THE FEDERATION OF MASTER BUILDERS

ANNUAL REPORT

2010/11

www.fmb.org.uk

FEDERATION OF MASTER BUILDERS

FMB

The sign of building quality

Foreword...

President and Vice President's message

We firmly believe that FMB members are the best in the business, providing customers with high quality work at realistic prices. During the year we have implemented several changes which reinforce that message; all new members have to undergo a site inspection and the Code of Practice for FMB members has been revised. For the first time the FMB has established a dedicated Training Department which is busy organising a series of relevant events to help members flourish in today's market and ensure they stay the best in the business. Our Find A Builder service has been updated and now has much more traffic.

Unfortunately we don't have space in our report to cover everything the FMB has done over the last year but we hope you have followed the many activities through Master Builder, FMB email newsletters, website and social media too. These channels all exist so that as well as receiving FMB news, you can give your feedback too.

We would like to thank our colleagues on National Council and the many other committees within the FMB as well as FMB staff for all your efforts. Your patience and commitment has kept FMB as the premier association within the construction industry across the UK.

FMB NATIONAL PRESIDENT, DEREK BOSTOCK

FMB VICE PRESIDENT, JIM GILMOUR

Director General's introduction

It has been another difficult year for many builders in the UK. FMB's quarterley State of Trade Surveys, which are now widely reported in the media, have shown a steady decline in members' workload for more than three years. Inevitably this has impacted on our membership and income. Despite this the FMB has had many notable successes this year.

Our preparation for a potential change of government in the run-up to the 2010 General Election proved effective as we were able to work from day one with new Ministers and their advisers on a range of topics. The Coalition Government's commitment to be the 'greenest-ever Government' and its 'localism agenda' has meant considerable focus in the areas of sustainable building and development. FMB has been heavily engaged in the discussions surrounding the Energy Bill, and its plans for the Green Deal, and the Localism Bill, with its implications for planning. FMB has been successful in securing representation on key committees with the Department for Energy and Climate Change planning for the introduction of the Green Deal in late 2012.

I would like to add my thanks to the many members and all staff who have worked so hard to ensure that the FMB remains an effective champion for all members.

FMB DIRECTOR GENERAL, RICHARD DIMENT

FMB Annual Report 2010-2011

HIGHLIGHTS

Eastern

(L-R) Lorna Carter, Duncan Childs and Brian Sutherland, Past Regional President

Eastern Region held a very successful business session at Wyboston Lakes as part of the Regional AGM in March 2011. Guest Speakers were Lorna Carter from Hewitsons talking about resolving construction disputes whilst Duncan Childs of Meadows spoke about marketing your business.

London

London members at FLASH event

London won the contract from the Institute for Sustainability to provide a Business Support programme, FLASH, with the aim of bringing renewable technologies, retrofitting and the forthcoming Green Deal to the attention of builders, enabling them to take advantage of the estimated £6billion market. More than 100 FMB members have already taken part in the programme.

Midland

As a result of a partnership with the Black Country Housing Association FMB Midland members will install photovoltaic panels to as many as 8,000 properties in the Housing Association's portfolio. Midland Region is also working with Constructionline to develop a Pre-Qualification Registration training programme to assist more members with public works procurement.

Northern

Members from Northern Region receive their MBoY awards

The Northern Counties Regional Master Builder of the Year Award Day was a huge success! There were more entries than ever in 2010!

Northern Ireland

FMB NI highlights the importance of the NI construction industry and launches its 'Building for Success' manifesto at Stormont with the support of the Finance Minister and other cross party MLAs.

FMB with MLAs that attended the launch: L-R Mitchel McLaughlin MLA, Leonard Allen FMB NI President, Roy Beggs MLA, Conall McDevitt MLA, Maire Nawaz FMB NI Director, Anna Lo MLA, Sammy Wilson MLA Finance Minister, Thomas Buchanan MLA, Stephen Farry MLA

North West

FMB North West members attended an interactive workshop on waste minimisation which gave practical advice on how to reduce waste on smaller sites and benefit not only the environment, but also profit margins.

Scotland

FMB Scotland secured over £100,000 of external funding for training events for members.

Southern

Our most successful year ever at the Master Builder of the Year Awards as members from Southern won three national awards in the Commercial, Energy Efficiency, and Heavenly Builder categories.

