

Annual Report 2020–2021



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Celebrating 80 years of building excellence

1941 – 2021

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Project by RMR Homes Ltd



Foreword

Against a backdrop of continuing concerns about the impact of the coronavirus pandemic, the FMB and its members have rallied to keep building and to proactively serve the construction sector. Despite all FMB staff working from home for most of this year, we are proud that our members did not miss a single day's service from their trade body. Member engagement with our services, including our suite of digital contracts and our new webinar series, remains strong.

The FMB has been an active partner with industry and government across the four UK nations, as we recover from the impacts of Covid-19. As part of the Construction Leadership Council (CLC), we have taken a leading role in work on product availability, housing, and repair, maintenance and improvement (RMI). The publication of the CLC National Retrofit Strategy in December 2020 calling on the UK Government to deliver a long term plan to upgrade our existing homes to make them greener and more energy efficient, offers the potential to create a new retrofit market for small and medium-sized (SME) building companies.

Proud of our ability to give our members a voice to influence government, the FMB has been helping to advise about measures

needed to support more employers to take on apprentices, as well as the FMB's long-standing commitment to raise standards and quality in our industry. The quarterly State of Trade Survey capturing what's happening to SME building companies continues to raise the profile of the FMB and members in the national and trade media.

It has been a difficult year for everyone, but also one with achievements to celebrate. In 2021, the FMB turned 80. In marking this milestone, we reflect of course on the organisation's origins, but also its enduring commitment to supporting quality SME building companies to thrive.

This year we launched the latest Master Builder Awards, sponsored by Isuzu, with a commitment to showcase the best projects, tradespeople and apprentices in the industry. Responding to the impact of the pandemic, we also brought our awards ceremonies online. Our first virtual regional Master Builder Awards proved to be a big success.

A stronger digital presence has been supported by the FMB's new website, which went live in November. FMB Insurance has kicked off a marketing campaign to spread awareness of its services. With 95% of customers happy to recommend FMB Insurance to

others, it has a good story to tell. We are pleased to report the financial results for last year. Given the uncertainty and unpredictability of the past year the FMB took strong decisive steps at the start of the year to ensure we delivered a surplus for both the FMB and FMB Insurance Services (FMBIS). These surpluses will be reinvested in the FMB and FMBIS to help improve the services to members.

Finally, I am delighted to write this foreword with Jan Etchells, who became National President in September 2020. Jan has chosen the Lighthouse Club as her charity for her two year term, continuing the FMB's clear commitment to the mental health of all who work in the industry.



Brian Berry
FMB Chief
Executive

Jan Etchells
FMB National
President

The FMB's Strategic Plan

The FMB is committed to putting standards and quality at the heart of who we are and how we deliver. We want Master Builder companies to be the best in the industry and to stand out from the crowd.

The FMB's vision: Master Builder companies to be recognised as the badge of quality.

We are champions of quality construction work and we advocate for continuous improvement in building standards. Through our Find a Builder service we help our members to win work, but we also provide Master Builders with unlimited access to expert advice; a voice to influence industry outcomes; and help to protect their businesses.

FMB membership makes a difference, and our 2019-22 Strategy Plan reflects these priorities.



The FMB's mission:

- 1. Improved standards** – to ensure all Master Builder companies are independently inspected and comply with the FMB's entry criteria and Code of Conduct.
- 2. Improved membership engagement** – to improve our proactive engagement with members using the new CRM and additional staffing resources in the regions.
- 3. Improved communication** – to align all our communication activities to ensure they proactively promote the FMB effectively and support membership engagement.
- 4. Improved commercial income** – to increase commercial income to support improved services to members.

The FMB's values:

Our mission is underpinned by our values, and those of our staff, which are to be:

- **Professional**
- **Commercial**
- **Positive**
- **Collaborative**

The FMB has worked on its next Strategic Plan, for the years 2022-25. As we look ahead, the FMB will propose objectives that enable it to remain a modern, relevant trade association, providing an excellent service to existing Master Builders, and recruiting new companies into membership. Our focus will also be on supporting our staff, and ensuring that the FMB is an employer of choice.

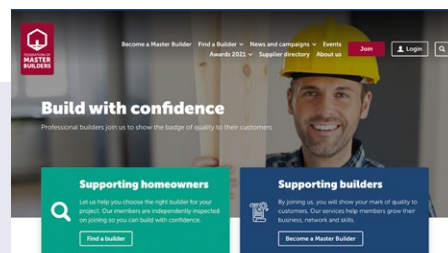
Top 10 achievements

1



Celebrated our 80th anniversary (2021)

2



Launched a new website and CRM database

3

Hosted the FMB's first virtual Master Builder Awards ceremonies in the regions and devolved nations



4



Published a National Retrofit Strategy, endorsed by the wider construction industry

6

95% of FMB Insurance customers would recommend the service, and retention rates are up to 85%



7

Manifestos produced by FMB Scotland, Wales and London for the elections in 2021

8

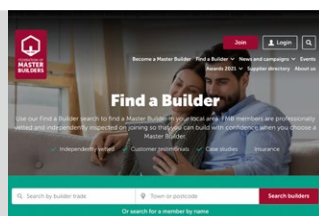
Number of monthly downloads from FMB business documents library are up 50%

9

19 webinars run exclusively for members



10



Visitors to the Find a Builder pages on the new FMB website are up 30%



FMB representatives met the Queen and Queen Mother while exhibiting at the Building the New Britain Exhibition in London in 1957.



