

# Welcome

allianceleisure

## **Building Healthy Communities**



**Paul Woodford**Strategic Engagement Director



**John Leaver**Marketing & Frameworks Director



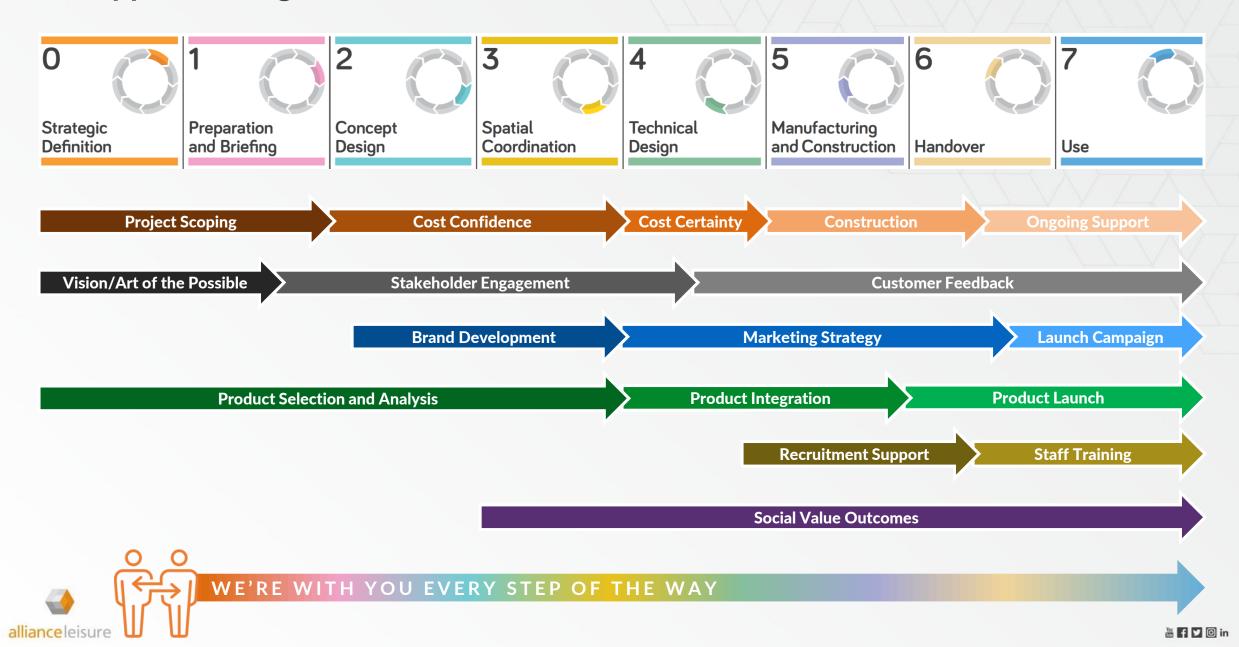








## Our Support through the RIBA Plan of Works:





allianceleisure

#TransformingLeisure















"The traditional time-consuming route to procurement is a thing of the past."



