

Date: 26<sup>th</sup> July 2019

Subject: Devolution of the Adult Education Budget

Report of: Councillor Sean Fielding, GMCA Lead Member for Education, Skills, Employment and Apprenticeships

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## **PURPOSE OF REPORT**

The purpose of this paper is to:

- Provide an update on progress relating to devolution of the Adult Education Budget (AEB) to GMCA from 1 August 2019 for the 2019/20 academic year onwards
- Provide an update on the commissioning of AEB provision, including confirmation of the outcomes of the procurement exercise, which has now concluded.

## **RECOMMENDATIONS:**

The GMCA is recommended:

1. To note the conclusion of the Adult Education Budget commissioning process and the selected providers.
2. To welcome the significant flexibilities that the devolution of the Adult Education Budget has enabled Greater Manchester to introduce to improve outcomes for GM residents and employers, as set out in the report, including:
  - Ensuring free education and training for all residents without a first level 2 qualification
  - Providing free learning for employed residents earning below the national living wage
  - Providing funded units of advanced training and education at level 3
  - Providing free British Sign Language (BSL) provision for residents for whom BSL is their first language, bringing BSL into line with entitlements around English
  - Testing the impact of packages of wraparound support for priority sectors, including licence to practice (LTP) where it is linked to a job outcome
  - Ensuring that all providers delivering GMCA funded AEB provision (including colleges) are Good or Outstanding
  - Better aligning adult skills provision and employment support for residents
  - Ensuring value for money and maximising the funding going to front-line delivery

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## **BACKGROUND PAPERS**

The following is a list of the background papers on which this report is based in accordance with the requirements of Section 100D (1) of the Local Government Act 1972. It does not include documents which would disclose exempt or confidential information as identified by that Act.

- 21. Devolution of the Adult Education Budget (March 2019)  
[https://www.gmcameetings.co.uk/meetings/meeting/668/greater\\_manchester\\_combined\\_authority](https://www.gmcameetings.co.uk/meetings/meeting/668/greater_manchester_combined_authority)
- 14. Devolution of the Adult Education Budget (October 2018)  
[https://www.gmcameetings.co.uk/meetings/meeting/598/greater\\_manchester\\_combined\\_authority](https://www.gmcameetings.co.uk/meetings/meeting/598/greater_manchester_combined_authority)
- 20. Devolution of the Adult Education Budget (June 2018)  
[https://www.greatermanchester-ca.gov.uk/meetings/meeting/514/greater\\_manchester\\_combined\\_authority](https://www.greatermanchester-ca.gov.uk/meetings/meeting/514/greater_manchester_combined_authority)
- 11. Devolution of the Adult Education Budget (April 2018)  
[https://www.greatermanchester-ca.gov.uk/meetings/meeting/480/greater\\_manchester\\_combined\\_authority](https://www.greatermanchester-ca.gov.uk/meetings/meeting/480/greater_manchester_combined_authority)
- 19. Update on Devolution of the Adult Education Budget (June 2017)  
[https://www.greatermanchester-ca.gov.uk/meetings/meeting/325/greater\\_manchester\\_combined\\_authority](https://www.greatermanchester-ca.gov.uk/meetings/meeting/325/greater_manchester_combined_authority)
- 22. Devolution of the Adult Education Budget in Greater Manchester (February 2017)  
[https://www.greatermanchester-ca.gov.uk/meetings/meeting/321/greater\\_manchester\\_combined\\_authority](https://www.greatermanchester-ca.gov.uk/meetings/meeting/321/greater_manchester_combined_authority)

## **1 BACKGROUND**

The full background has been set out in previous papers considered by the Combined Authority (most recently in March 2019). In summary, the AEB is a single budget stream bringing together adult further education (all 19yrs+ provision with the exception of apprenticeships/traineeships), community learning, and discretionary learner support. The AEB funds provision that supports the local labour market and economic development. In particular, it focuses on ensuring that adults have the core skills that they need for progression in learning and work, including guaranteeing a number of statutory entitlements relating to English, maths and (from the 2020/21 academic year onwards) digital skills, as well as first Level 2 and 3 qualifications and English for Speakers of Other Languages (ESOL).

