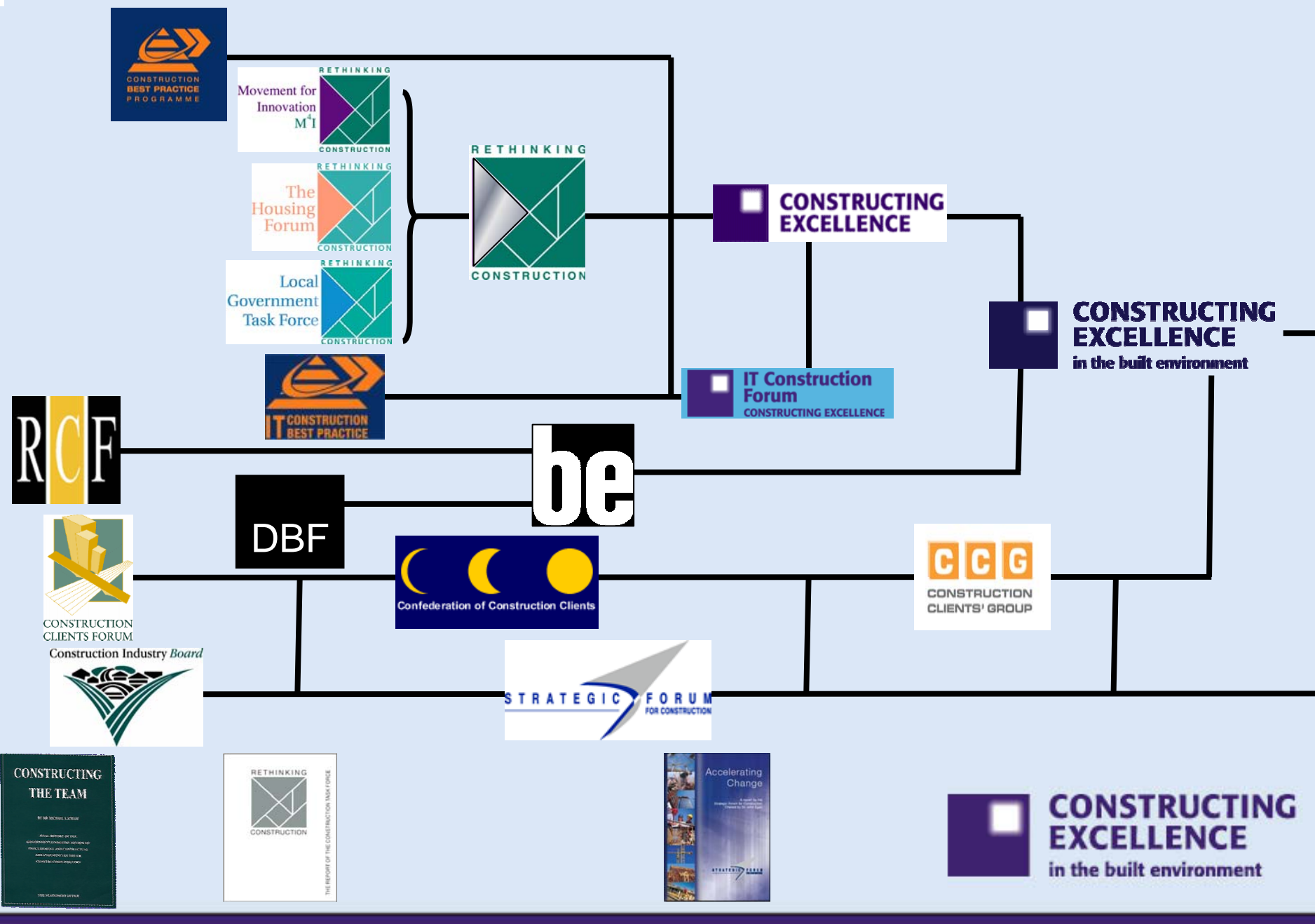


Review of the last/next 12 months

Don Ward
Chief Operating Officer





Mission and Vision

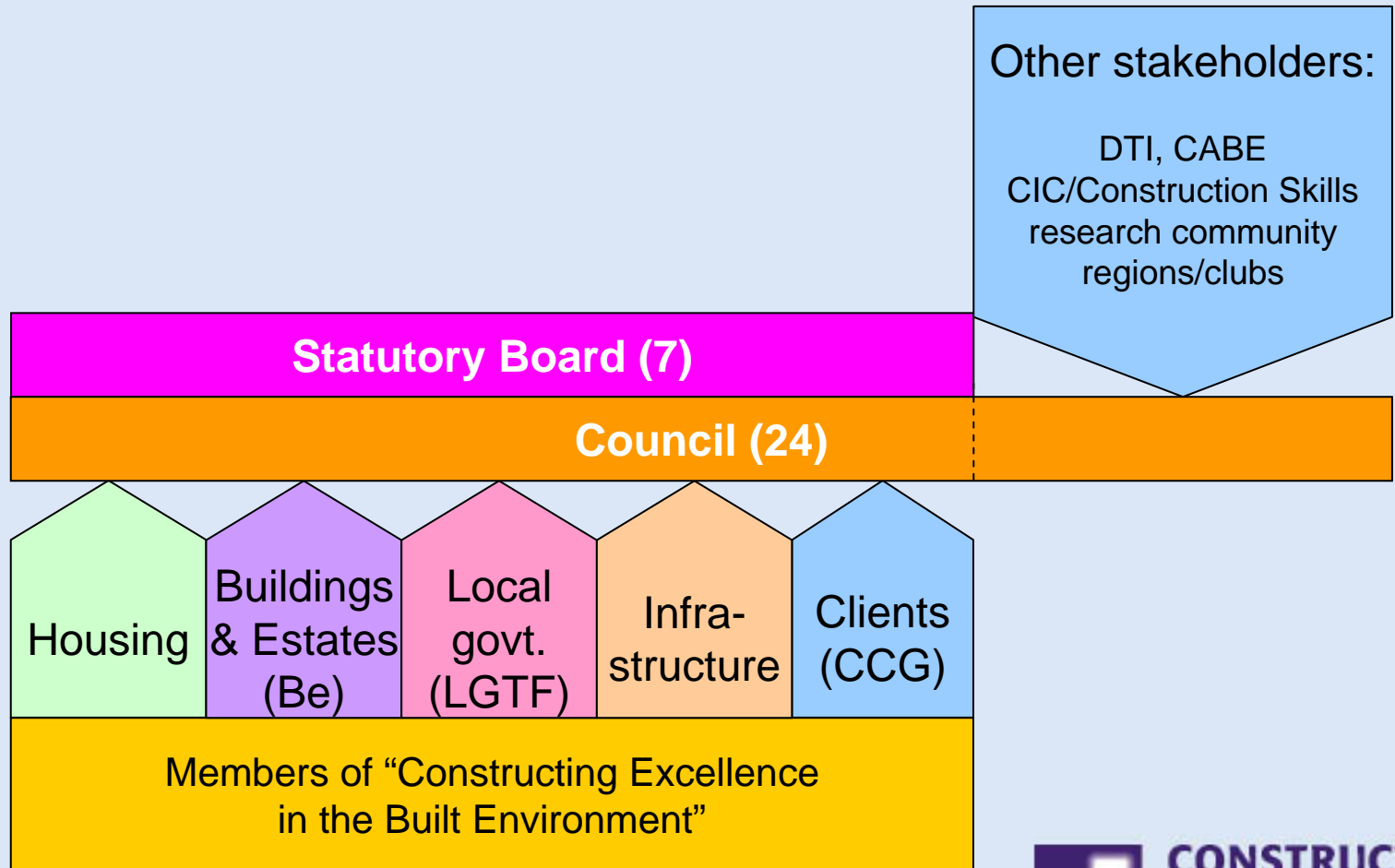
- Our purpose is to
 - improve industry performance
- The outcome will be a
 - demonstrably better built environment

A year ago... (to the day!)