Conor Burns MP met with apprentices from FMB member company Greendale Construction in 2012.

Celebrating 80 years of building excellence

1941 – 2021

In 2021, the Federation of Master Builders celebrates its 80th anniversary. The FMB was quite literally born out of the ashes of the London Blitz. In 1941, 15 small builders came together to help Britain build back better and restore bomb-damaged buildings and homes. They formed the FMB so that local builders could have a strong voice to win the council contracts to rebuild London.

While the FMB has seen many changes over the last eight decades, the founding members would, we hope, be proud that their ambition and determination helped create the biggest trade association of small building companies in all four countries of the UK. From our humble

beginnings, and to this day, the FMB 'badge of quality', continues to identify small and medium-sized building companies that are committed to quality craftsmanship.

The FMB's mission eighty years on is no less great as both the FMB and its members are having to navigate the impact of the biggest pandemic for over a hundred years. As in the depths of the Second World War, the FMB is the leading champion for local builders acting to serve their needs and giving them the biggest voice within government, industry and the media.

Although many of the skills of the Master Builder remain much the same, the environment in which



they work is fast changing. The need to adapt and embrace the digital revolution and the drive to create a low carbon built environment present both opportunities and challenges. What is certain is that the FMB will be at the forefront of these issues to help local builders navigate the way forward and ensure their needs are met and their voice is heard loud and strong.



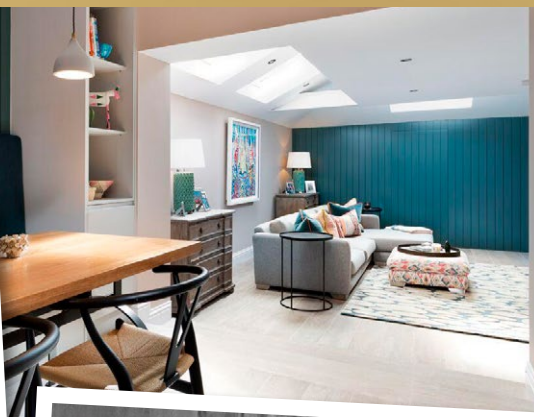
Master Builder companies celebrate their award wins at the 2007 Master Builder Awards ceremony.



TV presenter Phil Spencer hosted the 2011 Master Builder Awards.



Project by Alskea Contracts Ltd



Above: Brian Berry, FMB Chief Executive, and Jan Etchells, FMB National President.



Above: 2005 Master Builder of the Year winner

Left: Members of the first FMB council appointed in 1943 when the organisation was formally established as a national body.

FMB fact file

- In the 1950s, the Master Builder Journal was launched. The publication is still produced and is now known as Master Builder magazine.
- FMB representatives met The Queen and Queen Mother in 1957 at the Building the New Britain building exhibition in London.
- The Master Builder of the Year awards were launched in the 1990s, and continue today as a biennial event known as the Master Builder Awards.
- In 1999, our Find a Builder service was launched online to help consumers find Master Builder companies to complete their projects.
- In 2012-13, the FMB launched a new business helpline service, which was available to members 24 hours a day, 7 days a week, to provide business advice and support.
- By 2021, all members have been independently inspected by the BBA or RISA to ensure they meet the high standards required of membership.



Greg Clark MP spoke at the FMB's 75th anniversary reception in 2016.



Channel 4's Restoration Man, George Clarke, was our host for the 2012 awards.



Former FMB London Director Neil McQue being interviewed by BBC Breakfast in 2011.



The FMB has exhibited at many trade shows over the years to connect with tradespeople and consumers across the UK.

The Master Builder Awards have been celebrated since the 1980s.



Your voice in government

It has been an extremely busy year of policy, public affairs and media activity at the FMB, as we continue to give members a voice to influence the context in which they are operating.

Navigating the lockdowns

The reporting year began with support for members to navigate the Covid recovery schemes. FMB lobbying helped establish the Self-Employment Income Support Scheme, and we produced bespoke guidance for FMB members on restarting building work.

Leading the recovery

The FMB assumed a leading role on cross-industry taskforces in all four nations, including the Construction

Leadership Council in England. We have chaired workstreams on repair, maintenance and improvement, SME house building, and play an increasingly vocal part in the product availability group.

The future is green

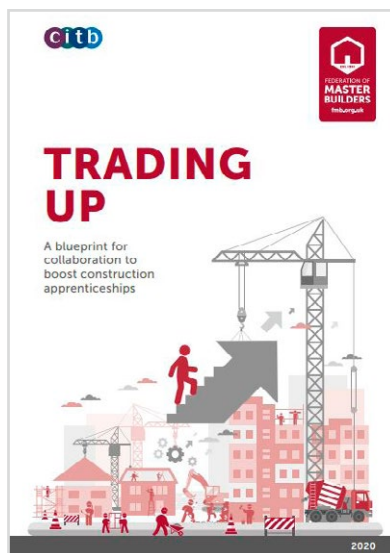
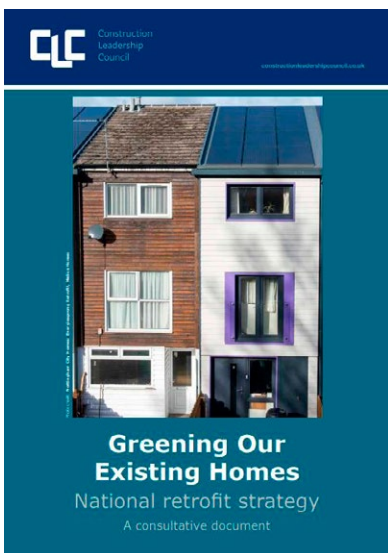
This year we published an influential roadmap to address the growing and urgent need to make our homes greener and more energy efficient. The National Retrofit Strategy is a long-term blueprint for how we decarbonise the country's 28m homes, 85% of which will still be in use by 2050. It has the backing of over 50 organisations. We have been relentless in our appeals to government that the difficulties FMB members faced with the short-lived Green Homes Grant Scheme must not be repeated.

