

Annual Report

2021-2022



FEDERATION OF
**MASTER
BUILDERS**

fmb.org.uk



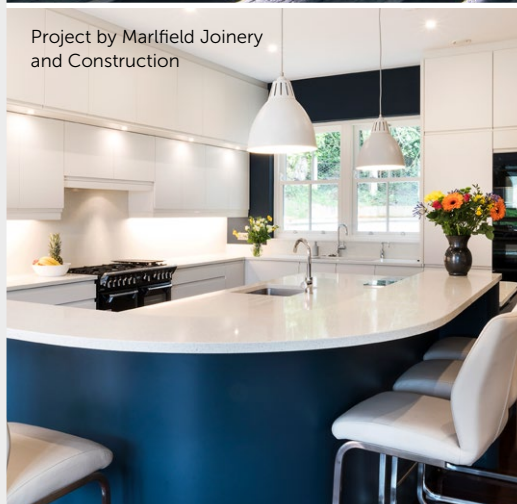
Build with confidence

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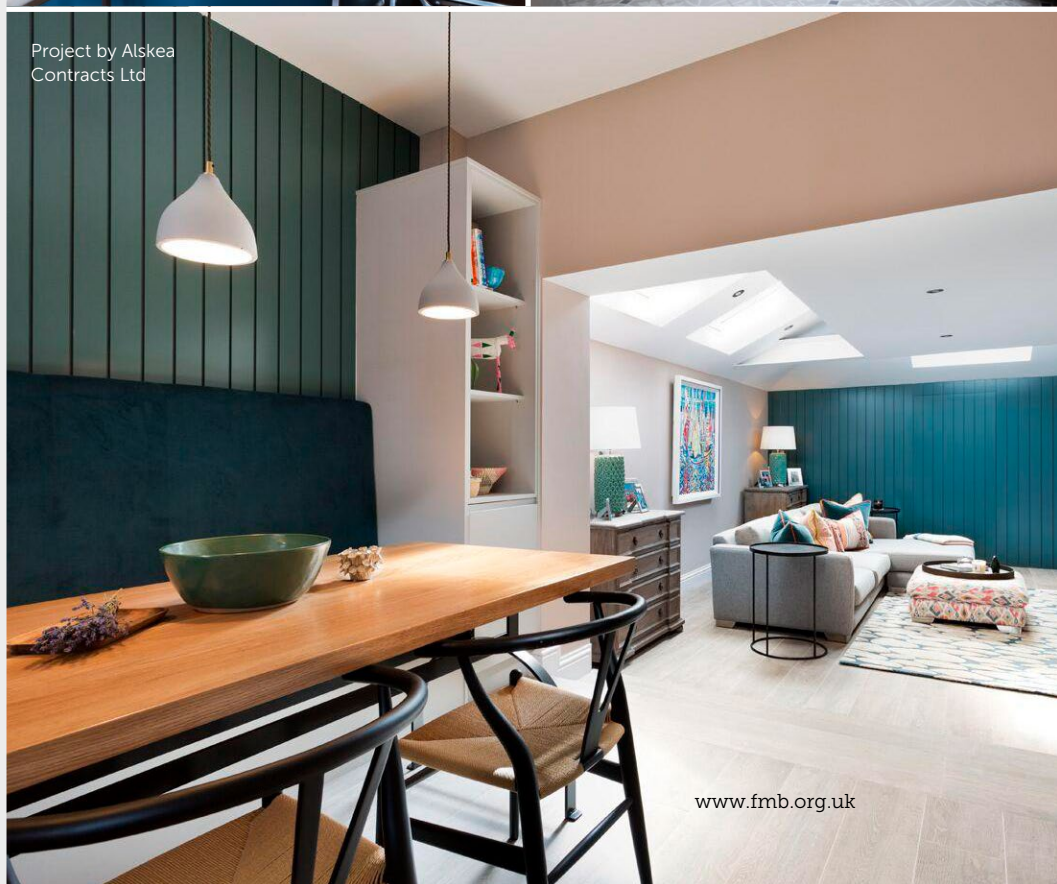
Project by Mason Construction (London) Ltd



Project by Marfield Joinery and Construction



Project by Lathom Joinery and Construction



Project by Alskea Contracts Ltd



Foreword

It has been a year of considerable activity at the FMB, and I am proud to present the successes in our latest annual report.

With the support of our National President, Jan Etchells, we were able to mark the FMB's 80th anniversary with an in-person Parliamentary reception in September 2021, held in that brief window between Covid restrictions. It was a much-needed moment of celebration, and I am grateful to B&CE for their sponsorship of the event.

The reception wasn't the only excitement in September, as we delivered the Master Builder Awards 2021 National Ceremony. Covid sadly meant we were not able to make this one the usual sit-down meal, but we packed in the excitement all the same. Filmed and streamed live via YouTube and the FMB website, Nick Knowles and our award sponsors gave us 90 minutes of entertainment, live winner interaction, and the showcasing of the brilliant winning projects and tradespeople. Congratulations to Stonewood Builders Ltd who scooped the coveted Isuzu pick up truck as the overall Master Builder winner.

We were able to deliver the virtual Master Builder Awards ceremonies – which have been watched over 2,500 times online – in part due to our investment in the new FMB website. I'm pleased to report that the FMB's website and Customer Relationship Management (CRM) project won the 'Best Use of

Technology Award' at the 2021 Memcom Excellence Awards, which celebrate excellence in professional membership bodies.

