

## Creating new jobs

A social enterprise that helps train adults with learning difficulties prepare for work has created 10 new jobs through a partnership with an automotive industry supplier.

The Colebridge Trust has provided work experience and training at Waterloo Woodwork, its woodworking facility in Solihull, for the past 25 years, but its clients often found jobs hard to find after the training.



**Charles Rapson**  
Colebridge Trust

A chance meeting between Charles Rapson, enterprise manager at The Colebridge Trust and Jim Griffin, managing director of Automotive Insulations, led to a new business relationship. Jim's business was growing rapidly and struggling with capacity issues, while the Colebridge Trust was looking for ways to increase its trading income and increase the number of people with a learning disability who had paid work.



*"It was a stroke of good fortune that we met on the Goldman Sachs 10K programme,"* says Jim, whose business is dedicated to finding the most effective ways to manage sound and temperature. Jim had never heard of a social enterprise until he met Charles on the Goldman Sachs programme.

*"It was a win-win for us both. I liked what the Colebridge Trust did and was keen to help. It's good business for us too. It helps win contracts and gives us great satisfaction to know we are making a difference. Social Value is a useful tool for the private sector too as it demonstrates added value in the proposals we make."*

Colebridge is in no doubt that the principles behind the Social Value Act were significant in helping them win this business and will help win more in the future with both the public and private sector.

Charles was delighted to find that so many of the other private sector businesses on the course knew about the Social Value Act. While it is not directed at the private sector, the vast majority saw it as a useful tool in either showing added value or in helping select suppliers.

*"It seems to work both ways."* says Charles.

*"Businesses who truly provide some social value tend to be good businesses to work with. There appears to be a direct correlation. It gives corporate buyers confidence and gives suppliers a means of demonstrating their professionalism and personality. It's an added USP. I spent 30 years working in industry and can completely understand why the Social Value Act is a powerful tool across all sectors."*

Colebridge Trust Enterprises is now looking for other manufacturing businesses to further expand its assembly operations and create more new jobs.