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## **SPA Survey - help us identify core projects for 2016**

SPA is currently considering projects to focus on in 2016 and we are keen to hear from you as to what might best assist you to start or to further develop social procurement activities.

Take the short (2 mins!) survey [here](#).

Please feel welcome to send the survey on to other potentially interested parties.

Please note, the survey **closes at 5pm on Friday 13th November**.



## Did you know?

There are a range of social procurement related resources available on the SPA website - check out the [guides](#), [case studies](#), [research](#), [other](#), and [social benefit suppliers](#) tabs for more information.

Included is a new short '[Buy Social](#)' promotional clip from Social Traders that you may enjoy and find useful!

## Events info

SPA and its Member organisations deliver a range of events related to developing social procurement policy and practice in the Australasian region. Information on past events can be accessed via our [website](#).

We are also happy to help spread the word about any social procurement related events happening around the Australasian region. Please [drop us a line](#) to let us know about any coming up in your geographical area, industry sector, or if there is an opportunity to showcase a specific social procurement opportunity. We can list them for you in future editions of the SPA Bulletin.

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### Upcoming Events

**Community Recycling Network of Australia: 'Community Returns'**

**12 & 13 November 2015, Hobart**

***Social Enterprises talk re-use and recycling***

The Community Recycling Network of Australia's annual forum is a gathering of community recyclers, waste industry professionals, and local government representatives who are passionate about supporting the growth of community recycling in Australia. In 2015, we are proud to bring our Annual Forum to Hobart, Tasmania on Thursday 12th and Friday 13th November. Our 2015



conference theme 'Community Returns' celebrates partnerships and collaborations between community recycling enterprises, communities, local governments, and businesses. Registrations are open to all groups and individuals with an interest in Community Recycling, and we always enjoy catering to a diverse group of participants.

For more information and the full Forum program, visit the CRN Australia [website](#)

## Victorian VendorPanel system now includes certified social enterprises

A joint initiative between SPA Members the Municipal Association of Victoria (MAV) and Social Traders means Victorian Councils can now access some 30 certified social enterprises to meet their procurement needs.

All Victorian councils have access to a panel of certified social enterprises, simplifying and streamlining the engagement process and enabling councils to request quotations from social enterprises across a range of categories through the MAV Procurement VendorPanel system.

This social procurement initiative was developed to offer an effective way for councils to leverage the procurement process to support community outcomes, and in particular, help to create employment for marginalised groups.

The certified social enterprises on the panel provide a range of services including cleaning, facilities maintenance, catering, printing, recruitment and legal services. In turn, these social enterprises support a range of beneficiaries including people with disabilities, long term unemployed, migrants, refugees and asylum seekers, Aboriginal and Torres Strait Islanders, people with mental illness and the homeless.

All social enterprises on the panel are certified by Social Traders, a process which verifies that they exist for a social purpose, they earn the majority of their income through trade and they reinvest the majority of their profit in their social mission.

More information on the project, including links to registering as a supplier on the VendorPanel and other resources, can be accessed [here](#).



## Indigenous Business Australia's Commercial

## Markets Initiative

In August this year, IBA announced it has created a new, specialist 'Commercial Markets' team that will help established Aboriginal and Torres Strait Islander owned businesses take advantage of new Commonwealth Government procurement opportunities.

By 2019-20 the Commonwealth Government has committed to ensuring that three percent of its new domestic contracts will be awarded to Indigenous owned businesses.

More information can be accessed [here](#).



## ***Wealth from Waste: research into the role of social enterprises & not-for-profits in the circular economy***

In debates about recycling and the circular economy, the role of existing organisations that already facilitate the circulation of materials through society is often neglected. However, the social enterprise sector and not-for-profit organisations may currently be more significant than the commercial waste management sector in facilitating an already existing circular economy within Australia. Researchers in the *Wealth from Waste* research program at Monash University are investigating the range of organisations involved in the collection of used household electronics for both reuse and materials recycling and exploring barriers and incentives that affect their activities, including through a range of social procurement arrangements. Our work forms part of the *Wealth from Waste* research program which, in the context of global concerns around sourcing future metals and mineral needs through mining, is examining the feasibility of developing more advanced metals recycling in Australia.

