Effective Partnerships between FE Colleges and Business

Best practice in finding willing businesses to participate

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Chichester College

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Chichester College About Us

- Large General FE College
- Turnover £48 million in 2009/10
- FT: 5346 PT: 13670
- International Operations £3.3 million
- Apprentices £2.7 million
- T2G £1.8 million
- External Funding £2.45 million
- Response to Redundancy £1.1 million
- 45% diversification from other income streams

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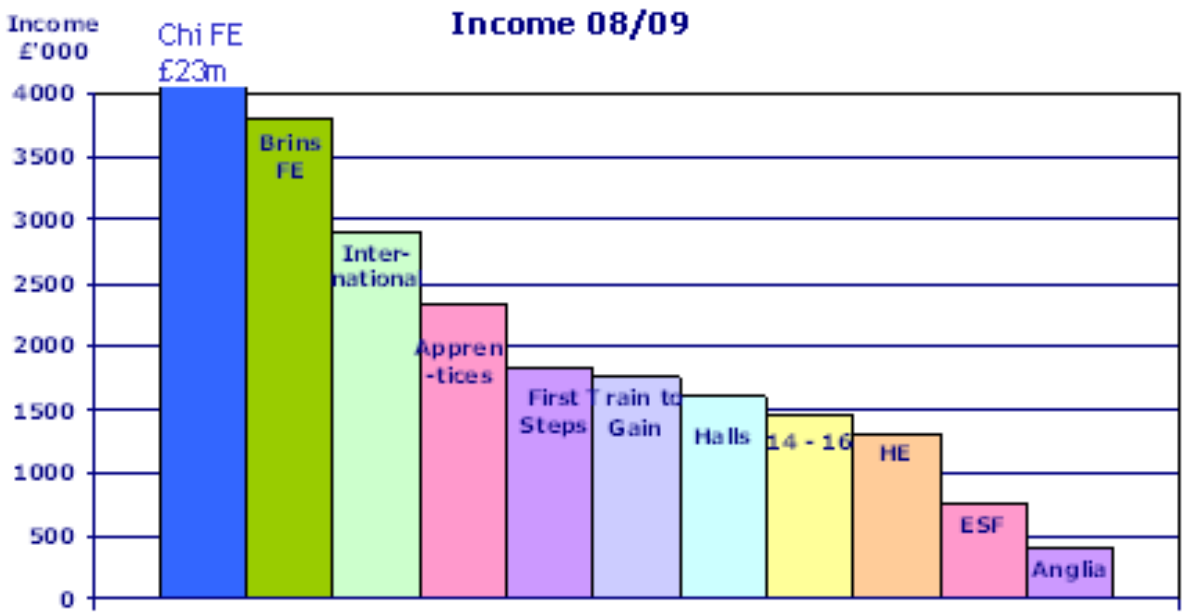
Where is our income from?

Where our income came from in 2008/9



NB: smaller income generators, e.g. salons, restaurants, farm not shown

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The College as an Employer

- Leading by example will give credibility with employers
- Since 2002 the College has employed 176 Apprentices
- Our approach is very successful

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Meeting Employer needs

- The College Structure
- Skills Centre
- Contract Sales Team
- Liaison Officers
- Corporate Sales
- Outreach and Community Offer

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How does it work?

- A flexible approach – the appropriate pitch to the type of employer
- Maximising funding opportunities
- Partnership approach to business

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Examples of Good practice

- Busby and Blue Hairdressers
- Rolls Royce Motor Cars
- Russell Marlow Painter and Decorator
- NHS Trust

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What Next

- Growth Strategy New Focus
- Partnerships to Develop Apprenticeship Provision
- Corporate Sales Activity

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