



hub

West Scotland



Accelerating the Delivery of Affordable Housing

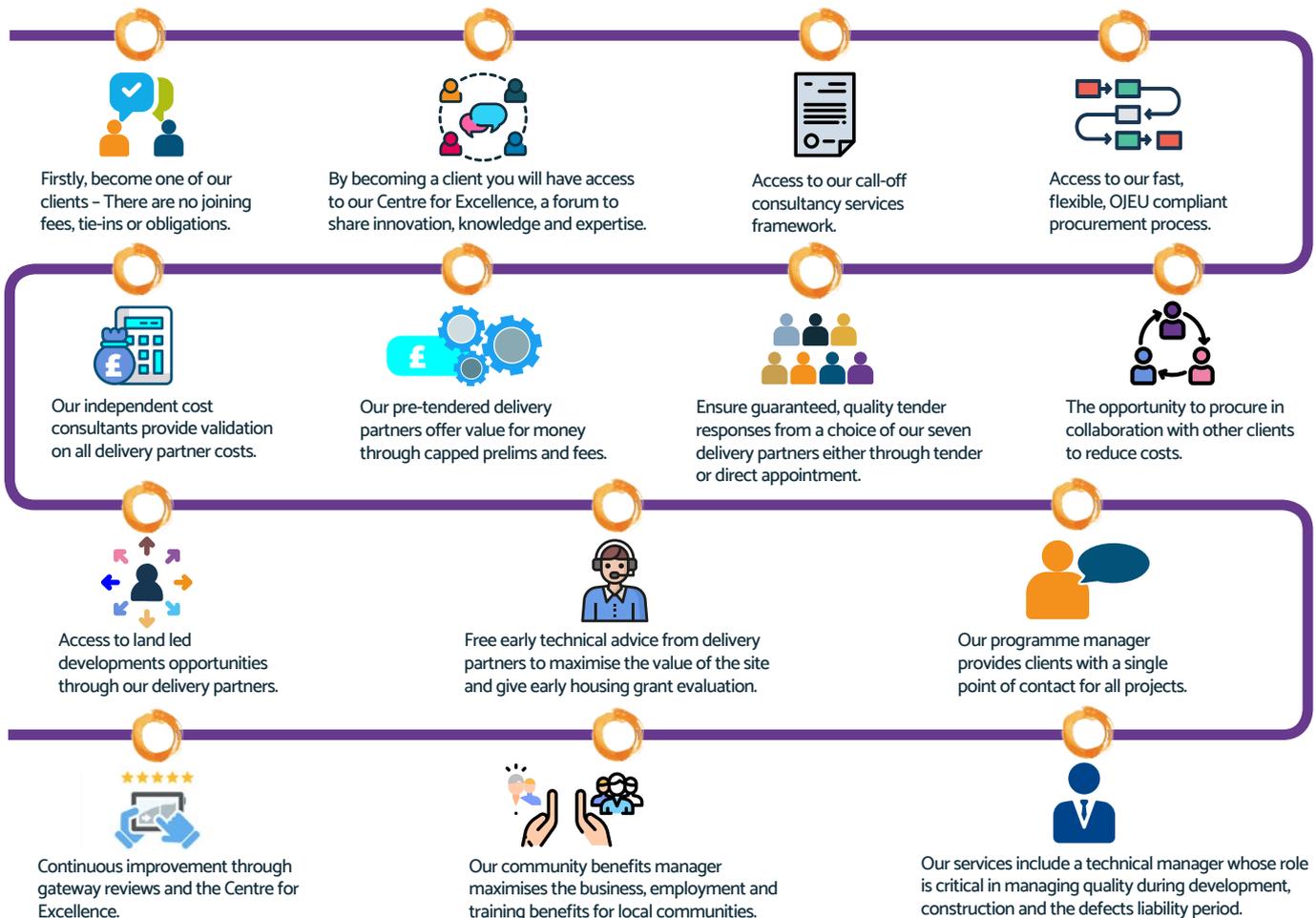


hub West Scotland Housing Model

hub West Scotland (hWS) provides a flexible development management service that can be tailored to meet each client's needs. hub operates on what is essentially a not for profit basis and our team and delivery partners are passionate about delivering the highest quality of design, construction and project management services.

