

**Kent Adult Education Service
Business Development 2007-10**

Approach: To diversify the portfolio based on core curriculum competencies

New Business

Market/Partner	Opportunity	2009-10 Income (range) 000,00	Forecast	Influencing Factors External	Influencing Factors Internal to KAES
KCC Learning & Development	Preferred provider of training to level 2, particularly IT, and full cost short courses to meet legal or best practice needs eg first aid, Health and Safety,	£180 - £300	Medium	Nature of L&D relationship, preferred partner or just another supplier Active promotion of Skills Pledge and "GO" award by KCC linking to LAA targets	Resource to manage and develop the relationship Increase in qualified resource to deliver training
Extended Schools settings in Kent	Support Staff Qualifications level 2/3 (LSC FE and Train to Gain draw down) Promotion of "GO" award SFLife Full cost short courses Full cost family learning courses	£150 - £280	High	Successful increase in Train to Gain contract volumes Priority on literacy and numeracy in LAA maintained and supported by CFE	Resource to manage and develop the relationship at Directorate and local LCSP level Increase in qualified resource to deliver training

Appendix 1

District Councils	Promotion of "GO" award and skills Pledge linked qualifications (LSC FE and Train to Gain draw down) Full cost short courses	£100 -£150	Medium	Buy in to LAA targets by DC's. Leverage of LAA connections to promote "GO" award and Skills Pledge	Resource to manage LAA leverage and DC relationships Increase in qualified resource to deliver training
Selected Large employers	Promotion of Skills Pledge linked qualifications, FE and TT Gain funded (LSC FE and Train to Gain draw down) Full cost short courses Full cost Fitness and Leisure programmes	£75 - £125	Medium	Successful increase in Train to Gain contract volumes Maintenance of FE funding levels	Resource to manage relationships Increase in qualified resource to deliver training
External Funding - Bids to deliver training and learning	Identification/conversion of major bid opportunities aligned to Adult Learning and development of employability skills agenda	£100 - £200	Low	Need to work on a regional/sub regional basis with public and private sector partners	Appropriate skilled resource to develop and manage partnership relationships
14-25 Unit; Sue Dunn	Enhanced Curriculum, Skills for Life, Train To Gain, Apprenticeships (KEY)	xx?		Moderate	Under Development, Early days – But Potential could be significant