



# Coast to Capital – Specification Launch Event

- 2.1 Leadership & Management Skills for Managers, Team Leaders, and Supervisors
- 2.1 Leadership & Management Skills for Business Leaders, and Owner Managers
- 2.2 Graduate Internships for SME Growth and Employability Skills



**European Union**  
**European Social Fund**  
Investing in jobs and skills



# Welcome and Introductions

- Welcome to Coast to Capital
- Housekeeping
- Introductions
  - Attendees around the room
- What to expect from this session

Opportunity for questions  
and discussion during the  
presentation



Department  
for Work &  
Pensions

(ESF MA)

# European Social Fund Programme

Peter Kennedy

8<sup>th</sup> September 2017

# Priority Axis and Investment Priority



Department  
for Work &  
Pensions

## PA 1 Inclusive Labour Markets

1.1 Access to employment for jobseekers and inactive people

1.2 Sustainable integration of young people

1.3 Youth Employment Initiative (YEI)

1.4 Active Inclusion

1.5 Community-Led Local Development (CLLD)

## PA 2 Skills For Growth

2.1 Enhancing equal access to lifelong learning

2.2 Improving the labour market relevance of education and training systems



## Responsibilities of the MA with regard to these Skills for Growth calls



Department  
for Work &  
Pensions

### Process from call to FA.

- Outline Applications
- Assessment
- Strategic Fit
- Full application
- Appraisal
- Funding Agreement



# The Future

- The Chancellor confirmed, in October 2016, that all structural and investment funds projects, including ESF, signed before exit will be fully funded.
- We are actively developing calls and appraising applications as usual.
- Local ESIF Sub-committee will continue to be consulted on the strategic fit and value for money of submitted projects.
- In addition two further key conditions have been set by the Government :
  - Increased emphasis on value for money
  - Ensuring applications are in line with domestic strategic priorities



Department  
for Work &  
Pensions

# Q & A



**All three specifications under discussion in this event are not opt-in match funded – match will need to be sourced by the applicants**

Vincent O’Connell and Neil Clarke

- History of match funding
- Advantages of direct bids





# Areas to target for all specifications...

## Those targeted for growth:

- Advanced manufacturing and engineering
- Creative, digital and IT
- Environmental technologies
- Financial and business services
- Health and life sciences

## High employment sectors:

- Health and social care
- Construction
- Visitor economy

**Key point:** Target sectors and employers that can improve their productivity and lead to economic growth – this will help to fulfil the requirements of the specifications



# Why Leadership & Management?

Following the consultation event held in March 2017 it became clear that Leadership and Management skills need to be addressed in the Coast to Capital area.

SMEs in particular tend to invest less in workforce development, and a lack of higher level skills in the workforce is a constraint on increasing productivity and therefore growth.





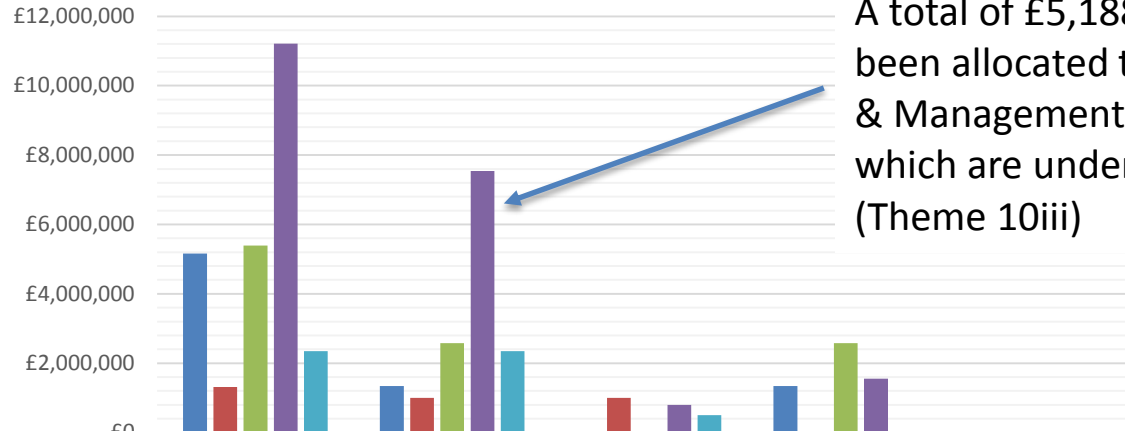
# ESF Leadership & Management - Calls

Two specifications released on Monday 21<sup>st</sup> August 2017:

- 2.1 L&M Skills for Managers, Team Leaders, and Supervisors
- 2.1 L&M Skills for Business Leaders, and Owner Managers