Our model is unique and differentiated from other housing procurement frameworks as it accelerates the delivery of housing through collaborative working with committed delivery partners to secure cost and programme certainty from the outset.

How it works:



Industry Challenges

Through engagement with clients and our supply chain partners we identified challenges that were being regularly encountered, and our model has been designed to address these.

- Existing procurement routes not providing the quality and quantity of anticipated returns leading to delays through further procurement processes
- Value engineering attracting additional resource and delays
- Constraints due to limited in-house resources
- Traditional contracts returning tender costs above budgets due to increasing material costs and labour shortages
- Lack of contractor appetite to develop small and difficult projects in an increasingly buoyant market
- Limited market capacity of contractors, who are becoming increasingly selective on the projects they are tendering for

Our Solutions:

- Early Engagement
- Cost Certainty
- Programme Certainty
- Innovation
- Community Benefits



Picture: Hutchesontown, Glasgow

Our Delivery Partners

Through a rigorous qualitative and competitive tendering process we selected the following high quality delivery partners and secured capped development fees and preliminaries.

Contractors



Cost Consultants



➤ Introducing...CBC

Founded in 1971, CBC are a privately-owned Scottish construction company. They have developed from a strong base in construction and refurbishment to provide total construction solutions including property development, stone masonry, landscaping and property maintenance.

Working with both public and private sector clients, CBC have delivered a wide range of residential projects including new build developments, conversion and refurbishment projects and mixed-use projects. In the last few years they have delivered more than 600 units including flats, terraced, semi-detached and detached properties and supported living accommodation.

CBC recognise that residential projects will ultimately be people's homes. Places where they can be safe, sheltered and spend precious moments with friends and loved ones. With this in mind, they work closely with their clients and designers to ensure that their developments fulfil this vision.

CBC projects:

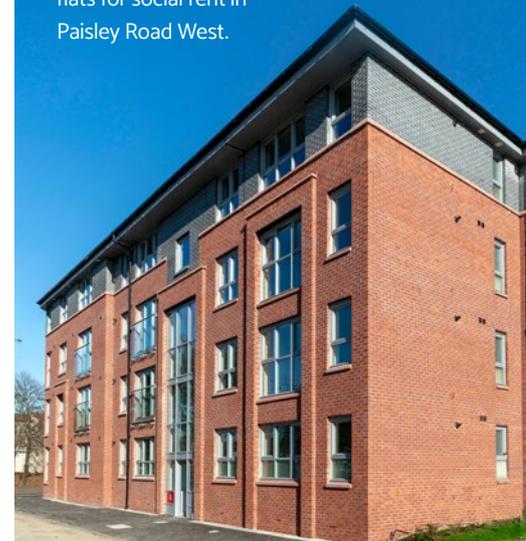


Chapel Lane, Galston for East Ayrshire Council

One of three design and build projects constructed for the Council. Chapel Lane involved the design and construction of 30 units comprising terraced houses, flatted units, adapted residences for wheelchair users and single storey bungalows specifically designed for older people.

Middlesex Street Residential Development in Glasgow for Southside Housing Association

Two phase development of 40 new build flats for social rent in Paisley Road West.



Western Harbour, Edinburgh for Port of Leith Housing Association

102 flats constructed around a stunning inner court yard, formed part of the overall regeneration of the Leith Docks Area in Edinburgh. The six storey development, which offers a range of one, two and three bedroom accommodation, provides high quality, affordable housing in the area.



SPEED

We can appoint a delivery partner and design team within a week

RESOURCES

Access to our project development, procurement and community benefit services

EXPERTISE

Access to delivery partners' technical knowledge to inform design development

STATUTORY BODIES

Facilitate multi-statutory body workshops for early consultation advice

DE-RISK SITES

Fast access to consultancy services to survey sites and understand site affordability

Early Engagement

SITE OPTIMISATION

Optimise the site infrastructure solution and maximise the development potential

SUPPLY CHAINS

Delivery partners ability to guarantee materials and labour for projects in a buoyant market

GRANTS

Analyse housing grant viability before incurring costs

COST

Design fees and prelims fixed at the start of the project

SPECIALISTS

Access to specialist consultancy services or sub-contractors to inform design solutions and costs

➤ Introducing...CCG

CCG (Scotland) Ltd are a multi-faceted developer, contractor and manufacturer, undertaking all types of construction projects.

