DFN Project SEARCH

Overview Module











Welcome and Introductions





Purpose of this Training

By the end of this session, we will have developed an understanding of:

- Employment prospects for people with Learning Disabilities and Autism in the UK
- The importance of being high aiming and achieving the best that we can for each intern
- The history of Project SEARCH
- How DFN Project SEARCH works in practice
- The roles and responsibilities of partners
- The 6 Critical Success Factors
- The DFN Project SEARCH Offer
- Our next steps in developing the Implementation Project Plan



Employment for people with Learning Disabilities and Autism in the UK





Dame Carol Black – Expert Advisor on Work and Health

The Fundamentals

- Work and health are inextricably linked
- Work is a determinant of health
- People's social and economic circumstances affect health throughout life, so health policy must be linked to the social and economic determinants of health
- Work is generally good for health
- Enabling people to be in productive work is a health issue
- Good health is essential for a high-performing workforce
- Worklessness is a greater risk to health than many 'killer' diseases
- Improving working-age health is the business of us all.
 It is also a Public Health issue.

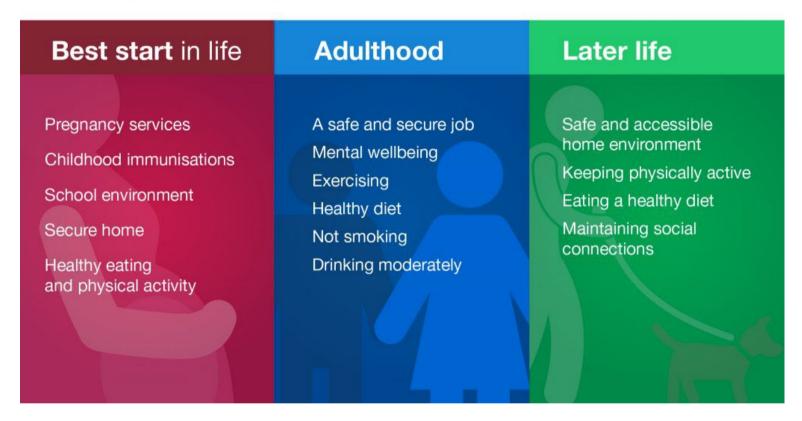
Work is good for you!



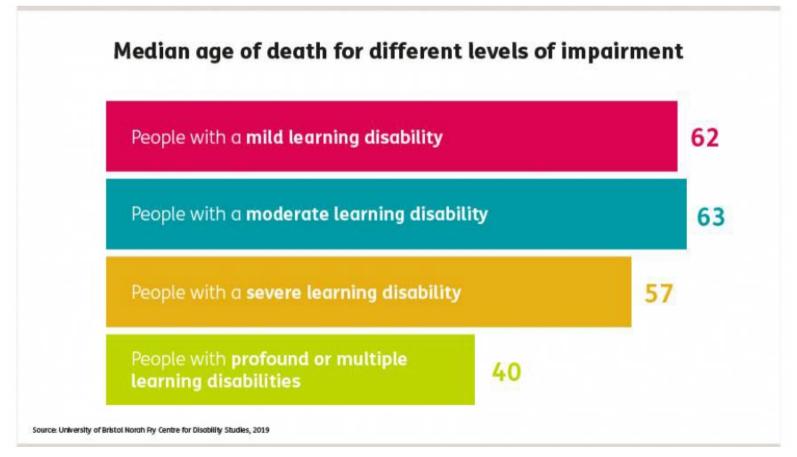
Employment for People with Learning Disability and Autism in the UK



