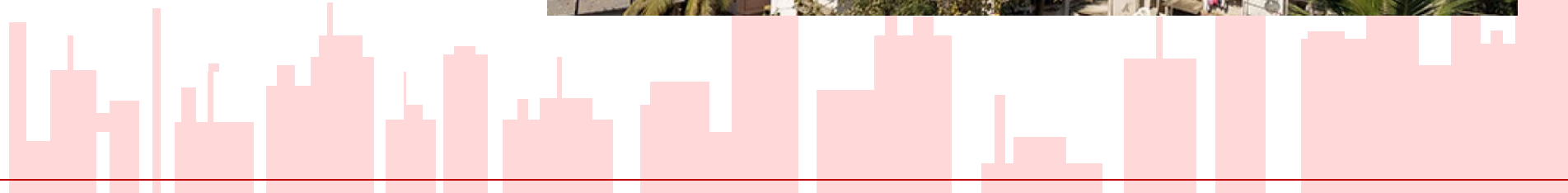
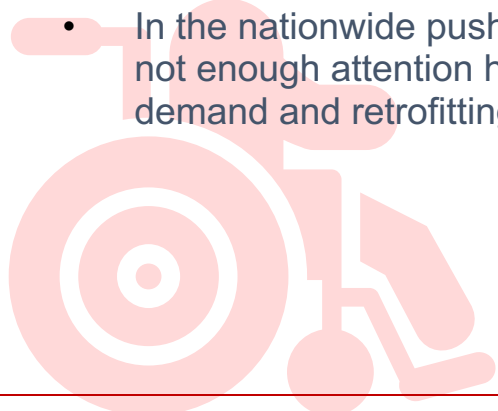




Establishing the “Need” of Inclusive Development – Demand side

Potential market to capture (Persons with Disabilities, Ageing population)

- Inclusive housing demand - universal appeal for a wide range of individuals and families—whether young or old, tall or short, disabled or nondisabled
- Homes that are convenient, comfortable, and attractive for everyone
- Coarse estimated urban demand for inclusive space / housing – 8 Mn urban PwDs residents + 80 Mn households with persons 60 years - is a convincing number to attract inclusive supply
- In the nationwide push toward universal homeownership, not enough attention has been given to disability led market demand and retrofitting.

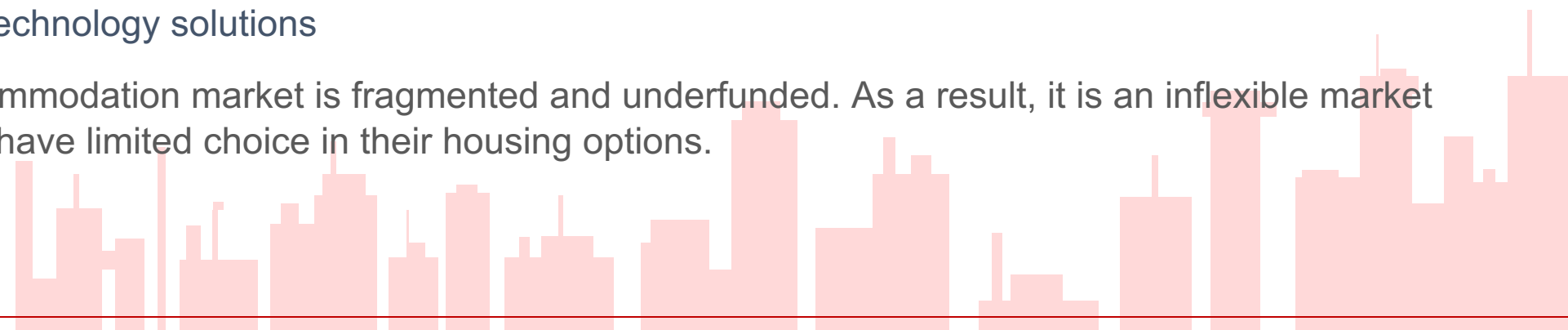
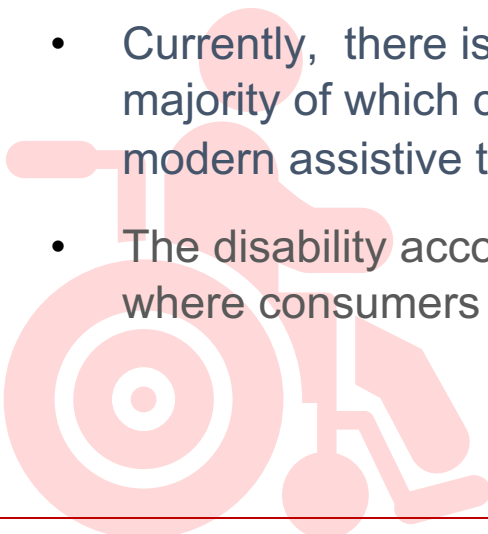




