



Sponsored by B+K Structures

Residential Hub Event

19th March 2019 [from 10am to 4.15pm] at: 226 Church Road, Willesden, London, NW10 9NR.

Registrations and Refreshments. 10.00 am

[Start 10.45am]

Welcome – to the TBK centre, including a brief overview of its history, aims and objectives. [10 min]

Introduction – update and details of the First National Residential Hub event. This will include a section on the direction that the hub will be taking and how it will be managed. [20 min]

Stelling Properties - speaker Tom Eshelby [Managing Director] How can a vertically-integrated developer, builder and off-site manufacturer best control their costs, supply chain and quality in the early days of establishing the business? [15 min]

B&K Structures – speaker Andrew Goodwin [Managing Director] will highlight how their product range can meet current regulations and deliver cost effective solutions to clients. He will highlight the companies accomplishments to date and offer a glimpse of the type and nature of future opportunity. Together with the first of our CSA's. [15 min]

UKAA – David Butler [CEO] and **BTR Partners** - Mark Woodrow [Director] – Challenges for the supply chain in meeting the demands of the Build To Rent Sector over the next 3-5 years. Dave Butler of the UKAA and Mark Woodrow of BTR Partners and ex-Grainger, articulate the scale of the opportunity and the barriers to be overcome to meet the ambitions of all parties. [15 mins]

BOPAS. – speakers Terry Mundy [UK Business Development Manager] (Lloyds Register) Jeff Maxted [Director of Technical Consultancy] (BLP) it's not just about cost (or is it?). Quality

product will set materials and build systems apart from each other so what part will BOPAS play in ensuring future product is accredited to the right standards and why BOPAS. [15 min]

[12.30 break for Lunch and networking]

Lunch

[1.30 pm start of the afternoon session]

Introduction to the Cost Summary Analysis (CSA) – speaker DS what is a CSA? Why do we need one? How does it work? Who uses them? [15 min]

Examples of CSA' s in use:

The McAvoy Group - speaker Graeme O'Doherty [Offsite Housing Specialist] how important is it that you get the cost thresholds right for your product range and what percentage of your product is manufactured in the factory, what does this look like on our indicative CSA. What do clients want from you most when discussing the cost of supply and how are you able to respond. [15 min]

Ilke Homes – Tom Oliver [Head of Business Development – London and South East] how important is it that you get the cost threshold's right for your product range and what percentage of your product is manufactured in the factory, what does this look like on our indicative CSA. What do clients want from you most when discussing the cost of supply and how are you able to respond.
[15 min]

AMCM – speaker Jon Wardle [CEO] What role can Construction and project managers play in delivering competitive offsite housing solutions? How do you balance quality against cost? What examples do you have to support this? [15 mins]

[2.30 – 2.45pm Comfort break]

Alinea Consulting – Alex Hyams [Partner] what are the key drivers behind the cost of offsite housing product? What should our members look out for when selling or buying product? What part does quality play in selecting product? Why doesn't offsite providers like tendering for work? [15 min]

International Facilities & Property Information - Cost Comparator - speaker Bernard Williams [MD] how can clients be sure offsite provides the best solution and how can offsite solutions be compared to traditional methods. Why is offsite more expensive than traditional? (is it really or is the comparison between traditional methods and offsite construction biased). What should the cost of a typical 3 bed house or 2 bed flat be? [15 min]

[3.15 pm Panel debate]

Panel Debate (formed of the speakers for each session) will discuss how the offsite sector is addressing cost; are clients getting value for money; is low cost a reflection of poor quality?

What capacity is there in the sector to deliver a predictable and sustainable housing supply to market?; that also gives confidence to clients?; whilst maintaining a competitive cost?

Can the use of a standard CSA assist the sector in understanding cost of different products?; the percentage of product manufactured (ex factory) compared to onsite works? Product value based on quality and cost?

This is an interactive session between the speakers and Audience to highlight what needs to be done and showcase what is being done.

[4.15pm Session end]