



**GALLOWAY
MODULAR
CONSTRUCTION**



GALLOWAY MODULAR CONSTRUCTION FINAL REPORT

Galloway Modular Construction (GMC) was founded in May 2018 by Luke Mazs. To get started we setup an operational base on a local farm. Luke reviewed what his competitors were doing and how they had got started, and all of them had prototypes or a catalogue of previous work which they could showcase to potential customers, and therefore Luke decided this would be the first step in building the business. These prototypes would also allow Luke an opportunity to learn the processes required to be able to deliver on customer requests. We therefore applied for LEADER funding and were granted £10,000 which Luke matched with his own £10,000. In June 2018 Luke began work on creating 2 modular buildings, one an accommodation space and the other commercial office space. These prototypes would prove our concept and allow us to tender for projects. GMC's personal goal was to offer employment within the local area and allow both Luke and Alistair to move back home to Dumfries and Galloway.

Luke started the conversions in June 2018 and completed the work by himself mainly, although did call on the assistance of plumbers and electricians for specialist work.

He carried out work on the holiday container first, which comprised of a double bedroom, kitchenette, shower room and generous living space with large patio doors. Throughout this project there were a lot of lessons learned, our initial design unfortunately created some problems, as due to the location of the bathroom and kitchen we would have had pipes running from both sides of the container, therefore ruining the appearance. Additionally, we had some issues with our initial window frame design, which led to serious leaks within the unit. Therefore, we have stripped the unit back and plan to rework this prototype shortly. Although on the face of it this was unsuccessful, the learning and experience this gave us has been invaluable.

With more experience behind us, we began work on the office unit. The outside of the unit was clad in local larch, which Luke milled at a local sawmill. Every aspect of the conversion was meticulously thought out with constant reference to the lessons learned from the holiday unit.

When applying for LEADER funding we proposed costings for the 2 conversions based on the £20,000 available, (£10,000 Leader grant and £10,000 from Luke); both conversions were completed within budget. Again, there have been lessons learned through this process, with regards to reliable suppliers, cost to us vs customer costs and quality of products. All of which is important to us to ensure we are supplying a high quality product, at a competitive price and of course ensuring the business is profitable.

We were invited by Kingmoor Park, Carlisle, to tender for an upcoming project to build an office village using shipping containers, called Mod Village. Therefore we took our LEADER funded office unit prototype and delivered it to Kingmoor on site and shortly afterwards Kingmoor confirmed that GMC had won the project. The first phase of Mod Village will comprise of 26 offices, which will be made from 60 shipping containers, all supplied and converted by GMC. There is already talks of a second phase in 2021.

Below are images of the prototype and architects drawings of the Mod Village.



Winning this contract has been really monumental for GMC, and therefore we had to look at a larger workshop to deliver it. Therefore, in September 2019 we have moved into a 16,000 sq. ft. workshop in Dalbeattie. This allows us to work on multiple containers at one time and to start our production style facility. Winning this project has led to GMC employing 1 full time employee, who started with us in September 2019. We also have a part time Project Manager who will liaise with customers and support on sales and marketing. We additionally contract local electricians and plumbers when required.

Photographs of the office prototype were shared on social media and allowed us to have images for our own website, which is now completed. This marketing, along with attending the D&G Business Expo have really helped advertise our products.

Additionally, from our office prototype we have completed and delivered 2 other projects already. 1 for Wigwam Holidays, Wigtown, who required 2 containers to house their welcome bothy, laundry, bathroom, bike storage and power supply. This was completed in April 2019. Pictured below:



Additionally, GMC have completed a bespoke office space for a local business man, this is located in his private garden.



Our plans with the office prototype quite honestly couldn't have went better, we created a high quality and functional unit, which has received amazing feedback from our customers.

"The biggest compliment I can pay Galloway Modular Construction is that having taken delivery of the office a month ago I can't imagine how I ever ran my business from anywhere else."

Additionally it has given us some media exposure; we featured in Our Wigtownshire Magazine with images of our Wigwam Welcome Bothy included. GMC are also planned to feature in the January issue of D&G life as well and will mention the LEADER funding we received. We have also attended the D&G Business Expo in October 2019 and gained many contacts from this event.

Following a very successful year, GMC are currently in talks with many different businesses from all different industries, about how modular construction can solve their needs. With everyone from dairy processing units to yoga studios, assisted living homes to café's the flexibility of shipping containers is being embraced throughout the region and beyond, and is offering small businesses an opportunity to have affordable premises / accommodation, which in turn will strengthen the regions economics. We are also hoping to offer further employment in the area over the coming years, which will hopefully allow younger people to relocate back to the region, just as we have. There has been a decline in manufacturing and construction employment, and we hope that we can offer some help to rebuild this sector. We believe all of these points tie in well with the Local Development Strategy.

GMC also receive ongoing support from Scottish Enterprise and Business Gateway, which has provided us with excellent guidance throughout the process of founding and running GMC.

We have benefited from the project with LEADER immensely. The project has run from 26/06/2018 till 25/11/2019 and the growth during this period has been incredible. It would have been extremely challenging for us to produce such high-quality prototypes without the match funding, as this money has allowed us to not only learn and develop our skills, but also secured future projects which will give our business longevity.

GMC would like to take this opportunity to thank LEADER for their support.