Establishing the “Need” of Inclusive Development – Demand side

Widening the narrative for “market size inclusion” – PwD, Ageing population, Young and Care-seeking age groups

- In 2018, 63.8 per cent of urban households lived in their own dwelling and 32.8 per cent lived in hired dwellings including
- The residential real estate sector is expected to grow significantly – 20 Mn affordable houses by 2022¹. Paradox of vacancy rates – estimated 11 Mn urban homes un-occupied.
- Currently, there is a market potential for creation of more than 600 Mn sqft² of inclusive housing space – majority of which can be delivered by retrofitting the existing supply with universal design guidelines and modern assistive technology solutions
- The disability accommodation market is fragmented and underfunded. As a result, it is an inflexible market where consumers have limited choice in their housing options.





Understanding the “Gap” in value Chain – Supply side

Absence of Compliance and Regulatory mechanisms

- The state building bye laws don't include universal design guidelines – and its mere statement of assurance depending on the size of structure which is required for compliance certification –
- We know since C-19 struck – home and space adjustment plays a vital role in operationalising inclusion – however, regulatory restrictions towards amendments and altering design are a big reasons for addressing design inclusion in existing built structure
- Master Plan approach in land use determination Vs Demand analysis – addressing the demand for inclusion at masterplan by going beyond mixed use towards adaptive reuse of vacant supply – rental housing is good but interoperability of use should be tested – one suggestion which I would strongly recommend is including rental housing (affordable / and more) in both mixed land use and also in individual plot use in DMP recently listed



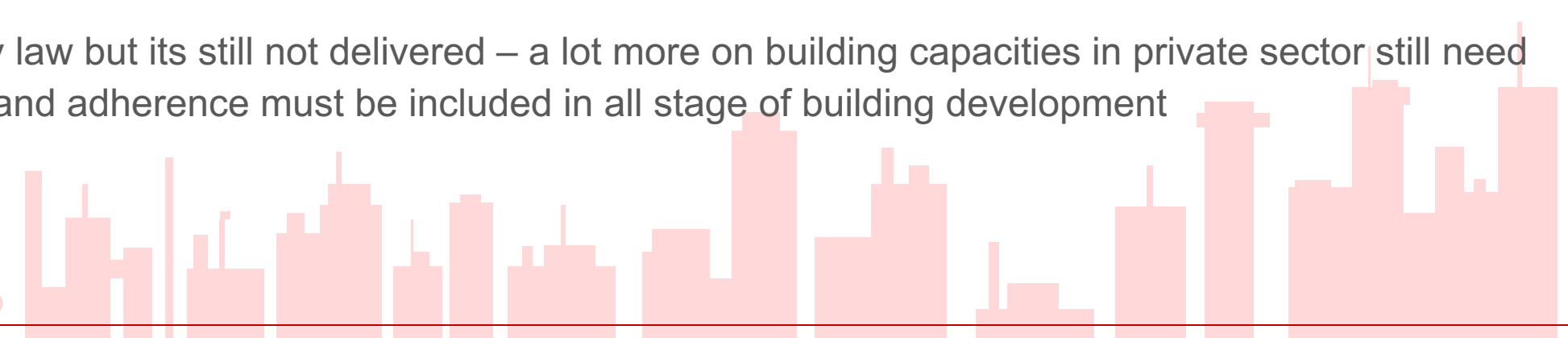
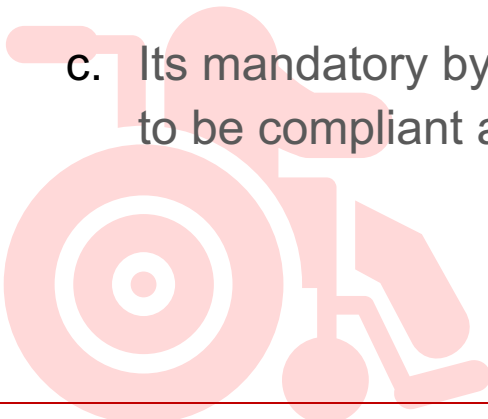
Understanding the “Gap” in value Chain – Supply side

Occupancy and Tenancy

- The model tenancy act misses the opportunity to bridge the gap in assuring protection to tenants against probable exploitations.

