

**WE CREATE
SUSTAINABLE
COMMUNITIES**



Affordable Housing & Regeneration

WE CONSULT
WE INNOVATE
WE RENEW
WE DESIGN
WE CONSTRUCT
WE MAINTAIN
WE INVEST

GALLIFORD TRY GROUP

Our vision is to be the leading service provider in the construction of a sustainable future

Strength in diversity, working in partnership to deliver innovative, quality-driven and best value solutions

Our core values: excellence, passion, integrity and collaboration

We are one of the few developers to qualify for the HCA's Delivery Partner Panel in all three cluster areas

WE ARE GALLIFORD TRY

Affordable Housing & Regeneration is a core activity of the Galliford Try Group. We are already an industry leader with substantial awards – a reflection of our focus on building sustainable communities through innovation and transformation.

Through our Affordable Housing & Regeneration and Partnerships divisions we provide dedicated expertise to focus on delivery and strategy – both now and for the future. The Group's all-encompassing skills and experience enable us to offer efficient solutions to the most complex challenges in the creation of new, successful communities.

Our Group is both distinctive and different from many others in the sector. We are a hybrid business – a fusion of contracting, housebuilding and regeneration expertise. Most of all we have the people: committed staff, experienced in the regeneration sector, with the ability to identify solutions and quickly realise a vision. They are backed up by strong, regionally-focused businesses supported by national investment, and one of the sturdiest balance sheets in the sector.

To find out more about how we can help you convert your vision for affordable living into reality, please see our contact details on the inside back cover.

We look forward to working with you.



STEPHEN TEAGLE
MANAGING DIRECTOR, AFFORDABLE HOUSING & REGENERATION DIVISION
GALLIFORD TRY PLC

What makes us different? Firstly, we have all the expertise in-house to deliver for our clients: community consultation, land assembly, technical and commercial appraisals, construction, sales and property services, and an excellent track record of public private partnerships. Secondly, we combine a strong regional focus and real understanding of local perspectives with highly-experienced specialist services – all within the Group.

WE CONSULT THE PEOPLE WHO MATTER

The creation of thriving, mixed communities is fundamental to our business. We know the key to success is in local consultation, both before the master planning stage and at every step of the process.

Working closely with our clients and partners at the Homes and Communities Agency (HCA), local authorities and Registered Providers (RPs), we never underestimate the importance of consulting residents' representatives and other local stakeholders in order to engage directly with the people who are – or will be – at the heart of our schemes and developments.

Each project is different. We know how to listen, consider and offer the best solution. Long-established frameworks and collaborative partnerships in the sector have given us a clear understanding of our partners' aspirations and targets. This structured, partnering approach with common goals enables us to create new built environments and occupied neighbourhoods that are cohesive, integrated and offer choice and a real future for those who live in them.

PROJECT
FRESHNEY GREEN, GRIMSBY,
SOUTH HUMBERSIDE

CLIENT
SHORELINE HOUSING PARTNERSHIP

CONTRACT VALUE

£45m

An 8-year housing redevelopment and the largest in NE Lincolnshire for many years

Regeneration of former local authority Yarborough Estate to provide 450 new homes

40% of homes are affordable – for both rent and shared ownership

The new development provides open spaces, health centre, themed play areas, eco-garden, traffic calming

The masterplan was amended following residents' requests for better access to shops and community zones

Name 'Freshney Green' was chosen by children from Yarborough Primary School

EXPERTISE FACTS

AFFORDABLE HOUSING & REGENERATION

A lead development partner with the HCA and a top six housebuilder

Our balance sheet and financial strength are unmatched within the industry

Working with over 60 RPs across the country; in long-term framework contracts with more than 50

One in four of the homes we build is affordable

DANNY BUCKLEY

HEAD OF REGENERATION, SHORELINE HOUSING PARTNERSHIP

Galliford Try has been both flexible and innovative with resident consultation on Freshney Green. Being quite a deprived community, there was understandable scepticism over a new, modern development. So Galliford chartered a flight to Devon for tenants – many of whom had never left Grimsby before – to see similar developments by the Group. Experiencing the quality first hand helped them to imagine their future, with confidence and trust in the scheme.



WE INNOVATE IN ALL WE DO

Galliford Try draws on years of experience and knowledge to convert ideas into innovative products and processes. These new solutions save time, reduce costs and improve quality. We also use innovation to overcome complex building challenges and minimise harmful impacts on the environment.

