



Welcome to Schools Plus

Transforming Community
Use Of Schools



We are a progressive school letting and facility management organisation, committed to delivering excellence in client service and revenue generation.



As the leading and longest-running school lettings company, Schools Plus has over 20 years of experience in professionally increasing flexible income for schools through out-of-hours facility rentals.

Our expertise, established operating procedures, and dedicated professional team are focused on transforming community use within schools.

Our core service is a fully managed solution, where we take full responsibility for every aspect of community lettings. This includes staffing, sales and marketing, revenue collection, and safeguarding.

Our comprehensive business model ensures that we manage lettings safely and professionally every single day at each school. As experts in our niche, we excel in transforming community use in schools.





What do Schools Plus do and why?

WHAT WE DO

Our core business is the fully managed service, where we take full responsibility for every aspect of community lettings, overseeing everything from staffing to sales and marketing, revenue collection, and safeguarding.

The Schools Plus Difference: We pride ourselves on being the experts in our industry, delivering the highest operational standards to ensure safe and compliant lettings every single day.

Our uniformed staff are on-site every minute, from before customers arrive until after they leave. Our simple payment process allows for revenue to be paid just one month in arrears.

WHY WE DO IT

Our mission as a social enterprise is to generate additional revenue for schools by expertly managing out-of-hours lettings. In today's financial climate, schools need extra income to maintain and improve their financial stability.

Managing their own lettings is often time-consuming and costly for school staff. We alleviate the burden by handling all aspects of lettings and ensuring safe, secure operations. We work with community groups, one-off events, and national partners to maximise facility use and provide monthly revenue payments based on gross revenue, covering all staffing and operational costs.

Our People

Our experienced leadership team are proud that Schools Plus has generated over £30 million for our partner schools over the last 20 years.

They understand the needs and opportunities which arise when working within schools and work constantly to improve our services, as well as strengthening our processes to ensure that we get it right first time.

In addition to their leadership roles, our team provide area management support to the Area Managers, helping them to focus on what they do best – running and growing the business in your school.



ROBYN JOHNSTONE
CHAIR

Robyn brings a wealth of experience to her role as Chair of Schools Plus, having worked in the education sector for many years.

Robyn is CEO of the Education Placement Group.



JAMES WOODS
FOUNDER & MANAGING DIRECTOR

James, an experienced school bursar, founded Schools Plus in 2004.

Before entering education, he worked for the European Commission, Accenture, and Centrica in the UK and abroad.

He holds a Law degree from Cambridge University and an MBA from INSEAD.



WAYNE CRYER
OPERATIONS DIRECTOR

Wayne joined Schools Plus in 2016 following a thirty-year career in the retail sector with extensive experience as an Area Manager, Regional Manager, and Deputy Retail Director.

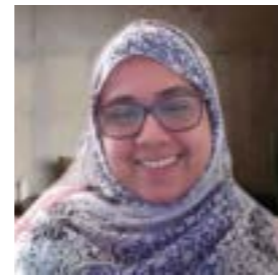
As our Operations Director, he is committed to delivering exceptional operational



LIZ CAMPOS
HEAD OF CUSTOMER SERVICE

Liz has had a lengthy career building customer relationships and improving service in the retail sector and is passionate about delivering fantastic service.

Liz joined us in 2016.



NADIA HOSSEMAMODE
FINANCE DIRECTOR

Nadia is an experienced finance professional, a qualified accountant with an extensive background in the tech sector since embarking upon her financial career with PWC. "I love the sustainability agenda, reusing assets, doing good for schools and for communities – I can't think of a better place for a finance director to have real impact right now".

Nadia's hobby when not crunching numbers is taking wildlife photography each summer in her family home in Mauritius.

Our Operations

WE INSTILL IN OUR ON-SITE STAFF THAT:

As soon as you start your shift, YOU become responsible for a school worth over twenty million pounds, and for the safety and well-being of every person within it.

IT'S A HUGE RESPONSIBILITY. THE ROUTINE IS HOW YOU HANDLE IT.



The Routine

The Routine is how Schools Plus staff run shifts. A Schools Plus shift is distinctive for how tremendously effective, engaging, proactive, and mobile our staff are.

The Routine workflow app ensures your school is well looked after on every shift. All of this information can be viewed by the school. You achieve this through the deployment of various techniques and tools as you work.

Operations Excellence Manual

Our operations excellence manual is a go-to user manual for SP staff to reference

key information and contacts when required. We use the school's knowledge and assistance to build this manual for our teams.

Operational Excellence Audit

An absolute priority for everyone at Schools Plus is to ensure that we provide safe, compliant and well run lettings. Twice a year, every school that we are responsible for is audited for operational excellence. These audits are unscheduled and any member of our team can be tested and will be expected to pass.

We are proud that we deliver the highest operational standards within our sector.

Fire Evacuation Signs

Makes it easy for people to get hold of staff.