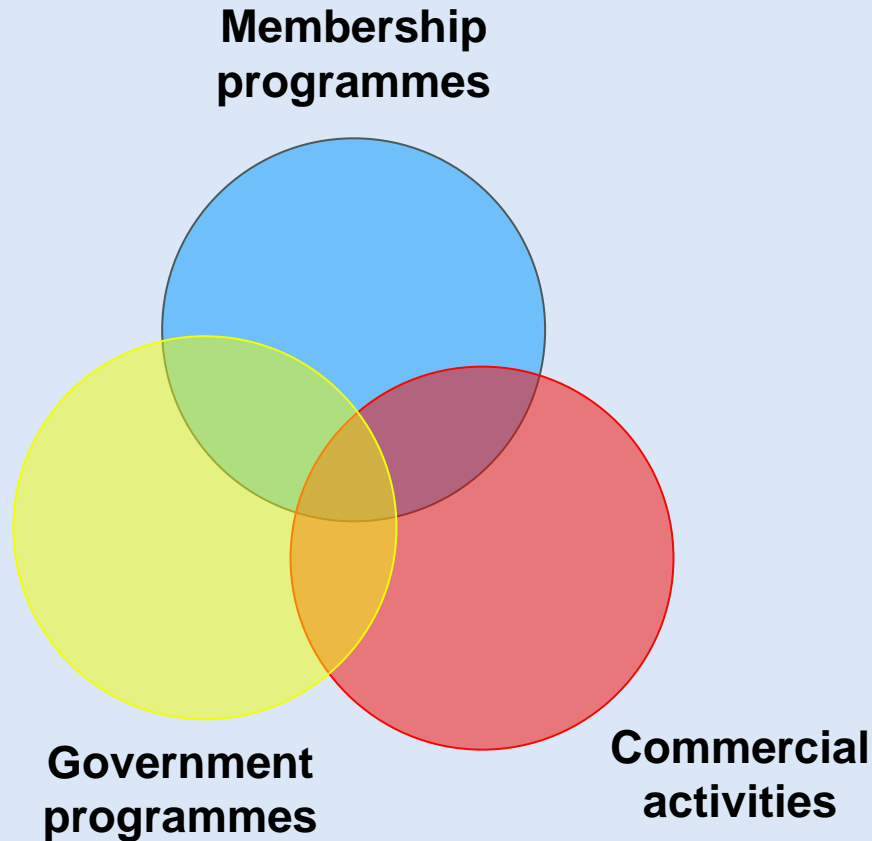
The inaugural Membership Convention

- 125 members, mainly from BE and the Housing Forum
- Strategic priorities for 2006/7
 - Procurement, skills, good 'clientship', value, recruitment, collaborative working and sustainability
- Need much more evidence of the benefits of the business improvement themes promoted by CE
- The message of the new CE and the benefits of membership (and the mergers) needs serious sharpening
- Some key new skills or competences required by CE
 - Communication; sales; lobbying/influencing, leadership; dissemination, member involvement, relevance and customer focus, business plan, brokering/enabling

Governance



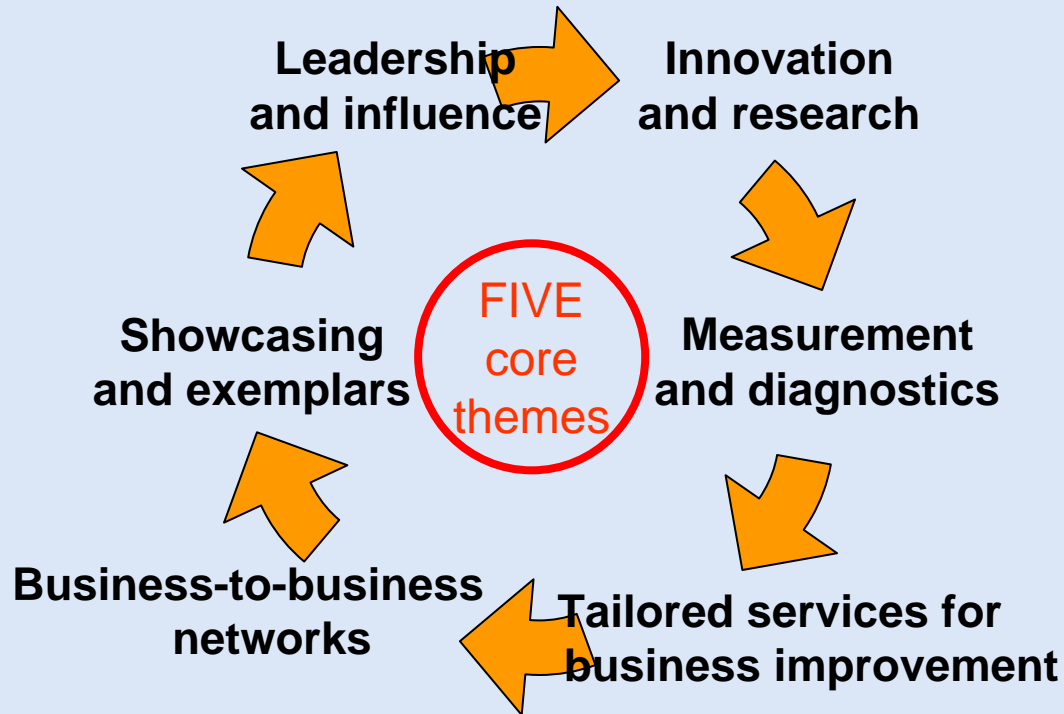
Three customer business streams to deliver to industry