FMB members are increasingly accessing membership benefits online. Our contract templates are downloaded 800 times each month. FMB members engaging with our e-learning platform now have a wider range of modules to choose from. And more members have completed their Find a Builder profile with case studies, images and testimonials. The FMB's relationship with TrustMark remains strong, with 60% of new members in 2021-22 also joining the Government-backed scheme on becoming an FMB member. This year we introduced bespoke health and safety support through 'Safety Plus', a popular new member benefit.

Whether through the launch of research reports like our regular State of Trade Survey, our seats on various government and regional committees and All-Party Groups, our submissions of evidence to parliamentary inquires, or hosting Ministerial visits, the FMB has been able to give its members a strong voice this year. FMB directors across the UK have also enjoyed being able to get out and about and visit members on site once again.

The FMB delivered a surplus in 2021-22. Our commercial sales are up and we have begun to market the London meeting rooms more widely to attract greater interest. Despite a tighter market, FMB Insurance has responded well, with

activity this year including placing 1,500 homes either under our New Homes Structural Defects policy or our Domestic Home Improvement Warranty, giving peace of mind to thousands of customers.

Looking to the future, the FMB will be 'Building for Success', in line with our new three-year Strategic Plan. We will prioritise recruitment of new members, without compromising service to our existing FMB community. Engagement digitally, whether through new consumer newsletters, or social media campaigns will grow in importance. Not least with the gathering storm of rising energy prices, the importance of the retrofit agenda and FMB members' role in delivering it, will not fade. Whether through the Master Builder Awards 2023, webinars or other regular member engagement events we will continue to celebrate and support our members.



Brian Berry
FMB Chief Executive

Jan Etchells
FMB National President

FMB's Strategic Plan

For over 80 years, the Federation of Master Builders has championed continuous improvement in the building industry. In 2021, the FMB Board agreed a new Strategic Plan for 2022-25. In 'Building for Success', the FMB commits to become the go-to organisation for all who value building quality.

The FMB's vision:

To be the go-to organisation for all who value building quality.

The FMB will continue to strive to provide the services that SME construction companies need to thrive as well as giving them a strong untied voice to speak up for their interests and to uphold the highest standards in the building industry. We are committed to make sure that the industry remains relevant and is supported to be fit for the future, and that more consumers are aware of the FMB brand.



The FMB's mission:

The FMB's mission over the next three years in support of its vision will be to focus on five key strategic objectives:

- 1 Standards** – to ensure our standards can be verified and measured.
- 2 Services** – to ensure our services to members are relevant to their needs.
- 3 Voice** – to ensure our voice is effective and widespread within government, industry and the media.
- 4 People** – to ensure that staff are trained and supported to deliver the FMB's business objectives.
- 5 Commercial** – to develop the commercial offer in support of the FMB's business objectives.

The FMB's values:

The FMB's strategic objectives are underpinned by a culture that recognises our core values. These are:

- **Integrity** – a commitment to ensuring the highest standards and to do the right thing.
- **Commercial** – to act in a way that provides good financial value for all business and work activities.
- **Positive** – to be proactively engaged and solutions-focused.
- **Collaborative** – the commitment to work together as one team.



The FMB is the largest trade association in the UK construction industry representing the interests of small and medium-sized building companies and lobbying for members at both national and local levels. It is a not-for-profit organisation run by its members for the members.

Top 10 achievements

1 Celebrated the **2021 Master Builder Awards** with a virtual national ceremony



2 Won an **industry award** for our new website and CRM database



3 **100% of FMB members** have now been independently inspected



5 **800 FMB contracts** downloaded each month



4 Led the production of an industry film for the **UN Climate Change conference, COP26**

6 New Safety Plus offer providing **health and safety support** to FMB members

7 Delivered a surplus for the FMB



8 **84% of FMB members are satisfied or very satisfied** with the service they receive from our advice lines

9 **1,500 insured** by FMB Insurance



10 Meeting room booking **income up by 14%**



Focus on our members: the 2022 member census

The FMB exists for its members. Every other 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.

The FMB has a mixture of new and long-established firms. **15%** of FMB members have been trading for fewer than five years. **46%** have been trading for over 20 years.

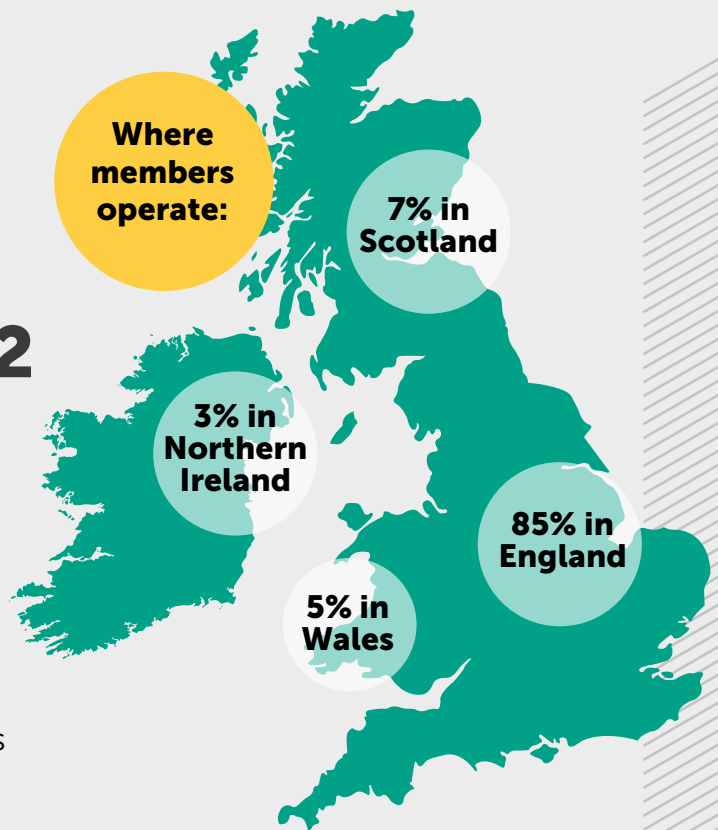
The top three reasons members state for joining the FMB are

- Credibility
- To win work (via Find a Builder)
- To be part of a community



The top five areas of work that FMB members are involved in are

- Extensions (**29%**)
- Repair, maintenance and improvement (**20%**)
- House building (**13%**)
- Carpentry & joinery (**8%**)
- Brickwork (**8%**)



19% of FMB members occasionally work in the public or social sector.

