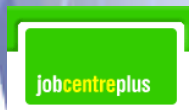


Making Pre-Employment Training Work

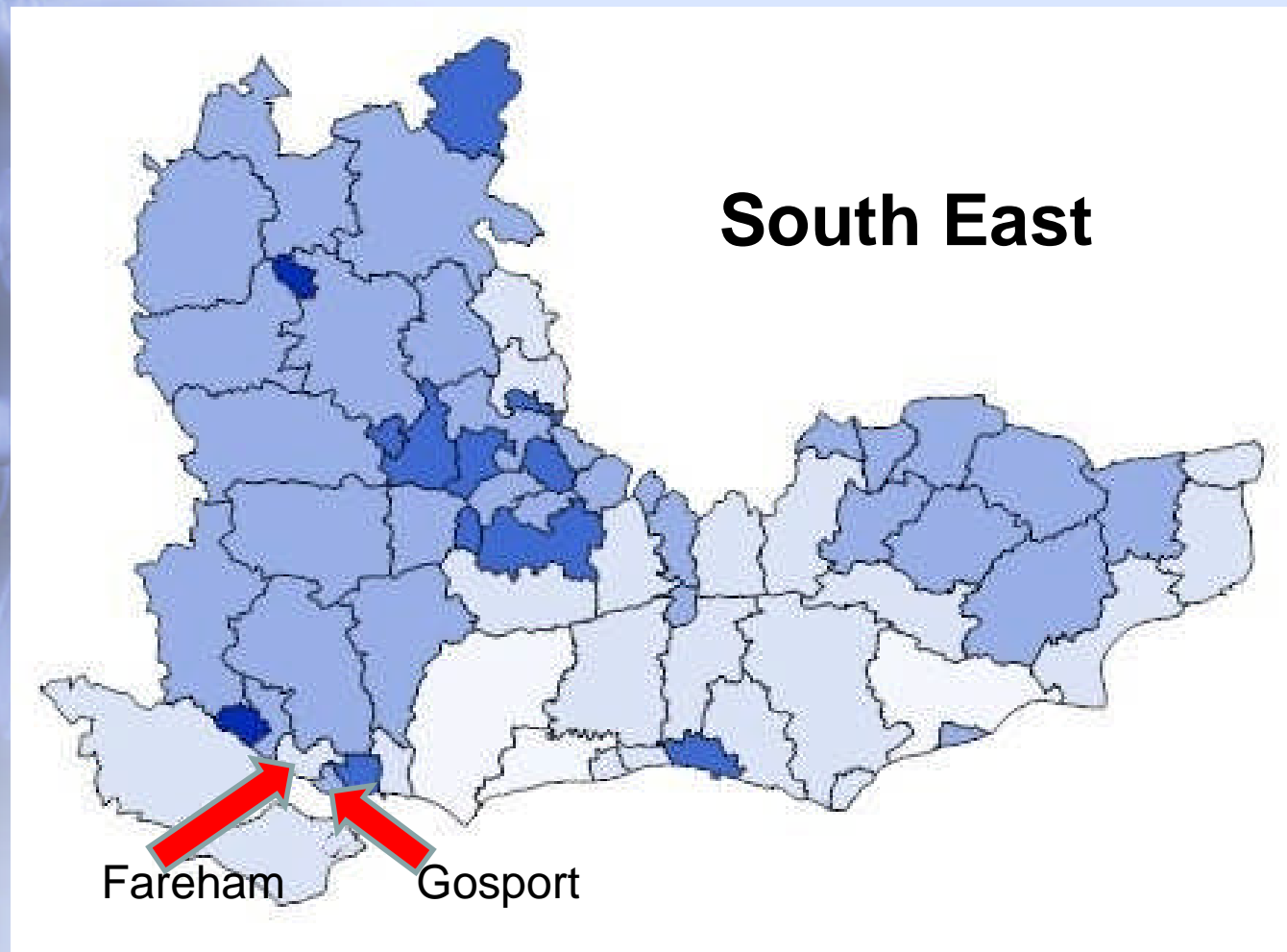
Nigel Duncan Fareham College

FAREHAM COLLEGE

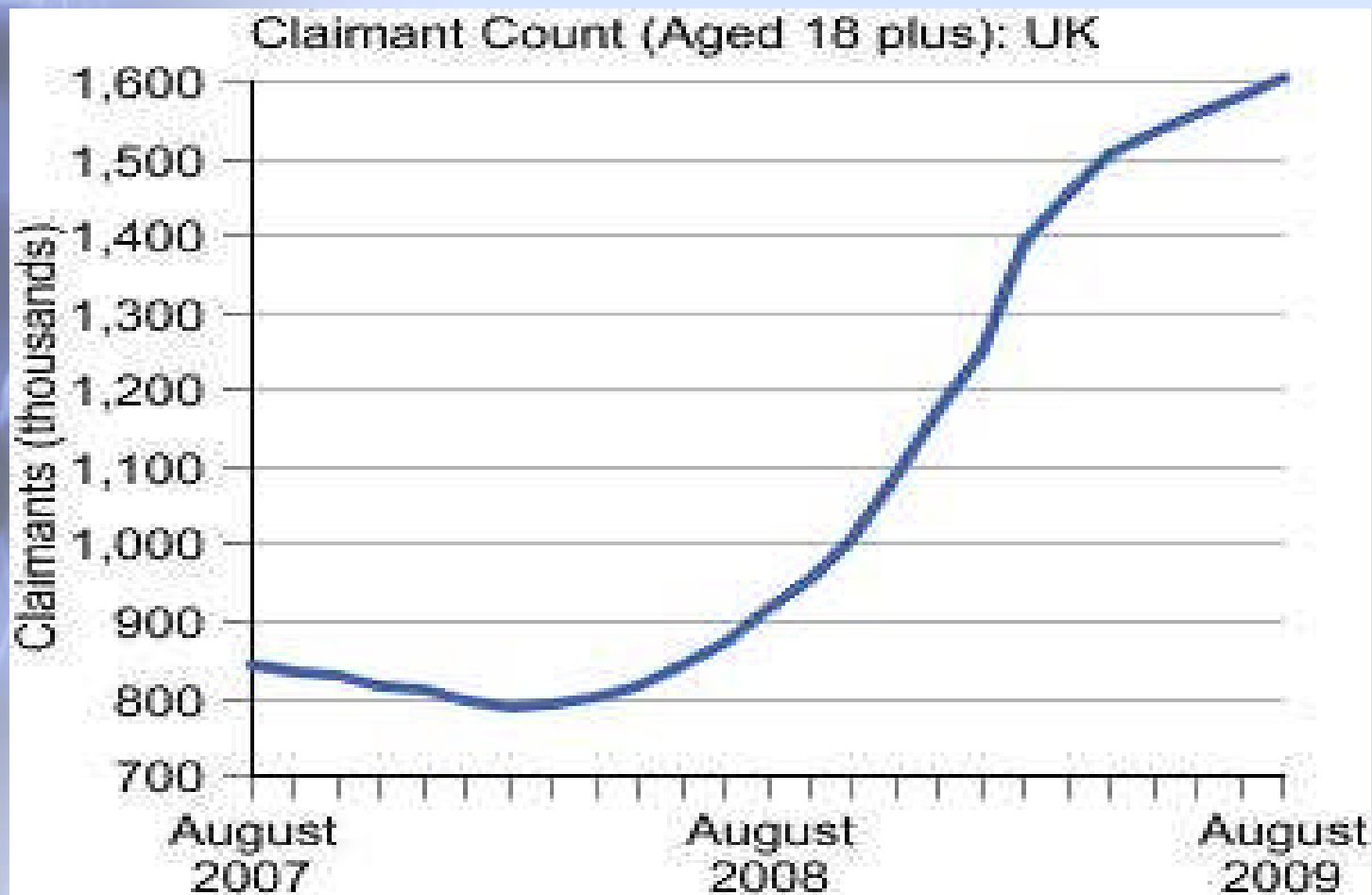
- Small General Further Education College
- Serving Fareham and Gosport
- 300 Staff (140 Teaching)
- 4000 Students (2000 FT)
- Entry Level – Higher Education
- 14 yrs – Adult
- Employer Responsive – Apprenticeships, TTG and Full-Cost



