



SEC

ANNUAL REPORT

SOUTH EAST CONSORTIUM

22/23

MESSAGE FROM OUR MANAGING DIRECTOR



Marc Baines
Managing Director
South East Consortium

I'm pleased to reflect on another 12 months of supporting our members and the wider housing sector - the year has absolutely flown by.

The financial year 22/23 saw another year of growth - we're pleased to put this down to how we do business, thanks to your feedback. We've always been driven by making public procurement simple for our customers - we do this by listening, collaborating and making complex regulations easy to follow. 22/23 saw us deliver 175 contracts at a value of £209.9m. That's an increase of 20 procurements compared last year. Further to this we've spent the latter months of the year engaging with the market, researching and talking to customers as we prepare new frameworks to support you with refurbishment work, heating and electrical works. In addition, we've delivered new frameworks for Electronic Payment Services and Heating Consultancy.

31 March 2023 also sees the conclusion of an Operational Plan that focused on access of our services, offering more coaching to those leading the contracts we let, helping to create more skills for the future and doing our bit for the housing sector. This Operational plan saw the SEC team grow to deliver much more than procurement support.

In 22/23 we trained more colleagues from within our membership than ever before - we helped 566 people. In addition, we learnt and shared information on subjects that really matter to our customers - we've shared

advice and information on building safety, building information management and climate change. We didn't stop there either - we gave £80,950 to charities and communities that our members truly value.

22/23 has been a big year for the sector - but that doesn't stop. We've co-created our latest operational plan to make sure members continue to get the support they need. Take a look at our [23-26 Operational Plan](#) for more details and some of our reflections on challenges ahead for the sector. The plan builds on the work we've already put in place - but you'll see us use more collaboration to build the right models, help customers to implement the new procurement regulations [due October 2024] and provide more options than ever before with our plans to deliver more tailor made procurement solutions for the sector.

If you've got big plans for procurement or need any technical support over the next 12 months - please get in touch. We really are focused on making a difference.

MESSAGE FROM OUR CHAIR



Neil Diddams

Chair, South East Consortium

Director of Property & Asset, West Kent Housing Association

As the Chair of South East Consortium (SEC), I am delighted to present our annual report. It reflects upon the significant progress and achievements made over the past year.

Throughout the financial year, we have continued to focus on our core mission of simplifying public procurement and making it more accessible for our customers. By prioritising collaboration and fostering strong relationships, we have been able to navigate the complex landscape of regulations and deliver exceptional results.

Our unwavering dedication has been evident in the number of contracts we have successfully facilitated on behalf of our members. Through diligent efforts and a customer-centric approach, we have been able to meet and exceed expectations. The value of the contracts we have delivered demonstrates the trust placed in SEC, and we are proud to have contributed to the growth and success of our members.

Moreover, our commitment to continuous improvement and innovation remains steadfast. We have actively engaged with the market and listened to the evolving needs of our customers.

This has allowed us to develop new frameworks and solutions tailored to address the challenges faced by the social housing sector. By staying ahead of the curve and adapting to changing requirements, we ensure that our

members have access to the best possible procurement options.

Throughout the year, we have invested in training programs and educational initiatives, equipping our members with the necessary skills to navigate an ever-changing landscape. By providing guidance and support, we strive to empower individuals and organisations, promoting sustainable growth within the sector.

As we embark on the coming year, we acknowledge that the social housing sector continues to face its own unique challenges and opportunities. To address these, we have collaboratively developed our latest operational plan, which outlines our strategies to further support our members. Our 23-26 Operational Plan builds upon the strong foundation we have laid and places a significant emphasis on collaboration.

I would like to express my sincere gratitude to all our members and stakeholders for their trust, support, and active participation in SEC. It is through your valuable input and engagement that we are able to succeed and make a lasting impact.

Together, let us embrace the future of procurement in the social housing sector, as we work collaboratively to shape a better future for all.

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THE HEADLINES AT A GLANCE

175

Contract Procurements
Completed

£209.9m

Total Contract Value

£147m

Awarded to SMEs

96

Customers

733

Delegates Across
Four Events

566

Housing Professionals
Trained

98.8%

Satisfaction with
Procurement

100%

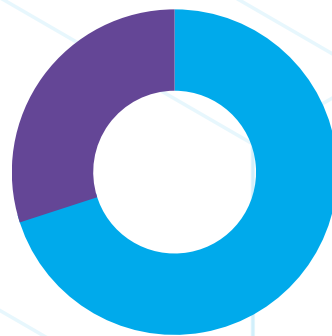
Satisfaction with
Events

99.8%

Satisfaction with
Training



65% Members
35% Guests



70% total contract value
awarded to SMEs

FINANCIAL STATEMENT OVERVIEW

Understanding our financial performance

We work closely with Southern Housing (our Accountable Body) to monitor our finances. They work with our Senior Leadership and Finance teams to track levy income against budget - as well as any KPIs linked to our income and operating margin. The table provides a summary of our financial statement for 2022/2023.