LEISURE INDUSTRY EXPERTISE



DRIVING VALUE FOR MONEY



FULL DELIVERY
SOLUTION



TRUSTED SUPPLY CHAIN



**EASE OF PROCUREMENT** 



SPEED OF DELIVERY



**RISK MITIGATION** 

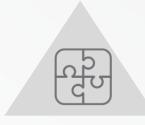


**COMPLIANT** 









100+
PROJECTS



MORE THAN

£500M

IN PLANNING

AND

CONSTRUCTION

STAGES



PROJECT VALUE **£140M+** 



FRAMEWORK
INVESTMENT
VALUE
£2BN





# How to create engaging facilities

**THE FOUR PILLARS - From Concept to Completion** 



**Project Impact** 

**Project Scoping** 

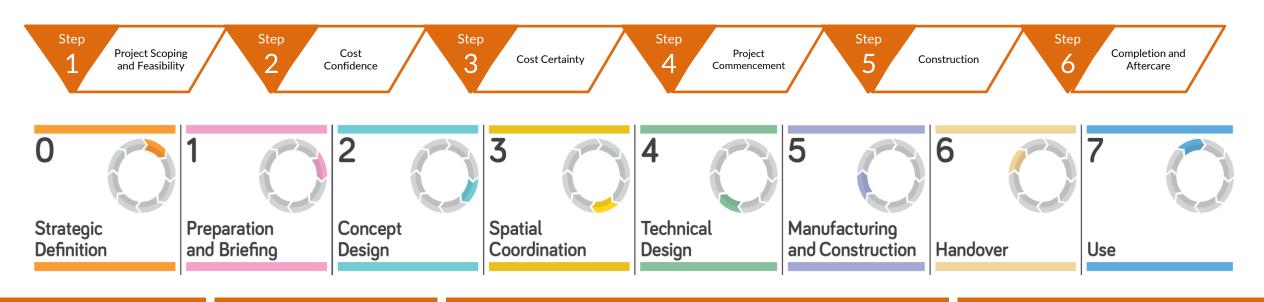
**Project Delivery** 

**Project Success** 

# How to drive participation in your facilities



#### The Foundations Underpinning Our Approach



**Project Impact** 

**Project Scoping** 

Project Delivery

**Project Success** 



#### PILLAR 1: PROJECT IMPACT

## Speed and Quality of Delivery

- ✓ Proven Leisure Expertise
- ✓ Full Delivery Partner Solution
- ✓ Ease of Procurement
- ✓ Direct Award of Development Partner
- ✓ Access to Best-in-Class Delivery Partners



#### Create Positive Social Value

- ✓ Improved Health and Wellbeing of Local Communities
- ✓ Increased Community Engagement
- ✓ Create more Inclusivity and Accessibility
- ✓ Create new Employment Opportunities

#### Sustainable Leisure Provision

- ✓ Green and Clean Agenda
- ✓ Carbon Reduction and the Road to Net Zero
- ✓ Improve Revenue Performance
- ✓ Diversified Revenue Streams
- ✓ Improve Operational Efficiencies
- ✓ Improve the Customer Experience

## **Support Regeneration**

- ✓ Create a Community Hub
- ✓ Increased Participation
- ✓ Economic Boost
- ✓ Diversification of Offering
- ✓ Enhanced Identity





#### PILLAR 2: PROJECT SCOPING

## **Opportunity Analysis**

- ✓ Defined Vision/Impact/Outcomes
- ✓ Review of Current Performance
- ✓ Product and Pricing Review
- ✓ Brand Audit/Review
- ✓ Catchment/Demographic Analysis
- ✓ Supply and Demand Analysis
- ✓ Stakeholder Engagement
- ✓ Recommendations on Facility Mix
- ✓ Targeted Participation Solutions
- ✓ Compelling Business Case
- ✓ Project Success Recommendations

### **Product Expertise**

✓ Proven experience of key product themes:





















### **Customer Focused Model**

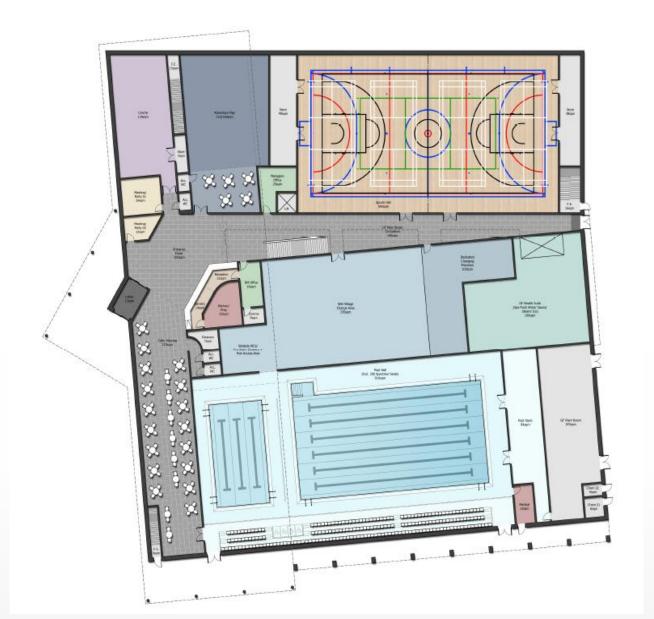
Experience: FLOW | FEEL | ENGAGEMENT

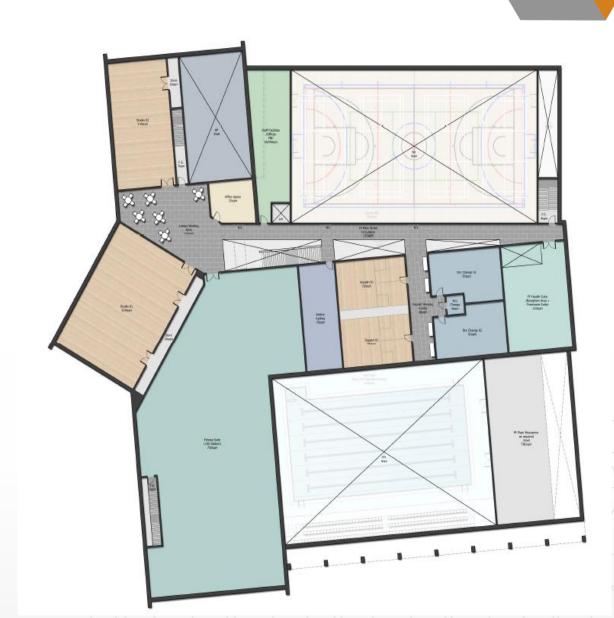
✓ Insight: DATA CAPTURE | REPORTING | UNDERSTANDING

