

South East Consortium Annual Report 21/22





155

Contract Procurements
Completed

£163.3m

Total Contract Value

49

Members

£1.9m

Social Value Delivered
By SEC

81%

Contracts Awarded to
SMEs

513

Colleagues Trained

100%

Satisfaction with
Procurement

100%

Satisfaction with
Training

100%

Satisfaction with
Events

We've had another record breaking year at SEC. Here are just some of the headlines...

We're pleased to have supported more customers with their procurements this year than ever before. Delivering 155 contracts with a total value of £163.3m. 81% of the contracts were awarded to SMEs and local contractors able to deliver quality services to our customers.

We also trained 513 colleagues through our Prospects programme. It's all a part of our commitment to reinvest our surplus into supporting the housing sector - enabling us to deliver over £1.9m in social value during 2021-22. And that's before you consider the social value delivered by our framework service providers.

It's the time of year again where it's important to reflect on the progress of our organisations and the challenges we've been faced with over the last twelve months. Time after time we prove just how resilient we are as a sector and how we all strive to raise the bar.

The volume of information and guidance we've seen over the last twelve months has been huge [Procurement reform, Building Safety Bill, Fire Safety Act, Future Homes standard, Gold standard for construction frameworks – I could list more]. But, everything is about taking steps to improve the lives of residents in our homes or doing our bit for the environment – we must remember that.

Some time ago we asked our Members about the things they were seeking support with, and these matters formed our annual conference in November 21. They asked for support with Building Information Management [BIM], Building Safety and Climate Change. We're proud to have released multi stakeholder studies you can benefit from, whilst all of the learning is absorbed into our new and upcoming frameworks. We remain committed to the challenges that mean the most to our Members.

I can proudly confirm customer usage [frameworks] has grown again for SEC, it's increased each year over the last six years - 2021/22 saw us deliver over **137 contracts** on behalf of our customers.

Whilst our plans to offer more bespoke procurement and technical support have started to grow. In addition we've procured a number of significant new frameworks for you too – Zero Carbon, Fire Safety, Asbestos Removals & Pest Control. Each guaranteeing a compliant route to market and value for money.

Customers have benefitted from a wider and more diverse range of technical training – we've supported **513 individuals** to grow their skills and for the first time **trained 24 future leaders**. Our ambitions here are to support the sector with skills for the future.

The year also marked the launch of our Foundation – a programme where local communities and charities could benefit from your usage. We'll have shared £150k by March 2023.

There will be more support, more work on new frameworks, more training and more events for you to tap into in 22/23 – make sure you're benefitting from these. We're always happy to join in your team meetings to explain more. We look forward to continuing to be an extension of your team and supporting you.



Marc Baines
Managing Director
South East Consortium

Our Board & KPIs

Our Board is made up of representatives from Member organisations. They help to shape our strategy in accordance with our mission and vision.



BOARD MEMBERS

Antony Silk, Director of Procurement, Optivo

Elsbeth Brown, Head of Contracts & Compliance, Town & Country Housing

Neil Diddams, Property & Asset Management Director, West Kent Housing Association

Susan Cardozo, Strategic Lead - Housing Assets, Repairs & Compliance, Thurrock Council

Tina Bull, Head of Housing, Arhag Housing Association

Marc Baines, Managing Director, SEC

KPIS - 21/22

Our Board are also responsible for setting and monitoring our KPIs. As a not-for-profit organisation we're focused on delivering brilliant services to our customers - not on making considerable profits. As such, our KPIs echo this focus whilst delivering a sustainable operating margin. Here's how we met and exceeded this year's targets:



FINANCIAL PERFORMANCE

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£'000	Actual 21/22	Budget 21/22	Actual v Budget
Levy	2,110	1,922	188
Annual Membership	115	108	7
Other Services	41	27	14
Conferences	58	60	(2)
Training	3	10	(7)
VAT Recovered / Interest	57	0	57
Total Income	2,384	2,127	257
Staff Costs	850	964	114
Office Costs	677	621	(55)
Central Services	75	90	15
Total Costs	1,602	1,675	73
Total Surplus	782	452	
Reserves Carried Forward	2,010	2,010	
Reserves Brought Forward	2,791	2,461	
Operating Margin	33%	21%	

MAKING A DIFFERENCE THROUGH Reinvestment

This year our three reinvestment programmes made great strides. Learn more about Prospects, Insights and Foundation....



PROSPECTS

Last year we supported 513 individuals to grow their skills through our training programme and for the first time trained 24 future leaders.

Training covered five core disciplines:

- Executives
- Procurement
- Asset Management
- Compliance
- Tenant Management

We couldn't have delivered such a range of courses without our brilliant training partners - we'd like to thoroughly thank you for your support!

INSIGHTS

Our three industry work groups published their research papers early 2022. The three documents are an accumulation of hundreds of hours of collaboration between stakeholders from across our network – including industry leaders, academics, consultants, contractors and colleagues from Registered Providers all passionate about influencing solutions for the sectors future. Learn more by clicking on the images below -

Unlocking BIM for Asset Management



Sustainable Homes Matrix



Procuring for Building Safety



MAKING A DIFFERENCE THROUGH Our Foundation

We supported 10 community projects this year. It's part of our commitment to reinvest £150,000 back into the communities we serve by 2024.



COMMUNITY CAUSES

- Compass Community Arts - POETRYwalks & ARTwalks
- Enfield Council - Intergenerational Digital Project
- West Kent Extra - Summer Residentials
- Fresh Visions - Motivate Sussex
- Curve Community Centre
- Kingdom Way Trust
- Seaview Project
- The Hub - Gravesend Methodist Church
- Kent Community Housing Hub
- Construction Youth Trust

FOUNDATION REVISITED

We had the pleasure of revisiting the Foundation causes throughout the year. To learn more about some of the brilliant work they do please click on the news stories below -



The Hub Community Centre helps 33 homeless men and women a day.



Compass Community Arts provides a creative and supportive network for Eastbourne's most vulnerable residents.



CYT supported 10 NEET Individuals into work with our investment.



Interested in learning more about how SEC can support your organisation into 2022 - 23?

Please get in touch with a member of the team today? We can provide an update on our services and what benefits they can bring to you as a SEC Member.

Our Members

Arhag Housing Association
Ashford Borough Council
Barnsbury Housing Association
Basildon Borough Council
CCHA
Dover District Council
Eastbourne Homes
Epping Forest District Council
Glebe Housing Association
Golding Homes
GCHA
Gravesham Borough Council
Hastoe Housing Association
Hexagon Housing Association
Home Group
Homes for Haringey

Industrial Dwellings Society (IDS)
Inquilab Housing Association
Keniston Housing Association
Lewes District Council
Lewisham Homes
Local Space
London Borough of Enfield
London Borough of Hackney
London Borough of Hammersmith & Fulham
London Borough of Islington
London Borough of Southwark
Moat Homes
Newlon Housing Trust
Optivo
Origin Housing
Penge Churches Housing Association

Phoenix Community Housing
PRHA
Radcliffe Housing Society
Raven Housing Trust
Sapphire Independent Homes
Silva Homes
Sutton Housing Partnership
Thanet District Council
Thurrock Council
Town & Country Housing
WECH
Waltham Forest Housing Association
Wandle Housing Association
Wealden District Council
West Kent Housing Association
YMCA St Paul's Group