1. Introduction

This is the first ever comprehensive report on the Hillingdon Music Service presented to Members. The information in the report is set out as follows:

- Section 2 - information about the service, take-up and musical offer
- Section 3 - the way in which the service is managed
- Section 4 - an analysis of its current finances and fees
- Section 5 - how music tuition is provided elsewhere and national context

This information has been gained through interviews with those involved in the Music Service, data provided by the service, investigative work, research and a forensic financial analysis by Officers from across Council departments.

Despite the considerable effort taken by Officers, in some instances information about the service has either been hard to find or has sometimes offered up conflicting data. However, Members should be reassured that considerable care has been taken to ensure that this report is as accurate as possible.

Section 6 list the appendices referred to in this report, which are attached as background information.

2. Service information, take-up and musical offer

2.1 History

Hillingdon Music Service was established in 1968 and grew from the early links between local schools and the RAF Central Band enabling schools to use local highly qualified musicians.

At that time, Local Authority employed Music Advisers (Mr Eric Stephenson in Hillingdon) sought to expand music services using a centrally employed team of instrumental and vocal teachers. Hillingdon Music Service initially had three Saturday Music Centres, which were then amalgamated into one in the 1970s, which is now based at the Abbotsfield / Swakeleys schools site.

In the 1980s, Her Majesty’s Inspectorate of Education considered local authority instrumental services as an integral part of the school curriculum. In 1994, Hillingdon’s Education Committee agreed a universal fees and charging policy. Whilst the Music Services’ mainstay is tuition to children and young people, in previous years it had provided such services to some adults.
2.2 Current Service

Today, the Hillingdon Music Service provides a range of instrumental and musical tuition services with the stated aim of “giving every child in the Borough the opportunity to make music together, to enable the development of creative ideas and to discover the powerful form of musical expression which is individual, unique and life enhancing”.

The service offer currently falls into three types:

1) Instrumental Tuition
2) Working with Schools
3) Enrichment activities

The service provides a typical musical offer in terms of the instruments taught and services provided compared to other local authorities / providers. It also supplements this with a number of enrichment opportunities to enhance the learning process.

For the vast majority of music services, individual schools act as a host environment and most of the music tuition activity takes place during the school day, with other times being after school, in the evenings and at weekends during term time.

2.3 Instrumental Tuition

Instrumental tuition is a fee-paying service where pupils take-up individual or group lessons to learn and often excel in one or more musical instruments / activities.

Information from the service is not readily transparent on the numbers of pupils currently participating. However, a detailed analysis shows that as of 21st March 2011, 1,934 pupils across Hillingdon were receiving music tuition. This is out of a potential market of 26,332 pupils in Years 3 to 11 in schools maintained by Hillingdon (as of 20th January 2011).

Forty four of the 1,934 pupils above receive tuition for more than one instrument or both individual and group tuition (this therefore shows as 1978 entries on the database received by the Music Service).

Significantly more children participate in instrumental tuition via group activity compared to individual tuition (1,762 pupils compared to 216). Note these numbers include duplicates for pupils accessing both individual and group tuition or individual or group tuition in more than one instrument as highlighted above. Individual and group tuition are available across all the instruments – demand for individual tuition comes from those that are looking to excel on their instrument and can afford the cost of this tuition.

Music styles offered includes classical, jazz, rock, pop, ethnic music, light and more contemporary music and singing.

Instrumental tuition comprises of three elements:

1. Group and Individual Instrumental Tuition
2. Saturday Music Centre
3. Evening and after school activities
Group and Individual Instrumental Tuition

This is the core activity of the Hillingdon Music Service. This takes place at schools across the Borough, in 53 primary schools, 16 secondary schools (including Academies) and 1 special school.

Pupils take-up a range of 25 different instruments and also voice / vocal lessons. Different raw pupil datasets have been received showing the breakdown of this attached as Appendix 1. However, they show that the most popular is the violin, followed by the cello, the guitar, keyboard, trumpet and then the flute. This information gives Members an idea of the breakdown by instrument, individual/group activity and school. The datasheets indicate groups of just one pupil. This is because the Music Service teaches some instruments in small groups where there may be only one of a specific instrument within that group.

