

Derbyshire County Council Trading
Committee

Matthew Self

Thursday 27 July 2023



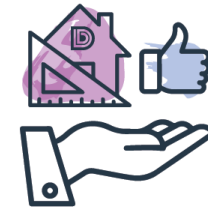
— A PARTNERSHIP | WORKING TOGETHER —



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To transform the property delivery team



Deliver better projects for Derbyshire County Council clients



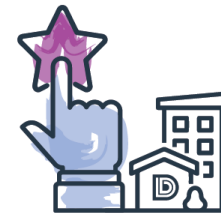
Bring innovation and best practice to the Council Property Services



Deliver savings (overall Project costs and Construction costs)



Deliver projects on time and to a good standard



Improve the reputation of Corporate Property and the Council in respect to Property



Help support the transformation of Property

/ Performance for FY 2022/23 was as follows -

	FY 2022/23 Budget (%/£)	Rereforecast Q2 FY 2022/23 Budget (%/£)	FY 2022/23 Actual (%/£)
Turnover (£)	£3,500,000	£4,750,000	£5,006,094
Net Margin (%)	5%/ £175,000	5%/ £237,601	19.2%/ £962,911

N.B. These our draft proposals awaiting finalisation of Accounts; Audit and Tax
 / Improved performance = reduced overhead spend

/ Improved performance = CDL productivity and efficiency improved via new process/ policies, training and investment in technology (89% Efficiency Metric)

/ Improved performance = Successful Business Development Activity with non DCC clients with improved commercial terms

/ Successful Business Development Activity with National and Regional Frameworks, District Councils; Multi Academy Trusts and Principal Contractors through Design and Build appointments.

VDL & CDL Retained Earnings & Dividend

/ The following provides an overview of the current position for retained earnings and dividend for both joint ventures

	Vertas Derbyshire Ltd (£)	Concertus Derbyshire Limited (£)	Total (£)
Retained Earnings 2021/22 FY	£304,692	-£124,490	
Profit 2022/23 FY	£463,339	960,000	
Tax on Profit 2022/23 FY	-£88,034	-£182,400	
	£679,997	£653,110	£1,333,107

/ Above table sets out the retained earnings position subject to finalisation of accounts, tax and audit

/ Proposed that circa 30% of retained earnings are paid as dividend to leave Capital in the Joint Ventures for working capital and investment

/ This broadly equates to a dividend of £400k across the Joint Ventures

/ 38 employees start of year vs 38 end of year 2022/23

(including starters and leavers)

/ The annual rolling staff turnover is 13.1% versus industry metric of 16%.

/ Rolling year absence 1.6%

/ Employee productivity at 82% and efficiency 90%

/ 1% of Turnover invested in Employee Training of employees (excludes Apprenticeships/ Trainees/ Professional Chartership Programmes and Time)

/ Investors in People Gold Accreditation

/ Investors in People Wellbeing Silver Accreditation

/ 29% of employees on Professional Chartership Programmes and Professional Trainee Programmes

/ New Leadership and Management Structure

/ Launch of Workvivo – Colleague Engagement Platform

/ Medicash Employee Benefit

/ Colleague Pulse Surveys

INVESTORS IN PEOPLE™ We invest in people Gold | **INVESTORS IN PEOPLE** Silver Until 2022

NOTTINGHAM TRENT UNIVERSITY **Sheffield Hallam University** **ilm** Apprenticeships

CIAT **RIBA** **RICS** **CIBSE** **medicash**

vertas Making the difference

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Concertus Design & Property Consultants posted an update. 4 days ago. Training & Development + 1 more