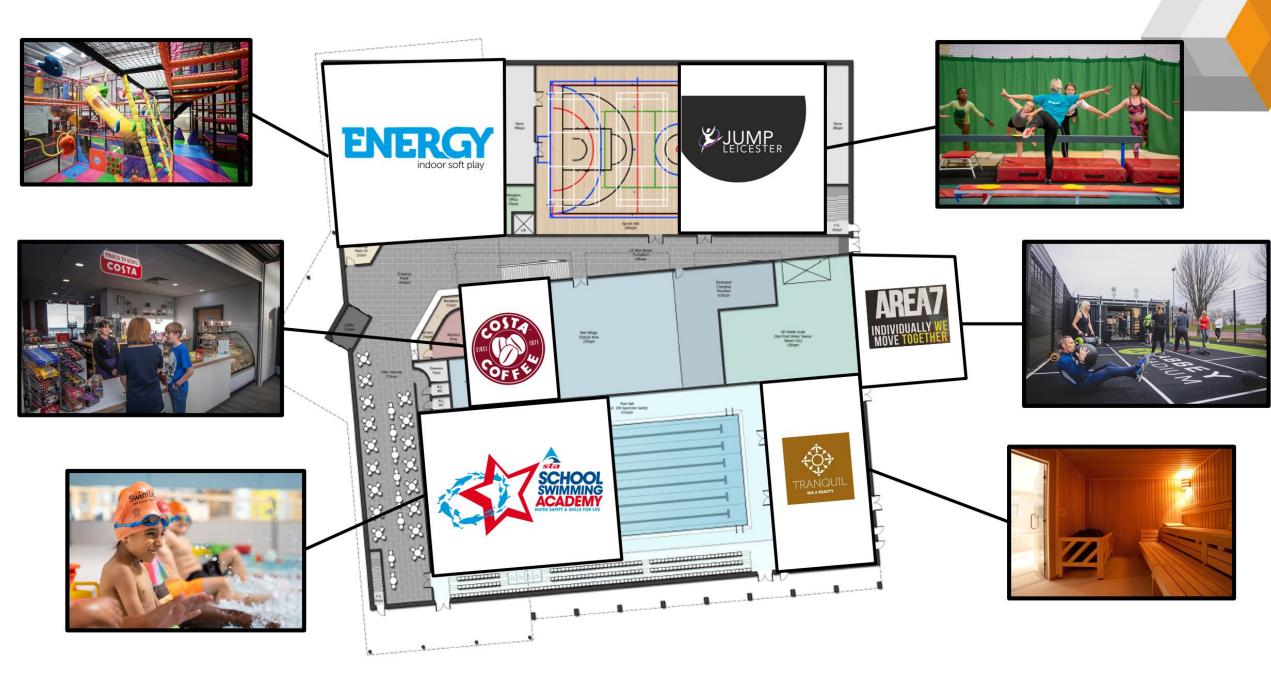
✓ Commercial: MARKETING | PURCHASE | LOYALTY



