

# Finance Information Sharing 5

## Income generation and additional grant income

**Richard Woodfin – Primary Education Adviser**

# The Team - EIP

- **Michael Hawkins – Head of EIP**
- **Jason Hughes – Primary Education Adviser**
- **Caroline Ryder – Education Improvement Adviser - SEND**
- **Nicki O'Flanagan - Education Improvement Officer**

# Proposed Session Order

## Proposed sessions

1. Overview and outline
  2. Re-structuring – when do you need to consider it – Bob Charlton Schools HR  
Deficit Budget Procedures – Greg Watson Schools Finance Officer
  3. Pupil numbers – forward planning / reduction in PAN – conditions to consider applying
  4. Cost saving strategies and ideas / PAN reduction process – Jenny Chalmers school admissions
  - 5. Income generation and additional grants**
  6. Flexible thinking / resource sharing / any other ideas
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# Overview of session 4

- Rationale for the session
- People you may need to make contact with
- Income generation ideas
- Questions and Reflection
- Additional grant income suggestions
- Conclusions
- AOIB

# People

- **Sailesh Patel** – Lead Business Partner
- **Ndenko Asong** – Strategic Lead Finance Business Partner – Education
- **Nav Minhas** – School Place Planning and Policy manager
- **Greg Watson** – Schools Finance Officer
- **Nina Yasin** – Schools Finance Officer
- **Davinder Devgon** – Schools Finance Officer
- **Steve Denbeigh** – Assistant Finance Business Partner
- **Andy Moore** – Assistant Business Partner
- **Robert Clark** – Senior Business Analyst
- **Laura Baldry** – Admissions manager
- **Bob Charlton** – Schools HR
- **Michael Norton** – Head of Capital Programmes

# Reflection and Questions



# Statutory Responsibility

- Providing Education
- Safeguarding Children
- Admissions
- Attendance
- SEND provision
- Health and Safety
- Equality and Diversity
- Assessment and Reporting
- Data Protection
- Financial Management

# What you can't charge for

You cannot charge for: Education provided during school hours (including the supply of materials, books, instruments or other equipment) Education provided outside of school hours if it's part of The National Curriculum.



# Income generation suggestions

- Employ someone or make income generation part of a job role – write a plan
- Children = Money – AWPUs variations
- FSM / PPG – ensure that your numbers are accurate
- SEND funding – ensure you chase and communicate
- All possible grants – catch up / recovery premium – find a way to use it.
- Insurance money owing – unsettled claims
- Anything outstanding - ensure you follow through – don't let it go.
- Extended provision – breakfast and afterschool clubs
- Parental donations – faith schools, Governors fund
- PSA – support so school can re-direct curriculum money- gift aid
- Fundraising events in school – not a level playing field but accessible to all
- Facilities rental – hall, Muga, classrooms, parking
- Staff – secondments – executive support – daily help

# Income generation suggestions

- Nursery funding – 30 hrs +consumables – adjusted termly
- Community partnerships – sponsorships and donations – re-direct funding
- Community education – charge for your facilities
- School shop – range of ‘school orientated’ items
- Sell school produce at local supermarkets
- Online shop to sell top the community that can’t make it into school
- Match funding opportunities – was through banks and financial institutions
- Use of school facilities to holiday clubs / providers
- School clubs generally – sliding scales? – trips – charging policy?
- Uniform sales
- Notable alumni – Emily Blunt!
- Use the school as a venue for local exhibitions / concerts
- Capital projects – check to see if you are eligible for help

# Additional Grant Funding

<https://www.grants4schools.info/>

<https://www.grantsonline.org.uk/news/schools-and-colleges/>

<https://www.countrytrust.org.uk/news/list-of-funds-available-to-support-educational-visits>

<https://skillsfunding.service.gov.uk/view-latest-funding>

<https://grantnav.threesixtygiving.org/>

<https://funding-grants.co.uk/education-grants/primary-school>

<https://funded.org.uk/grants/>

<https://education.southwark.gov.uk/early-years-pvi/funding/grants-and-funding-opportunities>

<https://streetspacestructures.co.uk/funding-and-grants-for-school-projects/>

<https://tescostrongerstarts.org.uk/5m-for-schools/#:~:text=Schools%20will%20be%20able%20to%20apply%20via%20Groundwork%20for%20a,for%20outdoor%20and%20indoor%20activities>

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# Additional Grant Funding

<https://fundraising.co.uk/2023/04/06/tesco-to-launch-5mn-grant-programme-for-schools-other-funding-news/>

<https://www.worthit.org.uk/blog/dfe-funding-for-designated-mental-health-leads>

<https://www.london.gov.uk/programmes-strategies/volunteering/funding-and-training-opportunities/support-schools>

<https://www.bbcchildreninneed.co.uk/grants/the-work-we-do/our-focussed-funding/a-million-and-me/>

<https://www.charityexcellence.co.uk/Home/BlogDetail>

[?Link=Charity\\_Grant\\_Funding\\_Mental\\_Health\\_Wellbeing](https://www.charityexcellence.co.uk/Home/BlogDetail?Link=Charity_Grant_Funding_Mental_Health_Wellbeing)

<https://www.thriveapproach.com/news/claim-dfe-grant>

<https://www.gov.uk/government/publications/charging-for-school-activities>

<https://www.easyfundraising.org.uk/>

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<https://www.amazon.co.uk/>



<https://www.gov.uk/donating-to-charity/gift-aid>

# Reflection and Questions



# Conclusions

- Income generation is time consuming and schools that have success at it employ a **specific person** to look at ways of generating funds.
- Tap into any form of expertise that you can – parents, Governors etc.
- Make sure the bids you put in are specifically targeted and fit the funding criteria
- Use all the grants you get from central Government and th LA in some shape or form – be creative
- Get the **community involved** – more people more chances of good ideas and possible success.
- Always keep one eye on the statutory requirements and the schools capacity to provide what it needs to. Check you are only generating income in line with being a non-profit organisation and that your financial reporting is accurate.
- Ask for help – stay open as hard as this may be.
- Accept the uncomfortable nature of the change – it is uncomfortable.

# Emotions / Support

- Working with a deficit and staff re-structuring is emotionally challenging **for all involved**
- Personal reflections - I went through a range of emotional responses
  - Fear
  - Disappointment
  - Shame
  - Anxiety
  - Anger
  - Euphoria!
- As leaders, where are you getting your support from – it's so important!

# Next Session

- Some thoughts on Marketing your school.
- Capital projects – how they can help
- Bulk procurement – ‘the legend of’
- Any questions to take forward



**AOIB**

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**Please let us know if you are planning on  
any form of re-structure.**