



FEDERATION OF  
**MASTER  
BUILDERS**

[fmb.org.uk](http://fmb.org.uk)

# Annual Report

2022-2023

**Build with confidence**

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# Foreword

**D**espite another challenging and busy year for the FMB, as members continued to work in difficult economic circumstances, we are pleased to present the FMB's latest annual report.

The successes of the FMB were acknowledged externally last year with five national awards – three for our Master Builder Awards and two for being best trade association. This is the most we have won in a single year and is a wonderful inditement of all the work of both staff and members working together in support of the FMB's three year strategic plan, 'Building for Success'.

The FMB has over recent years been committed to raising standards in the building industry which has involved tightening our own entry criteria resulting in up to 20% of all applications being rejected. All FMB member companies are now independently inspected and comply with the FMB Code of Conduct which is subject to continuous revision to ensure it remains credible and robust. To help support our members we have updated our contracts and introduced a new business coaching service. We have also continued to develop our webinar series as well as providing additional improvements to the FMB helplines.

We are pleased to report that the FMB has delivered a surplus. Our commercial income is increasingly being diversified with increasing income from our meeting rooms in the London office and commercial lettings. The insurance market continues to be challenging which is why FMB Insurance Services Ltd has been restructured to be more focused on its core offer to members.

The FMB has always prided itself on giving its members a strong and effective voice both within government but also the wider construction sector. It was one of the principal reasons the FMB was set up over eighty years ago. That mission continues which is why the FMB has been busy calling for greater diversity in housing supply to bring in more local housebuilders; the need to help members take advantage of the Government's stated aim to improve the energy efficiency of our country's homes; and the ever growing need to address the current skills crisis in our industry with a focus on improved skills and training particularly apprenticeships.

We're often asked what impact the FMB has in terms of its policy work and the answer is considerable. The FMB's quarterly State of Trade Survey which canvases members' input about what is happening in

the building industry is analysed by the Bank of England to feed into the Monetary Committee reports. The FMB, through the Construction Leadership Council (CLC) feeds into a wide range of issues affecting our industry. In addition, the FMB has regular meetings with the Department for Levelling up, Housing and Communities, the Department for Business and Trade, as well as a range of meetings at ministerial level and with industry stakeholders and opinion formers.

As we look ahead the FMB is well placed to support and champion its members to take advantage of the new and emerging opportunities to ensure FMB members have credibility and influence. The future months will undoubtedly be challenging which is why the FMB's presence continues to be relevant and needed to support the UK building industry.



**Brian Berry**  
FMB Chief Executive

**Jan Etchells**  
FMB National President

**"As we look ahead the FMB is well placed to support and champion its members to take advantage of the new and emerging opportunities to ensure FMB members have credibility and influence."**

# FMB's Strategic Plan

For over 80 years, the Federation of Master Builders (FMB) has championed continuous improvement in the building industry. In 2021, the FMB Board agreed a new Strategic Plan for 2022-25. In 'Building for Success', the FMB commits to become the go-to organisation for all who value building quality.

## The FMB's vision:

**To be the go-to organisation for all who value building quality.**

The FMB will continue to strive to provide the services that SME construction companies need to thrive as well as giving them a strong united voice to speak up for their interests and to uphold the highest standards in the building industry. We are committed to make sure that the industry remains relevant and is supported to be fit for the future, and that more consumers are aware of the FMB brand.



## The FMB's mission:

The FMB's mission over the next three years in support of its vision will be to focus on five key strategic objectives:

- 1 Standards** – to ensure our standards can be verified and measured.
- 2 Services** – to ensure our services to members are relevant to their needs.
- 3 Voice** – to ensure our voice is effective and widespread within government, industry and the media.
- 4 People** – to ensure that staff are trained and supported to deliver the FMB's business objectives.
- 5 Commercial** – to develop the commercial offer in support of the FMB's business objectives.

## The FMB's values:

The FMB's strategic objectives are underpinned by a culture that recognises our core values. These are:

- **Integrity** – a commitment to ensuring the highest standards and to do the right thing.
- **Commercial** – to act in a way that provides good financial value for all business and work activities.
- **Positive** – to be proactively engaged and solutions-focused.
- **Collaborative** – the commitment to work together as one team.



The FMB is the largest trade association in the UK construction industry representing the interests of small and medium-sized building companies and lobbying for members at both national and local levels. It is a not-for-profit organisation run by its members for the members.

