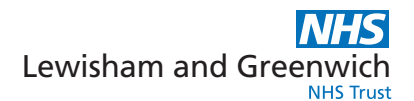


# The Lewisham Deal

## Maximising social value

2018/19





# Foreword by the Mayor



In Lewisham we celebrate and welcome diversity. We have a proud history of embracing new communities and working together to make Lewisham a place people want to live and work.

After almost a decade of austerity and cuts to local government funding, it is vital that social value is embedded in our local economy.

Our community is rich in diversity but the wealth and growth generated in our borough doesn't always benefit everyone equally, which is why in Lewisham we've put social value at the heart of what we do. This means improving economic, social and environmental wellbeing across our communities.

Local people are central to achieving this, so working closely with residents to maximise the impact of the work we do together is extremely important. Community wealth building is at the heart of this partnership, ensuring that we develop and maintain an economy that works for everyone.

This report sets out the shared commitment from local anchor institutions to work together to improve the lives of local people.

Building on the successes of the last year, we are focusing on delivering in four key areas:

- Asking all large contractors to provide high-quality apprenticeships for local residents and support an extra 250 people through the Mayor's Apprenticeship Scheme.
- Continuing to support businesses to become London Living Wage employers. This commitment to fair pay is a vital part of ensuring fairness in our local economy and we have set ourselves a target doubling the number of LLW employers by 2022.
- Increasing the provision of advice and support for local small businesses through our procurement process, offering stability to the local economy.
- Continuing to offer digital advice and support to Lewisham businesses.

I look forward to building on the progress we have made over the last year and seeing the impact of putting social value at the heart of our work, making Lewisham a fantastic place to live and work.

A handwritten signature in black ink that reads "Damien Egan". The signature is fluid and cursive.

**Damien Egan, Mayor of Lewisham**

# The Lewisham Deal

The Lewisham Deal is a shared commitment by local public sector institutions to promoting inclusive growth in the borough. Based on the principles of community wealth building, the Lewisham Deal seeks to ensure that we build an economy that works for the many. The anchor institutions involved in the Lewisham Deal are:

Lewisham Council

Goldsmiths, University of London

Lewisham College

Lewisham Homes

Phoenix Community Housing

Lewisham and Greenwich NHS Trust

## Social value policy

Lewisham Council passed a new social value policy at Mayor and Cabinet in February 2019. The new policy looks to strengthen the Council's ability to achieve added value from its procurement.

### Apprenticeships

- We will support the growth of apprenticeships by transferring levy funds.
- We will advertise apprenticeship opportunities through the Mayor's Apprenticeship Programme.
- We will review all our entry level roles in order to identify suitable roles that can become apprenticeships.

### Procurement

- We will make our contract opportunities more accessible to SMEs.
- We will organise a minimum of one Lewisham partners Meet the Buyer event a year for our SMEs.
- We will publish an annual social value report.

### London Living Wage

- We will promote the London Living Wage accreditation to businesses in the borough.
- We will support local businesses to become LLW accredited.
- We will procure where possible at the London Living Wage rate.

### Information and guidance

- We will develop a new online IAG portal available for residents and businesses.
- We will explore the gaps in the IAG provision currently not being met by the offers available.
- We will explore opportunities for funding for projects to plug the gaps.



# Apprenticeships

Apprenticeships are jobs that include on-the-job learning and off-the-job training. They provide fantastic opportunities for people to earn and learn, whether for a young person starting out in their career or for an existing worker to up-skill or re-train.

The London Borough of Lewisham has championed apprenticeships for the last 10 years. The Mayor's Apprenticeship Programme has supported over 500 Lewisham residents to take their first steps in a new career.

As local anchor institutions, we pay a large amount in the Apprenticeship Levy, and we have a wide range of opportunities available, many of which are appropriate for apprenticeships.

We are determined to increase the number of apprenticeships we offer locally, and to support other organisations locally to take on apprentices. We will also ensure that these apprenticeships are accessible to local residents looking to get a start and progress in their careers.

Over the last year we have seen 154 new apprenticeships be created through our organisations' shared commitment to providing brilliant opportunities for our residents.



In Lewisham, we have secured apprenticeships within a number of different sectors including:

- horticulture
- IT
- plumbing
- painting and decorating
- project management
- business administration.



## Apprenticeships Levy transfer policy

Lewisham Council is using its unspent Apprenticeship Levy funds to increase the number of people participating in local apprenticeships. The Lewisham Apprenticeship and Workforce Development Fund provides up to £90,000 of unspent levy funds to support Lewisham businesses to recruit apprentices.

# Apprenticeships

The Mayor of Lewisham's Apprenticeship Programme is seeking to support an additional 250 apprentices between 2018–2022.

The award winning programme works alongside local businesses and with key partners to deliver opportunities for Lewisham residents.