"SEC have had a financially successful reporting year, achieving a favourable operating margin of 28%. This has been achieved by increasing income from Levy and careful management of expenditure during the year. This increase to reserves puts us in a strong position for the next financial year."

Emma Davis
Finance Manager, Southern Housing



FINANCIAL STATEMENT OVERVIEW

£'000	Actual 22/23	Budget 22/23	Actual v Budget
Levy Income	2,326	2,180	146
Annual Membership	122	150	(28)
Other Services	46	41	5
Conferences & Events	101	80	21
Training	8	2	6
VAT Recovered / Interest	84	84	-
TOTAL INCOME	2,687	2,537	150
Staff Costs	955	1,161	206
Office Costs	846	864	18
Central Services	129	90	(39)
TOTAL COSTS	1,930	2,115	185
TOTAL SURPLUS	757	422	
RESERVES CARRIED FORWARD	2,791	2,791	
RESERVES BROUGHT FORWARD	3,548	2,213	
OPERATING MARGIN	28%	17%	

Our 2020-2023 STRATEGIC PLAN

WHERE ARE WE NOW?

We've come to the end of our three year strategic plan. Here we'll take a look at what we promised to deliver over the past three years - and where we are now.

Three years ago the housing sector was seeing unprecedented change in all areas - and this is felt even more acutely in today's social, political and economic climate. From 2020-23 we've worked to support customers prepare for the changes.

In 20-23 we supported 450 tenders at £500m total contract value, trained 1,650 delegates and reinvested £550k into causes our members care about [such as research, intelligence and community initiatives].

We've invested in skills for the future and grown our own team of technical experts. It feels great - but we won't stop here because we've only just started...

By March 2023 we promised to...

Deliver a broader Membership offer that is easy to access

From 2020 to 2023 we increased our Membership from 34 to 50 by putting Membership at the heart of all we do. We've introduced Member Support Partners - SEC colleagues who are the first point of contact for each Member organisation. And, offer more pre-procurement intelligence and post procurement support.

Influence solutions for the sectors future

We've delivered three sector-leading research pieces each focusing on your most pressing challenges - procuring for building safety, decarbonising your homes and implementing BIM for asset management. We've also supported our network with changing procurement legislation post-OJEU...and will continue to do this into 2023 and beyond.

Coach and equip our Members to achieve value

We promised to deliver a clear support framework around contract management - and so we developed this practical toolkit. It promotes a consistent approach to contract management across your organisation. It includes tools, techniques and templates to support you at both a strategic and operational level.

Deliver tomorrow's skills for our sector

Our PROSPECTS programme now trains over 550 delegates a year - with a number of free places available to each Member. We've also delivered three cohorts of our Next Generation Leaders programme. It's our way of investing in future stars and supporting their professional development.

OUR 2023-2026 STRATEGIC PLAN

WHERE ARE WE GOING?

Our 23-26 Operational Plan is simple - it's all about supporting housing providers with the efficient delivery of their projects.

It sets out our vision of where we want to be, and how we're going to get there. It's reinforced by our commitment to make public procurement easy for everyone, provide options on routes to market and save our customers time and money.

We're excited to have developed this latest plan with our network. It will see us invest in supporting customers with their most pressing challenges. And, we can't wait to get started.

Over the next three years we'll...

OBJECTIVE 1: Collaborate, innovate and use market intelligence to improve data to support customer decision making.

OBJECTIVE 2: Deliver a greater variety of procurement options whilst implementing new regulations.

OBJECTIVE 3: Create more training and coaching opportunities to turn guidance into action, supporting the sectors greatest challenges.



PART 2: GIVING BACK

We're more than just another procurement provider - as a not-for-profit we also deliver real social value through our reinvestment streams.

This year we've invested £100,101 through our PROSPECTS initiative. We're committed to the development of housing professionals by upskilling those working for housing providers and creating our future leaders.

We also invested £80,950 into projects and initiatives which make a real difference to the lives of people living in our communities. Our FOUNDATION is supported by six trustees from across our network.

Over the next few pages you'll learn more about how we've reinvested our surplus over the past financial year.



FOUNDATION REVISITED

FUNDING COMMUNITIES

We're proud to have supported ten brilliant charities and community projects through our FOUNDATION fund this year.

As a not-for-profit organisation we're pleased to be able to support the communities we serve through this reinvestment fund. And it's great to see how our support can make a real difference to people's lives.

