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 TESG.
- Up to the end of 2015, had 15 work choice spaces.
- This increased at the end of 2015 to 28 places.
- Today has 26 TESG places and 25+ supported employment rules.
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
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
- TESG – 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

Supports Factory to Supported Employment

Partnerships
EU ESF Fund
TESG
Big Lottery
Integrated Care Fund

Membership of LD Partnership Board
Lead on employability
Action on work & training for people with LD & Autism

Funding Opportunities

Social Care & Wellbeing (Wales)

Local Authorities Duties

Strategy

Well-being

Prevent or delay need for services
Deliver social value
Choice and control close to home

Social + economic
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?

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- Petra Kennedy – petrakennedy@mitb.co.uk