The Statutory Instrument enacting the transfer of AEB functions from the Secretary of State to GMCA was signed in November 2018 and is now in force.

## **2 INTRODUCTION**

This paper provides an update on the AEB ahead of the CA assuming responsibility for the devolved AEB from August. In particular, it sets out the results of GMCA's commissioning activity, which has now concluded, and summarises the key changes that will be seen as a result of devolution.

In addition, Annex A sets out the latest position concerning related matters, namely:

- The evolving policy landscape – Since the last paper, GM's Local Industrial Strategy has been published, as has an independent panel report/recommendations on post-18 education and funding, both of which have implications for GM's skills and work ambitions, including AEB funding policy
- Commissioning – Additional detail in relation to the procurement process, which has now concluded with contract award letters being issued to successful providers.
- Resources – At its March meeting the CA approved retention of £1.5m, representing 1.6% of the overall budget, to support management and assurance activity. Additional recruitment is now underway to ensure that appropriate operational capacity and expertise are in place within the CA to manage contracts and relationships.
- Governance – Arrangements with a strong place focus are being developed.

## **3 COMMISSIONING**

Following market engagement activity last summer, commissioning for 2019/20 has now been completed, in line with the processes and delegated authority approved by the CA in March:

- Grant agreements are being established with 19 organisations, totalling £65.8million
- Contracts for services have been awarded to 18 successful proposals, totalling £22.67million. The total number of providers involved in those bids (encompassing the lead providers and their supply chain partnerships) is 68.

The full list of providers is attached at Annex B. As well as getting the right balance and mix of provision, the procurement process has enabled us to achieve a good balance and mix of high quality providers, combining experienced lead providers and a streamlined range of locally focused subcontractors (including some small organisations and, with social value a key consideration, some from the VCSE sector).

Taken together with the 19 grant funding agreements being established with FE institutions and local authorities (some of which also have supply chains in place), this represents a substantial rationalisation from the 300+ providers delivering to GM residents previously and a much stronger place focus on Greater Manchester, in line with the agreed commissioning principles.

#### **4 IMPACT AND ALIGNMENT**

During the commissioning process we consulted a wide range of providers on our proposals for Greater Manchester's funding flexibilities in 2019/20; those flexibilities have been detailed in previous papers. An equality impact assessment was also undertaken prior to commissioning in order to consider the impact or potential impact of any decisions for service users, communities and groups with protected characteristics. That assessment concluded that, due to the nature of the devolved AEB activity and the principles/processes that would shape it, there was nothing to suggest negative or disproportionate impact in relation to any such protected characteristics. On the contrary, due to the nature of the services being commissioned and the GMCA's proposed funding flexibilities, some of those groups are likely to find it easier to access and benefit from the education and skills provision they require.

**Devolved control over adult skills is enabling Greater Manchester to introduce new flexibilities to make it easier for people to access the skills training they need.** It is worth noting that the independent panel report submitted to the government's post-18 education funding review made a series of recommendations to government that are not dissimilar to the funding flexibilities that we have developed within the GM funding policy and rules for the AEB in 2019/20, with a focus on removing barriers and improving access to learning for the lowest skilled/qualified GM residents.

**Those flexibilities will mean that, as a result of devolution, we have been able to:**

- **Ensure free education and training for all residents without a first level 2 qualification.** Previously, courses were only part funded for employed learners aged 24+ years. This will ensure that all residents can access essential skills provision, regardless of age or employment status, without the potential barrier of fees.
- **Provide free learning for employed residents earning below the national living wage.** Previously, employed people with low or no qualifications in employment would only be entitled to fee remission if they earned below the national minimum wage. This flexibility raises that income threshold.
- **Provide funded units of advanced training and education at level 3,** particularly linked to priority sectors, a flexibility designed to help people progress in work by improving, refreshing and updating their skills. Previously, all level 3 learning (other than the entitlement to a first full level 3 qualification for 19 to 23 year olds) has been loan funded by the individual.
- **Provide free British Sign Language (BSL) provision for residents for whom BSL is their first language** where no other funding is available. This brings relevant BSL qualifications into line with comparable entitlements for English, where previously they would not have been eligible for funding on the same basis.
- **Test the impact of packages of wraparound support for priority sectors,** including licence to practise (LTP) where it is linked to a job outcome. This is being trialled in the first instance in the construction industry, where a CSCS card is a prerequisite for workers/trainees to attend a site. Previously, LTPs were not eligible for funding other than for unemployed individuals meeting specified criteria.