For group tuition, the average lesson size is 5.14 pupils, though this varies during the year. There are 10 lessons during the course of a term and 3 terms a year.

Saturday Music Centre

The Saturday Music Centre is located both at the Abbotsfield / Swakeleys schools site. These are two schools on the same site sharing the same buildings. The Saturday Music Centre caters for pupils who already have some experience on their instrument of about Grade 2 level and provides them with the opportunity to take part in orchestras, string groups and choirs as well as attend further music theory classes. Of the students which pay for instrumental tuition about 22% opt to pay an additional fee to attend this Saturday Music Centre. It currently operates only during term time.

Activities at the Saturday Music Centre include:

- three full-size orchestras
- four string orchestras
- three wind bands
- two choirs
- a brass ensemble
- a percussion group
- string quartets
- a saxophone group
- music theory, keyboard skills and aural work

Evening and After School Activities

About 200 pupils participate in evening and after school activities which include Fiddlesticks (a string orchestra for younger children), Strings and a Junior Band, Brass Band and two Jazz Bands. About 59% of pupils which attend these activities do not attend the Saturday Music Centre.

Additional fees are charged for evening and after school activities and the service currently only makes these activities available to pupils who already pay for instrumental tuition. However, Saturday Music Centre students do have limited access to such
evening activities as part of their fee package. A few adults and pupils from outside the Borough also take up evening activities and pay fees for this. Members may wish to review this in light of widening access to music tuition.

**Take-up and accessibility**

Different datasets were made available by the Music Service showing the detailed breakdown of music tuition. Whilst they show slightly different total pupil numbers, they will give Members a useful and interesting overview of the take-up of the service.

Approximately, take-up is broke down as follows:

- 87% are residents of Hillingdon
- 13% are non-residents (of which all bar 2% go to Hillingdon schools)
- 10% of lessons are subsidised for pupils whose families are on benefit
- 44% of all pupils are from BAME backgrounds
- 1.4% of pupils are children with Statements of Educational Needs.
- 60% of pupils are girls compared to 40% boys

Based on postcode data checked against the 2011 school census, **Appendix 2** shows the geographical spread of the take-up of instrumental tuition by pupils within the Hillingdon and beyond its boundaries. **Appendices 3 and 4** show the take-up by ward. This data shows an uneven pattern posing questions Members may wish to ask about how accessible music tuition is in certain parts of the Borough.

**Pupils receiving music tuition for grades and exams**

Many pupils seek to gain relevant grades by learning instruments during and after school hours. Others receive support by sessional teaching staff at school for their GCSE and A-Level examinations.

As of the beginning of April 2011 the approximate number of pupils currently receiving support for these are as follows:

- 273 pupils currently working towards Grade examinations next term
- 58 Year 10 pupils currently receiving support for GCSE exams
- 10 Year 12 pupils currently receiving support for A-Level exams

Members should note that information has been received directly from the sessional staff who will hold their own records. Some sessional staff were away at the time of this request, but the figures above cover the vast majority of pupils receiving such support.

Members should note that some pupils studying GCSE will of course move on to A-level, possibly a similar number. Many currently studying for Grade exams may continue to take incrementally higher grade exams over future years. Members may wish to consider how music tuition for pupils currently undertaking exams can be maintained so as not to be to the detriment of their future learning, university or career paths.
Instrument hire

For some years pupils have hired instruments through the Hillingdon Music Service rather than purchase their own. An external instrumental fund has been provided for equipment purchase. Funding for this has now changed as set out in section 4 of this report. Approximately 46% pupils currently hire instruments.

