

Local Labour Agreement

On behalf of the applicant, ProjectCo Sub 2024, we have prepared the Local Labour Agreement in support of a planning application for the change of use from office (Use Class E(g)) to hotel accommodation (Use Class C1) with associated minor alterations to the exterior of the building at Norfolk House, associated with the existing Stock Exchange Hotel.

The Proposed Development will contribute to delivering employment opportunities during both construction and the operational phases, both of which will have significant benefits to the local economy.

Construction Phase

The applicant is committed to creating value within the communities in which they operate, including through access to employment and education opportunities. Wherever possible, they will seek to engage local sub-contractors and employ local labour, supporting sustainability while creating opportunities for the local workforce and, in turn, contributing to Manchester's economy.

The applicant and/or the contractor will work with the Work and Skills Team to agree indicative targets against the key performance indicators set out in this Agreement. They will seek to deliver on these targets, monitor progress, and provide regular updates accordingly.

Operation End Use

The extension of Stock Exchange Hotel will have a positive impact on job creation. It is anticipated that the development will generate an additional 65 full-time jobs. There would be opportunities in terms of high value jobs, such as managerial roles, but also a commitment to apprenticeships which would then have routes through to managerial roles. These could be offered to Manchester residents given that the service sector plays such an important role in Manchester's economy.

The Hotel already works closely with local colleges and universities to provide students with work experience placements and taster days. These initiatives have been shown to enhance career prospects and, in many cases, lead to permanent employment opportunities. Currently, 74% of the Hotel's workforce are from the local area, with 55% of these employed in full-time roles. In addition, the hotel offers apprenticeships in partnership with education providers such as Manchester College, Trafford College, and UA92.

The Stock Exchange Hotel already commits to supporting the local labour market, however, this proposal would allow them to expand the work they already do which includes:

- Working with local colleges and universities to support the students with work experience and taster days which may lead to permanent work in the future;
- Attending Open Days and Job Fairs in the local area to showcase the roles that are on offer in the hotel;
- Taking on apprenticeships alongside the colleges that they work with which includes, Manchester College, Trafford College and UA92;

- Offer a Refer a Friend Program for the team which encourages the team to refer candidates from the local area.

To further highlight the positive employment benefits of the Proposed Development, the table below presents case studies from the Stock Exchange Hotel. These clearly demonstrate the opportunities the hotel provides for local people, and shows that an expanded offer would generate additional employment opportunities for the community.

Employee	Details of their journey
A	Employee A has been part of the journey from Hotel Football to the Stock Exchange Hotel, joining in 2019 as Reception Manager and progressing to Assistant Financial Controller. Their deep knowledge of both hotels, combined with a tireless work ethic, makes them an invaluable member of the team.
B	Employee B has led the housekeeping team at the Stock Exchange Hotel since April 2021 as Executive Head Housekeeper. Known for exceptional quality standards and the loyalty they inspire from their team, they ensure a welcoming and immaculate environment for every guest.
C	Employee C joined the Stock Exchange Hotel in 2021 as a Waitress and has since progressed to Head Breakfast Waitress. Renowned for outstanding guest feedback and the respect earned from peers, they are a trusted and inspiring member of the team.

Therefore, the proposals will deliver jobs during construction and 65 new FTE jobs during operation and many other benefits to the local labour market, such as apprenticeships.