Over 90% of our apprentices secure full-time employment upon completing their 14-month contract.



Former computer operator Tony Ellie, 47, wanted to retrain in an industry that had more job opportunities. Tony got in touch with the Lewisham Construction Hub and secured an electrical installation apprenticeship.

'Since last summer, I've been based at a site in Pagnell Street, Deptford, managed by the Kane Group. I learn something new every month and tasks can vary depending on what needs to be done on site.

'I think the Lewisham Construction Hub is a good guide for people and can help point you in the right direction. A lot of people are unsure about what they need to do to get trained or qualified in a trade. I wasn't clear on the process of becoming qualified until I started my course, talked to tutors and became more knowledgeable.'

# Procurement

Lewisham’s local economy is dominated by a large number of small businesses, and a small number of large public sector employers.

As anchor institutions, we are determined to do all we can to support local businesses to grow and create high-quality employment opportunities.

One of the main ways we can do this is through making our procurement processes more open for local businesses. Together we spend over £100 million a year on procuring goods and services. We are determined to ensure that as much of this as possible stays within the local economy.

Through its procurement policies, Lewisham Council is looking to provide more local businesses with the chance to win their contracts by mandating that every contract under £50,000 include at least one quote from a Lewisham-based business.

### Meet the Buyer events

The public sector partners will be holding an annual ‘Meet the Buyer’ event bringing businesses together with commissioners with the aim of supporting our businesses to be successful in securing public sector contracts.

The first ever Meet the Buyer event took place in June 2018, bringing together 120 businesses and a pipeline of over 60 contract opportunities.

### Lewisham Construction Hub

Through the Lewisham Construction Hub, eight Lewisham businesses have secured contracts worth over £2,787,929.



Meet the Buyer event, June 2018

## Procurement spend 2018/19 (from data available from partners)



SE London



London



Outside of London



# Information and guidance

## Employment

While the employment rate in Lewisham stands at a record high, many of our residents still struggle to find jobs. We want to ensure that all Lewisham residents can get the support they need to access decent quality work.

As large local anchor institutions, Lewisham Council, Goldsmiths, University of London, Lewisham and Greenwich NHS Trust, Lewisham College, Lewisham Homes and Phoenix Community Housing are major employers in the local economy. Through our procurement we will look to increase the percentage of locally employed people on our contracts.

We have seen over 249 Lewisham residents access job opportunities within the last year as a result of our procurement and construction opportunities.

Through the development of the Lewisham Deal, the main public sector partners within the borough will be developing a new online information and guidance portal to help Lewisham residents get the support they need.



Phoenix Community Housing run a job club for residents at their Green Man hub.

400 Lewisham residents have attended across a total of 48 job clubs held in 2018/2019.

Thanks to the job club, Lewisham residents have been able to access roles across multiple sectors, including:

- security
- retail
- health and social care.



Our Lewisham Deal partners continue to work together to deliver employment opportunities for our residents via job fairs and sharing and promoting the opportunities available.

# Information and guidance

## Volunteering and work experience

Lewisham has a strong and vibrant community, which includes a thriving voluntary sector. Volunteering not only contributes to our community and to individual wellbeing, but also helps people to build the skills, experience and confidence they need to get into work.

In addition to volunteering, work experience can play an important role in supporting people to develop skills and experience, and to get a job. Together, as local anchor institutions, we are committed to supporting local residents to access volunteering opportunities and high-quality work experience.



Fiona Lochtefeld from Goldsmiths, University of London, worked at Lewisham Local as a social media volunteer. She is one of 135 students who have been placed with local organisations over the last year.



Goldsmiths' Community Volunteering Award 2019 awarded to Gregory Bent for volunteering with My Complete Focus CIC, Lewisham.

# Information and guidance

At the Lewisham and Greenwich NHS Trust, Lewisham residents have undertaken a number of roles, including in the following areas:

- A&E department
- children's activities
- elderly activities
- admin support
- arts and crafts
- hospital guide
- maternity services
- imaging department.



Working with people aged 16 and above, the Lewisham and Greenwich NHS Trust has provided 197 Lewisham residents with volunteering opportunities.



Lewisham Local connects Lewisham residents with volunteering opportunities across the borough.

Lewisham Local has helped people secure volunteering roles in social media, admin, marketing and promotion as well as data and design.

On average, volunteers spend 8.8 hours of their time supporting Lewisham – a total of 1,201 hours within the last year.

You can find out more about Lewisham Local at [www.lewishamlocal.com](http://www.lewishamlocal.com).

# Business support

The deK Business Growth Programme is a joint European Regional Development Fund (ERDF) business growth support programme, delivered in partnership with Lewisham Council, London South Bank University and Goldsmiths, University of London.

The programme aims to provide 12 hours of free support to businesses looking to grow across London.

