

# Annual Report

## 2019–2020



FEDERATION OF  
**MASTER  
BUILDERS**  
fmb.org.uk



**fmb.org.uk**

# Contents

- 3**  
Foreword
- 4**  
The FMB's Strategic Plan
- 5**  
Top 10 achievements
- 6**  
Focus on our members:  
The 2020 Member Census
- 7**  
Membership services
- 8**  
Giving builders a voice  
to influence
- 10**  
FMB Insurance
- 11**  
Commercial and property
- 12**  
Marketing, digital and  
member communications
- 13**  
2019 Master Builder Awards
- 14**  
FMB across the UK
- 18**  
Responding to the  
coronavirus pandemic
- 19**  
What does the future hold?
- 20**  
Our year in pictures
- 22**  
Financial statements





# Foreword

It has been a year quite unlike any we could have imagined. We began the 12 months racing towards our target of ensuring that every single FMB member has been independently inspected – a key landmark in our moves to establish the FMB brand as a badge of quality.

Alongside our members, we celebrated the best of the small and medium-sized building industry at our 2019 national Master Builder Awards winners' ceremony in London in September. The Awards were our biggest and arguably our best ever.

We were delighted that the FMB delivered a healthy surplus and that FMB Insurance Services Ltd returned a third consecutive year of profit and laid the ground for a substantial expansion of the ways the FMB can protect your business in 2020.

And then in March, we were hit by the Covid-19 (coronavirus) pandemic. Overnight, work for FMB members stopped as lockdown measures were introduced. By April, 96% of member companies had stopped some or all of their work.

The FMB took immediate steps to encourage governments in the four nations of the UK to bring forward support packages to help Master Builders. Building on our existing, strong relationships with government ministers, we made the case for targeted financial schemes, and we were invited to sit on national task forces to help guide the construction industry's response to the crisis.

We know how tough the past few months have been for our members, especially those limited companies where less support was made available by the Government. We have sought to keep you informed and supported, and help you get back to work safely, through increasing the frequency of our member communications.

We continue to adapt and improve our membership services. This year we started a webinar series, and a private networking group on Facebook, to build the Master Builder community online. We helped more than 1,000 FMB members to build attractive company profiles on the FMB's Find a Builder webpages, which assist them in winning work.

At a staff level, this year we have welcomed more resource in the regions. We have also been proud to champion mental health awareness within the construction industry, and support six staff members to become Mental Health First Aiders.

We want to thank all our members for their continued commitment to the FMB. Now more than ever, as we look ahead to ongoing challenges presented by the pandemic, and unknowns that still persist due to Brexit, but also to the celebration in 2021 of our 80th year, we are committed to support you and make sure your FMB membership makes a difference.



**Brian Berry**  
FMB Chief  
Executive



**Arthur McArdle**  
FMB National  
President

# The FMB's Strategic Plan

**T**he FMB is committed to putting standards and quality at the heart of who we are and how we deliver. We want Master Builder companies to be the best in the industry and to stand out from the crowd.

## The FMB's vision: Master Builder companies to be recognised as the badge of quality.

We are champions of quality construction work and we advocate for continuous improvement in building standards. Through our Find a Builder service we help our members to win work. However, we also provide Master Builders with unlimited access to expert advice; a voice to influence industry outcomes; and help to protect their businesses.

FMB membership makes a difference, and our 2019-22 Strategy Plan reflects these priorities.



## The FMB's mission:

- 1. Improved standards** – to ensure all Master Builder companies are independently inspected and comply with the FMB's entry criteria and Code of Conduct.
- 2. Improved membership engagement** – to improve our proactive engagement with members using the new CRM and additional staffing resources in the regions.
- 3. Improved communication** – to align all our communication activities to ensure they proactively promote the FMB effectively and support membership engagement.
- 4. Improved commercial income** – to increase commercial income to support improved services to members.

## The FMB's values:

**Our mission is underpinned by our values, and those of our staff, which are:**

- **Professional**
- **Commercial**
- **Positive**
- **Collaborative**

# Top 10 achievements



Membership advice helplines supported more than **1,500** members



Biggest ever attendance at the national Master Builder Awards ceremony



Secured delay to reverse charge VAT



Delivered a healthy surplus



Welcomed two new Connections partners



Third consecutive year of growth for FMB Insurance, with **2,188** policies issued



