



**Salford CVS**  
making a difference in Salford

# WHAT'S THE ALTERNATIVE?

**An economy that  
benefits people**





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# WHAT'S THE ALTERNATIVE?

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**Name: Jonty Leibowitz**  
**Organisation: CLES**



# A 'New Deal' for Salford

To build an economy for all, Salford must:

1. Advance Community Wealth  
Building through Anchor  
Institutions
2. Develop the social and solidarity economy
3. Fostering business citizenship
4. Developing a place-based district economy





# 5 pillars of Community Wealth Building?

- Plural ownership of the economy
- Making financial power work for local places
- Fair employment and just labour markets
- Progressive procurement of goods and services
- Socially productive use of land and property

1. Local Government
2. Local 'anchor institutions'
3. Local businesses





# Community Wealth Building

We have worked with dozens of Local Councils, RSL's, on procurement and there are a currently a number places where CLES are working on local wealth building:

- Manchester
- **Preston**
- Birmingham
- **Oldham**
- Calderdale
- Salford
- **LB Islington**
- Bury
- Kirklees
- Wakefield
- Wirral
- **Barcelona**
- **NHS**
- **10 European Cities**





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# WHAT'S THE ALTERNATIVE?

**Name: Graham Whitham**  
**Organisation: GM Poverty Action**





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# WHAT'S THE ALTERNATIVE?

**Name: Mike Ormerod**  
**Organisation:**  
**Groundwork in Greater Manchester**





# Salford VCSE Conference

## What's the Alternative? An Economy that Benefits Everyone



Lithuania  
Total Economy  
£47 billion



UK VCS Sector  
Total Income  
£47 billion



- Salford VCSE Sector Total Income £165 million
- 3,500 FTE Employees
- £112 million contribution to the local economy
- Three economies in one – private; public and VCSE
- Salford generates lots of wealth, but.....
- Far too much transfers out of the city

- Do you know where you spend your money?
- What value do you put on your procurement?
- Shouldn't we be looking to fix the VCSE Economy?
- Internal market for goods and services
- Groundwork partnership with START in Salford
- Retained over £100k within the sector
- What are the barriers?



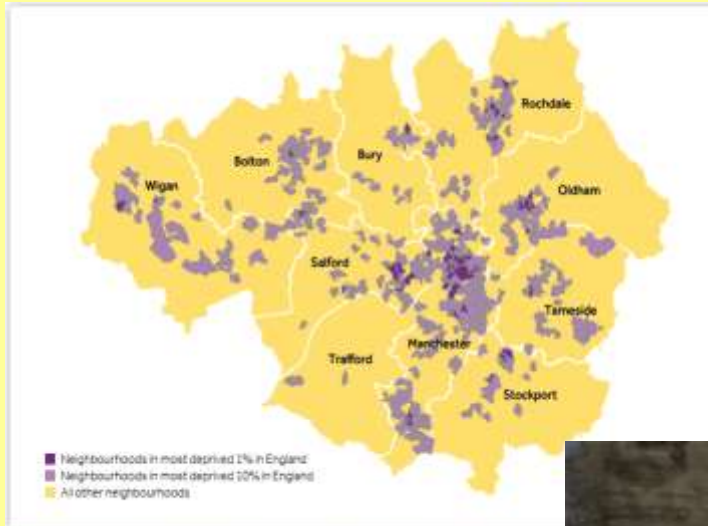
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# WHAT'S THE ALTERNATIVE?

**Name: Chris Dabbs**  
**Organisation: Unlimited Potential**



# Unequal, insecure, unsustainable



Map 1: Location of Most Deprived Neighbourhoods in Greater Manchester 2015

Source: Index of Multiple Deprivation 2010



INVESTORS  
IN PEOPLE

Accredited  
Until 2020



# Changing the story

- Resisting corporate power [populist]



- Meeting our needs [non-populist]



# Inclusive economy

- practical economic action: grassroots enterprise; assets owned by community
- linking with other cities globally: enabling leadership
- engaging the public in economics: campaign
- finance that serves people and places







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# Q&A







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# Key Actions





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# WHAT'S THE ALTERNATIVE?

# Vote!

