

# What is Inclusive Growth?

Delivering the Industrial Strategy  
conference

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*“Economic growth that creates opportunities for all segments of the population and distributes the dividends of increased prosperity, both in monetary and non-monetary terms, fairly across society”*

(OECD 2015)

Total number

# 14 million

people in the UK are living in poverty



8 million working-age adults



4 million children



1.9 million pensioners



# 3.7 million

workers live in poverty – that's **one** in eight workers.

# Inclusive Growth

*What local places can do*



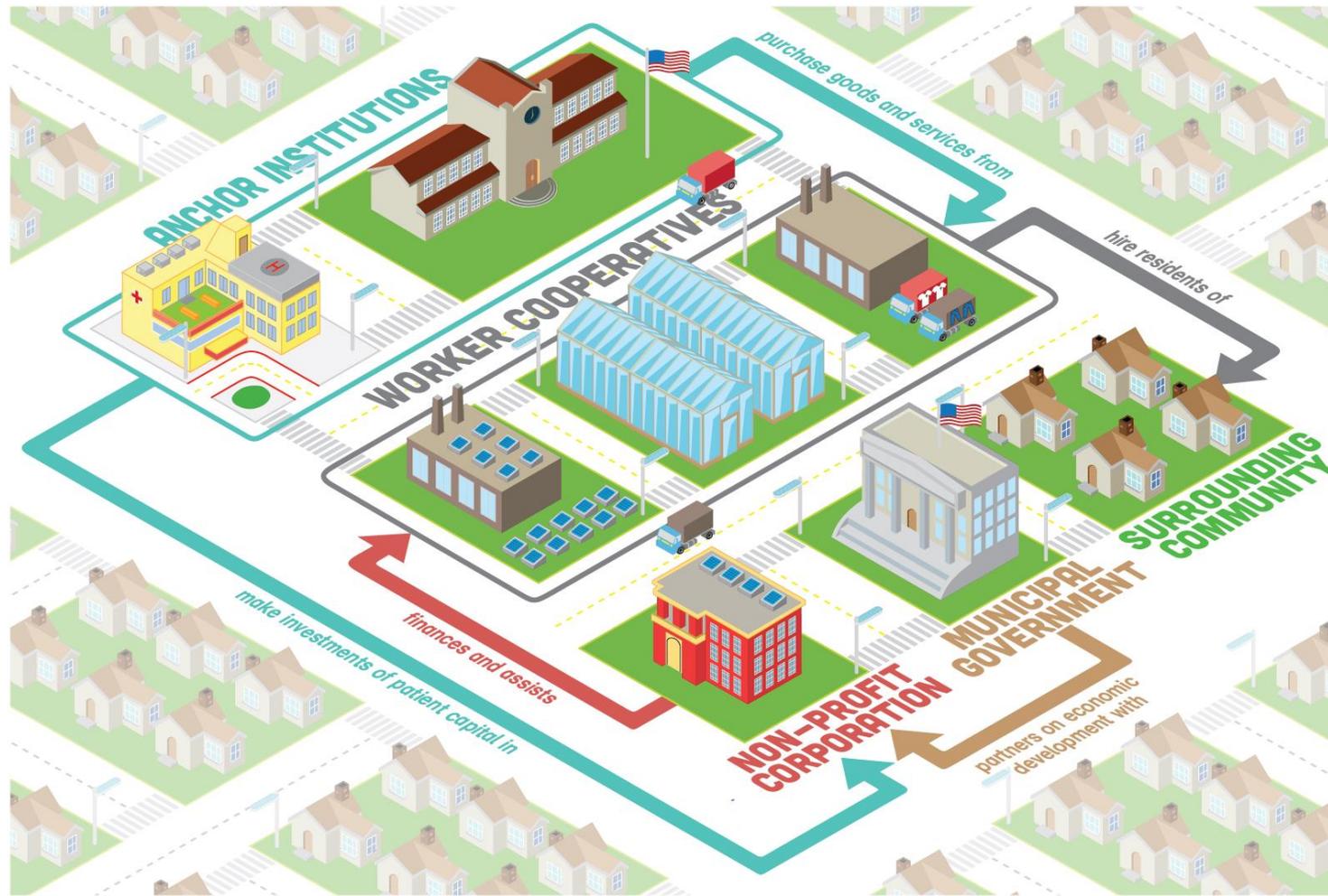
# The Role of Anchor Institutions



# The role of Anchor Institutions in a local economy



# The Cleveland Model



# In Summary

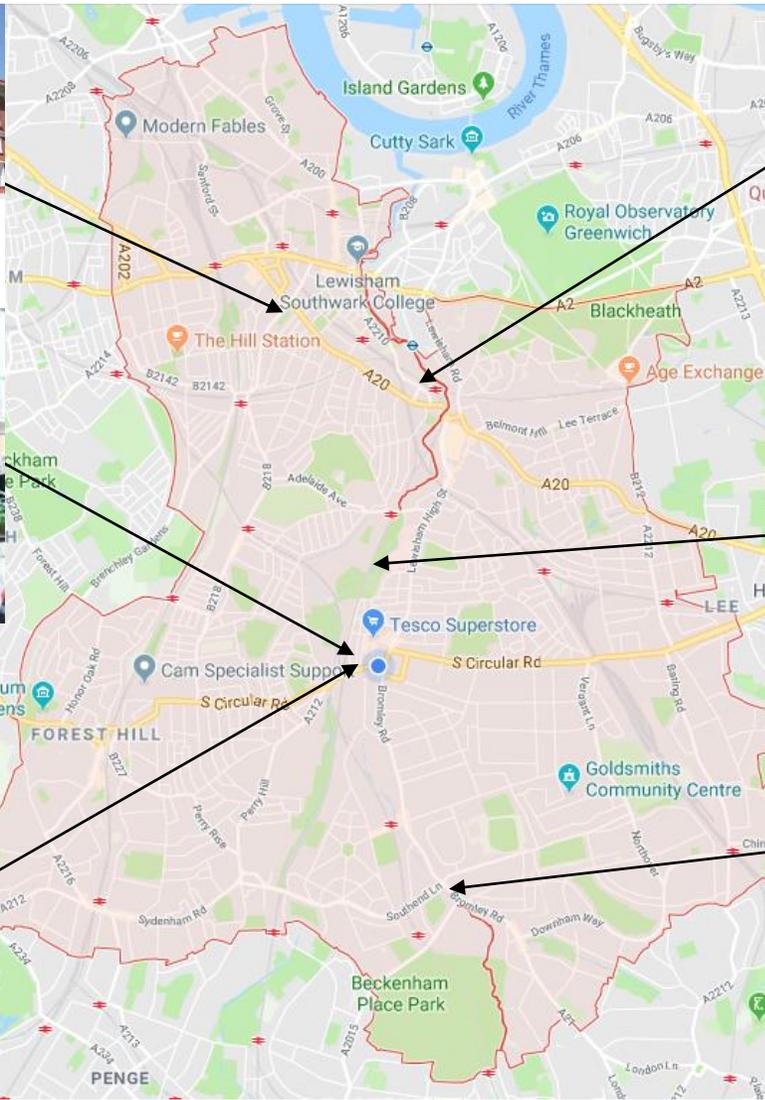
- Inclusive Growth is concerned with the *distribution* and not just the *amount* of growth in the economy.
- Anchor institutions have a key role in local economies, and can increase their influence by thinking carefully about their impact.