**800** contract templates downloaded each month



FMB webinar series and Facebook networking group launched for FMB members



**22,000** visits to our coronavirus webpages in the first 10 days of their launch



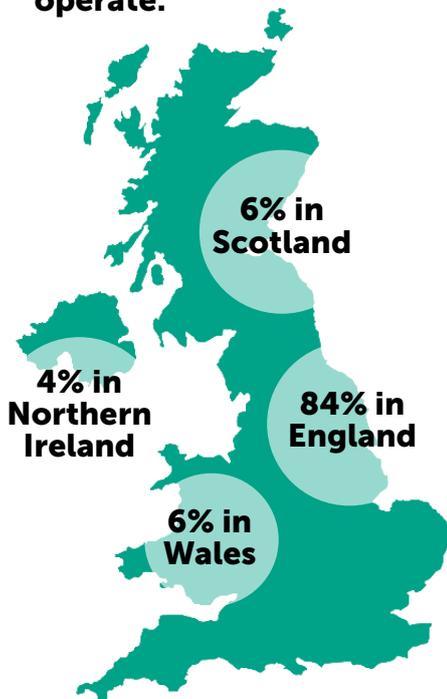
Asked to join the official coronavirus recovery task forces in England, Northern Ireland, Scotland and Wales



# Focus on our members: the 2020 member census

The FMB exists for our members. Every year, we conduct a census so we can build the most accurate picture we can of who our members are, what their priorities are, and what they expect from us. This information informs our strategy and places our members at the heart of our activities.

## Where members operate:



**72%** of FMB firms are limited companies;

**20%** are sole traders



The largest percentage of FMB members have been trading for between **11 and 20 years**; but **9%** have been in business for over **50 years**

## Top five construction activities that FMB members are involved in:

1. Extensions
2. Carpentry and joinery
3. Repair, maintenance and improvement (RMI)
4. Brickwork
5. Loft conversions

## Main areas of work for FMB members:

- 39%** Extensions
- 28%** RMI
- 15%** House building



**£200,000-£499,999** median annual turnover of an FMB member

Contract values cover the full range from under **£5,000 to over £1million**; but and FMB firm's average is **£50,000-£99,999**



## Main way that members find work:

- 76%** Personal recommendation
- 47%** Company website
- 38%** FMB Find a Builder profile

**83%** of FMB members mainly work in the private sector

The majority of FMB members directly employ **2-5 people** and engage the services of **1-5 subcontractors**

**40%** of FMB members employ at least one woman, and of these **20%** employ a woman on site

**17%** of FMB members currently employ at least one apprentice



The FMB Member Census was conducted in March 2020; 616 responses were received.

# Membership services: membership that makes a difference



Members tell us repeatedly that the thing they value most about being a member of the FMB is the enhanced credibility it gives to their business. The fact that their work has been inspected and their businesses vetted gives consumers added confidence. We are pleased to report that a shift to virtual inspections meant this vital work could continue despite the coronavirus lockdown.

The FMB has once again taken steps to improve the services offered to members this year, with the aim of making FMB membership an invaluable benefit to all of those SME builders who meet our strict entry criteria.

**Contracts:** Around 800 easy to use, plain English, and editable contract templates are downloaded by members each month, helping them to set out clearly the agreement they and their client have reached. There are versions available to suit most types of work, for members across the UK.

**Documents:** More than 250 documents are downloaded by members each month, with this year's most popular downloads being guidance on managing employee absence, risk assessment templates, guide to COSHH, and checklists to assist members in getting paid on time.



**Advice:** FMB's advice lines continue to offer unlimited support to members on HR/employment; legal; debt recovery; taxation; technical; and insurance matters. 1,500 members received advice from our knowledgeable team during the past year, and calls increased after the coronavirus lockdown began, but service levels and waiting times were not impacted.

**Online learning:** Our focus on raising standards has been reflected in the most popular courses taken by FMB members, free of charge, this year. Online modules on working safely; asbestos awareness; and COSHH have saved members time and

money by getting essential training delivered quickly without the need for travel to a training centre.

## **Find a Builder profiles:**

The Membership team have assisted almost 1,000 members to build attractive company profiles on the FMB's Find a Builder pages, helping them to attract consumers, and to win their share of the most profitable work.

**Dispute resolution:** The FMB Dispute Resolution Service, which is audited and certified annually by the Chartered Trading Standards Institute, has assisted more than 400 members to resolve disputes with residential clients over the past year, saving them time and money.

**“We use the FMB contracts and find them quite straightforward to manage. It helps both builder and client if you both know exactly where you stand.”**

Arthur McArdle, Woodfield Building Services (Staffs) Limited



## Giving builders a voice to influence

Against a backdrop of Brexit uncertainty and the shutdown of Parliament, the third UK General Election in four years, and a pandemic, the FMB has been representing the concerns of SME builders and celebrating their achievements.

