

## HERTFORDSHIRE MUSIC SERVICE PRICING 2018-19

We have recently reviewed all of our pricing as we do every year taking into account the additional pressures of increased employment costs (including national teacher's pay award, pension & travel).

### THE COST TO SCHOOLS FOR 2018/19

**£41 per hour – a rise of £1 per hour, effective from September 2018.**

### RECOMMENDED CHARGES TO FAMILIES:

	Per Lesson	Per Term	Income to School from families	HMS Charge to School
20 minute individual lesson:	£13.70	£150.70	£150.70	£150.33
30 minute shared lesson:	£10.25	£112.75	£225.50	£225.50
* Small Group Lesson (30 Minutes) (3 to 6 in a group) <b><u>SUGGESTED PRICE</u></b>	£7.00	£77.00	£231.00(3)	£225.50
Individual Tuition (30 minutes)	£20.50	£225.50	£225.50	£225.50
Whole Class (1 hour)	£41.00	£451.00	-	£451.00
Financial Support Pupils	-	£20.00	£20.00	£20.00

\* **The group charge** enables schools to create a financial “buffer” to ensure against possible additional costs should the group size fluctuate. It also streamlines administration by avoiding multiple prices for different group sizes. This places instrumental tuition in line with other extra-curricular activities which are rarely altered due to group size.

We are committed to providing schools with:

1. High quality, teachers who have ongoing access to training without school incurring employment costs or overheads (including IR35 NI costs for schools engaging intermediaries)
2. A vetting, monitoring and disciplinary system that is aligned fully with LADO and all HCC child protection procedures. We are increasingly supporting schools and teachers on a range of CP related issues – all of which come as part of our service to schools.
3. Access to funding for schools to fund both FSM students and those on other benefits – a direct saving to school budgets; Remission of fees being a school policy requirement
4. Access to funding to support music in your school and community through our role as the Lead Partner of the Hertfordshire Music Education Hub
5. Quality control, lesson observations and feedback processes involving schools leadership teams, heads of department, music coordinators as required.

We are confident that this still represents good value for money, but we are increasingly aware of schools not making full use of options available to make tuition as affordable as possible, so we would like to outline a set of recommendations for schools as to how to charge for instrumental tuition.

We do not recommend a default ½ hour individual lessons for beginners in primary schools. 20 minute individual lessons save parents a third of the cost for example.

## MINIMISING FINANCIAL RISK TO SCHOOLS

We want to ensure that schools minimise their risk of non-payment of tuition fees. We recommend the following;

1. We are happy to visit a school to help with pricing queries and clarify how best to promote tuition to families
2. No lessons should start without a terms' fees being received by the school or Financial Support confirmed by HMS.
3. In order for a lesson to cease at the end of a term, families should give the school notice by half term.  
***We do not recommend allowing half a term's notice to be given at the end of a term*** (meaning lessons would end at the next half-term) This creates many administrative problems.

*Our music centres operate a half term's notice at half term only and bad debt has been reduced by this.*

The School has discretion to cease tuition at any point but we advise securing payment upfront for any period of tuition not covered by a standard termly invoice.

4. If written notice has been received then our teacher should be informed and either complete 11 lessons in term 1, 22 in term 2 or 33 in term 3. If they "over deliver" (e.g. 12 lessons in autumn) when you have informed them of a leaver, the school will not be charged for this extra lesson (and the teacher will not be paid)
5. Schools will receive a bill after the end of each term allowing schools to have collected all money owing ahead of receiving our invoice.
6. We are happy to give support and advice should a school find themselves with bad debt.

### FOR ANY ENQUIRIES PLEASE CONTACT

EAST AREA	WEST AREA
<p><b>Area Head</b> - Rebecca Kelly <b>Schools Liaison Officer:</b> Anella Taylor</p> <p><b>based at:</b> Central Office Mid Herts Centre for Music &amp; Arts Birchwood Avenue Hatfield AL10 0PS</p> <p><b>Tel:</b> 01438 843363 eastareaschools@hertfordshire.gov.uk</p>	<p><b>Area Head</b> - Angela Gilby <b>Schools Liaison Officer:</b> Victoria Newman</p> <p><b>based at:</b> Watford School of Music The Clarendon Muse 70 Rickmansworth Road Watford WD18 7JA</p> <p><b>Tel:</b> 01442 453473 westareaschools@hertfordshire.gov.uk</p>