In the rapidly evolving renewable energy market, we are proud to be pioneering major, low-carbon housing projects that draw prominently on our own expertise as an Energy Services Company (ESCo).

Working with long-established specialist manufacturers and suppliers, our cutting edge schemes focus on reducing carbon emissions through lower energy requirements, higher building fabric performance, improved air permeability and optimum design for community heating.

Our specialist sustainability research and development programme, Renewables 2020, led by our dedicated energy company, Regeneco, focuses on technical innovations that can be incorporated into mainstream development by 2020.

Innovation is embedded in our business. It is an intrinsic part of our joint venture approach to creating exemplary places that incorporate new technologies to meet the needs of our future customers.

PROJECT
GRAYLINGWELL, CHICHESTER, SUSSEX

PARTNERS
HOMES AND COMMUNITIES AGENCY,
AFFINITY SUTTON GROUP

CONTRACT VALUE
£250m

The UK's first major net-zero carbon housing development, which will exceed government sustainability standards

750 homes, ranging from one to five bedrooms, 40% affordable

Includes a new community space, chapel, around 30 artists' studios, cafés, shops, new regular bus service to Chichester

Incorporates a Grade II listed former hospital in a 90-acre historic listed parkland setting

The key element is a new energy centre incorporating a Combined Heat and Power (CHP) plant

Surplus energy from the CHP plant will be sold back to National Grid

EXPERTISE FACTS INNOVATION

Sustainable Housing Awards 2010 – Sustainable Larger Housing Project of the Year for Graylingwell Park

Best low or carbon zero initiative for Graylingwell Park

2010 Building for Life award winners: 'be' (Essex), Water Colour (Surrey), Fairfield Park (Bedfordshire), all by Galliford Try

Regeneco, Galliford Try's in-house energy company delivering innovation



DAVID EDWARDS
REGIONAL DIRECTOR FOR THE HCA IN THE SOUTH EAST

Graylingwell is a very important development for the region. Not only is it an exemplar for a low carbon development, it has sought extensive community involvement throughout the consultation process. The resulting plan reflects the community's need for housing of all types and was to the quality required by the HCA.



The Energy Centre at Graylingwell

WE RENEW BROWNFIELD SITES AND EXISTING NEIGHBOURHOODS

In partnership with Registered Providers, local authorities and government agencies, Galliford Try has extensive experience of masterminding award-winning regeneration schemes – whether these originate from cleared brownfield sites or involve injecting new life into occupied neighbourhoods.

We excel in putting together technically challenging solutions. Our skill in bringing sites back into productive use begins at the land acquisition stage. Then, where appropriate, our remediation team – with extensive experience in the sector – provides comprehensive services to deal with all aspects of contamination.

Our expertise in renewing and preparing redundant land for new build is matched by our flair for renewing the physical environment of neighbourhoods with a history of social and structural problems. In doing so, we focus first and foremost on the wellbeing of residents – both long term, as we create a more cohesive, sustainable community, and in the short term while we are working on site.

In order to minimise inconvenience during refurbishment, we have been developing our resident liaison officer (RLO) role for 18 years. Our directly employed RLOs work sensitively to create effective relationships between onsite teams and residents.

EXPERTISE FACTS REMEDIATION & REGENERATION

Expertise in land assembly, stakeholder engagement and project management

Completed the demolition, remediation and civil engineering work at the Olympic Park

Contractor of the Year at the first Regeneration Awards for three schemes in London

Highly Commended in Best Conversion category of Evening Standard awards 2010 for Royal Apartments by Linden Homes

PROJECT
QUEEN'S COURT, NEWCASTLE

CLIENT/PARTNER
YOUR HOMES NEWCASTLE

CONTRACT VALUE

£4m

Upgrade to modern homes standards: full internal refurb of 120 flats (electrical upgrade, new kitchen, bathroom, and heating)

An estate built in 1955, 200 yards from Newcastle United's St James' Park. Five linked blocks of three- to five-storey buildings

One of the first social housing schemes in the North East with a Coal Fired District Heating System. The new contract is a PPC 2000

Refurb of District Heating System with new biomass boiler, using locally-sourced wood chips with minimal ash residues

All residents can remain in occupation during works and are offered choices of kitchen, bathroom and decorating styles

New storm water system, guttering, full decoration, installation of energy-saving features, enhanced security measures



MELANIE BRAMLEY
PROJECT MANAGER, YOUR HOMES NEWCASTLE

Galliford Try has really put residents first during this major refurbishment. The excellent RLO keeps them informed of schedules and offers support with regular home visits. They also helped to set up a respite house for anyone who felt happier moving out during the upgrade, and even changed the whole works programme to ensure that work on a flat where a resident had recently suffered a stroke was complete before she returned home.