Raising the profile of Master Builders amongst politicians, civil servants, and in the media is fundamental to achieving

our vision: that the FMB badge is synonymous with quality, credibility, and the authoritative voice of SME construction firms.

**Policy wins:** Over the last 12 months, we have continued to push for a favourable policy landscape for Master Builders by securing a one-year delay to the implementation of reverse charge VAT. The FMB spearheaded a coalition of construction

organisations to successfully make the case to the Government that greater communication and preparation was needed.

**Pushing the boundaries:** The FMB established 'Licence UK Construction', a cross-industry task force to develop a blueprint for a licensing scheme to protect the construction industry from rogue traders, reassure consumers, and professionalise the sector.

**Thought leadership:** We launched our eighth annual House Builders' Survey at the House of Commons, with members, senior civil servants and the Chief Planner. In Scotland, we contributed to a report on small scale home builders, and we were invited by the Housing Minister to join the Building Standards Futures Board.





This year's FMB Cymru Conference was on Solving the Construction Skills Crisis, with the keynote address delivered by the Deputy Minister for the Economy.

**Taking a leading role:** The FMB held the chair of the Northern Ireland Construction Group this year, convening meetings with the main political parties, and leading work on procurement changes. We gave evidence to parliamentary committees at both the Senedd and Westminster, and sat on the Welsh Government Council for Economic Development.

**General election campaign:** Seizing the opportunity of the 2019 General Election campaign to place local builders at the heart of the party's visions for the country, we set out a 'Programme for Government' with key policies needed to boost growth.

**Representing your views at the heart of government:** The FMB met the Housing, Construction, Apprenticeships and Energy Ministers in England, while continuing to engage with Labour and backbench MPs. Scotland's Skills Minister spoke at the Master Builder Awards. In Wales, we held frequent meetings with the Housing and Economy Ministers.

**Master Builders in the news:** We believe that Master Builders should be recognised by consumers, industry and policy makers as the best in the building industry. Raising the FMB's profile by securing high levels of media coverage is key to meeting this objective.

Interviews and mentions in respected outlets help to boost our reputation as a professional organisation and a brand that consumers can trust. Ultimately, raising the profile of Master Builders to consumers via the media helps Master Builders win more work.

**3,386 mentions in the media**

**69 press releases**

**330.5 million people reached**



**Belfast Telegraph**



**THE INDEPENDENT**

**THE SCOTSMAN**

**The Telegraph**





**93.5% of customers would recommend FMB Insurance**

**75% renewal retention rate**

**2,188 policies written in the year to May 2020**

## FMB Insurance: laying the foundations for future success

The past 12 months have seen FMB Insurance deliver a third consecutive surplus while investing in new developments to take the business forward.

### **Policies and renewals:**

We have written 2,188 policies in the year to May 2020. A further 199 new properties have taken our New Homes protection and 20% of FMB members now purchase Contractors Liability Insurance from the insurance arm of the FMB Group. Our renewal retention continues to be higher than the industry average at around 75%.

### **At the forefront of change:**

FMB Insurance has stayed at the forefront of changes in the insurance industry in order to support our members, and has taken the opportunity of participation in a number of Managing General Agents Association (MGAA) meetings and seminars over the last year to raise the profile of FMB Insurance within the industry. We continue

to maintain close relationships with our providers to ensure our members receive the best cover possible on the market.

### **Quality customer service:**

The feedback from our customers continues to be strong. FMB Insurance currently has almost 300 reviews and 93.5% of our reviewers would recommend us. To have retained a Net Promoter Score of +73% as our review numbers increase is extremely encouraging and reflects the hard work of our team.

We were proud and delighted to receive a 'silver' award from leading customer experience experts, Investors In Customers (IIC). This was our first IIC assessment and we received a lot of positive feedback from clients which included focus on the quality of the relationship, the fact we treat customers fairly, and that we are easy to do business with. Our service was described as attentive, knowledgeable, inspiring, informative, supportive,

**"93.5% of our reviewers would recommend us"**

competitive and understanding. We continue to strive to improve year on year.

### **Professional development:**

We now have 65% of the team holding professional qualifications with a further 24% working towards them. We have delivered Mental Health First Aid courses for all FMB Insurance staff, and some external partners.