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

Asked how FMB members win work, the top four methods are

- Personal recommendation (**72%**)
- Company's own website (**44%**)
- Architects (**43%**)
- FMB Find a Builder (**23%**)

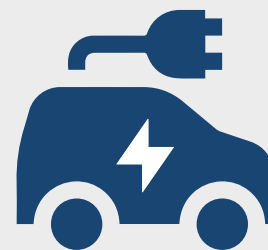
The price of materials has had the biggest impact on FMB member firms in the past year.



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

43% of FMB member firms have policies in place to encourage equality, diversity and inclusion in their workforce.

32% of FMB members employ at least one apprentice.



9% of FMB member companies run at least one electric vehicle.

We would like to thank all members who took the time to respond to this, and all FMB surveys.



Service to our members

Focus on Health and Safety



We have introduced a new service called Safety Plus this year, in response to feedback from members that more building industry specific support with health and safety would be beneficial. Working with partners at the Building Safety Group, a

not-for-profit health and safety specialist support and training provider, we are now able to offer members access to comprehensive and easy-to-use software for producing risk assessments and method statements. These are of high quality, bespoke to each business and project, and quick and easy to produce. The service can be accessed via an App and is proving popular with members.

FMB Learning



FMB Learning delivers a range of short, accessible online courses to members. The course library has been extended this year. Here are a few of the new courses available to members and their workers: Safely Using Hand and Power Tools; Workplace First Aid Awareness; Complaints Handling; Effective Meetings; and Saving Energy for Business. There are a host of other courses available too, and the range is being continuously expanded, so that there is something to benefit every member.



Contracts



The FMB contracts are a unique benefit of membership which are continually improved and updated in response to members' needs and feedback. In response to material price rises, fluctuation clauses were added this year. We continue to see around 800 contracts being downloaded each month, and the library of webinars providing guidance on their use is well-used by members.

"We continue to see around 800 contracts being downloaded each month."



Document Library

Our online library of over 800 business documents, checklists and templates is a proven useful tool for members. The most popular resources downloaded were Risk Assessment templates, CDM guides, Employment Contracts and checklists to assist with getting paid on time.



are most commonly asked about are legal issues, whether that relates to employing people, or contracts with consumers or suppliers. We have had great feedback from members on this service, with 84% consistently saying they were satisfied or very satisfied with the service.

TrustMark

The FMB is one of the largest providers of the TrustMark scheme, which is the Government-backed mark of quality for all trades in and around the home. Around 60% of new members now add TrustMark registration to their membership on joining, giving their clients an additional level of assurance.



Find a Builder profiles

We are helping all new members to build an attractive profile on the Find a Builder web-pages, as well as helping some of our long-standing members to keep their profiles up to date. We want all our members to benefit from the 84,000 consumers who visit our website each month on average.



Advice Lines

Our advice lines are exclusive to FMB members, and offer free, unlimited advice on a range of business issues, from taxation to HR, legal and health and safety. The topics the advisors



Dispute Resolution

Our Chartered Trading Standards Institute (CTSI) Certified Alternate Dispute Resolution Service assisted over 400 members and their clients to resolve their disputes through mediation and get their building projects finished. This year we also formed a new partnership with another CTSI certified ADR provider, QASSS who are providing additional capacity to our service.

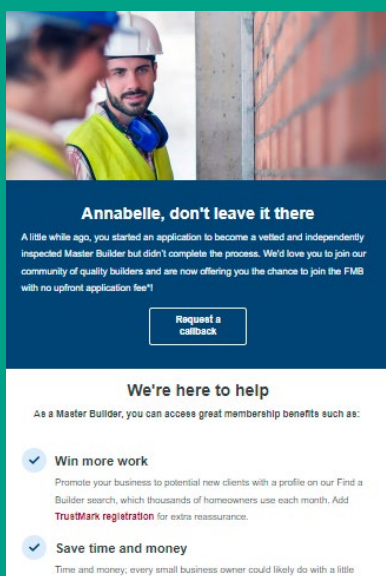


"Our advice lines are exclusive to FMB members, and offer free, unlimited advice."

Marketing, digital and member communications

New recruitment email campaigns

Working closely with the Recruitment Team, the Marketing and Digital teams launched new email campaigns in 2022, targeting 'cold' contacts (purchased data), unsold leads, and resigned/lapsed members. Over 50 separate email templates were created, and the campaign secured 318 requests for call backs. A separate campaign automatically now sends emails to firms who have previously applied to join the FMB, as soon as they pass the eligibility threshold of 12 months' trading history.