Action points for future action:

- a. seeking state support
- b. rental housing with an application for cross subsidised rent increase exempted housing would be a good support programme to test
- c. Its mandatory by law but its still not delivered – a lot more on building capacities in private sector still need to be compliant and adherence must be included in all stage of building development

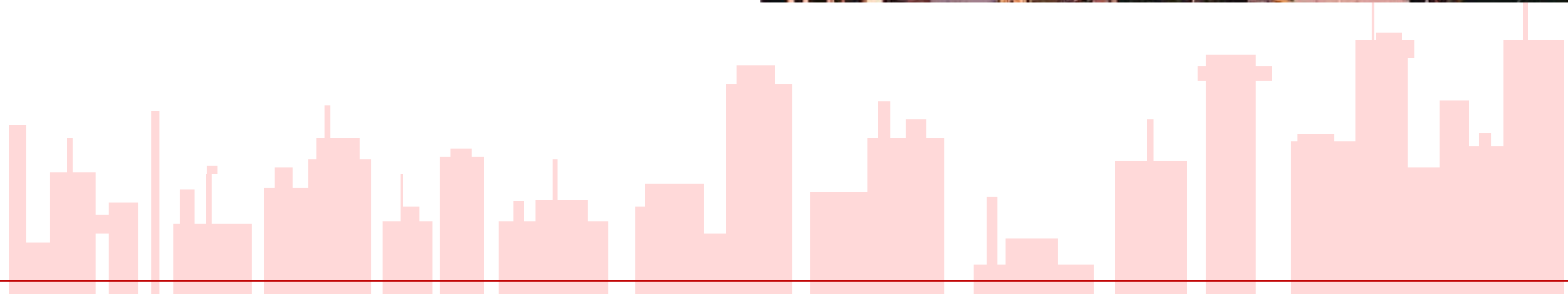
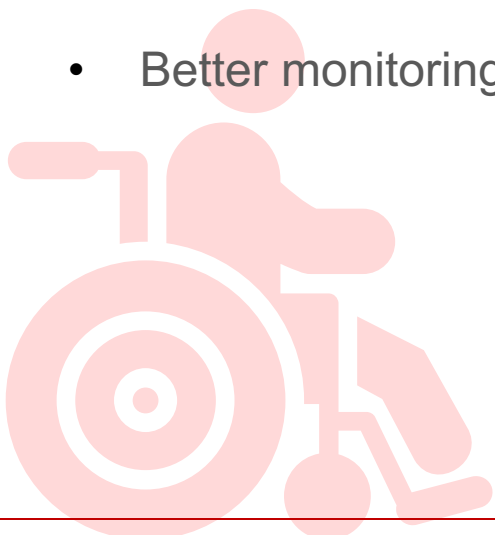




Understanding the “Gap” in value Chain – Supply side

Development and Improvement of Harmonised guidelines

- Promote development of self sustained neighbourhoods
- Better monitoring is promoted