2.4 Working with Schools

The second type of service offer is undertaken directly with schools. This currently divides into two areas of activity:

1. The Wider Opportunity Programme
2. Individual work commissioned by Schools

The Wider Opportunities Programme (WOPS)

WOPS is a subsidised national initiative aimed to widen access to music and ensure that all pupils at primary school (Key Stage 2 level), who wish to, have the opportunity to learn a musical instrument free of charge. Over the last few years funding for this was provided to schools. It has now been replaced by alternative funding grant as detailed in section 4 of this report.

In delivering WOPS, Hillingdon Music Service has assisted schools through a programme of instrumental or vocal lessons either in a whole class session or with different groups of pupils. The two most common WOPS are whole class bands or orchestra sessions. Learning fits in with the wishes of the school and consists of approximately 30 sessions for pupils or alternatively a whole year group could be given a number of taster sessions on several instruments. The number of the sessions can be negotiated by the school.

Hillingdon Music Services charges primary schools for these services. The majority of primary schools have not taken up this service. This is because some schools provide their Key Stage 2 requirements in terms of music in other ways, for example through choirs not led by Hillingdon Music Service.

To pay for these services, 55 primary schools have received on average approximately £2,500 per annum for the Wider Opportunities Programme from the Standards Fund grant that finishes in the 2010/11 academic year. It is at the discretion of schools on whether they use of in-house resources or other providers to meet the requirements of the grant. During the 2010/11 academic year, the following 8 schools (14.5%) spent this money with Hillingdon Music Service:

- Rabbs Farm Primary
- Hillingdon Primary
- Bourne Primary
- West Drayton Primary
- BWI
- Brookside
• St Catherines
• St Matthews

*Individual work commissioned by Schools*

Music Service teaching staff provide music services schools in other ways, which are added value activities and not part of the WOPS programme or curriculum. Schools commission these services directly, thereby generating income for the Music Service.

Such services include:

- Instructing orchestras
- String groups
- Brass groups.
- a ‘rock school’
- Recording school choirs and Bands producing CDs for the school when asked.

For example, Music Service staff would be used to run a school orchestra or to support teachers in primary schools in their class room teaching in respect of music. Schools paying for this service are:

- Vyners – orchestral group rehearsals
- Queensmead – string group
- Uxbridge High – activity not specified
- Ruislip High – rock school
- Wood End Park – Indian music
- Hillside Junior – orchestra rehearsals
- Yeading Infant – Indian music
- Cherry Lane – taster sessions
- Yeading Junior – Indian music
- Glebe – taster sessions
- Whiteheath Junior – taster sessions

The total termly income from these service is £11k (Autumn term 2010).

2.5 Enrichment activities

Through active participation with the Hillingdon Music Service, more dedicated or advanced pupils can benefit from more opportunities to enliven their learning of music. Over the last few years, these added value or ‘enrichment’ activities have included:

- Hillingdon concerts and events / London-wide events
- Performances at prestigious venues such as the Royal Albert Hall
- Concert tours to Europe / Specialised Courses
- CD recording projects / Workshops with the BBC Singers
- Working with renowned professional musicians e.g. The Maggini Quartet or playing alongside professional soloists
- An Opera project with some selected primary schools
- Work experience, rehearsing and composing work with Frank Griffiths, a renowned Performer and Composer (Brunel University)
3. How the service is managed

3.1 Management structure

In recent years, the Hillingdon Music Service was managed by a Head of the Music Service. The higher management and accountability line to the Council is currently through the Head of School Improvement. The former structure was as follows:

- **Director Education**
  - Chris Spencer

- **Head of School Improvement Service**
  - Mike Merva

- **Music Service Management Committee**

- **Head of Music Service**
  - Vincent Raven

- **Friends of the Music Service**

- **Music Service Team**

Responsibility for this service transferred from the now disestablished Education Directorate to the new Planning, Environment, Education and Community Services Group on 1 March 2011.

The Service has traditionally been managed both financially and operationally at arm’s length from the Council. Long perceived as a separate entity, it has not benefited from strong oversight, as compared to other education and learning services.

The Music Service has a Deputy Head and 2 other staff who hold varied management, administration and teaching responsibilities for the Service generally, String, Woodwind, Brass, Woodwind, ICT and the Saturday Music Centre. This includes a Support Officer for term-time activities and a part-time member of staff for the Saturday Music Centre.