Collecting data through content

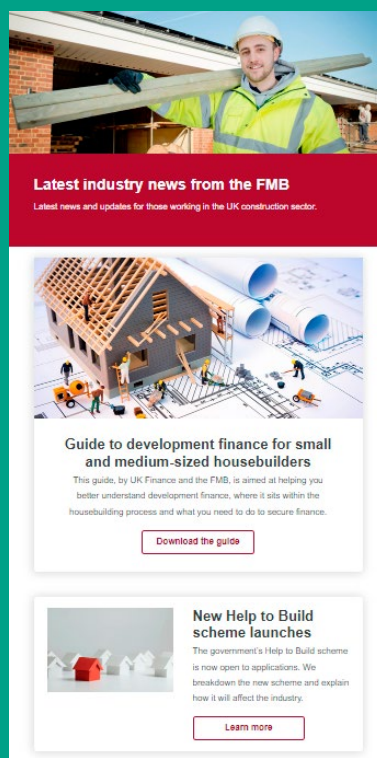
Another innovation this year has been the introduction of 'gated' content, requiring non-members visiting the FMB website to share their email and sign up to our industry newsletter in exchange for access to content. In April 2022, we published a guide on the changes to Building Regulations in England, which was downloaded by 694 people in the first month.

Expanding our newsletters

As part of our strategy to share relevant, engaging content, our monthly member newsletters continued to perform well with an average open rate of 43% (industry average is 21.7%).

In the past year, we launched two new monthly e-newsletters, including:

- **The Home Edition** – a revamped consumer newsletter launched in December 2021 to share our ultimate guides, homeowner blogs, and Find a Builder promotions.
- **Industry newsletter** – launched in May 2022 to nurture new member prospects and communicate with industry stakeholders who download our gated content.



Reaching new audiences

Social media is an important source of new member leads. In the reporting period, applicants stating they heard about the FMB through social media increased by 22% on the previous year.

We implemented phase one of our influencer plan, which involved sharing FMB posts in construction groups on Facebook. As a result, our organic impressions on Facebook increased by 78% on the previous year to over 1.9 million.

In October 2021 we partnered with On The Tools – a Facebook community of five million+ tradespeople – to launch a brand awareness campaign. It reached 871,537 people, achieved impressions of 1.7 million+, and drove traffic to our website with 848 landing page views. The video was viewed 383,291 times.

Award-winning website

We won the 'Best Use of Technology Award' at the 2021 Memcom Excellence Awards, which celebrate excellence in professional membership bodies. Our digital transformation project has revolutionised the way we communicate and provide services to members, with:

- A refreshed members' area which allows for better engagement with FMB services.
- Integration with the FMB's database enables us to target content to our audiences resulting in a 15% increase in email open rates.
- A new "Find a Builder" search helps homeowners find local FMB members with ease and accuracy.
- An integrated awards platform streamlines management of the Master Builder Awards.

FMB Chief Executive Brian Berry met with UK Chancellor Rishi Sunak in 2021.



Your voice in government

Continuing to push for 'green' improvements

This year has been full of engagement and content supporting retrofit. The 'Building on our Strengths' report was launched online in July 2021, with speakers from both of the major political parties taking part. Engagement on the National Retrofit Strategy continued at pace with multiple panel events, media appearances and articles focusing on the Strategy, and an industry film with ITN to promote it at the COP26 climate conference. While the release of the Government's 'Heat and Buildings Strategy' was not as bold as we would have liked, it did result in the FMB being invited to sit on the Government's Net Zero Building Council.

Policy wins

The campaign to reduce VAT on RMI work took a major stride forward this year with 0% VAT being announced for the installation of energy efficiency products. Much of the campaign was based on the catalogue of work that the FMB had put in place.

The campaign was taken to the very heart of the UK's financial decision making, with the FMB, and other organisations, marching on the Treasury to gain publicity for the proposed measures.

House builders front and centre

SME house builders have continued to have a firm presence in the FMB's policy agenda. Central to this is the annual release of the FMB House Builders' Survey which is a vital tool to help us track what issues matter most. We know that the Department for Levelling Up, Housing and Communities (DLUHC) values the information, and it keeps the FMB's

profile high within the department. The Government's Chief Planner attended our report launch in October 2021.

Building regulations causing a headache

For the RMI sector and house builders alike, the interim changes to building regulations caused many issues for our members. In anticipation of this, the policy team set to work to understand the detail on what was being introduced. We produced a downloadable guidance document, which has been accessed by hundreds of members and non-members. The FMB also organised a webinar to help bring the guidance to life.





Annie Summun of FMB member company Kisiel Group Ltd with then Construction Minister Lee Rowley MP and FMB Chief Executive Brian Berry on a site visit.

Above: The FMB campaigns to cut VAT on RMI work. Top left: The FMB celebrated its 80th anniversary with a Parliamentary Reception.

Licensing makes it to Parliament

With the help of Mark Garnier MP, the campaign to licence UK builders made it to Parliament in the guise of a Private Members Bill (PMB). While PMBs rarely move forward without the backing of Government, which this Bill didn't receive, it was a brilliant opportunity to showcase the issue to politicians and the media. The campaign continues.

Powerful visitors

It's important to the FMB that politicians and others in positions of influence can meet our members and hear their experiences first hand. In May we welcomed the then Construction Minister, Lee Rowley MP, to Kisiel Group Ltd's site in West London. It was a great opportunity to see new, quality homes being



Mark Garnier MP took the campaign to licence UK builders to Parliament.

built, hear about the pressure of material prices, and speak to young graduates starting out on their career in construction.

Standards for skills

We know a lack of skilled workers continues to hamper the work of many members. We've continued to have conversations with Government to push the issue, with extra questions being added to the State of Trade Survey to show the affect a shortage of skilled workers is having, so that we can use this as leverage in our discussions. This past year also saw the green light given to start working on the FMB-backed, 'General Builder Standard'.

In the media

The FMB's media profile is vital to keep the organisation relevant among consumers and policy makers alike. It also helps establish us as the leading voice for quality construction. Our media work seeks to profile the important contribution of Master Builder companies, and advertise the FMB brand. We are grateful to the members that contribute and take part in interviews and contribute to articles. We received particularly good coverage on material price rises and the Master Builder Awards.