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Core business activities

'Must dos' that add distinctive value for our customers

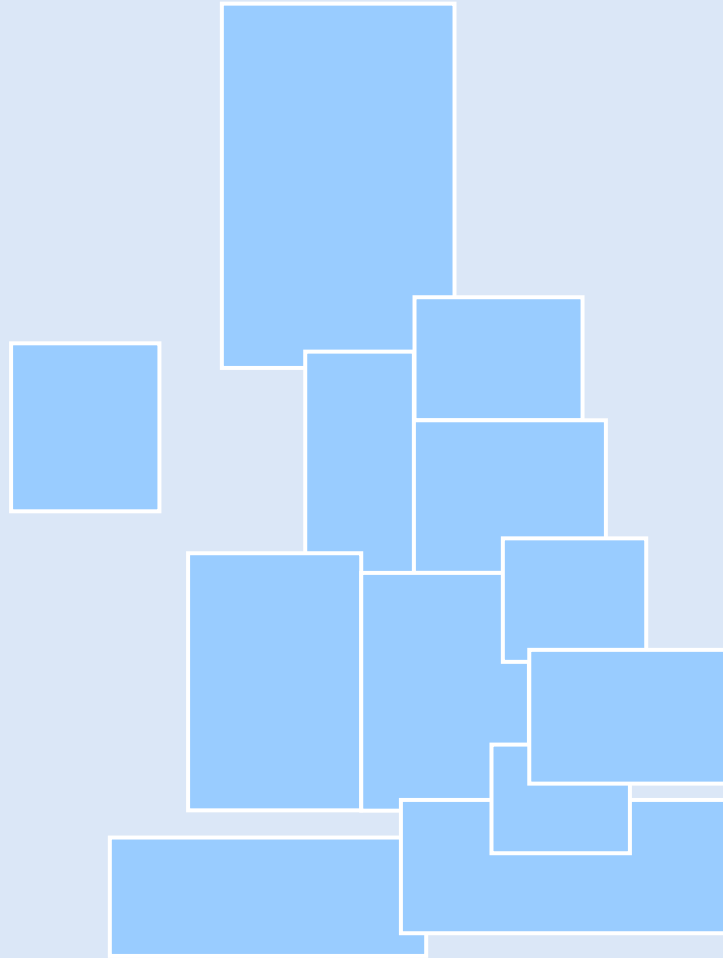


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Cross-sector group themes 2006

- Value
- Integration and collaborative working
- Sustainability
- Safety and health
- Leadership and people development
 - Incorporating G4C

12 regional partners
36 Best Practice Clubs



“The Built
Environment
Network”



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Influence and collaboration



Events in 2006

Conferences

- Strategic leadership in construction
- Occupational Health conference
- Members Convention
- LGTF Efficiency conference
- Housing Forum conference
- ITCF annual conference
- HTMA annual conference

Launches

- KPI Launch
- UK Strategic Research Agenda Launch
- Consolidation Centre launch

Exhibitions

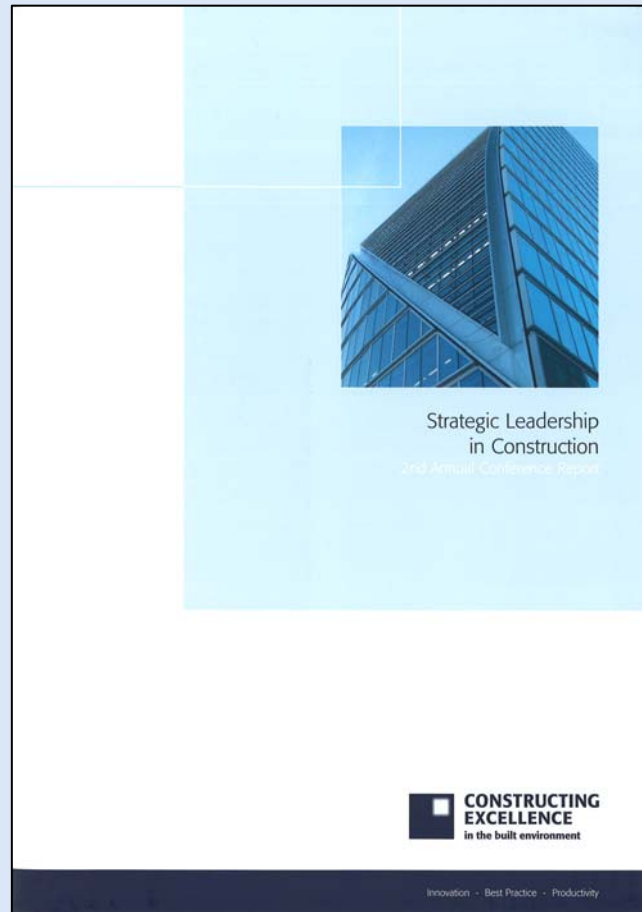
- Chartered Institute of Housing
- Interbuild Exhibition
- HF annual members meeting



Workshops

- Infrastructure Forum workshop
- Be Valuable workshop
- Integration workshop
- Leadership & People workshop
- Sustainability workshop
- KPI masterclasses

Leadership



Customer Driven Strategy

for all housing development and construction

Led by John Callcutt, CEO English Partnerships

Framework launched 10th May

Strategy to be completed involving stakeholders by end 2006 for implementation in 2007

To focus on 5 key areas:

- Customer Needs and Preferences
 - Land, Supply and Planning
- Products, Producers and Process
 - Community Empowerment
 - Financial and Fiscal Issues

Also involving Sustainability, Infrastructure and Improving the Existing Stock



**The Housing
Forum**
CONSTRUCTING EXCELLENCE

BE headlines 2006

- Guidance
 - Be Valuable
 - Collaborative risk management
 - Avanti – ICT-enabled collaborative working
 - Implementing integrated supply chains
- Member forums
 - April
 - Values
 - June
 - ‘showcase’ and agenda setting
 - November
 - Logistics



CCG programme for 2006/7

- Clients' Charter - a CCG product - major review
- Best practice meetings:
 - project bank accounts
 - single project insurance
- Representation of client interests e.g. CDM
- 'Client Conference' – this autumn
- "Understanding Clients"