The successful charities were:

- [Bexley SNAP](#)
- [Clapton Park Green Gym](#)
- [The Hub Gravesend Methodist Church](#)
- [Hadley Road Community Allotment](#)
- [The Kent Community Housing Hub](#)
- [The Mason Foundation](#)
- [Steeple and Knightswood Activity Dance Group](#)
- [The Friendship Club](#)
- [Tree Tops Primary School - Jubilee Mural](#)
- [West Kent Extra - Young Adventurers](#)

FOUNDATION Revisited

This year we donated £10,000 to Bexley Snap. Our funding helped transform an un-used office space into a fully equipped sensory room. It now provides a safe space for children to learn and play.

We're honoured to have been able to help such a brilliant organisation that's making a real different to their community.

"The sensory room provides a relaxing and quiet space for children, when other areas are overwhelming or over stimulating. The space enables children to calm and regulate their emotions, before being able to engage in other activities."

- Amy, Service Manager , Bexley Snap



PROSPECTS - HEAR FROM OUR NEXT GENERATION LEADERS

We've committed to investing in the development of housing professionals through our PROSPECTS programme - upskilling colleagues and supporting our future leaders.

As part of our reinvestment we've partnered with [Solace](#) to provide an ILM Certified course for next generation leaders within the Housing Sector. This year we've supported two cohorts through the programme - training 12 colleagues in total.

Each delegate has undergone a four module programme which explores the role of leadership in delivering change. They've also benefitted from growing their network of likeminded colleagues from different housing providers in a supportive environment.

But don't just take our word for it...we hear from this year's cohort members -

"The Next Generation Leaders programme offers rich techniques to develop skills around confidence, influencing positive changes, assertiveness and resilience. I met some amazing people (and speakers), I would have not got a chance to meet in such a harnessing and energetic environment...This is an opportunity to grow."

- Ali Imam, Head of Strategic Asset Management, Phoenix Community Housing

"I cannot recommend the SEC Next Generation Leaders Programme enough. If you are interested in progressing your leadership skills, then this course is an absolute must."

- Jody Bulman, Service Manager, Gravesham Borough Council



PART 3: OUR PEOPLE

We're proud of our colleagues and their work this year - they're all to thank for us meeting and exceeding our targets this. And , so we'd like to take this time to celebrate them and their achievements.

During a busy year we welcomed two new starters to the team - Megan Croucher joined us

in July as our Trainee Procurement Partner and Christopher Hughes joined in September as our new Procurement Partner. While demand from our membership increases they'll provide expert support to our customers with their projects. We're proud to have them on board!



CELEBRATING OUR STAFF

Four of our colleagues completed courses and passed exams last year. We'd like to congratulate them again and thank them for their hard work and determination.

'I have been working with SEC since July 2022, and I can confidently say that it has been a great experience. Not only are SEC committed to delivering high-quality services to its clients, there is a strong culture of collaboration and innovation

within the team. This has allowed me to grow both professionally and personally. I've been most impressed with how SEC are invested in the success of the employees through the support of my CIPS qualifications and progression to a procurement partner. I look forward to continuing my career with them.'

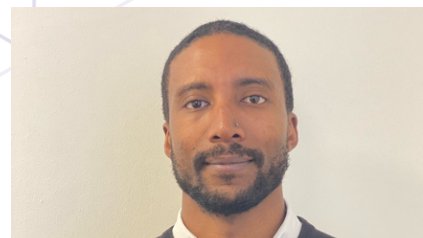
- **Megan Croucher, Procurement Partner**
South East Consortium



Leone Crowder - Marketing Assistant
Leone completed her Level 3 Apprenticeship in Business Administration.



Megan Croucher - Procurement Partner
Megan completed two Modules of her CIPS Level 3.



Morris Williams - Procurement Partner
Morris completed three Modules of his CIPS Level 3.



Ellie Park - Marketing & Comms Partner
Ellie completed her CIM Level 6 in Professional Marketing.



David Smith - Head of Business Partnerships
David completed his ILM Level 6 in Leadership.



Mia Clark - Finance Assistant
Mia completed two Modules of her AAT Level 3.

THANKING OUR BOARD MEMBERS

Our Board is made up of representatives from Member organisation. They help to shape our strategy in accordance with our mission and vision. We'd like to thank them for their service this year and into the next!



Neil Diddams
Property & Asset
Management Director
WKHA



Antony Silk
Director of Procurement
Southern Housing



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



Elsbeth Brown
Head of Contracts &
Compliance
Town & Country Housing



Tina Bull
Head of Housing
Arhag Housing Association



Joe Scullion
Independent Board Member
- nominated by GCHA



Joanne Hiscock
Head of Strategic Asset
Management
Moat Homes