Established in 1974, the company has grown organically to become one of the largest privately owned construction firms in Scotland.

CCG have a strong track record working with the public sector to create new affordable housing. This has given them expertise in innovative and cost-effective construction solutions to maximise space utilisation, energy conservation and sustainability, in-built security and accessibility compliance.

They have developed a leading-edge

off-site manufactured (OSM) building system that uses closed-panel timber frame technology to provide the best in low-carbon building. CCG's system offers complete flexibility; from a structural kit to enhanced panel solutions inclusive of insulation, internal wall linings, windows, external doors, services and external claddings. This provides unrivalled quality assurance and can improve programmes by making homes wind and watertight at a much earlier stage.

CCG projects:



CCG OSM

Pre-fitting of windows within CCG's off-site closed panel building system – assembled within a factory controlled environment to ensure consistent quality and create highly efficient thermal envelopes for the best in low-carbon housing.

Mosspark Boulevard, Glasgow

55 flats and maisonettes combining mainstream and accessible accommodation for Southside Housing Association, along with dwellings designed specifically for Loretto Housing Association to accommodate older people. Includes a roof terrace, meeting spaces and a community garden.



Panmure Street, Glasgow

108 new affordable homes delivered in partnership with Queens Cross Housing Association. This landmark development utilises CCG's full off-site closed panel solution, including innovative external cladding applied in the factory to replicate a brick façade.



PROCUREMENT

Pre-tendered supply chain guaranteeing high quality tender returns

PROCUREMENT RESOURCES

hWS provide a supply chain manager to manage procurement in partnership with the client

RESOURCE REDUCTION

Reduction in client resource to procure

CAPPED FEES

Pre-tendered design fees, delivery partner preliminaries, overheads and profits are capped

PROCUREMENT FLEXIBILITY

Ability to offer direct appointment or mini-tender dependent on client preference



Cost Certainty

COMPETITIVE RISK TRANSFER

All construction risk transferred to delivery partner at contractual close at a capped 1% allowance

BENCHMARKING

Independent cost consultants validation of delivery partners costs

GATEWAY REVIEWS

Formal cost reviews at set stages to manage project scope and budget

COST COMPARISON

Ability to compare rates between delivery partners

SMALL PROJECTS

Guaranteed tender returns for smaller projects and ability to procure with other clients

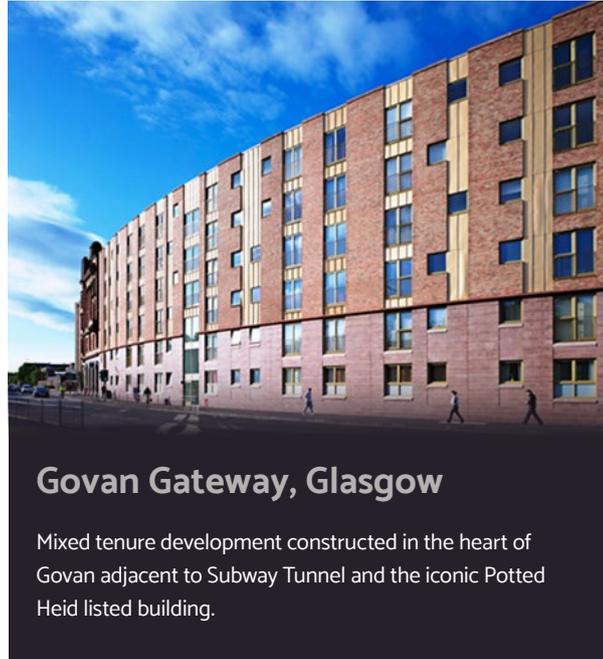
➤ Introducing...Cruden Building & Renewals

Part of the Cruden Group of companies, this year Cruden Building & Renewals is celebrating its 75th anniversary providing building and construction services to Scotland.

Cruden have extensive experience delivering multi tenure residential and cross sector projects with a primary focus on new build social and mixed tenure housing. Over the last decade Cruden have successfully completed projects for over 50 housing associations, co-operatives and local authorities.