# Developing “The Lewisham Deal”



Goldsmiths, University of London



Lewisham Southwark College



London Borough of Lewisham



Lewisham Greenwich NHS Trust



Lewisham Homes



Phoenix Community Housing Association

# The partners

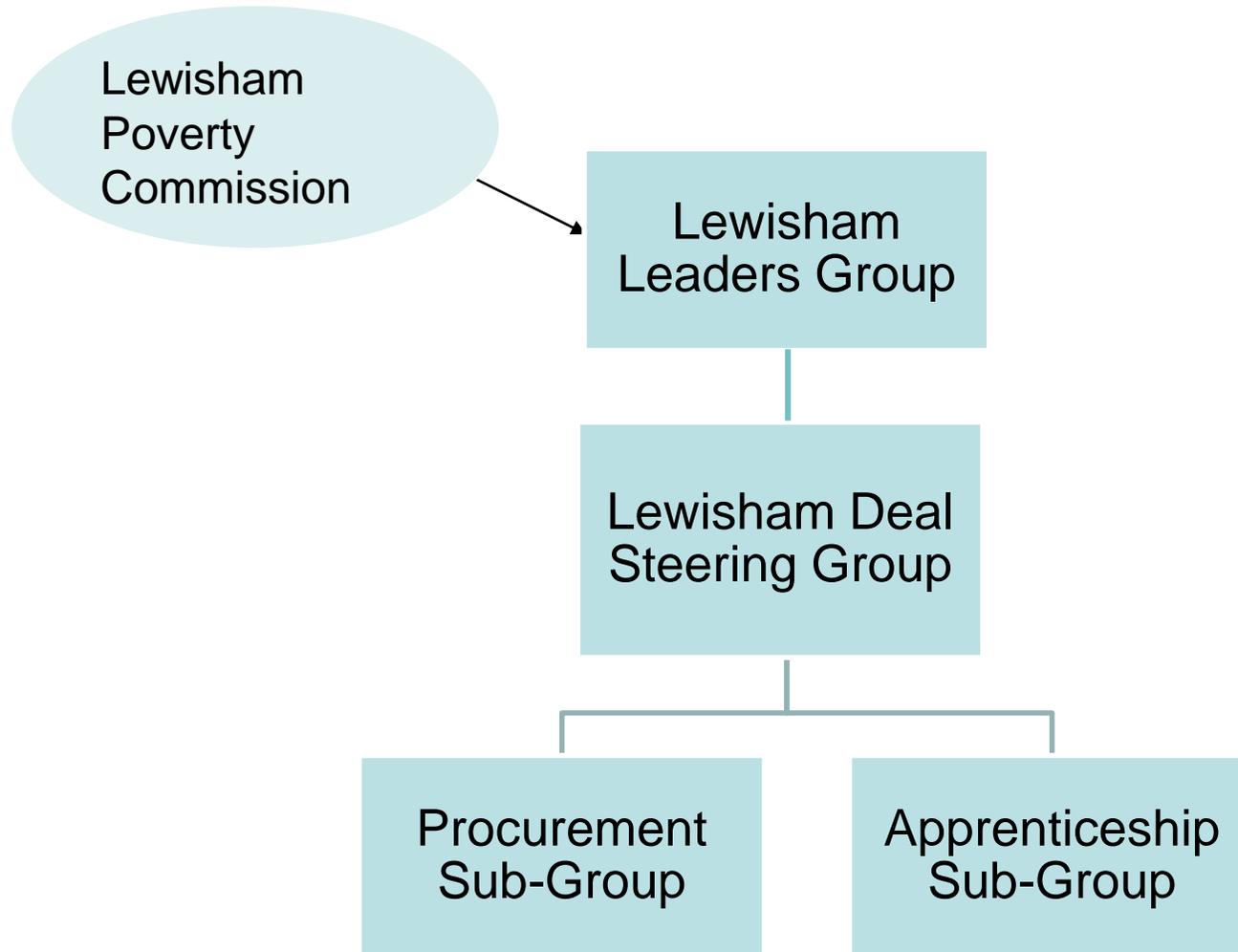


# The narrative

- Tackling poverty, deprivation and inequality is at the heart of Lewisham Council's vision for a resilient, healthy and prosperous borough.
- Lewisham Council set up the Lewisham Poverty Commission to understand and seek measures to address the poverty faced by residents and communities in Lewisham.
- Members of the Commission included ward councillors, representatives from partner organisations as well as industry experts from organisations including Child Poverty Action Group, New Local Government Network, Joseph Rowntree Foundation, Central London Forward, Lewisham Citizens and Trust for London
- In October 2017 Lewisham Poverty Commission published its final report, among the 52 recommendations included was for the Council to work alongside the anchor institutions in the borough to support local economic growth by developing a 'Lewisham Deal'

Lewisham Poverty Commission





# What have we done

## Procurement

- Sharing procurement pipeline to enable all partners to alert local businesses to potential contracts
- Delivering a public sector Meet the Buyer event for SMEs in Lewisham June 2018
- Capturing and evaluating social value achieved by the public sector organisations

## Apprenticeships

- Partners to share their workforce planning to look at gaps where we can jointly procure training – getting the best value for all
- Delivering a Lewisham apprenticeship standard that will provide quality apprenticeships for our residents
- Helping our staff to fulfil their potential by delivering a combined functional skills programme so they can access apprenticeship opportunities delivered via the Levy

## First six months

## Next six months

Procurement	Apprenticeships	Employment and Volunteering	Careers Information and Guidance	Commitment to London Living Wage
