



Building New Homes the Old Way



Beginning with an Ending



1) Private Sector Business Model



Our Business Model



2) Commitment



1921

- British Legion formed and held 1st Poppy Day
- Mines strike led to a state of emergency
- 2,200,000 people unemployed
- 23 people die during fighting in Belfast
- **We built our first Council House**

New Build Programme



- Small programme
 - Difficult sites
 - Ex garages
 - Large gardens
 - Rural
 - Green Belt
- To rent and Shared Ownership



1) How?



1. Start with a small team
 - Original team 12 people
2. Recruit for attitude as well as skill
 - Make use of Agencies
3. Develop multi-skilled trades people
 - Recruit supervisors through internal promotion if possible



2) How?

4. Challenge and develop local suppliers

- You are an excellent customer
- Negotiate with your supply chains for added value
- Develop the capacity of sub-contractors

5. Reduce cost on your client side

- Reduced scoping and quantifying
- Reduced “policing”

3) How?



6. Review each contract as it comes up for renewal
 - Take on more work where you can add value
 - Build up the team incrementally
7. Develop relationships with colleagues
 - Housing Needs, Neighbourhood Services, Building Control, Environmental Health
8. Stay close to your tenants
 - Quality, respect, accountability

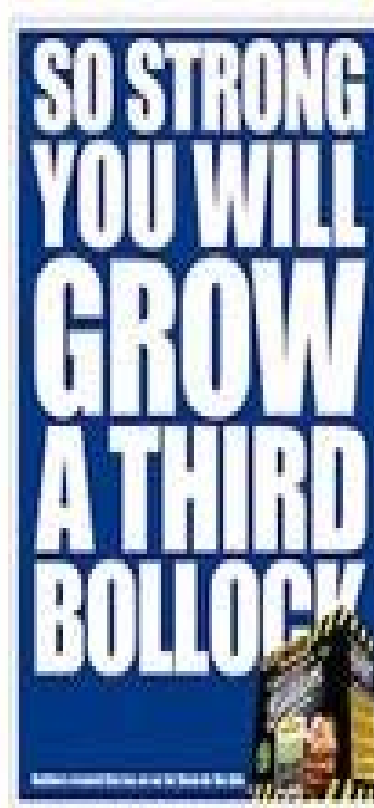


Concentrate on Site Productivity

Apprentices



- 4 Apprentices
 - 2 x Multi skills
 - 1 x Electrician
 - 1x vacancy
- All are young men
- Difficulty recruiting



What's Next?



- Wide Range of opportunities
- Everyone is looking for a good builder

BUT

- Nothing fails like success
- Potential areas
 - Small General Fund sites
 - “Open Book”
 - Subscription Services



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