Young and old: prevention matters



Life Expectancy for people with Learning Disabilities

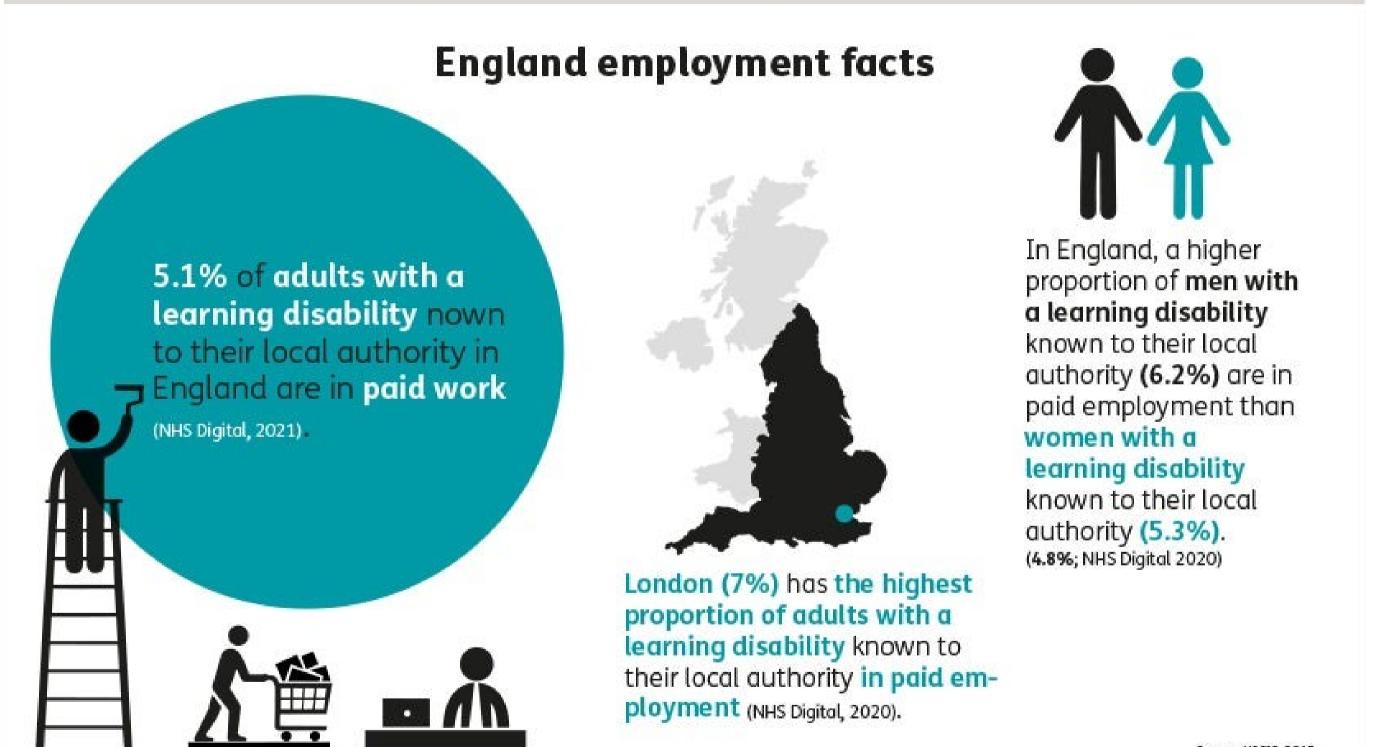


Median Age of Death General Population

Men- 82 Women 85



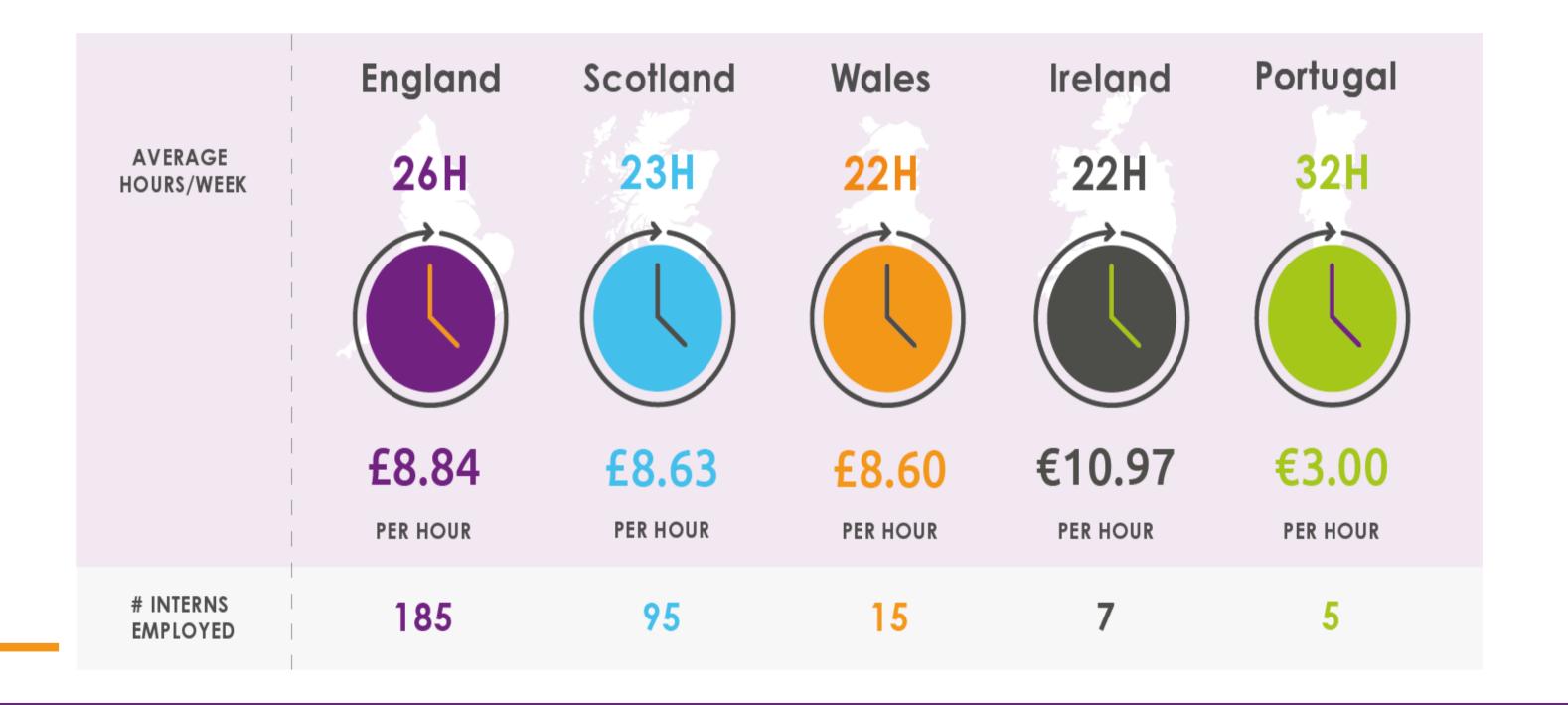
Employment for People with Learning Disability and Autism in the UK



Source: HSCIC, 2015



And Yet.....
DFN Project SEARCH Achieves Average hours of:





And YetNational Minimum Wage from April 2020 to April 2021 and DFN Project SEARCH Wages by Age



And YetData on age

Age	No. Completed	No. Employed	Employment Outcome %
16	7	3	43
17	41	27	66
18	95	71	75
19	90	63	70
20	84	49	58
21	55	36	65
22	43	25	58
23	21	10	48
24	18	10	56
25	8	4	50
26	4	3	75
27	1	0	0
28	3	2	67
29	2	1	50
30	1	1	100
31	4	2	50



Why do we only count **Employment** as the outcome?

Wellbeing – Research show that the benefits of **paid work** are **transformational**, enabling people to feel valued, integrate with their community and **achieve financial**, **emotional**, **social independence and natural supports**^{1,2,3,4}. Interns and their families are directly benefited.

