

Tellavor Construction – Investment & Growth Plan (2025–2030)

Company Overview & Vision

Tellavor Construction is a **groundworks and civil engineering** company with a modern vision: we not only deliver high-quality construction services, but also aim to become a **training provider** addressing the construction skills gap. We specialize in foundational work (site preparation, earthworks, drainage, etc.) for housing and infrastructure projects. Our mission is to **partner with governments, councils, and developers** to help meet the ambitious regional housing targets by 2030, while simultaneously **training new skilled workers** to fill the industry void. This dual approach – project delivery **and** workforce development – positions Tellavor as a forward-thinking player ready to support the construction boom in southern England.

Market Opportunity: Construction Boom in Southern England



*The construction sector in the UK is booming, driven by strong demand for new housing and infrastructure. Nationally, the industry contributes over **£215.7 billion** in output (2024) and provides nearly **two***

million jobs ². The government has set bold housing targets (1.5 million homes by 2030), and

although forecasts suggest ~1.3 million may be delivered by 2030 ³, this still represents a **40-year**

high pace of building ⁴. The opportunity is especially strong in our focus regions (Hampshire,

Wiltshire, Oxfordshire, and surrounding areas), where tens of thousands of new homes are planned, backed by major public and private investment:

Hampshire (Including Basingstoke, Andover, Southampton, Eastleigh): In Basingstoke & Deane alone, the Local Plan provides for **15,300 new homes by 2029** ⁵. A flagship development is *Manydown* in Basingstoke – a **3,500-home garden community** with a project ¹

value around **£1.2 billion** ⁶. In Eastleigh, the council is leading “One Horton Heath,” a sustainable **2,500-home** new community (the UK’s largest council-led housing project)

complete with schools, roads, and green space. Southampton and the wider Solent area will benefit from the new **Solent Freeport**, expected to attract up to **£2 billion** in investments for ⁸ commercial development, indirectly boosting demand for housing and civil works. These public and private projects in Hampshire represent a pipeline worth **billions** and will require reliable groundworks contractors. Tellavor is positioning to bid on such projects (e.g. site preparation, roadworks, utilities installation) as a local player.

- **Wiltshire & Swindon:** Wiltshire's local plan (to 2036) is allocating land for substantial housing growth (exact numbers under review), ensuring development in towns like Chippenham, Trowbridge, and Salisbury. Meanwhile, Swindon (a unitary authority in Wiltshire's orbit) is undergoing a massive expansion. The **New Eastern Villages (NEV)** project in Swindon will deliver about **8,000 new homes** in several new "villages" with schools, clinics, and retail centers

. Construction has already begun at Lotmead Village (2,500 homes in phase 1), with a ⁹

£60 million infrastructure investment committed by developers in just that phase . ¹⁰

Additionally, Swindon Borough Council itself plans to invest up to **£66 million per year** over the next five years upgrading and building council housing – a £250 million program. This ¹¹

combination of private housing schemes and government-funded projects in Wiltshire/Swindon represents a huge market for groundworks, roads, drainage, and utilities installation contracts.

- **Oxfordshire (Oxford & Surroundings):** Oxfordshire has a well-publicized housing shortage and a Growth Deal aiming for **100,000 new homes by 2031** . This comes with £215 million of ¹²

government investment for housing and infrastructure (including new roads and rail improvements) . Key growth areas include Oxford city (urban extensions and brownfield ¹²

redevelopments) and surrounding districts (e.g. Didcot Garden Town, Bicester, and other planned "garden villages"). The county's development plans will generate extensive groundwork and civil engineering needs – from laying foundations for new housing estates to constructing access roads and drainage systems. Tellavor's location in neighboring counties enables us to tender for these Oxfordshire projects as they ramp up.

- **West Berkshire (Newbury) and North Hampshire:** Adjacent to our core region, areas like Newbury are also slated for growth. West Berkshire's draft Local Plan to 2039, for instance, targets roughly **850 new homes per year** to meet demand . Newbury and surrounding ¹³

towns will see new housing developments and associated infrastructure (roads, sewers, etc.), presenting further opportunities for our groundworks services. We will engage with private developers and council projects in these locales as part of our expansion.