3.2 Music Teaching Staff

There are currently 17 permanent teaching staff and 36 sessional staff. The 17 permanent teaching staff (including the Head of Music post) amount to 14.04 FTE, and
the 36 sessional staff amount to 11.82 FTE. These are qualified musicians who teach one or more types of musical instruments or activities. They work on the basis that they are put in contact with the school by the Hillingdon Music Service and then make their own arrangements with the schools for individual / group tuition, the Wider Opportunity Programme and other added value / enrichment activities.

3.3 Corporate, audit and financial compliance

Hillingdon Council has a strong corporate approach to performance management through its managers and staff. This helps to provide a well skilled workforce, improving the delivery of services to residents.

Each Council service is required to produce an annual service plan. Such plans are important in setting the direction of a service within overall Council priorities and finances. They also provide a benchmark to measure the performance of staff within a service. Appendix 5 shows the 2010 draft plan for the Music Service. Whilst providing interesting information, Members should note that some of the information contained cannot be corroborated and it contains no financial information. Members may also wish to consider whether the performance targets set out are sufficiently stretched and challenging.

Appendix 6 shows a 2008 internal audit review, now declassified, which gives a limited assurance that controls were in place to manage the Music Service effectively at that time. Whilst the audit noted that a service plan was not fully in place, it also gave a number of other recommendations to improve the financial control of the service in relation to income collection, payments and invoicing, insurance and its assets. A follow-up audit showed that some, but not all, of these recommendations had been implemented.

Members may wish to question witnesses on current financial controls in the service and whether they need to be improved. Members may also wish to consider whether the process by which parents pay for tuition fees is operated in the most accessible and cost-effective way possible, compared to other Council payment services, e.g. online.

3.4 Governance arrangements

The Hillingdon Music Service has two other bodies that oversee and assist in its activities.

Management Committee

This is the partnership group with the purpose of overseeing the service and advising the Council in the governance and operation of it. Somewhat comparable to a school governing body, it has representatives from various fields of experience. The Council appoints a member to the Management Committee as an outside body.
The Committee’s Constitution is set out in Appendix 7 as shown in an Education Committee report in 1996. Any amendments to the Constitution must seek Committee (now Cabinet) endorsement. The Management Committee membership includes:

Glyn Martin Chair
Andrew Sears Student representative
Chris Dyke Friends of Hillingdon Music Service
Judy Kelly Councillor
Ketan Patel Ex Student
Melvyn Care Staff Rep
Mike Cassidy Head Teacher of Rabbsfarm Primary School
Mike Merva Head of School Improvement, LBH
Paul Lake Head Teacher of Warrender Primary School
Robert Davies Business representative
Sandra Michaelson Friends of Hillingdon Music Service
Stuart King Advanced Skills Teacher
Vincent Raven Head of Music Service
Chris Simpson Deputy Head of Service

The Working Group may wish to review the effectiveness of the Management Committee, whether the Constitution needs modernising and if its membership is appropriate in size and breadth.

*Friends of Hillingdon Music Service*

The ‘Friends’ do not directly contribute to the governance of the service. They are an organisation run by supporters and a registered charity. Similar to a school’s Parent Teachers Association, members raise funds for instruments, activities and run events. The ‘Friends’ is represented by one person on the Management Committee.

**3.5 Marketing / Demonstration Workshops**

Promotion is important to help maintain musical enthusiasm amongst pupils, increase take-up, generate income and widen access to music.
Over the years, the Music Service has offered a number of free introductory courses including taster sessions and, in some cases, whole terms of lessons / year of lessons for every child in a particular class. According to the Music Service, these free marketing activities (known as *demonstration workshops*) consist of a performance and introduction to the instruments in the orchestra and a one-off visit to the school usually at the end of each term. This can reach up to 11,000 pupils per year and according to the Music Service, these demonstration workshops visit all schools over a three year cycle – 8 schools per term.