- **Ensure that all providers delivering GMCA funded AEB provision (including colleges) are Good or Outstanding.** Previously GM had no control over the quality of provision being delivered to Greater Manchester residents, but this has been a key consideration in our commissioning where a provider has had a recent Ofsted judgement for its adult education provision.
- **Better align adult skills provision and employment support for residents.** We will ensure that skills interventions and broader support for people who are long term unemployed are more closely integrated via the AEB and the devolved GM Working Well (Work & Health) Programme, where previously the skills and welfare systems operated in parallel rather than in partnership.
- **Ensure better value for money, maximising funding that goes to the front line,** by setting out clear expectations during procurement about subcontracting fees (linked to sector best practice/recommendations) and by removing the tolerance for under-delivery by grant funded providers. Previously, as long as grant funded providers delivered 97% of their funding allocation, the remainder would not be clawed back from the institution. This tolerance applied by the ESFA (which is increasing from 3% to 7% in 2019/20), has not been mirrored by GMCA, which has been clear that any money paid to providers must be related to actual evidenced delivery.

The impact of these initial funding flexibilities will be monitored in order to inform future commissioning. **AEB devolution is a long-term journey of change that will deliver positive outcomes and impact for the residents of GM.** We will work closely with providers - whether funded through a grant agreement or contract for services - to improve analysis of learner journeys, with a focus on progression and positive outcomes for individuals, and on understanding whether qualifications and achievements improve an individual's employability and quality of life and improve Greater Manchester's productivity.

## 5 CONCLUSION

This is an exciting phase for Skills and Work activity in Greater Manchester. The AEB is part of an evolving portfolio of devolved and locally shaped activity that will play a key role in our Local Industrial Strategy, incorporating various strands of activity under the GM Working Well (Work & Health) Programme, devolution of health & social care, three HMT skills pilots worth £20m in total, and an in-work progression project currently in development.

We will continue to work with government, as well as with our local partners, providers, stakeholders and communities here in Greater Manchester, to identify how best to use and align the levers, functions and resources at our disposal to deliver our vision for an integrated education, skills, work and health system. **Taken together, these activities will form a core of interventions and support that will help to ensure that no-one in Greater Manchester – regardless of where they live, their circumstances or their prior attainment – will be held back and no-one will be left behind.**

## ANNEX A

### 1 The Greater Manchester Skills Ambition and the evolving policy context

Investment in adult skills gives people the skills they need for life and work, for entering and sustaining employment, supporting up-skilling and re-training, and boosting productivity and inclusive growth as set out in **GM's Local Industrial Strategy (LIS)**, published in June. The Independent Prosperity Review (published in February 2019 as part of the evidence base for the LIS) noted that 'human capital factors' are among the most powerful explanations of lower productivity in Greater Manchester. Analysis conducted for the review found a link between the proportion of the population with at least a level 4 qualification and productivity; moreover, halving the number of GM residents with no qualifications could lift productivity by as much as 2%.

A comprehensive skills plan will therefore be central to the effective delivery of the LIS. Early discussions with DWP and DfE about the implementation of the LIS have highlighted the need to work with employers to support in-work progression as a particular area for initial focus, for which the AEB will be one of a number of supporting mechanisms/levers available in GM.

In parallel, the independent panel report to the **Review of Post-18 Education and Funding** (the Augar report) was published in May, the first comprehensive government-directed review of funding undertaken for both further and higher education since the early 1960s. The report highlighted a number of systemic inequalities and made a series of recommendations to government, including the need to reverse years of cuts to adult skills funding and to explore additional flexibilities, funding rule simplifications and removal of some of the current restrictions to make free Level 2 and 3 qualifications more accessible, regardless of age and employment status.

