



Northumberland  
County Council

# Extended Entitlements Engagement Provider Event 2023



[www.northumberland.gov.uk](http://www.northumberland.gov.uk)

# Today's Discussion

- Timelines
- Early Years Funding and Rates
- Business management, growth and future sufficiency
- Support available
- Facilitated discussions



# Timeline

## September 2023

Childminder  
grants  
New rates  
New 2YO ratios  
Extended hours  
trailblazer

# Timeline

September  
2023



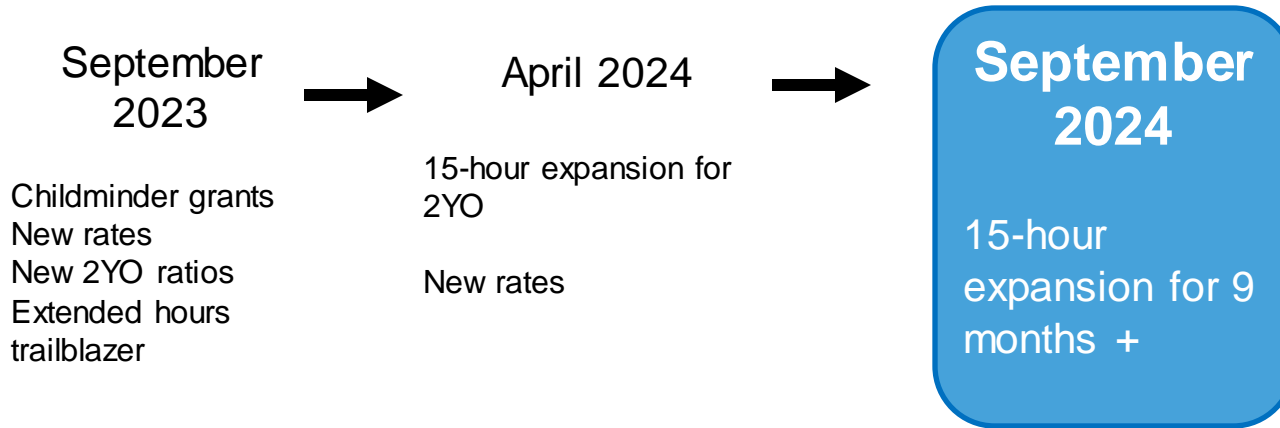
**April 2024**

**15-hour  
expansion for  
2YO**

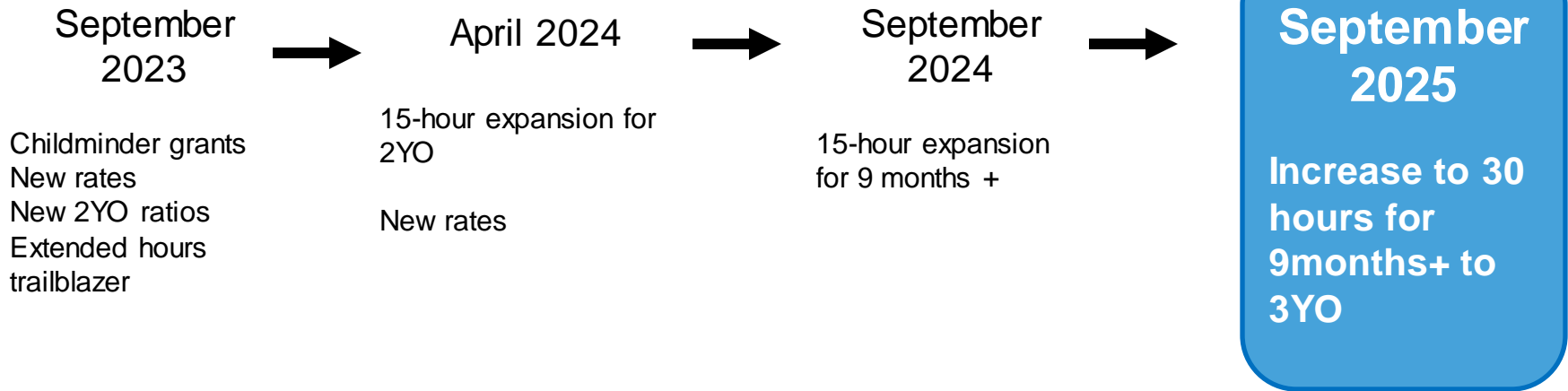
**New rates**

Childminder grants  
New rates  
New 2YO ratios  
Extended hours  
trailblazer

# Timeline



# Timeline



# Timeline



# Funding Sept 23- March 24

3-4 Year Olds	2 Year Olds
Base Rate - £4.91	Base Rate - £7.27
EYPP - £0.62	EYPP - 0
Deprivation - £0.76	Deprivation - 0
DAF - £828	DAF - £828
Notional SEND 6%	Notional SEND 6%
EYSTAR - £14.30	EYSTAR - £14.30





