



Respectful *Funeral Service*
DIGNIFIED - AFFORDABLE - LOCAL

EAST AYRSHIRE COUNCIL
Respectful Funeral Agreement


August 2018

Respectful Funeral Agreement



A bereavement service for communities that is affordable,
respectful and dignified

The first of its kind in Scotland



Supporting vulnerable people....
'people @ the heart of everything we do'



Addressing funeral poverty.....

National and local policy background



- Birrell – Citizen Advice Scotland Report – February 2016



- Local authority seek ways to reduce or limit charges

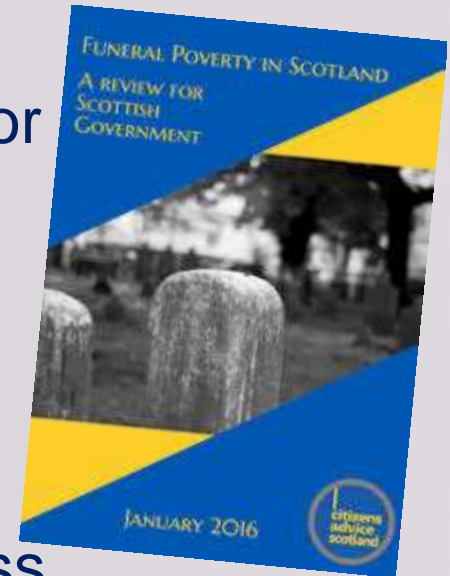


- Justify increases

- Respectful and dignified burials across Scotland.



- Cost of Funeral – Public awareness campaign/information



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Government Consultation/Meetings



Angela Constance, Cabinet Secretary for Communities, Social Security and Equalities, chaired a meeting of a number of stakeholders, including Local Authorities, Funeral Directors, Churches, CAS and Funeral service working groups.



Martin Birch Bereavement Services Manager Cardiff City Council delivered a presentation on the Cardiff Council Funeral Service.



The next page identifies some of the issues addressed in Martins Presentation.

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Cardiff Model



- A contract with an individual supplier
- Not a Public Health Funeral
- Funeral Director costs fixed + Council fees
- No qualifying criteria except residence in the city.
- Funeral service supplied is the same (no stigma)
- Tendered to procure, 2 year + 1. Not for profit.
- Promotion via NHS and council outlets
- Only 1 return
- 12% of 2700 funerals (324) 2015 were under this contract



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East Ayrshire Council Model



- Procured 3rd Party Agreement
- 1 year + 1 + 1
- Inclusive
- Increased Service from Basic/Simple
- Respectful
- Endorsement
- Public Awareness
- Significant savings on Scottish Average of Funeral Director costs £2829.00



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Comparisons and Averages



The E.A.C respectful Funeral Package details a cost for Funeral Directors fees as an average at £2829.01. This is based on the following calculation:



Royal London -Average Cost of Funeral = 2017 -
£4257.00

CAS, Cost of Saying Goodbye(2017)



L.A average charge = £1427.99

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Process

- Procurement – Agreement via Public Contracts Scotland.
- Specification – Respectful
- Consultation – (Local Members ,Government, Public, Funeral Directors, Budget consultation)
- Advertise for expression of interest
- Issue documents to register
- Open day
- Address issues raised
- Tender return and evaluation
- Appoint partners to the agreement



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Funeral Directors

Funeral Directors were given the opportunity to attend an open day and raised the following issues.



1. Limit additional items list
2. Deposits
3. Councils Fee / Disbursements
4. Evaluation Criteria
5. Basic Funeral packages



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What EAC wanted to achieve.....



- Meet some recommendations detailed by Government and the Birrell and CAS report
- Mitigate the impact of Funeral Costs
- Mitigate the impact of increased bereavement charges
- Increase choice
- Inform - Promote
- Partnership working
- Delivery of a, Respectful, Dignified, Affordable and Local funeral service to the residents of East Ayrshire Council.



The Respectful Funeral package



SPECIFICATION	EAC Respectful Funeral	Funeral Director 1 – Simple Funeral	Funeral Director 2 – Limited Plan
• Collection and transportation of deceased from within East Ayrshire or any NHS Ayrshire & Arran property (mainland)	✓	✓ (limited to 50 mile radius)	✓ (limited to 15 mile radius)
• Care and preparation of deceased	✓	✓	✓
• A choice of coffin ranging from light or dark wood effect or environmental	✓	✗	✗
• A place of rest and viewing of deceased	✓	✓	✓
• Viewing facilities as arranged with the family and at least 1 out of hours viewing	✓	✗	✗
• Hearse	✓	✓	✓
• Family car	✓	✗	✗
• No restriction to date and time of funeral	✓	✗	✗
	Cost - £1773.00 (average of 3 partners)	Cost - £2995.00 (includes £1220.00 contribution for disbursements)	Cost - £1995.00

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The council have pleasure in announcing a partnership agreement with 3 highly respected companies, who will deliver the East Ayrshire Respectful Funeral Package, namely,



- M.L Williams
- Fosters Funeral Directors, Cumnock.
- Alex Muir Funeral Directors



All partners cover the geographical area of East Ayrshire.



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Savings



The Respectful Funeral Package agreed with our Partners has seen significant savings of between **29.3% and 42.7%** of the Scottish average costs for Funeral Directors fees - £2829.01.



These savings represents an overall average cost for a respectful funeral as set out by East Ayrshire, of £1773.33 (37.3%).



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Outcomes.....



- 157 respectful funerals carried out (Apr'17 –July '18)

- Respectful funerals make up over 21% of all funerals carried out in the area (exceeding 10% target)



- East Ayrshire average cost of respectful funeral is £1,773 (Scottish average is £2,829) – saving £1,056 per funeral



- Total savings for East Ayrshire residents c.£213,000 to date

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Interest / Recognition



- Government (Funeral Cost Plan – Aug 2017)
- Local Authorities
- Scottish Bereavement Benchmarking Group
- Funeral Groups



- National Procurement Awards (Go-Award)
- Public Service Excellence Awards
- East Ayrshire Council Awards



- iESE Awards
- Apse Awards
- COSLA Awards



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**Thank You
Questions**