# Commercial and property

## FMB commercial activity

- Our Connections commercial offer seeks to increase the FMB's commercial income to support improved services to our members.
- In the year to May 2020, we achieved invoice sales of £207,195.
- The 2019 national Master Builder Awards was fully funded by the sales of sponsorships, including sponsors for each of the 14 award categories.
- Isuzu was secured as the headline sponsor and provided a new Isuzu D-Max Utah Pick-up worth £30,000 for the overall winner.
- The Master Builder magazine was funded by the sales of advertising and achieved a surplus of £6,326, after production and delivery costs.
- Connections sales dropped off during the coronavirus lockdown. The cancellation of all FMB events had a knock-on impact on the opportunities for product and sponsorship sale.
- We recently welcomed two new commercial Partners: Open Reach and Promote UK. The FMB and its Partners build close working

relationships that help to support Master Builders to run their businesses by providing valuable products and services.

- The full list of FMB Partners is B&CE; Build Aviator; CITB; Isuzu; JCB/JCB Finance; Open Reach; and Promote UK.

## FMB properties

- Property rental remains stable with 22 tenants under lease and rental income up by 6.2%.
- Properties have been improved over the last 12 months, including a roof repair in Bristol, and electrical certification

remedial works and carpet replacement in London.

- Repairs and maintenance are within budget.
- FMB meeting rooms saw a good increase in bookings with income up by 10% before the coronavirus lockdown. Mental Health First Aid training courses delivered by both external users and FMB instructors, were some of the most well-attended events that we hosted.
- We have installed Microsoft Teams video conference facilities in all the meeting rooms, providing improved quality and user experience for virtual meetings.



**Isuzu was secured as the headline sponsor for the 2019 Master Builder Awards and provided a new Isuzu D-Max Utah Pick-up worth £30,000 for the overall winner.**

# Marketing, digital and member communications

The start of the reporting year was dominated by planning for the 2019 national Master Builder Awards and ended with the response to the coronavirus pandemic.

**A busy year:** Within the year, the Marketing Team managed the Master Builder Awards national ceremony (see page 13), delivered six editions of Master Builder magazine, produced daily social media posts, promoted the FMB at 11 trade and consumer exhibitions and created content for advertising campaigns and the FMB website. The team also worked closely with FMB Insurance to improve collaboration and to streamline marketing activities within the FMB Group.

**Website redevelopment:** Plans for the new FMB website got underway, with the new site expected to launch in autumn 2020. The aim is to offer a clean, modern design, an improved user experience with clearer navigation and page layouts, and strong messaging.

**Keeping it social:** In the year to May 2020, our following across Facebook, Twitter, Instagram and LinkedIn increased by 129% (3,817 new followers); impressions rose by 24.3% to more than 3.5 million; and engagement was 50% higher. A private Facebook group was launched in March to help members connect with each other and attracted 638 members by the end of May 2020.

**Newsletters:** Member newsletters were adapted to feature a new visual layout, concise content and commentary from Hub Directors, boosting the average open rate to 27.5% (industry average 21.8%). From March, the Marketing Team produced regular newsletters to share updates with members in response to the coronavirus

pandemic, which achieved an average open rate of 39.4%. We developed video content and embedded this in newsletters and on our website.

**A new webinar series:** In April, the FMB launched a webinar series to provide valuable advice from guest presenters to members in a more engaging format. From April to the end of May, more than 500 members registered to attend one of six webinars.

**Revised recruitment messaging:** While a planned recruitment strategy was put on hold in March in response to the pandemic, new recruitment messaging has been developed and tested with members, for use across external advertising and FMB generated communications.



The FMB's following on Facebook, Twitter, Instagram and LinkedIn increased by

# 129%

# 2019 Master Builder Awards: the national ceremony

In 2019, we were excited to host the biennial Master Builder Awards, celebrating the achievements of Master Builders across the UK and showcasing examples of high-quality craftsmanship and building excellence.

Four of the six regional awards ceremonies took place prior to May 2019, and the Scotland Awards and the joint South West, Midlands and Eastern Awards took place in June 2019.

Hosted by TV presenter Nick Knowles, the national ceremony was then held on 20 September 2019 at the InterContinental Hotel, Park Lane, London. This flagship event in the built environment calendar was attended by 600 people, including FMB members, sponsors, industry stakeholders, and the media. We achieved a 33% increase on attendance numbers compared to the 2017 event and smashed our target of 450 guests.

More than £143,500 was generated as income and the overall financial contribution to the FMB was more than £17,500. The Master Builder Awards hashtag #MBAWARDS was trending on Twitter on the day of the London ceremony, and the audience rate of growth across all social media channels (Twitter, Facebook, Instagram and LinkedIn) increased by 334.7% in the month of September as a result of the awards content. Media coverage of the event and award winners also achieved 1.09 million impressions.

