

Constructing Excellence South West AGM & Annual Review

**Somerset CCC, Taunton
Wednesday 15th November 2017**

#CESWAGM2017

Agenda

- **Welcome & Introduction – Emma Osmundsen, Chair, CESW**
- **CEO Report – Andrew Carpenter, CEO, CESW**
- **Adopt a School update – Emma Hannam**
- **G4C (Generation for Change) update – John Gallagher**
- **Sponsors' Showcase**
 - RGB Recruitment
 - Faithful + Gould
- **CESW updates:**
 - Procurement – Martyn Jones
 - Mediation Guide – Chris Reeves
 - Offsite Legal Responsibilities Guide – Alan Tate
 - Innovation/Sustainability Hub – David Greensmith
- **Constructing Excellence nationally – Alison Nicholl, BRE/CE**
- **AGM**
- **Lunch with Peter Dunne, Guest Speaker**

Welcome & Introduction

Emma Osmundsen
Chair, CESW

CEO Annual Report

Andrew Carpenter
Chief Executive CESW

CEO Report – Leadership Council

- Met twice in 2017
- New Vice Chair in Bob Taylor, South West Water
- Three Working Groups
 - Mediation under Christopher Reeves (of which more later)
 - Collaboration Capability Programme under Liz Bennett
 - ISO 44001 with Eirian Lewis
 - 'Hard Hats' with Paul Nix
 - Behavioural requirements with Elizabeth Kavanagh
- College requirements with Simon Brewer

CEO Report – Clubs + Hub

- Cornwall Hub
 - Strong leadership from Simon Caklais of Gilbert & Goode
 - Working Committee of 20 people
 - Successful 2017 programme
 - Looking to grow Club membership further
- Plymouth
 - Thanks to Mike Smith of Capita for his many years of service
 - Peter Everitt of Kier is the new chair
 - Strong link with Build Plymouth
 - 2017 events and activities well supported with
 - 2018 programme in place

CEO Report - Clubs

- **Devon & Exeter**
 - Thanks to Stephen Homer for his many years as chair
 - Mike Borkowski, Midas Group, is the new chair
 - Regular events held throughout 2017
 - Looking to 'beef things up' in 2018
- **Dorset**
 - Positive leadership from Louis Bonay of Project Entity
 - Good quality of those that attend meetings but still struggling to obtain numbers
 - Good line-up of events in 2017 with plans for 2018 in place
- **Swindon & Wiltshire**
 - New chair in Carol Heneghan
 - Link with LEP will be vital
 - First major event in recent times a week today
 - Looking for support to grow membership

CEO Report - Clubs

- Gloucestershire
 - Thanks to Andy Metcalfe for his time as chair
 - Kevin Harris is the new chair
 - Monthly meetings attract good attendance
- Bristol
 - Kevin Hibbs continues to lead this well established club
 - Spring Conference was once again an outstanding success
 - Links with the region are good particularly in Andrew Goodenough & Martyn Jones

CEO Report – Clubs

- Bath

- Thanks to Mark Catt for his time as chair
- New chair in Julia Davenport-Cooper
- Martin Veal, Martin Lynch and Leonie Spencer all giving excellent support
- 2017 events well attended with an emphasis on site visits
- Programme for 2018 in place

- Somerset

- Strong leadership from Rod Burton & his committee of 8/10
- Garden Town Conference was an outstanding success
- 2016 events were well received but not always well supported
- 2018 is in the planning

WE NOW HAVE 9 ACTIVE CLUBS WHEREAS FOUR YEARS AGO WE HAD ONLY 3!

CEO Report – The Team

- NVB Office in Frome working well with Caroline Cash as administrator
- Emma Hannam now in place as Adopt a School Coordinator & Web Site Coordinator (Thanks to Mike Candlin who has recently left)
- Jayne Taylor, Bookkeeper, proving to be invaluable using Xero
- Philip Jansseune continues to produce our poster designs
- Andrew Brown continues to give excellent support with newsletters
- Sarah Ratcliffe offering excellent support with PR & Marketing
- Martyn Jones – WHAT MORE CAN I SAY!!!

- **Construction Clients Group**

- Met 3 times under the chairmanship of Roger Ball of Bournemouth BC
- Topics covered:
 - Grenfell Fire Tragedy
 - 5G & the Built Environment
 - Health & Safety
 - Government's preferred procurement routes
 - Hinkley Point Site Visit

- **Procurement**

- Under the expert guidance of Martyn Jones meeting quarterly
- Looking at a PDRI project with Gatwick Airport (with Steve Clark)
- Delivering HtL Workshops through our club network (Cornwall, Bath and Swindon & Wiltshire to date with Somerset booked in January)

CEO Report - Forums

- **G4C**

- 2017 saw G4C 'Come to life' through our G4C Awards
- New chair in Mercedes Vaughan-Matthews, Bouygues UK
- South West Board now in place
- Looking to have at least one representative within each club in 2018

- **Marcoms**

- Chaired by Carol Heneghan of MJ Church
- Concentrating on our Adopt a School campaign to improve the image of construction of which more later
- Social media is a priority

- **Lean**

- New chair in Steve Clark of Turner Townsend Suiko
- Pre Construction project to include planning, procurement & design is currently stalled
- Civil Servant intervention and the General Election stalled the progress of our Development Finance Guide

CEO Report - Forums

- **Digital Technologies**

- Dean Hunt in place as chair
- Linking with South West BIM Communities
- Scoping plans for 2018

- **Offsite Technologies**

- Launched in July 2017
- New chair in Alan Ringe
- Scoping essential projects including one on legal responsibilities of which more later

- **Sustainability Forum**

- Launched September 2017
- New chair in David Greensmith
- Exciting programme for 2018 of which more later

Future Events

- 15th November – Not just bricks and mortar, Cheltenham
- 16th November – Healthy Housing for the displaced, Bath
- 22nd November – NEC4, What's New?, Chippenham
- 1st December – 5-a-side Football, Bristol
- 4th December – Design Review Panel CPD Workshop, Exeter
- 23rd January – CCG South West Meeting, Bridgwater
- 17th April – G4C Awards, Bristol
- 19th April – G4C Awards, Exeter
- 22nd June – CESW Summit & Built Environment Awards

How you can help

- Join as Regional Members
- Join as Club Members
- Participate in our events & activities
- Provide a Member benefits Case Study
- Compile our 'Meet our Members' section of the web site
- Follow us on Twitter @cesouthwest



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THE 2018 SOUTH WEST CONSTRUCTION SUMMIT & BUILT ENVIRONMENT AWARDS



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22 JUNE 2018

RETURNING FOR 2018

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22 JUNE 2018 ASHTON GATE STADIUM, BRISTOL



The Lansdown Club in the iconic Lansdown Stand is one of the largest and sought after conference spaces in the South West.