# Potential Funding 24-25

3-4 Year Olds	2 Year Olds	9-23 Months
Base Rate - >£4.91	Base Rate - >£7.27	Base Rate - > £9.50
EYPP - >£0.62	EYPP - £?	EYPP - £?
Deprivation -> £0.76	Deprivation - £?	Deprivation - £?
DAF - >£828	DAF - >£828	DAF - >£828
Notional SEND	Notional SEND	Notional SEND
EYSTAR ->£14.30	EYSTAR - >£14.30	EYSTAR-> £14.30

## Subject to change

- DfE projected funding [output tables](#) and consultation response autumn 23.
- Local consult on actual rates early spring 24



# Digital Developments

## HMRC

- Testing Systems Now
- Parents will be able to apply from early spring for 15hrs – 2YO

# Digital Developments

## Wizard

- Eligibility checker lowered to 9 months
- Parent will get one code and keep it right through
- Checking will be available from early spring for 2YO –15 hours for working parents

# Digital Developments

## Passport

- EYSTAR documents and outcomes
- Child details – new funding streams

# Useful Information



HM Government

Childcare  
Choices

MENU ≡



## HELP PAYING FOR YOUR CHILDCARE



Government help with childcare costs for parents.  
Whether you have toddlers or teens, you could get support.

### FIND THE RIGHT OFFER FOR YOU

Tell us a few details about you and your family,  
so we can show you help that may be available to you.  
Your details will never be stored. See more in our [Privacy policy](#).

You are living in:

England



<https://www.childcarechoices.gov.uk/>

# Useful Information

The screenshot displays the SharePoint interface for the 'Northumberland Early Years' site. The top navigation bar includes the 'SharePoint' logo, a search box, and user profile icons. The main header features the 'Early Years Northumberland' logo and a navigation menu with options: Home, Training for SLA Members, Northumberland School Readiness Passport, Inclusive Practice & SEND, Funding (highlighted), and Edit. Below the header, a secondary navigation bar offers actions like '+ New', 'Send to', 'Promote', 'Page details', 'Immersive Reader', and 'Analytics'. The main content area is dominated by a large banner image of hands holding a tablet. The banner text reads 'Funding' and 'The Wizard Early Years Portal'. A user profile for 'Sophie Downing, Early Years Digital Development Administrative Assistant' is visible. Below the banner, a blue box contains the text: 'This page contains all the information you need to know about Early Years Funding. Click on the links below or go to the drop-down menu above to find further information for parents and providers.' At the bottom of the page, there are two smaller images: one showing hands holding a tablet and another showing colorful alphabet blocks.

To gain access to the Early Years SharePoint site, please visit via your passport account <http://northumberlandeducation.co.uk/EYFS/>