Financial savings (Education)—It is estimated that each young person with learning disability **employed** could **save** on average £14,000 per year for local authorities in the form of special schools fees. Interns can be as young as 17 when they start the programme and their **outcomes** are **as high as** those of older interns.



Why do we only count **Employment** as the outcome?

Financial savings (DWP) – Early employment develops skills and experience that will help interns to continue employed throughout their life, dispensing with Universal Credit.

Financial savings (NHS) – Employed people with learning disability do not need to use the health system as often. Employment is good for your health! ¹

Financial Sense - An independent evaluation of Project SEARCH for North Lanarkshire Council showed that £3.96 social value is created for every £1 invested in the form of financial, emotional and social gains for interns, their families, the NHS and government. ²

UK Economy – According to the Centre for Social Justice, a rise of five percentage points in the disability employment rate (not only those with learning disability) would lead to an increase in Gross Domestic Product of £23 billion by 2030.³



The History of DFN Project SEARCH



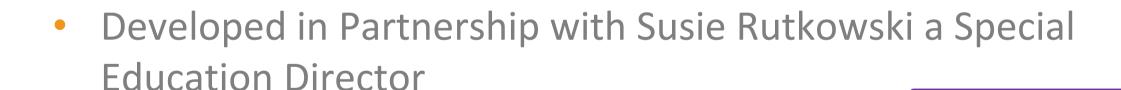


History of Project SEARCH

 Programme began in 1996 at Cincinnati Children's Hospital and Medical Centre by Erin Riehle