WE DESIGN SCHEMES OF DISTINCTION

For us, excellence in design goes way beyond compliance with minimum standards. We plan and design our neighbourhoods to be exceptional, and to change the lives of those who live in them. To achieve this we consider the whole environment: not only homes but streets, open spaces for rest and recreation, and transport links.

Visually, design should be distinctive, yet also blend perfectly with the style and context of the local area. Of equal importance are practical aspects: access to local amenities such as shops and health centres, and flexibility that allows properties to be adapted for future living and changing needs.

Building for Life, Code for Sustainable Homes, Manual for Streets, and Lifetime Homes are all essential benchmarks that we continually exceed. At Galliford Try our constant desire to innovate and tailor each development to its own unique set of circumstances has brought us a steady flow of awards. We were singled out recently by award judges for “endless ambition and diversity in not following a rigid design for its homes”.

We believe early involvement in new-build projects is absolutely critical to success. It means we can use our versatility to design complete environments that are always right for their location and always right for those who will live in them.

PROJECT
KER STREET, DEVONPORT, PLYMOUTH

CLIENT
PLYMOUTH CITY COUNCIL,
DEVON AND CORNWALL HOUSING
ASSOCIATION

PARTNERS
WESTCO PROPERTIES

CONTRACT VALUE
£29m

Commitment to provide local employment and training opportunities

A successful joint venture with the local authority and regional RP

Redevelopment of run-down local authority estate to achieve a high-quality place to live

A mixed tenure scheme for approximately 250 homes, of which 25% are affordable

All homes constructed to CSH3 level

LABC National Award for Best Social/Affordable Housing Development

EXPERTISE FACTS HOUSEBUILDING

Overall winner for South Gate, Totnes (Housing Design Awards)

For four successive years, won Housebuilder of the Year (*Building* magazine)

Building for Life award (silver) for The Village, St Austell (CABE)

Best New Starter Home for Northfields, Colchester (New Homes Awards)



PETER PRESCOTT
DIRECTOR, WESTCO PROPERTIES

Having worked with Galliford Try on other regeneration projects at St. Austell and Truro, we were confident of their expertise. They have been an excellent partner on this major, complex and technically-challenging project on multiple sites. Their enthusiastic approach, working to tight timescales, has delivered an award-winning environment that is sure to bring employment and increased activity back into the community. A very rewarding project for all those fortunate enough to be involved.



WE CONSTRUCT HOMES, FACILITIES AND LIVING SPACES

Our broad contracting experience extends much further than new-build houses, high-density apartment blocks and refurbishment of occupied estates. We construct health facilities, schools, shops, streets and community buildings, creating complete environments for sustainable living.

Through a mature and well-established supply chain, our long-term relationships deliver maximum value. We reinvest in these relationships through research and development, through a commitment to training, employment and apprenticeships, by extracting synergies and pooling expertise across our construction and housebuilding activity. Our work in integrating renewables into housebuilding is at the leading edge of current construction practice.

We select carefully from our pool of trusted supply chain partners – each of whose performance is regularly measured through KPIs. To provide our clients and partners with total transparency, we produce a full buildability study and cost plan, and incorporate value engineering into every project proposal.

The health and safety of everyone affected by our work is our top priority and we have certification to the independently-assessed health and safety management system standard OHSAS 18001. We are also members of the Considerate Constructors Scheme.

We embrace the principles of off-site manufacture in order to guarantee constructions of exceptional quality. This reduces life cycle capital costs and management time dealing with defects – all improving customer satisfaction.