Cruden invest significantly in building capability within construction technology and design development to offer their clients expertise and innovation. Their aspiration to be experts in their field hasn't gone unnoticed - in 2017 they received the prestigious Queen's Award for Enterprise as part of the City Legacy consortium in recognition of The Commonwealth Games Athletes' Village.

Cruden Building & Renewals projects:



Govan Gateway, Glasgow

Mixed tenure development constructed in the heart of Govan adjacent to Subway Tunnel and the iconic Potted Heid listed building.



Eriboll Street, Glasgow

Social housing development and Childrens Home built on a gap site within a highly populated residential area of Glasgow.

Golspie Street, Glasgow

Mixed tenure development constructed adjacent to the main city centre transport route.



RELATIONSHIPS

Delivery partners relationships with their preferred sub-contractors secures future resource in a buoyant market

PRE-CONSTRUCTION PROGRAMMING

Established hWS pre-construction programme

DEVELOPMENT PROCESS

An established development process with a successful track record



Programme Certainty

PIPELINE PROJECTION

Ability to understand delivery partner capacity and plan future resource requirements through pipeline knowledge

CONSTRUCTION PROGRAMMES

Delivery partner involvement provides early advice on construction programmes

DELAY AVOIDANCE

Early understanding of site costs prevents delays due to value engineering

COLLABORATION

Working together to create a coordinated programme which addresses all parties' requirements

➤ Introducing...ENGIE

Part of the global ENGIE group, ENGIE (UK) is a market leader in urban regeneration and district energy.

ENGIE have a strong focus on home building and place making, energy efficiency, smart digital solutions and connected digital homes. The projects they work on benefit from their energy efficient and smart building expertise.

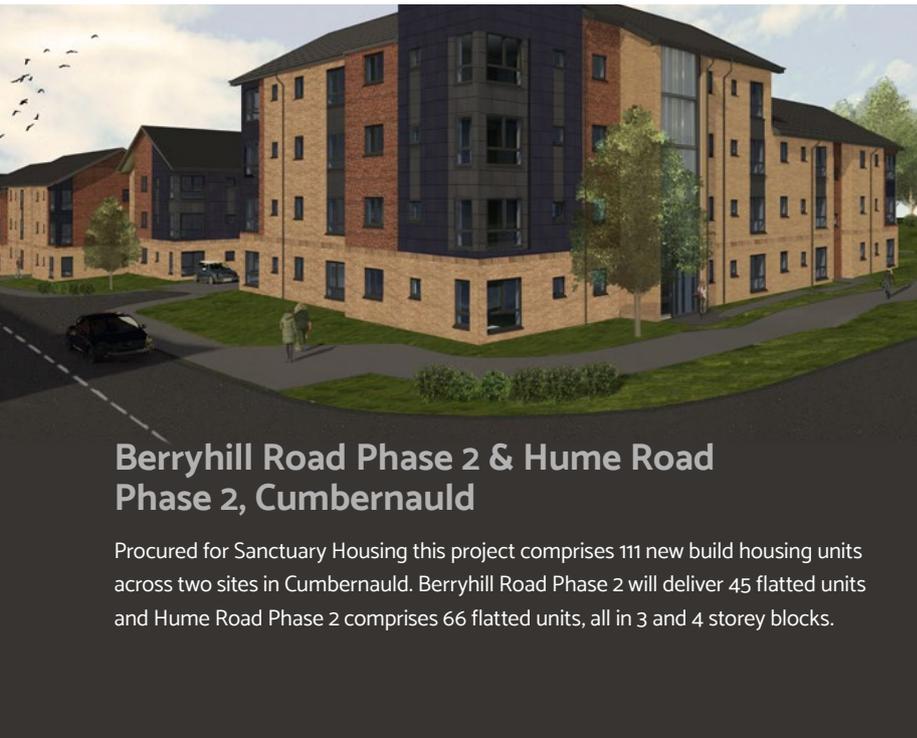
ENGIE successfully transform neighbourhoods through regeneration projects and the supply of reliable, flexible and renewable energy. 95% of their new homes are built on reclaimed brownfield sites, and they work closely with local authorities and registered social landlords to achieve this.

Their experience spans all aspects of the development process – community consultation, master planning, feasibility studies, research surveys, liaison with planners and statutory authorities, bespoke engineering, design solutions and construction services.