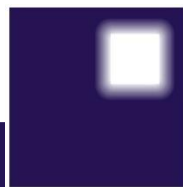


SUCCESS OF 2017 & RETURN IN 2018

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2017 Summit: 09 June, Ashton Gate Stadium Bristol

The Summit brought together the regional construction industry and its supply chain to explore opportunities, major projects, client commitments and procurement best practice, including; skills, image, capacity and competency in areas around BIM and offsite construction.



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SUCCESS OF 2017 & RETURN IN 2018

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2017 Summit: 09 June, Ashton Gate Stadium Bristol

- Highly successful event
- 300 delegates in attendance
- 38 Exhibitors and Sponsors
- High calibre speaker line-up
- Opportunity to reach highly influential professionals and network with key decision makers



2018 EVENT SUPPORTERS ALREADY CONFIRMED INCLUDE:

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in the built environment

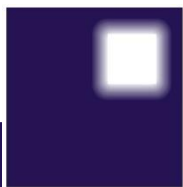


EXHIBITOR & SPONSORSHIP 2018 OPPORTUNITIES

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Building a better environment

Exhibitor Stands: £850
Headline Sponsor: £2,500

Additional information and packages can
be found in the Exhibitor Prospectus.



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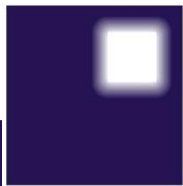
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THE 2017 SOUTH WEST BUILT ENVIRONMENT AWARDS

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Built environment



The largest construction Awards event in the South West with over 470 delegates in attendance.



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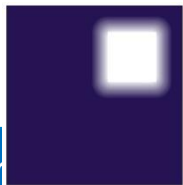
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THE 2018 SOUTH WEST BUILT ENVIRONMENT AWARDS

Over 600 high profile attendees
2018 Categories:

- Achiever of the Year (nominated award)
- Building Project of the Year
- Civil Engineering Project of the Year
- Client of the Year
- Digital Construction Project / Initiative of the Year
- Health & Safety Award
- Image of Construction
- Innovation Award
- Integration & Collaborative Working Award
- Offsite Construction Award
- People Development
- Preservation & Rejuvenation Award
- SME of the Year
- Sustainability Award
- Value Award
- Young Achiever of the Year (G4C)



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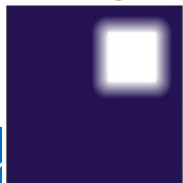
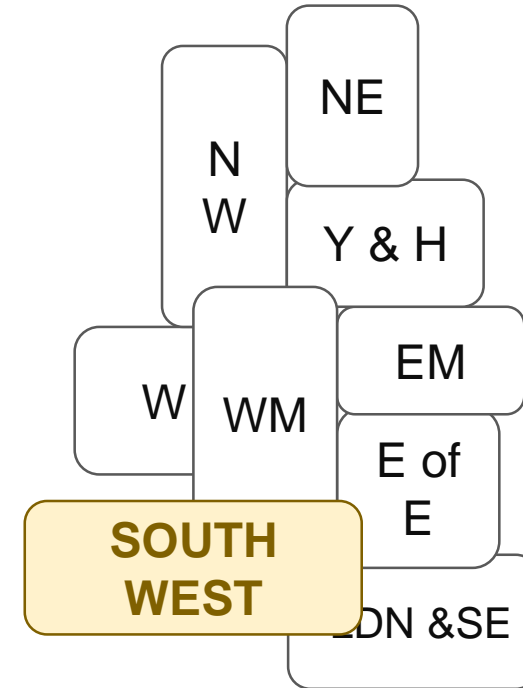


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CELEBRATING SUCCESS ON A NATIONAL LEVEL

- The South West Built Environment Awards are aligned with the **National Constructing Excellence Awards**
- 9 Regional Constructing Excellence bodies host Awards and feed their winners in to the National finals
- Major profile raising opportunity with
over 600 National delegates



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SPONSORSHIP OPPORTUNITIES

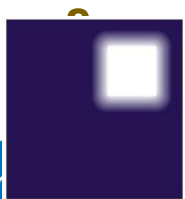
- **Category Sponsorship**
- **Table Balloons**
- **Drinks Reception**
- **Souvenir Brochure**
- **Bespoke packages**

To discuss the sponsorship opportunities available contact **Mark Austin** on
01743 290001 or email
mark.austin@radar-communications.co.uk

Each sponsorship opportunity is bespoke dependant on which package you choose.

However, all packages include:

- Table of Ten at the Awards Ceremony
- Logo & acknowledgement in all pre-publicity
- Logo on the Awards website
- Logo on relevant presentation slides at the Awards ceremony



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WHY SPONSOR?



The South West Built Environment Awards provide one of the most effective platforms for targeting the South West construction industry, presenting the ideal opportunity for you to maximise your industry exposure and penetrate this economically important market.

- **Brand association**
- **Highly captive audience**
- **Target the right people**
- **Competitive edge**
- **Extensive high profile marketing campaign**
- **Entertain clients and colleagues**
- **Boost short term and long term sales**

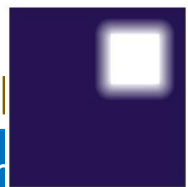


WHY ENTER AN AWARD?

