



Swindon & Wiltshire

LOCAL ENTERPRISE PARTNERSHIP



Gloucestershire & Wiltshire Partnership

ESFA Transition Programme in Swindon and Wiltshire 2019 - 2020

**Swindon and Wiltshire
ESIF Programme 2014-2020**

Welcome: Agenda

- Welcome and Introductions
- Purpose of day
- Introduction to GWP
- ESIF programme, including LEP priorities and strategic fit
- Networking

Welcome: Purpose of today

The Swindon and Wiltshire Local Enterprise Partnership has agreed with the Education and Skills Funding Agency (ESFA) to provide co-funding to the European Social Fund (ESF) for delivery of three new services under the ESFA Transition Programme.

- Information about tender and ESIF strategy
- Opportunity to ask questions about our local priorities
- Make contacts and establish delivery partnerships

Welcome: About SWLEP

The Swindon and Wiltshire Local Enterprise Partnership (SWLEP) is a private sector led partnership between Swindon Borough Council, Wiltshire Council, local businesses, the military and the education sector.

Our role is to set the over-arching economic priorities for the area and to undertake activities that will drive economic growth and job creation.

Taking advantage of our unique local skills mix, our Board has 14 Members who collectively encompass private, public and military sector backgrounds.

SWLEP governance

- *SWLEP Board*
- *Skills and Talent sub-group*
- *Other relevant Subgroups - rural economy, digital skills, growth hub and business development groups contribute*
 - *ESIF sub-Committee advises on local level agenda for investment by the 2014-2020 ESIF programme*

Welcome: About SWLEP

supporting



skills
growth



transport



digital
capability



place
shaping



business
development

 **518m**

of investment
secured for projects
between 2014-2021
including **£169m** from the
Local Growth Fund



+18%

more start-ups in 2014 compared to
economic boom of 2007



Top 5
business locations
in England



Centrally located
with excellent
connections



**An attractive
location** for foreign
businesses

7th

Highest in England for
employment for science,
research, engineering and
technology fields

8th

Highest in England
for business R&D
expenditure

12th

Most competitive LEP
area among 38 in
England

Welcome: About SWLEP

Programmes

Our programmes are funded by Central Government and European Funding, secured through competitive bids. Programmes are primarily delivered by the local Unitary Authorities, Swindon Borough Council and Wiltshire Council; revenue contracts are delivered by local partners.



EU Structural Funds

SWLEP's EU Structural Funds (ESIF) programme invests in projects to help businesses compete and grow, and improve people's skills and employment prospects.



Growth Hub

The Swindon and Wiltshire Growth Hub is the gateway for growth for businesses looking to start, grow or realise their full potential.



Higher Futures Skills Hub

Higher Futures works with businesses to up-skill employees with local, bespoke training solutions created in partnership with nationally based university level providers.



Local Growth Fund

'Growth Deals' are funds provided by the government to LEPs in response to their bids for investment that could help unlock growth and development within a local economy.



The Swindon & Wiltshire Enterprise Adviser Network

The national Enterprise Adviser Network and the local Swindon & Wiltshire Network helps to further develop and support



Growing Places Infrastructure Fund

The Growing Places Infrastructure Fund (GPIF) is a capital only fund used to invest in infrastructure projects that deliver