Overall Market Value: Across the listed regions, the cumulative value of planned construction works (housing and infrastructure) is in the **many billions of pounds** over the next decade. To highlight a few ⁶

examples: the Manydown development (£1.2 bn) , Solent Freeport (£2 bn) , Swindon NEV project (multi-phase, likely >£1 bn total), and Oxfordshire's growth deal (£215 m public funds + substantial private investment) all underline how **lucrative the construction pipeline is** for those positioned to participate. Construction projects – especially large-scale housing and infrastructure – can yield ¹⁴ substantial financial rewards . By establishing a strong track record and necessary capacity now, Tellavor aims to capture a share of this booming market, translating regional development into our own revenue growth.

Bridging the Skills Gap: Tellavor's Training Initiative



*A skilled workforce is the foundation of construction – Tellavor plans to grow talent to meet demand. A critical challenge accompanies the construction boom: a **severe shortage of skilled workers**. The UK construction industry currently has **140,000+ job vacancies** unfilled, which is stalling many housing and infrastructure projects . Demographic trends exacerbate the issue – by 2035, over one-third of*

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*current construction workers will retire, and by 2032 the industry will need nearly **1 million new** ¹⁶
workers to meet demand . This skills gap is especially problematic for the government's housing ambitions: experts warn that workforce shortages could **derail plans to build 1.5 million homes by** ¹⁷
2030 . The Office for Budget Responsibility has flagged labor constraints as a key risk to hitting housing targets, noting that if training and recruitment don't keep up, the construction sector's capacity ¹⁸
will be a bottleneck .*

Government & Council Focus: There is strong public-sector support for training in construction. The UK government is investing **£600 million through the Department of Education to train 60,000 new** ¹⁹
construction workers, including launching 10 new Technical Colleges . An updated Apprenticeship Levy and the creation of **30+ "Homebuilding Skills Hubs"** are policies aimed at expanding the training ²⁰
pipeline . Local councils in our target areas are eager to partner with firms that can help deliver not just projects but also social value through skills development. For example, Eastleigh's Horton Heath ²¹
project emphasizes local job creation and training opportunities as part of its community mission . This environment is ideal for Tellavor's approach.

Tellavor's Solution – Training for Impact: We distinguish ourselves by building a **training division alongside our contracting business**. In practice, this means:

Apprenticeships and Trainee Programs: We will recruit young trainees and offer formal

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apprenticeships (e.g. in groundworks, plant operation, site supervision) with accredited qualifications. Our goal is to have a steady cohort of apprentices each year, who learn on the job at our sites while attending supplemental classes (either in-house or via local colleges). This addresses the shortage directly by adding new skilled workers to the industry. (It is estimated the UK needs **240,000 new apprentices over the next decade** in construction , so our

contribution here makes us a valuable partner to authorities).

In-House Training Facility: We plan to establish a modest **training center** equipped with classrooms and a practical yard area. Here, we can deliver safety training (e.g. CSCS ³

certifications), refresher courses, and simulated exercises for excavator operation, trench digging, etc. This facility would operate in collaboration with government schemes – for instance, we could apply to become one of the regional “Skills Hubs” or tap into local funding to upskill unemployed individuals for entry-level construction jobs. Expanding such **construction skills hubs and on-site experience programs** is seen as vital for sustainable industry growth, and Tellavor intends to be at the forefront locally.

Partnerships with Councils & Firms: We will work closely with city councils, housing associations, and large contractors in our area to align training with real project needs. For example, if a council has a social housing development lacking bricklayers or machine operators, we can tailor a fast-track training program to qualify people in those roles. This employer-led training approach not only fills immediate labor needs but also can attract **public co-funding**. (Notably, big housing providers like Places for People have even created their own academies ²⁴ training **650+ apprentices** so far – a proof of concept that training investments pay off in the long run). Our more agile, small-company approach will focus on the trades most in shortage locally – e.g. groundworkers, plant operatives, and civil engineering operatives, which CITB data ²⁵ show have some of the highest recruitment requirements in the South East region.

Competitive Advantage: By **investing in training**, Tellavor gains multiple advantages. First, we ensure a future supply of loyal, skilled workers for our projects – mitigating labor shortfall risks. Second, it enhances our reputation and relationships: councils and developers are more likely to award contracts to firms that demonstrate social value through training and apprenticeships. Third, it opens additional revenue streams (such as government grants for training, or contracts specifically to run training programs). In summary, while most small contractors focus only on short-term projects, Tellavor’s forward-thinking, partnership-based model of building the workforce sets us apart. We become not just a contractor, but a **strategic partner** in delivering the region’s development goals. This modern approach aligns perfectly with national efforts to “Get Britain Building” and “Get Britain Working,” positioning us for preferential opportunities and sustainable growth.