Local Government Task Force

- Major Frameworks report
- Case studies
- Influencing policy

Infrastructure Forum

- Initial workshop June
- Report this month
- Next forum meeting November

- Highways Term Maintenance Association
 - Inaugural annual conference
 - Prospectus
 - Working groups on Safety, Image, People, Performance measurement, Procurement



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The IT Construction Forum

- A membership based special interest Forum, part of Constructing Excellence – **FREE TO CE MEMBERS**
- An independent source of guidance on IT and new technologies for the construction sector
- The first port of call for those in construction seeking to broaden their knowledge and maximise their investment in new technologies
- Supports companies in the construction sector make better use of IT in their business and management practices



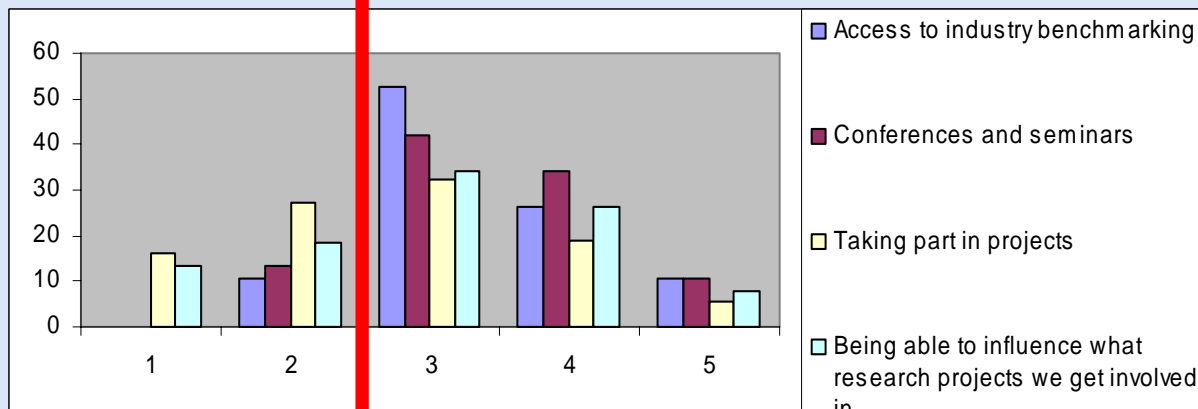
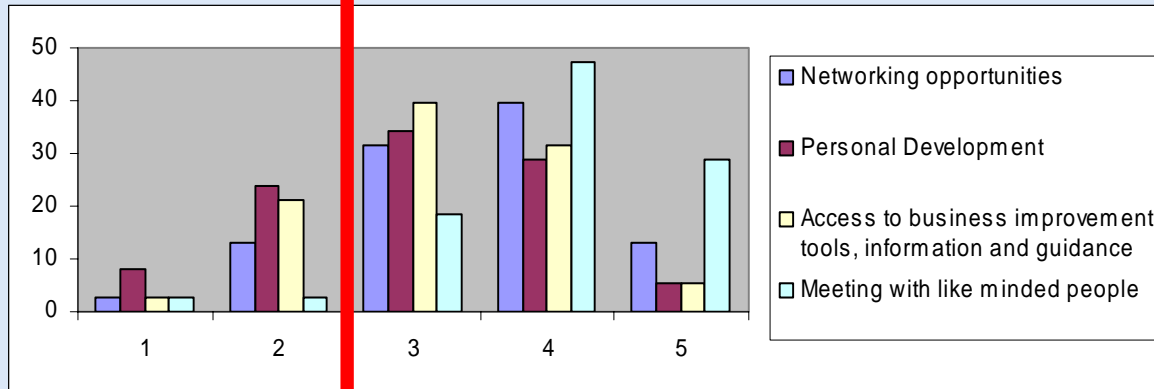
Annual membership survey

Preliminary results

- 38 BE members
- 27 Housing Forum members
- **873** industry non-members

In the past how valuable have you found the following?

