



We're on a mission...

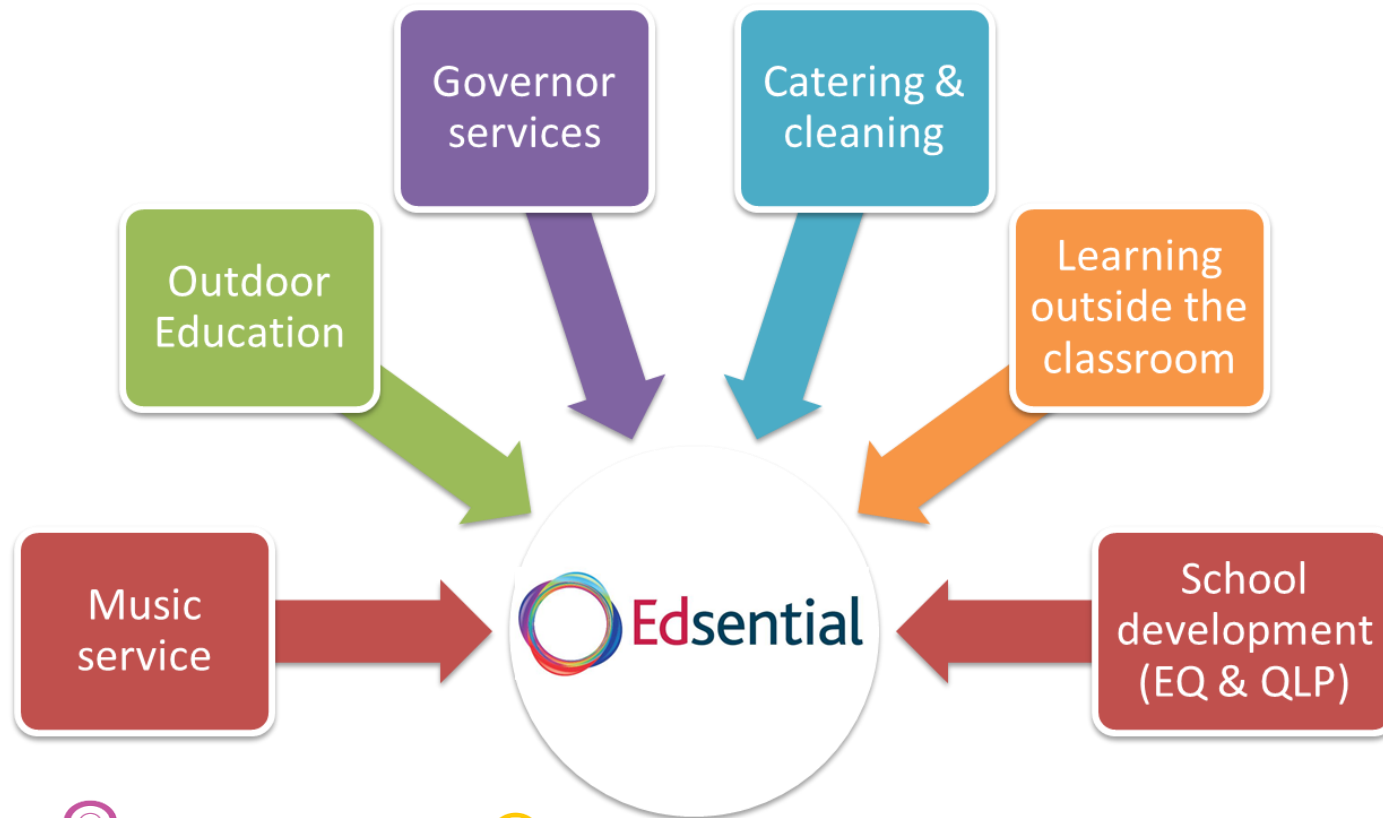
Ian McGrady
Managing Director

Joint Venture Companies - Does The Effort Justify The Outcomes?

- Establishing the JVC – identifying the need?
- Defining how the services will operate
- Benefits and future goals



Who are Edsential?