The FMB in the media

- 2,823 mentions in the media
- 70 press releases issued
- 873.9 million people reached



Master Builder of the Year
2021 winning project by
Stonewood Builders Ltd.

Master Builder Awards

The Master Builder Awards is the highlight of the FMB's events calendar as it provides us with an opportunity to celebrate the high-quality building work delivered by our members. The awards include ceremonies in the English regions and devolved nations followed by a national ceremony.

Six of the 11 regional and devolved nation awards ceremonies took place prior to May 2021, and the final five were held in June 2021. In total, the virtual ceremonies attracted over 1,000 views, with 66% of viewers watching on-demand after the live broadcast.

In September 2021, the national ceremony was streamed live from a studio with the host Nick Knowles and sponsors on site. To

maximise member engagement, we invited all finalists to join our 'front row' audience on Zoom so Nick could speak to winners live on screen, making the moment more memorable and interactive.

To add an element of surprise, the new pick-up truck from headline sponsor Isuzu was presented to the overall winner live during the ceremony. We hid a film crew at the golf club where Stonewood Builders Ltd was watching the ceremony as a team.

It was our biggest awards yet with more than 2,500 combined views of the ceremonies on YouTube. On social media, we shared photos/videos of nominated projects to promote members' work and encouraged others to join the

celebration online. Overall, we reached an audience of 62,234 people and achieved 3,528 engagements. We secured media coverage in national, regional and trade titles, reaching 24+ million people. This included a feature in the Sunday Times property section for the overall winning project.

Most importantly, feedback from members has been exceptional such as: **"I was not sure what to expect so was extremely impressed with how professional the awards were. Outstanding presentation and an honour to have been a part of", "Absolutely superb. 10 out of 10", "very inspirational", and "...a pleasure to be a part of the experience..."**



Stonewood Builders Ltd won a new Isuzu pick up truck.



Host Nick Knowles congratulates Luke Emery on winning the national Apprentice Award.

We secured media coverage in national, regional and trade titles, reaching 24+ million

In total, the virtual ceremonies attracted over 1,000 views, with 66% of viewers watching on-demand after the live broadcast

Overall, we reached an audience of 62,234 people and achieved 3,528 engagements



Studio set up for the live broadcast of the national ceremony.



Project by IPSUM (UK) Ltd



Project by SR Design & Build Ltd



Project by Radford Construction Services Ltd



Project by Oakston Solutions Limited



Project by Coldwells Building Company Ltd



Project by Bagshots Ltd



Project by Keigar Homes Ltd



Project by Marlfield Joinery and Construction



Project by Carrock Homes Ltd

FMB events and webinar programme

The FMB hosts a wide range of events across the UK, however, in 2020 and 2021, in-person events were limited due to the pandemic. This break from the normal events programme led to new opportunities and learnings. In the reporting year, we delivered many virtual events including awards ceremonies, Annual General Meetings, and webinars. Feedback on the new format events has been positive with 100% of respondents to the feedback forms stating they would recommend the events to others.

In 2022, we welcomed the return of our in-person events including a London Business Forum, Introduction to electric vehicles (EVs) afternoon, member networking events, a Parliamentary Reception to celebrate the FMB's 80th anniversary, and exhibitions.

These events aimed to meet the needs of our members, while also enhancing the reputation, profile and influence of the FMB.

We have also continued to build our webinar programme, adding to our on-demand resources for members. In the reporting year we delivered 12 webinars, which have been viewed over 800 times, live or on-demand. Topics have included:

- **Practical tips and advice to navigate the materials shortages**
- **Attracting and retaining top talent in your workforce.**
- **The employers' role within new construction qualifications in Wales**
- **Maximising your membership benefits.**



The webinars continue to be an effective way of engaging with members across the UK, delivering topical content from expert speakers and providing an opportunity for members to ask questions.

These events aimed to meet the needs of our members, while also enhancing the reputation, profile and influence of the FMB.



One of the meeting rooms in London that is available for bookings.

"Meeting room bookings at the FMB's London office have improved following the lifting of Covid restrictions, with an increase in income of 13.5%."

Commercial and property

FMB commercial activity

- Our Connections commercial offer achieved invoiced sales of £223,700 between June 2021 and May 2022.
- We continue to deliver the advertising sales to support the Master Builder magazine and events.
- Relationships continued with our FMB Partners: B&CE; Build Aviator/Jewson; CITB: Isuzu; Tradepoint, Openreach, Promote UK and our new partner bp.
- Five category sponsorships have already been secured, and one reserved awaiting budget approval, for the Master Builder Awards 2023 national event.
- The Supplier Directory on the FMB website achieved 12,315 views. Average number of listings was 45, under 16 headings. February saw the highest number of viewings at 1,267.
- An average of 33 exclusive member offers were available, with 5,013 viewings of these pages.

FMB properties

- Property rental remains stable with income up by 6.5%. Occupation has averaged 92% with three tenant leases expiring in this period.
- Marketing resulted in securing leases with suitable new tenants for five and 15 year terms.
- The sale of the Newcastle property was finalised in February 2022.
- Repairs and maintenance were in budget, with a number of projects completed: Bristol (render repair, upgrade fire alarm, installation of secondary glazing); Birmingham (upgrade fire alarm panel); Tonbridge (front parking tarmac replacement); Leeds (decorating, carpet replacement, installation of new air conditioning/heating and ventilation systems); and London (repairs to back party wall rendering and cracks).
- An archive storage area has been created in London for easy access to archived records and a saving on external archive storage costs.