## PILLAR 3: PRODUCT DEVELOPMENT IN PRACTICE









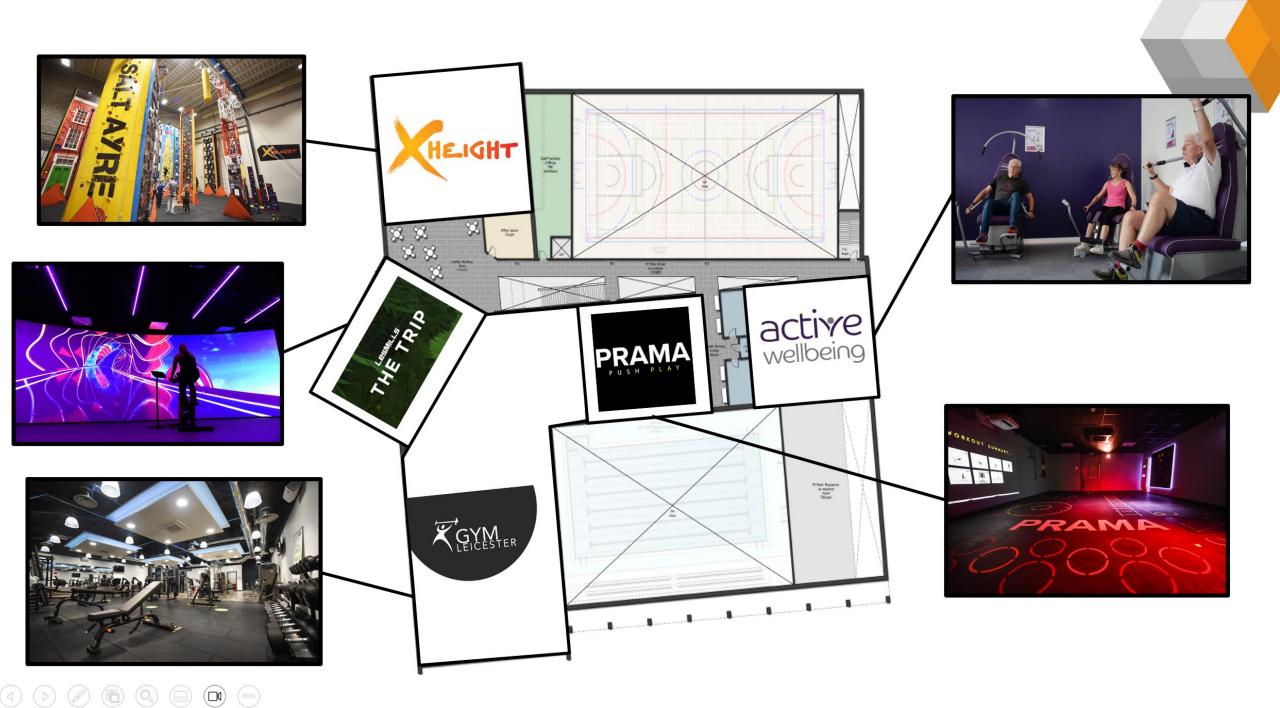














### GYM SPACE BRIEF CREATION



Cardiovascular Equipment/zones



Resistance Equipment/zones



Free Weights area



Functional Training zone



Stretching & Flexibility zones



Plate Loaded Resistance



Lifting Platforms/area



Gym Floor Small group exercise



Mobilisation and Recovery area



Boxing zone



Outdoor fitness



**Power Assisted** 

## **Key Considerations for Fitness Development**



Clarity on Vision and Impact

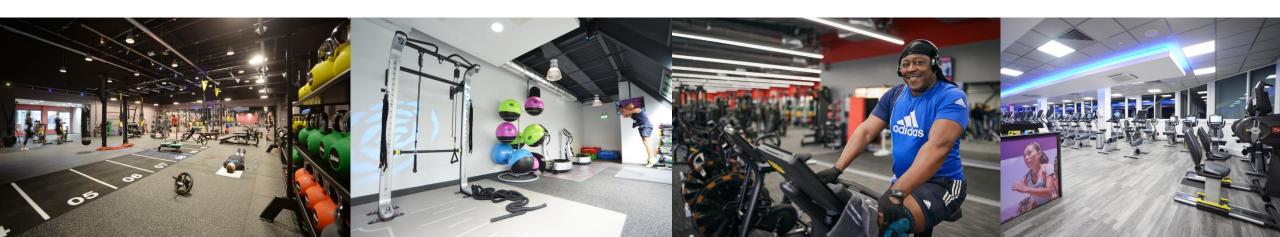
How do we ensure the current customer base is protected?

Where are the opportunities for growth?

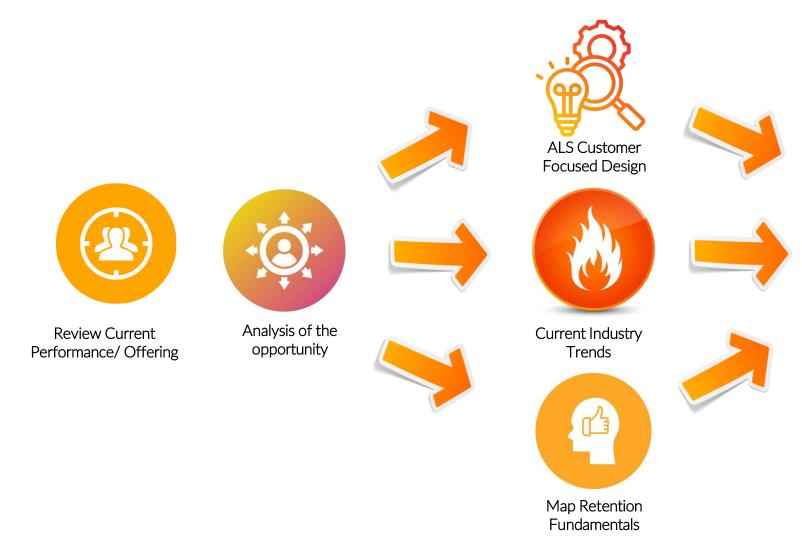
Map the insight against the Alliance approach

What are the most relevant Products/Solutions?