# Top 10 achievements

**1** The FMB won four **national awards** for its virtual Master Builder Awards



**2** The FMB was highly commended as **'Best Trade Association'** in the MemCom Awards

**3** Delivered a **surplus** for the FMB



New and revised **contracts** for members

**4**



**5**

Launched a new members' **Business Coaching Programme**

**6** Launched new **debt recovery** service

**7** Achieved **100% occupation** of commercial properties

**8**

**Restructure** of FMB Insurance Services Limited



**9**

FMB received **Cyber Essentials accreditation** in August 2022

**10**

Launch of the new **SME Developers' Guide** backed by the Construction Leadership Council (CLC)





## Service to our members

The FMB provides a range of business support services for its members, and this year we have continued to develop and improve these services in response to members' feedback.



### Business Coaching

A new service to members this year has been our Business Coaching Programme, which has proved very popular.

This was a six-month programme of weekly sessions with The Construction Coach. 68% of the members participating confirmed that they had introduced improvements into their businesses even before they had completed the programme. A range of other ideas for further service improvements have come out of this programme, which we will be acting on in the coming year.



### FMB Contracts

The FMB's suite of contracts continues to be one of FMB's most used and highly rated benefits of membership. This year we introduced a new 'Cost Plus' contract, which several hundred members have already used.

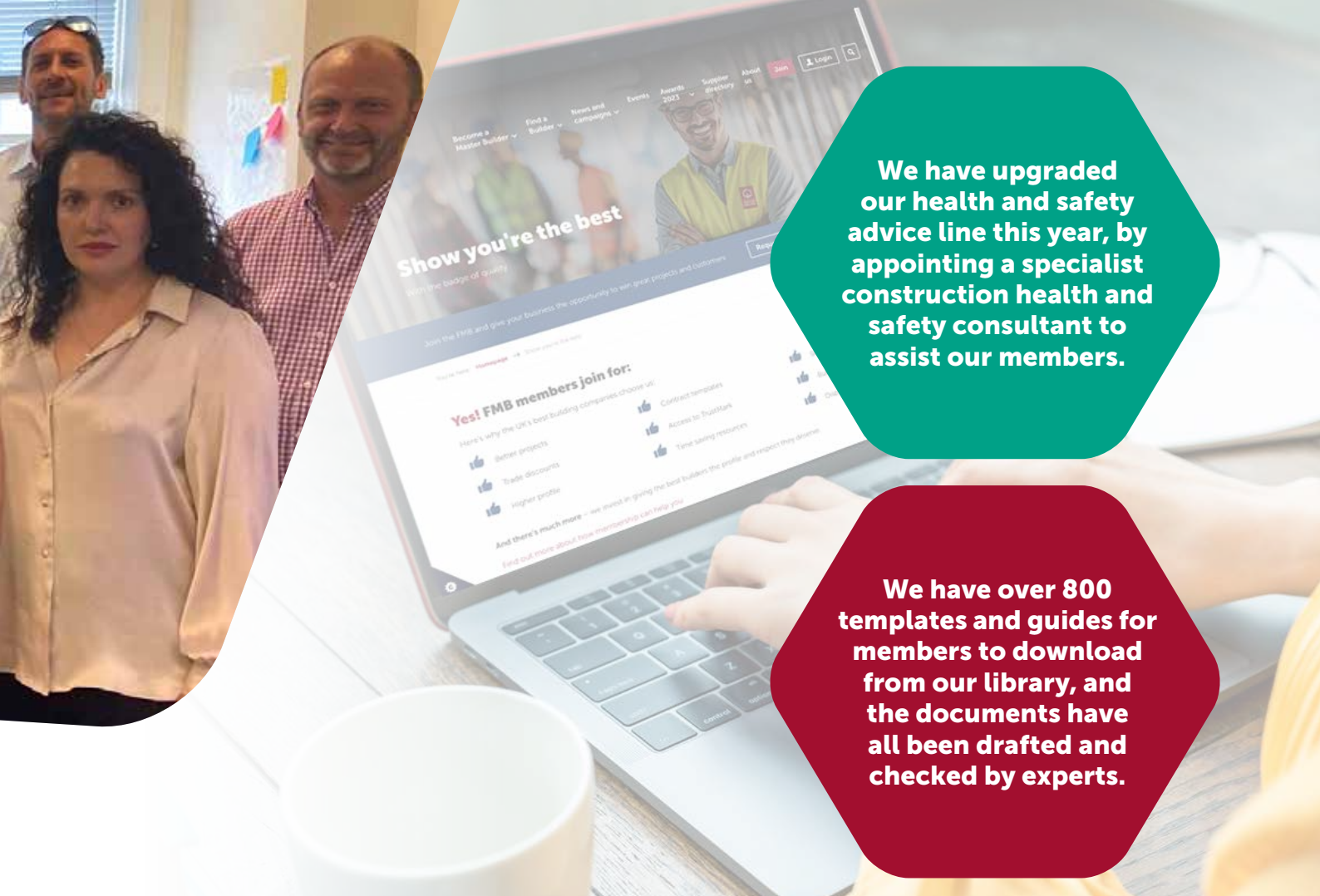
This helps members to deal with inflationary pressures in relation to building materials and increasing labour costs.