- Meet entry level employment needs
- Support their Diversity Initiative



 Using the skills and talents of supported employment agencies













Project SEARCH across the World update



- Ambitious and to Scale
- 700 + Programmes
- 48 States in the US
- 10 Countries
- Over 33,000 + students Served
- 65% Full Time Jobs
- 75% All Jobs
- Average Hours 24.7
- Average Salary \$10.85



History of DFN Project SEARCH

 The DFN Charitable Foundation Researched the Best Transition Programme for Young People with Learning Disabilities and Autism

- The Foundation Bought the Master Franchise
 Agreement for the UK, Ireland and Iberia in 2018
- Commitment to hold true to the Project SEARCH model but invest in growth to make it more available in the UK, Ireland and Iberia
- DFN Project SEARCH is a Registered Charity in England, Wales and Scotland

Chair – David Forbes Nixon





CEO – Claire Cookson









DFN Project SEARCH UK, Ireland and Iberia

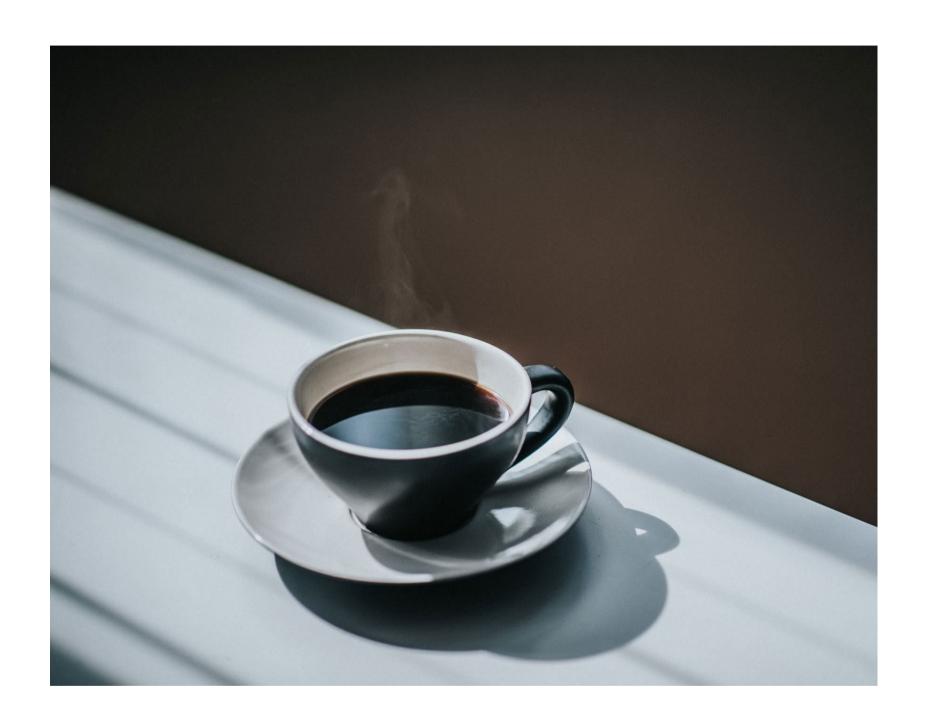
Ambitious and to scale

- 112 + Programmes
- Hospitals
- Local Authorities
- Housing Associations
- Private Businesses
- Universities
- National Trust
- 60% Move into Full Time Paid Jobs
- 70% Gain Employment
- Average Hours 24
- Average Salary £8.63



Break

10 Minutes





Busting those Stereotypes









Employment and People with Learning Disability and Autism





Discussion



What did You Think of the Video?



What Stereotypical jobs have you seen people with learning disabilities portrayed in?



What Stereotypical jobs have you seen people with autism portrayed in?



What does that mean for the way employers might think?