So far we have supported 120 Lewisham-based businesses by providing access to one-to-one mentoring, workshops and seminars.

You can find out more about the programme at [www.deklondon.com](http://www.deklondon.com).

The Lewisham Construction Hub (LCH) is based at the Lewisham College, Deptford Campus. The LCH supports local residents to find work and training opportunities in the construction sector, and also helps Lewisham construction businesses to find out about and bid for contracts locally.

The Construction Hub has so far supported over 60 Lewisham businesses with things such as procurement, employment and training, and access to business growth workshops and networking events.

Over the last year, £2,787,929 was secured for Lewisham businesses by the LCH.

To find out more go to [www.lewishamconstructionhub.co.uk](http://www.lewishamconstructionhub.co.uk).





# London Living Wage

While the employment rate is at a record high, one in four people working in Lewisham still earn below the Living Wage – the amount people need to live off in a given area, as calculated by the Living Wage Foundation. Tens of thousands of people in Lewisham are in work, but in poverty.

As anchor institutions, we are determined to tackle in-work poverty through promoting the Living Wage.

In 2012, the London Borough of Lewisham was the joint first Council to become accredited as a London Living Wage (LLW) local authority. Since then, the Council have championed the Living Wage, and many other anchor institutions are also now Living Wage employers, including Lewisham Homes, Phoenix Community Housing and Goldsmiths, University of London.

Being an accredited LLW organisation, you have to procure the majority of your contracts at the LLW rate (£10.55 per hour). We are proud that we do this for contracts within sectors that are notorious for low pay, such as security, cleaning and catering.

Lewisham is the proud home to 77 London Living Wage businesses and is continuing to champion these businesses by providing newly accredited businesses with a business rate discount.

‘We are committed to tackling poverty pay and building an economy that works for the many. We are proud to have been the first living wage council in the country, but one in four jobs in the borough still pays below the living wage, so we have far more to do.’

*Cllr Joe Dromey, Cabinet Member for Culture, Jobs and Skills (job-share)*

Lewisham Council has become one of the first local authorities to sign up to UNISON’s Ethical Care Charter, which both ensures that all care workers will receive the Living Wage and seeks to improve the quality of work in the sector





# London Living Wage



'The benefits are clear – a happier workforce produces better results. It also benefits the local economy in the Lewisham borough. We should all be doing it.'

*Nik James,  
Aldworth James and Bond*

# Supporting our communities

Lewisham is home to a number of different communities and cultures across the borough. One of Lewisham Council's key values is respecting all people and communities across all of our 18 wards.

The Council supports a number of community projects each year, which happens alongside the regeneration in the borough, with many community groups devising their own schemes and projects to improve their areas.

Within 2018/19, public sector partners have supported over 350 community programmes across the borough. These public sector partners also secured over £21,500 worth of community funding from our social value outcomes within our highways contracts. This has also included £500 per ward from FM Conway, as well as over £120,000 of in-kind contributions from Goldsmiths, University of London in the form of meeting space.

The Evelyn Community Store was opened by Lewisham Homes, offering low cost, healthy groceries.

The shop is run by residents, for residents and has been set up to help residents save up to £30 a week on household essentials.





# Supporting our communities



Phoenix Community Housing residents

Phoenix Community Housing has provided £600k of funding from their annual Community Chest to support five community projects in Downham and Bellingham.

The winning projects included:

- Brent Knoll and Watergate Co-operative Trust
- Family Action
- Healthy Living Therapies for Over 55s
- Young Carers Holiday Club
- Youth First Summer Fun.



Battle of Lewisham mural

During the 40th anniversary events in August 2017, people of all ages and abilities created forty vibrant collages telling the complex story of the Battle of Lewisham to inform a future public artwork.

In late 2017, Goldsmiths established a community advisory group to collaboratively design an artwork based on these collages. The group includes Goldsmiths historian, Dr John Price, local artists and representatives from Lewisham Council. The design itself was created by Goldsmiths graduate Ted Low based on input from the group.

Funded by financial obligations from developers (Section 106) provided by Lewisham Council, the current proposal is for the artwork to be situated in the pocket park on Batavia Road, a short distance from the commemorative plaque on Clifton Rise. We hope to install and launch the artwork in summer 2019.

# Roadmap for the next three years

This report is the first of its kind in Lewisham. As anchor institutions, we will continue to report annually on the progress that we have made across these key areas. Next year's report, which is due in July 2020, will also include a number of measures around the environment and health and wellbeing.

Over the next three years we will continue to work together to increase the social value that we deliver locally. We will continue to make progress on the key commitments outlined in this report:

- Delivering more high quality apprenticeships.
- Using procurement to support local small businesses and provide opportunities for residents.
- Promoting the London Living Wage and decent work.
- Providing information and advice to support residents to access opportunities.