Members may wish to consider improvements or more cost-effective ways to market music tuition to the widest possible range of young people in Hillingdon.

### 3.6 Service Feedback

Music Services have not been part of Ofsted's remit. However all staff have been observed in schools. All teaching has been satisfactory or above. The Federation of Music Services has monitored the Music Service over the last 3 years. These reports will be available for members.

### 4. Analysis of finances and fees

#### 4.1 Budget and Expenditure

The total expenditure of the music service in the 2010/11 financial year is £1,384,079. This cost is broken down by type of expenditure in Table 1:

*Table 1: Music Service Expenditure 2010/11*

<table>
<thead>
<tr>
<th>Expenditure Type</th>
<th>Actual 2010/11 (£000s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Permanent Teaching Staff</td>
<td>498</td>
</tr>
<tr>
<td>Sessional Teaching Staff</td>
<td>351</td>
</tr>
<tr>
<td>Management &amp; Administration Staff</td>
<td>203</td>
</tr>
<tr>
<td><strong>Total Staffing</strong></td>
<td><strong>1,052</strong></td>
</tr>
<tr>
<td>Premises</td>
<td>64</td>
</tr>
<tr>
<td>Equipment</td>
<td>87</td>
</tr>
<tr>
<td>Other Supplies &amp; Services</td>
<td>20</td>
</tr>
<tr>
<td><strong>Total Non-Staffing</strong></td>
<td><strong>170</strong></td>
</tr>
<tr>
<td><strong>Total Direct Costs</strong></td>
<td><strong>1,222</strong></td>
</tr>
<tr>
<td>Corporate Overheads</td>
<td>162</td>
</tr>
<tr>
<td><strong>Total Gross Cost</strong></td>
<td><strong>1,384</strong></td>
</tr>
</tbody>
</table>
Details of the staff employed by the service are contained in section 3 above. The premises costs include £28k which is an internal charge from the Arts Service for the use of the Compass Theatre, £30k from Abbotsfield and Swakeleys schools as venues for the Saturday Music Centre and evening activities, and £6k from other schools and venues for accommodation for rehearsals, concerts and performances.

Equipment consists of the purchase and maintenance of instruments funded through charges for instrument hire and grant from the Federation of Music Services.

This direct expenditure represents an overspend of £61,609 on the approved direct expenditure budget of the service for 2010/11 of £1,160,770. This is being offset in 2010/11 through the use of Standards Fund grant carried forward from the previous year.

The service is also charged corporate overheads reflecting the costs of support services provided at department level and centrally within the Council. Examples included the costs of finance, HR and communications support provided from outside the service.

The original budgeted apportionment of these support service costs in 2010/11 was £262,900. However, during the course of the 2010/11 financial year, a project has been undertaken in finance to centralise the calculation of these recharges to individual services, which was previously undertaken by each departmental finance team. As a result, revised apportionments have been produced for 2010/11, which for the Music Service amount to £161,700.

The apportionment of support service costs across the Council is largely based on staff numbers, and aims to provide a general indication of the level of support services consumed by the service. They are not a controllable cost of the service, as the support services are managed elsewhere within the Council, usually within the Central Service group.

However, these corporate overheads are a relevant cost to take into account for services that are funded from income from fees and charges, such as the Music Service, as the level of fees charged should take into account relevant corporate overheads if they are designed to cover the full cost of the service.

The net cost to the Council of the Music Service in 2010/11 once these corporate overheads are taken into account is £705k. Appendix 8 provides more details for Members.