Policy wins

Conscious of the impact that a new tax change would have on members struggling to navigate the lockdowns, the FMB managed to secure a further delay to the introduction of Reverse Charge VAT. Through webinars and member communications we supported Master Builders with the change when it eventually came into force. FMB lobbying led to a three month extension to the Stamp Duty holiday.

Skilling up

The FMB's strong commitment to training continues, with the launch in June 2020 of Trading Up, our report on how to boost the number of construction apprenticeships. Working with the CITB and members, we





Top: FMB Chief Executive Brian Berry met with Housing Minister Chris Pincher in 2020.
Right: The FMB hosted a roundtable on Net Zero in 2021.
Left: FMB Scotland Director Gordon Nelson is regularly interviewed by the media.

produced a video on How to Train an Apprentice. The FMB's Training Group is leading work with the Institute for Apprenticeships to establish a new "general builder" apprenticeship standard.

Diversifying the housing market

Working with other housing organisations, and learning from the results of our 2020 House Builders Survey, we have been making the case to government to



support more SME developers build great quality homes. A new fund from Homes England offering support for plots of two units or more, and government

support for simplifying the planning system, are signs in the right direction.

Building our network

Master Builder companies' responses to our quarterly State of Trade surveys are vital in giving us the information we need to talk to policy makers and politicians on your behalf. We have been pleased to maintain good relationships with the Housing and Construction Ministers and their teams, as well as develop new partnerships with backbench MPs, particularly on skills, retrofit, and licensing. This year we have also worked with RICS and the CBI on the Cut the VAT campaign; and ippr on immigration.

Master Builders in the news

Raising the FMB's profile in the media helps to spread awareness of the organisation and establish it 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 to consumers, prospective members, and policy makers.

We have been grateful to work with FMB members this year to place you at the heart of the recovery, and shape outcomes on planning, VAT and training.

2,783 mentions in the media

90 press releases issued

311.34 million people reached





Supporting our members

Service to members



We are proud that despite the whole team working from home during the pandemic, we have continued to make it as easy as we can for members to contact us via phone, email, or the refreshed FMB website. We have not stood still either, introducing improvements to our services.

Contracts



The FMB suite of template contracts, a unique benefit of membership designed specifically with FMB members in mind, continues to be one of our most used services with around 800 contracts downloaded each month. In response to member demand, this year we updated the contracts, including clauses allowing for the taking of small deposits, and a new project completion certificate. This year we have also supported members with a series of webinars about how to use the contracts wisely to manage risks, deal with changes, and clarify what happens in the case of a disagreement. These form a valuable resource and are available on the FMB website for members to view.

Document library



Our online library of over 800 business documents, checklists and templates has been a useful tool for members this year, with the number of monthly document downloads increasing by 50%. The most popular resources downloaded were risk assessment templates, CDM guides, employment contracts and health and safety policy documents.

Advice lines



Members' use of our advice lines has also risen by around 20%, reflecting the increasing challenges members face in running their businesses through uncertain times. The advice lines offer unlimited guidance on a range of business issues, from taxation to HR, legal and health and safety. We have had great feedback from members on this service too, with 82% saying they were satisfied or very satisfied.

82% of members say they were satisfied or very satisfied with the FMB advice lines

TrustMark



The FMB is one of the largest TrustMark Scheme Providers, and members are increasingly seeing this as a benefit of membership, with 36% now opting to add TrustMark registration to their membership (60% of new members now add TrustMark to their membership on joining).

Find a Builder profiles



We continue to assist members in creating and updating their profiles on the Find a Builder pages of the FMB website. We have built over a thousand new profiles for members this year, helping them to win profitable work in their area.

Dispute Resolution



This year, Our Chartered Trading Standards Institute Certified Alternate Dispute Resolution Service assisted over 300 members and their clients to resolve their disputes and get their building projects finished.

Marketing, digital and member communications

New website

The Marketing and Digital Team led the delivery of a new FMB website and Customer Relationship Management (CRM) database, which launched in November 2020. The new website modernises and strengthens the FMB's digital presence and dramatically improves the online experience for builders and consumers.

The new website also enabled the integration of multiple systems and processes, meaning membership accounts, event bookings, the Master Builder Awards programme and disputes can now be managed in one place. This not only saves time and money but provides a solid foundation to build on in the years ahead.

