



HJCONNECTS

ISSUE 4, JAN 2016

FOREWORD FROM PETER HARGREAVES, MD

Whenever I sit down to write my perspective for the latest HJ Connect edition I think back to the time Glynn Jones and I were discussing setting up the business, and remember telling Glynn that it would take five years for the business to establish the necessary level of momentum that would enable us to more easily attract staff, that most valuable of resource, to what would by that period of time, be viewed as a relatively young but sustainable consultancy.

We reached that five year milestone and pushed on from there achieving increasing numbers in turnover, client recognition and increased profits, all as a result of the continued recruitment of staff with a willingness to work to a set of values that held at its core that Hargreaves Jones would strive to enable and support our clients to achieve their goals.

Our numbers, now a further five years, on amount to 30 staff, of which the majority are permanently employed, which by some would be considered modest expansion, although we have actually achieved an average expansion rate of 34% per year since incorporation and recently achieved a near £3.0m turnover for the Year 2014/15.

The 30th November 2015 brought about our ten year anniversary as a business and our plans are moving on at a considerable pace. It is our intent to significantly grow the business over the next five years and firmly establish Hargreaves Jones as one of the United Kingdom's leading consultancies providing Commercial and Project Services to an increasing roster of Blue Chip Clients. To do this will involve expanding our existing business services from our Manchester and Edinburgh offices, and consolidating and expanding our numbers in the South of England with the opening of a London office in the near future.

Our present size and our future objectives require a greater level of senior management and hands on stewardship, and I will be refraining from taking on any more long term future commissions once I complete my present work with Sellafeld Ltd on the B41 Project on the 28th January '16. My aim from there on will be to provide strategic direction and manage the staff recruitment and business development required to achieve our targets, while carrying out short term commissions on a select basis.

On a personal note, this step change in my own working profile, on the completion of our tenth year in business, fills me with excitement as it will allow me to work more closely with all our staff across the business and bring a greater degree of support to the Directors as they work to achieve our clients' objectives. It will also allow me to concentrate on the two things that make a Consultancy like ours a success; creating a business environment that enables our staff to operate at their maximum capability, and ensure those staff efforts support our clients in achieving their goals.

Glynn Jones and the rest of the Board will continue to operate in our successful business model of interacting with our clients on commissions on a full time basis, their numbers being supplemented over the coming months and years in line with the rest of the Company's expansion. This will present opportunities for you all as we grow, which I know a significant number of you are keen to embrace.

I will be keeping you all apprised of our progress on a continuing basis through a number of ways which will include, among others, regular visits to you at your place of work to discuss both the work you are undertaking and HJ future strategy and progress, plus my chairing a conference call open to all staff on a quarterly basis at which I can update you all on what's happening in the business and you can bring up any topic relating to a commission or an issue important to the smooth running of Hargreaves Jones. Some of these initiatives will prove successful, others less so. However our continual striving to create a business that we can all be proud of will not be allowed to flag and the Board allowing me to free myself up to champion this strategy demonstrates our commitment in this matter.

Finally it rests with me on behalf of the Board of Director's to wish you all a happy, healthy and prosperous New Year at this exciting time in the history of Hargreaves Jones.



INSIDE THIS ISSUE

- HJ in TOP 50 QS Firms.....2
- Centrica Update2
- SGN Update3
- Current Projects.....3
- Company Growth3
- New HJ Staff.....4
- BBC showcase SSE5
- Current HJ Client Distribution5
- HJ Social Events.....6

HARGREAVES JONES NAMES IN BUILDING MAGAZINE TOP 50 QS FIRMS

Hargreaves Jones has been named in the Top 50 QSs in the UK 2015 by Building Magazine in their September issue. HJ polled at number 50, with Arcadis, Aecom and Turner and Townsend taking the top three spots respectively.

The publication polls the UK's top 150 building consultants and Architects annually, as well as ranking the UK's top 50 Quantity Surveying, Project Management and Engineering firms in three separate categories.



Building Magazine reports that 67% of the top 150 consultants were feeling optimistic about the UK's improved recovering economy following the recession, with firms now being able to be more selective of the projects they are taking on. In light of this, the staffing of the top 150 has increased by 26%.

When asked on the future prospects for Hargreaves Jones, Glynn Jones said;

"As Peter said in his opening to this edition of HJ Connect, we see a very exciting future for HJ with good growth prospects with existing and new clients and look forward to seeing our progress being demonstrated in an upward progression in future Building Magazine Top 50 QS firm surveys."