<ul style="list-style-type: none"><li>❑ We will organise at least one meet the buyer event a year for local SMEs</li><li>❑ Annual collection of Social Value outputs out of public sector contracts in the borough</li><li>❑ All partner contract opportunities to be made available for promotion to SMEs</li></ul>	<ul style="list-style-type: none"><li>❑ We will have a set of standards that all apprenticeships will be held to – building on the success of the current Lewisham apprenticeship scheme.</li><li>❑ We will work together to develop and deliver apprenticeships across all levels</li></ul>	<ul style="list-style-type: none"><li>❑ All partners will promote job vacancies via online jobs portals (e.g. Jobs Go Public) as well as via local job clubs (e.g. Phoenix Job Club)</li><li>❑ Anchor institutions will work together to deliver meaningful volunteering opportunities via Lewisham Local</li><li>❑ Staff will volunteer time to work on raising aspirations of residents</li></ul>	<ul style="list-style-type: none"><li>❑ Goldsmiths will look to deliver careers information and guidance sessions for residents with support from others</li><li>❑ Local businesses will be advised by anchor institutions to access support from the business enterprise service and the Lewisham Construction Hub</li></ul>	<ul style="list-style-type: none"><li>❑ The anchor institutions will agree that they will work together to deliver more contracts at a LLW rate</li><li>❑ Anchor institutions will work together to communicate the positive messages and case studies of Lewisham businesses paying the LLW</li></ul>

# The difference this will make

- Public sector Meet the Buyer events will deliver opportunities otherwise unavailable to SMEs to move closer to winning more contracts = more £ staying local and less leaving the borough
- Delivering more quality apprenticeships – through higher level qualifications or upskilling of current staff
- More businesses and contracts being paid the LLW – enabling those residents in the borough on low pay to be elevated out of poverty
- Raising aspirations of under represented borough residents to achieve higher qualifications to gain higher value employment

# Our learning for Leading Places 2

- Leadership buy-in is vital
- Have a set point of contact for officer level
- Leaders then allowing officers to get on with it
- Having a narrative to work from – Lewisham Poverty Commission
- Previous partnership work to be learnt from and contacts used