ENGIE projects:

North Sighthill, Edinburgh

This development will deliver 316 units for 21st Century Homes/City of Edinburgh Council, in a mix of social rented housing, mid market rent, and private houses for sale under tenure-blind principles.



Berryhill Road Phase 2 & Hume Road Phase 2, Cumbernauld

Procured for Sanctuary Housing this project comprises 111 new build housing units across two sites in Cumbernauld. Berryhill Road Phase 2 will deliver 45 flatted units and Hume Road Phase 2 comprises 66 flatted units, all in 3 and 4 storey blocks.

Park Dale, West Yorkshire

This development for WDH/NPS/Homes & Communities Agency is the UK's largest zero carbon housing development, delivering 91 properties for social rent and mid market rent to Level 6 of the Code for Sustainable Homes.



LOW MAINTENANCE

Housing designs focused on achieving low maintenance properties

OFF SITE MANUFACTURING

Delivery partners' off site manufacturing provides unrivaled quality assurance and improves programmes by making homes wind and watertight at an earlier stage

PASSIVHAUS

Experienced delivery partners in Passivhaus construction in line with 2035 standards



Innovation

FUEL POVERTY

Delivery partners focused on energy efficient design solutions to address fuel poverty

CENTRE FOR EXCELLENCE

A forum for both clients and delivery partners to work in a collaborative environment to explore innovative technologies, share expertise, lessons learned and best practice.

The Centre for Excellence will analyse project outcomes in order to identify opportunities to drive continuous improvement across the programme

➤ Introducing...JR Group

Founded in 1995, the JR Group is a leading construction and building services contractor providing services to both the public and private sector throughout Scotland.

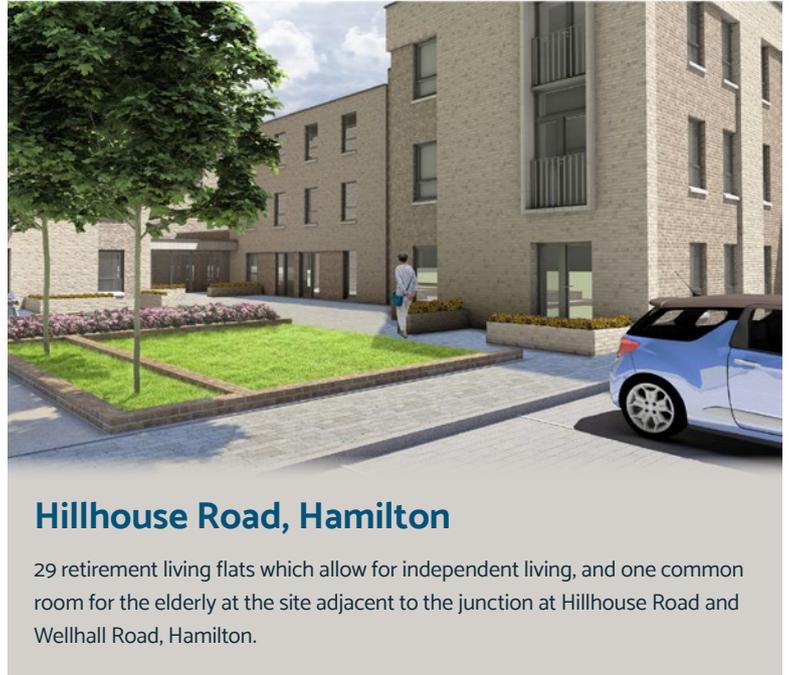
The Group formed their construction division in February 2016 after identifying a gap in the market for a Glasgow based construction expert. JR Group offer a very personal and hands on approach to managing their developments, with close involvement from directors throughout the process.

They deliver projects across every sector of construction including social and private housing, health and education, commercial, industrial and retail.

JR Group are a good fit as a delivery partner as they focus on a partnership working model; building close relationships with customers and delivering a dynamic, seamless and trusted service, whilst supporting the communities in which they operate.

The Group has seen unprecedented growth in the past two years, with turnover tripling, staff doubling and a healthy order book. These results reflect the company's ambitious plans for growth and their vision to become a construction partner of choice across Scotland.

JR Group projects:



Hillhouse Road, Hamilton

29 retirement living flats which allow for independent living, and one common room for the elderly at the site adjacent to the junction at Hillhouse Road and Wellhall Road, Hamilton.