The Awards are designed to showcase excellence and reward the accomplishments of organisations and project teams that have achieved Regional acclaim.

Winners in each category will receive:

- ☐ The prestige of being judged the region's best in constructing excellence
- ☐ Publicity through the associated Media Partners. The potential for positive media coverage in broadcast media, regional and trade titles and the partners' / sponsors' own publications and newsletters
- ☐ Automatic entry into the finals of the National Constructing Excellence Awards
- ☐ A specially commissioned trophy
- ☐ The right to display the Constructing Excellence logo on your business stationery, in promotional materials and on your website, for the year of the



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www.constructingexcellence.org.uk



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www.cesummit.co.uk

www.southwestconstructionsummit.co.uk



TOP 10 TIPS WHEN ENTERING

- Study category guidelines
- Read the entry form & stick to the guidelines
- Keep the messages simple and clear
- Provide the facts and figures to support your case
- Support your case with good images and use testimonials
- Don't leave 'marketing' to do the entry without your input
- Involve your team
- Keep it simple for Judges to follow
- Give Yourself enough time to succeed
- Make Multiple Category Submissions

Enter online at: www.buildswawards.org.uk



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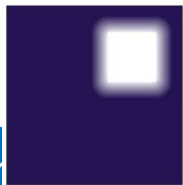
www.buildswawards.org



BOOKING A TABLE AT THE AWARDS CEREMONY

- All table bookings need to be made online
- Tables of 10 cost £1250 plus vat
- Includes three course meal
- Individual delegate places can be booked at £140 plus vat each
- Capacity is 600 delegates

Tickets can be booked at: www.buildswawards.org.uk



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CONTACT US

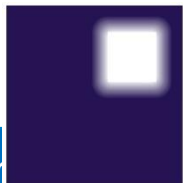
For more information on the South West Construction Summit or the Built Environment Awards please contact:

Grace Baker

Event Manager

grace.baker@radar-communications.co.uk

01743 290001



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Procurement Forum

15th November in Taunton

Why Procurement?

Choosing YOU, the members of frameworks, projects and supply chains is hugely significant in achieving desired outcomes

How, when and why YOU are chosen also determines the operating system/delivery method within which YOU operate

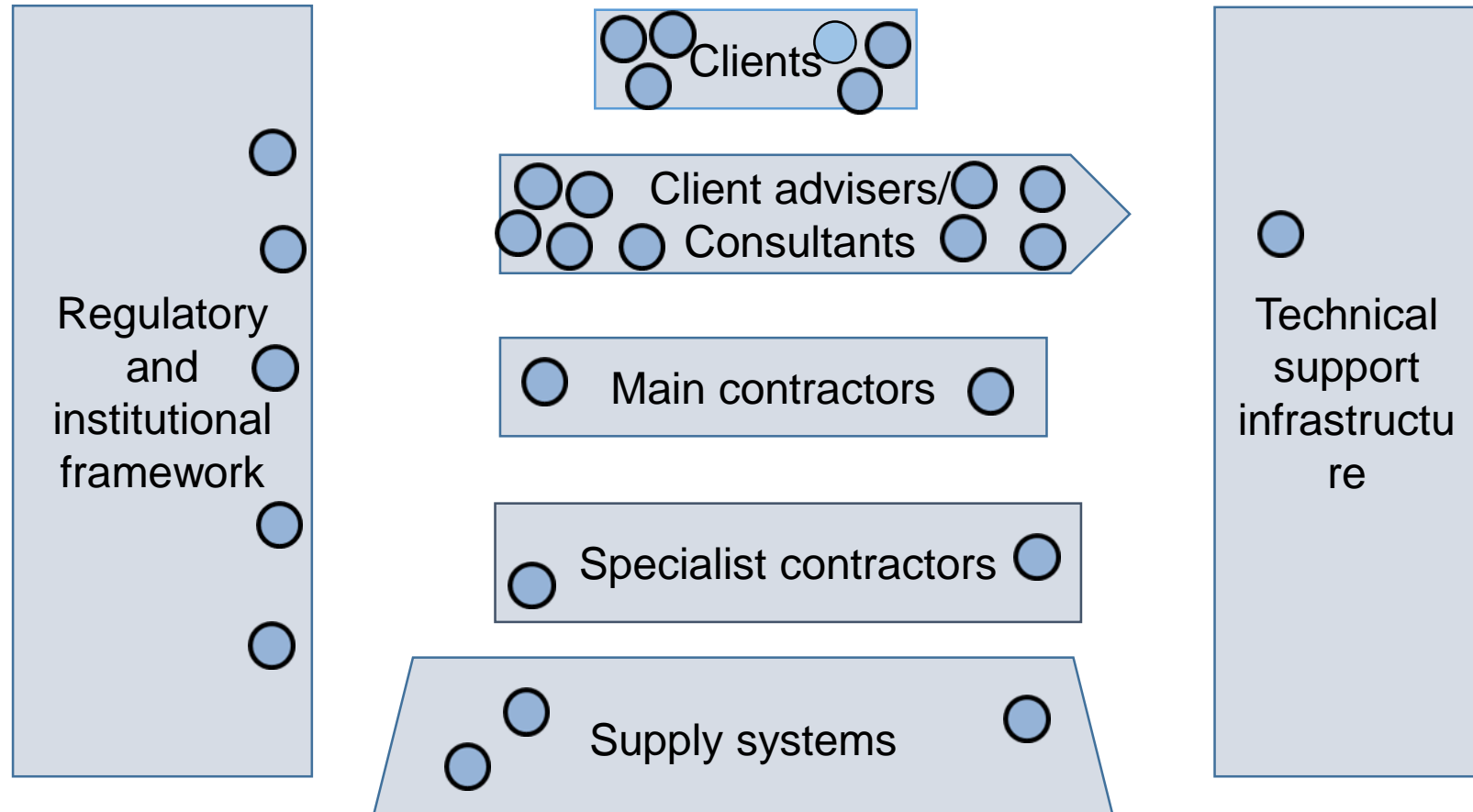
Our Vision

An informed & proactive community of interest, sharing ideas and learning, & supporting best practice in the procurement of construction products & services from highly effective supply systems in the SW region