The direct expenditure of the service can also be analysed across the activities of the service and this is set out in Table 2 below:
Table 2: Music Service Expenditure by Activity 2010/11

<table>
<thead>
<tr>
<th>Activity</th>
<th>Actual 2010/11 (£000s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group Tuition</td>
<td>511</td>
</tr>
<tr>
<td>Individual Tuition</td>
<td>162</td>
</tr>
<tr>
<td>Saturday Music Centre</td>
<td>130</td>
</tr>
<tr>
<td>Evening Activities</td>
<td>50</td>
</tr>
<tr>
<td>Demonstration Workshops</td>
<td>30</td>
</tr>
<tr>
<td>Wider Opportunities Programme</td>
<td>25</td>
</tr>
<tr>
<td>Opportunity to Try Out an Instrument / Instrument Hire</td>
<td>108</td>
</tr>
<tr>
<td>School Projects</td>
<td>33</td>
</tr>
<tr>
<td>Other Activities</td>
<td>173</td>
</tr>
<tr>
<td><strong>Total Direct Costs</strong></td>
<td><strong>1,222</strong></td>
</tr>
</tbody>
</table>

Details of the activities of the service are contained in section 2 above.

This breakdown of costs is based on analysis of current staff timetables for permanent staff, and claim types verified to timetable information for sessional staff. Management and administration staff and non-staffing costs have either been allocated to particular activities or apportioned across all activities.

The ‘other activities’ cost of £173k includes the costs of concerts and performances as described in the ‘enrichment activities’ in section 2.5 above, as well as the costs associated with supporting and administering examinations for pupils. However, it may also reflect in some cases spare capacity within the schedules of permanent staff.

4.2 Council subsidy

The approved income budget for the service in 2010/11 is £686,500, and the actual income received is £679,093, a shortfall of 7,407.

The net cost of the service reflects the subsidy of the service from the Council. This subsidy is spread across most of the activities of the service, and is analysed in Table 3 below:
Table 3: Music Service Income and Subsidy 2010/11

<table>
<thead>
<tr>
<th>Activity</th>
<th>Cost 2010/11 (£000s)</th>
<th>Fee Income (£000s)</th>
<th>Standards Fund (£000s)</th>
<th>Other Income (£000s)</th>
<th>Council Subsidy (£000s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group Tuition</td>
<td>511</td>
<td>215</td>
<td>99</td>
<td>0</td>
<td>197</td>
</tr>
<tr>
<td>Individual Tuition</td>
<td>162</td>
<td>53</td>
<td>31</td>
<td>0</td>
<td>78</td>
</tr>
<tr>
<td>Saturday Music Centre</td>
<td>130</td>
<td>31</td>
<td>25</td>
<td>0</td>
<td>74</td>
</tr>
<tr>
<td>Evening Activities</td>
<td>50</td>
<td>15</td>
<td>10</td>
<td>0</td>
<td>25</td>
</tr>
<tr>
<td>Demonstration Workshops</td>
<td>30</td>
<td>0</td>
<td>6</td>
<td>0</td>
<td>24</td>
</tr>
<tr>
<td>Wider Opportunities Programme</td>
<td>25</td>
<td>0</td>
<td>0</td>
<td>21</td>
<td>4</td>
</tr>
<tr>
<td>Opportunity to Try Out an Instrument /</td>
<td>108</td>
<td>25</td>
<td>0</td>
<td>82</td>
<td>1</td>
</tr>
<tr>
<td>Instrument Hire</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>School Projects</td>
<td>33</td>
<td>0</td>
<td>0</td>
<td>33</td>
<td>0</td>
</tr>
<tr>
<td>Other Activities</td>
<td>173</td>
<td>0</td>
<td>33</td>
<td>0</td>
<td>140</td>
</tr>
<tr>
<td><strong>Total Direct Costs</strong></td>
<td><strong>1,222</strong></td>
<td><strong>339</strong></td>
<td><strong>204</strong></td>
<td><strong>136</strong></td>
<td><strong>543</strong></td>
</tr>
</tbody>
</table>

The estimated subsidy on Group Tuition, i.e. the extent to which tuition fees do not cover the cost in Table 3 above, is £296k (£511k cost less £215k fee income), or 58% of the cost of provision. The estimated subsidy on Individual Tuition is £109k (£162k cost less £53k fee income) or 67% of the cost of provision. These levels of subsidy are an average, and vary across the service, being higher for provision in certain schools and for certain instruments, due to variations in the size of groups and costs of tutors for different instruments. They are also stated before the application of the Standards Fund, which in 2010/11 reduces the level of subsidy met by the Council to 39% and 48% respectively.

