Construction Advisory and Design
Intermediary Description

A climate smart future for forests and buildings
A full-service construction advisory and design firm, specializing in bio-based materials. The suite of services provided includes:

- Understanding, maximizing, and balancing the full carbon potential of the construction (across the value chain)

- Supporting in the design and construction, including equipping local partners and navigating local policies and restrictions

- Managing potential social, environmental, and ecological risks across the value chain

In-house services will include: Design and technical specifications of the building, sourcing of required materials, carbon accounting and project development for the generation of carbon credits.

While the intermediary will house the three critical activities, there may be a need to partner on numerous occasions such as construction firms with highly specified expertise.
New entrants into mass timber require advisory, planning, and design, and construction support.

The Need

Advisory services: Currently, advice on the full carbon potential of construction is offered by multiple actors (e.g., private actor COWI, public portals such as TRADA), who typically don’t specialize in the timber built environment.

Planning and design: While different actors support real estate actors with different aspects of the design process (location analysis, land selection, sourcing assessment), a go-to avenue for all timber building design needs would be optimal.

Construction: There are opportunities to provide construction capabilities that leverage upstream advisory services and design to tailor construction protocols.
Comparable and operational business models

Ownership

The firm prides itself in the ‘we know real estate culture given its extensive experience and presence across the African market –13 countries and growing. As such, they offer strategic, fully-integrated, professional property services for both the investor and occupier markets.

Similarly, the ‘construction advisory and design’ real estate intermediary would similarly be looking to build experience in the timber real estate space and adopt a bundled service provision model.

- Potential owners: Dalberg has committed to driving the real estate intermediary. The owner entity/partner coalition will require expertise in carbon monitoring, architectural design, and construction

- Offering structure will be bundled, by a new actor, with mainly for-profit financing
  - The owning entity will collate required expertise instead of anchoring on an existing actor’s experience
  - Given the low-asset nature of the intermediary, there will be relatively minimal upfront investments and a pay-as-you-go cost model

Similar to the intermediary, BuiltX identifies their unique value-add is their all-in-one solution; an architecture, engineering, and construction firm. They work on with a client from visioning to concept design to the finished building.
Construction, Advisory, and Design: Workplan

**Immediate (<3 months)**

- **Ensure ownership.**

**Activities**
- **Find a home:** Identify/confirm the host and hosting terms for the intermediary.
- **Structuring:** Continue to define the entity and the ideal features for driving impact at the potential hosts/implementor(s) for the intermediary.
- **A developed structure for implementation.**

**Output**
- **A shortlist of potential implementors.**
- **Engagement with the potential implementor/host of the intermediary.**
- **Organigram showcasing potential structure of the intermediary.**

**Outcomes**
- The incorporation of the role and way forward on implementation/testing.
- **MoU for the implementation of the intermediary.**
- **Development of a pipeline of businesses.**
- **Intermediary role incorporated/picked up by an actor for implementation.**
- **Identified and developed business opportunities for the intermediary (pipeline of mass timber businesses to support).**

**Short-term (3-12 months)**

- **Demand validation.**

**Medium-term (>12 months)**

- **Set up.**
- **Pilot the initiative:** We need to leverage existing work to begin experimenting with the intermediaries’ proposed service. We envision a three-year implementation period for the intermediary.
- **Establishment of a pilot investment(s).**
- **Intermediary establishment and hiring of key personnel.**
- **Support provision to pipeline businesses.**
- **Incorporation of the intermediary and piloting through implementor.**
- **Operationalized intermediary through hiring key staff to support.**
- **Support provision to pipeline businesses.**

*Within program reporting timelines, currently completed

Note: *For each intermediary, we will develop an additional output, a 2-page MEL report that captures progress and lessons learnt.*