

# Meet the Berkeley Group

A Green Growth Platform event  
Delivered by the Sustainable Business Network

Horsham, 12<sup>th</sup> May 2016



**Berkeley**  
Group

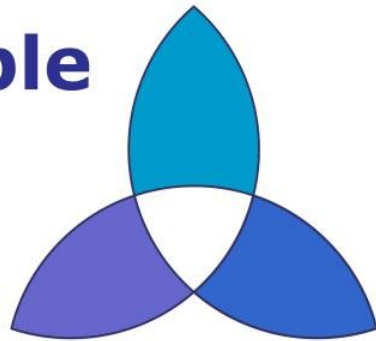
GreenGrowth  
**PLATFORM**  
\*  
University of Brighton

**Sustainable  
Business  
Network**



Working in partnership...

**Sustainable  
Business  
Network**



Green**Growth**  
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@SustBusNetwork

@UoBGreenGrowth

# Meet the Buyer

Horsham - 12<sup>th</sup> May 2016

Proud to be a member of the Berkeley Group of Companies

**Berkeley**  
Designed for life

**St Edward**  
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**St James**  
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**St George**  
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Josie Thornewill – Sustainability Advisor

Chris Grammer – Surveyor

## Agenda

1. Introduction to Berkeley Group
2. Sustainability and Our Vision – *Josie Thornewill*