Welcome: Introduction to GWP



Gloucestershire & Wiltshire Partnership

Julia Falaki, Gloucestershire & Wiltshire Partnership Manager

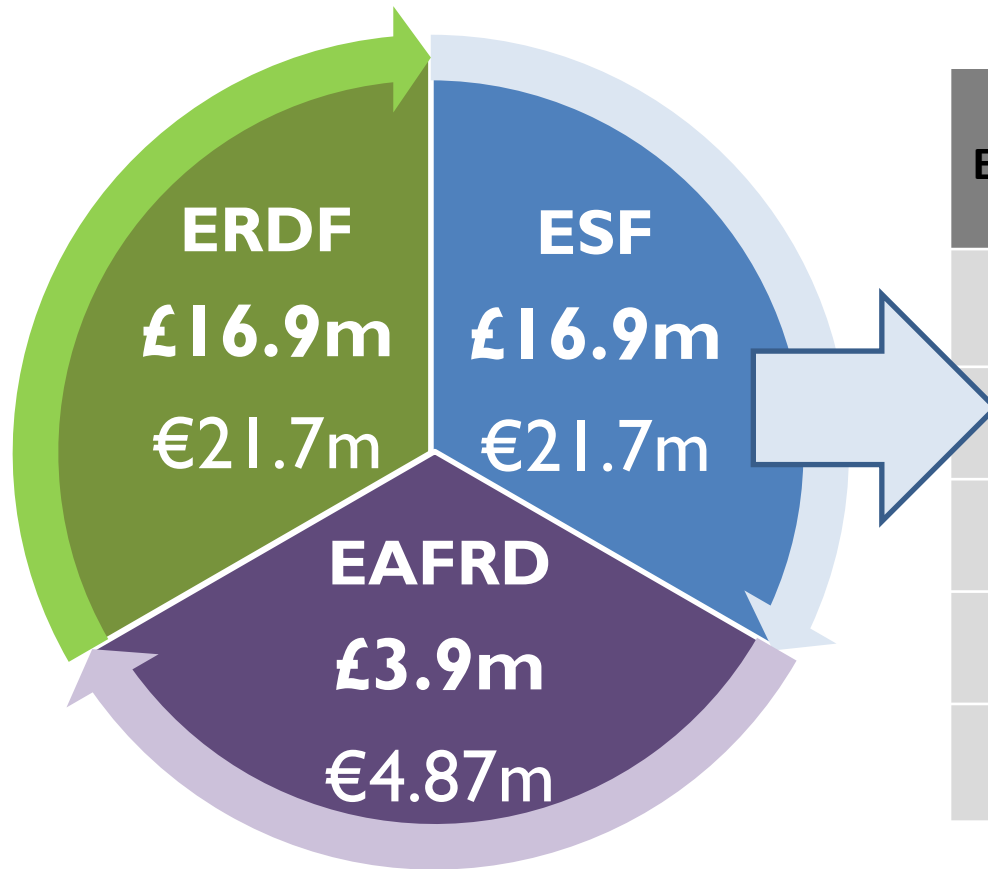
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Twitter: [@GWPartnership](https://twitter.com/GWPartnership)

ESIF Programme: Funding values



ESF Investment priority	Notional funding allocation for Swindon and Wiltshire
1.1	£4,347,473
1.2	£2,526,761
1.4	£2,197,183
2.1	£7,852,595
2.2	£0

ESIF Programme:

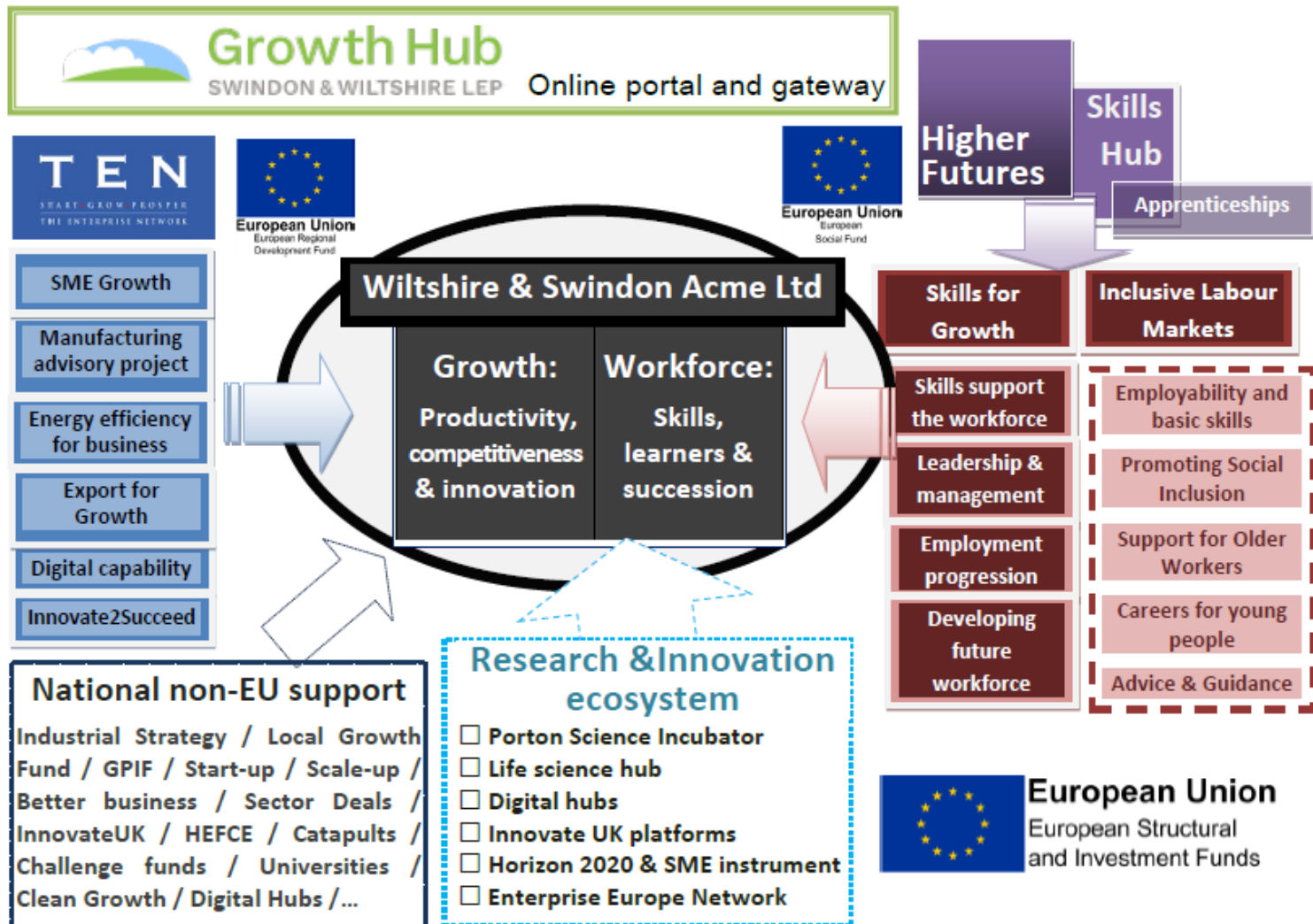
Strategy themes & activities

ESIF Themes	ESIF Activities	
SME Growth	1.1	SME Competitiveness - <i>start-up through to specialist support</i>
	1.2	Rural Tourism
	1.3	Food & Drink supply chain development
Innovation for Sustainable Growth	2.1	Innovation for Smart Specialisation
	2.2	Innovation for a Low Carbon Economy
	2.3	Innovation for Natural Capital – <i>investing in natural capital, landscape and environment</i>
Skills for Growth	3.1	Workforce skills - <i>bridging the local skills gaps</i>
	3.2	Raising aspirations and attainment among young people - <i>driving up STEM skills and qualifications to close gaps</i>
Skills for Inclusion	4.1	Realising the potential of people in low wage work
	4.2	Utilising the potential of older workers
	4.3	Approaches to supporting younger workless people
	4.4	Promoting social inclusion

ESIF Programme: Strategy ESF activities



ESIF Programme: Vision for business-oriented integrated programme



ESIF Programme: Priority development

- Priority development – an internal exercise within SWLEP
- Policy steer from SWLEP Board and Skills & Talent sub-group
- Refers to ESIF Strategy themes and Strategic Economic Plan
- Takes account of emerging Higher Education strategy, Local Economic Assessment, Industrial Strategy and other evidence
- Aligns with ESFA Transition Programme
- Accounts for learning from 2015-2018 ESFA CFO programming

ESIF Programme: Supply of support for individuals who are NEET or at risk of NEET

