

BASE CONFERENCE 2019

Alternative Funding Schemes “Thinking Outside the Box”

Karen Davies, Norman Industries



Natalie Morgan, Workways+



Petra Kennedy, MTIB





Aim of the Session

- Learn about the work being done in Wales to develop Supported Employment opportunities
- Get ideas and tips on using different funding schemes
- Get suggestions on how to get your voice heard and develop partnerships



Introductions

Karen Davies,

Project Manager, Noman
Industries

Pembrokeshire County Council

Natalie Morgan

Performance and Quality
Supervisor

Pembrokeshire County Council

Petra Kennedy,

Employment & Training Manager
MTIB



Norman Industries

- Supported factory since 1977 as part of Pembrokeshire County Council.
- Operated under a variety of DWP Schemes. Now operating TESH
- Up to the end of 2015, had 15 work choice spaces.
- This increased at the end of 2015 to 28 places.
- Today has 26 TESH places and 25+ supported employment rules

1977 -2019



2016/17



**Workways +
Gweithffyrdd**
your route to employment
eich llwybr at swydd

**Profiad am Ddiwydiant
Experience 4 Industry**



UNDEB EWROPEAIDD
EUROPEAN UNION



Llywodraeth Cymru
Welsh Government

**Cronfa Gymdeithasol Ewrop
European Social Fund**



2017/8





Scolton Manor - Edie's Tea Rooms, March 2019

2018



paulsartori
HOSPICE AT HOME

2019





Message from Rachel – LD Champion Employment



MTIB's Background

- A longstanding charity based in the Welsh Valleys
- Started in 1923 to support blind miners – Social Ethos from the beginning
- Developed over the years into a pan-disability organisation supporting local people into employment



Employment and Training

- MTIB delivers a range of employment provision – all aimed at supporting Disabled, Disadvantaged and those with Work Limiting Health Conditions to move closer to and into work
- Contracts include: (current and previous)
 - Work Choice and previously Workstep
 - SES
 - Employability Skills Programme
 - Flexible Support Fund (DWP DPS)
 - Local Authority SLA
 - People's Postcode Lottery Trust
 - Supported Business funding
 - TESSG – 90 places available



How we Encourage and Engage Employers

- Benefits of employing disabled or disadvantaged people
 - Motivated and dedicated staff
 - Low absenteeism
 - Diverse workforce
 - An engaged workforce
 - Disability Confident Standard
 - Business edge – competitive advantage
 - Corporate Social Responsibility
 - Community Benefits
 - Finding new ways of doing things –improves efficiency



MTIB Success

- Flexible and individualised support to our participants and employers
- Experienced and skilled staff
- Each cohort / individual / company is different
 - we offer empathy – not sympathy
 - employ the right person for the job for the right reasons
- Success only achieved by working closely with customers, stakeholders & employers



Catalyst for Change

Supported Factory to
Supported Employment



Funding

Don't rely on a single source of funding





Key to Success

- Everything that we have discussed

ADDS VALUE



Exercise

- Thinking about your own business/companies/department.
- How can we as a sector demonstrate value?



How have we created value

- Find the entry point
 - What are commissioners looking for.
 - Find a champion
- Put yourself forward
 - Make yourself indispensable
 - Do what you say you will do
 - Meet deadlines
 - Over perform
- Make it easy
- Sell the story
 - Stats help but stories are better
- Cost
 - Don't under price but demonstrate financial value.



Thank you for Listening

Questions?

- Karen Davies – Karen.davies@pembrokeshire.gov.uk
- Natalie Morgan – Natalie.morgan@pembrokeshire.gov.uk
- Petra Kennedy – petrakennedy@mitb.co.uk