Investment Requirements & Use of Funds

To capitalize on the market opportunity and execute our growth strategy, **strategic investment is required**. We are seeking funding to accelerate expansion in key areas – **equipment assets, training capacity, and professional development** – which will directly enable higher revenues and profitability. Below we outline how investor funds will be utilized and how this positions the company for success:

Plant & Machinery Acquisition: As a groundworks firm, owning reliable machinery is critical to taking on larger jobs. With our current £10,000 starting capital, we must largely rent equipment, which limits our margins and capacity. An infusion of capital will go toward purchasing essential heavy machinery: e.g. excavators, dumpers, compactors, transportation vehicles. For illustration, acquiring two mid-sized excavators and related kit can cost on the order of **£150-£200k**. By owning plant outright (or with finance), we drastically reduce ongoing hire costs and can operate multiple sites concurrently. This directly increases our project bandwidth – enabling us to confidently tender for **two contracts at once (up to ~£2 million each)** as we intend. Equipment investment also has collateral value and can be leased out when idle for additional income. Simply put, machinery purchases will **boost productivity and profits** on every project, making the company more competitive and capable of handling the £1M+ jobs that drive up turnover.

Training Facility & Program Setup: We will allocate funds to establish our training

infrastructure. This includes securing a training site or venue (or expanding an existing yard), 4

equipping it with necessary training materials (classroom setup, projectors, tools for practical demos, safety gear for trainees), and hiring a training manager or coordinator. Initial outlay for a small training center and staff for the first year might be **~£50-£100k**. Additionally, we plan to obtain accreditation from relevant bodies (for example, becoming an approved provider of CITB courses or NVQ assessments). Some budget will go toward curriculum development and forging partnerships (e.g. MoUs with local colleges or the JobCentre Plus for trainee referrals). These investments enable us to start running our first cohorts of apprentices/trainees within 12 months, feeding skilled labor into our projects by Year 2. Thereafter, the training wing can be partially self-funded through government grants and apprenticeship funds (given the national priority on construction skills). Investors' funds effectively **pump-prime a revenue**

20

generating training division that also serves our labor needs.

Certifications and Professional Memberships: To enhance credibility and unlock bigger

contracts, Tellavor will pursue industry certifications and memberships. This includes safety and quality accreditations like **CHAS (Contractors Health and Safety), Constructionline, SMAS**, and ISO standards (e.g. ISO 9001 Quality Management, ISO 45001 Health & Safety). Membership in organizations like the **Federation of Master Builders** or Civil Engineering Contractors Association (CECA) will also boost our profile. Achieving these involves audit fees, process improvements, and annual dues – we estimate needing **£10-£20k** allocated for attaining and maintaining such credentials over the next couple of years. The return is significant: many council and larger private contracts *require* contractors to hold these credentials to even bid. By becoming fully accredited, we position Tellavor as a **professional, pre-qualified contractor** able to compete for high-value projects (e.g. housing association frameworks, local authority civil works) that we otherwise couldn't access as a new company.

Working Capital & Team Growth: To sustainably scale to £2M+ annual revenue, we must also invest in **working capital** – basically, cash to cover project expenses (materials, wages) upfront before client payments are received. Larger contracts often have payment terms of 30-60 days, so having a buffer is vital. Part of the investment will fortify our cash reserves to comfortably operate two simultaneous project sites. We will also incrementally expand our team: beyond the 10 skilled workers already committed, we foresee hiring key personnel such as a project manager, a site supervisor, and additional skilled operatives as new projects come online. Some funds will go toward recruiting and training these staff. By Year 2 or 3, we may also add an estimator or business development manager to help win and manage the growing project pipeline. All these uses of funds serve one goal – **building capacity**. With the right team and capital structure, Tellavor can safely handle the bigger jobs that lead to exponential revenue growth.

How Much Investment is Needed? Based on the above plans, we project that an investment on the order of **£500,000** (approximately) is needed to fully execute our five-year growth plan. This level of funding would be allocated roughly as: ~40% for machinery and vehicles, ~20% for establishing the training wing, ~10% for certifications and professional development, and ~30% as working capital to support project execution and team scaling. We can stage the investment in tranches tied to milestones (for instance, machinery purchase in Year 1, training center by Year 2, etc.). With this capital injection, Tellavor can rapidly transform from a small startup to a mid-sized contractor with the assets and credentials to pursue multi-million-pound contracts.