- Master Builder Journals from 1959-2010 have been scanned and are archived and backed-up on our shared drives, for easy access and to secure these records.
- FMB meeting rooms (London) bookings have improved following the lifting of Covid restrictions, with an increase in income of 13.5%. We are now marketing more widely with the objective of increasing interest to acquire additional new clientele and increased income.



Examples of Master Builder magazines from 2021-2022.

FMB Insurance



2021 was a challenging year for FMB Insurance. The insurance market has become more restricted, prompting a re-evaluation of how we provide our service to members.

Since January 2022, our Commercial Insurances (Liability, Professional Indemnity, Commercial Vehicle, Mini-Fleet etc) have been placed via our Coversure Franchise, Coversure Ely. This gives us access to a panel of over 50 insurance companies and specialists in the market to make sure that we are able to provide members with the policy they need to protect their business and allow them to trade legally and responsibly.

The market for Structural Defects Insurance has been particularly limited, but we have established relationships with a number of warranty providers to ensure that we can continue to offer the service to members.

Throughout the year, we noticed an increase in contact with our customers and with members of the FMB. We made and received over 17,000 calls, placed over 1,900 Liability policies, over 300 'other' commercial insurances and insured over 1,500 homes either under our New Homes Structural Defects policy or our Domestic Home Improvement Warranty, giving peace of mind to customers.

We continue to engage with clients online and have seen our Instagram reach increase by 957% and our Facebook clicks are up by 229%. Online enquiries have increased

"We made and received over 17,000 calls, placed over 1,900 Liability policies, over 300 'other' commercial insurances and insured over 1,500 homes."



Projects insured by FMB Insurance.



as a result of this marketing effort and, over the next twelve months we will continue to monitor this increase and evaluate how this translates into sales.

We remain committed to the continued professional development of our team and are proud that five members of staff are currently completing apprenticeships to enhance their professional qualifications with more advanced insurance certification provided by the Chartered Institute of Insurers. Members of our surveying team are being supported through additional qualifications so that they can achieve their RICS status.

Priorities for the remainder of 2022 will include a commitment to additional member education to safeguard against under insurance as costs continue to rise. Members need to be confident that they have purchased the right product at the right price. We will further the development of our Commercial Insurance offering ensuring members have all the protections they need for their business. We will also continue to engage with Structural Warranty providers to deliver a product which is easy to access and simple to administer removing the headache and allowing members to concentrate on the build process.



FMB across the UK

SCOTLAND

Thanks to the support and contribution of members across Scotland, the FMB has continued to speak with authority on a range of matters affecting local building firms this year. In July 2021, BBC Reporting Scotland interviewed the FMB about the impact of material shortages and price inflation on the construction industry.

We gave evidence to a Scottish Parliamentary Committee on the skills and capacity of SMEs to deliver fabric and insulation improvements to Scotland's homes. Our Scotland Director has spoken at a range of conferences about the work of the FMB and our members. Policy makers in Scotland continue to tap into the FMB's knowledge and we enjoyed high profile coverage

during Scottish Apprenticeship Week in March 2022.

When Covid guidance permitted, we enjoyed meeting in person with members from Aberdeenshire to East Dunbartonshire. Our monthly member Zoom meetings continue, helping the FMB to listen to and engage more effectively with members across Scotland. In 2022 we have increased our marketing activity in Scotland, intending to raise awareness of the FMB brand amongst consumers.



FMB visit to Alloa Campus with FMB member Haldane Construction Services Ltd.



Net-Zero-Energy-and-Transport-Committee.



FMB member Colin McInnes.



BBC Scotland July 2021.

NORTHERN IRELAND

The last twelve months have been a challenging time in Northern Ireland, with an election and the subsequent collapse of the Northern Ireland Executive. Despite a rocky political outlook, FMB Northern Ireland (FMB NI) has been continuing to give local members a voice through constructive engagement with elected representatives, policy makers and industry colleagues.

Members in Northern Ireland have been able to keep in touch with each other, and receive support from the FMB, through online and in-person meetings, events, and consultations. This year, FMB NI continued its participation on the All-Party Group for Construction, which provides us with a collaborative and high-level forum to push for support for the industry from government.

Working with industry colleagues at Velux, the FMB hosted a very successful webinar for our Northern Irish members and others focusing on the need for a regional retrofit strategy. Widespread engagement on this issue has also taken place this year with the Departments for Communities and the Economy.

We are delighted to have signed up as an industry supporter for the #notjustforboys campaign. This scheme actively attracts a more gender diverse workforce into the industry. It's a very positive initiative at a time when we know members need more access to skilled labour. FMB NI will continue our support of this campaign into the next year.



FMB NI hosted a webinar with Velux.





Visiting member projects in the North.

NORTH

With Covid restrictions lifted, 2022 saw FMB North get back on the road and catch up with the many fantastic projects being delivered by members across the region. We were delighted to welcome Lauren Scruby to the team as a Membership Engagement Executive. Many members across the North will have spoken to Lauren over the past twelve months as she works alongside the FMB North Director to support members' needs.

It was another successful year for Area Board recruitment, with five

new Board members taking up their positions to support the governance of the FMB. We have modernised our member communication this year, introducing a new Instagram page to provide an accessible and highly reactive way to promote members locally, alongside existing communications like the monthly newsletter. The @FMBNorth page is a fantastic platform to share members work and is proving very popular. We will be seeking to grow our followers and attract more FMB members to this online community in the year ahead.

CENTRAL

At the FMB's Annual General Meeting in September 2021, members voted to amalgamate the Eastern and Midland regions to create a new FMB Central region. A new Area Board was subsequently elected will all fourteen places filled at the inaugural Central AGM.