Distribution of our members by role

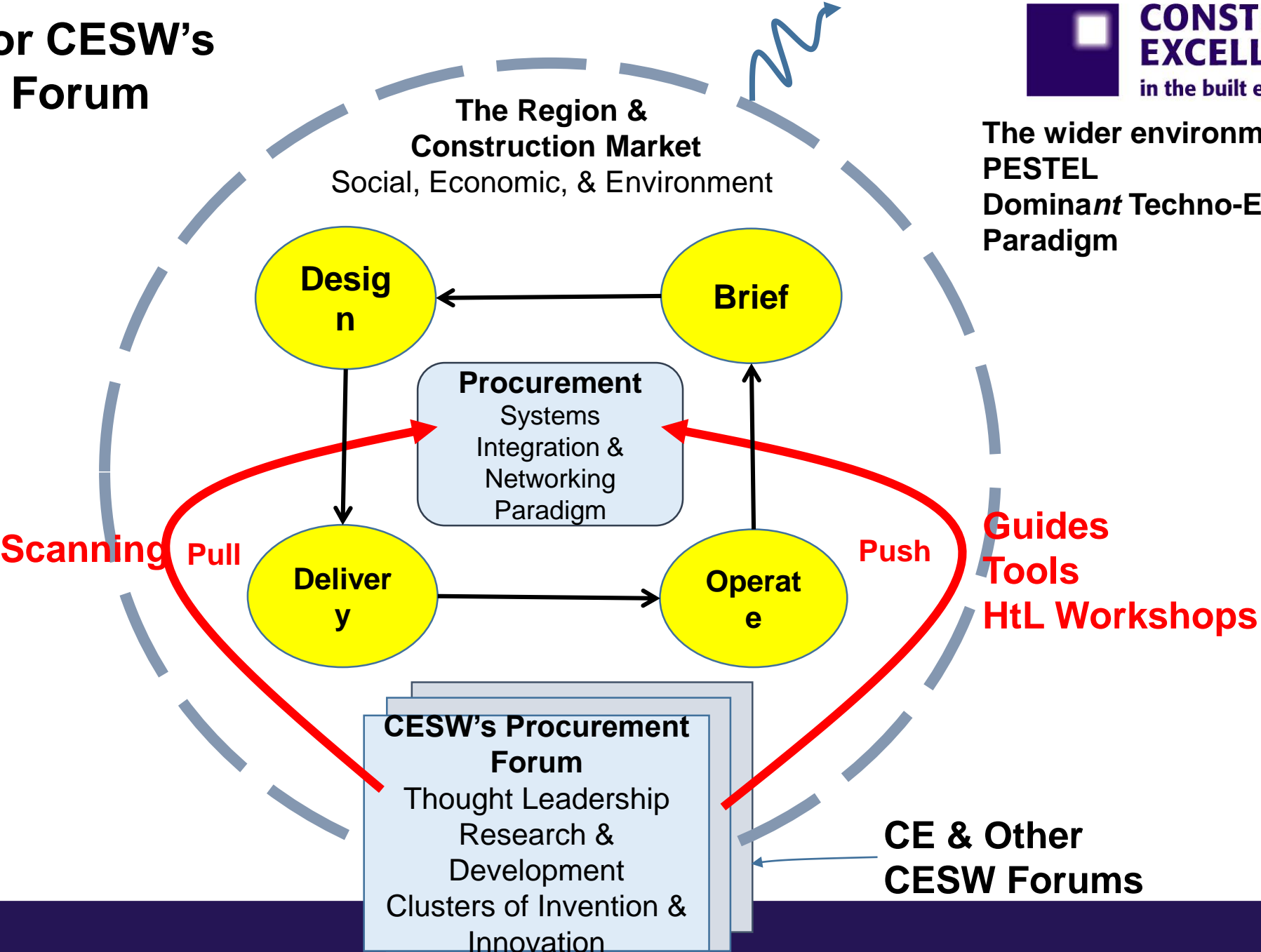


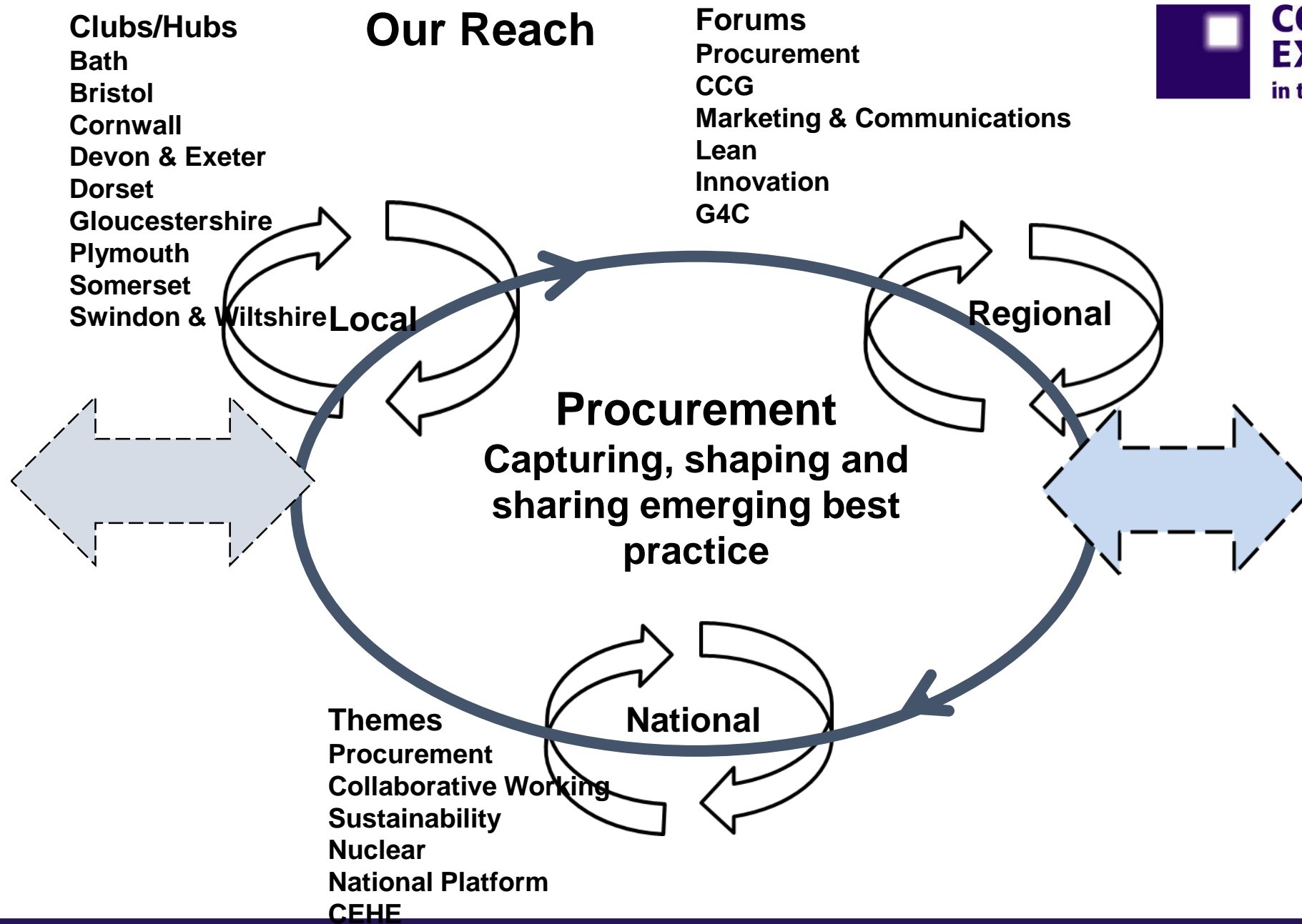
● Denotes a current member Between 25 and 30 members representing members of the operating system

Framework for CESW's Procurement Forum




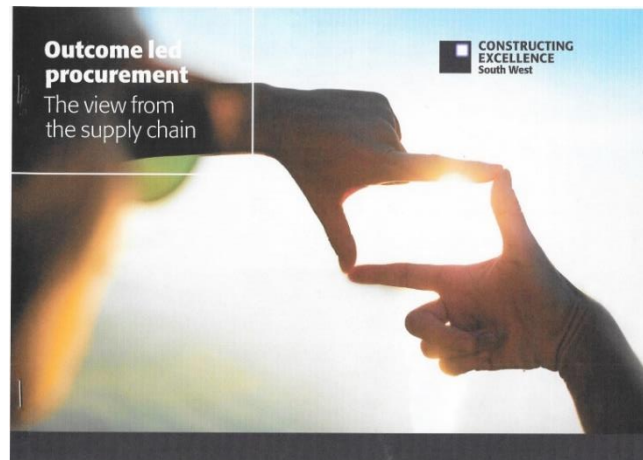
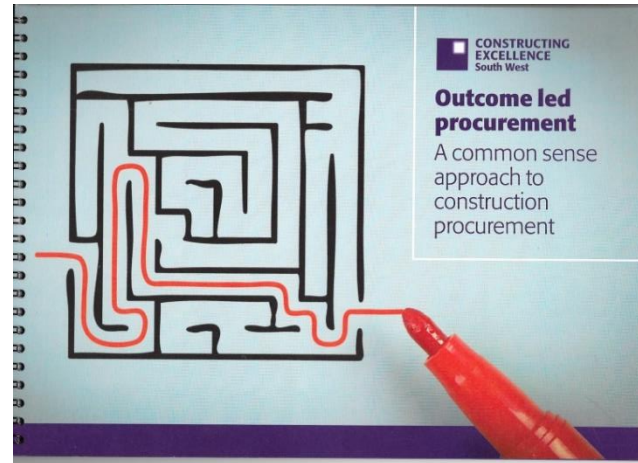
The wider environment
PESTEL
Dominant Techno-Economic
Paradigm





Main Outcomes

Two publications and their dissemination through a series of HtL workshops across the region in partnership with Clubs & Hubs



Outcome Led Procurement
Getting the best out of the supply chain

Wednesday 10 May 2017
08.30am – 12.00pm

A joint Here to Learn (HtL) workshop presented by the Swindon & Wiltshire CE Club and CESW's Procurement Forum.

Work undertaken by CESW's Procurement Forum has shown that many clients and main contractors are not engaging effectively with their supply chains to deliver project outcomes. In this workshop practitioners from across the supply chain will help us to explore the shortfalls in current supplier procurement approaches, the benefits to be gained by working more collaboratively and creatively, and the tools and solutions for successful supplier engagement and development.

The presenters include Andrew Brown from Chumgold, Paul Richards from Aquarian Cladding and Mark Catt from Rise, supported by the leader of the CESW Procurement Forum, Martyn Jones.

HtL
HERE TO LEARN
CONSTRUCTING EXCELLENCE

Venue
Best Western Plus Angel Hotel
Market Place
Chippenham
Wiltshire SN15 3HD

Date
Wednesday 10 May 2017

Time
08.30am – 12.00pm

Cost
Free for members of CESW and CE Clubs
£25 + VAT for non-members

Note
This event is CPD accredited by CE

Parking
Free parking is available at the hotel
— enter your registration at reception

How to book
Book your place at Eventbrite
<https://htlworkshop-chippenham.eventbrite.co.uk>