### Focus on Health & Safety

Site safety continues to be a high priority for the FMB and its members. The FMB's Standards Committee has reviewed its procedures around monitoring health and safety standards and takes an active role in making recommendations about providing information and guidance to members on this all important topic. Our Safety Plus service which enables members to easily produce professional and practical risk assessments and method statements continues to be popular, after its introduction in 2021.

We have also upgraded our health and safety advice line this year, by appointing a specialist construction health and safety consultant to assist our members.



### Advice lines and document library

For members running busy building companies, having access to unlimited advice on a range of business issues, from taxation to HR and employment issues, and all aspects of legal advice, is an invaluable benefit of membership which is well used and valued by members who consistently report high levels of satisfaction with these services.

We have over 800 templates and guides for members to download from our library, and the documents have all been drafted and checked by experts, so FMB members can rely on them to be accurate.



### Debt Recovery

Due to current conditions in the economy, members are increasingly finding that customers can be unwilling to pay their bills which has a serious effect on members' cash flow.

This year we have therefore set up a specialist service to provide further assistance with this problem. The first step is for members to call our legal helpline, and use templates from the document library. If this is not successful then our partnership with Greenwoods GRM will enable members to escalate the matter, getting solicitors letters written on their behalf and advice on any further action that may be required.

In its first three months this service has already helped some of our members to recover substantial amounts of money owed to them.



### Dispute Resolution

We continue to provide support to our members and their clients in getting building disputes resolved through our CTSI certified mediation service, and by working in partnership with Qure Group Ltd (formerly QASSS).

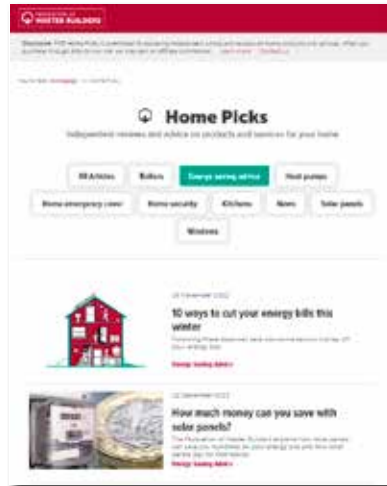


# Marketing, Digital and Member Communications

## Expanding our content to reach new audiences

Our partnership with content marketing agency Three Ships launched in June 2023. Three Ships publishes content for our new Home Picks web pages, providing independent consumer reviews on products and services that are relevant to our consumer audience, such as solar panels, boilers and fitted kitchens. Between June 2022 and May 2023, we published 113 pages which equates to 558,997 page views.

In February 2023, we launched our partnership with Electric House, a community-first publishing group, to produce content for FMB's Facebook and Instagram social media channels. Electric House has a wealth of construction industry knowledge and connections and



our partnership has enabled us to produce high quality informative video content quickly. As a result, engagement has nearly doubled year on year across Facebook and Instagram since we launched.



## Enhancing our presence at exhibitions to maximise our impact

In December 2022, we established a partnership with Toucan Exhibitions whereby they would design, build, transport, assemble and disassemble our exhibition stand for consumer shows through 2023. This has allowed us to focus more on getting engagement for the FMB and less on logistical and practical challenges. Our new stand has also increased our brand visibility.





### Recruitment activity

Working closely with the Membership Services team, the Marketing and Digital teams sent 20 email campaigns to a total of 23,000 contacts, which include prospective members at various stages of their journey with us. These secured 90 requests for a call back.

### FMB's Digital Roadmap: Enhancing services and strengthening member interactions

During the summer of 2022, we carried out extensive research among our members and analysed website data to identify their key priorities. This valuable information

has enabled us to develop a comprehensive Digital roadmap outlining our strategic plans for the next three years.