On the same basis the estimated subsidy of the Saturday Music Centre is £99k or 76% of the cost of provision, reduced to 57% once the Standards Fund is applied. The estimated subsidy on Evening Activities is £35k or 71% of the cost of provision, reduced to 53% once the Standards Fund is applied.

Other enrichment activities that are not charged for are funded from either the Standards Fund or the Council.

4.3 Standards Fund and Instrumental Fund

The service received two Government grant funding streams in 2010/11. Firstly the Standards Fund grant from the Department for Education of £203,534 was originally targeted at widening music provision at Key Stage 2 (WOPS). However, the grant has not been ring fenced to particular activities within the Music Service, and is applied generally across all of the activities of the service that would otherwise be subsidised by the Council, as set out in section 4.2 above. In addition, schools with pupils at Key Stage 2 received £129,039 from a separate element of the same Standards Fund grant, some of which is used to buy-back services from the Music Service.
Secondly, the service received £54,700 of grant for instruments from the Federation of Music Services.

Both of these grant funding streams end in 2010/11, and are replaced by a new Music Grant from the Federation of Music Services. Hillingdon has been allocated £347,566 from this new grant for 2011/12.

4.4 Income generation / School contributions

The main source of income for the Music Service, other than grants and tuition fees, is from contributions from schools towards projects and the WOPS programme. Schools are normally charged for these activities at £37 per hour, which is set to recover costs. The total income from schools to the service is £55,921 in 2010/11. Schools are charged termly in arrears for the activities they purchase from the service.

4.5 Fees

Current Fees and Fee Benchmarking

Fees are charged on a termly basis for group and individual tuition, the Saturday Music Centre, evening activities and for hire of instruments. Details of the current fee levels and how they compare to other boroughs are contained in Appendix 9.

How fees are collected and payable

All fees and charges to the parents of pupils accessing the Music Service, whether paid by cash, cheque or debit card payment, are collected by the administrator based at the Compass Theatre during term time, and posted through the new AIM cash collection system into the Council’s accounts. Details of those parents that have not paid are passed onto the Council’s Finance Department (Sundry Debtor Section) to be pursued.

The fee income collected in 2010/11 is £338,721. However, based on an assessment of the current level of participation in all of the activities of the service where fees are charged, and taking into account reduced fees for disadvantaged pupils, the total income due for the year was £369,800. This implies a non-collection rate of 8%. At the end of each term, a list of uncollected fees is sent to the Council’s sundry debtors team, who then raise invoices to collect the outstanding amounts. However, a significant amount of these debts are not collected, often due to the time elapsed since the fee was originally due, and are eventually written-off.
Fee remission

There are reduced fees for families receiving Income Support, Income Based Job Seekers Allowance and Child Tax Credit as set out below per school term:

- Group tuition for young people £12.75
- Individual tuition £21.25
- Saturday Music Centre £12.75
- Evening activity/choir £9.25
- Use of an instrument £4.10

4.6 Previous financial reviews of the service

Some reviews have been undertaken of the Music Service in recent years.

One was a report produced by Geoff Boyd (interim Head of Finance for the Education and Children’s Service department in 2007/08). This is shown in Appendix 10 and details the breakdown of the time spent by contracted and sessional staff and references management, teaching, travel, other school based, evening and weekend, borough events, meetings and professional development. It concluded that there could be a reduction in cost of service delivery of up to £200k per annum. This analysis was not agreed by the Hillingdon Music Service.

Another was a very detailed financial review of the Music Service in the last few years, undertaken by Officers in Corporate Finance at Hillingdon. Members should note that some of this information is out-dated. This is attached as Appendix 11.