Cheshire West
and Chester



WIRRAL



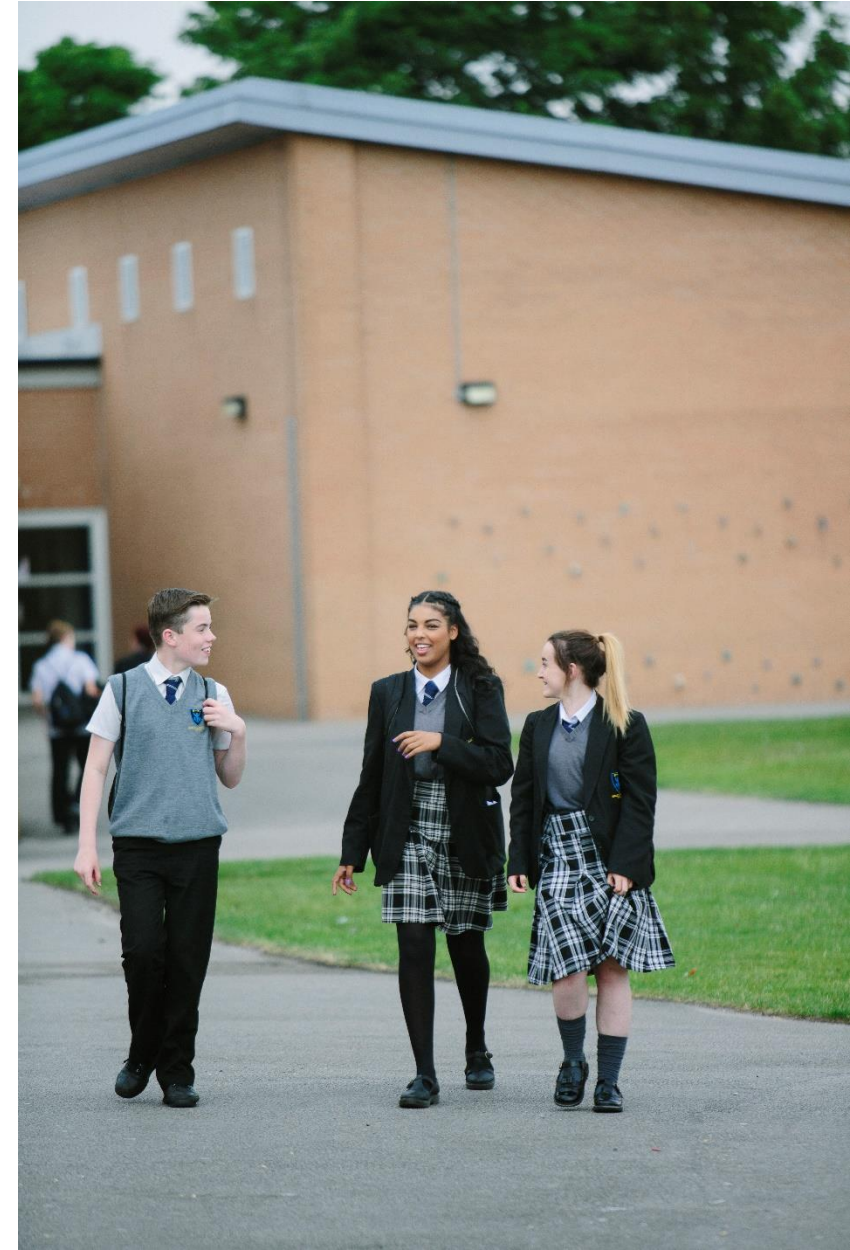
Our mission:

Improving outcomes for
children and young people.



