

# Housing Practitioners' Conference

SHOWCASING DELIVERY: CHALLENGES & ACHIEVEMENTS



## Clúid Delivery Routes

Eibhlin O Connor  
Chief Commercial Officer





# 2024 Delivery – 1,525

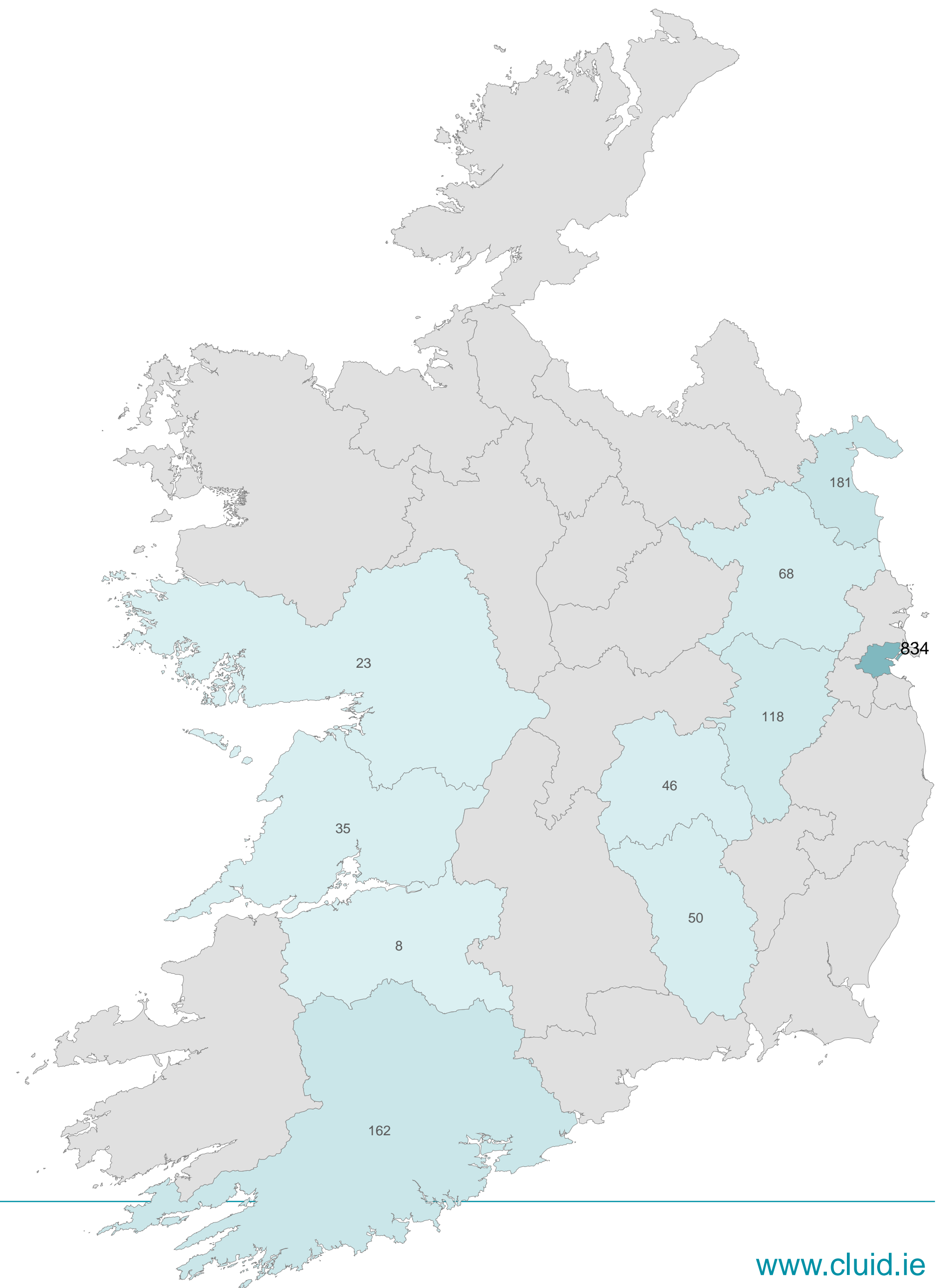
## 3 Key Procurement Routes

1. Developer Turnkey – 58%
2. Developer Design & Build - 27%
3. Clúid Design & Build – 15%

- 80% Apartments
- 20% Houses

853 General Needs, 264 Clann, 408 Cost Rental

In 2024, Clúid supported 3,714 people in housing need across Ireland.