Financial Projections (5-Year Forecast)

We have formulated a conservative **5-year financial forecast** to illustrate the company's growth trajectory with the planned investments. All figures are in GBP (£) and assume the investment is secured in Year 1. The projections account for revenue from construction contracts (our core groundworks business) and a modest contribution from training activities (after Year 2), as well as the associated costs of expansion. Key assumptions include steadily scaling our project size/capacity each year, achieving industry-standard profit margins, and reinvesting early profits to fuel growth. Below is a summary:

- **Year 1 (2025): Setup and Initial Projects.** Focus on building foundation – purchasing initial equipment, obtaining certifications, and completing a few small to medium contracts to establish reputation. *Projected Revenue: ~£400,000. Net Profit: ~Break-even* (we anticipate near zero or a small loss as we spend on setup costs). We will have 1–2 projects (e.g. small housing estate groundworks, ~£200k each) in this year, mainly to build case studies.
- **Year 2 (2026): Acceleration.** With machinery and certifications in place, we take on larger contracts and increase volume. Possibly start two parallel projects by late Year 2. *Projected Revenue: ~£1.0 million. Net Profit: ~£50k (5% margin)* as we're still expanding the team and absorbing some training startup costs. By end of Year 2 our training program will have launched, though its revenue impact is minimal at first (mostly it supports our labor force needs).
- **Year 3 (2027): Scaling Up.** We leverage our growing track record to win at least one major contract (~£1M+ value) or multiple mid-sized projects. We consistently run two project teams. *Projected Revenue: ~£1.5 million. Net Profit: ~£150k (10% margin)* – at this stage we aim for a ²⁶ **healthy 10% profit margin** which is typical for a well-run construction business. Economies of scale and better project efficiencies (plus having in-house trained staff) contribute to improved margins.
- **Year 4 (2028): Market Expansion.** We may expand geographically within the region or diversify project types (e.g. take on a civil infrastructure job like a road or school groundwork). Training wing might also secure external funding or contracts (adding a revenue stream for training services). *Projected Revenue: ~£2.0 million. Net Profit: ~£220k (11% margin)*. By now we expect to maintain slightly above industry-average margins by virtue of our skilled, stable workforce and lower equipment rental costs (since we own plant). We will likely have ~20+ full-time field staff by this point (many grown from our trainee program).
- **Year 5 (2029): Steady State High Turnover.** Aim to cross the £2 million turnover mark comfortably. For example, two concurrent £1m projects in a year or a mix of several smaller and one larger project. *Projected Revenue: ~£2.4 million. Net Profit: ~£300k (12.5% margin)*. This is the stage where investors see substantial returns – the business would be generating healthy profits that can be partly distributed or re-invested for further growth. The outlook beyond Year 5 would be continued growth to perhaps £3–4m annual revenue by Year 7–8, given the ongoing regional construction demand.

Return on Investment: Investors enabling this growth can expect multiple forms of return. Firstly, the equity value of the company is set to increase dramatically – by Year 5, with ~£2.4m revenue and ~£300k profit, Tellavor would command a significantly higher valuation than at present (a several-fold increase). Secondly, there is potential for **profit-sharing or dividends** from Year 3 onward, once the company turns sufficiently profitable; a 10%+ profit margin on multi-million turnover means substantial

6

distributable profits. Construction, despite its low average margins at the top end, can be very rewarding for efficient operators – smaller construction firms often target margins in the 10–15% range

26

, and by focusing on profitable niches (groundworks with our own plant, etc.), we aim to hit the upper end of that range. Additionally, an investor partnering with us at this early stage could benefit from **future rounds** of expansion or even positioning the company for bigger ventures (for instance, scaling our training model or franchising it to other regions experiencing labor shortages). We want to reassure investors that funds will be utilized prudently for growth, not excess overhead, and the plan is rooted in realistic industry benchmarks.

Why Invest in Tellavor Construction?