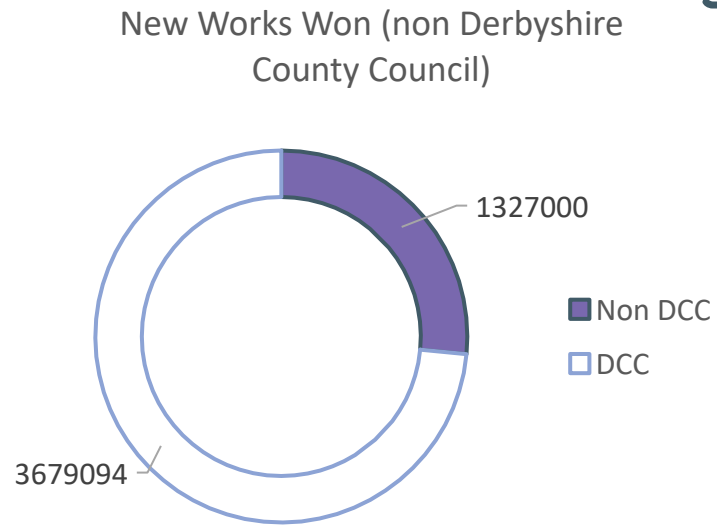
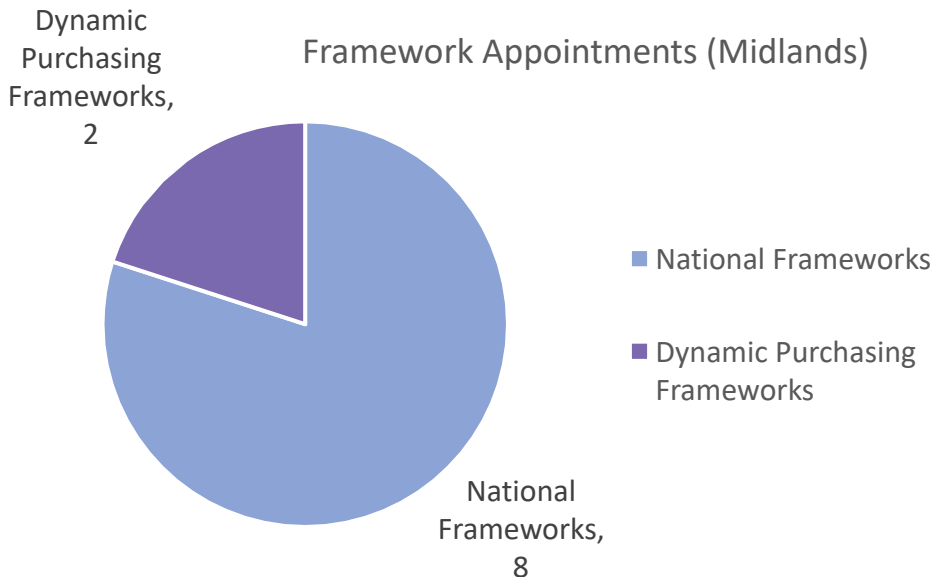
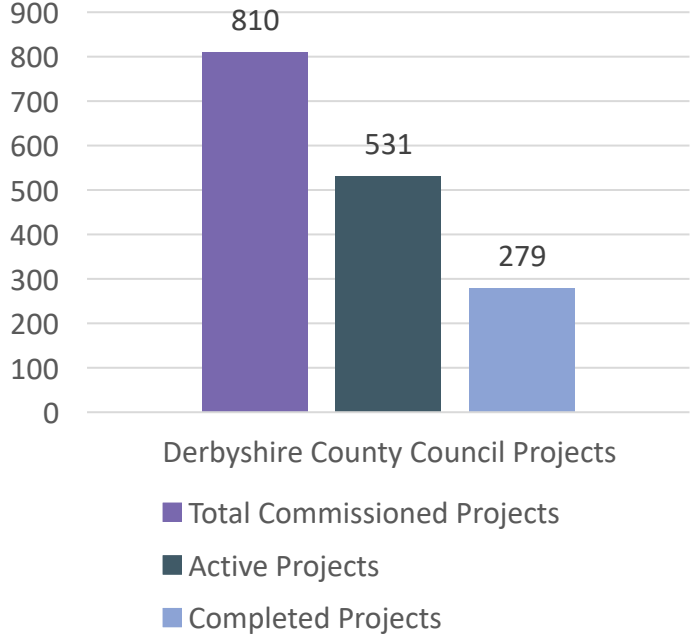
We recently sat down with **Macauley Simpson-Baker**, one of our Trainee Architectural Assistants, to talk about when he first became interested in Architecture and what his career goals are.

Macauley said: "At this stage in my career, my goal is to

MACAULEY SIMPSON-BAKER

Q+A

powered by **workvivo**



ACCREDITATIONS + CERTIFICATION

/ Institute of Customer Service (ICS) client and employee satisfaction surveys. External survey we scored 81.2 which is above the UK average (77.4) and the average for service providers (75.4)

/ Obtaining Accreditation for ISO 50001 Energy Management and ISO 44001 Collaborative Business Relationships

/ Re accreditation for ISO 14001 Environmental Management System, ISO 45001 Occupational Health and Safety Management, ISO 9001 Quality Management System and ISO 19650 Building Information Modelling

/ Social Value Strategy and Social Value Policy
 / Net Zero + Planet Mark certification creating a roadmap to achieving our net zero aspirations by 2030

Processes

- / We are currently working on a revised procurement strategy with DCC to allow them to align with industry best practice utilising construction frameworks.
- / Successful implementation of Phase 2 Business Process Re-engineering to ensure improved ways of working; efficiency and added value

Growth

- / Insurance (Professional Indemnity) 'each and every' versus 'in the aggregate'
- / Requirement for Sector and Client diversification in consideration to reducing Public Sector funding

RISK MANAGEMENT

People

- / Retention and recruitment of staff, as well as national skill shortage in accordance with service plans to achieve in year business targets

Economy

- / Public Sector Austerity
- / Inflation and the availability of labour/ materials to support the delivery of projects to time and to budget.

Financial

- / Turnover £5m for the Financial Year 2023/24
- / Realignment of Overheads

Growth

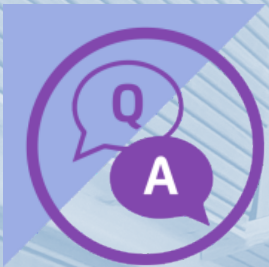
- / Marketing and Business Development strategy to support Sector/ Client Diversification into District and Borough Councils; Multi Academy Trusts and One Public Estate

Infrastructure

- / New office – relocation from Chatsworth Hall, Block B to the County Hall Campus
- / Development of Partnership Supply Chain with SME's

People

- / Proactive recruitment and development of colleagues to facilitate Growth Strategy
- / Inspire to Aspire Development Programme



Thank you for
listening.
Any questions?