3. Commercial Requirements – *Chris Grammer*
4. Innovation
5. Supply Chain Sustainability School

# Introduction to Berkeley Group

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The Berkeley Group build homes and neighbourhoods. We focus on creating beautiful, successful places in London and the South of England.

We work together with other people to tackle the shortage of good quality homes, and make a lasting contribution to the landscape and to the communities we help create.

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FTSE4Good

The Berkeley Group was voted one of Britain's Most Admired Company across all industries from 2012 to 2015 and Housebuilder of the Year in 2015.

In 2014, we won the Queens Award for Enterprise and in 2015 we were the first house-builder in Britain to have 500 sites registered by the Considerate Constructors Scheme

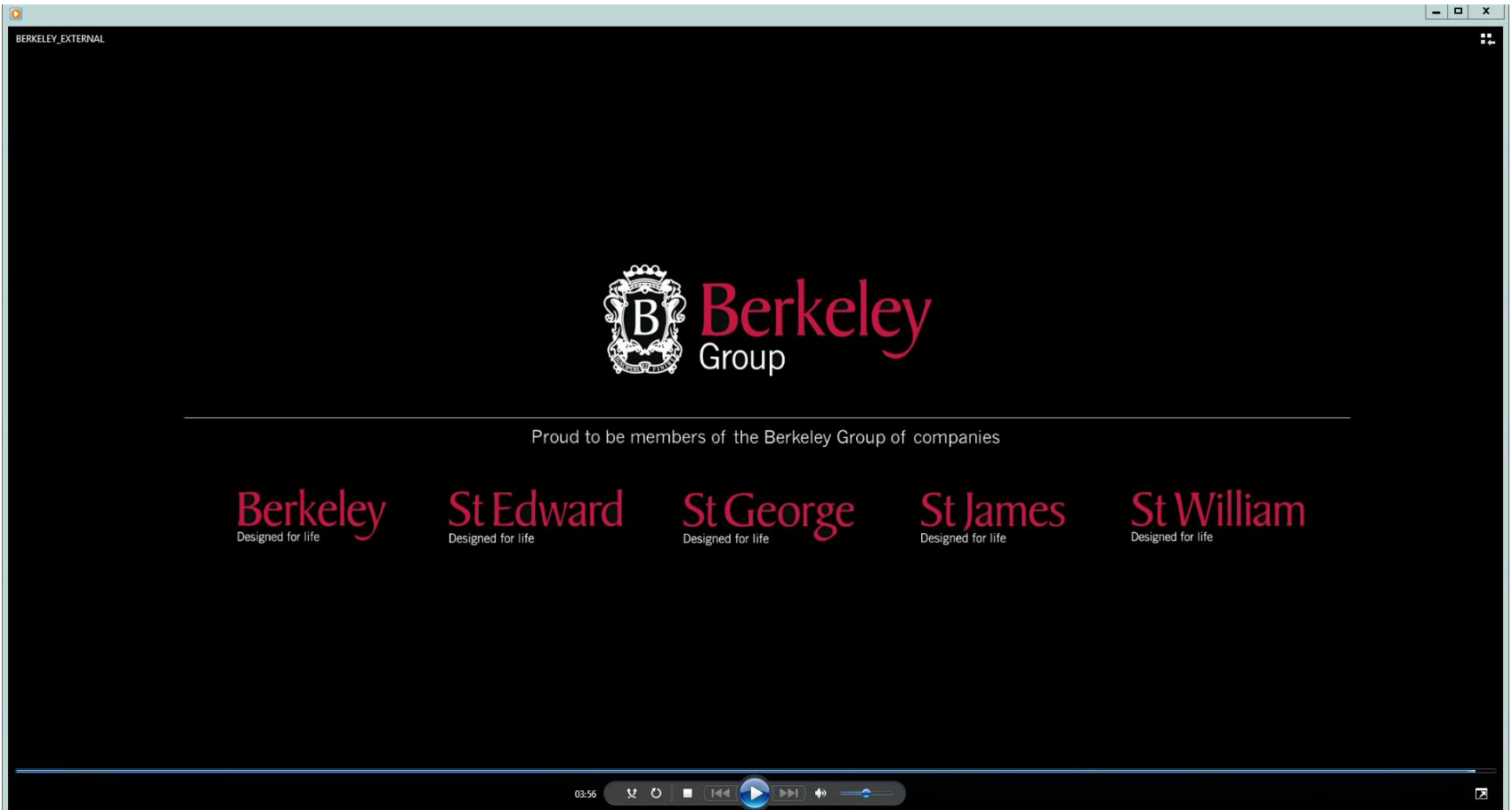
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# Our Developments