Produce Bespoke Design Brief



## ALS process for shaping the fitness product brief

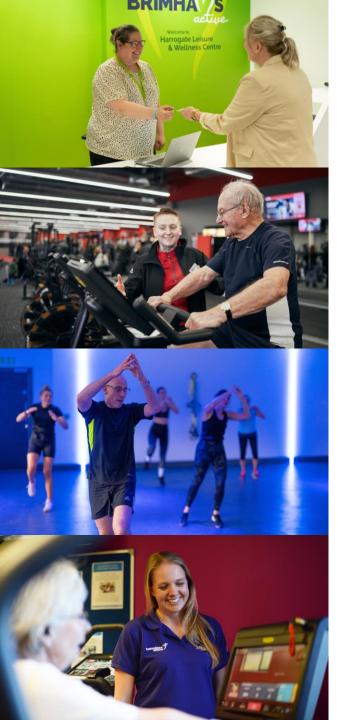








Produce Bespoke Design Brief



## **Customer Focused Product Model**



Experience



Insight



Commercial





Flow

Feel

Engagement



Data Capture







Reporting



Marketing

Purchase



Understanding



Loyalty





#### Accessibility

Solutions that are accessible to all, regardless of mobility, ability and needs creates a inclusive experience and a wider audience for participation.



#### Connection

The product or service is relatable to users, it feels relevant and generates a sense of shared experience. There is personal or technological connectivity.



#### Progression

Incremental steps that allow someone to see movement towards an intended goal helps maintain adherence. Results leads to better self-efficacy and motivation.



#### **Support**

To repeat an activity a person must feel confident in its execution. Solutions should simplify use, build skills to improve and provide support.





PRESENTS

# FIT FOR SUMMER OFFER



JOINAND RECEIVE

- free induction & programme
- · free programme reviews
- · free 1hr personal training session\*
- · concessional rate for first month
- · free access to digital member engagem

\*Limited to first 20 new members on first come first serve Funding support from the Liverpool Community Impact



For full details visit: www.greenbanksportsa









## **Launch Campaign**









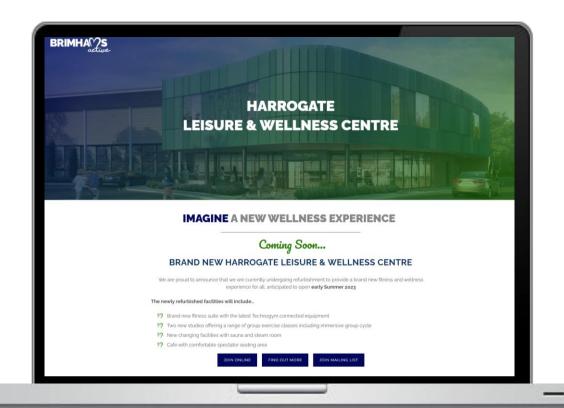








- Produce an overarching global brand awareness campaign for Brimhams Active
- Create awareness and excitement about the facility developments
- Drive 'Traffic' (interest), generate leads and sales, and ultimately support the opening of the new developments
- Target of 1,600 members at Harrogate by end of month 1 opening.
- Once the new developments are open, activate campaigns to help support in sustaining leads/sales/retention









#### **Brand Awareness**

Developments (Pre-Launch)

Developments (Launch)

# IMAGINE Moving more Living well Feeling great

Imagine a leisure service that puts you at the heart of it...

At Brimhams Active we want to support you to live a happier and healthier life.

Move more, live well and feel great with the help of Brimhams Active.

Find out more today!

#### **IMAGINE**

# Secondary message related to facilities/products/technology/people

#### It's coming soon...

Imagine a leisure centre with...

- State-of-the-art facilities
- Immersive group exercise classes
- The latest wellness technology
- Friendly qualified staff
- Modern leisure spaces
- Plus something to do with the kids!

Coming soon... Harrogate Leisure and Wellness Centre!

# Stop imagining... We're open!

Imagine a membership that includes...

