

Relationship Building (John)

Growing Income	Task	Sub task	Staff lead	Staff team	Board lead	£	Timescales
MMP (Centre of Excellence)	Initiate online CWB network for Housing Associations and continue to explore NHS and Higher Education readiness	Scope key members, develop invite and schedule	FJ	JB	All - contacts		
Growing Market Share	Engage with new partners to further our ideas in under-developed themes of Deepening Democracy and Great Places	Scope out potential	TG	ER,JB,HP			1 week
		Develop outline proposals	TG	ER,JB,HP			1 month
		Approach and engage	TG	ER,JB,HP			3 months
Growing Market Share	Develop international markets with English speaking countries (Australia, New Zealand, Canada) and continental Europe	Reach out/re engage	NM	JH/JL			3 months
Targeted geographies	Develop programme ideas for OSF to further advance work in targeted geographies	Brainstorm and proposal writing	NM/JH	TG			1 month
Targeted geographies	Develop and strengthen relationships with existing organisations in Scotland, Wales, Northern Ireland.	Engaging national/gov	NM	JH			3 months
Targeted geographies	Tap board member contacts/warm leads e.g. London	Follow up after 12th board meet	NM	JH		1 month	

Progress to date on the 'relationship building' component of the Business Development Plan includes:

Centre of Excellence – we are developing a toolkit for Housing Associations (funded by the National Housing Federation) as a mechanism for starting up the Housing Association Community of Practice. Relationships with the Further and Higher Education sectors need to be further nurtured and developed before a CWB network in these sectors can be initiated. There are higher education organisations which are particularly active in relation to the local jobs market (e.g. Edgehill University's nursing training) and on small business development (Sheffield Hallam on generative business forms and Aston on BAME owned businesses). We have recently secured a contract with London South East Colleges to carry out a community wealth and social value assessment. This work begins mid-August and will be completed by mid-November. It is hoped that this work will provide the basis for further, wider activity across the sector, developing a movement for colleges, which places them even more at the heart of economic and social development, both locally and nationally. NHS – we're currently tendering in conjunction with Kaleidescope CIC to run a learning anchors network for the NHS. Network would be funded by the Health Foundation.

Growing market share – scoping work has commenced on Deepening Democracy – identifying organisations which we could look to partner with. Outline proposals will be developed over the next few weeks. Work is underway to summarise our current position and existing relationships in international markets and assessing priorities when reengaging with existing and developing new relationships.

We've subscribed to an online funding portal to identify additional funders that we could pitch proposals. We've worked up proposals around green new deal and additional work around health institutions as anchors. The health institutions proposal has been incorporated into the Health Foundation anchor network tender. In terms of the Green New Deal stuff, we need to see what capacity we have to take this forward given that Jonty is now leaving.

Targeted geographies – OSF funded work on plural ownership in Newham and North of Tyne has been scoped, with delivery planned between now and December 2020. Neil’s part-time secondment to the Scottish Government to advance Community Wealth Building in Scotland began on 6th July 2020. The Welsh Government contract is progressing. In addition to the progressive procurement work with four clusters of Public Service Boards in Wales, we are also working with the Welsh Government on national agencies’ pan-Wales spend, for example, food-related procurement by NHS Wales. A separate contract with Carmarthenshire County Council and two Carmarthenshire anchor institutions has commenced on a community wealth building approach to support economic recovery plans in Carmarthenshire, with an initial focus on progressive procurement. We are continuing to build on existing partnerships in Northern Ireland. The first phase of work with DTNI is now complete. The next phase will be a jointly funded community wealth building diagnostic with one of the local authorities, which will provide a test bed for further community wealth building work in Northern Ireland. We are working to develop more tailored communications, for example, via bespoke articles for media outlets in the devolved administrations; and are continuing to build relationships with important stakeholders. Particularly in the Scottish and Welsh contexts, work is being undertaken to scope options for developing a more distinctive CLES Scotland/CLES Wales identity.