1- not valuable, 5 – very valuable



Networking

- Personal development

- Tools etc

Like minded people

- Benchmarking

- Conferences

- Projects

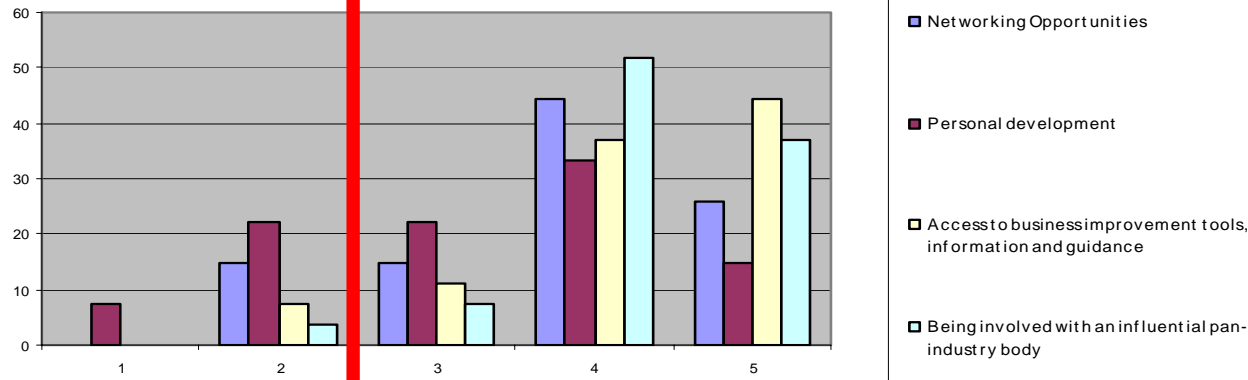
- Influence



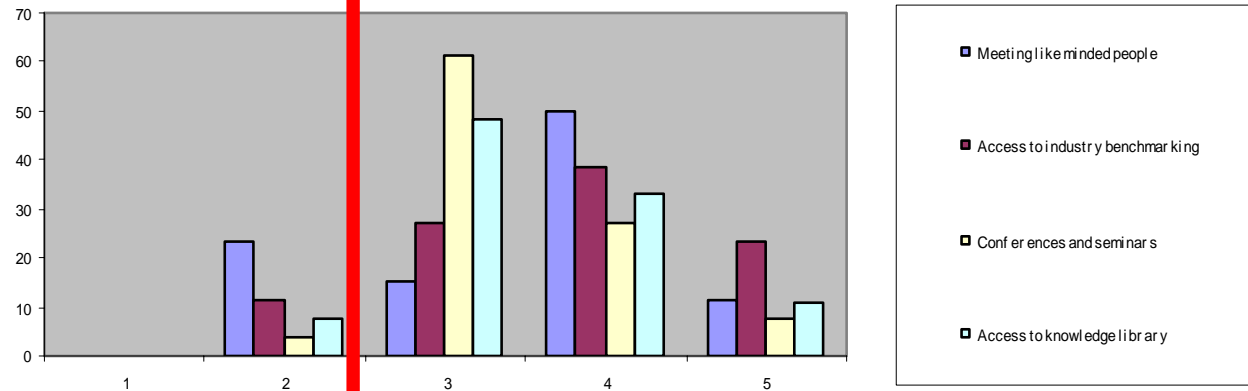
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How important were the following reasons for joining?

1 - not important, 5 - very important



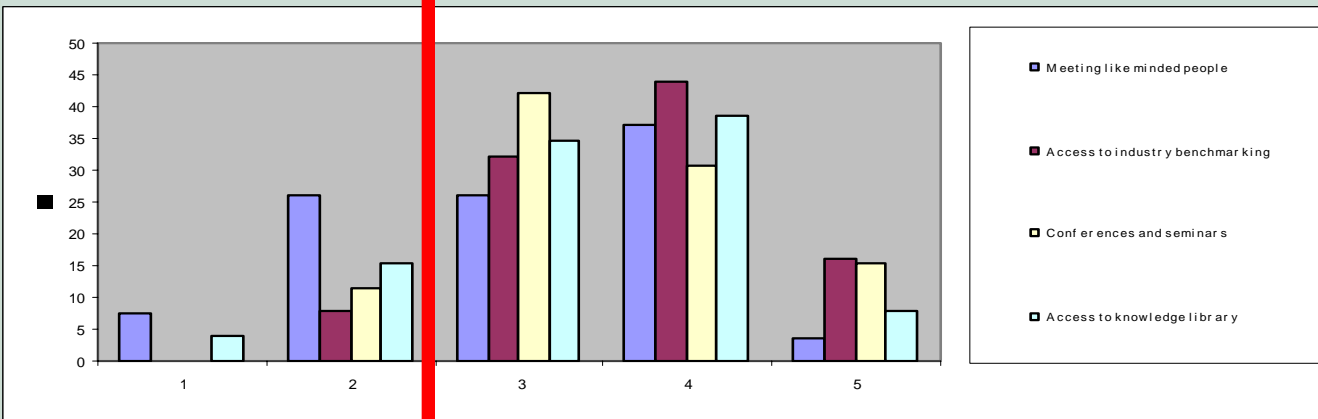
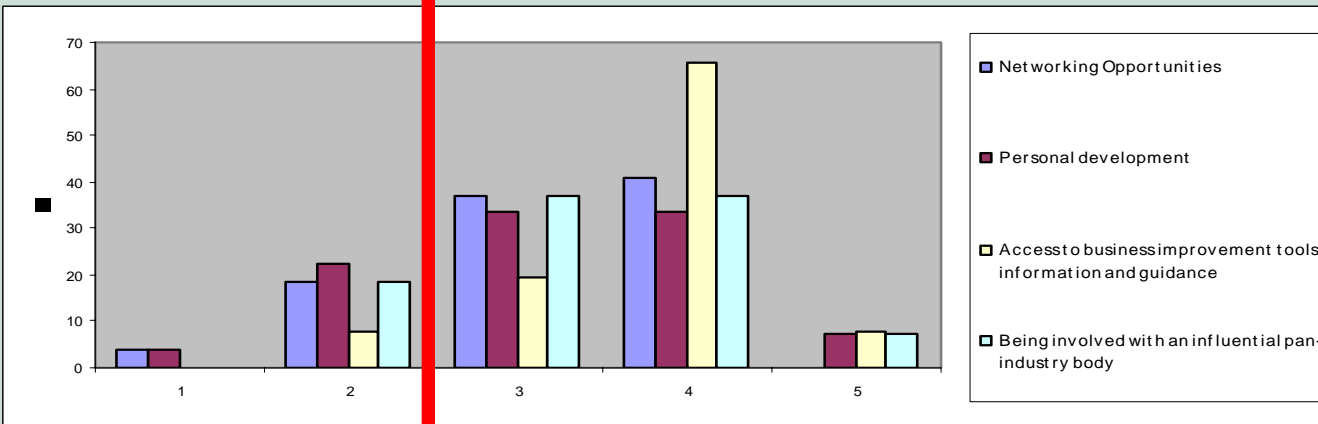
- Networking
- Personal development
- Tools etc
- Influence