# Business Management

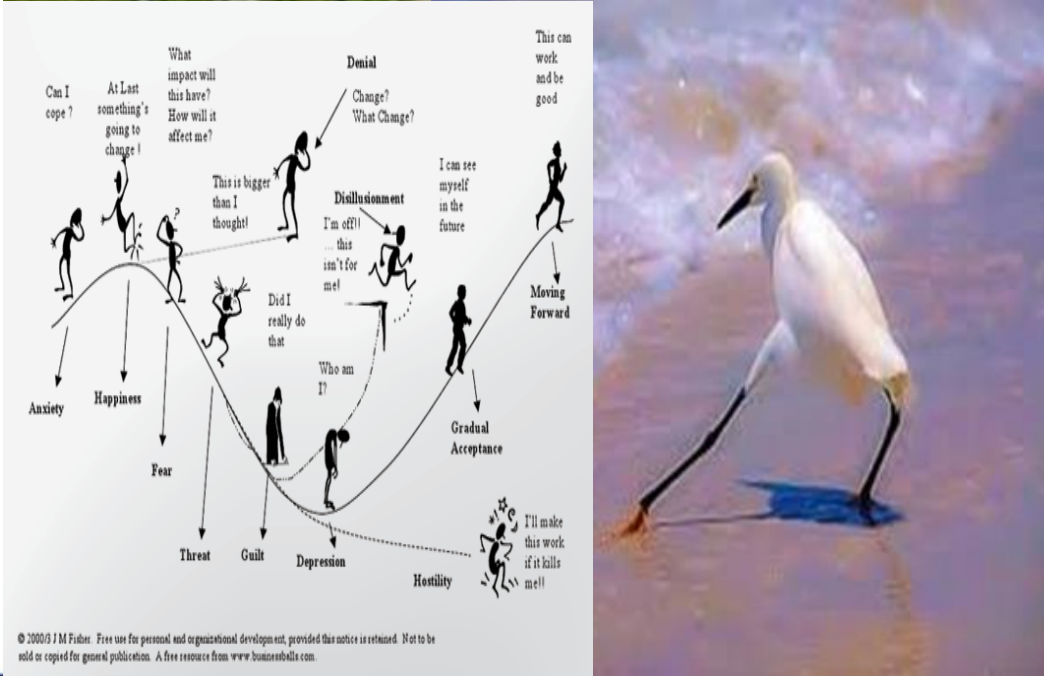
## Economic Impact

- EY and childcare settings play a major role in the wider economic impact, supporting parents to work or take up training with a view to employment.
- EY Workforce are first and foremost trained educators and most become business managers by default.

## Where Are We Now

- We are now witnessing the biggest childcare reforms in UK to date.
- The demand, needs, preference and choices of parents has and continues to change.
- New approaches to business and marketing management are essential to market growth and future sustainability.

# Response to Change



- Panic- flight, fright, freeze response
- Acting with urgency
- Bury their head
- Dipping their toe in the water

- **Response is based on:**
- Anxiety
- Appetite
- Motivation
- Willingness
- Resilience
- Mindset





# Getting Ahead of the Curve

**4 keys to change management, sustainability, viability, business confidence and growth are:**

- Projection and forecasting
- Capacity management
- Resource management
- Knowing the local market

**Model of delivery:**

- Funding model
- Business model

**Phased planning approach to business leadership:**

- Short
- Medium
- Long term



# Preparation for Change

## Key Questions:

- What impact will **80%+ of revenue** from Government have on my flexibility and sustainability?
- How can I **control my costs** - cost of living and inflation of the last 12 months that is projected to continue for the next 2 years as the changes are introduced?
- How do i **optimise efficiency and maximise occupancy?**
  - do I need to stretch my entitlement?
  - Increase my current stretched offer?
  - Take under 2's or 3's only?

## This will encompass:

- Current model - can it change?
- Registered places – Physical capacity?
- Ages, funding and revenue
- Number of weeks open – can I stretch my entitlement?
- Do I need to work in collaboration with others and How? – specialist under 3's
- Staffing capacity - do I need to plan for recruitment?
- Current waiting list?
- Paid services/wrap around
- Market competitors
- USP
- Data for your specific area
- Marketing – creating a pipeline

**Will your insurance and PLI cover any changes to your business model?**

# Survey of Demand and Analysis

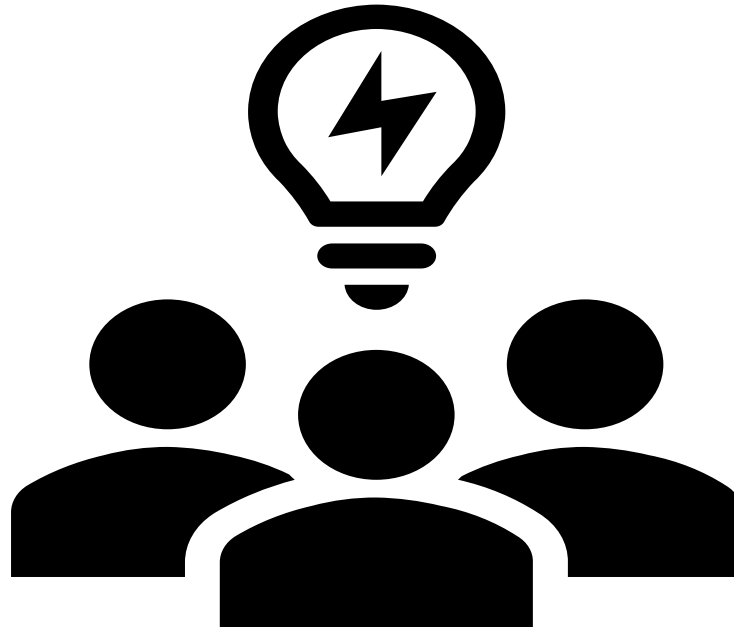


# Further Support From The Early Years Team

- New business development
- Materials and platforms
- Pre-Registration Support
- Business Health Check
- Ready Reckoner /Calculation Tools
- Pre Ofsted-Inspection Support
- Funded Entitlement Visit
- SLA Members Support
- Coaching Sessions
- Business Sessions with Redkite
- Locality Partnership and Collaboration Events
- Inclusion Support



# Early Years Business Forum





Northumberland  
County Council

**A Satisfied Customer is the  
best business strategy of all.**



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