The new Central region also welcomed a new Regional Director in December, with Kiren Gill bringing her extensive membership body experience to the role. As well as looking after local FMB members, the FMB Central Director sits on the Herefordshire and Worcestershire Constructing Excellence Committee and the Essex Construction Training Association Board, two arenas in which the perspectives of FMB members can be shared.

This year, Health and Safety courses have been offered to FMB members via FMB Central's work with several Midlands Working Well Together groups. Other events provided for the benefit of

members have included Suicide Awareness webinars in association with Worcestershire County Council Health Association, mental health events with Birmingham Health, Safety and Environment Association, and a very interesting talk by BP Pulse in Milton Keynes on the benefits of electric vehicles.

Keen to foster an online community, as well as meeting members in person, this year saw the launch of FMB Central's Instagram account, where @fmbcentralkiren showcases the great work being undertaken by FMB members across the region.



FMB Central Director Kiren Gill.



FMB member Vantage Ltd at the national HB&R Show.



FMB Cymru continues to work with Welsh Government.

WALES

It was another busy year for the FMB in Wales, working to protect and promote the interests of local members. FMB Cymru continues to engage constructively with Welsh Government in policy areas that impact FMB members, such as changes to Building Regulations, developing a retrofit skills strategy, and the impact of changes to environmental regulations on house building delivery. We have a permanent seat on several Welsh Government groups where these matters are discussed. One such group is the Apprenticeship Framework Advisory Group, which has helped shape the new construction qualifications which will be taught in Wales from September.



FMB Cymru Director Ifan Glyn in the media.

The FMB continues to enjoy a strong voice in the media in Wales with both members and staff appearing on several TV and radio outlets in both English and Welsh.

This year also saw the election of a new FMB Cymru President with Russell Everett of Excel Home Design taking up the post for a two-year term.



FMB Cymru President Russell Everett.

SOUTH

Our Master Builders in the South have consistently reported a strong bounce-back since the gradual lifting of Covid restrictions in the middle of last year. With the ever-popular homeowner shows and exhibitions returning to the region, FMB South has had a positive response from visitors looking for quality building professionals.

It was of course with great pride that FMB South celebrated the South West's Stonewood Builders Ltd as they picked up the coveted overall Master Builder winner at the 2021 Awards. The past year has also seen the region maintain a strong media presence on BBC regional radio and TV, addressing key challenges facing local

members such as materials supply, red diesel, tool theft, mental health, retentions and carbon reduction.

With the increasing cost of conventional energy, we've been sharpening our focus on sustainable sources and working with specialist organisations in the region to encourage up-skilling in the energy efficient retrofit and renewables sectors.

FMB South has welcomed new members to our Area Boards, and is grateful to all elected representatives and members for their engagement with the FMB this year, especially those who have taken part in the consumer shows.

Stonewood Builders Ltd won the overall 2021 Master Builder Award.



Promoting Master Builder members in the South.



LONDON

In 2022, FMB London hosted its first Business Forum, bringing FMB members together with industry experts on the topic of retrofit, which is a huge challenge, but also a huge opportunity for small builders in the capital, especially considering the Mayor of London's ambitious goal of becoming a zero carbon city by 2030. The event provided FMB members with key information on training, techniques and support to help them to upskill in low carbon construction in order to help retrofit London's 3.6 million homes.

Another important focus this year for FMB London and the Area Board has been how to bridge the gap between industry and

education in order to address the skills crisis. We were pleased this year to continue our engagement with local colleagues, and have co-opted a representative on to the London Board. The Board continues to be fiercely competitive to join, and FMB London would like to thank all members past and present for their commitment to the FMB.

FMB London continues to be the voice for small builders in the capital, this year feeding into the Greater London Authority's work to support SMEs, guiding CITB on training requirements, and challenging Transport For London on the Ultra Low Emission Zone and its impact on small builders.



The London Business Forum was held in April 2022.



FMB London Director Sam Eden at a HB&R Show, and in the media.

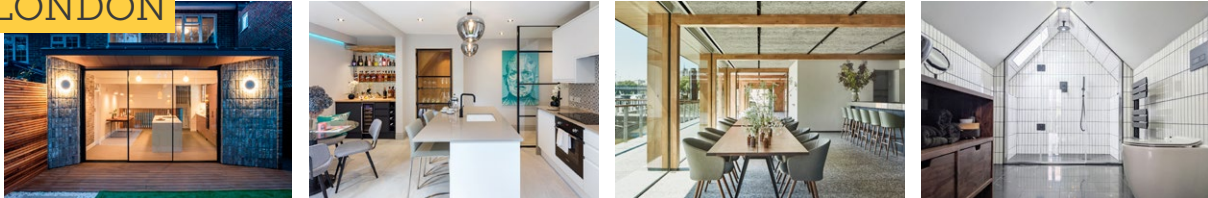




Celebrating Regional Master Builder Award Winners

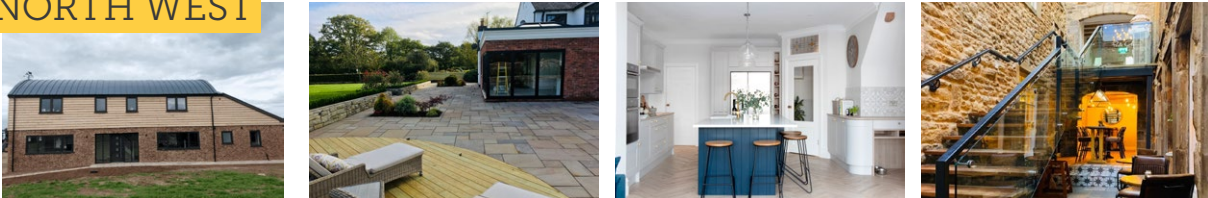
We celebrated the final five of 11 local Master Builder Awards ceremonies, which took place in June 2021.