PROJECT
ELMGROVE POINT, PLUMSTEAD,
SOUTH EAST LONDON

CLIENT
ASRA HOUSING ASSOCIATION

PARTNERS
ALAN CAMP ARCHITECTS,
CYRIL SILVER AND PARTNERS

CONTRACT VALUE
£15.4m

119 flats, with 1-4 bedrooms, duplex apartments – plus 12 homes for wheelchair users

Affordable and intermediate rent homes in a three- and seven-storey block supporting a 13-storey tower

Communal landscaped courtyard and roof terraces, plus private balcony with attractive view or garden

20% of scheme's heat and electricity met by on-site renewable energy sources

Biomass boiler system, running on wood pellets, supplies renewable energy for the whole scheme

EcoHomes 'Very Good' rating for recycled and sustainable materials, plus water- and energy-saving measures

EXPERTISE FACTS CONTRACTING

Provider of 'whole life cycle' building solutions

Demonstration Project status awarded for Elmgrove Point scheme by Constructing Excellence

Seal of Excellence for our site managers (NHBC Pride in the Job Awards)

Use construct and deconstruct techniques to achieve the highest possible Code for Sustainable Homes rating



Innovating at Ecobuild 2010. Galliford Try designed, specified and constructed, 70m²/2 storey dwellings at Ecobuild.



WILLIAM CORNALL
GROUP DIRECTOR OF DEVELOPMENT & ASSETS, LHA-ASRA
Having Galliford Try as contractors on this challenging and complex urban project really gave us the confidence we needed to follow it through. I can't speak highly enough of them. They had senior management on site taking an interest and ensuring everything was going smoothly. Their technical staff were all superb to work with and there was a highly professional atmosphere throughout. We were absolutely delighted with the whole scheme.



WE MAINTAIN THRIVING NEIGHBOURHOODS AFTER COMPLETION

Galliford Try's involvement in the creation of lasting and vibrant communities doesn't end with the last coat of paint or final clean after a successful scheme completion. That only marks the beginning of a long and happy collaboration.

Through our unique Lifecare extended warranty model, we demonstrate our commitment and strong sense of responsibility by providing top-quality services throughout the life of the building.

We offer continuity from the building phase through to occupation, and then support the residents – providing them with peace of mind and the assurance that they have fast and direct access to a day-to-day and out-of-hours service covering all maintenance requirements around their homes.

Our innovative approach to the ongoing maintenance of the homes we build is fully supported by an internal Customer Service Centre, which is accessible both to the Registered Provider and to its residents. This includes a dedicated 24-hour freephone number every single day of the year.

In order to maintain consistently high quality, services are delivered by multi-skilled, highly trained operatives who take pride in a job well done. Our preference is to employ locally based staff, drawing upon their local knowledge in order to contribute more effectively to the communities in which we work.

All operatives are issued with market-leading hand-held technology, which allows them to capture customer feedback, receive notification of new repairs and sign off work while they are on site. This provides our customers with a quicker and more efficient service.

EXPERTISE FACTS PROPERTY SERVICES

RPs already using Lifecare: SOHA, BPHA, SBHA, TVHA, Affinity Sutton, Home, Colne, Paradigm and Sovereign

Complete facilities management services to Circle, the UK's largest partnership of healthcare professionals

Fully-managed facilities service with directly employed staff to 13 schools accommodating over 10,000 pupils

Day-to-day and emergency repairs are managed through our internal Customer Service Centre

PROJECT GRAYLINGWELL, CHICHESTER, SUSSEX

CLIENT AFFINITY SUTTON HOUSING ASSOCIATION

We are currently delivering Lifecare for Affinity Sutton Housing Association at Graylingwell Park, Chichester – the largest carbon neutral development in the UK.

Before we became involved, the average time for the completion of a repair was 31 days.

After selecting Galliford Try as their partner of choice for the delivery of the works and adopting our working processes, which include a KPI measuring end-to-end completion time, we have reduced the average repair time to just four days.

Easier budget planning: our long-term contracts can be fixed price

Materials choice: our properties are designed to minimise future maintenance

Resident satisfaction: we endeavour to complete repairs in a single visit

Defects promise: lifecare swiftly resolves all initial build defects

Price match: we'll match or better your current service provider's rates

Outstanding service: we'll better your current service provider's measurable standards



JEN VINTON

INVESTMENT DELIVERY MANAGER, YOUR HOMES NEWCASTLE

Galliford Try has now completed work to five multi-storey blocks, with tenants remaining in occupation. Each of their projects has been delivered on time, within agreed budgets and with high levels of tenant satisfaction. I have always found them to be excellent at joint working to resolve issues and identify areas for improvement.



WE INVEST IN A BETTER FUTURE FOR COMMUNITIES

Galliford Try plays a leading, national role in providing specialist, fully-funded investment partnerships that improve the social environment. Using our broad range of project management and financial skills, we develop and invest in housing, extra-care and accommodation schemes that are innovative, attractive and well managed, yet affordable.