FAREHAM AND GOSPORT



MARKET



DEVELOPING THE OFFER

- Assessed Business Opportunity
 - Market?
 - Funding?
 - Forecast Duration?
 - Is it worth it?
- Discussed with JCP the expected need
- Researched potential market (6 Months + JSA Claimants)
- Researched job availability (JCP vacancies)
- Developed offer '**Prospects**'

STATISTICS (nomis Dec 2008-Aug 2009)

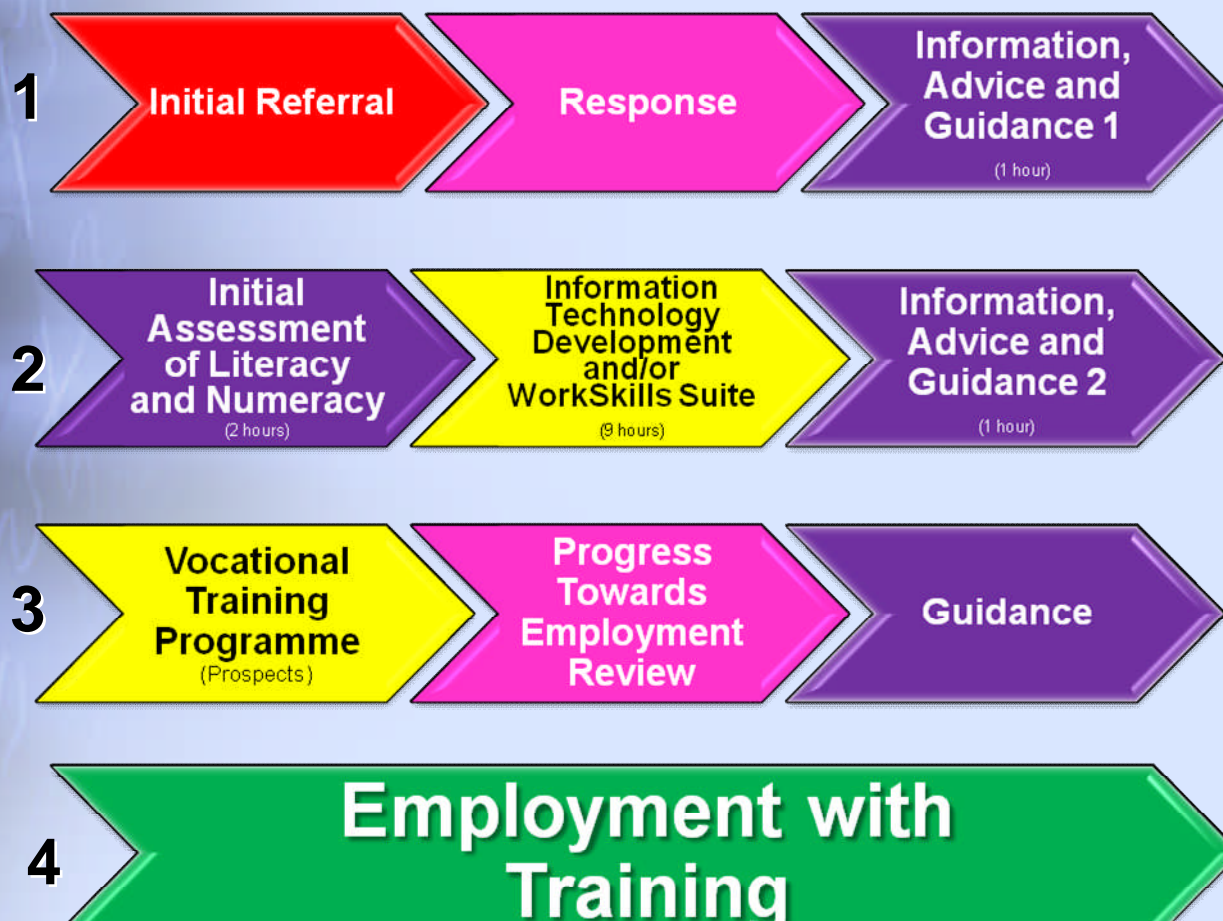
Fareham & Gosport	Numbers	%
Working Age	113,600	100%
Economically Inactive	17,500	15.4%
Unemployed	4,300	3.8%
JSA Claimants	2,969	2.6%
6 Months + JSA Claimants	675	0.6%
Jobs available	401	
JSA Claimant per Job	7.4	
No Qualifications	6,700	5.9%