LONDON



Left to right: Hawksmoor Construction Ltd, Zaluga Ltd, Architectural Ltd, Home Republic Ltd.

NORTH WEST



Left to right: G Ellison Builders, Cheshire Building and Joinery Ltd, Lathom Joinery and Construction, SR Design & Build Ltd.

NORTHERN COUNTIES



Left to right: Carrock Homes Ltd, I J Curry & Son Ltd, McKnight & Son Builders, Radford Construction Services Ltd.

NORTHERN IRELAND



Left to right: Alske Contracts Ltd, M G Developments (NI) Ltd, Marfield Joinery and Construction Ltd, Luke Emery of Lowry Building and Civil Engineering Ltd.

YORKSHIRE & TRENT



Left to right: IPSUM (UK) Ltd, Bear Builders, Keigar Homes Ltd, York Builder.com.

The award ceremonies for Wales, Eastern Counties, Midlands, Scotland, South West, and Southern Counties were held in May 2021 and featured in the 2020-2021 Annual Report.



An energy efficient home built by FMB member company Add Sustainable Construction Ltd.

What does the future hold?

Looking ahead, we know that the next twelve months are going to be very challenging economically, politically, and socially. Central to the success of the building industry will be how the new government handles the economy to help kickstart economic growth and boost productivity.

Investment in construction is money well spent, boosting the country's infrastructure to provide the services that will be needed to ensure the UK can compete in the global economy. Given the astronomical rise in energy bills now surely has to be the time that we make our existing 29 million homes more energy efficient.

Local builders are best placed to carry out this transformation, but a strong policy signal is needed from all governments that a green homes revolution is part of the economic kickstart to boost jobs in every community; help reduce householders' energy bills; and lower carbon emissions.

A more diverse building industry holds the future to solving the problems that we currently face.

Having competent tradespeople to carry out this work will be essential which is why there needs to be an ongoing commitment to raise standards in the building industry. It can no longer be acceptable that anyone can call themselves a builder. We need a licensing system for construction companies to stamp out unscrupulous tradespeople.

Coupled with this is the need to attract more people from a wider background to join our industry. We desperately need more women to work in the trades but also people of colour and from the LGBTQ+ community who are underrepresented in the building industry. A more diverse building industry holds the future to solving the problems that we currently face.

The FMB with its representation in all four home nations of the UK is well placed to rise to help advise and speak up for our members. The coming months are going

to be very challenging with price inflation, rising energy costs and lower consumer confidence. We will press the need for investment in our industry to propel the economy and in particular call for our national retrofit plan to be adopted to make existing homes cheaper to heat. The need for the FMB couldn't be greater to ensure builders' voices are heard and acted upon.



FMB member company Kisiel Group Ltd helps to train the next generation of tradespeople. Kisiel Group Ltd employees with then Construction Minister Lee Rowley MP.

Financial statements

FEDERATION OF MASTER BUILDERS LIMITED

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2021

(A Company Limited by Guarantee) Registered number: 00368163

		2021 £	2020 £
Fixed assets			
Intangible assets		585,083	742,516
Tangible assets		4,456,009	4,615,783
Investment properties		2,667,901	2,424,718
Investments		7,200	10,800
		<u>7,716,193</u>	<u>7,793,817</u>
Current assets			
Debtors: amounts falling due within one year	525,121		538,020
Cash at bank and in hand	2,560,122		2,877,157
	<u>3,085,243</u>		<u>3,415,177</u>
Creditors: amounts falling due within one year	(1,708,684)		(2,426,427)
			<u>988,750</u>
Net current assets		1,376,559	988,750
Total assets less current liabilities		<u>9,092,752</u>	<u>8,782,567</u>
Provisions for liabilities			
Deferred taxation	(864,570)	(864,570)	(635,481)
			<u>8,228,182</u>
Net assets		<u>8,228,182</u>	<u>8,147,086</u>
Capital and reserves			
Profit and loss account		6,504,485	6,238,636
Revaluation reserve		1,723,697	1,908,450
		<u>8,228,182</u>	<u>8,147,086</u>

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

J M Etchells
Director

FEDERATION OF MASTER BUILDERS LIMITED

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2021

	31-Dec-21 £	31-Dec-20 £
REVENUE	5,985,842	5,596,387
COST OF SALES	(538,110)	(328,408)
GROSS PROFIT	5,447,732	5,267,979
ADMINISTRATIVE EXPENSES		
Total Admin Expenses	(5,528,528)	(5,193,878)
Other operating income	22,524	186,592
OPERATING PROFIT	(58,272)	260,693
Income from other fixed asset investments	227,505	212,086
Interest receivable and similar income	1,353	5,006
Revaluation gain on investment property	55,501	(60,180)
Profit before tax	226,087	417,605
Tax on profit	39,762	9,981
Profit for the year	265,849	427,586
Other comprehensive income		
Unrealised (deficit)/ surplus on revaluation of tangible fixed assets	50,000	(111,763)
Tax relating to other comprehensive income	(234,753)	-
Total comprehensive income for the year	81,096	315,823

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



FMB member company Stonewood Builders Ltd won the overall 2021 Master Builder of the Year award and received a new Isuzu pick up truck.



About the FMB

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

For further information about the FMB 2021-2022 Annual Report, email communications@fmb.org.uk or call 020 7025 2901.

The reporting period for this Annual Report is June 2021 to May 2022.

Front cover: The featured project was built by Stonewood Builders Ltd, which won the overall 2021 Master Builder of the Year award.

