

Procurement & Regional Buying Members Forum

“Follow The Money”



20/04/2021

| 12:00 - 2:00

| Online via Zoom

Attendees:

- Caroline Lewis - Amey Consulting
- Laurence Winmill - Cakes & Ale, M4 Media
- Peter Lynn - Peter Lynn & Partners
- Carl Gough - Social Business Wales
- David Madge - Social Business Wales
- Dave Kieft - RDM
- Jenny Hill -
- William Mansfield - Natural Resources Wales
- Edward - Castell Howell
- Howard Jacobson -
- Julie Jones - Gower Gas & Oil
- Kristian Clement - Msc Student | Swansea Uni
- Mary Sherwood - Fairer Future/Gower Power
- Nigel T Packer - Pelatis Online
- Richard Brain - Evolve Raybotix
- Vikki Napier - Oakleigh House School
- Abid Hussain - XL:UK Radio

Event Overview:

We really want to see what we can do, as a regional alliance, to keep more of our spending in the region - the money we spend as individuals and businesses, as well as the public money that gets spent by local authorities and major organisations. It could be transformational to our local economies if we could find a way to create this shift on a big enough scale.

- What are all the reasons that people DON'T buy local / regional?
- What are some of the things that we could EASILY buy/sell regionally?
- What would be needed, to make that behavioural shift -
- ... As individuals?
- ... As communities?
- ... As businesses?
- ... As major organisations?

Barriers to Local Buying:

- Convenience of buying online from large companies. Local businesses find it difficult to compete with large businesses.
- The rapid Increase in business rates since the 1980s.
- Lack of parking space locally, forcing people to drive to large out-of-town retail parks.
- Availability of products; The local shops have already gone, or products cannot be sourced locally.
- Complexity of global supply chains.
- Disempowerment. *Carl made a great statement: All plastic bags, only 1 paper bag option shoved into the corner of the store, hard to see/reach.*
- Apathy and lack of education.
- Difficulty in the tendering process. Apathy on not feeling like we can make a difference.
- A lot of pressure on suppliers. Buyers need to share that responsibility and be more proactive.
- Affordability. Ability to travel and shop around.
- Decarbonisation of procurement.
- Food and drink are easier to procure, but how do we improve local procurement of other goods? (Clothes, stationary, etc.)

What is already happening?

- Procurement of local goods such as food and drink. Directories such as South Wales Food & Drink. Suppliers such as Castell Howell.
- Local suppliers are operating in small pockets around South West Wales.
- Better Jobs Closer to Home Program - Identifying gaps in the supply chain.

What do we need?

- There needs to be a fair playing field. There needs to be taxation levels on large corporations to allow fairness for local shops. Government needs to lead on this.
- The UK is very wealthy. There is plenty of money, but decisions about how it should be used and moved around are intrinsically unfair.
- Online tendering profiles need to be regularly updated. Old information can put off potential buyers.
- Food, local goods, trades. Following the money is important.
- We need to educate the public and increase confidence in buying.
- Marketing is key. Opportunities need to be shared to the public sector.
- We need to be careful and not isolate those who may not be able to afford local products. Those are the people we are seeking to serve, creation of local jobs.
- There could be more tools similar to South Wales Food & Drink. Identifying local suppliers. Directories.
- Bringing back local markets is part of the solution. Pembrokeshire's strategy is "every town is a market town".
- Public procurement accounts for over 14 % of the EU 's GDP. The Carbon Positive project by Natural Resources Wales has estimated that emissions from procurement (e.g. contractor services, purchased materials) account nearly 90% of our emissions. This needs to be a focus of the public sector if we are going to reach net zero by 2030.
- Local distribution centre, distribution of clothes, food, stationary. Similar approach to how Amazon Distribution Centres operate.
- Could businesses such as Castell Howell expand or set up a CIC?

What could we do?

- Start a crowdfunder and conduct a feasibility study for a regional distribution centre.
- Creation of a mini marketing campaign, especially with the reopening of businesses. Encourage independent shop owners to create material sharing what it means to them for people to shop local.
- Engage with our members; "With your money we have: Employed 3 local people, facilitated new working relationships, building new ideas in communities, created a changemaker fund to help changemakers to make change in their communities."

Next Steps

As in a number of our meetings and member forums the idea around having 'One Platform' for our region comes up each time. If you'd be interested in exploring this idea with us, please join us on Friday 7th May:

[Co-creating a Regional Digital Platform for South West Wales](#)

Resources & References

- [Build Back Better - 4theRegion](#)
- [Amey Consulting: Creating Cohesive Communities](#)
- [Gower Power Local Energy Event](#)
- [South Wales Food and Drink](#)
- [Natural Resources Wales Carbon Positive Project](#)
- [South Wales Valleys Climate and Fairness Panel Report](#)
- [Business Wales Procurement Events](#)
- [The Art of the Possible Procurement Forum supported by EFT Consult](#)