



# Steve Dickinson

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## Profile

Commercial Director with 32 years' experience in the residential property development industry. Working for on both the private residential and contracting sectors on a broad range of large to small developments within London, Homes Counties and East Anglia. Used to working on complex and challenging urban regeneration schemes in both brownfield and greenfield locations. Dealing with complex contamination and remediation requirements such as ex gas and water works sites. Extensive experience of working in joint venture business and balancing the relationship and management to suit all stakeholder objectives and targets. Key member of the Executive Management Team responsible for the strategy, performance and delivery of business targets to achieve shareholder objectives whilst at all times ensuring comprehensive risk management of the business and all required due diligence. Extensive experience of leading a business and departments in the formation of core controls and procedures to facilitate business due diligence, reporting and management. Negotiation and agreement of S106 agreements with Planning Authorities for the delivery of projects including ongoing viability assessments, carbon reduction strategies and employment & training plans. Tendering and agreeing purchase and delivery of affordable housing for Registered Providers including all contract negotiations.

## Experience

### **DIRECTOR AND OWNER, HEATHFIELD CONSULTANTS LTD - JULY 2020 TO PRESENT**

Providing specialist property development consultancy services to add value and eliminate risk. Delivering support in all areas of construction and property development, from advising on land acquisition, through to warranty completion.

- Cost planning services for secured development projects
- Feasibility cost planning services for land purchase opportunities
- Development advice on optimisation solutions for projects through Planning negotiations
- Commercial support to expanding business to provide short to medium term solutions to workload constraints
- Commercial advice and support with problem projects, contracts, clients and supply chain
- Supply chain advice and development
- Review of internal business processes and procedures. Their ultimate application within companies. Improvement recommendations. Ongoing audit support
- Expert support, advice and market research on business strategy for expansion and application into new countries, markets and sectors. Introduction of compatible partners, contacts and associates to assist strategy
- Business development strategies, market research, introduction and recommendations
- Third party review and advice on proposed products, marketing strategies and section development

### **TRUSTEE, AMICUS TRUST LTD - JUNE 2021 TO PRESENT**

Member of the Board of Trustees for Amicus Trust who have been supporting the homeless community since their origins as a soup kitchen in 1974, they have grown to provide 400 rooms in approximately 80 houses across the East of England. Their aim is to ensure everyone has a chance to achieve a life free from homelessness and a place in their community

### **NON-EXECUTIVE DIRECTOR, WANDLE HOUSING ASSOCIATION LTD - SEPTEMBER 2021 TO PRESENT**

Main Board Director for Wandle Housing Association Ltd who were founded in 1967 as the Merton Family Housing Trust and have since grown into an organisation with over 7,000 homes across nine south London boroughs. Provider of homes for rent (social and affordable), shared ownership, outright sale, and supported housing. They also have a small portfolio of commercial properties and garages. A developing housing association, helping to tackle the shortage of good quality affordable housing. The recent development programmes have provided hundreds of new homes both for the people most in need of housing and those who would otherwise not be able to afford to own their own home.



**COMMERCIAL DIRECTOR, ST WILLIAM HOMES LLP & ST JAMES GROUP LTD - JULY 2000 TO MAY 2020**

Reporting to the Managing Director and Executive member of the regional board.

**Responsibilities**

- Providing commercial advice for the strategic management of the region
- Leading the Commercial Department comprising of Estimating, Buying and Surveying Departments
- Producing site feasibility reports, setting budgets prior to project commencement, procuring contractors and materials on time and to budget, cost control of all sites and reporting performance back to the regional board of management
- Member of the Group Executive Commercial Committee identifying, agreeing and implementing commercial contracts, documentation and controls within the Berkeley Group. Drafting, maintaining and updating Contract Documentation for all St James Group regions
- Developing and maintaining standard procedures for the operation of Commercial Departments across the regions including developing bespoke software systems with external consultants for the management of contract documentation and document management and enhanced MS Excel based systems for Cost Planning and Cost Reporting
- Production of build cost estimates for site purchase appraisals
- Production of build cost budgets prior to commencement on site  
Proposing and agreeing methods of procurement for all projects in conjunction with the Technical Director and Construction Director
- Setting procurement programmes to accord with construction programmes
- Value engineering design to ensure best value
- Procurement of all materials and contractors delivered in complete packages in accordance with the procurement programme and build budgets
- Management of contractor packages during construction and through to final account
- Monthly cost reporting of all sites to enable key management decisions to be made correctly at board level
- Negotiating Client Contracts with Affordable Housing Providers, Hotel Operators and Supermarkets
- Negotiating other Contractual Arrangements with adjacent owners and interested parties such as National Rail

**Selected Project Experience**

Poplar Riverside, Docklands - 2600+ New Build Apartments, Residential Facilities and Commercial Units, Revenue £TBC, Build Cost £600m+

Kings Road Park, Fulham - 1900 New Build Apartments, Residential Facilities and Commercial Units, Revenue - £TBC, Build Cost £700m+

