

FINANCE & GENERAL PURPOSES COMMITTEE REPORT

Subject: Business Development Update	Purpose: For Approval <input type="checkbox"/> For Discussion <input checked="" type="checkbox"/> For Information <input type="checkbox"/>
Prepared by: Deirdre McKendry, Director of Business Development	Date: 12 November 2019

Purpose: To update the Committee on the progress of the BDU in relation to budget performance and planned activity

Linked to Strategic Goal 3: Provide a high quality College experience.

Executive Summary:

BDU TOTALS	ANNUAL TARGET	TARGET TO DATE	ACTUAL TO DATE	VARIANCE
CANDIDATES	1489	264	576	312
CREDITS	2500	634	634	0
NOTIONAL CREDIT INCOME	645000	163489	163489	0
CASH INCOME	878103	249083	201034	-48049
EXPENDITURE	1183854	298780	255686	-43094
SURPLUS/DEFICIT	339249	113792	108837	-4955

Vocational Learning

Continuing to see an increase in delivery across all areas, in particular, growth remains steady in the delivery of all Social Services Vocational Qualifications. A new contract with NHS Forth Valley commencing in January 2020 will complement our existing contracts with Health Boards in Borders, Dumfries & Galloway and North Lanarkshire. Our contracts to deliver Childcare SVQs with Scottish Borders Council and City of Edinburgh Council continue to grow with developments in short course provision for Pre-Birth to 3 and Food Safety & Nutrition. Customers are also showing interest in other areas of delivery and our VQ and PDAs in Management are growing in demand. Marketing planned to promote training opportunities in Business Administration, Customer Service and Management with the Modern Apprenticeship funding proving popular across both public and private sector customers. No identified risk to achieving projected budget outcomes.

National Programmes

In year, our Modern Apprenticeship (MA) contract has grown from a starting point of 163 to 268 based on demand from employers, currently sitting at 157 MA starts on the system. Public Contracts Scotland bids for Employability Fund and Modern Apprenticeship Contracts are now out for tender from Skills Development Scotland. In discussion with the Department of Work & Pensions, we will bid for Stage 3 & Stage 4 Employability Fund Contracts to deliver employability training courses in Train to Care, Train to Gain (IT), Train for Construction and Work Experience. We will bid for the

same Modern Apprenticeship Occupational Groupings as for this contract year and also look at demand for new frameworks.

No identified risk to achieving projected budget outcomes.

Business Skills

Our projected cash income for commercial short courses is down however, we have re-scheduled a number of these courses to accommodate our customers' requests to deliver the training later in the year. Meetings have been arranged with a number of local businesses to promote our provision and identify new opportunities for workforce development to recoup our current losses. Our projected expenditure costs have also reduced, as staffing costs have not been incurred where training has failed to go ahead. Additional marketing of Community classes is also taking place to further promote our Winter provision. Our January 2020 – June 2020 programme has been collated and a meeting with Marketing and Publications has been arranged to formulate a marketing plan and schedule. Discussions are taking place with, Susan Oliver, Head Teacher at Jedburgh Intergenerational School to explore opportunities to develop and deliver an increased and improved offer of community provision within the new school.

Flexible Workforce Development Fund

Our Year 2 funding allocation of £140,220 has been confirmed and allocated to Levy Payers in the Borders. We have delivered SVQs, PDAs and bespoke short course provision. Further meetings are being arranged with employers to plan and deliver the 2019/20 target, which remains at the same monetary value as this year allocation.

SFC have confirmed Levy Payer employers who are based in England, who also have a presence in Scotland, can now qualify for FWDF Funding, we will now look to identify new employers who fall into this category to ensure this years' allocation will be spent and our anticipated request for more funds will be accepted.

No identified risks to achieving projected budget outcomes.

Recommendation:

The Director of Business Development will continue to review the budget and planned activity to ensure projected contribution achieved.

Previous Committee Approvals: n/a

For publication ☒

**For publication with
redactions** ☐

Not for publication ☐