Call window is open for 8 weeks – due to close on **20 October 2017**

## ESF Funds Summary



A total of £5,188,542 in ESF has been allocated to the Leadership & Management specifications which are under Priority Axis 2.1 (Theme 10iii)

	ESF notional allocation	Value of ESF calls issued	Value of applications in process	Value of projects contracted	ESF spent
■ Theme 8i Access to employment	£5,164,590	£1,339,722	£0	£1,339,722	£0
■ Theme 8ii NEETs	£1,313,705	£1,000,000	£1,000,000	£0	£0
■ Theme 9i Active inclusion	£5,389,254	£2,574,200	£0	£2,574,141	£0
■ Theme 10iii Equal access to learning	£11,210,710	£7,538,067	£800,000	£1,549,525	£0
■ Theme 10iv Improving the labour market	£2,349,464	£2,345,000	£500,000	£0	£0

## 2.1 – Leadership & Management for Managers, Team Leaders, and Supervisors

- 2 projects are available under this call
- Direct call worth £3 million ESF in total (£1.5 million in ESF funds per project)
- Match funding to be sought by applicant
- Complimentary call also released – referrals and synergies between projects expected

Target number of outputs:

ID	Output	Total	Men	Women
O1	Participants	4552	2230	2322
O4	Over 50s	956	-	-
O5	Participants from ethnic minorities	728	-	-
ESF – CO16	Participants with disabilities	272	-	-
O6	Participants without basic skills	820	-	-
ESF – CO14	Single adult household with dependent children	228	-	-

**Bids must respond to the needs of the C2C LEP area, thus giving the best opportunity to grow the economy.**

Applications must demonstrate:

- Development of leadership and management skills provision to support and improve growth, particularly to help companies better deal with global competition
- Development of a pipeline of participants from targeted beneficiary groups interested in management development by actively targeting companies in key priority sectors
- How delivery of 'Leadership and Management Development' skills provision (including basic skills specific to each participants needs) will improve the management and leadership capabilities of key staff
- Brokering of businesses to other relevant business support areas in both public and private sector as appropriate

**Due to the nature of this specification, we would like to see the results achieved at a higher percentage to ensure businesses benefit from the development on offer:**

ID	Result	Target % for this project	Minimum target %
R3	Participants gaining basic skills	11%	11%
R6	Participants gaining level 2 or below or a unit of a level 2 or below qualification (excluding basic skills)	50%	25%
R7	Participants gaining level 3 or above or a unit of a level 3 or above qualification	14%	8%
R8	Employed females gaining improved labour market status	35%	35%

## 2.1 – Leadership & Management for Business Leaders, and Owner Managers

- 2 projects are available under this call
- Direct call worth £2.18 million in ESF funds in total (£1.09 million each project)
- Complimentary call also released – referrals and synergies between projects expected

Target number of outputs:

ID	Output	Total	Men	Women
O1	Participants	3320	1626	1694
O4	Over 50s	696	-	-
O5	Participants from ethnic minorities	532	-	-
ESF – CO16	Participants with disabilities	194	-	-
O6	Participants without basic skills	0	-	-
ESF – CO14	Single adult household with dependent children	166	-	-



**This project seeks to develop and deliver provision to help business leaders and owner managers cope with the changing business environment.**

**Bids must respond to the needs of the C2C LEP area, thus giving the best opportunity to grow the economy.**

Applications must demonstrate:

- Development of leadership and management skills provision for business leaders and owner managers to help companies' better deal with the impacts of the evolving global trade situation
- Development of a pipeline of participants interested in management development by actively targeting companies that want to develop new skills to grow their business, and maintain its resilience in the face of increasing competition
- Delivery of the management development skills provision
- Active targeting of companies with an ability to export and aim to maintain/increase international activity in our priority sectors
- Integration of delivery with other important International Trade initiatives, including the local Growth Hub, DIT, the ASEAN Business Hub and other ERDF support programmes
- Brokering of businesses to relevant business support areas in both public and private sector as appropriate

**Due to the nature of this specification, we would like to see the results achieved at a higher percentage to ensure businesses benefit from the development on offer:**

ID	Result	Target % for this project	Minimum target %
R6	Participants gaining level 2 or below or a unit of a level 2 or below qualification (excluding basic skills)	25%	25%
R7	Participants gaining level 3 or above or a unit of a level 3 or above qualification	35%	8%
R8	Employed females gaining improved labour market status	35%	35%

# Questions?

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Graduate Internships coming up next...



# Why Graduate Internships?

There are four universities in the Coast to Capital region, which produced 41,000 graduates between 2007 to 2012.

However, the Coast to Capital region suffers a significant graduate 'brain drain'. Only 43% of graduates were retained in our area, with 20% of students graduating from the area securing employment in London.