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Swindon & Wiltshire Club

Design: www.martinjones.co.uk

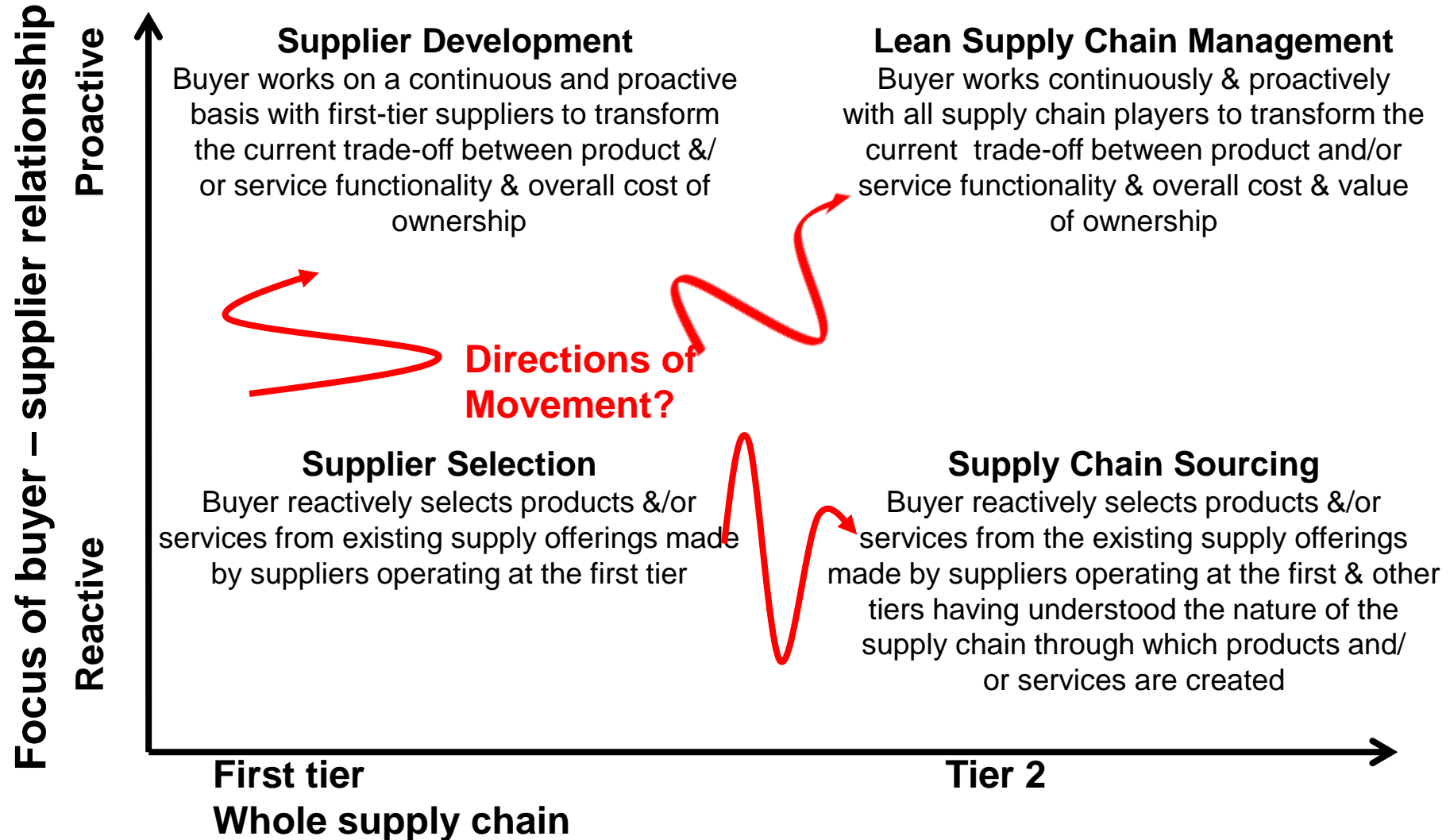
Sharing Networking Influencing

Work in progress

- Case study on the use of the Project Definition Rating Index (PDRI) based on positive experiences of its use at Gatwick Airport (in partnership with the Lean Forum)
- The Top 10 Principles of Procurement
- Additional guidance on procurement for the RIBA Plan of Work 2013 and its overlays
- Guidance for Clients & their procurement departments on the specificities of procuring complex products and services

Are we seeing a difference?

Use of our Positioning Tool: Shifts in focus of relationships and supply chain reach



Scope of buyer's relationships with supply chain

Do contact me if you would like to be involved in helping to reshape construction procurement in the SW

Martyn Jones

martyn.jones5@gmail.com



Alan Tate – Trowers & Hamlin LLP

Legal Guide to Off-Site Manufacturing

Introduction (Alan Tate)

- CESW and Off-Site
- Meeting the Government's Strategy
- A new construction sector
- What is off-site manufacturing?
- The purpose of this guide

Procurement

- New procurement structures and the RICS Overlay (Michelmores LLP)

Contracts

- Do we need assembly contracts rather than building contracts? (Michelmores LLP)
- The use of NEC4 contracts in off-site (BPE Solicitors LLP)
- Early contractor engagement (Osborne Clarke LLP)
- Supply chain engagement (Trowers & Hamlins LLP)

The off-site rules explained

- Trading with overseas manufacturers (BPE Solicitors LLP)
- The use of BIM (Trowers & Hamlins LLP)
- Ownership and security over advanced payment of monies (Osborne Clarke LLP)

Keeping disputes out of sight

- Mediation (BPL Solicitors Limited)

CESW – Sustainability Forum

CESW - charged with delivering improvements across the South West

David Greensmith



Welcome

CESW - charged with delivering improvements across the South West

Agenda – 4th Dec

Terms of Reference

CESW - charged with delivering improvements across the South West

Big Questions

What are the largest sources of carbon generation in the SW / in the SW construction sector

What are the big decarbonisation challenges we face

What are the big wins that we have overcome

What are the economics of a low carbon new build/refurb project in the SW?

What is the link between collaborative procurement and low carbon

CESW - charged with delivering improvements across the South West

Projects

Retro Fit

Transport

New Build

Research

CESW - charged with delivering improvements across the South West

2017 – 2018 Agenda

19th March 2018	Eden Project
11th July 2018	Exeter
20th September 2018	Conference ? Dinner ? Awards
6th December 2018	Bristol

CESW - charged with delivering improvements across the South West



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FAITHFUL+GOULD

Member of the SNC-Lavalin Group

Annual Review and Luncheon

Best Value Procurement, Collaboration & Innovation

- Neil Brierley BSc FRICS
- Director | Head of Operations (South West & Wales)

- 15th November 2017

A light hearted introduction ...