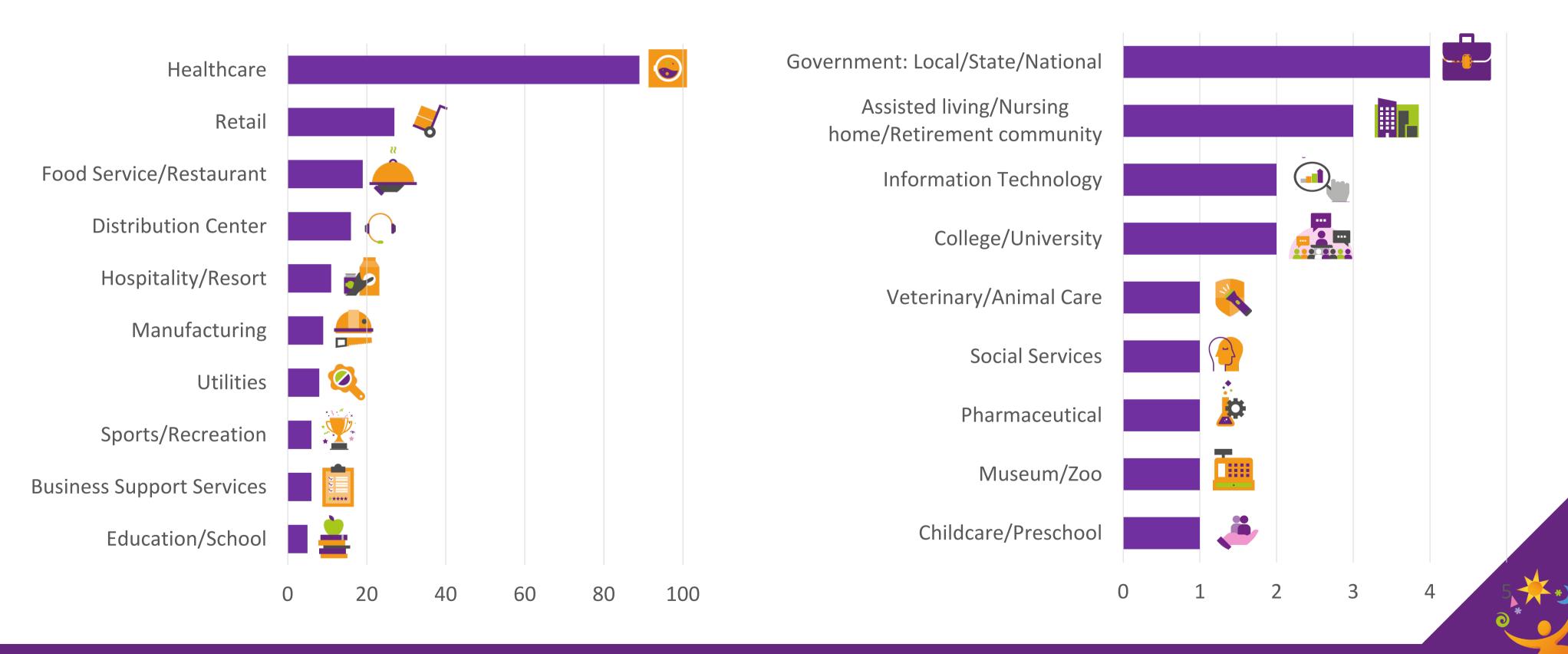
How can that impact on parents/carers?



How can that impact on the young person themselves?

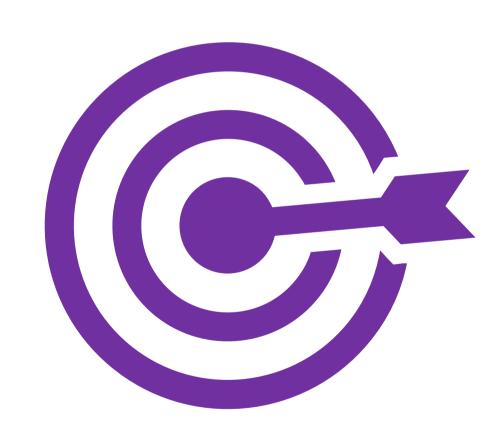


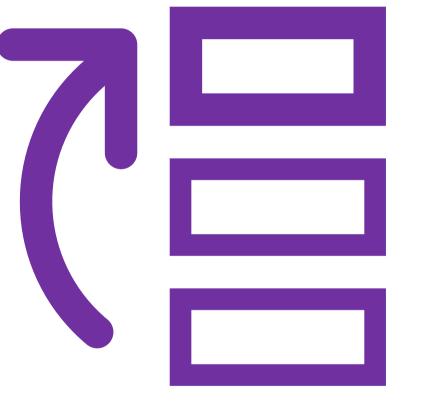
Number of jobs by Sector in DFN Project SEARCH



Aiming High!