**“A fantastic event in every respect, from the location, hospitality, and the fact that members are recognised for their skilled workmanship in some amazing projects. A really worthwhile and feelgood event”**



**“The FMB nailed the 2019 Master Builder Awards Ceremony in style, showcasing the very best of projects and builders, together with recognising and making a big splash for the national apprenticeship finalist, our future builders! Fantastic celebrations and proud to be associated with FMB”**

In a post event survey of attendees, 98% stated their overall impression of the event was 'excellent' or 'good' and the same percentage stated they were 'likely' or 'highly likely' to recommend the event to a colleague or another FMB member.



# FMB across the UK: backing local builders

## SCOTLAND

Scotland members lent their support and expertise at the Home Building and Renovating shows in Edinburgh and Glasgow. The shows help to promote the FMB brand in Scotland, along with our continued advertising in key Scottish publications. FMB Scotland made its debut at the famous Edinburgh Festival Fringe, with a member delivering an expert practical demonstration at the Traditional Buildings festival. Our half-day business briefing for members was well received and once again members enjoyed making new connections during the annual dinner. We welcomed a Business Development Executive to FMB Scotland, to strengthen our engagement with members and recruit new members.



## NORTHERN IRELAND

The key priority in Northern Ireland has been to keep increasing the value of membership. With this in mind we secured easier access to grant aided work for our members by ensuring that FMB membership is recognised within the tendering process. In September 2019, a Business Development Executive was appointed to help members maximise their membership and to recruit new Master Builders. This additional resource has allowed us to ramp up our membership engagement, visit members on site, and arrange new member events. It has resulted in membership growth in Northern Ireland. We look forward to helping our members recover and strengthen in the year ahead.





## NORTH

This year we welcome a new Membership Executive to the FMB North team to assist the team engage with and support our members. We remain a key member of the Construction Alliance North East, a collaboration of industry representative bodies who work together to improve business conditions for construction firms across

the region. We are also active members of Working Well Together which promotes health & safety improvements. Our ties with the Leeds College of Building remain strong, with the College Principal & CEO a co-opted member of the FMB Yorkshire & Trent Board. The FMB North Director is a Safeguarding Governor at the college.



## CENTRAL

It has been another busy year in the Midland and Eastern regions. We remain actively involved in the Working Well Together South Midlands group. We have promoted Master Builders to hundreds of homeowners through our participation in a number of shows in the NEC, including Grand Designs Live. Our relationship with

CITB in the area remains strong. The CITB Sector Strategy Manager regularly attends FMB Midland Board meetings to ensure that our members' training needs are heard.

An FMB members' event was arranged in Chelmsford to provide members with the opportunity to network and learn more about the services they have at their disposal. Talks focused on a variety of industry topics including access to finance and insurance.



## WALES

The team in Wales both engaged with members and facilitated engagement between members throughout this period. Our Business Development Executive has been on hand to provide support to existing members, while also identifying and recruiting new members who meet our strict membership criteria. The three active branches in Wales (Cardiff & District, Swansea & District, and West Wales) continued to meet until the lockdown period which provided a great opportunity for members to keep in touch with each other. The Swansea and West Wales branches both hosted a Charity Dinner in aid of good causes in their respective areas.

