

# Willmott Dixon Construction – Northern Region



Delivering Sustainability

STANDING OUT FROM THE CROWD



## Willmott Dixon Group – Our Qualifications

- Privately owned Company
- Founded over 150 years ago
- National turnover – circa £1bn
- Strong base in the NW, much of our work is Public Sector
- Work secured during 2009 in NW - £112m
- Locally in 2 Frameworks and other procurement routes



More than bricks and mortar.

## Why Bother?

- We can't afford not to, despite the economic climate
- Clients are demanding an added value service
- There is political momentum about keeping spending local
- Good PR – yes
- But makes good economic sense



## A Positive environment for re-investment

- An intelligent stance on local economics by Clients'
- Involvement from local agencies
- A predictable work flow
- Support from the Supply Chain
- Long term arrangements sustain momentum
- Support from multiple parties to create local stimulus



## A common scenario

- Clients' paying lip service
- No plan or external agency engagement
- Poor predictability of work
- Market driven forces with the Supply Chain
- Short term one-off projects
- A return to CCT

## Some of our results – local spending

- Initially we set the bar as a 30 mile radius
- We achieved below 50% on early schemes
- Achieved 90% inside 30 miles and 41% inside 10 miles
- Even in rural areas 24% rising to 56%
- Producing real jobs
- Excluded pupils – brought on as Apprentices
- Embedded in our business for competitive advantage



## Can we do more?

- More real jobs – long term jobs producing economic wealth
- Contractors' pooling resources and employees
- Proper 3-4 year Training Plan
- Multiple agencies working to common regeneration goals
- Possible funding for down time
- Raising the profile of the industry through engagement



## Looking forward

- Less long term workload – less Framework opportunities
- More CCT?
- But still the same pressure to use investment wisely
- More engagement from the Private Sector – CSR
- A need for a joined up plan

Is all the good work under threat?