DFN Project SEARCH Is High Aiming

- The interns have 3 terms to get as many skills as possible towards a career goal
- They are in prestigious organisations who can teach them well and to a high standard
- They have access to an educator who can teach them soft skills but in a real work setting
- They have access to a job coach who supports them to learn the hard skills

- Strong and Determined Focus on Outcomes
 - 16+ hours per week
 - Paid at the Prevailing Wage
 - In an Integrated Setting
 - All year round

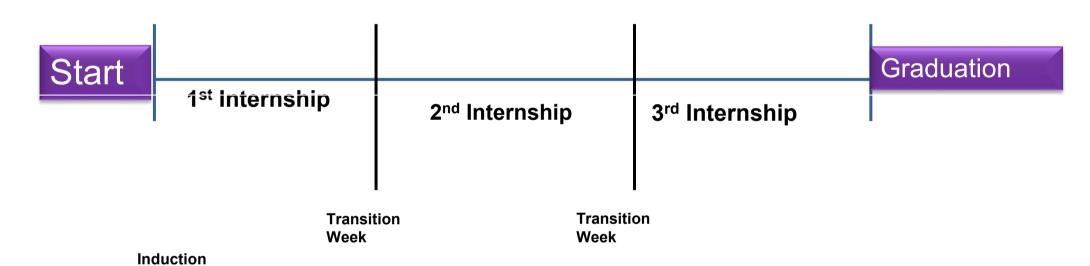
60% of Graduates Achieve Full Time Paid Employment 70% of Graduates Achieve Paid Employment



We have High Expectations! If interns can do a job without Project SEARCH.......



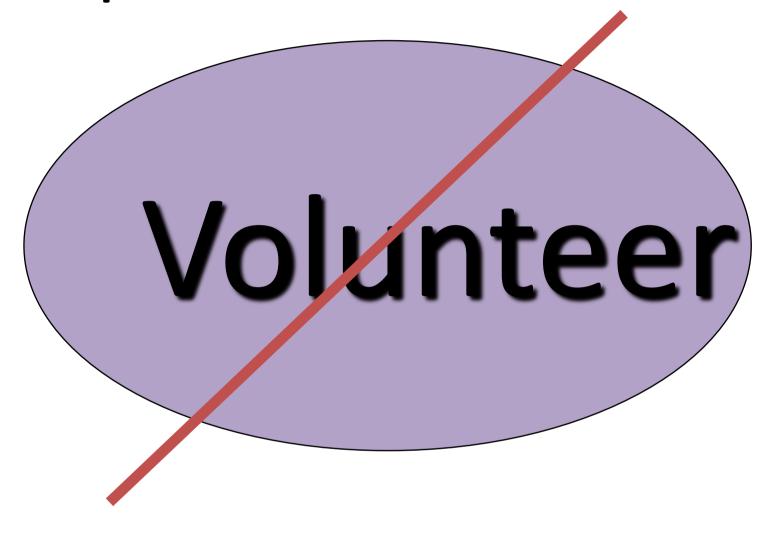




....these same jobs are not acceptable employment outcomes after a year of Project SEARCH training



Semantics BUT Important! – add work experience with a cross through





A Right to Work

People with learning disabilities have the right to choose a path toward education and employment. However, while freedom of choice is given, the right to work is earned.

Earning the right to work is dependent upon the student's preparation.

(Notes - talk about in the context of tokenism or mascotising)











We Prepare Students Well



- A true transition programme taking all the best from the education system and transplanting it into an employer's premises.
- Opportunity to work in high-status organisation
- Quality training and internship experience.
- Develop strength areas in a supportive setting.
- Work toward independence in many areas such as public transport, daily living skills, etc.

It Works!

