

# Kent Schools PFI

## Development of Community and Third Party Income Proposals

### The Brief

Kent Schools PFI provided for the replacement or refurbishment and operation of six secondary schools in Kent.

A key element of the operational strategy required by the Council was the maximisation of third party income (TPI) and services to enhance the local community.

Forward PFI was commissioned by the lead organisation of one of the bidding consortia to investigate and prepare a proposal for identifying and maximising potential TPI streams.



### Services Provided

As part of the commission Forward PFI:

- Evaluated the local demand for a range of provisions that could be met by the use of the schools facilities
- Assessed the current level of provision locally to determine demand
- Identified any specialist demand from local or national bodies and organisations
- Identified any additional provisions outside those specified which could be self-funded

### Our Approach

Forward Group approached this brief in a structured manner to identify all possible income and support areas and prepare a schedule of possible TPI income streams. This required that Forward PFI:

- Undertook demographic surveys of the areas surrounding the schools to identify social drivers
- Analysed the current provision of amenities in the areas surrounding the schools to identify possible need
- Evaluated the current TPI and activities at the schools
- Undertook discussions with charities, government bodies and other institutions regarding the availability of grants and other support to provide additional facilities in the area
- Met with and determined the social and sporting organisations to identify possible integration with planned and enhanced school provisions
- Developed costed proposals for both the planned and enhanced provisions at the schools

### The Results

A wider demand for the planned school facilities, with increased income potential was identified.

Additional facilities, that would benefit the school communities and be self-funded by their TPI use, were identified.

Additional income sources to support the school facilities, through grants and other sources, were identified.

# FORWARD

GROUP

- Aviation
- PFI
- Built environment