Investing in Tellavor means backing a company that is **aligned with national needs, regional opportunities, and modern industry trends**. We offer a compelling value proposition:

- Booming Demand with Local Focus:** The sheer volume of construction work slated for our target areas (Hampshire/Wiltshire/Oxfordshire region) by 2030 guarantees a thriving market. Government forecasts show construction output in all English regions growing through 2029

27

, and our specific locales have housing and infrastructure projects of unprecedented scale. By being locally based and already networked in these communities, Tellavor can secure contracts in this boom. We're not a generalist trying to chase projects nationwide; we're cultivating relationships right where the work is, giving us an edge in local tenders.
- Differentiator – Workforce Development:** Unlike many small construction firms, we address the industry's biggest pain point (skilled labor) head-on. This forward-looking approach not only de-risks our own growth (we'll have the manpower to deliver on projects when others might be constrained), but also opens doors with clients. We've seen housing associations and councils **favor contractors who offer apprenticeships and social value**, especially with skills shortages

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threatening project delivery. Tellavor's training program is more than CSR fluff – it's a strategic tool to ensure we can take on more work and complete it successfully. An investment in Tellavor is thereby also an investment in **people and community**, which is attractive to public sector partners and boosts our brand.
- Robust Business Model & Plan:** We have a clear road map for scaling up to at least **£2+ million annual revenue within 5 years**, starting from a lean position. The plan is comprehensive – covering capital investment, market penetration, workforce growth, and financial management. We will monitor and control costs closely, aiming for healthy profit margins. (For context, top 28 construction contractors often have thin margins ~2-3% , but smaller specialized firms can 26 achieve 10%+ , which is our target by Year 3). Our focus on groundworks/civils – typically early works in construction projects – means we get in at the start of projects and can build long-term relationships for later phases. We also face less sales-cycle volatility, as groundwork contracts are needed as soon as a development is greenlit. By diversifying across both **public projects** (e.g. council housing developments, where funding is secure) and **private sector projects** (e.g.

developer-led housing estates, commercial builds), we balance our portfolio. Even if broader housebuilding hits a dip, infrastructure and public housing often continue (for example, the government's £2 billion boost to affordable housing is expected to deliver 18,000 new homes by

29

2026, which will keep contractors busy). Our business plan has contingencies and flexibility to adapt to market conditions – but overall, the trajectory is upward given the structural undersupply of housing in the UK.

7

Experienced Core Team & Committed Workforce: Though we are a new company, our •

leadership and initial team of 10 workers come with significant industry experience. The founders of Tellavor have backgrounds in civil engineering project management, and our site supervisors and operatives are seasoned hands, each with 5–15 years of experience in construction (from working on housing developments to highways). This means we can hit the ground running on contracts and also mentor the new trainees effectively. We have **10+ workers already on board** (pending formal start) who are eager to grow with the company. This mix of experience and youth (as apprentices join) will create a dynamic workforce. Investors can take confidence that their money is backing a team that knows construction execution and is passionate about the mission to modernize through training.

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Modern Governance and Professionalism: We are instilling a culture of professionalism from day one – pursuing certifications, using modern project management software, adhering to strict health & safety protocols, and maintaining high standards of quality. This reduces operational risks (which in construction can include accidents or delays). By being proactive with risk management and quality, we protect both our workforce and our clients' interests, which in turn protects our financial performance. In short, we are **building a resilient company** that can weather challenges and deliver on promises – exactly what both clients and investors want to see.

In conclusion, **Tellavor Construction** is poised to become a **major player** in the regional construction sector by marrying two powerful strategies: capturing the lucrative construction contracts emerging in our area, and innovating with a training-driven model to ensure the skilled workforce to deliver them. With the right investment now, we can secure the machinery, manpower, and accreditations to scale rapidly and **achieve £2+ million in annual revenue within 5 years**. This growth will be underpinned by solid profit margins and a positive community impact. As an investor or partner, you'll be part of a venture that not only aims for strong financial returns but also contributes to solving the construction labor shortage and building the homes and infrastructure our communities need by 2030. The opportunity is substantial and timely – we invite you to join us in **building the future** with Tellavor Construction.

Sources: Recent industry reports and local plans have informed this proposal to ensure its realism and ambition. For instance, CITB forecasts highlight the need for an extra **47,000 construction workers per**

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year nationally through 2029, and our regional plans (Hampshire, Oxfordshire, etc.) confirm tens ^{6,12} of thousands of homes are in pipeline. The UK government's renewed housing push (aiming for ¹⁹ 300k homes/year at peak) is coupled with significant investment in skills (£600m for 60k trainees). This alignment of government policy, market demand, and our corporate strategy sets the stage for Tellavor's success. We have carefully analyzed other firms' growth patterns and industry benchmarks – noting that *successful construction businesses can achieve 10–15% margins with sound management*

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and that *large-scale projects can be highly lucrative*. By learning from these examples and innovating with our unique training angle, Tellavor will be different – **a 21st-century construction company** built not

just to profit from construction, but to proactively shape its future.

Construction Workforce Outlook | CITB

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28

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