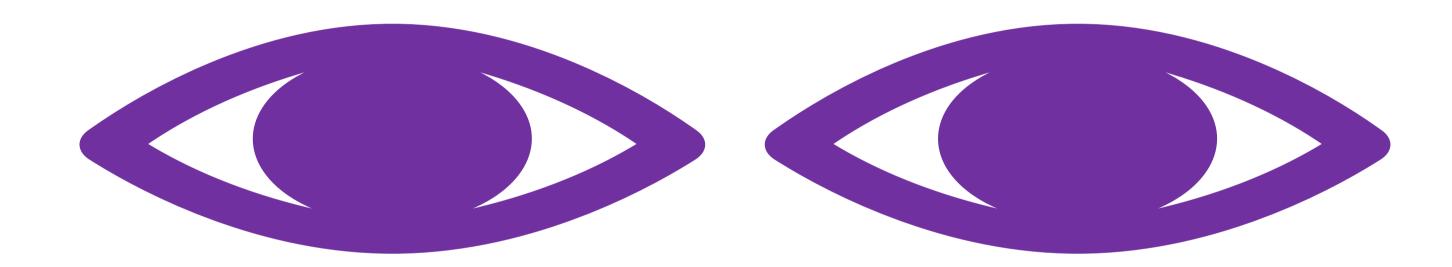
- DFN Project SEARCH's average full time employment rate remains at 60% from 2016-2019
- Our records show an increase of 10% in employment rates after the data entry cut off point for 2017-2018.
- Therefore the full time employment outcomes for that cohort now sit at an amazing 70%!
- 70 and 60% outcomes and update as quite old



Average Success Rate -Paid Work



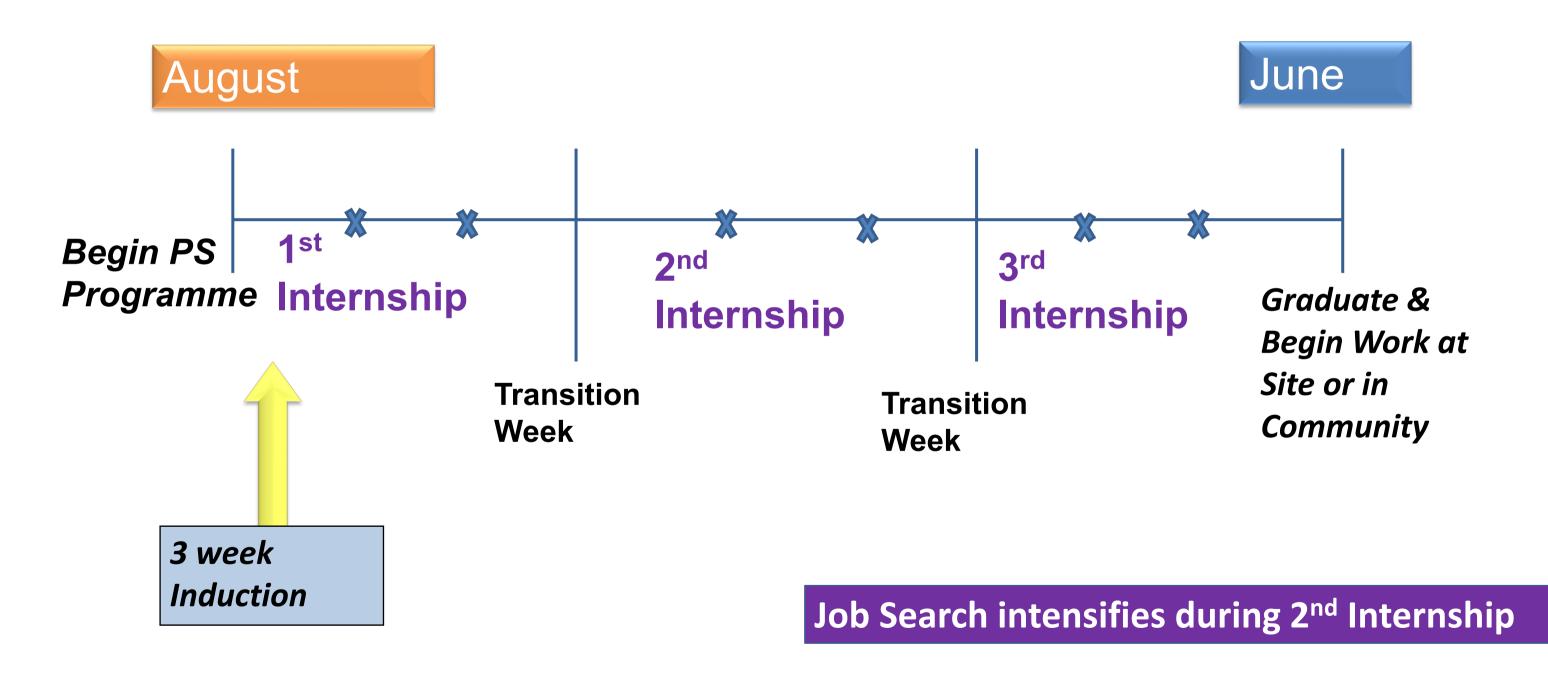
What Does it Look Like?





