



Salford Social Value Alliance Meeting

Tuesday 4th December 2018

Frank Rifkin Lecture Theatre, Salford Royal Hospital

MINUTES

<p>1.</p>	<p>Present: Kate Hadfield (Carbon Creative); Deb Drinkwater (SCVS); Chris Dabbs (Unlimited Potential); Karen Burns (Salford Credit Union); Steph Quinn (Great Places Housing Group); Neil Hind (GMHSCP); Sandra Dutson (Incredible Edible Salford); Gill Bruder (Salford CVS); Chris Howl (SCC); Pete Slater (Silk Group Ltd); Alison Page (Salford CVS); Safia Griffin (Healthwatch Salford); Paul Mallindee (Urban Vision); Joy Woods (Galliford Try); Deborah Murray (Groundwork); Nicola Martin (Groundwork); Stephen Bennett (ForViva); Paul Nugent (SCC); Rowan Hamden (SPCT); Geoff Archer (SCC); Victoria Bettany (CLES); Alexandra Diamond (SRFT); Paula Summersfield (Aspire); Steve Titley (SCC)</p> <p>Apologies: Bernadette Conlon (START); Bernadette Elder (Inspiring Communities Together); Mike Ormerod (Groundwork); Sarah Royle (Urban Vision); Sue Sutton (Salix Homes); Peter Conroy (Diocese of Salford); Kevin Kane (University of Salford); Kevin Dean (Forviva); Judy Usher (Big Top Catering); Miranda Clarke (City of Trees); Jonathan Stancombe (Salford City Council); Claire Reedy (GMYN); Alison Burnett (SCC); Denise Kay (Crossroads Together); Chris Swards (Aspire); Morgan Frost (Princes Trust); Francesca Archer Todde (Big Life)</p>	
<p>2.</p>	<p>Welcome – Alison Page</p> <p>Alison welcomed everyone to the meeting and introductions were made.</p> <p>As some attendees are new to the Social Value Alliance Alison gave background on the Alliance, and gave some examples of existing 10% Better pledges.</p>	
<p>2.</p>	<p>Minutes of last meeting and matters arising</p> <p>The minutes from the last meeting 11th September were agreed as an accurate record. The meeting was videoed by Salford CVS but was too dark to add to the website, Becky and Kate are working on this to see if it can be improved.</p> <p>All actions complete</p> <p>Minutes from previous meetings can be downloaded from the SVA website.</p>	

	<p>The CCG have made a commitment for GP's to complete a pledge. Deb attended a meeting last week and presented the campaign to the GP's and we are hoping this will create new pledges.</p>	
3.	<p>10% Better Campaign update – Deb Drinkwater</p> <p>The Campaign plan is now in place and targets are included. All members of the Alliance have been contacted and asked to complete a pledge. Most have completed and Deb is still chasing the last few. Pledges completed have increased from 23 in April to 58 in November. 9 Public Sector 32 VCSE organisations 19 Private Sector</p> <p>Deb thanked those who fulfilled their commitment and invited the other organisations to pledge.</p> <p>The more pledges completed the bigger impact for the city. Completing a pledge is a good way of identifying what is Social Value by using the 11 outcomes. Alison asked everyone present to pledge the name of 2 organisations they will approach to complete a pledge.</p>	Action 3.1
4.	<p>10% Local Supply Chain – Chris Dabbs</p> <p>Chris gave a presentation, here are the highlights:</p> <p>Our aim is to increase the number of quality employment opportunities and reduce poverty for local citizens. One way of doing this is to prevent the money leaving Salford and keeping the £ longer in Salford. Just 5% of the turnover of a supermarket stays locally compared with 50% for a local business.</p> <p>10% more purchasing from Salford based companies would:</p> <ul style="list-style-type: none"> • Increase the number of new jobs and apprenticeships • Training and work experience placement opportunities • Money being spent in local communities • A greater sense of wellbeing <p>Similar work has been completed in Preston where they focussed on where the money was spent and this made a big economic difference.</p>	
5.	<p>The Supply Chain – Victoria Bettany, CLES</p> <p>Victoria gave a presentation, here are the highlights:</p>	