# Developer Turnkey - 884



884 Turnkey Homes Delivered with our Development Partners, Local Authorities and Funders, HFA, DHLGH

[www.cluid.ie](http://www.cluid.ie)



# Procurement Route



## Developer Turnkey

1. Under the Contract for Sale, the development, budget and design risk lies with the Developer
2. Conditional contracts signed
3. No payment until funding is in place and homes completed
4. Less control over quality
5. Less control over delivery – no guarantee

*Cherrywood, Dublin 18 – Delivered 2024*





# Airton Plaza

- 328 Apartments
- 98 Social, 230 Cost Rental
- CREL Rents – 26% Discounted
- 93, (1-Bed), 222 (2-bed), 13(3-bed)
- Letter of Offer December 2023
- In Management December 2024
- Challenging Letting Process – CREL



Developer - Marbleground Ltd., Funders – HFA, DHLGH

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# Cost Rental Stats



1-bed: €1,400



2-bed: €1,715



3-bed: €1,800

## Airton Plaza 1<sup>st</sup> round applications

Unit size	Pending	Ineligible	Applied	Total
1 bed	236	715	394	1345
2 bed	217	634	274	1125
3 bed	157	326	101	584
Total	610	1675	769	3054



# Developer Design & Build - 412





# Developer Design & Build

Contract for Sale (Site) & Development Agreement (Works) – Fixed Price

1. **Developer Risk** - Budget and design risk lies with the Developer /Contractor
2. **Accelerate CALF** – CALF or CREL funding used for the site purchase
3. **Contracts Signed** – Contracts signed only when HFA funding is ready to drawdown & legals agreed
  - Development agreement signed concurrently with the site purchase
4. **More Control over Quality & Delivery** – Clúid Clerk of Works, Clúid PM
5. **Less Resource Intensive** - for Clúid than Clúid D&B



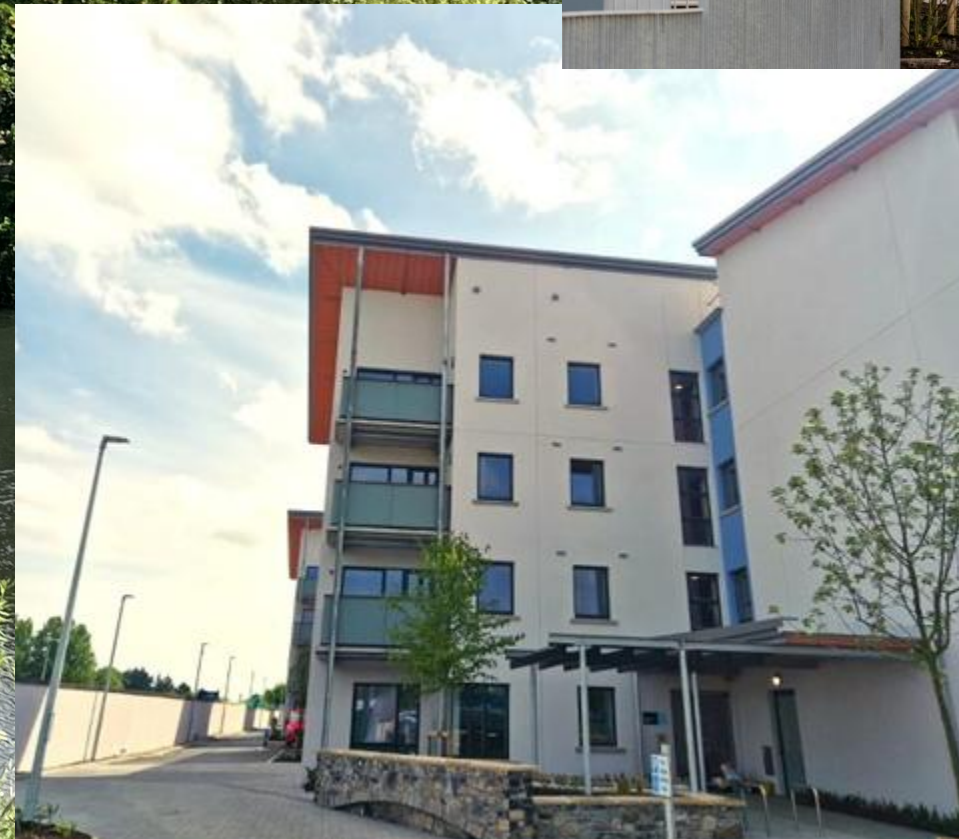
# Oscar Traynor Woods – 683 (320 Developer D&B)



First Homes to Deliver in Q4 2025



# Clúid Design & Build - 229



229 Clúid D&B homes delivered with Local Authorities and our Funders the HFA & DHLGH

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# Clúid Design & Build

## Public Works Contract (PWC) – Fixed Price

1. Risk lies with the Contractor – contractually up to a point
2. Adversarial Contract - project must be fully designed – bullet proof
3. Resource Intensive - dealing with claims & contractor's change orders
4. Procurement - lends itself to “win now, recoup later” behaviors
5. Time Delay – from date of tender to start on site is problematic
6. Full Control over Quality and Design – very beneficial to Clúid



# Innovation Partnership

- Partnership Agreement
- Early Contractor Engagement
- Innovation
- Trusted Partner – GEM Construction Ltd.
- Fasttrack Procurement Process
- NEC4 - Building Contract
- DCC sites – Commence design process on over 500 homes 2023





# Thank You

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