These recommendations are consistent with the funding policy flexibilities that we have developed within the GM funding policy and rules for the AEB in 2019/20, with a view to removing barriers and improving access to learning for the lowest skilled/qualified GM residents. The government's response to the recommendations will follow in due course, but it is hoped that the recommendations will be taken into account within the Spending Review.

Over time, and with systemic improvements across the education landscape that will deliver higher attainment from compulsory education, we envisage being able to make a long term shift in emphasis away from 'second chance' essential skills towards ensuring residents and businesses can keep pace with changes in the labour market and in the global economy. This longer-term shift in emphasis from reform to growth and productivity will be one of the key measures of success for the AEB.

### 2 Funding and the Government Spending Review

As set out in previous papers, GM's AEB will be calculated for the foreseeable future based on a 7.19% market share of the overall national AEB funding pot<sup>1</sup>, with any growth or reduction in Greater Manchester's allocation determined only by any fluctuation in the cash value of the national budget that DfE receives annually from HM Treasury. It does not take into account any changes in delivery patterns that have taken place in 2018/19, despite some colleges/providers having delivered higher volumes/value of AEB provision than in 2017/18.

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<sup>1</sup> This is based on GM's market share of delivery in 2017/18, the last academic year for which full-year funding/delivery data were available at the point MCAs' allocations were calculated.

For this reason, we will be making a case to DfE within GMCA's Spending Review submission, as well as in ongoing dialogue (including collective discussions with other MCAs/GLA), to receive growth funding based on 2018/19 delivery to GM residents.

It should be noted that, whilst DfE (with collective support from the MCAs/GLA) will be making a case to HMT to maintain or increase adult skills spending within the Spending Review, we understand that they have been asked to model the potential impact of cuts.

We will also be making a case for longer term indicative allocations covering the full Spending Review period, in order to provide additional clarity for planning purposes both for the GMCA as a commissioning authority with statutory obligations and for the provider base. Again, this principle is supported by the Augar report recommendations, which has called upon government to commit to an indicative AEB that would enable colleges to plan over a 3 year period.

### **3 AEB Commissioning – Procurement process and outcome**

#### **3.1 Background**

Issues relating to the nature and scale of the existing adult skills provider base have been set out in detail in previous papers. In summary, under current ESFA funding arrangements, more than 300 providers deliver AEB provision to GM residents yet around half of those have fewer than 10 learners each within their AEB funded learner cohort and around 60 have only a single GM resident among their AEB funded learners. At its meeting in October 2018 the CA therefore agreed a dual commissioning approach involving a combination of grant funding agreements and procured contracts for services which would result in a smaller, more GM-focused provider base. The criteria and principles behind this dual system have been set out in full in previous papers.

The agreed approach for 2019/20 (noting that GM's budget was indicative at that time) was that:

- Grant funding arrangements would account for c.70% of GM's AEB
- Procured contracts for services would account for around c.25% of GM's AEB
- A small residual fund would remain as a reserve, through which to support additional provision as required, either in the form of grants or further procured activity, in order to fill any gaps in provision which remained following the initial commissioning exercise. In particular, it was envisaged that this would help to ensure that smaller scale activity (such as that delivered by voluntary, community and social enterprise organisations) was not lost
- A small reserve to ensure GMCA can meet its obligations towards GM residents who might travel out of area for learning
- A small proportion (unspecified at that time due to unknown variables) would be retained to support operational management and assurance costs. The CA subsequently approved retention of a management fee of £1.5m (1.6% of the confirmed budget), following consideration by Scrutiny Committee. This will cover the GMCA costs for the full academic year August 2019 to July 2020 (pro-rated across the two financial years) and has been worked through with finance colleagues.

In line with that approach, in March 2019 the CA considered and approved provisional allocations for 19 grant funded providers (FE institutions and local authorities based within Greater Manchester), totalling around £65.6 million (71% of GM's budget).

In relation to procured activity, market engagement activity commenced last summer and a Prior Information Notice was issued in July 2018, setting out GMCA's intention to procure adult education provision worth an estimated £20-25m. The indicative Lot values and purpose as set out in the final procurement documentation were:

- Lot 1: indicative value £17m for pan-GM contracts ranging in value from £1m-£5m for core AEB activity accessible to all GM residents
- Lot 2: indicative value £3m for contracts ranging from £150k-£1m for smaller scale activity focusing on particular areas, priority sectors and cohorts as identified.

