



Adult Education Pound Plus Policy 2020-2021

What is Pound Plus?

Pound Plus refers to additional income generated by providers over and above core income from the ESFA's Adult Education Budget. It is a term used to describe how learning providers can show how they are maximising the value of public investment. This is important because generating additional income and revenue is central to the objective of driving up participation within a very constrained public funding environment.

Pound Plus includes income generated or savings made through course fees, financial sponsorship, access to new learning spaces made available at no or reduced cost; the use of volunteer workers; donations of equipment or consumable items; access to other funding sources or grants, etc.

How does Pound Plus work when the City Council does little direct delivery?

In 2019-20, only 18% of Southampton City Council's Adult Education delivery (in funding terms) came from internal services within the Council. The remaining 82% was delivered via external sub-contracting organisations.

This means that most of the responsibility for implementing Pound Plus policies lies with the sub-contractors directly, as well as the responsibility to ensure the money saved or created by these policies are used for the benefit of other learners, particularly priority groups and those who might otherwise not be able to engage in the learning activity.

Clear expectations regarding Pound Plus formed part of the original specification issued to all potential sub-contractors (when they applied to become part of the City Council's Framework of approved providers) and is re-iterated in the annual mini-competition.

Guidance regarding Pound Plus and the service's requirements can also be found in the annual Provider Guide for sub-contractors.

What are Sub-Contractors expected to do?

Sub-contractors are expected to demonstrate the following Pound Plus improvements:

- Increase in fee income
- Increase in commercial sponsorship and support via contributions in kind
- Increase in the use of volunteers
- Increased income from external bids
- Rationalisation, enhancing and re-focusing of the curriculum offer
- Improved efficiency through the use of shared back office services or
- Sharing premises
- Greater social impact of learning on the wider community such as health, wellbeing, employability
- Other measurable indicators developed by the provider

Subcontractors must therefore be able to evidence answers to the following questions:

- What fee income can we generate?
- What other funding can we lever in?
- What resources in kind can we source?
- What about our funded partners?
- Based on this, what is our ambition for growth in pound plus value through the year?

How will Pound Plus be monitored?

Southampton City Council uses a Pound Plus Data Collection Form, sent out with the Self-Assessment Report (SAR) form, for sub-contractors to complete. Once the forms are returned, they are recorded by provider and used as supporting evidence when considering individual provider SARs and as additional data to inform judgements made in the overarching Southampton City Council Self-Assessment Report.

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