Market context

- Academies – individual & chains
- Pay inflation – teachers & living wage
- Pension costs
- Competition for pupil numbers



Competitive context

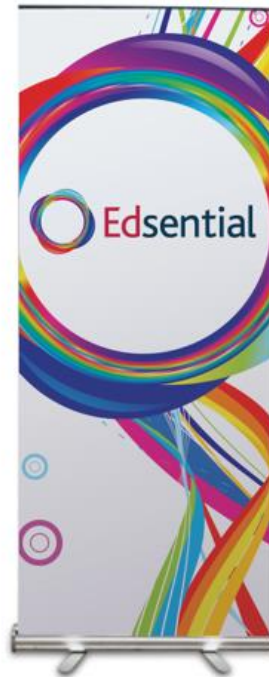


churchillcatering



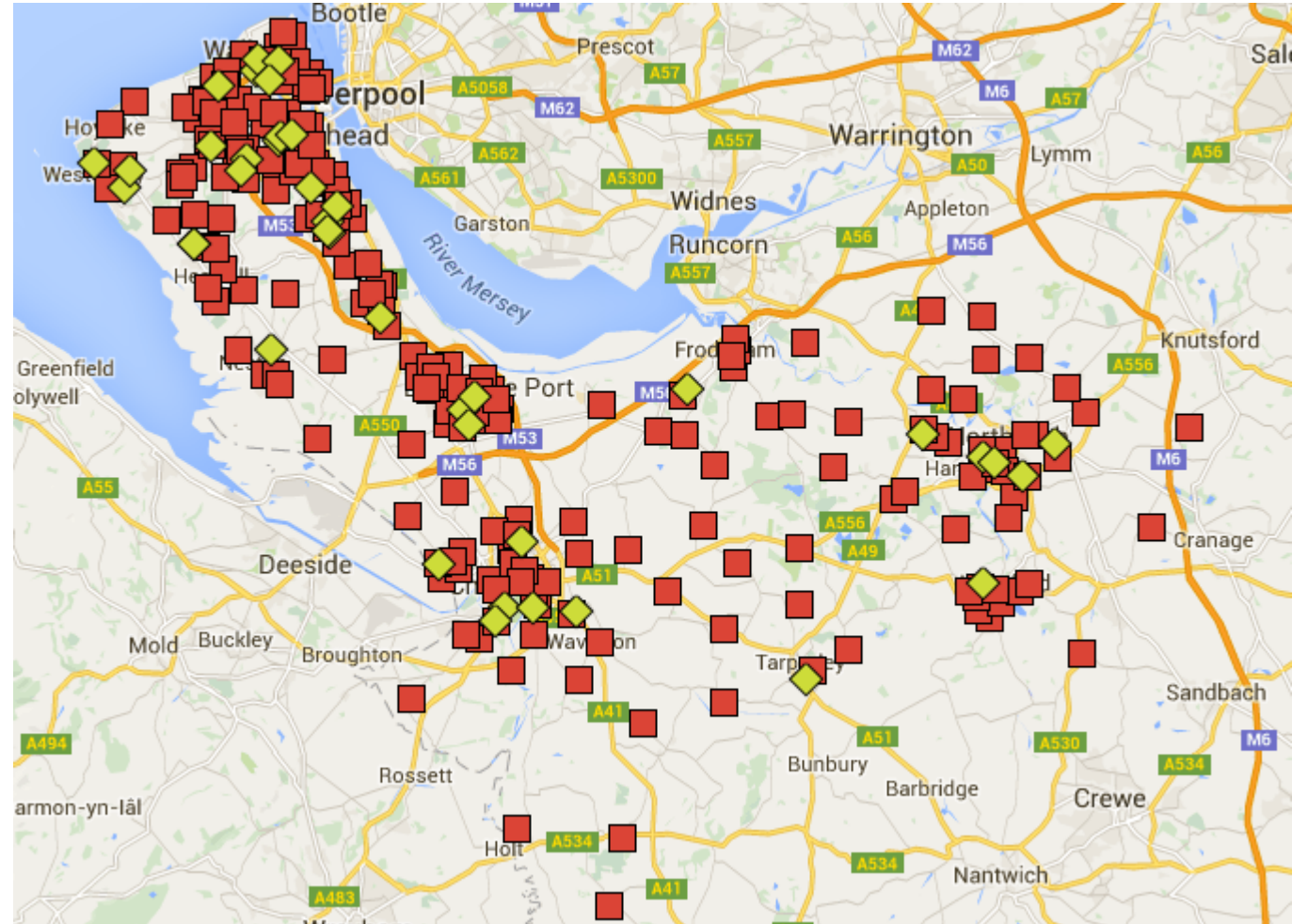
Ambitions for the business

- Deliver high quality services that are value for money
- Support improving outcomes for children and young people by reinvesting profits into service improvements and the local community
- Be commercially successful and sustainable