The collection of used goods and materials is critical to this and social enterprises and not-for-profit organisations play a significant role as an interface between the broader community in which goods and materials are redistributed and the commercial recycling industry that seeks to collect goods and materials with resale value. While the passage of the National Waste Policy and associated Product Stewardship Act are encouraging developments in Australia, the policy and specific schemes initiated to date have focused primarily around the growth and expansion of a commercial recycling industry. The National Computer and Television Recycling Scheme (NCTRS), now under review after its first three years of operation, is entirely focused on materials recycling and does not address the issue of repair and reuse of functional items.

Our research examines the social, economic and regulatory factors that influence the motivation and capacity of different kinds of organisations to undertake activities that facilitate reuse as well as recycling of goods and materials. This includes their interface with the broader community, with government agencies and policy initiatives and with the corporate sector.

Further information is available [here](#).

Or contact the program leader, Dr Ruth Lane via [ruth.lane@monash.edu](mailto:ruth.lane@monash.edu)

*And see the story below for an exciting development in the social enterprise waste management sector.*



*Image credit: via upstreampolicy.org, developed by the Ellen MacArthur Foundation*

## Growth & innovation in social enterprise waste management: *Resource Recovery Australia acquires Soft Landing*

A new era of social enterprise in waste management has begun, with Resource Recovery Australia to develop the Illawarra and Sydney based 'Soft Landing' Mattress Recycling enterprise and associated Resource Recovery Centres in Dunmore and Moss Vale NSW.



Soft Landing recycles mattresses destined for landfill by breaking them down into their component parts for recycling, while their Resource Recovery Centres divert reusable materials from landfill for sale. Each enterprise saves thousands of tonnes of mattresses and other goods from going to landfill, while at the same time providing sustainable jobs and training opportunities for local long term unemployed and disadvantaged jobseekers. These social enterprises have up until now been delivered by Mission Australia.

SPA Member Resource Recovery Australia (RRA), the organisation which will now operate these programs, is a multi-award-winning social enterprise specialising in waste management, recycling and re-use services. They are a national not-for-profit with the expertise and capacity to further expand and grow Soft Landing, which currently services over 28,000 square kilometres

of Local Government Areas, comprising over 2,700,000 people. All current staff will be retained under RRA.

Soft Landing is a perfect match for Resource Recovery Australia's **waste to wages** agenda, which turns a problem waste stream (used mattresses) into a local enterprise opportunity. For a long time mattresses have been a problem for Councils to dispose of. They take up valuable landfill space, and are difficult to compact, shred or otherwise treat. Breaking them down into their component parts for recycling and reuse is difficult and labour intensive. Soft Landing, over a period of 8 years, has developed the techniques and technologies to do this effectively. Soft Landing is innovation in action.

Mission Australia is excited that RRA will continue the work it started. RRA was chosen for the acquisition as it has the capacity to provide the investment needed to grow Soft Landing into a long-term sustainable enterprise, whilst the strong alignment of missions between the two organisations will ensure the social purpose remains central to decision-making. The sale of Soft Landing and the Resource Recovery Centres to RRA has been agreed and the transaction is due to be completed on 15 December 2015.

By combining forces with Soft Landing, RRA is looking forward to supporting the next phase of growth, and to using its expertise and scale to further roll out its social enterprise models, working with Councils, industry and local communities. RRA's social enterprises are designed to deliver higher diversion of resources from landfill and to build social capital and meaningful work in local communities.