In 2023, our digital goals focus on:

- **Enhancing the 'Find A Builder' service** to provide a better experience for our members and make it easier for homeowners to find the right builder for their project.
- **Developing an FMB Member App** that will allow members to engage with us, access our services, and connect with each other in a more meaningful way. The app will serve as a valuable resource fostering a strong community among our members.

By focusing on these key digital priorities, we are committed to enhancing our services, strengthening member interactions, and driving overall value for our organisation and stakeholders.





## Your voice in government

### A turbulent year

In what has been a turbulent time politically, with multiple governments, a divisive budget, and many reshuffles, the FMB has ensured that the strategic objective of providing a voice for our members was front and centre.



Parliamentary Reception

**The FMB has ensured that the voice for our members was front and centre.**

### Leading the conversation

The past year has been a bumper time for research and guidance output from the FMB. We once again teamed up with UK Finance to update the SME Finance Guide, at the request of the Housing Minister. We collaborated with IPPR to release, 'Train local, work local, stay local', a research report that looked at how retrofitting existing homes can uplift the UK's historically neglected areas. To support new house builders into the industry the FMB funded the report, 'Becoming a small housing developer: advice and guidance from others in the new homes industry', which was delivered through the Construction Leadership's Council (CLC) SME Housing Sub-Group, led by the FMB National Vice President Chris Carr. Alongside these reports we also released our annual FMB House Builders' Survey and our quarterly State of Trade Survey, which continue to be vital barometers for what is happening in the construction sector and used by the Bank of England.

### Events in Whitehall

We have held a number of events in Westminster over the last year. We had a drop-in session for MPs held in partnership with Energy UK, the Local Government Association and the National Housing Federation to promote upgrading the energy efficiency of our homes. We also held our regular parliamentary reception which attracted over 100 stakeholders, parliamentarians and members to help promote the FMB. This year we also decided to formally launch the FMB House Builders' Annual Survey in Westminster to ensure its message was well and truly heard by politicians.

### Influencing at the very top

We've enjoyed a strong relationship with the Department for Levelling Up, Housing and Communities with multiple meetings with Housing Ministers and the Secretary of State, Michael Gove MP. We have also had positive meetings with the Shadow Housing Minister and the Shadow

The FMB's media profile is vital to maintain the FMB's relevance and help push the FMB brand to consumers.

Consumer Minister. Alongside this, the Shadow Minister for Business and Industry, Bill Esterson MP visited one of our members to see for himself the retrofitting of a house. We also attended two meetings at 10 Downing Street about SME housebuilding and retrofit.

### Getting our voice out there

We once again attended party conferences with Labour and the Conservatives and had a busy schedule of meetings and events with stakeholders and politicians. Our engagement also continues with Mark Garnier MP, who led a Private Members Bill on licensing domestic building companies in November 2021, to ensure the FMB's call for the licensing of construction companies is kept alive. Members of the Micro and SME Housing Policy Group at the FMB also met with the

House of Lords, Built Environment Committee to discuss the impact of new regulations on their business.

### Policy Wins

This year saw the creation of the National Retrofit Hub, which was a key outcome from The National Retrofit Strategy, led by the FMB. Another vital win for the FMB, was the addition of trades such as bricklaying and carpentry to the Shortage Occupation List (SOL) to make it easier for builders to hire skilled tradespeople from abroad, given the ongoing skills shortages in the UK.

### In the media

The FMB's media profile is vital to maintain the FMB's relevance and help push the FMB brand to consumers. Being in the media helps attract new members to join the FMB, and consumers to use the 'Find a Builder' service.

It also has the added benefit of increasing the FMB's profile amongst parliamentarians, which helps ensure the voice of the FMB is taken seriously. We are grateful to those Members who contribute and volunteer to take part in our media interviews.





Project by IPSUM (UK) Ltd

# Master Builder Awards 2023 and Events

The Master Builder Awards are the highlight of the FMB's events calendar and provides us with an opportunity to celebrate the high-quality building work delivered by our members. The awards include ceremonies in the English regions, Wales, Northern Ireland and Scotland followed by the national ceremony in London.

The Awards opened in October 2022 and attracted an impressive 606 nominations, covering 11 categories. The winners were then announced at the regional

and Home Nations awards ceremonies which took place over the first half of 2023. In total, the ceremonies attracted almost 800 attendees and the reach of the ceremonies was amplified through social media which promoted and covered the live events.