	<p>There are 4 elements of Local Wealth Building:</p> <ol style="list-style-type: none"> 1. Workforce of Anchors – recruiting from lower income areas, commitment to paying the living wage, building progression routes for workers. 2. Anchor purchasing – wider social and economic value from procurement and commissioning and to develop dense local supply chains. 3. Anchor land, property and assets – support equitable land development, development underutilised assets for community use and in terms of financial investments, directing pension funds to local investment priorities can bring transformative capital to locally rooted enterprises 4. Ownership of the economy – at the heart of Local Wealth Building is the principle that wealth is broadly held. Cooperatives, mutually owned businesses, SME’s, municipally owned companies and local banks enable the wealth generated in a community to stay in that locality and play a vital role in counteracting the extraction of wealth. 	
<p>6.</p>	<p>Joy Woods, Social Value Manager, Galliford Try</p> <p>Joy gave a presentation and here are the highlights:</p> <p>We ensure that SV is embedded at each stage of the process, from tendering to the finish product.</p> <p>80% of our work is with the public sector due to the nature of our business but we still work with the VCSE sector. We work with our supply chain and encourage them to supply locally, including workforce and materials. We have recently worked with The Broughton Trust on a small recruitment drive and have recruited some local apprentices. We track our performance using the Social Profit Calculation.</p> <p>Alison asked how we can share our expertise on how to use the Social Profit Calculation. Joy confirmed that she is happy to share calculations and learning.</p> <p>Deb asked for any social impact reports to be emailed to her.</p>	<p>Action 6.1</p>
<p>7.</p>	<p>Deborah Murray, Operations and Development Director, Groundwork</p> <p>Deborah gave a presentation and here are the highlights:</p> <p>Groundwork is a local environmental and community benefit organisation based at Trafford Eco Park. We spend around £650k p.a on supplies and have recently formalised out supply chain. We sent a survey out to all of our supply chain so we could improve our standards. We encourage all of our supply chain to pay the living wage so we align with our culture and commitment.</p>	

	<p>We run projects for local ex-offenders and re-offending rates are low. Our net Social Impact in Greater Manchester is £11.1m with a return of £2.60 for every £1 invested.</p>	
8.	<p>Geoff Archer, Business Customer Liaison Office, SCC</p> <p>Geoff gave a presentation and here are the highlights:</p> <p>Geoff is part of the Business Team at SCC who are working with the private sector to get on board with SV. We want to achieve a 20% overall spend going to Salford contractors and we have over 1000 contacting companies in Salford.</p> <p>There is £450m of building work happening in the next 12 months in Salford. We have had some success with £17m to Salford contractors in the last 12 months. We have had conversations with all main contractors and held a meet the buyer event to encourage local buying and paying the living wage.</p> <p>The City Mayor Paul Dennett has written to all construction companies with an expectation that a minimum of 20% must be spent locally with Salford companies</p> <p>Deb thanked all speakers</p>	
9.	<p>Table Top Discussion</p> <ol style="list-style-type: none"> 1. What are the top 10 purchases made by your organisation 2. Considering local, ethical and environmental issues who are preferred suppliers for these purchases <p>See appendix 1 for results</p> <p>Deb asked what 3 things from the discussions they would like the Alliance to take forward:</p> <ol style="list-style-type: none"> 1. Large organisations in the city, ask the Mayor to use his power to get leaders to work together, this will have a bigger impact 2. How can anything from today feed into the CLES workshops 3. Approach “The Hive” Co-op UK. We need to create more co-operatives and work together 4. Platform of Co-operatives – digital way of working <p>Alison to feedback to the Council the outcomes from today at the next City Leaders Meeting</p>	Action 9.1
10.	<p>Wrap up and next steps</p> <p>Deb is leaving CVS at the end of the month and we will be recruiting early in the new year.</p>	

<p>Deb asked for the offer of a venue for the next meeting on 23rd April. Gill to email SVA.</p> <p>Agenda items agreed are:</p> <ol style="list-style-type: none"> 1. Different SV tools, ask SVUK 2. Wellbeing, Citizen engagement and social prescribing 3. Green travel – transport alternatives 4. LH pound, a pilot for a local currency <p>Meeting closed at 4.30pm</p>	Action 10.1
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Action	Details	Assigned to
3.1	Everyone to choose 2 organisations they will approach to complete a pledge	All
6.1	Social Impact report to be emailed to Deb	All
9.1	Alison to feedback to the Council the outcomes from today at the next City Leaders Meeting	Alison
10.1	Gill to email SVA for free venue for next meeting	Gill

Chair of meeting: Alison Page

Minutes taken by: Gill Bruder

Meeting closed at: 4.30pm

Date/time of next meeting: Tuesday 23rd April 2019 at 10am