*Image: Ben Carblis, Mission Australia NSW State Director, shakes hands with John Weate, CEO of Resource Recovery Australia.*



## Past events

**QLD Social Procurement  
Market Day & Forum  
Brisbane, 4 August 2105**

Social Procurement Forum and Market Day

Social Procurement Australasia (SPA) partnered with the Queensland Government's Department of Housing and Public Works and the Department of Aboriginal and Torres Strait Islander Partnerships, SPA Member Social Traders and the Queensland Social Enterprise Council and PwC Indigenous Consulting to

deliver this event. SPA member ArcBlue Consulting also played an instrumental role in event delivery.

The *make a connection, make a difference* event attracted more than 150 delegates from local and state government and industry, as well as over 120 representatives from more than 50 social and disability enterprises, commercial businesses and Aboriginal and Torres Strait Islander businesses. More information, including many of the presentations, can be accessed [here](#) and a video of event highlights [here](#).

## Recent developments elsewhere

### Social Enterprise in Scotland: Census 2015

In early September, Scotland's first Social Enterprise Census was released. The research was commissioned by a range of public sector and social enterprise organisations and confirms the significant size and impact of Scotland's social enterprise businesses. Key findings include:

- Over 5,000 social enterprises in Scotland
- Over 200 new social enterprises formed each year
- 60% of social enterprises have a woman as their most senior employee
- Provides over 112,400 jobs
- £1.15bn in combined traded income
- Net collective assets £3.86bn
- Gross Value Added (GVA) figure is approx. £1.7bn
- Highlands and Islands has 22% of all social enterprises
- Edinburgh and Glasgow account for 26% of all social enterprises



The full report can be accessed [here](#).

## **SPA Member activity snapshot: Local Government Procurement**

Local Government Procurement (LGP) NSW is taking a leading role to support social procurement initiatives by promoting the benefits to councils, other government organisations and the wider community. A range of activities have been established:



***Social Procurement Policy & Procedures for councils*** – Working with council staff, ArcBlue

Consulting and the National Procurement Network (NPN), LGP is developing a set of social procurement clauses, standard policies & procedures, and associated schedules into a “clause bank” that will assist organisations incorporate and evaluate social need into the procurement and tender process. “Feedback has often been received that councils would like to incorporate social need into the procurement process but struggle to articulate and evaluate this whilst maintaining compliance to legislation and ensure an open and transparent process. The work done here will ensure the benefits will be realised whilst ensuring a fair process that can withstand any scrutiny” - Michael Robinson (LGP Operations Manager).

**Free training** – LGP conducts regular supplier tender training sessions to assist organisations to understand and respond to local government opportunities. An offer has recently been extended to all **Aboriginal and Torres Strait Islander owned businesses** to attend these sessions for free to help improve their capacity to win work within local government. Whilst this is a new initiative, the feedback so far has been extremely positive.

**Walking the talk** - LGP has also introduced a pilot trainee program that provides work experience for a young school leaver who has a learning disability. If successful, a 12 month traineeship will be established. LGP has also engaged the Sydney Street Choir to sing at the LGP annual conference (19 – 20 November) dinner. The Sydney Street Choir was set up in 2001 to help men and women dealing with homelessness and/or social disadvantage through the power of song.

LGP continually seeks opportunities to inspire the sector to get involved by providing information, case studies, training, and best practice approaches to procurement that ensure organisations' visions, policies and procedures deliver tangible benefits to the socially disadvantaged and the community as a whole.

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## Social Procurement Australasia Membership

Established in June 2013, Social Procurement Australasia (SPA) builds awareness around, and supports the effective adoption of, social procurement and commissioning strategies. Core to strategic procurement functions, social procurement improves 'value for money' through including social value considerations in procurement and purchasing processes. SPA provides an Australasian Association (working across Australia, New Zealand and the region) that supports growing demand for guidance, networking and development. SPA is an unincorporated association that relies on its members to contribute finances and time commitments to assist with developing and implementing its agenda.

If your organisation is interested in furthering the development of social procurement policies and practice, and in being recognised as a practice leader in this emerging and exciting field, please [contact us](#) to arrange an introductory discussion about becoming a member.

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## Our current Members are:



**Gold Coast  
City Council**



**Knode**



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