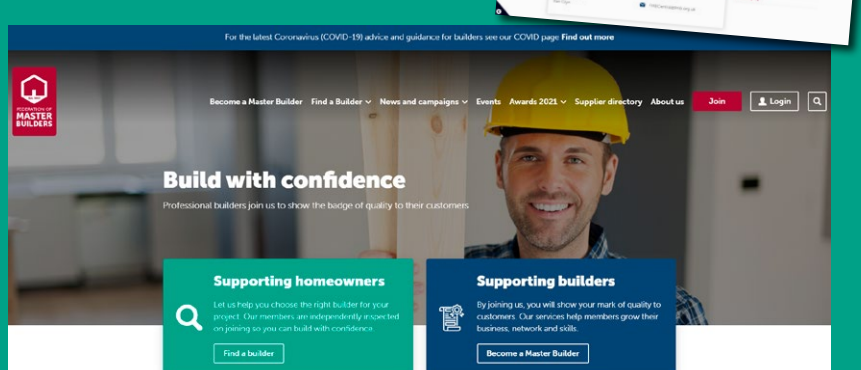
We've seen a significant improvement in website performance*:

- Website speed improved by 60%;
- Visitors spend 30% longer on the website and look at 50% more content;
- 30% increase in members logging into their profile;
- 100% increase in the downloads of FMB contracts and special offers accessed;
- 85% increase in members accessing marketing materials;
- 30% more visitors use the Find a Builder search;
- More than 8,000 visitors view the new consumer guides each month; and
- 95% of disputes are raised via a new online form.

*Since launch in November 2020

Strengthening our digital presence

In the reporting year, marketing activities focused on leveraging the new website and digital channels



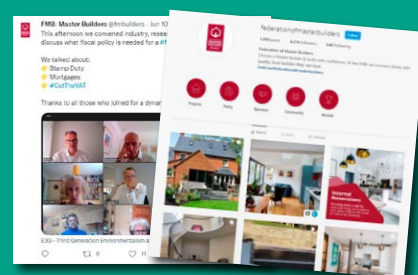
to promote awareness of the FMB brand amongst builders and consumers. We published 11 new guides on home renovation, and members participated in five online presentations across five consumer shows.

Driving new member recruitment

The team generated more than 2,900 leads through its digital marketing and advertising activities, an increase of 27% on the previous year. Work also began on creating automated communication processes, which are expected to launch in late 2021, to better nurture leads and increase the conversion rate on applications.

Growing our social influence

Our presence on social media continued to grow through a combination of paid and organic activity, which drove a 54% increase in visits to the website compared to the previous year.



Combined engagement across Facebook, Twitter and LinkedIn increased by 187% and impressions increased by more than 207%. The FMB private members' group on Facebook - created in 2020 to help members connect online - now has more than 900 members.

Read on

Six editions of *Master Builder* magazine were published featuring more member interviews, and online readership increased by 258% through circulation of an electronic edition.



We've got news for you

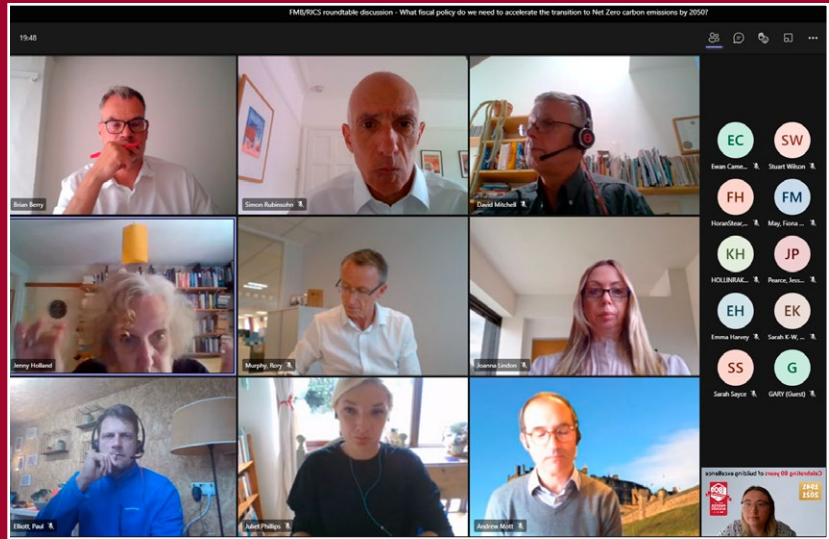
To improve communication with members, monthly email newsletters were reduced from two to one with a focus on sharing more localised, targeted news. Average open rates increased to 40%, up from 28% in the previous 12 months. Newsletters are now sent via the new website, which means members can more easily manage the type of news they receive.

New ways to stay connected

Going virtual

In 2020/2021, with in-person events out of the picture because of the pandemic, the FMB developed a wide range of events with different formats, using new technologies and new ways to engage and reach members. The FMB delivered:

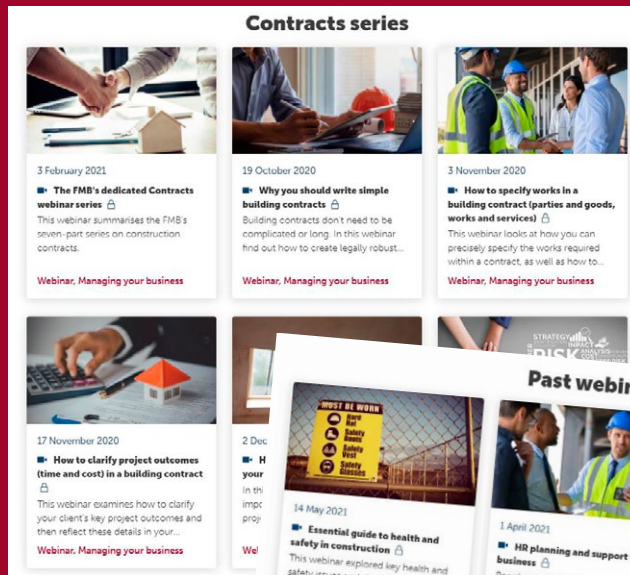
- Virtual awards ceremonies
- Virtual roundtables
- Webinars
- Regional and devolved member events
- Virtual Annual General Meetings



Growing our webinar programme

In 2020 we launched our webinar programme, to great success. This year we continued to build the programme, promoting and delivered 19 webinars, which have been viewed over 1,600 times, live or on-demand. They proved an effective way of engaging with members across the UK, delivering topical content from expert speakers and an opportunity for members to ask questions.