- Like minded people
- Benchmarking
- Conferences
- Library

To what extent have these aspirations been realised?

1 - not realised 5 - entirely realised



- Networking

- Personal development

- Tools etc

- Influence

- Like minded people

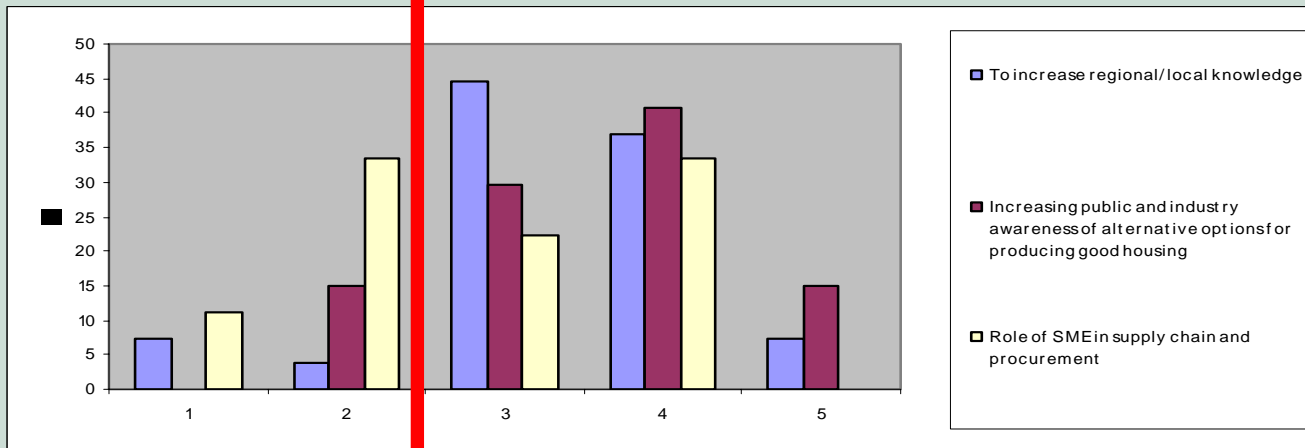
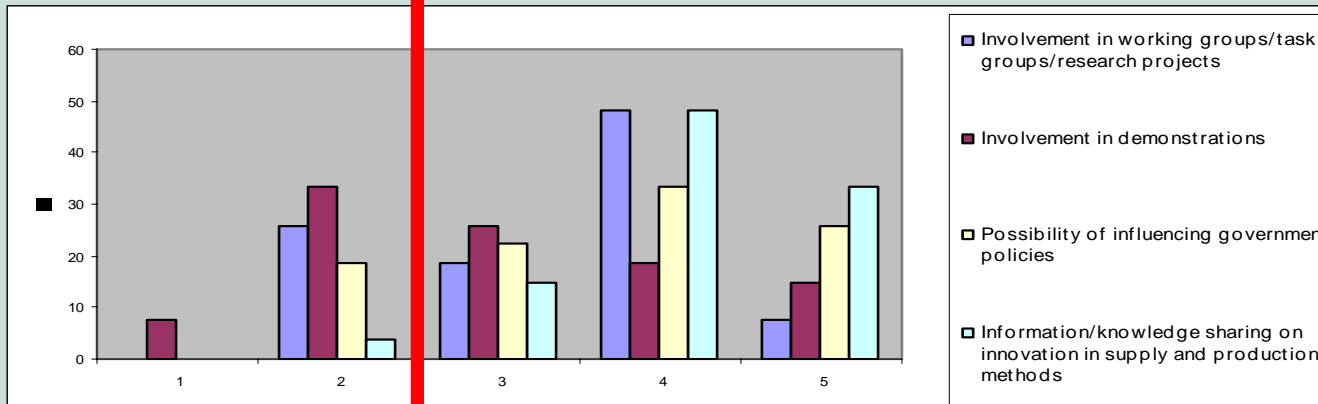
- Benchmarking