1. Edenbrook Park, Fleet
2. Bersted Park, Chichester
3. Highwood, Horsham

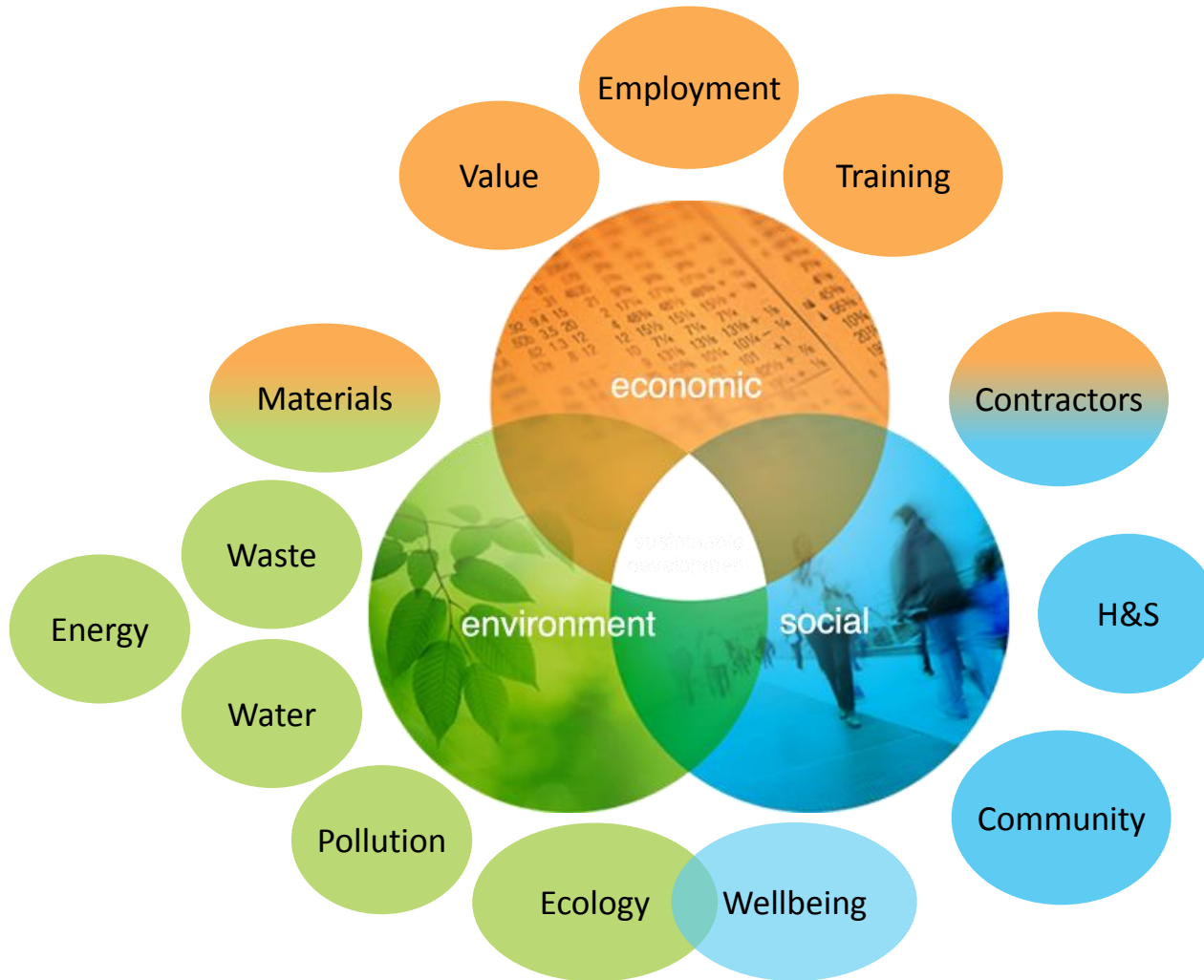


**350** people employed every day on these three sites.

These three developments will deliver in excess of **2,000** new homes when completed.

# Sustainability and Our Vision

# What is Sustainability?



# Why is Sustainability important to us?

To meet our needs today without compromising the ability of future generations to meet their needs.



# Why is Sustainability important to us?



# What is Our Vision?



‘Our Vision’ is Berkeley's plan for the business.

Our goal is to be a world class business generating long-term value by creating successful, sustainable places where people aspire to live.

Many of our **Sustainability** targets are set within this plan.

Our  
**vision**

To be a world-class business  
generating long-term value by  
creating successful, sustainable  
places where people aspire to live

# OPERATIONS

MAKE THE RIGHT LONG-TERM DECISIONS  
WHILST RUNNING THE BUSINESS  
EFFICIENTLY AND WORKING WITH  
OUR SUPPLY CHAIN



This report covers performance during 2012-2014  
and sets out goals for 2014-2016.

Considerate Good Practice  
Efficient Energy  
Supply chain  
Contractors Waste  
Operations  
Construction Materials  
Sustainability Community  
Training

1. Sustainable Procurement

2. Addressing the Skills Gap

3. Waste Reduction

# 1. Sustainable Procurement

**Plasterboard**  
 30 miles by BOAT  
 110 miles by ROAD

## Timber Trusses

300 miles by ROAD  
 900 miles by TRAIN  
 500 miles by SEA.



## Floor Planks and Stairs

114 miles by ROAD.

## Internal Doors

Veneer from USA  
 3000 miles by BOAT  
 12 miles by ROAD  
 Core materials from IRELAND  
 100 miles by BOAT  
 250 miles by ROAD

## Apartment Entrance Doors

Veneer from USA  
 3000 miles by BOAT  
 12 miles by ROAD  
 Particle Board from Spain.  
 900 miles by BOAT  
 12 miles by ROAD