- Unlimited access to brand new wellness centres with state-of-the-art equipment and the latest wellness technology
- Unlimited access to a range of group exercise classes including immersive group cycling experiences
- A free induction, personal wellness programme and regular reviews
- Unlimited swimming pool access, plus sauna and steam room to aid recovery

Stop imagining, because it's real (and on your doorstep)! Join Harrogate Leisure and Wellness Centre today!



**Products** 

**Technology** 

People

*Imagine...* 

A new wellness experience Modern wellness spaces State-of-the-art facilities *Imagine...* 

State-of-the-art equipment Relaxing in the sauna after a long day Immersing yourself in your workout Imagine...
The latest wellness technology
Connecting to your workout
Instant self service / skipping the queues

Imagine...

Unrivalled support
A friendly community
Finding your tribe
Laughing...a lot













BRIMHA?S















































Artificial Intelligence in Marketing

**Inbound Enquiries – BOB** Copywriting - ANYWORD Advertising - GOOGLE ADS Creative - ADCREATIVE.AI Reporting - MS COPILOT Idea Generation - CHATGPT











## Thank you for your time

## **ANY QUESTIONS**

www.allianceleisure.co.uk 01454 877558 info@allianceleisure.co.uk







## 'So how do you solve a problem like unsustainable leisure centres?'

**Andy King** 



#### **Our Team**

#### **Core Team**







Cate Atwater



Andy King

#### **Associates**



Jon Argent



Emily Brady-Young Marg Mayne





Jamie Waugh

#### **Skills and Expertise**

- Systems Leadership and Approaches
- Convening systems and network development
- Leadership Training and Learning
- Pivot to Active Wellbeing including workforce development
- Physical Activity and Wellbeing **Strategies**
- Strengths based Leadership Coaching around systems thinking
- Creative Engagement techniques and approaches
- **Evaluating Whole System Approaches**
- Building reflective practice processes
- Public Narrative and Storytelling
- Sport and Social Enterprise Governance



## Context

'A huge loss': readers on how UK leisure centre closures have affected them

From Nottingham to the Isle of Wight, people lament losing sense of community as well as facilities

11:22

#### Telegraph

Sport Rovers

Blackburn Burnley News

News

support

03/11/2022

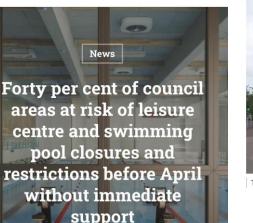
More people

More active More often





#### $Q \equiv$



#### Opening times at Cheshire leisure centres could be cut

() 4 days ago





The council has launched a new consultation on the proposals

. 1 4G (4T)





Leisure centre in Rossendale set to close amid rising costs pressures

23rd May



#### SERVICE DELIVERY

Leisure sector still faces 'widespread closures' despite extra funding

17 MARCH 2023 BY KWAME BOAKYE



UK sports facilities face closure without government help, leading bodies warn

Government urged to change decision on

#### RIP Britain's playgrounds and leisure centres - as councils cut funding for children

Campaigners and local residents are calling for playgrounds and leisure centres to be protected as cash-strapped councils make cuts to services



YOUR

#### Row over three Kirklees leisure centres closure timeline

Cllr Martyn Bolt (Con, Mirfield) claimed Kirklees council were in closure talks with KAL several weeks before decisions made

**NEWS** 

# Carlisle Sands Centre closure and Shrek the Musical cancelled after RAAC concrete concerns

Shrek the Musical was due to perform at the venue until Sunday, September 10, but has been cancelled because of the safety fears

08:57 ... 4G 84

## Crumbling concrete: More theatres close

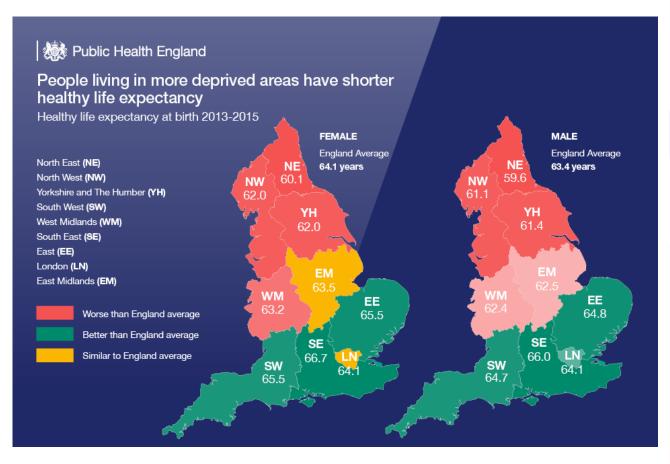
**Comedy gigs cancelled** 

Three more theatres have closed their doors amid fears crumbling concrete may pose a danger to audiences.