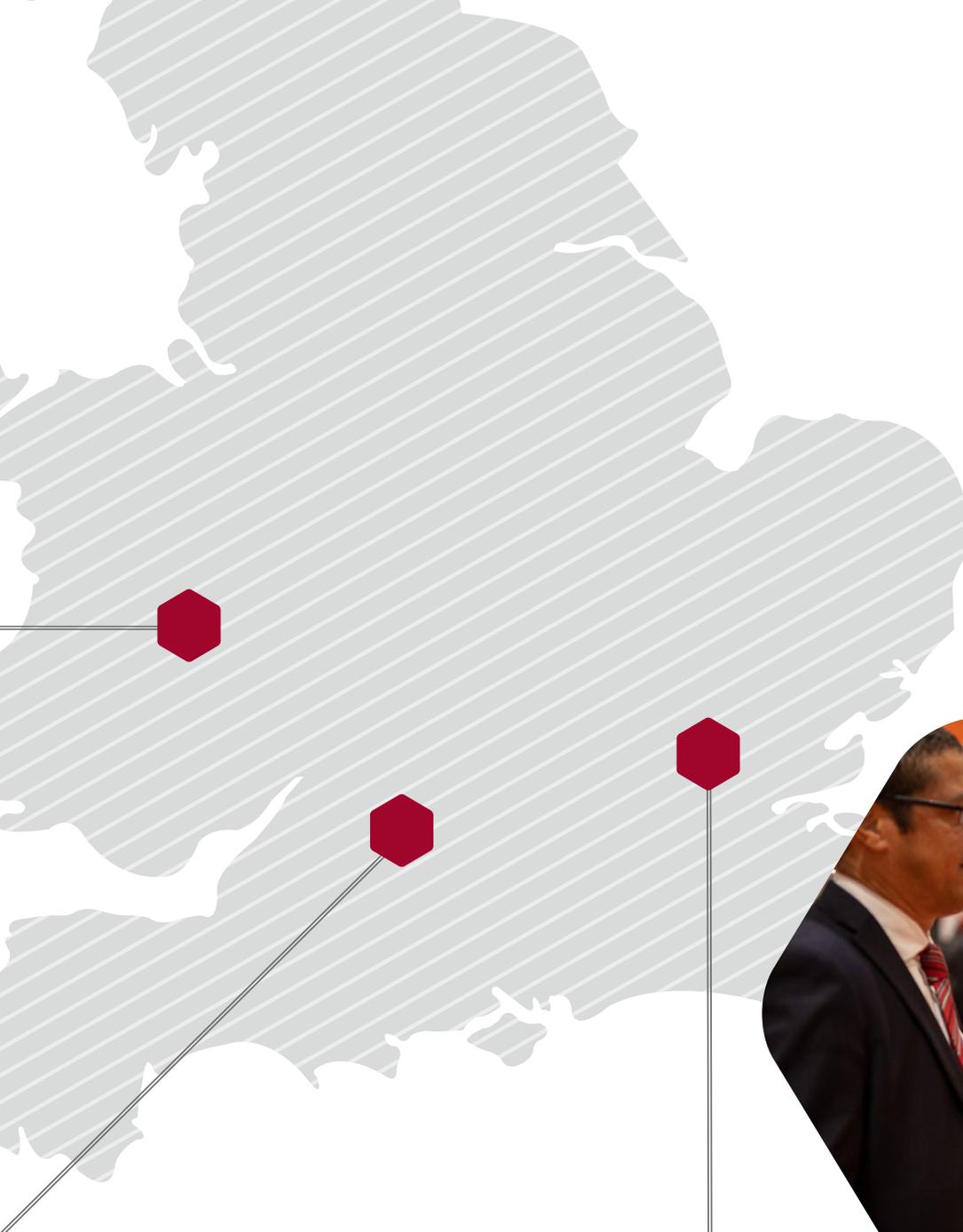


## SOUTH

This year has seen the FMB represented at numerous trade and consumer shows that took place in the Southern Counties region. This provided us with a golden opportunity to engage with builders about the merits of applying to join the FMB and to engage with homeowners on the benefits of using Master Builders to carry out building work on their homes. The Hub Director in the South kept the issues that matter to Master Builders in the news, with appearances on local TV and radio.

The Director also spoke at several prominent events, to help promote the FMB's work on licensing. The South West continues to be a region of vibrant FMB activity. The FMB South Director continues to proactively engage with members and stakeholders across the region. An example of this is our work as part of the Construction Excellence South West Leadership team, a body that promotes industry collaboration and best practice in the built environment.





## LONDON

This year saw a new Hub Director appointed for the London Region. The new Director hit the ground running by making contact with hundreds of members in London to get a better understanding of the challenges our members face and how the FMB can help members overcome these barriers. Member to member engagement in London remains strong and our London Board remains one of the most active in the country. The Sutton Branch meets regularly, with guest speakers often invited. Several builders' breakfast events have taken place in London over the past year with expert speakers addressing members on a wide variety of matters that impact our members' businesses.





# Responding to the coronavirus pandemic

As the coronavirus hit in March 2020, the FMB reacted with urgency and focus to ensure our members were informed and supported throughout the uncertainty of lockdown, and as the construction industry took cautious steps to reopen from May.

The FMB Board met monthly, via online platforms, to keep a close overview on activity. Within days of the lockdown, the FMB set up a dedicated coronavirus hub on our website. These pages are regularly updated with guidance notes for members, helpline details, our media activity, and official government and NHS advice.

We introduced weekly all member newsletters, wrote bespoke guidance on how to shut down, and then reopen, a site safely, and issued revised contracts and HR materials to help businesses manage clients and staff during this uncertain time.

The FMB issued frequent surveys to our members to help build a picture of the impact of the virus on their firm and their workforce. We communicated this information back to the Government regularly

through meetings and briefings, to help shape the development of policy support measures. We also kept the experience of SME builders in the media.

