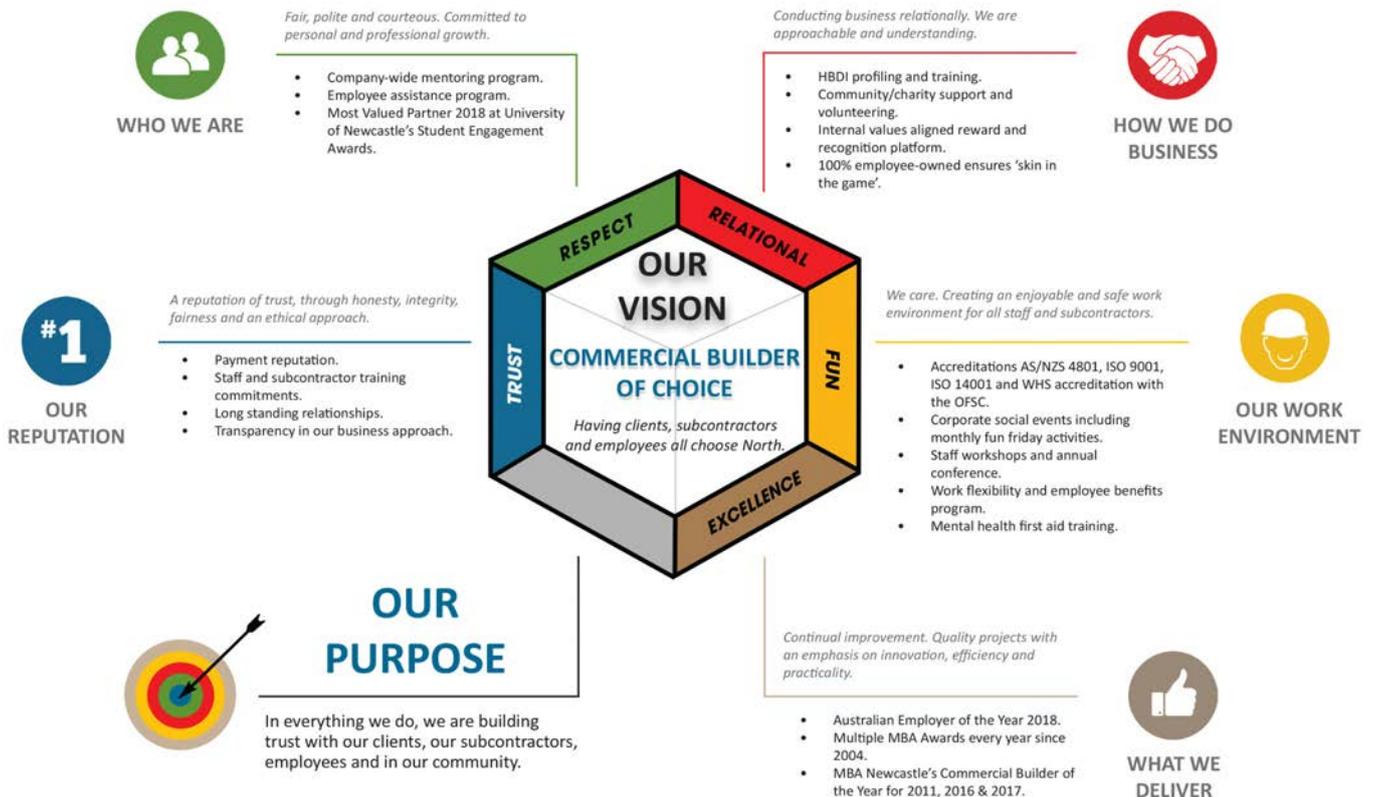


# Quality Development on the Coast: NORTH CONSTRUCTION & BUILDING PTY LTD



A business founded on 'Building with Trust,' North is leading the way towards a higher level of accountability in the broad construction and development sector by putting their values front and centre, right along with their demonstrated history of excellence.

Established in 1987, North is the largest locally owned and operated commercial construction business on the Central Coast. Over the past 30 years they have grown to become one of the most trusted builders throughout the Central Coast, Hunter Valley and Newcastle regions. For select clients North works regionally and in Northern Sydney.