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## Context



## The borough where half of children are overweight

Obesity in youngsters is now such a problem that gallbladder removals have tripled





## Context

#### **Equality**



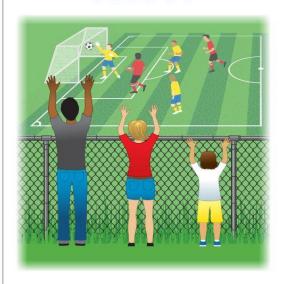
The assumption is that everyone benefits from the same supports. This is equal treatment.

#### **Equity**



Everyone gets the supports they need (this is the concept of "affirmative action"), thus producing equity.

#### **Justice**



All 3 can see the game without supports or accommodations because the cause(s) of the inequity was addressed. The systemic barrier has

The systemic barrier has been removed.

#### Pivot to health anyone? How do we actually make this happen?



The Department for Culture, Media and Sport has published the government's new sport strategy, 'Get Active: A strategy for the future of sport and physical activity'. The government wants to help build a more active nation.

"ukactive's members have an essential role to play, alongside the NHS,

in the future of our population's health and wellbeing.

integral element in our healthcare system...



Harnessing culture and sport to deliver social prescribing and improve health outcomes





#### **HEALTHY BRITAIN**

A NEW APPROACH TO HEALTH AND WELLBEING POLICY

Kim Leadbeater MP March 2023 Yet...



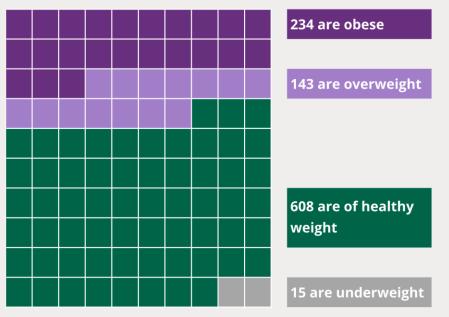
Around 1 in 3 (34%) of men and 1 in 2 (42%) of women are not active enough for good health.

Men are more likely to report being active at the recommended level than women.

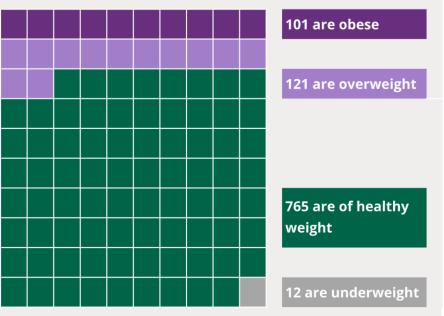
Physical activity varies with age and life stage. People tend to get less active with age, especially in older years.

And people with disabilities or long-term conditions are twice as likely not to be active enough for good health.