These values and contract awards would, however, be subject to considerations around securing the best balance and mix of provision possible to meet the needs of all geographies, sectors and priority learner cohorts across GM.

### **3.2 Process**

As noted in the March CA paper, around 90 providers submitted supplier assessment questionnaires to stage 1 of the process in January 2019, as a result of which 35 providers were invited to tender for contracts in stage 2. Those submissions involved cumulative supply chains totalling 81 providers, of which 36 providers were part of the existing provider base delivering to GM residents, and 45 were aspiring market entrants.

Evaluation and moderation at each stage were conducted by a panel comprising officers drawn from local authorities and relevant functions across the CA, supported by procurement and legal specialists. In parallel, Finance colleagues have been involved throughout and comprehensive financial due diligence has been undertaken, as a result of which two providers considered to be high-risk were excluded from the process as where serious concerns were raised without sufficiently compelling mitigation. As a result, 12 providers proceeded to negotiations with GMCA in Lot 1 and six in Lot 2, although Lot 1 in particular was heavily over-subscribed in terms of the cash value of the bids.

Detailed analysis was undertaken of the tenders, including cross-referencing of delivery plans and supply chains, capability/capacity and financial viability of the providers in question. In particular, we have ensured that previous activity was taken into account during this exercise in order to ensure that delivery plans, volumes and growth were realistic and achievable based on providers' track records.

That analysis informed negotiations with providers, as a result of which the cash value of the in-scope bids was reduced by 39% (from £37.4m). This was achieved largely through reductions in duplication (particularly where sub-contractors appeared in more than one supply chain), associated reductions in management fees in line with our original commissioning principles, and a cautious approach to growth, particularly where new market entrants or new sub-contracting relationships featured within supply chains.

### **3.3 Outcome**

- *Contract award*

Contracts have been awarded to 18 successful proposals<sup>2</sup>, totalling £22.67million on the basis of a 12 month contract for 2019/20 with the option to extend for up to two further 12 month

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<sup>2</sup> Whilst 18 bids were successful, contracts are being awarded to 17 organisations, as one provider was successful in bidding for contracts in both Lots. The evaluation and negotiation process: 1) required that the provider demonstrate why the respective proposals could not be delivered under a single contract under one Lot, and 2)

periods. Whilst in cash terms this is above the £20m total indicative value, at 24% of the overall GM AEB it remains within the 25% proportion for procured activity agreed by the CA and, due to maximum contract values being applied within each Lot, the difference in value would not have prohibited bidders or affected the way in which they were able to bid.

The list of lead providers and contract values is set out in Annex B. The total number of providers involved in those bids (encompassing both the 17 lead providers and their supply chain partnerships) is 68. As well as getting the right balance and mix of provision this has enabled us to achieve a good balance and mix of providers, with a combination of experienced large providers and a streamlined range of locally focused subcontractors (including some from the VCSE sector).

Taken together with the 19 grant funding agreements being established with FE institutions and local authorities, this represents a substantial rationalisation from the 300+ providers delivering to GM residents previously and a much stronger place focus on Greater Manchester, in line with our established commissioning principles.

- *Affordability*

The additional £2.67m is well within the residual amount that would have remained in reserve to address any gaps. Part of the rationale behind retaining that funding was to ensure that niche providers, including organisations operating on too small a scale to be able to meet the minimum contract values, would not be excluded. However, due to the way in which the tender was designed, this has already been achieved as many such organisations are involved in bids as sub-contractors within lead providers' supply chains.

Other contingencies have been taken into account (including costs relating to learners who might travel to neighbouring areas outside of GM for provision, for whom arrangements are being made. This includes a draft SLA with Liverpool City Region to take account of travel-to-learn patterns across the GM/LCR boundary).

When all relevant considerations are accounted for, there remains a small amount of funding available for any further commissioning required in-year to fill gaps, conduct pilot activity and meet growth requests from providers, with the possibility that this could grow in-year should any providers under-deliver.