Beinn Dubh View, Luss

Beinn Dubh View development at Luss Village in partnership with Link Group required working closely with Luss Estates and Loch Lomond & The Trossachs National Park Authority to ensure the design of the properties blended in with the surrounding conservation area.

Olympia Street, Bridgeton

Located at Bridgeton Cross in the East End of Glasgow, the development consists of 68 homes for social rent, including 24 for elderly amenity with 6 to wheelchair standards.



DEDICATED COMMUNITY BENEFITS MANAGER

Manage the full community benefit process to maximise business opportunities, employment and training benefits

MULTIPLE PROJECTS

Increased social, economic and environmental benefits can be achieved across a programme of projects

COMMUNITY ENGAGEMENT

We manage early and sustained engagement with schools and community groups to deliver projects that respond to their needs

BESPOKE PACKAGES

We will work with you from design stage to create a package of benefits that provide outcomes which reflect your strategic priorities



Community Benefits

LOCAL ECONOMIC GROWTH

Through encouraging nurturing and employing local SMEs and Third Sector Organisations we will maximise local spend

EMPLOYMENT OPPORTUNITY

Working with clients and our delivery partners to provide employment and training opportunities for local people, including those furthest from the labour market

► Introducing...Lovell Partnerships

Part of the Morgan Sindall Group, Lovell Partnerships is a key contractor within the specialised housing sector.

Lovell's open market experience through Lovell Homes means they bring substantial mixed tenure experience to our delivery model. They can explore options for open market or low cost affordable units on land led opportunities, which helps make sites become more viable.

Lovell often source land on behalf of local authorities and registered social landlords which has given them an in-depth understanding of issues like building in areas with a poor reputation, successful integration of social rented and open market homes, funding restraints and resource issues.

Lovell's in-house technical design team includes fully qualified architects and engineers. This means Lovell is well positioned to establish the site viability, constraints and opportunities, resulting in design feasibility. Whether design services are provided by Lovell or with appointed consultants, the Lovell in-house design team remains committed throughout the project to ensure the development's vision is achieved.

Lovell Partnerships projects:



School Rd, Broxburn

£2.6m development of 18
affordable homes

Wester Hailes, Edinburgh

£18m
development
of 183
affordable
flats





Early Delivery Partner
Engagement



Call Off
Consultancy
Services



Community Benefits
Manager



Programme
Manager



Centre For
Excellence



Fast, Flexible
Procurement



Unrivalled Risk
Transfer



Guaranteed
Tender Returns
For Smaller
Projects



Collaborative
Working
With Other
Clients



**hWS
Added
Value**



Procurement
& Commercial
Management Resource



Early Cost and
Programme
Certainty



Capped
Pre-tendered Fees
and Preliminaries

➤ Introducing...Stewart & Shields

Now run by the third generation of the Shields family, Stewart & Shields Ltd is a well-established contractor operating across Scotland.

Stewart and Shields are considered the leading specialist in volume Passivhaus housing and have delivered many successful projects to a certified Passivhaus standard.

There is an increasing demand for Passivhaus standards as social housing strives to address increasing fuel poverty and Scotland's challenging climate change policies.

The Passivhaus approach requires building in line with the rigorous design and construction standards set out by the Passivhaus Institute.

This guarantees high quality and longevity of build, delivering low maintenance properties with very low energy costs and high levels of comfort and air quality for the tenants.

Passivhaus is a proven standard that delivers up to a 90% reduction in energy costs. The emerging Passivhaus Plus standard meets the Nearly Zero Carbon Building standard which will be rolled out in 2020 for new builds and retrofits and will meet the planned 2035 levels

Stewart & Shields projects:



Hermitage Park Pavilion, Helensburgh

The 1st certified Passive Build of its kind in Scotland to create commercial use building.

Byron Street, Glasgow

Flagship Housing Association project providing energy efficient homes using then cutting edge insulation products.