This played a significant role in achieving 10% of the FMB's social media outcomes, generating more than 500,000 social media impressions and reaching over 300,000 people.



**500,000 social media impressions**

**Reaching over 300,000 people**



Home Republic Ltd



Project by Pencil and Brick Ltd



Project by Radford Construction Services Ltd



Project by Keestone Ltd



Project by Thorn Homes Ltd



Project by Vantage & Co Group Limited



Project by J C Building Services

**606 nominations**  
**11 categories**  
**800 attendees**



Kaidan Bradley Radford of Radford Construction Services Ltd



Project by Stonewood Builders Ltd



Project by Cheshire Building and Joinery Ltd



Project by Rhodes Joinery & Building Services Ltd



Project by Phoenix Design and Construction (South East) Ltd

## Events and Webinar Programme

The FMB strives to hold construction events with an unrivalled reputation for quality, providing valuable engagement opportunities with a broad range of stakeholders.

In 2022, in-person events continued including the FMB West Wales charity dinner in October and the FMB Building Conference: Building for Success in November. In 2023, we ran 10 regional Master Builder Award ceremonies between March and June and the South West Golf Day on 12 May. The FMB participated in 11 external shows and exhibitions, including 6 regional and the national Homebuilding and Renovating (HB&R) shows, 3 Toolfair shows and Grand Designs Live. The FMB also hosted parliamentary events as reported earlier in the report.



14 webinars were delivered, viewed over 1,000 times, live & on-demand. Topics included:

- **Help for new house builders - your guide to getting started**
- **Pricing and estimating for profit**
- **Closing off projects – the secrets to success**
- **How to create a culture that nurtures employees' wellbeing**

All events planned continue to enable the FMB to meet members' needs, while heightening its reputation, profile and influence.

**14 webinars were delivered, viewed over 1,000 times, live & on-demand**



# Commercial and property

## Commercial

- The FMB Connections commercial sales achieved income of £297,112, including advertising sales to support the Master Builder magazine and events. The printed 2023 Wallplanner was included in the December/January 2023 edition of the Master Builder magazine.
- Relationships remain strong with our FMB Partners: BP, Build Aviator/Jewson, CITB, Isuzu, Tradepoint, Open Reach, People's Pension, and Promote UK. We maintain regular contact and quarterly reviews are held with them.
- Master Builder Awards 2023:
- Regional sponsorships: 7 headline sponsors and 14 supporter packages were sold.
- National sponsorships: 9 sponsors have already been secured ahead of the event.
- An average of 33 member exclusive offers were available between June 2022-May 2023, with 1,189 page views



*The FMB's central London office in Ely Place*

- The Supplier Directory on the FMB website achieved 27,000 views, an increase of 119% on the last period of reporting. Average number of listings was 49 under 16 headings. March 2023 saw the highest number of views with 2,900 views. Most popular listings are Building, Products and Materials, Finance, Software and Technology, Health & Safety and Business Management.

## FMB Properties

- Property rental remained stable with income of £205,753 and occupation averaging 95%, with three leases expiring. We achieved 100% occupation in May 2023 with 22 office suites and three shops occupied.
- Repairs and maintenance stayed within budget. The Bristol office was upgraded with a boiler replacement, ground floor front suite decorated and carpeted and certification of all three shops at the Midlands property.
- FMB meeting rooms in the London office saw increased bookings and an income increase of 2.4% from our efforts to promote rooms to the wider market. Added to this we have also increased our client base and multiuser bookings in Q1 and Q2 2023 with a good number of forward bookings further into 2023.

## IT

- The FMB received its Cyber Essentials accreditation in August 2022.

# FMB Insurance

2022 was a year of change for FMB Insurance Services Ltd. Challenges within the insurance market meant that we reevaluated the way in which we provide insurance services to members.

Rather than continuing to place commercial insurance policies with just one insurer, FMB Insurance Services Ltd now makes use of the panel of over 50 insurers we can access via our Coversure Ely franchise, including market leaders, such as Aviva, Axa, Covea and Zurich. This allows us to meet your individual business needs, by locating the best insurer, policy type and level of cover for members as well as finding the most competitive rate available.

We know construction because we are part of the FMB, and we know insurance, supported by the wider Coversure group. ***This means that FMB Insurance is perfectly positioned as the broker of choice for FMB members.*** We continue to place Structural Defects Insurance policies, and whilst this is a more limited market than it has been in previous years, we have built on our insurer relationships so that we can further develop this product audience in 2023.