What is Best Value Procurement?

- “The over-riding procurement policy requirement is that all public procurement must be based on value for money, defined as “the best mix of quality and effectiveness for the least outlay over the period of use of the goods or services bought”

- ***Crown Commercial Services***

- “A procurement process where price and other key factors can be considered in the evaluation and selection process to minimize impacts and enhance the long-term performance and value of construction”

- ***Minnesota Department of Transport***

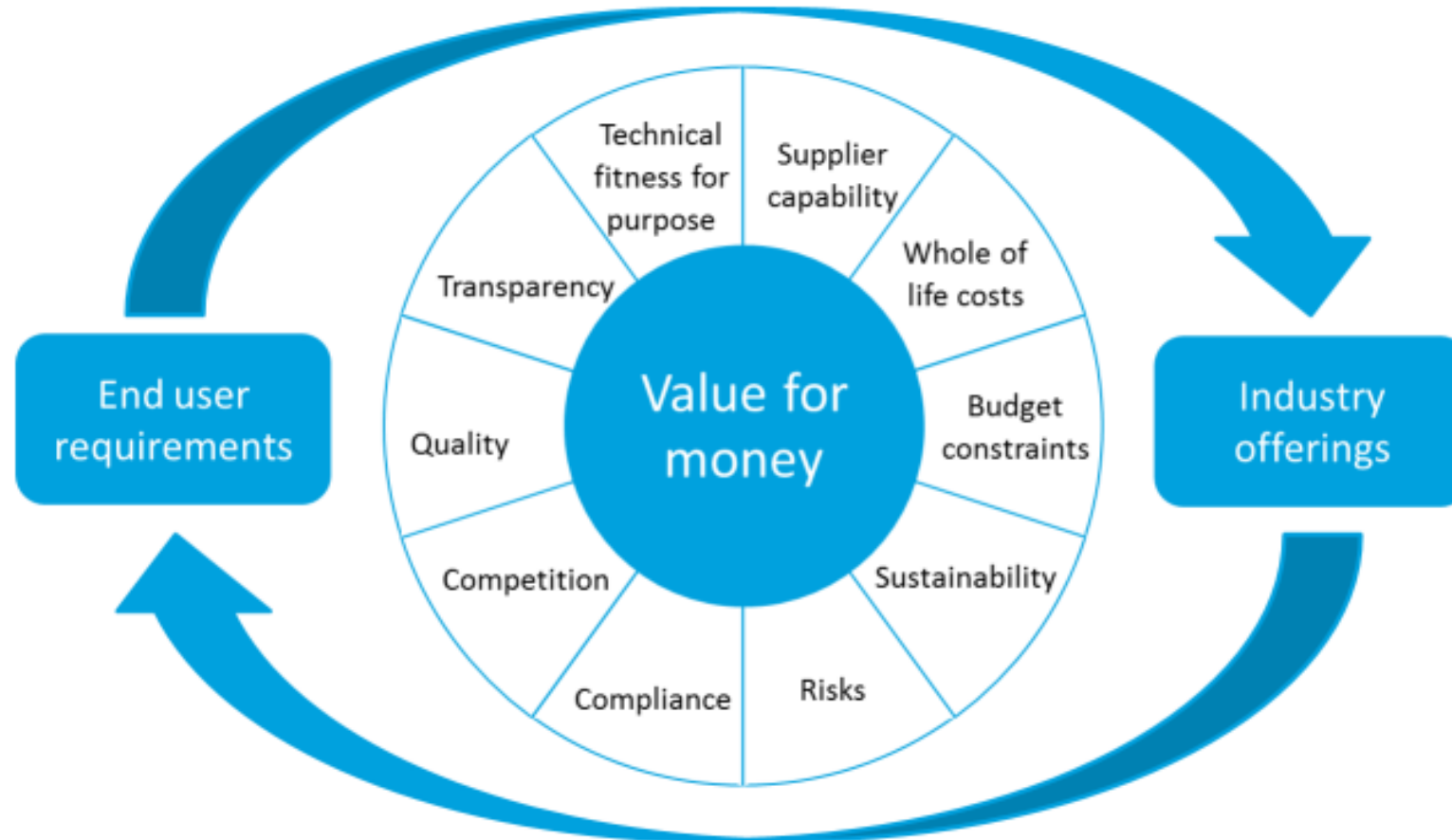
- “Best value for money is defined as the most advantageous combination of cost, quality and sustainability to meet customer requirements”

- ***Northern Ireland Department of Finance***

The Theory

- Cost is not the ultimate determining factor
- The team with the best blend of experience and skill set wins
- Client receives the best advice and consequently a better end product
- A fully holistic end-product is delivered
- Risk apportionment is fair and equitable
- The Project Team is fully collaborative
- Adversarial situations are avoided
- Greater certainty of project outcomes

The Theory



*Deloitte Australia - Deloitte Access Economics
"Economic Benefits of Better Procurement Practices"*

Where does it go wrong / what are the issues???

- One off transactional-led procurement process
- Inexperience of Procurement Team
 - Poor budget setting drives cost-focussed procurement
 - Poorly structured quality element of the procurement
 - Generic questions
 - Poor scoring weighting
 - Unable to differentiate between bidders
- Poor brief for contractors / consultants to respond to
 - Lack of clarity on desired outcome from procurement process
 - Procurement programme too constrained
 - Lack of transparency around pipeline from Clients
 - Inability to see long term potential of relationship
 - Poor allocation of risk

Where does it go wrong / what are the issues???

- Unrealistic commercial terms
- Ambiguity leads to tension later in projects
- Fear of early engagement with contracting community
- Best value procurement not extended to supply chain
- Cost ends up being determining factor
- Behaviours of teams not in accordance with Client aspirations
- Focus not on project issues but on company issues

The Big Opportunity – Improved Collaboration and Innovation!!!!