- *Risk management*

The risk attached to this level of contract award is minimal. It involves no over-commitment of funding as the money is available within the budget. It should also be noted that provision funded through procured contracts for services will be paid monthly in arrears based on actual delivery, evidenced through validated data returns, so performance monitoring and management will enable us to ensure we have a clear picture from month to month of provider performance, delivery volumes, and financial expenditure against contract profile.

Whilst some providers have over-delivered in the past and sought funding for growth, many providers have not delivered their full contract values. Average delivery of around 90% of contract values would result in spend of around £20m, which is probably not an unrealistic expectation.

- *Performance management*

GMCA's approach to performance management is designed to ensure that providers meet their contractual delivery and financial profiles, and the minimum service delivery standards as set

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has been to designed to ensure that the risk of duplication has been minimised, with clear differentiation within the respective contracts about what will be funded and monitored.

out in their accepted tender and Contract for Services. This approach has been used in other large-scale programmes such as the devolved GM Working Well (Work & Health Programme).

In summary, a review of all providers will take place within the first quarter of delivery, in order to determine an initial risk rating which will establish the frequency of the Performance Management approach for each provider. The review will focus on minimum performance standards, using a combination of dialogue, analysis of data/management information and compliance checks.

GMCA will make payments to procured providers solely on the basis of actual evidenced delivery. The value of a provider's claim will be calculated using the validated monthly data submissions, made through the ESFA system. Further checks and validations will be undertaken by GMCA prior to generating a claim value for payment to the provider from GMCA

In addition to analysis of monthly data returns for funding purposes, we will have quarterly review points throughout the year. Providers will be required to complete a Progress & Monitoring Report setting out performance to date, forecast to the end of the funding year, along with details of any existing or potential issues/risks relating to under/over performance in terms of expenditure or delivery.

Any evidence of under- or over- performance could result in re-profiling of contracts. Any underspend will be returned to the central pot to be redistributed within GM in order to meet local place-based requirements and growth requests.

#### **4 Resources**

Following CA approval for the retention of funds totalling around £1.5million (1.6% of the budget) for the 2019/20 academic year, recruitment is underway to fill a number of key roles. In particular, three Strategy and Partnership Managers posts have been developed which, whilst AEB will be a primary focus for each post-holder, they will also be responsible for working with providers to ensure alignment of the wider skills and work agenda, incorporating the full range of local and national policy drivers, devolved programmes, HMT pilots and other activity as required. In addition, the capacity of the Contract Management and Performance Monitoring function within the Skills & Work team will be expanded, with four additional contract managers, in addition to an MIS specialist who will work closely with both the contract management team and link to IT and analytical functions.

As noted previously, implementation funding provided by DfE has supported our preparations for the AEB, including ensuring input from relevant technical specialists across a range of crucial functions. That funding will cease at the end of July.

#### **5 Governance and Place-focus**

The AEB warrants a much stronger strategic focus than it has enjoyed in the past, recognising the important proactive role that can be played by training providers of all kinds, not as passive recipients of skills funding but as key strategic planning and delivery partners at the heart of the communities, places and economies that they serve. As such, proposals were expected to demonstrate awareness of and responsiveness to our local authority partners' priorities, as well as direct engagement with the LAs in question.

The overall governance of GMCA's AEB will take place through a number of mechanisms, reflecting our evolving relationship with central government and its agencies (including the Employment and Skills Advisory Panel established in Autumn 2018), our GM scrutiny and

decision-making structures and the strong 'place' focus provided by local governance arrangements, including our existing working relationships with local leads in each LA across the Skills & Work agenda.

GMCA wishes to ensure that a strong focus on how AEB delivery looks within each place as well as at a GM level forms a key element of AEB governance, in line with the Public Sector White Paper. To enable this we propose to put in place consistent distribution of communications and meetings across the GM ten local authority areas and to provide a supportive and engaging environment whereby key stakeholders, including but not limited to LAs and providers, can shape, contribute to and take ownership for the Greater Manchester adult skills provision.