ESTABLISHING THE STRUCTURE

- Discussed process with JCP and LSC colleagues
- Assigned College responsibilities
- Established communication links 1:1 (FC and JCP/LSC)
- Implemented processes and infra-structure
- Designed QA - ongoing monitoring and review

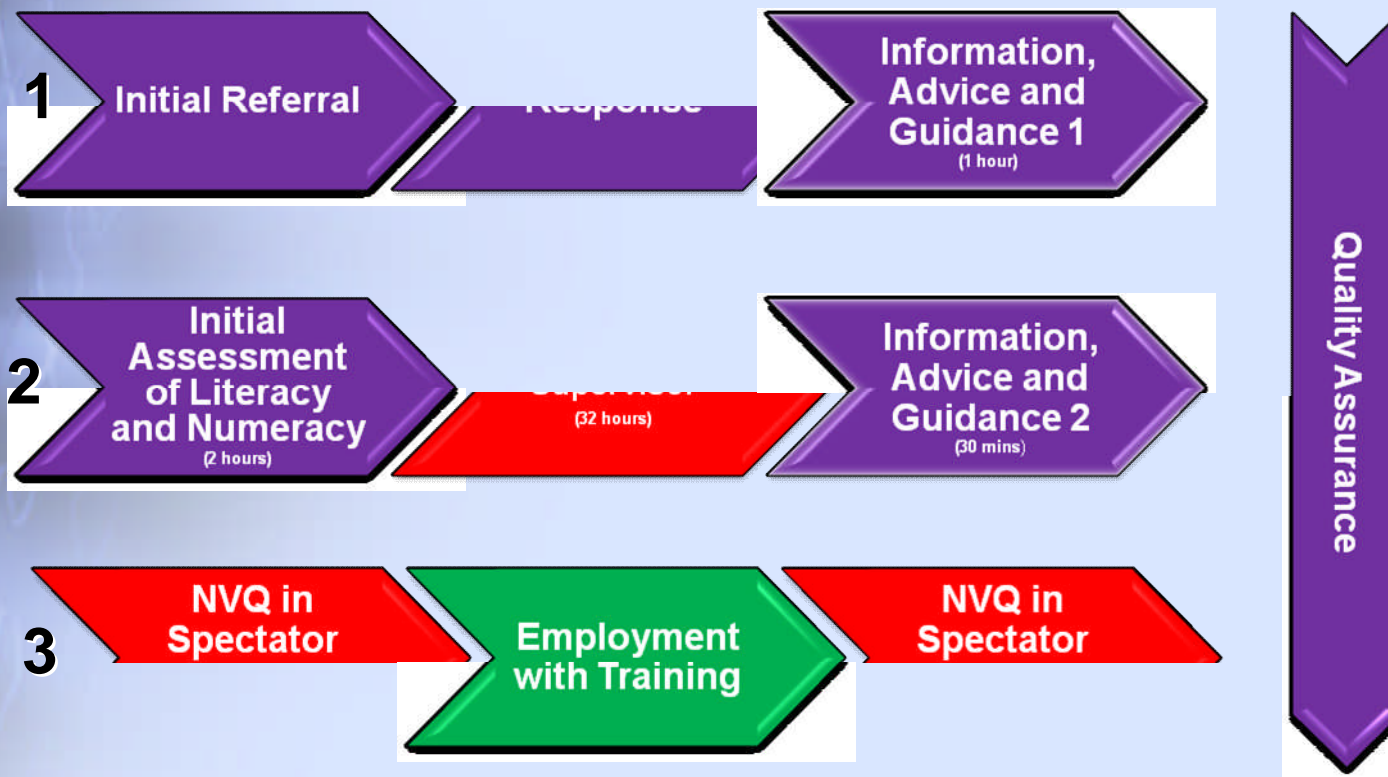
MODEL A

(General)