"67% of the top 150 consultants were feeling optimistic about the UK's improved recovering economy following the recession"

HARGREAVES JONES COMMISSIONED BY CENTRICA STORAGE LIMITED FOR ONSHORE AND OFFSHORE COMMERCIAL MANAGEMENT



Easington Facility, Centrica

pression Project to increase gas production at the Easington terminal at the Rough Gas storage facility. Works commencing in January 2016 will see gas production from the York Gas field increase by 10 billion cubic feet from January 2017, a project valued at £20 million.

HJ have been actively involved in the procurement of the Engineering, Procurement and Construction manager (EPCm) and due to the long lead, the compressor itself. Moving forward, HJ will provide commercial services including agree procedures and protocols with EPCm, post contract administration of EPCm including payment applications, change management and vetting Sub-contract packages.

A wholly-owned subsidiary of Centrica plc, CSL's Rough gas storage facility is the largest in the UK, able to meet approximately 10% of the UK's winter peak day demand and representing more than 70% of the UK's current storage capacity.

Centrica Gas Storage Limited (CSL) have commissioned Hargreaves Jones to provide Commercial Management services associated with their onshore and offshore gas storage operations. The services have been commissioned on behalf of CSL Supply Chain Manager, Mr Ian Whitehouse; who having worked previously with Glynn Jones and Peter Hargreaves is no stranger to HJ.

The commission, which will be managed by Director Charles Hewitt, will see HJ undertake various strategic projects, including providing a Contract and Procurement Strategy to manage CSL's current and future supply chain for both on and offshore operations, totalling an approximate £40 million per annum value.

Joining Charles will be Simon Brereton and Kerry Meek, who will be providing Contract and Quantity Surveying services to the CSL York Onshore Com-



Rough Facility, Centrica

HJ completes EPC works at Top Tier COMAH site in North East Scotland

HJ has recently completed a 14 month commission on behalf of a major international EPC project services provider in the resources, energy and complex process industries sector. Our Client was engaged to execute an EPC contract to construct a new nitrogen injection facility at a top tier COMAH site in the North East of Scotland. One of the North Sea's biggest oil and gas exploration companies required the new facility in order that sales gas routed through a new platform which is due to come online in last quarter of 2015 is able to meet the required sales gas specifications under certain forecast production scenarios before it is exported to the national grid.

HJ provided commercial and quantity surveying support during the contract formation, tender, award, administration and commissioning phases of the multi-million pound works, supporting our client from prime contract award through detailed engineering design, and completion of the onsite construction works. The accelerated project programme was com-



pleted in time, with the plant commissioned before the connected start-up of the new quarter billion pound platform works.

HJ CONTINUES REGULATORY REVIEW FOR SGN

Hargreaves Jones continues its work alongside SGN to now support the delivery of the redevelopment of redundant Gas Holder Sites.

Formed in June 2005, SGN own and operate the gas distribution network for all of Scotland, the south of England, distributing natural and green gas to 5.8 million homes and businesses.

The HJ team, led by Dean Yeoman, will work alongside SGN operations staff in the South and South East of England to enable effective redevelopment of gas holder sites which are currently being decommissioned to optimise land redeployment and relocation of existing assets.

We will provide cost budgets and documentation for investment approval by SGN management for the various projects that will outline the various technical options, their benefits and disadvantages, and the most economically advantageous options for SGN.

Consistent with HJ's planned growth, we have commenced the process to recruit further commercial resources to support these exciting opportunities.

TENTH CONSECUTIVE YEAR OF GROWTH FOR HARGREAVES JONES

On the 30th November Hargreaves Jones recorded an 11% increase in turnover over last year's result, which meant that we have recorded a tenth straight year of consecutive growth in turnover since incorporation in January 2006.

This is a commendable performance especially as the period in question included a significant number of years of global depression that severely affected workload in the commercial and project services market.

The average growth over ten years amounts to 34% per



HJ Offices Edinburgh

year with the leanest year showing a 3% growth and the best year 64% growth.

The immediate impact has been the increase in staff numbers to 30 plus, which has enhanced our ability to support a wider range of work sectors and allowed us to support new clients such as Sellafield Ltd, Centrica Gas Storage Ltd as well as investment businesses such as SQN.

The secondary impact is that growth creates opportunity for our staff to take on wider ranging commissions and added responsibility which is a pre-requisite environment for a strong and vibrant business.

NEW TO THE TEAM...

CHELSEA STEWART



Tell us a little about yourself...