Joint venture

- Economies of scale
- Double the customer base
- Risk sharing for shareholders
- Legitimacy from balanced ownership



Ownership models considered:

- Local Authority Trading Company (LATCo) limited by share or guarantee
- Limited Liability Partnership (LLP)
- Community Interest Company (CIC)
- Charity
- Industrial and Provident Society (IPS)



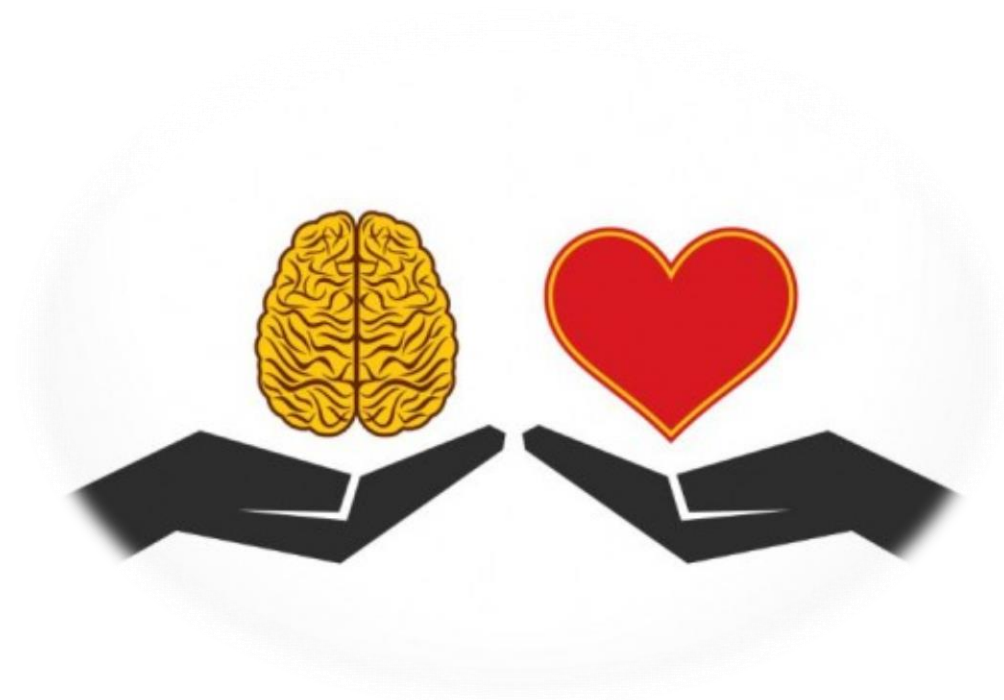
Why CIC?

- Given a clear social mission
- Able to make a profit
- Able to recover VAT
- Can be non-Teckal company
- Allows changes in ownership
- Facilitates growth



Learnings

- Private sector head, public service heart
- Governance must be fit for purpose



Culture

- Positive
- Creative
- Dynamic
- Professional
- Tenacious - We are on a mission

ONE
TEAM
ONE
MISSION



Freedom

- Unlocking the value of the bigger picture
- Doing the things you need to do

Health and Wellbeing

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- 52 Learning Outside the Classroom
- 54 School Swimming Service
- 56 Physical Education, Sport, Health & Personal Wellbeing (Premium)
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- 58 Physical Education, Sport, Health & Personal Wellbeing (Basic)
- 59 Physical Education, Sport, Health & Personal Wellbeing (Pay-as-you-go)
- 61 Safeguarding

“Being involved in the wellbeing and advancement of one’s own community is a most natural thing to do.”

Clarence Clemons



Finance

- Control your own future
- Invest in your services
- P&Ls drive everything



Focus

- It's all about the mission
- Make the hard decisions
- Customer, customer, customer...





We're on a mission...