Meetings will be will planned in throughout the duration of contracts and funding agreements which will provide a forum in which the AEB offer and wider skills delivery and performance can be openly discussed with relevant providers (determined by place), Local Authority and the GMCA. The aims will be to support sharing of good practice, delivery and integration in each area, supporting continuous improvement. GMCA is engaging with all 10 LAs to ensure that both GM-wide and district level discussions and governance forums are driven by local requirements, with local authorities playing a key role in ensuring that the AE and related skills and work activity continue to meet evolving requirements.

A formal GM AEB steering group will also be established in addition to existing GM governance structures that provide a forum for consideration, consultation, challenge and oversight.

**ANNEX B – Full list of Greater Manchester AEB providers for 2019/20**

<b>Provider Name</b>	<b>Allocation type</b>	<b>2019/20 total AEB allocation (£s)</b>
AQUINAS COLLEGE	Grant	£85,243
ASHTON SIXTH FORM COLLEGE	Grant	£156,477
BOLTON COLLEGE (incl. University of Bolton in 2017/18)	Grant	£3,679,131
BOLTON METROPOLITAN BOROUGH COUNCIL	Grant	£2,168,234
BURY COLLEGE	Grant	£2,061,164
BURY METROPOLITAN BOROUGH COUNCIL	Grant	£1,422,905
CHEADLE AND MARPLE SIXTH FORM COLLEGE	Grant	£220,489
HOPWOOD HALL COLLEGE	Grant	£4,644,156
LTE GROUP	Grant	£17,209,543
MANCHESTER CITY COUNCIL	Grant	£7,624,356
OLDHAM METROPOLITAN BOROUGH COUNCIL	Grant	£2,804,233
SALFORD CITY COLLEGE	Grant	£6,127,216
STOCKPORT METROPOLITAN BOROUGH COUNCIL	Grant	£1,210,294
TAMESIDE COLLEGE	Grant	£2,656,872
TAMESIDE METROPOLITAN BOROUGH COUNCIL	Grant	£818,418
THE OLDHAM COLLEGE	Grant	£3,084,101
THE TRAFFORD COLLEGE GROUP (incl. Stockport Col. in 2017/18)	Grant	£5,585,775
WIGAN AND LEIGH COLLEGE	Grant	£3,518,930
WIGAN METROPOLITAN BOROUGH COUNCIL	Grant	£716,985
ACCESS TO MUSIC LTD T/A ACCESS CREATIVE COLLEGE (LOT 2)	Contract for Services	£391,928
BABINGTON BUSINESS COLLEGE LTD (LOT 1)	Contract for Services	£749,779
BACK 2 WORK COMPLETE TRAINING LTD (LOT 1)	Contract for Services	£2,159,492
BACK 2 WORK COMPLETE TRAINING LTD (LOT 2)	Contract for Services	£526,500
GLOUCESTERSHIRE COLLEGE (LOT 2)	Contract for Services	£371,025
GROUNDWORK OLDHAM AND ROCHDALE (LOT 2)	Contract for Services	£162,955
MANTRA LEARNING LTD (LOT 1)	Contract for Services	£4,162,626
MAXIMUS PEOPLE SERVICES LTD (LOT 1)	Contract for Services	£1,359,344
PATHWAY FIRST LTD (LOT 1)	Contract for Services	£657,949
PEOPLEPLUS GROUP LTD (LOT 1)	Contract for Services	£1,475,431
SEETEC BUSINESS TECHNOLOGY CENTRE LTD (LOT 1)	Contract for Services	£955,659
STANDGUIDE LTD (LOT 1)	Contract for Services	£964,000
SYSTEM GROUP LTD (LOT 1)	Contract for Services	£2,051,659
THE EDUCATION AND SKILLS PARTNERSHIP LTD (LOT 2)	Contract for Services	£394,752
THE GROWTH COMPANY LTD (LOT 1)	Contract for Services	£3,009,790
THE TRAINING BROKERS LTD (LOT 2)	Contract for Services	£535,225
TOTAL PEOPLE LTD (LOT 1)	Contract for Services	£771,389
WORKERS' EDUCATIONAL ASSOCIATION (LOT 1)	Contract for Services	£1,976,723