From the Job Retention Scheme, to Bounce Back Loans targeted at small businesses, we know many members have welcomed the help available. However, we know it has been particularly difficult for directors of small limited companies.

At the start of the crisis, the FMB was asked to sit on the Construction Leadership Council coronavirus task force, the leading body in England, co-chaired by the Minister for Construction, that has coordinated the campaign to ensure the sector received support. In Scotland, we are influential members of the new CICV forum (Construction Industry Coronavirus Forum). In Wales and Northern Ireland, the FMB has been similarly engaged in discussions with political leadership and officials, and secured targeted support for SMEs. As these task forces turn their attention to the recovery, we are proud that the FMB has been taking a leading role.

**The FMB reacted with urgency and focus to ensure our members were informed and supported throughout the lockdown**

# What does the future hold?

In 2021, the FMB turns 80. Brought together by the shared struggles of war, and determination to help rebuild homes after the London Blitz, our founding members established the FMB at a time of tragedy and crisis. Fast forward to today and the construction industry must again come together to tackle new and unprecedented challenges.

As we rallied 80 years ago, and played a key role in rebuilding the country, we know that Master Builders, and the whole construction industry, will have an important part to play in this recovery.

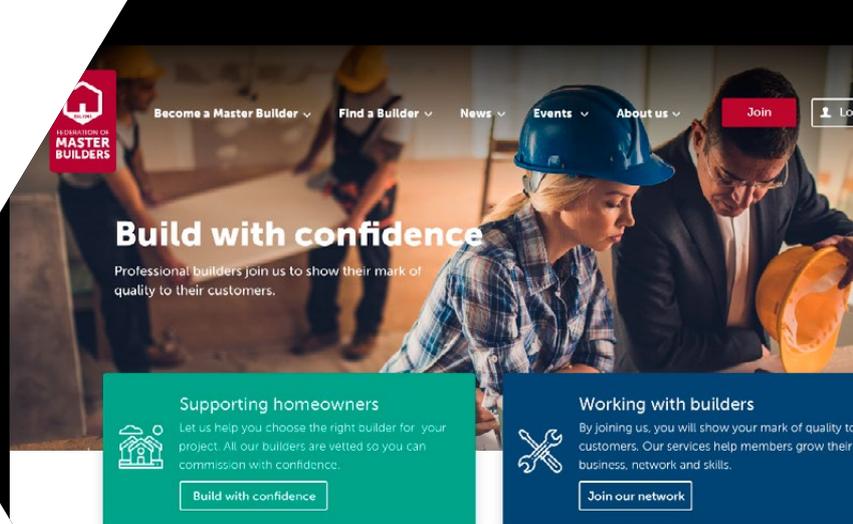
As we celebrate our 80<sup>th</sup> birthday therefore, it will be time for reflection, but also huge potential in what lies ahead. The FMB will be leading the construction industry's recovery work in the repair, maintenance and improvement sector, as well as the SME house building sector, with a particular focus on the potential of green growth.

Alongside this work at the heart of government, in all four nations of the UK, we will continue to lead the way in campaigns and policy development.

We are excited about a new venture FMB Insurance is developing with leading insurance services company, Coversure, which will allow us to offer a wider range of policies to our members. In the coming 12 months we will be updating all of our contract templates, including fully digital versions to make forming contracts a much faster and easier process for FMB members.

We will launch the 2021 Master Builder Awards and explore the potential of hybrid events.

As digital communication becomes more and more fundamental to our members' businesses and to a modern trade body, it is well-timed that the new FMB website is expected to launch in autumn 2020. This will deliver first class digital services to support the growth and development of FMB member businesses. The new website will help members to better manage their membership online and the Find a Builder tool will be significantly improved for both homeowners and members.



## Our work



**“We know that Master Builders and the whole construction industry will have an important role to play in this recovery”**





# Our year in pictures

Above: FMB Chief Executive Brian Berry delivering a speech at the FMB's 2019 Summer Reception

Below: Master Builders attending the FMB Summer Reception at the House of Lords



Above: JB Building Contractors Ltd at the HB&R Show in Harrogate

Below: FMB members talking to school students about the benefits of a career in construction while at Skills London



Above: Launching the 2019 FMB House Builders' Survey





Above: Project by Spey Building & Joinery Ltd, which won the national New Home Award at the 2019 Master Builder Awards



L to R: Brian Berry, FMB Chief Executive; Liz Peace, Chair of the Licensing Task Force; Rt Hon James Brokenshire MP, Secretary of State for Housing, Communities and Local Government; Liberal Democrat Peer Baroness Maddock; and Rt Hon John Healey MP, Shadow Secretary of State for Housing at the FMB's 2019 Summer Reception at the House of Lords