Our funding and investment management capabilities, together with our bid development expertise, make us ideal partners in a wide variety of other sectors too. We are a major force in arranging and funding PPP projects in education, waste, wastewater, renewables, highways and healthcare.

The success of our schemes – fulfilling the aspirations of our stakeholders – is based on our ability to partner with each and every one of them. We do that by co-ordinating the visions and views of all parties. Our vibrant, sustainable and award-winning solutions draw on Galliford Try's extensive range of resources and competences, backed up by an experienced and professional supply chain.

Our involvement begins with a bespoke approach to bidding and structuring. It continues through the life of the project, when our in-house building and maintenance specialists provide expert leadership and a proactive management style during the construction and operation phases of the facilities.

We invest in two affordable housing products, through our not-for-profit Galliford Try Affordable Homes vehicle, designed to enable aspirant first-time buyers, key workers and young families to get onto the property ladder. We work with our local authority partners to assign the most appropriate tenure type in each case.

EXPERTISE FACTS PPP INVESTMENTS

Arranged and funded 26 PPP projects with a total capital commitment of over £1.3 billion

Our investments have included over 60% of all the MoD's officer housing PPP requirements

Flexibility and openness in our partnerships has been the key to our success

Comprehensive knowledge of the PPP sector, with a team of 20 specialists

PROJECT
**EALING RESOURCE CENTRES
FOR OLDER PEOPLE, LONDON**

CLIENT
LONDON BOROUGH OF EALING

CARE PARTNER
SERVITE HOUSES

CONTRACT VALUE
£22m

Accommodation ranges from 64 to 77 bed spaces per home (total 291), with added day care and nursing facilities

A 25-year PFI concession to run four centres

Includes equity investment, construction, facilities and SPV management

Modern, well-designed facilities to replace three existing homes



NICK APETROAIE
DIRECTOR OF CARE SERVICES, SERVITE HOUSES

Throughout the project, Galliford Try has been highly professional and flexible, demonstrating a real desire to understand the particular needs of our client group: all our residents are older people and many also have dementia. The result is a successful environment that is reassuring for people living with dementia and welcoming and homely for others. The accommodation is tailored and secure and, wherever possible, as engaging as if they were in their own homes.



WE ARE GALLIFORD TRY

In the end it comes down to delivery. As one of the UK's leading construction, housebuilding and regeneration businesses, we have the expertise to offer the highest standards of service delivery and transform the most complex development ambitions into reality.

Our track record shows how we deliver homes, places and partnerships. Our primary affordable housing businesses – Galliford Try Homes and Galliford Try Partnerships – reflect this approach and share the ambition to produce exemplary developments and create communities and public spaces which prove an enduring success for all stakeholders.

As the comments from our clients in this document show, our strengths are built on design excellence, value for money in delivery, creative solutions and a commitment to long-term partnerships.

We are industry leading in our wide range of joint venture activity, working with the public sector on new forms of commissioning. Our work with local authorities such as Gateshead and Birmingham in public land disposals and joint venture partnering is providing leading-edge solutions. We are already under way with the delivery of new neighbourhoods as one of the Homes and Communities Agency's partners – through our national coverage under the Delivery Partner Panel.

The HCA, local authorities, registered housing providers and our private sector partners have shown their confidence in our ability to produce the best results. If you would like to join them and are serious about delivering new homes and places then please contact us.



**FOR MORE DETAILS
SEE OUR WEBSITE**

www.gallifordtry.co.uk/affordable-housing-regeneration

**FOR MORE INFORMATION ON HOW WE CAN HELP YOU ACHIEVE YOUR OBJECTIVES
YOU WILL FIND CONTACT DETAILS ON THE CARD OPPOSITE**

ALTERNATIVELY

**GET IN TOUCH WITH STEPHEN TEAGLE, MANAGING DIRECTOR,
AFFORDABLE HOUSING & REGENERATION**

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GALLIFORD TRY SERVICES

Galliford Try Homes	Galliford Try Partnerships
Galliford Try Affordable Housing & Regeneration	Galliford Try Construction
Galliford Try Property Services	Galliford Try Investments
Galliford Try Affordable Homes	Regeneco
Galliford Try Remediation	Linden Homes
Galliford Try Strategic Land	Morrison Construction