- Conferences

- Library

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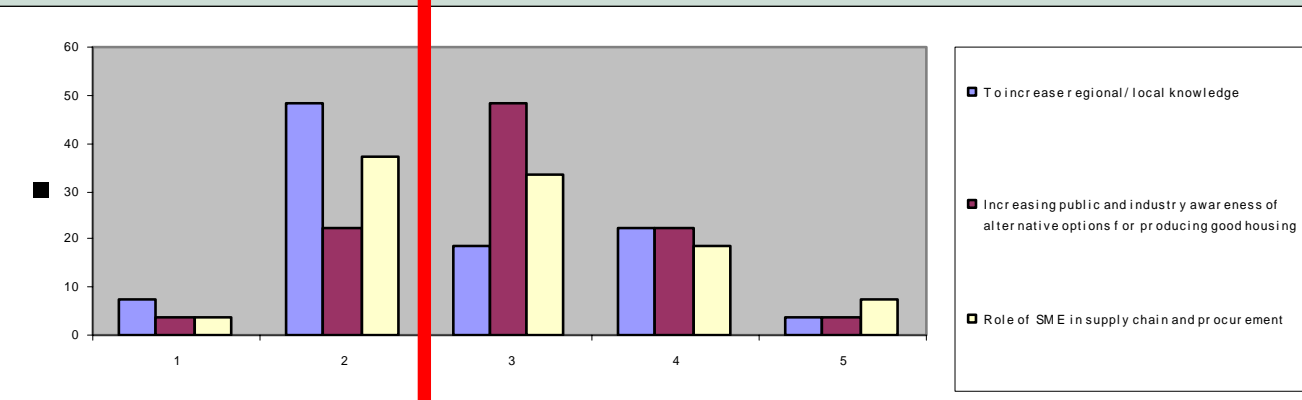
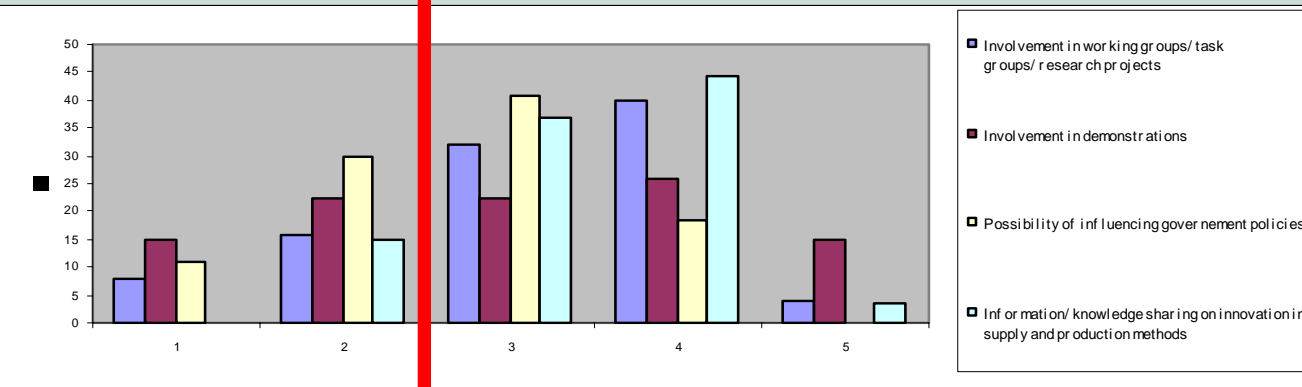
1 - not important, 5 - very important



- **WGs/Projects**
- **Demonstrations**
- **Influence**
- **Knowledge sharing**
- **Local knowledge**
- **Public awareness**
- **SMEs**

To what extent have these aspirations been realised?

1 - not realised 5 - entirely realised



- WGs/Projects
- Demonstrations
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- SMEs

So where are we now?

A maturing membership organisation seeking critical mass and commercial 'nous'

Strengths

- Significant sector for UK economy
- Reform movement pedigree
- Unique position to delivery gov't strategy
- Independent credibility
- Strong regional structure
- Core activities: KPIs and demos
- International reputation
- Strong industry membership base
- Staff with change agenda experience

Weaknesses

- Industry perception of post-DTI funding
- Critical mass for membership
- Current commercial offering is limited
- Membership seen as catering for the few
- Fragmented industry
- Commercially inexperienced staff
- Profile and awareness of our capabilities

Opportunities

- Increasing membership base
- Improved packaging and marketing
- Gaps in current portfolio of activities
- Sustainability
- Whole life (and value debate)
- Skills & leadership
- 2012
- To exploit previous DTI-funded activity

Threats

- Other improvement bodies and trade associations
- Established competitors in government project and membership areas
- End of DTI's 'core/grant' funding



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