This question always stumps me, as I love to talk (some may say a little too much) but never about myself! I originally started as an Assistant Quantity Surveyor at the tender age of 16, where I persuaded a then Haden Young to enrol me in their university degree programme without yet having my exam results. Fortunately it seems to have worked out, as I have now been lucky enough to gain experience within Building Services, Renewable Energy, Utilities and MoD projects, making many new friends along the way. I am one of the fortunate people who loves their job, and the daily challenges it brings.

Which project are you currently working on?

I am currently working as a Consultant Quantity Surveyor for one of the UK's major electricity and Gas providers. My role consists of working on their private substation projects, often located in some of the most scenic areas of Scotland.

How are you finding the role so far?

I am whole heartedly enjoying my role. I enjoy meeting new people and feeling like I am making a difference in my working environment. As I have previous experience working as a contractor for a major energy provider, I feel I am bringing a fresh outlook to my client. It also helps that we work well as a team and have a good working relationship. Being able to hold a conversation about the latest football results has also worked in my favour!

What made you choose HJ?

I was looking for a reputable consultancy who I felt I could gel with and make a contributory impact. On meeting with Eric Allan I was almost immediately at ease and instantly

impressed with the Hargreaves Jones ethos. It sounds cheesy – but it really was a no brainer!

When you're not in the office, where can you be found?

Unfortunately, and honestly, I can often be found wandering the streets of Glasgow hunting down a new pair of shoes or handbag. When I am not being the text book female I can also be found at the driving range practicing in my quest to beat my partner at some sort of sport.

“The initial interview disclosed the company’s ethos of progression of talent and becoming a truly valued member of a company that is expanding”

AMIR CHAUDHRY

Which project are you currently working on?

Currently occupying a Junior Cost Consultant role on the redevelopment and extension of Pratts Hotel, Bath on behalf of Somerston Capital. My role consists of numerous aspects of Quantity Surveying with a particular contribution at present concerning the tender evaluation process, with a view to management of forthcoming procurement and cost management works including beds, loose furniture, decorative light fittings and artwork.

How are you finding the role so far?

This initial period at Hargreaves Jones has given me a good understanding of the administrative functions of my role, at present the role is demanding, though the exposure to such a large scaled development as the refurbishment of Pratts Hotel allows me to use my initiative and enterprise which, can only enhance my understanding of the role. In addition, the continual support and guidance of the more senior commercial members of the team assigned to this project has furthered my comprehension of the project from a cost management perspective.

What made you choose HJ?

Prior to interview with Hargreaves Jones I had submitted applications to the UK's largest main contracting firms, enduring the subsequent protracted processes and becoming another number in the archive. Upon meeting Glynn Jones, through cultured discussion and evaluation of my skillset it became evident a completely diverse career path of consultancy based Quantity Surveying would be my preferred occupation. The initial interview disclosed the company's ethos of progression of talent and

becoming a truly valued member of a company that is expanding.

When you're not in the office, where can you be found?

On the football field, being an ardent Arsenal FC fan, and previously being commissioned to Manchester City

academy, I have a profound adoration for the sport which is where the majority of my free time is spent. This extends to a volunteer coaching role at a local grass roots team to transfer the footballing proficiency I have acquired to the next generation.



BBC FOUR FOLLOWS SSE FOR ONE YEAR IN NEW DOCUMENTARY

Power to the People is the new BBC Four observational documentary following life at one of Britain's 'Big Six' energy companies, SSE. Cameras followed the energy giant for one year to document the daily struggle faced by energy companies to keep up with the growing demand for power.

Featuring heavily is the Beaulieu Denny powerline, which Hargreaves Jones has been proudly involved in from inception providing Tender Documentation, Tender Assessment, Contract Negotiation & Drafting, Contract, Claims & Commercial Management, which we will continue to do through the projects completion.

The overhead powerline when completed will stretch 137 miles down the spine of Scotland, from Beaulieu in the north, to Denny in the south, where it plugs into the national grid, comprising around 537 Towers along a challenging route of 200km. The documentary follows some of the 800 contractors working on the £690 million project on a daily basis, as well as some of the local residents now neighbouring the development.

The three part documentary explores the ways in which SSE are working to meet the Government's target of reducing carbon emissions by 80% by the year 2050, following some of the teams working on Britain's expensive transformation of a national network first implemented back in the 1930's which no longer has the capacity to carry the power generated from renewable energy sources.