The FMB Insurance team has been restructured to support this changing business model, and a new Director was appointed at the end of 2022. In view of this the focus has been on customer service improvements and training and development of the team, to ensure members are receiving the right guidance and a market leading service.

We are committed to continued professional development of the team and are supporting individuals through insurance apprenticeships



*New FMB Insurance offices*

to enhance their professional development and Chartered Insurance Institute qualifications. We also provide support to our surveying staff through additional qualifications, allowing them to increase knowledge across all areas of construction and insurance.

In 2022, FMB Insurance Services Ltd made and received over 21,000 calls, servicing over 1,800 annual insurance policies, as well as managing 6,500 housing units on cover, through either our New Homes Structural Defects policy or our Domestic Home Improvement Warranty.

To increase the reach of our products we recently restarted marketing campaigns and we are supporting and educating members through changes such as the Building Safety Act and its likely impact on insurance.

The focus for 2023 is on product suitability; member support and increased insurance benefits;

marketing and promoting the products and services available; income generation and increasing our customer base; and member education, ensuring that members are correctly covered for changing business or industry needs.



*Emma Whyatt, Director of FMB Insurance Services*

**"FMB Insurance is perfectly positioned as the broker of choice for FMB members."**



# FMB across the UK

Tarmac Dunbar



## SCOTLAND

The FMB played a leading role in delivering the inaugural Green Home Festival in Edinburgh in August 2022. This festival engaged the public and businesses through delivering practical assistance and advice and was organised by the Construction Industry Collective Voice (CICV), of which the FMB is a key member. The festival was opened by Scottish Government Minister Patrick Harvie MSP. The highlight of the week was a walking tour of a major refurbishment programme in Edinburgh hosted by FMB member A.C. Whyte & Co Ltd.

Over the past year we met members in person at various locations including Aberdeen, Perth, Angus, Glasgow and Edinburgh with the FMB Scotland Board meeting in the Highlands

in September. FMB Scotland Board members and other members enjoyed a guided tour of Tarmac's cement manufacturing plant at Dunbar, East Lothian.

Our FMB Scotland Director continues to maintain and increase the profile of the FMB in Scotland through championing members at external events and through writing articles for construction industry publications in Scotland. The FMB also organised meetings of the Cross-Party Group on Construction at the Scottish Parliament: aiding our engagement with MSPs and government ministers. Owing to support from members, the FMB received plaudits for showcasing the role that local building firms play in recruiting and training apprentices during Scottish Apprenticeship Week in March 2023.



CPG Construction



Green Home Festival A.C. Whyte & Co Ltd



Zero Carbon Buildings Minister Patrick Harvie MSP at the Green Home Festival

## NORTHERN IRELAND

The last year has been a rewarding year in FMB Northern Ireland as we continue to grow our profile and support our members. A particular highlight was the fantastic FMB Northern Ireland Master Builder Awards which took place in Belfast in the spring.

Our FMB Northern Ireland Director has spoken at several conferences and roundtable meetings that were attended by a variety of audiences, including policy makers and senior civil servants. This has given us the opportunity to make stakeholders aware of some of the challenges that our members are facing, such as material cost rises and skills shortages.

Aligned to the FMB's call for a retrofit strategy at national level, we have played a leading role in developing and influencing the

Belfast City Council Retrofit Hub. A pilot to retrofit 500 homes is planned for 2024, which will undoubtedly present our members with a significant opportunity.

We are particularly proud of our collaboration with industry partners to develop the Build Mental Health Alliance. This cross-industry coalition aims to develop mental health support for construction workers.

FMB Northern Ireland has worked closely with FMB Insurance Services to improve the warranty scheme that gives members access to public sector grant aided works. Market conditions makes this an ongoing challenge, but we will continue to meet it head-on.



FMB NI with National President



FMB NI in Stormont





North Regional Awards



## NORTH

FMB North has had another productive year. Year on year, we have strengthened all three of the Area Boards in the North, and this year we welcomed five new Area Board members across the North.

Our ambassadorial work remains strong. Our FMB North Director is a governor at the Leeds College of Building, is the Vice Chair of Construction Alliance North East, and is a member of the Working Well Together North & West Yorkshire and North East. She has also represented the FMB at several consumer shows including the Home Building & Renovating show in Harrogate. This year has seen

us develop on our relationships with our stakeholders in the North, including CITB, LABC the Builders' Merchants Federation and several Local Authorities.