The Safety Briefing

Enables control of a whole site single-handed

Cleaning

Schools Plus guarantees to return the facilities to our schools in a comparable state, allowing the school day to continue without any interruption

The Patrols

Our staff will patrol the school every hour to ensure security and cleanliness at all times

The App

A custom-built workflow tool that helps get key tasks done on time

Safeguarding

Safeguarding is as much of a priority for us as it is for our client schools. We are committed to the implementation of a robust safeguarding procedure and our processes are designed to ensure that this is achieved at every school.

Monthly Revenue Reports and Strategic Insights: Schools Plus Sales & Marketing Excellence

Optatem nectius, sapidest, con reped ma dicipsamet odicatorat amus illuptat praest. Elicipsamet facea doluptatibus am, nectibu sdanim hit, ipient. Excesequae ist lias dolorum quia con cum et dolessimpos volorrerrum.



PARTNERS

Our first priority is to engage directly with the existing customers using your facilities, understanding their needs and expectations to optimize their relationship with the school.

After this, we review the facilities' utilization and target additional partners to fill the remaining slots. We also research and engage with local and regional partners seeking new venues.

SOCIAL MEDIA

We leverage Facebook, Instagram, and other social media channels to effectively target advertising and achieve a good return on investment (ROI).

Our strategy includes launching tightly managed local campaigns to raise awareness within the immediate area. Social media is also the best channel for capturing one-off bookings to fill utilization gaps.



OUTBOUND MARKETING

Targeted outbound marketing campaigns effectively launch and periodically boost the use of your facilities.

We use email and related channels for outbound marketing, as they reliably provide a good ROI. Our campaigns align with the school's messaging to positively promote the use of school facilities within the community.

CUSTOM & LOCAL MARKETING

Your local community is a key clientele for your facilities. We work closely with you to identify opportunities and commitments within this space, proactively reaching out to them.

This includes outreach to local areas and having a presence at open evenings to promote your facilities. Our Area Manager collaborates with you to ensure strong community engagement.

MONTHLY UPDATES

Your Area Manager will provide monthly revenue reports detailing revenue trends and actions in place to drive further revenue for the school. This ensures you stay informed about the financial performance and marketing efforts related to your facilities.

Our bespoke booking system, Enni, is tailored for individual school needs, providing exceptional service for schools, customers, and our operational team.