'First webinar I have done and will certainly do more. It's a great benefit of being a member.'



Why write simple contracts?
 Sarah Fox
 20 October 2020

500 WORDS LTD
 +44(0)1625 524249
 +44(0)7767 342747 | 500words.co.uk

Sarah Fox
 Contracts Advisor at 500 Words Ltd

ASSOCIATION OF MASTER BUILDERS
 fmb.org.uk

'The webinar was informative, interesting and easy to follow, it gave lots of examples of real like scenarios to apply to your own business.'



Entertainer David Meade demonstrated his mind-reading abilities during the virtual events.

'The online event was very professionally produced and made for easy and enjoyable viewing.'

2021 Master Builder Awards

The 2021 Master Builder Awards celebrate high-quality craftsmanship, exceptional customer service, and building excellence delivered by Master Builders across the UK. The 2021 awards programme attracted 550 nominations.

For the first time, the local awards ceremonies were held online. The first six of eleven regional and devolved events held in May 2021 attracted over 900 views, with two-thirds of viewers watching on-demand after the live broadcast. The feedback has been fantastic, with many members embracing the new digital format. The remaining five events took place in June 2021.

The national 2021 Master Builder Awards ceremony will take place virtually on 24 September, and will be hosted by TV personality and presenter of BBC1's DIY SOS – The Big Build, Nick Knowles.

'Loved it although didn't win was great to be nominated and use as advertisement going forward. Think you all do a great job and can't wait for the next one.'



FMB National President Jan Etchells took part in filming for the virtual awards ceremonies.



**Renewal retention
85%**

**New Homes Structural
Defects income
increased by 517.4%**

FMB Insurance: supporting your business

There are many positives FMB Insurance can take from 2020, despite it being an unpredictable year for us all. Notwithstanding the pandemic, we have maintained a full service to clients, builders and FMB members via remote working; something we are particularly proud of.

It is extremely important to us to receive feedback from our customers, to ensure we continue to provide a high-quality level of service. The reviews section of our website, managed by reviews.io, continues to grow and we now have over 312 customer reviews for Contractors Liability. Our Net Promotor Score has risen to 74+ this last year and 95% of customers say they would recommend us to others. The top five words used to describe us are: Helpful, Competitive, Excellent, Efficient and Recommend. We continue to work at maintaining our Silver in Investors in Customers.

Our renewal retention continues to be higher than the industry average and currently sits at 85%, which is up on the previous year. Over 25% of our members now purchase Contractors Liability Insurance, up 5% on last year, with over 1,900 policies written. From May to December 2020, FMB Insurance saw an increase in its Structural Defects Warranty business of 75%, compared to the same period the year before. The most significant increase was for the New Homes Structural Defects income, which increased by 517.4%. The surplus for the year is incredibly positive and sits at £77,000, compared to last years' £1,543.

We have also continued to invest in staff development. More than half the team have insurance qualifications, with other team members undertaking various developmental projects, including degrees in business; an apprenticeship in Business Administration; and diplomas

in marketing to support their work for the company. Another member of our in-house technical team successfully achieved their membership with RICS (Royal Institute of Chartered Surveyors). We now have 14 trained Mental Health First Aiders.

The delivery of a bespoke quote and bind platform for Structural Defects Insurance, was produced on time and within budget. The system allows for time efficiencies and will be used for more intelligent Management Information and Business Performance tracking.

We have introduced a rolling, targeted marketing campaign. The focus is to create greater awareness of the FMB Insurance brand and its products through a variety of adverts, blogs and posts, released through our social media and digital channels. The target audience is both members of the FMB and other SME construction companies.

Throughout 2021, our key priorities will continue to be:

- Product Range and Development
- Marketing
- System Development and Analytics
- Staff Development and Training
- Compliance and Customer Service



Commercial and property

FMB commercial activity

- Our Connections commercial offer achieved invoice sales of £192,310 between June 2020 to May 2021.
- Sales of sponsorships for 2021 Master Builder Awards included Isuzu (headline sponsor), who will be providing the overall winner prize of a D-Max V-Cross Pick-Up worth more than £37,000. Other regional and national category sponsorships were also secured.
- The Master Builder magazine advertising sales saw new advertisers in each of the editions.
- Relationships continued with our FMB Partners: B&CE; Build Aviator/Jewson; CITB; Isuzu; JCB/JCB Finance; Tradepoint; Openreach and Promote UK.
- The website upgrade saw improvements to the Supplier Directory. Since the website launch in November, the total number of views on the main Supplier Directory page was 5,113. March saw the highest number of viewings at 1,297.
- An average of 32 exclusive member offers were available, with 1,872 page views of the offers between January and May.