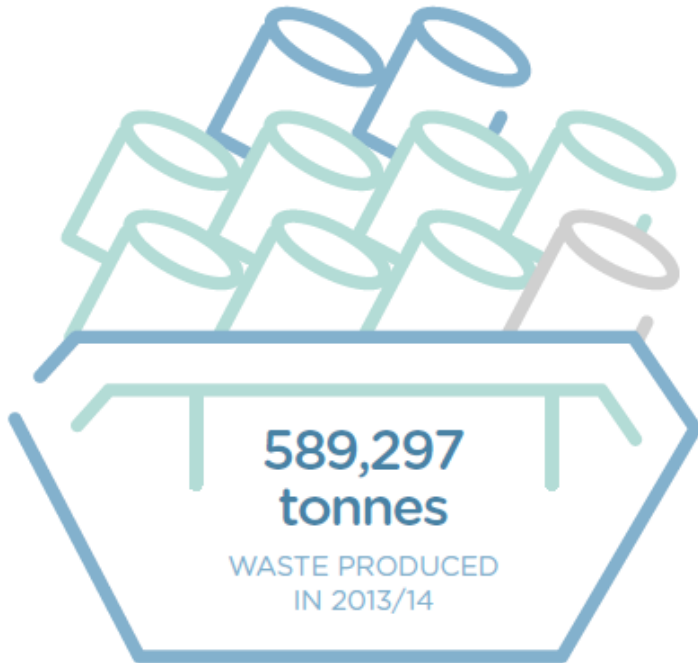
## 2. Addressing the Skills Gap

Bringing young talent into the industry is critical to its future success, to replace an ageing workforce and to meet rising demand in production.

We have started to address this through partnerships with local training providers, holding Apprentice Days with our contractors.



# 3. Waste Reduction



Staff training, improved housekeeping and working with our suppliers to utilise take-back schemes for packaging and unused materials.

94% of the demolition, excavation and construction wastes produced on our sites was reused or recycled.

The total volume of waste leaving our sites has reduced by 12%.

# Commercial Requirements

# Commercial Requirements

Largely the chosen procurement route is governed by where the order is on a labour and materials basis or labour only.

Drawing this clear distinction given us control of material supply chain and enables us to impose sustainability and ethical procurement standards into the market.

Direct

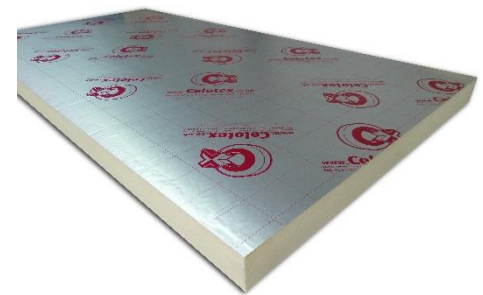
- via suppliers
- material delivery
- for example Covers or Travis

Indirect

- through the sub contract route
- labour and small fixings only

# Direct procurement examples

- Timber Studwork or Trusses / Joists are the main components of the build which we approve the design of and then procure direct for the sub contractors.
  - Each supplier provides us with FSC certificate for the timber in question.
- Specification of our product for the build is also considered.
  - A recent example of this being a change to full fill blown fibre insulation to cavity walls installed by a specialist contractor through a pump and not the previous spec which involved insulation being delivered to site (in plastic wrapping) and being opened on site and cut up and damaged.



# Indirect procurement examples

Material procurement isn't the only angle we look at sustainability. Berkeley also do a Tender Review Form for each package in the open market which records:

- The expected workforce's travel distance to site. Distance travelled to site is then banded:
  - Less than 10 miles
  - 10-30 miles
  - 30-50 miles
- Number of apprentices available
- Sustainability credentials/qualifications/awards of the company

This info is then provided to directors for sign off as part of internal paperwork. **Decision is made on overall value, not just on price.**



# Call-Off Contract – Stage 1

Getting on the tender list with Berkeley requires each contractor to go through what we call the 'call off contract'. Stage 1 covers the basic information about the company, including all forms of company sustainability.

- Economic Sustainability
  - Finance evaluating turnover and business asset position and any director's history.
  
- Social Sustainability
  - Contractor's own supply chain is also evaluated. For example on a recent tender a plumber was assessed for design competency and they actually had no other criteria in their business than 'we have used them to design for us for years'. So Berkeley H&S wrote with the contractor a formal procedure and this has been very beneficial to the contractor in other tenders in the commercial market in particular.
  