The 2023 FMB North Master Builder Awards were again a huge success, with more member projects entered than ever before.

In the North we are always focussed on member engagement, and to this end we created an FMB North Instagram page which is popular with members and consumers alike with over 600 followers in the first year.

## CENTRAL

We had several high-profile consumer facing shows taking place in the FMB Central region again this year and the FMB had presence in each one. One of the biggest was Grand Designs Live, which took place at the National Exhibition Centre in Birmingham. Consumers visited the FMB stand for advice, and members shared their expertise by giving talks and presentations to engaged audiences.

Poor mental health is a major problem within our sector, which is why the FMB has been collaborating with Worcestershire County Council Public Health Suicide Prevention Team to host several member facing webinars on suicide prevention in the workplace.

In addition, our Director produced a number of articles and blog posts to sign-post members towards relevant support. We also teamed up with the CITB to deliver three webinars on the support available to help train the next generation of builders. Our collaboration with Construction Excellence (CE) also continued with our Director contributing to several of the CE regional committees across the FMB Central region.



Nicola de Sousa speaking at Grand Designs Live





*Ifan Glyn BBC X-Ray*

## WALES

Our constructive relationship with the Welsh Government remains strong as we strive to represent members' interests in all the areas that matter. We have a seat on the Construction Forum which is the highest level of engagement between the industry and the Government. The meetings are chaired by the Minister for the Economy and is an opportunity for both sides to explore solutions to the challenges faced by industry. We also sit on the House Builders' Engagement Group, which is attended by the FMB Wales Director alongside several of our house building members. A key success for us on the house building front was the extension of the Help to Buy scheme, a scheme that has been discontinued in



*Wales Board visit Construction Wales Innovation Centre*

England. We sit on the Help to Buy Wales Advisory Group and, through our influence on this Group, we were able to secure a scheme that meets the demands of members. We did a great deal of work on the retrofit front to ensure that our members are in the best possible position to take advantage of the opportunities presented by this ever-growing market.



## SOUTH

FMB South continued to represent members' interests on several platforms this year. Our FMB South Director was interviewed on many regional BBC radio and television channels to promote FMB campaigns and to discuss some of challenges faced by members. We also promoted Master Builders by exhibiting at several consumer facing shows, such as the Homebuilding Renovating show in Surrey, where a number of members provided homeowners with tips and advice on running a successful building project. Our Director presented at many conferences this year, such as the Low Carbon Homes Retrofit



*Charity South West Golf Day*

Summit, where he spoke about the need for a national retrofit strategy. This year saw us bade farewell to the FMB South Director, Phil Hodge, who announced his retirement after a decade of service.

Sam Eden at Tool Fair



London member giving advice at Excel London



Skills for Sustainable Skyline Taskforce

## LONDON

Whilst demand for builders in London is strong, it does come with its own challenges. Attracting new talent into the industry is a major challenge and FMB London is determined to play its part in this endeavour. We have engaged with the next generation through events such as the Construction Challenge in Croydon, where members met with school learners to promote the industry as a career choice.

Many members are apprehensive about the impact of new legislation on their operations, especially the Building Safety Act. To this end,

the FMB London Board co-opted construction law expert Gavin Hocom to the Board to provide guidance and expertise on such developments.

Ultra Low Emission Zones (ULEZ) in London remains a challenge for our members. We have invited Transport for London representatives to meetings with members on several occasions to discuss their concerns.

The Master Builder Awards was a sweeping success in London this year, with a record number of member projects submitted.



## Looking ahead ...

The next twelve months will continue to be very challenging for the construction sector and for the FMB. Further interest rates are expected to help tackle inflation which is already having a marked impact on housing supply. The total housing numbers for 2023 is expected to be far lower than the UK Government's aspiration of 300,000 per annum. The UK Government is focussed on investment and productivity to get the economy moving. Given that the construction sector is worth £155 billion per annum, employing over 3 million people, and accounts for 8.8% of the UK's Gross Domestic Product (GDP) our industry has a pivotal role play to get the economy back on its feet. With a general election expected

to be held next year the FMB will be ensuring that the voice of small builders is heard and known across the political spectrum. We are hosting our annual parliamentary reception and attending the party conferences in the autumn to get the ear of politicians, industry and opinion formers.