- INVITATION TO TENDER: 30400
- **ESF investment priority 1.2 – Inclusive Labour Markets - sustainable integration of young people (15-24 years old)**
- Local information at Part 4 and 5 – page 110
- Contract value £1,800,090 – 1143 participants
- £1,575 unit cost / participant (more developed area rate)

ESIF Programme: Supply of support for individuals who are NEET or at risk of NEET

Delivery to date

- **Learn Direct** delivered ‘Your Time’ – contract
- **CSW** delivering CEIAG / NEET project – aimed at raising aspirations towards STEM careers
- Some overlap with:
 - **Building Bridges** - Building Better Opportunities (Big Lottery co-finance) and Community First
 - **Link to Work** - DWP CFO/ Working Links

ESIF Programme: Supply of support for individuals who are NEET or at risk of NEET

Local Priorities and local outcomes

- **“Contractor shall encourage Young People to realise their potential and progress in learning and in the workplace through the provision of the Services.”**
- Some desired outcomes from delivery
 - Reduced barriers to take on post-16 learning options for people in rural areas
 - Alternative and bespoke provision additional to mainstream learning
 - Improved attainment rates
 - More individuals qualified to take on an Apprenticeship
- Local priorities - three priority groups:
 - A. Around 1,000 16-17 year old NEET young adults, needing skills to gain employment or continue in education
 - B. Identifiable group of 15-17 year olds currently at risk of NEET - often in education but without a plan for learning or employment
 - C. A larger group of people aged over 18, who are harder to identify and engage, and require planned and lengthier interventions

ESIF Programme: Supply of support for individuals who are NEET or at risk of NEET

Development plan

“The Contractor will be required to produce a development plan in response to the LEPs with identified roles and responsibilities and named contacts. The plan will be agreed and revised with the LEP on an annual basis. Plans could include research; co-ordination of labour market information; proposals to respond to skills needs of LEP’s priority sectors; developing provider responsiveness; innovation and employer engagement.”

- Co-ordination of labour market information – *small numbers at 16-17, wider need at 18+*
- Plan of engagement - how the contractor will support the growth of local economy by matching demand / supply – *eg; digital capability and technical skills, links to employers, working with the public sector, schools, colleges and in the community*
- Employer engagement plan linked to LEP’s priority and other sectors
- Developing provider responsiveness – *flexibility / contingency*

ESIF Programme: Supply of Skills Support for the Workforce

- INVITATION TO TENDER: 30379
- **ESF investment priority 2.1 – Skills for Growth - Enhancing equal access to lifelong learning**
- Local information at Part 4 and 5 - page 115
- Contract value £2,021,746 – 1095 participants
- £1,846 unit cost / participant (approx. more developed area rate)

ESIF Programme: Supply of Skills Support for the Workforce

Delivery to date

- **Serco UK** – Skills support for the workforce – due to end March 2019
- Some overlap expected with **Higher Futures (SWLEP Programme)** – ESF eligibility ranges from entry/ L1 to L3 whilst Higher Futures provides at levels 4+

ESIF Programme: Supply of Skills Support for the Workforce

Local Priorities and local outcomes

- **“Overarching priority is for a skilled workforce capable of utilising enabling technologies contributing to improved rates of productivity.”**
- Employers & employees lifelong learning approach to workforce and career planning
- Three local priorities
 - A. Employed people – with focus on L1 and Entry level for uptake of Apprenticeships
 - B. Support SMEs across sectors to increase their workforces’ digital skills capability with learning appropriate to growth and productivity requirements of the business
 - C. Leadership and management skills for business leaders in SMEs
- Local priorities aligned with ESFA specification for:
 - Training needs analysis
 - Responsive skills programme – demand-led and related to growth businesses
 - Flexible approach – balancing breadth of offer with responsiveness to demand
 - “provide accredited units of learning at Level 3 and above in subject areas ... where these do not lead to a full qualification” - *particularly relevant to Leadership and Management demands*

ESIF Programme: Supply of Skills Support for the Workforce

Development plan

To be confirmed with Contractor – likely to involve:

- Contractor preparing and agreeing a service delivery plan
- Setting out how contractor will identify and deliver support to the SWLEP priority sectors under each of the three specified key priorities
- Set out the process for marketing and delivering training needs assessments and ways that this can add value to local businesses
- Contractor to make and agree proposals about how the services will operate alongside Growth Hub and other relevant offers, such as Higher Futures

ESIF Programme: Community Grants

- INVITATION TO TENDER: 30401
- **ESF investment priority 1.4 – Inclusive Labour Markets - Active Inclusion**
- Local information at Part 5 and 6 – at page 125
- Contract value £177k – 126 participants
- “Grants should be for a minimum of £5,000 up to the stated maximum of £20,000”

ESIF Programme: Community Grants

Delivery to date

- This is the first Community Grants scheme proposed under the ESIF Programme 2014 – 2020 period for the area
- Related to **Building Bridges** project managed by Community First – which deploys a broad range of partners across the whole area to promote social inclusion and co-funded by **BBO / Big Lottery**
- Grants may also link to HMPPS ESF contract – **Shaw Trust** delivery

ESIF Programme: Community Grants

Local Priorities and outcomes

Priority 1 – Enterprise support service to tackle financial exclusion

For example:

- *Support disadvantaged individuals to realise potential through self-employment*
- *Provide alternatives to those in difficulty and disadvantaged in the labour market*
- *Promote pre-start-up enterprise education and accessing financial services*

Priority 2 – Establishing routes towards and into work with employers

For example:

- *Focused on those furthest from the labour market with unmet needs*
- *Establish and deliver long-duration employment support*

Priority 3 – Promoting inclusion through learning and volunteering

For example:

- *Support social enterprises and charities to extend opportunities*
- *Promote volunteering to increase employability credentials*

ESIF Programme: Community Grants

Development plan

- No requirement for plan
- Part 1 (clause 21) sets out the criteria – in summary:
 - Engagement and marketing
 - Carry out publicity
 - Clear, accessible, transparent and challengeable process
 - Grants relevant to local circumstances

ESIF Programme: Responding with a bid

Process / governance

- ESFA procurement process – managed through Bravo portal – under strict Competition rules – the SWLEP has a limited advisory function
- The ESFA is the Grant Recipient and the tender is offered by ESFA to deliver services in the Swindon and Wiltshire area
- The SWLEP is not the decision taker nor contracting party – it provides advice on the relevance and strategic fit of services tendered in the area
- Unlike in 2016, the SWLEP will have a representative on the selection panel – and it will continue to work to ESFA to manage delivery of ESF contracts

ESIF Programme: Responding with a bid

The ITT ...

- Part 1 – Standard criteria – *developed by ESFA in consultation with LEPs*
- Part 2 – Standard deliverables which ESFA has agreed with Managing Authority to deliver the ESF Operational Programme targets – *SWLEP has had no input on these proportions or targets*
- Part 3 – Funding Model – (Table B) – *ESFA standard unit costs / payment regime*
- Part 4 – Local information developed by SWLEP in agreement with ESFA
- Part 5 – ESFA funding tables (Table C) based on the specific funding amounts proposed by SWLEP, its regional category, and using standard ESFA rates

Deadline for bidders to submit questions to the ESFA is 4th September – do not come directly to myself of Julia

ESIF Programme: Responding with a bid

Deadlines

- IP1.2 and IP2.1 ITTs close on 17th September
- IP1.4 for Community Grants closes on 19th September

ESIF Programme: Responding with a bid

ITT selection considerations

- IP 1.2 and IP 2.1
 - Readiness to Deliver
 - Management and Reporting
 - Engaging with and meeting the needs of Participants within the whole area.
 - Meeting the needs of Participants and employers
- IP1.4 for Community Grants
 - Delivery Model
 - Contract Management
 - Quality Assurance
 - Resourcing

ESIF Programme: Responding with a bid

Service duration

- Services commencement date – *expected to be 1 April 2019*
- The final date for participant starts is 31 December 2020
- All activity must be completed by 31 July 2021