We recently caught up with North Managing Director, Matthew Cook, to find out how a values-based approach is changing the face of our local construction industry.

**Please describe your unique ethos for quality development on the Coast.**

North takes a different approach. We are all about building with trust and that extends to our employees, subcontractors, and clients. For subcontractors, this translates as fair treatment, respect, understanding and paying on time. Most of North's suppliers and subcontractors have worked with us extensively. For clients, trust is being transparent, consistent, and particularly proactive in the discussions around owning our responsibilities. Here, we have repeat business clients that have worked closely with North for more than 15 years. For our staff, trust is approachability, openness, support, and great options in the business for your career direction. This translates to a fantastic company culture, stability and low staff turnover. As a result, we were awarded ***Australian Medium Employer of the Year*** at the 2018 Australian Training Awards.

**How many staff and apprentices do you currently employ?**

We employ 95 staff. Our commitment to training and development sees us with 25% of the business in an apprenticeship, cadetship or traineeship and these are the future leaders of our business. This long-held, organic growth strategy allows us to maintain our strong, positive culture as the business continues to grow.

**What do you see as the role and responsibility of major developers in creating local employment opportunities in regional areas?**

It's significant and without such focus, this goes to a core issue or challenge for the regions in that without adequate developments and business creating these employment opportunities, people are left with little alternative but to seek a career outside the region. Additionally, it's important that for any project under development, local subcontractors are employed to carry out the work.

**How has the local development and construction industry changed since North began in 1987?**

Development and realisation of plans around Gosford CBD and to a lesser extent in Tuggerah, are significant. Obviously, there has been huge growth in residential development in the Warnervale region over this time too. Most exciting though in recent years has been the significant investment and progress in health, medical and education projects.

## Which local projects are you most proud of?

In our history, we have close to \$1b of work completed across almost 300 individual projects. Firstly, we're proud of the diversity of projects we have delivered, ranging from the likes of Terrigal Surf Club to Wyong Art House.

Having worked across dozens of schools and aged care/seniors living projects also, there is the impact these projects have on our community. We are most proud of the longstanding relationships we have with clients like Lakes Grammar - an Anglican school that has seen us complete all stages of work spanning a 15-year period.

Finally, there are many projects in the region that provide great amenity and facility for locals and visitors alike. It's always fulfilling when friends or family can experience a facility we have played a part in delivering; projects such as Tuggerah Sporting Precinct, Woy Woy Grandstand, EDSACC Oval Grandstand or the development at Central Coast Mariners Centre of Excellence.



## **What do you think are the main elements buyers are looking for when investing in the Central Coast market?**

Clients expect quality and value. But, I think beyond this they really deserve also a “no-surprises” experience in procurement. We specialise in doing that by becoming a trusted partner in delivery, very early on in the process, rather than simply being the builder at the end of the process delivering construction.

## **What have been some of the biggest challenges or setbacks North has encountered during its 30 years in the local construction industry?**

The industry is cyclical and projects getting into construction are subject to delay through many avenues; confidence in the market, or simply confidence in the region, and of course authority approvals and other issues causing delay to commencement or conversion of prospects. We aim to offset these risks by being a part of the process at a very early stage and therefore increasing visibility and ability to manage these risks.

## **What do you hope to see the Central Coast achieve in the next 5-10 years?**

We would love to see the region more united and making great progress toward its longer-term planning and vision. The region would have a real identity and wouldn't see almost a quarter of all employed residents travelling outside the region for work.

## **What do you hope North's legacy for the Central Coast region will be?**

We will be the Builder of Choice – clients choose to partner in procurement with us, subcontractors prefer to work with us and we are an employer of choice for anyone desiring a long and fulfilled career in construction. A result of this will see us continuing to see the Central Coast as headquarters to a trusted business that has completed landmark projects throughout the region.

In everything we do, we are aiming to build trust with our clients, our subcontractors, staff and in our community. In partnering with North, you are 'Building with Trust.'

### **For more information:**

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If you're a developer, builder, planner, or have a significant involvement in the Central Coast development and construction industry and would like to be featured as a part of the 'Quality Development on the Coast' Series, please contact RDACC on 4349 4949 or email [john.mouland@rdacc.org.au](mailto:john.mouland@rdacc.org.au)



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