5. Music tuition elsewhere / national context

5.1 Case studies

Harrow

Harrow Council Music Service supports Harrow Young Musicians through a Service Level Agreement for out of school activities. It is considered a completely autonomous service. Relevant information includes:

- Different fee rates for residents and non-residents, e.g. attending a 3 hour ensemble is £50 per term for Harrow residents and £70 for non residents.
- Free places are given to families on means tested benefits.
- Teaches the highest percentage of Key Stage 2 pupils in the country via WOPS
- Provides Instrumental Tuition across the whole range of orchestral, popular and world music instruments and voice to over 5000 pupils on a weekly basis
- Offers 6 performance festivals annually (with on average 2,000 pupils taking part)
**Hounslow**

Hounslow Music Service provides instrumental and vocal lessons to over 2500 pupils weekly. The range of instruments includes popular and ethnic music. Key relevant information includes:

- Many pupils regularly perform in one or more of our many extended curricular ensembles, which are all provided free of charge.
- Weekly borough ensembles that complement and expand the instrumental and vocal tuition given in schools.
- Classroom Music Support to all infant and junior schools.
- A Saturday Music Centre for pupils who show evidence of musical potential.
- Specialist assistance to those with GCSE and A Level practical work.
- Weekend and Holiday Courses for all ages and abilities throughout the year.

**Berkshire**

Berkshire Maestros is a charitable trust (private company limited by guarantee) providing music tuition in schools and music centres for children and young people in Bracknell Forest, Reading, the Royal Borough of Windsor & Maidenhead, West Berkshire and Wokingham Unitary Authorities. Key relevant information includes:

- Thousands of children have music lessons with Maestros every week.
- Bands, choirs and orchestras take place at 4 Music Centres based in Bracknell, Newbury, Reading and Windsor.
- An awards scheme to gifted and talented young musicians.
- Close work with national conservatoires and university departments.
- Reduced rates for beginners, special introductory offers on the first term.

Local authority funding is given to Berkshire Maestros through a combination of Government and Council contributions, which may differ depending upon the Council concerned, but generally:

- Subsidise the cost of tuition and musical ensembles.
- Provide fee remission and some fee relief towards talented pupils who undertake a large number of activities.
- Projects that widen access and allow more pupils to participate.
- Short concerts in schools.

**Buckinghamshire**

Buckinghamshire Music Service has three Music Centres located in Aylesbury, Wycombe and Amersham. Each offers Saturday and evening ensemble/orchestra/Band opportunities and each have approx 40 peripatetic staff who offer tuition through brokerage with schools. A 10% reduction in funding has been agreed for these Centres for the 2011-12 financial year following the grant received by the County Council. Fees will be increasing by approx 5% for the summer term.
The Amersham Music Centre has 40 peripatetic teachers who currently teach over 2,500 school children in more than 50 local schools in the south Buckinghamshire area. The schools buy the tuition per hour from the music service and then the schools choose how much to charge their pupils.

5.2 National Policy Context

In 2010, the Government asked Darren Henley (Managing Director of Classic FM) to carry out a review into music education. The Government sought to establish what was needed to make sure that inequalities in provision across the country were addressed, and that public funding was used to further Government priorities – that every child should experience a rounded cultural education, including the opportunity to learn a musical instrument and to sing.

In February 2011, the Government published its response to the 36 recommendations. These are attached in Appendix 11. The Government stated that it would work with the Arts Council and other key stakeholders, including the Federation of Music Services, to prepare a ‘National Plan for Music Education’ to come into effect in 2012 -13
6. List of appendices

Appendix 1 - breakdown by instrument, individual/group activity and school

Appendix 2 - geographical spread of the take-up of instrumental tuition

Appendices 3 and 4 - take-up of instrumental tuition by ward

Appendix 5 - 2010 draft plan for the Music Service

Appendix 6 - 2008 internal audit review

Appendix 7 – Management Committee Constitution report to Education Committee

Appendix 8 - Staffing, Non-Staffing, Overheads and Activity Costs

Appendix 9 – Fee details and comparisons to other Boroughs

Appendix 10 – Previous Internal Financial Review of the Service

Appendix 11 – Corporate Finance review of the Music Service

Appendix 12 – Government response to the Henley Review