FMB Properties

- Property rental remains stable with income up by 5.6%. Occupation has averaged 93%. The FMB's office suite in Bristol has been added to the rental pool.
- Repairs and maintenance are within budget, having completed carpet replacement in Cambridge, carpet replacement and decorating in London, along with minor smaller repairs at other sites.
- FMB meeting rooms (London) were closed for a large part of

the reporting period due to the pandemic. Low demand for external training courses saw further cancellations of room bookings. We are however expecting improved uptake as people return to office working.

- During this period we have followed Covid-19 guidelines, supplying required PPE and signage to all properties, along with relevant guidelines, Lateral Flow Testing and Track and Trace procedures for staff and visitors.



The Connections team achieved commercial sales of more than £192,000

FMB office space in central London.

FMB across the UK: backing local builders

SCOTLAND

This year, we started running informal virtual member meetings which were open to all Scotland members. We continue to advertise the FMB brand through Scottish print and digital platforms. In February 2021, the FMB Scotland Director met Scotland's First Minister Nicola Sturgeon to discuss the impact of Covid restrictions on members. We continue to be a respected voice on Scottish Government and construction stakeholder boards and working groups. We commissioned research into ways to stimulate demand for construction repair, maintenance and improvement works to help drive economic recovery post-pandemic, and presented the findings on a webinar. We welcomed Alastair

Raitt and Lee Cairns as our newly elected President and Vice President respectively at our 2020 AGM.

Our high media coverage continued with Scotland members and our Scotland Director appearing on STV, BBC Radio and BBC Scotland over the past year.

Prior to the Scottish Parliamentary elections in May, we set up a construction focussed online hustling session with leading political candidates.

We ran a series of virtual meetings of the Scottish Parliament's Cross-Party Group on construction, including a discussion on the recovery plan for the construction sector.



Above: Members from Haldane Construction on site.



Left: Lee Cairns took part in filming for the Master Builder Awards.



FMB Scotland met with First Minister Nicola Sturgeon.

NORTHERN IRELAND

It has been a challenging year for the industry in Northern Ireland. FMB NI received excellent insight, guidance and direction from the FMB NI Area Board (led by FMB NI President Willie Moffitt) which has helped us tailor our support to members during this difficult period.

We saw a record number of entries to the Master Builder Awards from NI members. The winning projects, along with a number of others that got within a whisker, were truly outstanding and showcased the very best of our industry. We were particularly pleased to see several members entering the competition for the first time and doing so well.

Our desire to encourage new entrants into the industry saw FMB NI work with the Department for the Economy to produce a video

promoting careers in construction. It is being promoted on the NI Executive website.

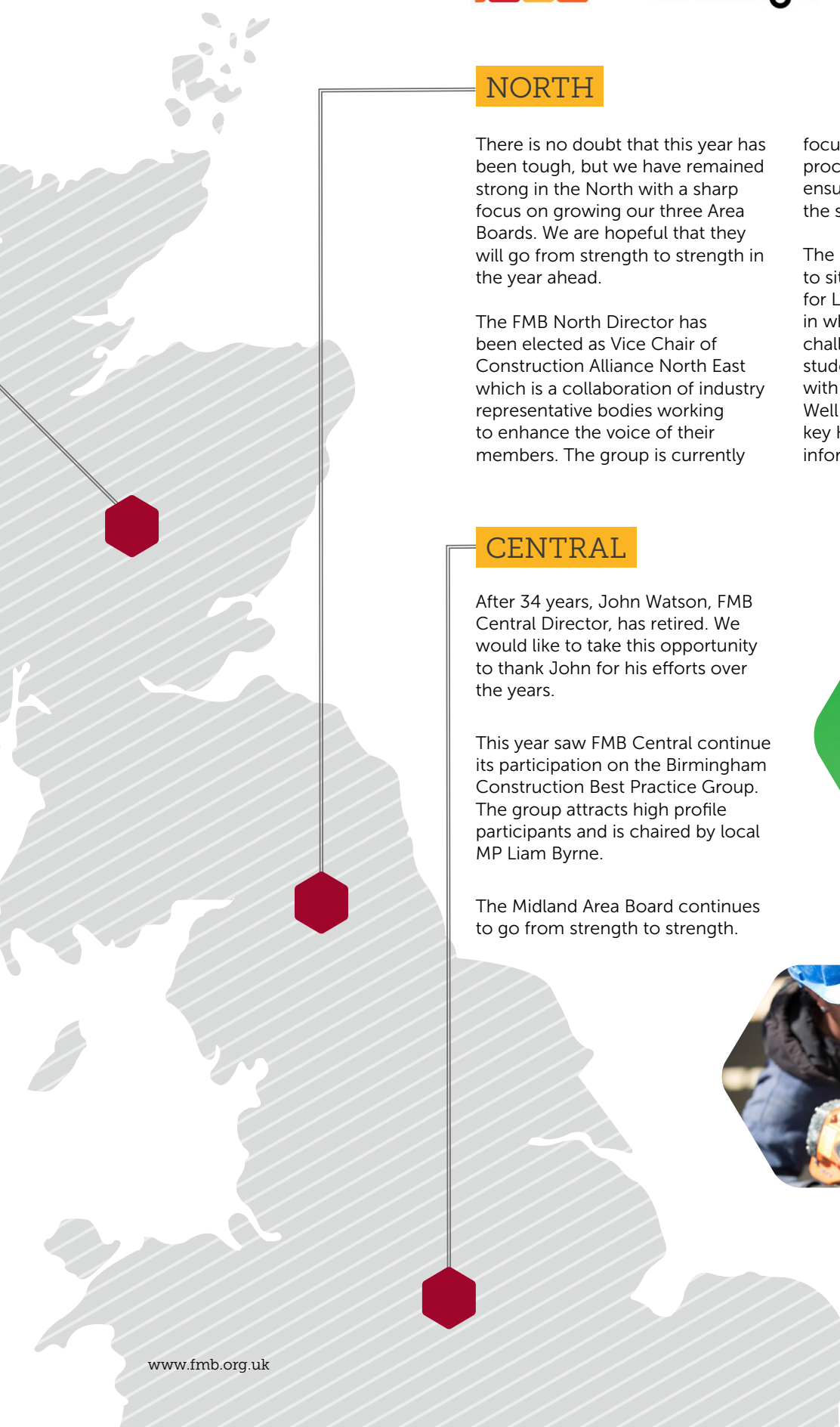
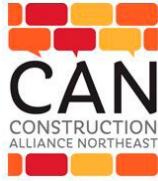
We hosted stakeholder roundtables and webinars to discuss the NI Executive's skills strategy and energy strategy, which included the energy efficiency of homes.