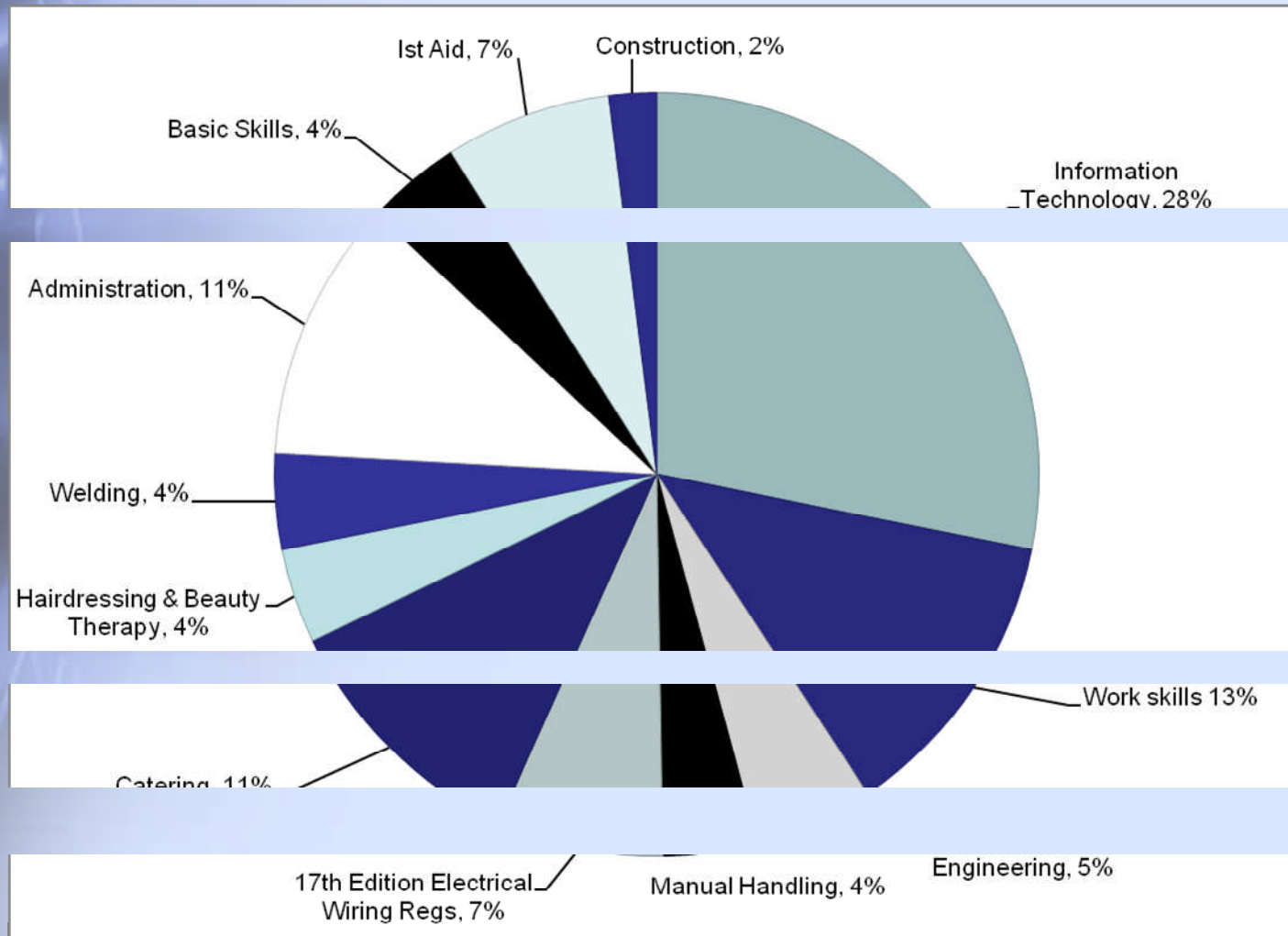


MODEL B

(Collaborative/Bespoke for the Events Industry Pathway)



COURSE PROFILE



KEY ENABLERS/SOLUTIONS

- Well established and productive link with JCP
- Good Information, Advice and Guidance
- Senior management involvement
- Assign project management role (Single Point of Contact)
- Identify delivery and support teams
- Develop infra-structure and allied processes
- Establish quality assurance processes
- 'Can do' attitude

THE FUTURE

- No short-term solution, long-term strategies are required
- Flexible, responsive and collaborative delivery
- Quality provision to secure long-term contracts
- Multiple funding streams to be cost-effective and ensure sustainability