Elmswater, Rickmansworth - 48 New Build Apartment, Revenue £31m, Build Cost £14m

Fairwood Place, Borehamwood - 78 New Build Apartments, Revenue £52m, Build Cost £15m

Cottonworks, Highbury - 48 New Build Apartments and 2 Commercial Units, Revenue £43m, Build Cost £15m

Clarendon, Wood Green - 1714 New Build Apartments and 41 Commercial Units, Revenue £706m, Build Cost £394m+

White City - Circa 2500 New Build Apartments and Commercial Units, Revenue £TBCm, Build Cost £700m+

Fitzroy Gate, Isleworth - 75 New Build Apartments and Houses, Revenue £TBCm, Build Cost £29m

Smithfield Square, Hornsey - 438 New Build Apartments, Sainsbury Superstore and Commercial Units, Revenue £TBCm, Build Cost £70m

Hurlingham Gate and Hurlingham Walk, Putney - 149 New Build Apartments and Houses, Revenue £109m, Build Cost £38m

Kew Bridge Road (Phase 2), Brentford - 105 New Build Apartments and Commercial Units, Revenue - £TBCm, Build Cost - £18m

Brewery Wharf, Twickenham - 113 New Build Apartments, Community Theatre and Commercial Units £73m, Build Cost £32m

Kew Bridge West, Brentford - 336 New Build Apartments and Commercial Units, Revenue - £124m, Build Cost - £54m



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Stowe Road, Shepherds Bush - 69 New Build Apartments and Houses, Revenue £44m, Build Cost £15m  
Grosvenor Waterside, Victoria - 917 New Build Apartments and Commercial Units, Revenue £551m, Build Cost £245m  
Blackheath Road (Phase 2), Deptford - 106 New Build Apartments, Travelodge Hotel and Commercial Units, Revenue £31m, Build Cost £17m  
Silvermill, Lewisham - 132 New Build Apartments and Commercial Units, Revenue £27m, Build Cost £13m  
Conington Road, Lewisham - 330 New Build Apartments and Commercial Units, Revenue £76.3m, Build Cost £33.4m  
Innova Park, Enfield - 93 New Build Apartments and Houses, Revenue £44.0m, Build Cost £11.2m  
Blackheath Road, Deptford - 171 New Build Apartments and Commercial Units, Revenue £32.6m, Build Cost £17.4m  
Prestons Road, Isle of Dogs - 113 New Build Apartments and Commercial Units. Revenue £31.6m, Build Cost £16.9m  
New River Village, Hornsey - 633 New Build Apartments and Commercial Units, Revenue £125.3m, Build Cost £76.2m  
High Wycombe (Phase 1) - 112 New Build Apartments, Revenue £18.8m, Build Cost £11.9m  
Express Wharf, Isle of Dogs - 203 New Build Apartments and Commercial Units, Revenue £77.8m, Build Cost £29.3m  
Deals Gateway, Deptford - 759 New Build Apartments and Commercial Units, Revenue £142.2m, Build Cost £66.6m  
Narrow Street, Limehouse - 267 New Build Apartments and Commercial Units, Revenue - £46.5m, Build Cost - £22.3m

### COMMERCIAL MANAGER, LOVELL PARTNERSHIPS LTD (LONDON & EAST REGION) – OCT 1997 TO JUL 2000

Member of the Regional Management Team responsible for the strategic management of the regional business. Securing business opportunities through the purchase of their party land and also the successful tendering for affordable housing projects with Registered Providers secured under JCT D&B contracts. Daily performance and management of the finance and commercial departments.

### SENIOR SURVEYOR, COUNTRYSIDE IN PARTNERSHIP LTD - MAY 1997 TO OCT 1997

Management of several residential developments situated across East Anglia and London. Procurement of subcontract packages and the accurate agreement of Contract Documentation. Commercial management and administration of subcontract packages. Monthly cost reporting the senior management of the build cost performance of the projects against defined budgets including risk reporting and management.

### SENIOR SURVEYOR, LOVELL PARTNERSHIPS LTD – AUG 1988 TO MAY 1997

Originally joined the business as a Trainee Surveyor whilst studying BSc Quantity Surveying on a day release basis. Progressed from a trainee to senior level eventually running several residential projects in various locations across London and East Anglia. Projects comprised a mix of private development and contract housing with Registered Providers under JCT D&B arrangements.

## Education & Qualifications

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|---|---|
| Anglia Ruskin University, Cambridge –       | BSc Quantity Surveying (1988 - 1993)                          |
| Walton Comprehensive School, Peterborough - | A level - Pure & Applied Maths and Physics                    |
|   | AO level - Additional Maths and General Studies               |
|   | O level - Maths, English, Graphic Communication and Geography |

## Qualifications

ACIOB, ARICS, CITB Site Manager Safety Training Scheme Certified and CSCS White Card

## Hobbies & Interests

Cycling, keeping fit, most sports, reading, travel, music, concerts and theatre



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### References

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