

THE JANUARY GOVERNORS' MASTERCLASS

"Financial pressures on independent schools: causes, consequences and strategies"

Monday 21 or Friday 25 January 2019, 10.30–3.30pm

The King's Fund, Oxford Circus, London

This workshop will be facilitated by Mungo Dunnett, with a guest presentation by Rhiannon Cutler.

The focus of Mungo Dunnett Associates is on depth qualitative research studies, now entailing 26,000 parent interviews since 2011.

Baines Cutler Solutions is the leading benchmarking specialist in the sector, collecting data from schools in a number of business areas to inform their advice and consultancy. Rhiannon Cutler led the launch of the "*Fee Affordability and Parental Time survey*" service, helping schools to understand the earnings and time /workload profiles of their parental body. She advises schools on teacher pay and workload, strategy, school offering and on fundraising.

Collectively, these two organisations have worked for a substantial proportion of the UK's schools, and have unparalleled insight into the trends and pressures affecting the sector.

The session will comprise a combination of:

- Presentation
- Discussion
- Case studies

Synopsis

The sector is experiencing a perhaps unprecedented period of pressure. Schools that are grappling with unavoidable and continuing increases to their cost base are now under threat of substantial rises in Teachers' Pension Scheme contributions and the abolition of business rates relief.

The spectre of VAT on school fees provoked real anxiety prior to the autumn budget, and remains a real possibility in the event of a Corbyn government. In this and other matters, the sector has few friends in political circles.

These rising cost and legislative concerns are occurring at a time when affordability issues and the emerging impact of Brexit are already affecting changing parents' buying behaviour, impacting revenues and fee margins.

Based on the two largest bodies of empirical research in the independent school sector, MDA and Baines Cutler will look at these issues in three regards: first, what are the financial, measurable impacts of the changing market? Secondly, what are the consequences of the financial pressure on different types of school? Thirdly, what is coming next, and how can schools mitigate the threat?

The workshop will consider the following issues:

- *External pressures:* fee affordability, rise in TPS contributions
- *The impact on the parent body:* how the parent body has changed; why parental motivations have changed; the effect of affordability issues on schools' sociological profile and parents' changing expectations
- *The emerging impact of Brexit:* the differing impact upon different school models and locations
- *The threat of the 'quasi-private' sector:* trading down from boarding to day, and day to state, and where schools' greatest risks lie
- *Likely future threats:* Labour government, imposition of VAT on fees
- *Responding to the threats:* areas to look at first, and where to start in getting ready
- *Mitigating future threats:* creating (or defending) local 'alpha' school status



Delegates

The masterclasses are deliberately limited to a maximum of 24 participants to allow a depth of round-table discussion.

The session is aimed at Governors, and also at Bursars/Clerks to the Governors.

We will be discussing issues and implications for schools of all types: small and large; single sex and co-ed; day and boarding; Prep, Senior and through-schools.

Booking Details

Delegate places are charged at £450 (inc. VAT). It is a maximum of two delegates per school.

Please do note that these sessions **always sell out within a week**.

The same one-day session is being run on Monday 21 and Friday 25 January.

Bookings and enquiries for your preferred day should be directed to:

Mungo Dunnett Associates
11 Polstead Road
Oxford OX2 6TW
01865 311966
info@md-as.com
www.md-as.com

Location

The workshop will take place in Central London at The King's Fund, a conference centre in a listed building in Cavendish Square, less than 5 minutes' walk from Oxford Circus.

The full address is:

The King's Fund
11-13 Cavendish Square
London W1G 0AN
0207 307 2400