#### Of every thousand 10 & 11 year olds in England...

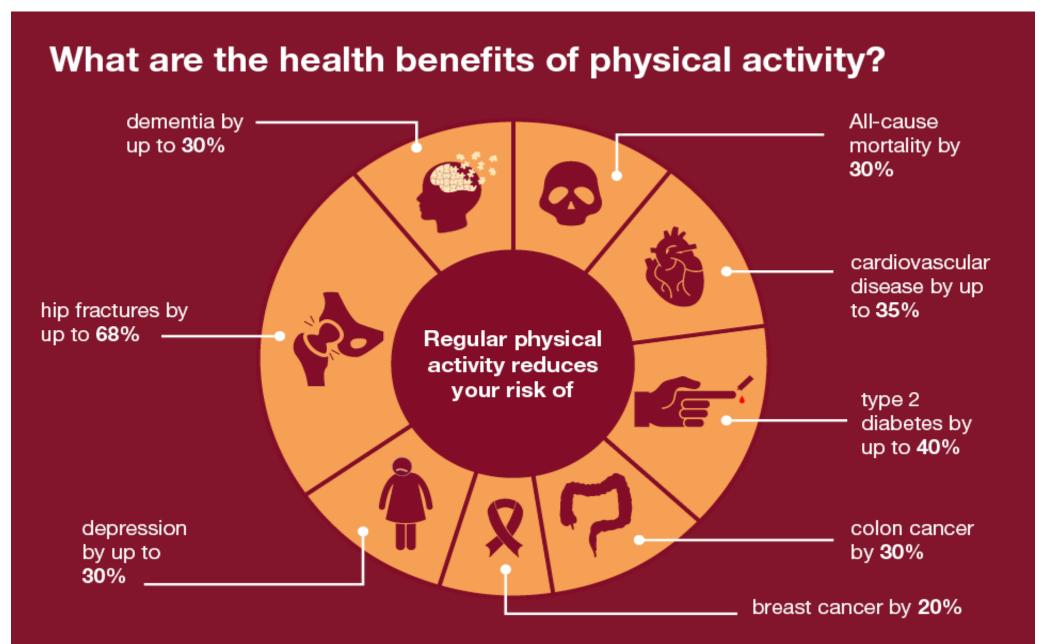


#### Of every thousand 4 & 5 year olds in England...





## If physical activity were a pill...



## Prehabilitation and Rehabilitation in Cancer Care













## Health Care Resource Use & Associated Savings (ROI)

- Reduced Length of Stay by 2 days = 381 bed days saved
- Reduced 30 & 90 emergency readmissions = 35 bed days saved
- Reduced Emergency Department attendances = 6 bed days saved

	Number per Prehab Patient	Value	TOTAL (Based on 1000 participants)
Bed Days released	1.5	£342 per day*	£513,000
Critical Care Bed Days released	0.4	£1214 per day*	£485,000
ED Attendances prevented	0.39	£375 per attendance*	£146,250
Emergency Readmissions prevented	0.29	£342 per admission*	£99,180
Estimated Financial Benefit			£1,244,030
P4C Programme Delivery Cost	-	£400 per participant	£400,000
Balance			£844,030

- £400 cost per participant to deliver
- £1,244 provider efficiencies per patient
- Enables the programme to be delivered to a further
   2,110 patients



Move As One

Helping people across Greater Manchester live healthy, happy, and longer lives.



## 'Pivot to Active Wellbeing'

- GM Active engaged the GMCA during the pandemic and reiterated our commitment to support the populations health.
- PWA project focussed on supporting Sport England and 'Uniting the Movement' and playing our part in GM Moving in Action, within the back drop of the exponential threat posed by the energy crisis.
- It is our ambition to transform from leisure (workforce and physical assets) into an extension of health, wellbeing and wellness hubs, supporting active lives for all in our communities.....
- To help to address health inequalities
- Support population health and reduce healthy lifespan gap across GM

## 15 Point Manifesto for Change

- 1. Take us out of DCMS and put us in health
- 2. Sign a partnership agreement between the NHS and Sport England on behalf of the sector and invite operators to sign up to a pledge that commits them to standards of delivery (private and public)
- 3. Audit current built facility provision across the country identifying gaps
- 4. Consider how to close gaps using schools, colleges etc and alternatives to facility based provision
- 5. Create a national wellbeing strategy with built facilities (leisure centres) providing hub and spoke models in local communities
- 6. Invite the private sector to get involved with strategic land options
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- 8. Create a proposition that attracts commercial sponsors (any company want to sponsor the award winning Prehab4cancer? Hell yes!!)

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- 14. Invest in staff development including leadership as well as direct provision such as exercise on referral qualifications etc
- 15. Invest in local community groups and individuals who are or can deliver to the strategy alongside larger operators

## OHID v DCMS

OHID (part of DHSC)

#### Responsibilities

National health improvement, prevention of poor health, and tackling health disparities

Building the scientific evidence, leading and developing the policy, and delivering core services around:

### healthy weight, healthy diet and physical activity

improving the **health of children and families** smoking, addiction and the health of vulnerable groups.

Leading the policy development and supporting the effective delivery of **prevention services**, helping individuals to better understand and manage their health

building the scientific evidence on public mental health

Through a Work and Health joint unit with the Department for Work and Pensions, OHID leads on driving improvements in health and work outcomes.

This is what the DCMS prioritise:

#### **Priority outcomes**

Support the UK's cultural and creative industries to continue to be amongst the best in the world.

Increase investment in grassroots sport to boost opportunities for participation; and deliver reforms to football governance to protect its competitiveness and excellence, ensure financial sustainability and put fans at the heart of clubs.

Complete the review of the **Gambling Act** to make the UK the safest place in the world to gamble.

Create a broadcasting and media system fit for the 21st century.

Deliver the National Youth Guarantee to give young people access to more activities, trips away from home and volunteering opportunities.

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- 13. Industrial scale roll out of prehab services as many long term conditions as possible (save nhs £££)
- 14. Invest in staff development including leadership as well as direct provision such as exercise on referral qualifications etc
- 15. Invest in local community groups and individuals who are or can deliver to the strategy alongside larger operators

### **Outcomes**

- Our sector seen as a credible element of a national wellbeing strategy
- Strategic investment more likely as a result leading to sustainable 'hubs or centres' and services
- We would be part of the solution to support the NHS, improve the quality and longevity of life for people.
- We would be helping to reduce inequality.

## A manifesto or a necessity?

Thank you for listening...