



## Investing in Local Small Businesses Creates Jobs for the Community

Linbrook is committed to supporting the communities it works in and as part of that commitment works to develop small businesses located in those communities.

Whenever Linbrook wins a new contract or needs to increase its operational resources in an area, it advertises for local small contractors to assist in the service delivery.

As well as their own ongoing efforts Linbrook also works with organisations like The Westminster Small and Minority Business Council (WSMBC) where Linbrook is an active board member.

Set up by the Westminster Council in order to generate wealth in some of the most deprived communities in the borough by boosting entrepreneurialism and small business the WSMBC is about providing business growth and mentoring from large business like Linbrook to small and minority owned businesses.

Linbrook have been particularly successful with a small group of black and minority ethnic supply chain partners. One of their earliest successes of nearly 10 years is SG Gardening a provider of external maintenance and bulk rubbish clearance services. Over the years they have been joined by a number of others including Arul Security Services a provider of property and personal protection.

Linbrook has worked with these companies providing training advice and mentoring embedding Linbrook's best practices in the areas of

- Health and safety
- Quality
- Customer care
- Environmental protection
- Workforce development
- Operational efficiencies

that has improved their overall effectiveness, efficiency and competitiveness enabling them to grow and develop.



Sefton Green with Linbrook director Tommy Thompson

*'Working with Linbrook has helped develop my company in the important areas of health and safety, customer care and environmental protection. In addition their support has enabled me to win larger contracts with higher profile clients.'*

*Sefton Green -Owner SG Gardening*

"Having the right staff and Supply chain partners working on a project is essential for a successful partnership with our client and satisfied residents." said Tommy Thompson Linbrook director and representative on the WSMBC board, "working with the WSMBC to support local companies enables us to grow our team from the local community with people that know the area and understand the issues which can only improve our service to residents."

Linbrook currently uses around twenty employees from these companies on a regular basis. Their involvement in Linbrook's long term contracts with social landlords and local authorities gives them a secure pipeline of work while raising their profile to enable them to win more contracts in their own right. In addition Linbrook has seen as much as 30% of the costs of a project being re- invested in the local community.