Apprentice Iona Porter of Marfield Construction.



FMB NI took part in roundtable discussions on skills and energy strategy.



NORTH

There is no doubt that this year has been tough, but we have remained strong in the North with a sharp focus on growing our three Area Boards. We are hopeful that they will go from strength to strength in the year ahead.

The FMB North Director has been elected as Vice Chair of Construction Alliance North East which is a collaboration of industry representative bodies working to enhance the voice of their members. The group is currently

focused on enhancing local procurement opportunities and ensuring fair payment throughout the supply chain.

The FMB North Director continues to sit on the Board of Governors for Leeds College of Building, in what has been a particularly challenging time for college students. We also continue to work with several Northern Working Well Together groups, delivering key Health & Safety courses and information for our members.

CENTRAL

After 34 years, John Watson, FMB Central Director, has retired. We would like to take this opportunity to thank John for his efforts over the years.

This year saw FMB Central continue its participation on the Birmingham Construction Best Practice Group. The group attracts high profile participants and is chaired by local MP Liam Byrne.

The Midland Area Board continues to go from strength to strength.



FMB Central Director John Watson retired.





WALES

It was all hands on deck at FMB Cymru as we helped members navigate a very challenging year. We were in constant dialogue with Welsh Government to provide a better understanding of the challenges faced by members on the ground, and to offer solutions. We maintained our presence on several Welsh Government policy groups, including the Council for Economic Development, the Construction Forum, the Housebuilders' Engagement Programme and Self-Build Wales.

As talk turned to economic recovery, putting a strategy in place to improve the energy efficiency of homes became a Welsh Government priority. We continued our work as a delivery partner on the Optimised Retrofit Programme



Tom Creed of Tom Creed Bespoke Design was interviewed by BBC Wales.

to fly the flag for SME builders. We also produced a 'Programme for Government' in the lead-up to the Welsh Parliament elections in May. Our media coverage remains strong with appearances on several platforms including BBC Wales News, BBC X-ray, and Newyddion 9.



SOUTH

FMB South has featured prominently on both radio and TV over this past year, reaching from Cornwall right across to Kent. We have discussed training and apprenticeships, tool theft, material shortages, mental health in the industry, and how the FMB is encouraging building professionals to embrace our emerging low carbon construction economy. These important topics have been further developed through our collaboration with influencers such as The Green Register, Low Carbon Homes and Constructing Excellence.

The South West and Southern Counties areas have continued to show strong member retention rates and the two Area Boards have elected new Presidents and National Board representatives in addition to welcoming newly-elected members. With a record-breaking number of entries from both areas for the 2021 Master Builder Awards, we are again reminded of the vibrant pool of talent in this part of the country.



Above: Project by PAP Building Services Ltd.



Left: Project by Alford Construction.





LONDON

London members lent their support and expertise on a joint charity project with Volunteer It Yourself, developing a community space in Sutton. The project helped to promote the FMB brand in London, along with a clear message as to what being a Master Builder is all about. FMB London published a manifesto for the new London Mayor based on the needs of members in the city. A hustings event was held with key stakeholders to ensure our members are at the heart of future policy in the capital.

The London Area Board liaised with industry bodies such as JCT and RICS to ensure contracts were flexible enough for our members to navigate ongoing material shortages. Recognising that skills and low carbon will be key challenges for our members in the not-so-distant future, we are working with Construction Youth Trust, GLA and CITB to ensure the next generation of builders have a realistic and accessible route into this thriving sector. The virtual London Master Builder awards was a huge success with incredible projects submitted throughout.



Above: Master Builders in London took part in a charity project with Volunteer It Yourself.



FMB London Director Sam Eden.



School students took part in the project with Volunteer It Yourself.



Celebrating quality construction

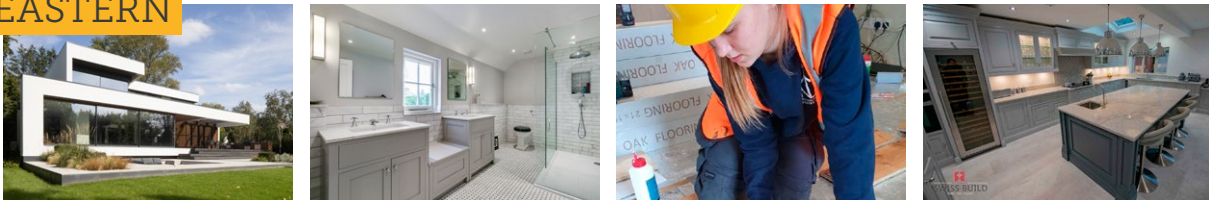
We celebrated the first six of 11 local Master Builder Awards ceremonies, which took place virtually across the regions and devolved nations in May.