- Need to get to a true Win – Win situation
- Fair apportionment of risk and liability
- Good quality procurement drives good project behaviours
 - Teams focussed from outset on delivering Client's objectives
 - Collaboration needs to be central to the procurement
 - Collaboration must be an **imperative** and not **optional**
 - All parties accountable for their element of delivery
 - Consider use of Scenario Days during procurement process
- Teams more inclined to “go the extra mile!”
- Innovation occurs naturally as part of the team working

And when we get it right



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“

**“Unity is strength...
when there is teamwork
and collaboration, wonderful
things can be achieved.”**

Mattie Stepanek



Thank You

Neil Brierley BSc FRICS

Director | Head of Operations (South West and Wales)

neil.brierley@fgould.com | 07971002151



AGM

Agenda

- **Appointment of new Directors**
- **Appointment of Chair**
- **Appointment of Vice Chair**
- **Appointment of Treasurer**
- **Appointment of Company Secretary**
- **Appointment of Management Committee**
- **Appointment of Chief Executive**
- **Approval of Chair's Report**
- **Approval of CEO's Report**
- **Approval of Financial Accounts**
- **Approval of changes to membership fees**
- **Approval of any changes to Articles of Association and/or the Rules**
- **Approval of Life Members**
- **AOB**

Appointment new Directors at Companies House

- Andrew Carpenter is standing down
- David Renwick has stood down
- Emma Osmundsen joined June 2017
- David Sutton is currently joining
- Alan Tate is considering joining
- Paul Wilson is already in place

Appointment of Chair

- David Renwick resigned in June 2017
- Currently Emma Osmundsen
- We have received no other nominations

Appointment of Vice Chair

- Currently David Sutton
- We have received no other nominations

Appointment of Treasurer

- Stephen Homer stood down this month
- Currently Alan Tate
- We have received no other nominations

Appointment of Company Secretary

- Currently Paul Wilson
- We have received no other nominations

Appointment of Management Board Members

1. Andrew Goodenough, Bristol Airport
2. Mercedes Vaughan-Matthews, G4C Chair
3. John Boughton, Willmott Dixon
4. Bill Button, NVB Architects
5. Paul Nix, Bouygues UK
6. Martyn Jones, CESW
7. Helen Baker, UWE
8. Paul Richards, Aquarian Cladding
9. Dan Macey, SPS Envirowall
10. Lisa Broom, HCA
11. AJ Eaton, Midas Group
12. Andrew Carpenter, CESW

Appointment of Chief Executive

- Currently Andrew Carpenter
- Proposed one year contract from April 2018 on current terms
- Then rolling two year contract based on new governance & structure

Approval of Chair's Report

- As per Annual Review

Approval of CEO's Report

- As per Annual Review

Approval of Financial Accounts

- As per documents available

Profit & Loss Account to 31st March 2017

- Turnover £118,287 (£113,160)
 - Cost of sales £45,007 (£45,257)
- Gross Surplus £73,280 (£67,903)
 - Administrative expenses £76,974 (£65,742)
- Operating Deficit/Surplus **£3,694** (£ 2,161)

Balance Sheet as at 31st March 2017

- Current assets £19,144 (£14,314)
 - Debtors £13,240 (£ 8,238)
 - Cash at bank and in hand £5,904 (£6,076)
- Creditors: amounts falling due within one year £18,048 (£9,524)
- Net current assets £1,096 (£4,790)

Detailed profit & loss account

- Sales (membership, sponsorship, events etc.) **£118,287 (£113,160)**
- Cost of sales
 - Events (related costs) £36,477 (£39,626)
 - Travel, accommodation & subsistence £8,530 (£5,631)
- Total **£45,007 (£45,257)**
- Administrative expenses
 - CEO fees £24,000 (£24,000)
 - Admin charges £22,733 (£16,620)
 - Advertising/sponsorship £11,195 (£4,328)
 - Website £805 (£690)
 - Newsletter £2,200 (£ 2,849)
 - Subscriptions £75 (£97)

Detailed profit & loss account (cont.)

- Administrative expenses
 - Bank Charges £171 (£239)
 - Insurance £237 (£242)
 - Printing, postage & stationery £2,975 (£1,810)
 - Telephone £307 (£786)
 - Software & IT support £4,348 (£1,951)
 - AGM & Board Meeting costs £2,437 (£4,382)
 - Bad debts £0 (£2,248)
 - Sundry expenses £66 (£0)
- Legal & Professional costs
 - Accountancy £1,400 (£1,800)
 - Bookkeeping £4,025 (£3,700)
- Total **£76,974 (£65,742)**
- Deficit **£3,694 (£2,161)**

Current financial state as of 10th November 2017



	YTD Actual	YTD Budget	Var GBP	Var %
Income	£118,167.20	£106,200.00	£11,967.20	11.3%
Expenditure	£94,238.24	£89,145.00	(£5,093.24)	5.7%
Net Profit	£23,151.75	£17,055.00	£6,096.75	36%

Current financial state as of 31st October 2015

- In bank **£22,158.31**
- Debtors **£11,622.50**
 - £9,130.50 is overdue
- Creditors **£6,285.16**
- Deficit for 2016/17 but never spent more than we had in the bank (used previous surplus)
- Income slightly up year to date due to well run events, increase in membership, Xero & Southern Construction Framework generosity
- Expenditure up due to additional activities & event costs + Adopt a School
- Bottom line is we can only spend what we've got in the bank
- New governance & operating model to allow CESW growth & control

Approval of Changes to membership fees

- It is proposed we increase by 5% on 1st April 2018 as below:
 - £210 to £220.50
 - 420 to £441
 - £735 to £771.75
 - £1050 to £1102.50
 - £2100 to £2205

Approval of any changes to Articles of Association and/or the Rules

- Currently being drawn up

Appointment of Life Members

- Robert Knight
- David Renwick

Any Other Business