Below: FMB National President Arthur McArdle at the launch of the FMB's Programme for Government



Right: FMB staff members at the 2019 Staff Conference



Left: FMB Chief Executive Brian Berry presents the Ron Brown Award at the 2019 Staff Conference

Above: Project by RMR Homes Ltd, which won the national Kitchen Project Award at the 2019 Master Builder Awards



Left: City Lofts London Ltd attending the FMB's media drinks in London



Left: Project by Lowry Building & Civil Engineering Ltd, which won the national Public Sector / Local Authority Award at the 2019 Master Builder Award



The national winners from the 2019 Master Builder Awards

Left: Mayor of London Sadiq Khan speaks to students at the joint FMB and CITB work station at Skills London

## Financial statements

### FEDERATION OF MASTER BUILDERS LIMITED

#### CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER

(A Company Limited by Guarantee) Registered number: 00368163

		2019 £	2018 (restated) £
<b>Fixed assets</b>			
Intangible assets		925,223	744,266
Tangible assets		4,858,769	5,165,973
Investment properties		2,484,898	2,408,236
Investments		14,400	18,000
		<u>8,283,290</u>	<u>8,336,475</u>
<b>Current assets</b>			
Debtors: amounts falling due within one year	591,949		658,005
Cash at bank and in hand	1,332,128		1,373,698
	<u>1,924,077</u>		<u>2,031,703</u>
Creditors: amounts falling due within one year	(1,760,024)		(1,823,591)
			<u>208,112</u>
<b>Net current assets</b>		<b>164,053</b>	<b>208,112</b>
<b>Total assets less current liabilities</b>		<b><u>8,447,343</u></b>	<b><u>8,544,587</u></b>
<b>Provisions for liabilities</b>			
Deferred taxation	(616,080)	(616,080)	(290,323)
			<u>(290,323)</u>
<b>Net assets</b>		<b><u>7,831,263</u></b>	<b><u>8,254,264</u></b>
<b>Capital and reserves</b>			
Profit and loss account		5,811,050	5,973,894
Revaluation reserve		2,020,213	2,280,370
		<u>7,831,263</u>	<u>8,254,264</u>

The financial statements were approved and authorised for issue by the board and were signed on its behalf by  
A McArdle Director

# FEDERATION OF MASTER BUILDERS LIMITED

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER

	31-Dec-19	31-Dec-18
	£	£
<b>REVENUE</b>	<b>5,577,999</b>	5,177,050
<b>COST OF SALES</b>	<b>(817,183)</b>	(833,556)
<b>GROSS PROFIT</b>	<b>4,760,816</b>	4,343,494
<b>ADMINISTRATIVE EXPENSES</b>		
Total Admin Expenses	<b>(4,822,224)</b>	(4,818,034)
<b>OPERATING LOSS</b>	<b>(61,408)</b>	(474,540)
Income from other fixed asset investments	207,096	205,734
Interest receivable and similar income	1,601	5,359
Revaluation gain on investment property	76,662	-
Dividends received from group components	-	-
Unrealised surplus on revaluation of fixed asset investments	-	72,411
<b>Profit before tax</b>	<b>223,951</b>	(191,036)
<b>Tax on profit</b>	<b>(386,795)</b>	6,286
<b>Profit for the year</b>	<b>(162,844)</b>	(184,750)
<b>Other comprehensive income</b>		
Unrealised (deficit)/ surplus on revaluation of tangible fixed assets	(321,182)	149,362
Tax relating to other comprehensive income	61,025	-
<b>Total comprehensive income for the year</b>	<b>(423,001)</b>	(35,388)

N.B. The full financial statements that this extract has been taken from have been audited



# About the Federation of Master Builders

The Federation of Master Builders (FMB) is the largest trade association in the UK construction industry representing thousands of firms in England, Scotland, Wales and Northern Ireland. Established in 1941 to protect the interests of small and medium-sized (SME) construction firms, the FMB is independent and non-profit making, lobbying for members' interests at both the local and national level. The FMB is a source of knowledge, professional advice and support for its members, providing a range of modern and relevant services to help them succeed. The FMB is committed to raising quality in the construction industry and offers a free service to consumers called 'Find a Builder'.

For further information about the FMB, visit [www.fmb.org.uk](http://www.fmb.org.uk)

For further information about the FMB 2019-2020 Annual Report, email [communications@fmb.org.uk](mailto:communications@fmb.org.uk) or call **020 7025 2901**.



@fmbuilders



@federationofmasterbuilders