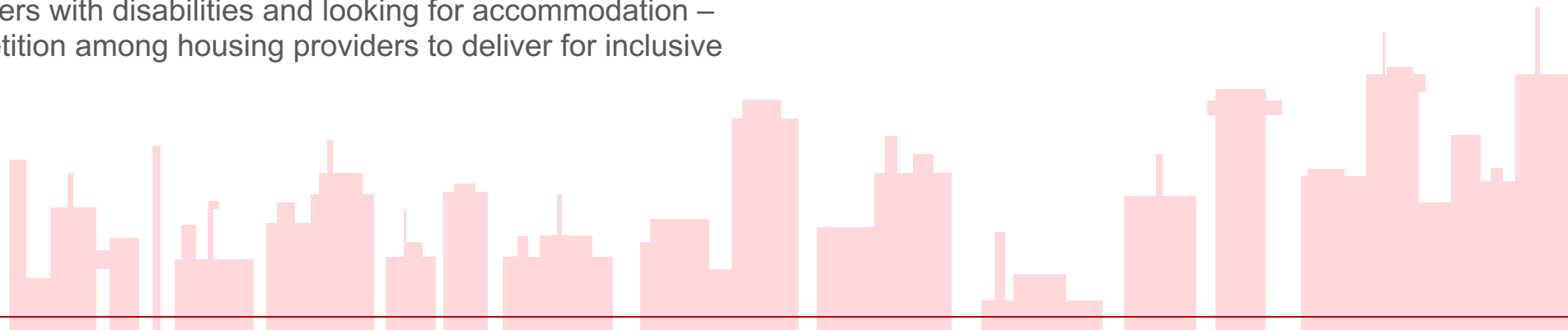




3. Narrowing the Gap - Creating unique supply to create demand

Attractive financing to deliver inclusive development

- Capital financing to deliver inclusive development - more can and needed to be done by both private or public augmented housing schemes to allow discounted financing for retrofitting and adaptive space design – either for assistive technologies and smart home device installations
- Promoting occupancy specifically for PwD and caregivers by rental contracts – similar to what US lawmakers had prescribed in special rights of senior citizens and PwD's living on rental contracts, the property owners can appeal for tax abatement on rents received and this would encourage both better and longer occupancy and encourage owners in provisions better inclusive space for tenants
- Promoting consumer driven market supply approach – it could be tested by expanding the scope for National Fund for PwDs by including an insurance led mechanism for consumers with disabilities and looking for accommodation – this will promote competition among housing providers to deliver for inclusive spaces





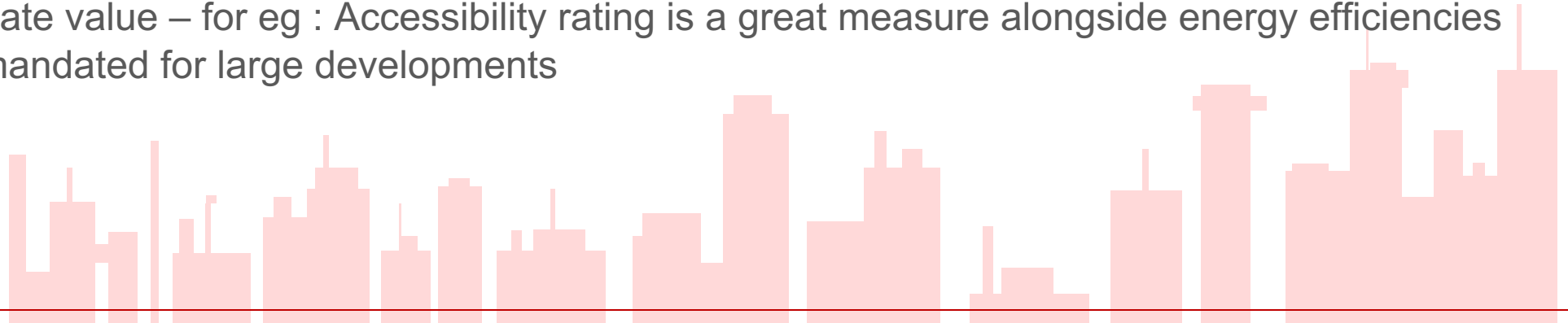
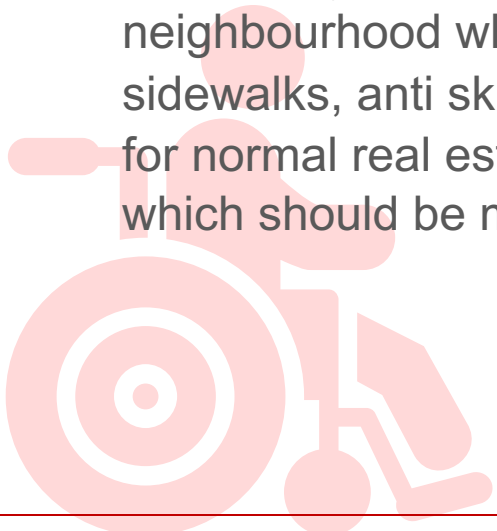
3. Narrowing the Gap - Creating unique supply to create demand

Discounting the Operational expensive to sustain inclusion

- Federal financing or guarantees in extending the reverse mortgages for covering PWD along with senior citizens who have rights to ownerships – testing social security with wider additional resources of incomes backed by residential mortgaged securities – and including the caregivers in this would fetch attractive terminal values for both banks and secure owners rights

Helping developers over coming attitudinal barriers

- Walkability⁵ and Visibility – Built environments and specifically public realm adaptive for community and neighbourhood which encourages safe walkability encourages inclusion for senior age groups – better sidewalks, anti skid public recreation space, pet leash laws – entice buyer behaviours beyond the offering for normal real estate value – for eg : Accessibility rating is a great measure alongside energy efficiencies which should be mandated for large developments





Thanks