At the same time, employers often report difficulties attracting and retaining people.





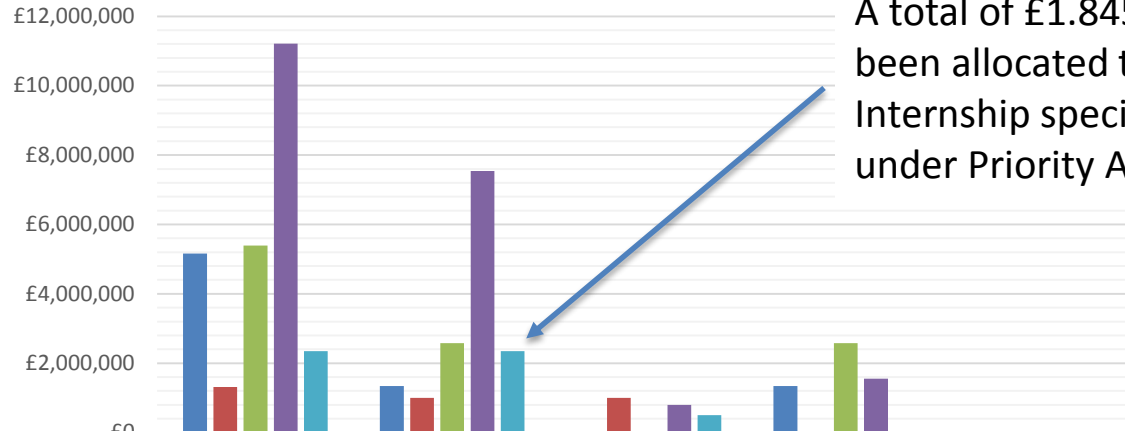
# ESF Graduate Internships - Call

One specifications released on Monday 21<sup>st</sup> August 2017:

- 2.2 Graduate Internships for SME Growth and Employability Skills

Call window is open for 8 weeks – due to close on **20 October 2017**

## ESF Funds Summary



	ESF notional allocation	Value of ESF calls issued	Value of applications in process	Value of projects contracted	ESF spent
■ Theme 8i Access to employment	£5,164,590	£1,339,722	£0	£1,339,722	£0
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■ Theme 10iv Improving the labour market	£2,349,464	£2,345,000	£500,000	£0	£0

## 2.2 – Graduate Internships for SME Growth and Employability Skills

- 1 project available under this call
- Direct call worth £1,708,496 in ESF funds
- Match funding to be sought by applicant

Target number of outputs:

ID	Output	Total
CO23	No. of supported SMEs, including co-ops and social enterprises	170

## What we are looking for from this project:

- Businesses benefiting from graduate internships;
  - to help them initiate a project that would not progress without ESF support
  - or for businesses to use internships to bring graduates into their business that they would not normally be able to afford
- A graduate internship scheme must not become a wage replacement scheme;
  - therefore we would expect the funding to be used to prepare and support non-business graduates into work
  - to recruit graduates in areas of known market failure
- Keen to see this initiative help businesses to develop greater resilience to better cope with the potential changing global trading situation



## The local priorities to be addressed through this call are as follows:

- Development of a successful internship programme for graduates - provides businesses with new/value adding capabilities
- Build the capacity of SMEs to provide internship opportunities and enhance the contribution of advanced skills to SME growth
- Recruit businesses to offer meaningful graduate internships
- To train and recruit graduates to undertake internships in local businesses - enabling graduates to gain industry relevant experience and skills
- Brokering opportunities to encourage and increase graduate placements particularly through wider employer engagement and involving supply chains

ID	Result	%
R9	Small and Medium Enterprises successfully completing projects (which increase employer engagement; and/or the number of people progressing into or within skills provision)	75%



# Technical Assistance

Please feel free to contact any member of our Technical Assistance project to provide further guidance and support:

Partner:	Name:	Email Address:	Contact Number:
Coast to Capital	Claire Dillon-Thiselton	<a href="mailto:Claire.Dillon-Thiselton@coast2capital.org.uk">Claire.Dillon-Thiselton@coast2capital.org.uk</a>	01403 333840
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Brighton & Hove City Council	Neil Clarke	<a href="mailto:Neil.Clarke@brighton-hove.gov.uk">Neil.Clarke@brighton-hove.gov.uk</a>	01273 296958
Surrey County Council	Vincent O'Connell	<a href="mailto:Vincent.oconnell@surreycc.gov.uk">Vincent.oconnell@surreycc.gov.uk</a>	020 8541 8087

# Questions & Networking Opportunity



# Thank you



European Union  
European Social Fund  
Investing in jobs and skills

*Claire Dillon-Thiselton*  
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