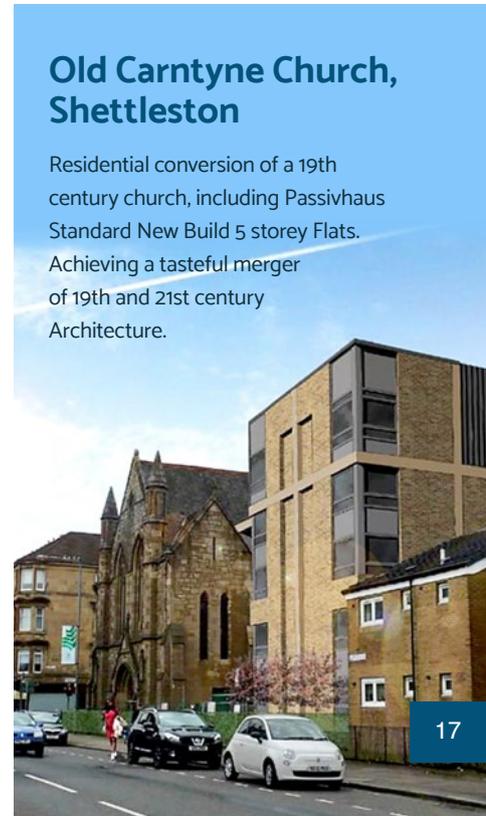
Constructed in a very confined and busy City location.



Old Carntyne Church, Shettleston

Residential conversion of a 19th century church, including Passivhaus Standard New Build 5 storey Flats.

Achieving a tasteful merger of 19th and 21st century Architecture.



hWS adds value through independent cost consultants

Engaging an experienced quantity surveying team provides effective cost management of developments from inception to completion. Our cost consultants work with our delivery partners to review the viability of project budgets at the outset of a project.

As part of our unique model, our cost consultants provides a trusted, independent review of delivery partner tender costs and the valuation process. They undertake cost and specification comparisons on projects between delivery partners to provide the best advice on value for money to clients.

The principal designer role can be provided through our cost consultancy services.

“The key to successfully cost managing new build social housing projects is acutely down to establishing the true extent of ground conditions at the outset, managing the findings and outcomes, and then robustly mitigating any associated risks. The hub West Scotland social housing model aligns perfectly with this approach.”

Chris McLagan,
Partner at Robinson Low Francis

► Meet our Cost Consultants

Brown + Wallace

Since inception in 1994, Brown + Wallace have worked extensively within the Scottish public and private sectors providing quantity surveying and principal designer services. With reference to hub West Scotland, Brown + Wallace have been a successful Framework Consultant since 2014.

Their role as a market leader within the residential markets, has resulted in the business continuing to benefit from repeat and continual relationships. Such engagement has embraced and delivered benefit to a client base of forty Registered Social Landlords together with a significant portfolio within other sectors. This underpins extensive exposure and knowledge and, enables them to bring a unique level of understanding, collaboration and experience to their projects.

With their ethos and strategy of partnership working and collaboration, Brown + Wallace together with their considerable experience and expertise are ideally placed to continue on their successful track record of on programme and within budget delivery.



BW+

nbm

nbm were formed in 1982 and provide cost consultancy and principal designer services to hub West Scotland for a range of development projects.

nbm have a wealth of experience across a wide range of construction sectors including social and affordable housing. Over the last 36 years they have completed 15,000 residential units across Scotland.

By providing a personalised, client focused service, nbm play a vital role from inception to completion of the project and beyond. This ensures that quality, value and promptness of delivery are always keys elements of the construction project.



nbm
Construction Cost Consultants

Robinson Low Francis

An independently owned partnership, Robinson Low Francis have a strong track record in the social housing sector in Scotland. They provide quantity surveying services to hWS participants across a range of sectors.

Over the last 10 years Robinson Low Francis have completed over 250 residential developments and delivered over 5,000 new units across the UK.

Their local team has developed an expertise and reputation for providing well-informed, practical, expert advice in the social housing sector. Their extensive experience in this sector means they add significant value to developments, ultimately ensuring that projects are robustly and effectively managed from the outset.



rlf
Building Futures

If you would be interested in finding out more about our housing model and how hub West Scotland can assist in delivery please contact either Colin Nelson or Angeline Robertson.

Remember, its completely free to become a client and there is absolutely no obligation to procure any projects, however, we do hope that there is an opportunity for us to work together. Both Angeline and Colin are more than happy to meet with you and discuss any opportunities you may be considering or even just to provide some more details on our flexible model.



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