South West Master Builder of the Year winners collect their awards

South West

FMB South West members and clients collected their Regional Awards at the 2010 Master Builder of the Year event in Somerset.

Wales

FMB at the Welsh Assembly L-R: Anthony Thomas President FMB Wales, Jane Hutt AM, Joyce Watson AM and Richard Jenkins FMB Wales Director

FMB Wales launched its manifesto, Building for Success, with keynote speaker Jane Hutt Minister for Business who was particularly pleased to highlight the support that the Welsh Government is giving the FMB's Cut the VAT campaign.

Yorkshire & Trent

Leeds ILM graduates 2011

Yorkshire & Trent ran two successful management training programmes funded by ConstructionSkills. The regional President, Glyn Machon not only handed out certificates to candidates but indeed picked up a certificate for himself!

Information Services

Information Services is the one-stop-shop for business support and technical advice to aid members as they run their businesses. During 2010 Information Services responded to more than 6,000 enquiries.

Master Builder of the Year

Phil Spencer presented the FMB's 10th Master Builder of the Year and Apprentice of the Year awards, which attracted more than 500 nominations across seven categories and more than 40 Apprentice entries.

Master Builder of the Year, David Charleton, with Phil Spencer

< Apprentice of the Year, Patrick Williams with Phil Spencer and his employer, Jeannette Hawrot of Leadbitter Construction

Website

The Find A Builder service was completely rebuilt and re-launched in November 2010. In its first six months of operation it has seen a four-fold increase in the number of jobs clients have uploaded.

The new Find A Builder service

Policy

The FMB's State of Trade Survey generates media interest and influences policy makers in Westminster and Whitehall.

Public Affairs

The FMB met with advisers to the Prime Minister and the Deputy Prime Minister to discuss housing policy. Two FMB members also attended and helped to explain the problems facing small construction companies.

Richard Diment, Director General of the FMB, and FMB member Chris Carr of Carr and Carr outside 10 Downing Street

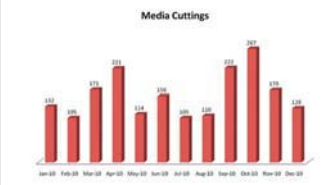
Apprentices

The FMB has provided funding for 10 first year students to participate in a 'Pathway to Construction' pre-apprenticeship work experience placement with local employers and FMB members.

An Apprentice and his mentor on the Pathway to Construction Scheme

Media

In 2010 the FMB received 1901 cuttings, meaning on average each month 16 million people saw, heard or read about the FMB. Two thirds of this coverage was positive and the rest was neutral in tone. The cost of this coverage, had the FMB paid for it, would have been more than £2.5m.



Quantity of FMB cuttings during 2010

Social media

The FMB launched its presence on existing social networks/media: Facebook - 113 likes; Twitter - 265 followers including members, industry leaders, journalists and politicians; youtube and flickr. The FMB has also launched its own social network for members only; the FMBuilding Network.

The FMBuilding network

Training

90 FMB members gained skills to move their businesses forward by achieving Level 4 Management NVQs, through a ConstructionSkills funded Performance+ training programme which ran in Leeds, Luton, Wolverhampton and London.

FMB members in London receive their Level 4 Management NVQ Certificate

THE CONTINUING EVOLUTION OF NRWB

The past 12 months has seen National Register of Warranted Builders (NRWB) start to implement the new business plan which concentrates on the strategic direction of the company and principally the move towards a more consumer-led approach to the sale of building work guarantees. The business plan is now supported with a comprehensive marketing plan which includes rebranding of the business and a focus on marketing through an e-commerce website.

The traditional focus of the MasterBond warranties has not diminished, although the company continues to diversify into other areas of construction and is able to offer new products surrounding weather protection, excess protection and security of deposits. A major thrust during the course of the year was the creation of a new home product tailored specifically to the SME sector. This is a difficult market and NRWB is not yet in a position to make an announcement; much work has already been carried out however and it is hoped that the next year will bring suitable rewards to FMB.

NRWB has managed to continue its profitable trend despite the recession and it is encouraging to see that a strict control of expenditure, together with a committed membership will produce stable results for the foreseeable future.

A NEW HOME PRODUCT IS UNDER DEVELOPMENT

A NEW MASTERBOND PRODUCT OFFERS WEATHER PROTECTION

DEPOSITS ARE SECURED THROUGH MASTERBOND

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