- Environmental Sustainability
  - Evaluating their Sustainability Policy, Accreditations, and qualifications.

# Call-Off Contract – Stage 2

- Material specification & contractor selection for each individual contract is done using director sign off and via what we call a Stage 2 Project Specific Assessment. This is then presented to directors.
- This covers the following key elements for the package
  - References
  - Current H&S info including details of any incidents in their business at time of tender
  - Design competency sign off
  - Identifies the key contact at the firm for sustainability and environmental management
  - Material Sourcing routes from our spec. e.g.. Where is your sanitaryware coming from? There is a particular section here on anything coming from a developing country, such as say Marble or any other specialist finishing product.
  - Workforce – do you have any apprentices on the job or in your business? Can we support you getting some involved?
- Get the SURVEYOR to get to know their subcontractor and match their needs with ours

# Innovation

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# Innovation Fund



# Supply Chain Sustainability School

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# SUPPLY CHAIN SUSTAINABILITY SCHOOL



The School is simple to use. Just follow the basic steps below:

- **Register for free online** – This should take no more than 5 minutes. Once registered you can access more than 600 resources through the School website, in 10 key sustainability areas (including events and workshops).
- **Complete the confidential self-assessment**
- **Access your prioritised 10 point Action Plan** – This will link to 10 free resources such as e-learning modules, workshops, guidance, tools etc which will help increase your knowledge and competence in a range of sustainability areas
- **Download your Bronze badge for free!** –download your bronze badge to use in bids, on email footers etc.
- **Track and benchmark your progress**

# SUPPLY CHAIN SUSTAINABILITY SCHOOL

Hi **Danielle**, welcome to Action Sustainability's account area.

My account

Edit my profile

Add colleague

Update categories

My actions plans

My progress

My bookings

Levels of recognition

## My account

### My current progress

Track your progress

Current average score

Your previous average

1.37

2.73

School average

2.2

### Re-assess & update

You can re-assess at any time and access an updated action plan. Re-assessing and working

### My Latest Action Plan

View

Download

### Upcoming Events

Developing effective local and SME supply chains

# Any questions?

Thank you for your time.

Josie Thornewill – Sustainability Advisor

[Josephine.Thornewill@berkeleygroup.co.uk](mailto:Josephine.Thornewill@berkeleygroup.co.uk)

Chris Grammer – Surveyor

[Christopher.Grammer@berkeleygroup.co.uk](mailto:Christopher.Grammer@berkeleygroup.co.uk)

# GreenGrowth PLATFORM



**University of Brighton**

**Unlocking** business potential

GreenGrowth  
**PLATFORM**



**University of Brighton**

# 4 SERVICE AREAS

**1-2-1 BUSINESS SUPPORT**

**BUSINESS EVENTS AND  
OPPORTUNITIES**

**INNOVATION, RESEARCH AND  
DEVELOPMENT**

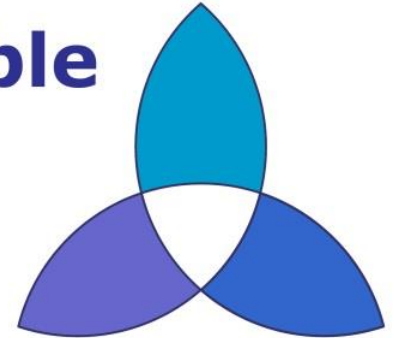
**SKILLS AND TRAINING**

**[www.greengrowthplatform.co.uk](http://www.greengrowthplatform.co.uk)**

Free one-to-one tendering support, e.g. to prepare health & safety and environmental policies and procedures.

Call 01273 964239 or email:  
[info@sustainablebusiness.org.uk](mailto:info@sustainablebusiness.org.uk)

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# Up coming Green Growth Platform events...

## **Tendering Masterclass**

14<sup>th</sup> June, Worthing, 13:00 to 16:00, Worthing, FREE

## **Local & Sustainable Construction**

14<sup>th</sup> June, Worthing, 15:00 – 18:30, Worthing, FREE