



FUNDING for LEARNING: *Turning Ideas Into Reality* - National Conference 2010

Thursday, 20 May 2010 – Crowne Plaza, Birmingham

Draft Programme

8.45am – 9.45am	-	Delegate Registration Tea/Coffee & Danish Pastries
09.45am – 9.55am	-	Welcome and Introductions – Conference Chairman Robert McDonald MBE FCA National Training Resources Limited
09.55am – 10.15am	-	‘Local Authorities Commissioning 16-19 Education and Training- Meeting the Strategic Challenges’ John Freeman CBE, Director React Programme Local Government Association
10.15am – 10.35am	-	‘Harnessing 14-19 Reform and Post-16 Commissioning to Benefit Young People’ Ian Curnow 14-19 Partnership Manager Dudley Council
10.35am – 10.50am	-	Q&A Panel Discussion
10.50am – 11.20am	-	Refreshment Break
11.20am – 12.30pm	-	Facilitated Workshops - Session One

Workshops	Facilitator
<p>WS1: Finding Funding & Winning Tenders This workshop will give an illustration of the principal funding search tools and methods, including the pro's and con's of each one. The session will look at how to prepare an application, offering valuable tips and advice on how to structure your proposal and how to meet the funders' assessment criteria, helping to maximise your chances of success.</p>	David Hillary - Consultant
<p>WS2: Generating Ideas for Projects This workshop focuses on integrating innovative ideas with the skills and techniques of effective project design. By being clear about innovation you can build on the features and benefits of delivery solutions and give your application the best chance possible of being selected, contracted – and delivered.</p>	Jane Farrell - Consultant
<p>WS3: Why Bids fail! This workshop offers a comprehensive analysis informed by recent feedback and research on why applications for funding are unsuccessful. We also explore the organizational strengths, strategies and systems utilised by successful organisations that consistently enable them to produce positive results.</p>	Stewart Goldring - Pathways 21

<p>WS4: Partnership Bidding & Development In this workshop we explore the main principles of partnership bidding. Why partnership bidding is now more frequent, what are the policy drivers? Key issues in partnership bidding & development, partnership bidding structures, advantages and disadvantages, partnership funding agencies, partnership & service level agreements, cases studies. Resources for partnership bidding & development and sources of further information.</p>	<p>Gary Parker - CNT Associates</p>
<p>WS5: Building Capacity & Knowledge Of The Changing Landscape & Tendering Processes This interactive session will offer delegates the opportunity to gain an insight into appraisal and assessment processes used to evaluate tenders. Delegates will work in pairs scoring and evaluating "dummy" tenders, comparing scores with other group delegates. In addition the session will discuss and debate the Machinery of Government Changes considering the impact and opportunities these changes will bring to providers, (particularly third sector organisations) in terms of future tendering opportunities via the Skills Funding Agency (SFA) and the Young Peoples Learning Agency (YPLA). The session will conclude in considering how providers should approach future tendering opportunities, sharing hints and tips, toolkits and the "Golden Rules".</p>	<p>Deborah Seddon MBA - FirstStep Consultancy</p>
<p>WS6: Which Funds to Chase? There are a bewildering number of funders and funds out there; knowing which ones to go for depending on your organisation's strengths is the real key to drawing in and successfully delivering activity. This session will help you to use your strengths to identify a shortlist of potential hits.</p>	<p>Stefan Sykes - Consultant</p>

12.30pm – 1.30pm	-	Lunch & Networking
1.30pm – 1.50pm	-	'Transnational European Projects' Gina Ebner Secretary General European Association for the Education of Adults (EAEA)
1.50pm – 2.10pm	-	'A Guide to Adult and Employer-Responsive Funding in 2010/11' Nick Linfood Head of the Pearson Research Institute and author of 'The hands-on guide to post-16 funding' Pearson
2.10pm – 2.25pm	-	Q&A Panel Discussion
2.25pm - 3.35pm	-	Facilitated Workshops - Session Two (Session One Repeated)
3.35pm - 4.00pm	-	Closing Surgery Session – Meet the bid and Project Doctors <i>Traditionally not all the delegates stay for the final Q&A session and on the basis of the dedicated wanting to ask some detailed questions about idea's bids and programmes of the speakers and workshop leaders then the opportunity will arise in this session.</i>
4.00pm	-	Conference Close

In the event that any speaker becomes unavailable the program schedule may be subject to change.