ESIF Programme: Responding with a bid

Extensions and Brexit

- Managing Authority – the DWP - expect to release an additional £315m of ESF notional allocation to 38 LEP areas across England – but no detail on values yet
- Uprating of local allocations by approx. 8-9% of current ESIF values is planned
- Not all exchange rate gains will be passed on – to reduce risk of over-committing funds
- Reserve Fund will be set up – to hold monies for release over course of programme
- SWLEP has achieved a high commitment of its ESF allocation (approx. 65%)
- SWLEP aims to draw upon Reserve Fund to meet demand – some uncertainties:
 - ESFA and MA criteria for Reserve Funds
 - Local performance of services against profile to meet any qualifying thresholds
 - £ Sterling and prevailing € exchange rate controlling available Reserve Funds

ESIF Programme: Strategic Fit

Strategic fit in specification

- “Physical operational base within the area
- “Areas of highest need” - “Whole area” ??
- “Overcome barriers to engagement”
 - Delivery in rural settings with small cohorts of participants is expected
 - Unit costed delivery and contractors need to consider variations in cost of delivery per Participant from the outset costing in the rural dimension
- “... local partners are keen for a Community Grants Managing Agent, which can work alongside existing structures” *means working with Building Bridges (as above)*

ESIF Programme: Strategic Fit

Sub-contracting / partnerships

- Delivery and contract partners must be capable of carrying out compliance alongside delivery – ie; having systems in place to ensure participants meet Eligibility Criteria
- Participants - *proof of identity and proof of right to work / status as NEET, etc, 28 day turnaround for eligibility checks*
- Sub contractors should add value to Services by providing the expertise to meet individuals' and SMEs' demands
- Strong, organised and informed partnerships need to time to form – start today!

ESIF Programme: Strategic Fit

Innovations / additionality

- Services designed to reflect local needs and opportunities
- Market intelligence - Local Economic Assessment Ch. 4 – SWLEP website
- IAG / publicity – active and early community engagement is necessary
- ‘Providing for job progression, apprenticeships, workplace learning ...’
- Importance placed on engaging with employers –
- Additional to Enterprise Advisor Network / Careers & Enterprise Co
- Working with other programmes – Higher Futures, Growth Hub, ERDF
- Contractors advised to start engagement before actual delivery
- Contractors should engage relevant employers to assess demand

ESIF Programme: Strategic Fit

Coordination / cooperation

- Partners – contractual commitment to be cooperative and collaborative
- Trustworthy partners required to establish with SWLEP partners the most effective support paths for referred people
- **“engage with and use reasonable endeavours to work in partnership”** – including local authorities – *some examples for Swindon and Wiltshire*
 - IP1.2 - Identification of NEET requires building proactive links in community
 - IP2.1 – Engaging with Growth Hub and other ERDF providers to add value when addressing skills with employers – and linking to business growth plans
 - IP1.4 – Work with SWLEP for representatives to sit on an award panel

ESIF Programme: Strategic Fit

Reporting and engagement with SWLEP

- Detailed and comprehensive reporting as standard - detail of courses, location of delivery,
- Quarterly tripartite meetings featuring ESFA-SWLEP-Contractor -
 - SWLEP works closely with local authority economic development and employment and skills teams ie; links to wider public sphere, C&E Co. / enterprise advisor network, families support, social housing, leaving care, education and multi-agency groupings, safeguarding, etc
- Provider meetings:
 - All ESF projects meet with Local Authority and SWLEP to agree best practice, cooperation, referral routes, address trends and build complementary approach
- Growth Hub delivery group
 - The Skills support for workforce provider will be invited to attend bi-annual meetings with ERDF projects and Growth Hub management
- SWLEP participation at Contractor partner meetings



Swindon & Wiltshire

LOCAL ENTERPRISE PARTNERSHIP



Gloucestershire & Wiltshire Partnership

ESFA Transition Programme in Swindon and Wiltshire 2019 - 2020

**Thank you for your time – good luck
with your bids!**

**Swindon and Wiltshire
ESIF Programme 2014-2020**