Although the economic background is discouraging there is much reason to hope in our industry if we can help set the right policy framework. The need for more homes is widely accepted and is rising up the political agenda. A mobile workforce, essential for any modern economy, needs an adequate supply of housing which

means that whichever party forms the next government will need to introduce new measures to boost housing supply. An even bigger opportunity for small builders is the potential market to make our existing 29 million homes greener and more energy efficient. The task is enormous and offers new work for decades to come. Governments have stumbled too long to address this issue but with energy prices set to remain high and the ever-increasing need to cut carbon emissions to meet the UK's legal obligation to deliver net zero by 2050 critical decisions will need to be made over the next year or so.

The FMB will continue to support and champion its members over the coming year. We will continue

**Given that the construction sector is worth £155 billion per annum, employing over 3 million people, and accounts for 8.8% of the UK's Gross Domestic Product (GDP) our industry has a pivotal role play to get the economy back on its feet.**



to press for housing supply to be widened to encourage more SME housebuilders to enter the market. We will continue to press for a long-term plan to retrofit our existing housing stock and ensure that small building companies are part of the solution. We will also continue to press for the need for better training and development in our industry and in particular quality apprenticeships. And we continue to shout loud and clear that small building companies need a business environment that supports innovation and hard work.

Over the last eighty years the FMB has, and will remain, the voice of the UK's small builders and that voice will be needed even more so over the coming year.

**Over the last eighty years the FMB has, and will remain, the voice of the UK's small builders and that voice will be needed even more so over the coming year.**



## Financial statements

### FEDERATION OF MASTER BUILDERS LIMITED

#### CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2022

(A Company Limited by Guarantee) Registered number: 00368163

		2022 £	2021 £
<b>Fixed assets</b>			
Intangible assets		435,858	585,091
Tangible assets		4,438,010	4,456,009
Investment properties		2,287,400	2,667,901
Investments		3,600	7,200
		<u>7,164,868</u>	<u>7,716,201</u>
<b>Current assets</b>			
Debtors: amounts falling due within one year	487,547		525,121
Cash at bank and in hand	2,480,500		2,560,122
	<u>2,968,047</u>		<u>3,085,243</u>
Creditors: amounts falling due within one year	(1,357,340)		(1,708,692)
			<u>1,376,551</u>
<b>Net current assets</b>		<b>1,610,707</b>	<b>1,376,551</b>
<b>Total assets less current liabilities</b>		<u><b>8,775,575</b></u>	<u><b>9,092,752</b></u>
<b>Provisions for liabilities</b>			
Deferred taxation	(780,621)	(780,621)	(864,570)
<b>Net assets</b>		<u><b>7,994,954</b></u>	<u><b>8,228,182</b></u>
<b>Capital and reserves</b>			
Profit and loss account		6,555,680	6,504,485
Revaluation reserve		1,439,274	1,723,697
		<u><b>7,994,954</b></u>	<u><b>8,228,182</b></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 2022

	31-Dec-22 £	31-Dec-21 £
<b>REVENUE</b>	<b>5,480,303</b>	5,985,842
<b>COST OF SALES</b>	<b>(544,566)</b>	(538,110)
<b>GROSS PROFIT</b>	<b>4,935,737</b>	5,447,732
<b>ADMINISTRATIVE EXPENSES</b>		
Total Admin Expenses	<b>(5,506,896)</b>	(5,528,528)
Other operating income	<b>67,620</b>	22,524
<b>OPERATING PROFIT</b>	<b>(503,539)</b>	(58,272)
Income from other fixed asset investments	233,142	227,505
Interest receivable and similar income	3,913	1,353
Revaluation gain on investment property	-	55,501
Realised gain on sale of investment property	367,887	
<b>Profit before tax</b>	<b>101,403</b>	226,807
<b>Tax on profit</b>	<b>(50,208)</b>	39,762
<b>Profit for the year</b>	<b>51,195</b>	265,849
<b>Other comprehensive income</b>		
Unrealised (deficit)/ surplus on revaluation of tangible fixed assets	-	50,000
Tax relating to other comprehensive income	-	(234,753)
Release of unrealised gains on disposal of property	(368,373)	-
Deferred tax movement on disposal of property	83,950	-
<b>Total comprehensive income for the year</b>	<b>(233,228)</b>	81,096

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



## About the FMB

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](http://www.fmb.org.uk)

For further information about the FMB 2022-2023 Annual Report, email [communications@fmb.org.uk](mailto:communications@fmb.org.uk) or call 020 7025 2901.

The reporting period for this Annual Report is June 2022-May 2023.