WALES



Left to right: Property Building Maintenance (Wales) Ltd, Carreg Construction Ltd, Excel Home Design Ltd, Atlantic Construction.

EASTERN



Left to right: Mason Construction (London) Ltd, Modplan Building and Refurbishment Contractors Ltd, Layla Williams of JKL Construction & Carpentry Ltd, Swiss Build Ltd.

MIDLANDS



Left to right: Templeberry Properties Ltd, Harry Castle of David Smallcombe Ltd, Form Construction Midlands Ltd, David Smallcombe Ltd.

SCOTLAND



Left to right: Coldwells Building, H M Raitt & Sons Ltd, Spey Building & Joinery Ltd, MCK Construction.

SOUTH WEST



Left to right: Chris Noakes Construction, McMurray & Martin, Stonewood Builders, PAP Building Services Ltd.

SOUTHERN COUNTIES



Left to right: RMR Homes Ltd, Bespoke Living Construction Ltd, Luke Harman of L P Harman Building Services Ltd, SSJB Contractors Ltd.



What does the future hold?

The events of the last year have demonstrated that the construction industry is essential to the economic success of the UK. Without a vibrant and successful building industry the homes and infrastructure that are needed to secure the UK's new position in the world will not be delivered.

Master Builders are well placed to take advantage of the changing economic, political and environmental landscape, and the FMB launches itself into the coming year with renewed determination to support its members to succeed.

All four governments in the UK recognise and support the building of new homes and are committed to delivering a low carbon built environment in order to deliver zero carbon by 2050. The FMB believes there's a strong business case here for its members.

The FMB will use the year ahead to promote the themes of credibility and standards, as we look to recruit new members to join the go-to organisation for those who value building quality. We are pleased to be able to say that all FMB members are inspected, and whether it's through licensing or the building safety agenda, the FMB will continue to lead on raising standards in all aspects of building activities.

We look forward to celebrating our 80th birthday with members and industry stakeholders this autumn, and to showcasing the best of the small building industry at our National Master Builder Awards winners' ceremony.

We will continue to respond to changes prompted by the pandemic, whether that's promoting more ways for members to build a community online, or embracing hybrid working and other policies to ensure our staff are supported to deliver the best service to members.

'All four governments in the UK recognise and support the building of new homes and are committed to delivering a low carbon built environment in order to deliver zero carbon by 2050.'



Financial statements

FEDERATION OF MASTER BUILDERS LIMITED

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2020

(A Company Limited by Guarantee) Registered number: 00368163

		2020 £	2019 (restated) £
Fixed assets			
Intangible assets		742,516	925,223
Tangible assets		4,615,783	4,858,769
Investment properties		2,424,718	2,484,898
Investments		10,800	14,400
		<u>7,793,817</u>	<u>8,283,290</u>
Current assets			
Debtors: amounts falling due within one year	538,020		591,949
Cash at bank and in hand	2,877,157		1,332,128
	<u>3,415,177</u>		<u>1,924,077</u>
Creditors: amounts falling due within one year	(2,426,427)		(1,760,024)
			<u>164,053</u>
Net current assets		988,750	164,053
Total assets less current liabilities		<u>8,782,567</u>	<u>8,447,343</u>
Provisions for liabilities			
Deferred taxation	(635,481)	(635,481)	(616,080)
			<u>(616,080)</u>
Net assets		<u>8,147,086</u>	<u>7,831,263</u>
Capital and reserves			
Profit and loss account		6,238,636	5,811,050
Revaluation reserve		1,908,450	2,020,213
		<u>8,147,086</u>	<u>7,831,263</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 2020

	31-Dec-20 £	31-Dec-19 £
REVENUE	5,596,387	5,577,999
COST OF SALES	(328,408)	(817,183)
GROSS PROFIT	5,267,979	4,760,816
ADMINISTRATIVE EXPENSES		
Total Admin Expenses	(5,193,878)	(4,822,224)
Other operating income	186,592	
OPERATING LOSS	260,693	(61,408)
Income from other fixed asset investments	212,086	207,096
Interest receivable and similar income	5,006	1,601
Revaluation gain on investment property	(60,180)	76,662
Dividends received from group components	-	-
Unrealised surplus on revaluation of fixed asset investments	-	-
Profit before tax	417,605	223,951
Tax on profit	9,981	(386,795)
Profit for the year	427,586	(162,844)
Other comprehensive income		
Unrealised (deficit)/ surplus on revaluation of tangible fixed assets	(111,763)	(321,182)
Tax relating to other comprehensive income	-	61,025
Total comprehensive income for the year	315,823	(423,001)

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



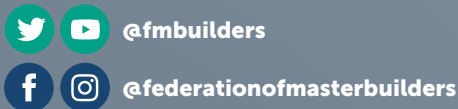
About the Federation of Master Builders

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 2019-2020 Annual Report, email communications@fmb.org.uk or call **020 7025 2901**.



Project by Excel Home Design Ltd

Project by Architectural Ltd

Celebrating 80 years of building excellence

1941 – 2021