The series also examines how in spring 2015 renewable energy generated more electricity than coal or nuclear energy for the first time in history, and captures the assembly of a wind turbine at SSE's newest £90 million wind farm (their 47th to date) as well as the rise of hydroelectric schemes in the Scottish hills and the work faced by dedicated SSE teams to maintain these systems.



Following years of negative press surrounding Britain's energy companies in the wake of rising energy costs, Executive Producer Alistair Pegg hopes that Power to the People will challenge public perception of Britain's Energy companies, noting-

"Most of us who rely on electricity don't have a clue that these people are working all over the country every day, doing their bit to keep the power flowing. I hope viewers will be surprised and engaged to find that a big energy company employs its own freshwater biologist to help young salmon spawn in remote rivers; that Filipino builders are the world experts in pylon construction; and that traders buy and sell our power in a kind of giant eBay every 90 minutes. Now we can all make up our own minds about what these companies do."

Power to the People first aired at 9pm on November 17th on BBC Four, and is available to watch for free on BBC iPlayer.

NEW HJ WEBSITE

We are pleased to announce that the new and updated Hargreaves Jones website will be going live next month.



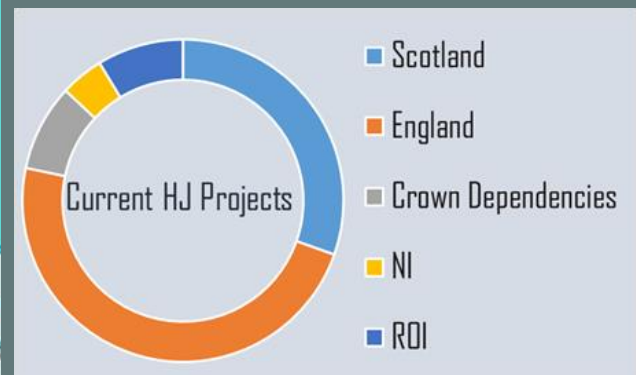
Hargreaves Jones
Commercial & Project Services

The modernised, more user-friendly site is in the final stages of development before being scheduled to go live at the start of Feb, as will the Company's new complimentary social media accounts

(don't forget to follow us on Twitter!)



DISTRIBUTION OF HJ CLIENTS IN FIRST QUARTER 2016



Edinburgh 2016

This year's annual staff get together will take place in Edinburgh.



Arthur's Seat, Edinburgh

scend upon Auld Reekie for a two night stay in the city at chic boutique hotel Tigerlily.

Having been held in Paris, Amsterdam and Dublin in previous years, the annual event brings of-

ten dispersed staff together, and provides the opportunity to socialise (and in some cases finally meet face to face!)

As well as a private bus tour of the city, staff and

guests will enjoy four courses of fine dining at the prestigious restaurant Mark Greenaway.



Hotel Tigerlily, Edinburgh

HJ Attends GMCC Awards

Over 420 local businesses attended the Greater Manchester Chamber of Commerce (GMCC) Annual Property and Construction Dinner and Awards in November, at the Hilton Hotel Deansgate.

Hosted by Property and Construction Chair Steve Burne, Hargreaves Jones and guests enjoyed a three course meal and watched this year's winners pick up their awards.

Manchester's Whitworth Gallery picked up the GMCC Building of the Year Award, chosen from a shortlist including the new Manchester Cancer Research Centre, Library Walk, The Soapworks building, The National Graphene Institute, and the development of Manchester Victoria Station.



The award was presented by the Right Honourable Baroness Beverley Hughes of Stretford.

Meanwhile,

Connor Goodall beat stiff competition to be named as this year's Construction Apprentice of the Year Award, sponsored by the North West Skills Academy. 17 year old Connor, an apprentice plumber at Keepmoat, was nominated by the mentor Alan Tinsley.

The event, sponsored by S I Sealy & Associates Ltd and Coolair Equipment Ltd, also succeeded in raising just under three thousand pounds for its nominated charity, The Foundation for Prader-Willi Research.

Hargreaves Jones

Commercial & Project Services

HEAD OFFICE

Hargreaves Jones Limited
Unit 6
13 Burton Place
Castlefield
Manchester
M15 4PT

Tel: 0161 817 3340
Fax: 0161 839 2771
www.hargreavesjones.com

EDINBURGH OFFICE

Hargreaves Jones Limited
Exchange Place
5 Semple Street
Edinburgh
EH3 8BL

Tel: 0131 306 0335
www.hargreavesjones.com

Working on a project you want to see in the next issue of HJConnects? Taken part in a company social or charity event that other colleagues might be interested in hearing about? Contact Liz Moore on elizabeth@hargreavesjones.com