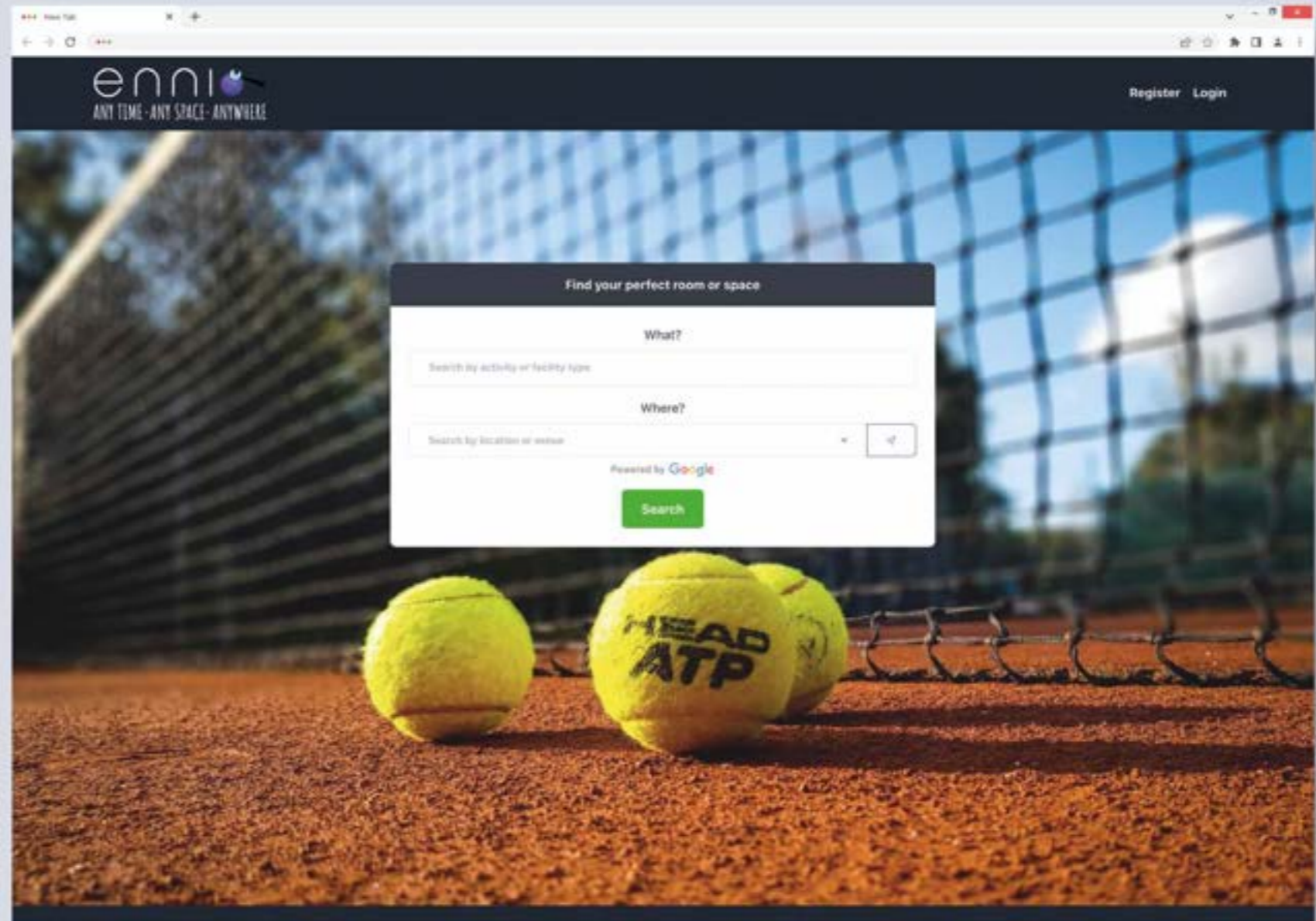


With full access, you can monitor facility usage, rates, and compliance with safeguarding policies. Customers enjoy an easy, quick booki

g process with personalized accounts, while different approval levels ensure smooth management of both simple and complex bookings.

Enni also enables site staff to monitor activities, prepare facilities, and plan supervision, revolutionizing community use and revenue generation for schools.

Visit our website at: enni.space





Income Split For Schools

With over £30 million generated for our schools over 20 years, Schools Plus prides itself not only in paying our partner schools the most, but being able to do this on time, every month, at all our schools.

MANAGEMENT

We ensure timely, full monthly payments to schools through strict credit control and rigorous policies. We pay an agreed percentage of gross venue hire without deductions for staff costs, assuming any bad debt risk, guaranteeing a profitable partnership for our client schools.

PARTNER SCHOOLS

Our simple payment process ensures additional revenue is passed to you just one month in arrears, with monthly payments based on gross revenue. Schools Plus covers all staffing and operational costs, generating more money for schools than anyone else. Our transparent approach consistently demonstrates year-on-year growth.



Testimonials

At Schools Plus, our commitment to excellence in managing school lettings and facility rentals is reflected in the positive experiences and feedback from our partner schools.



ST JAMES CATHOLIC HIGH SCHOOL LONDON

Schools Plus has supported St James' with our lettings arrangements since 2020. During that period, we have consistently found all of their staff to be professional, courteous, and approachable - both for our clients and our school staff. A key requirement for our school is an understanding of our own events and in this regard Schools Plus has always recognised that the school's needs come first. There is never an issue to manage lettings around our exams, open evenings, etc. We have seen continued growth in revenue year on year and we meet regularly with our Area Manager to discuss future plans and initiatives. We really value our partnership with Schools Plus and I would be happy to recommend them to any other school.

SEAN MCGOVERN
Business Manager



DINNINGTON HIGH SCHOOL SHEFFIELD

Schools Plus has supported Dinnington High School for a number of years. They have a total understanding of the school's requirements during the school day and outside of that.

Personally, I feel that we are all part of the school family and work as a team. The on-site staff work well with all our teams and they all support each other. Schools Plus brings some really different bookings to the school, not just sport bookings.

Recently, there was a large family party and the family who booked it through them really appreciated being able to book the school and the efforts that Schools Plus went to make it a success. I am very happy to recommend Schools Plus.

ALISON CLARKE
Estates Officer



HAZELWICK SCHOOL SUSSEX

Hazelwick School appointed Schools+ to manage our lettings in the autumn of 2016, after several years of managing the lettings internally. Schools+ have improved the income to the school, reduced our administrative burden, set meaningful budgets and have staff that are fully engaged with being "part of the school" rather than being separate from it. We have found that our site team and the schools+ team work together for each other's mutual benefit.

We remain pleased with that original decision and continue to enjoy an extremely beneficial and warm relationship. I'm happy to recommend them to any school considering outsourcing their lettings' activities.

ANDREW MEGGS
Finance Director



LATIMER ARTS COLLEGE KETTERING

Management of the facilities has been excellent, and we are very lucky to have such professional and organized area managers.

They deal with all out of hours activities and ensure lock up and security is an organized and managed process. The site is always left as it was found, with the area clean and tidy. Schools Plus also liaises with our security and fire alarm companies whenever there are issues or problems and have been a great asset to us.

With the income we are generating via Schools Plus, we have been able to fund ongoing high-level maintenance of the 4G surface and set aside good sums to build up a fund ready for the eventual replacement of the 4G when it reaches the end of its life.

PETE UNDERWOOD
Estates Manager



**BECOME A PART OF
SCHOOLS PLUS**

Contact Steve Thornton

T: 07895 408 048

E: steve.thornton@schoolsplus.co.uk

Schools Plus Ltd
843 Finchley Road
London, NW11 8NA

0345 222 2323

www.schoolsplus.co.uk