Annual Calendar

X = Employment Planning Meetings





Typical Project SEARCH Day

9:00 Employability Skills

10:00 Worksites

12:30 Lunch

1:15 Worksites

3:30 Review, Plan and Communication

4:00 Depart





Internships -Cornerstone

Competitive, marketable Skills
4 – 5 hours of day
Work/ Social Skills
10 weeks/Flexible
Feedback & Assessment



BecauseResearch Shows that:

Work Based Learning promotes:

- Problem solving
- Adult thinking processes
- Teamwork
- Social relationships









Roles and Responsibilities – add Roberta's video

	_	•	
Host	Bu	ISIN	ess

- Agrees to host the programme.
- Provides a Business Liaison Leader(s)
- Provides a base room or training facility and base
- Creates access to Internship Opportunities
- Promotes a positive change in business culture.
- Advocates for interns and graduates inside the business
- Encourages inclusive recruitment

Supported Employment Partner

- Leadership at the Steering Group level.
- Full time job coaching support
- Vocational profiling using Voc Fit
- Job search support
- Job development
- Employer Engagement
- Ongoing long-term support.

Educator

- Education Leadership at the Steering group level
- Provides a Full time Instructor/Tutor on site
- Co-ordinates the activity of the onsite team
- Manages the Steering Group
- Supports the Job Coach Activity
- Delivers the Curriculum
- Is the Student Conduit
- Manages Student Funding
- Raising aspirations for students at an early age

Local Authority Lead

- An overview and understanding of the needs of young people in the community
- Champion Inclusion
- Support and Guidance on funding for Colleges and Schools
- Adult Supported Employment Support
- Adult Services Preventative Measure
- Links to Public Health
- Health and Wellbeing Boards
- Transforming Care Partnerships

DWP

- Access to Work Funding
- Support for Participants and Families and Carers in terms of better off in work calculations
- Access to available Vacancies



Key Roles and Responsibilities - Discussion

What are the key features of these roles?

What key qualities are we looking for to fill these roles?

- Tutor
- Job coach
- Business Liaison
- Lead from educator
- Lead SEP
- Local Authority lead
- DWP person



Questions and Comments









Key Concepts Summarised

A Business Focused Collaboration



Immersion and Impact



Training in a Real Work Setting



Low Risk and Low Cost to the Business



Recruit Students who are a Good Fit



- A True Partnership
 - Host Business



Supported Employment Partner



DWP



Keep the Job Goal in Mind!

- Can Happen at Any Time
- On Average 43% in the Host Business
- On Average 57% in the Community
- Everyone in the Partnership takes Responsibility for the Outcomes





Good Collaboration



Think of a Partnership you have worked in that worked well.

Who is in the partnership?

What is it about the partnership that works well?



Think of a Partnership that isn't working well

Who is in the partnership?

What causes the problems?



What can we learn from these experiences?



Successful Partnership Working

- Personal stake in the partnership
- common aim
- similar ethos or system of beliefs
- work together over a reasonable period of time
- The partnership is necessary
- each partner can contributes
- respect and trust
- All the partners are acknowledged





Partnership Development

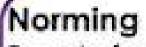
Forming

Team acquaints and establishes ground rules. Formalities are preserved and members are treated as strangers.



Storming

Members start to communicate their feelings but still view themselves as individuals rather than part of the team. They resist control by group leaders and show hostility.



People feel part of the team and realize that they can achieve work if they accept other viewpoints.



Performing

The team works in an open and trusting atmosphere where flexibility is the key and hierarchy is of little importance.



Adjourning

The team conducts an assessment of the year and implements a plan for transitioning roles and recognizing members' contributions.





Establishing your Steering Group – maybe this is over several slides

Membership

- Host Business Liaison and Deputy if applicable
- Senior Education Lead
- Senior Supported Employment Lead
- Senior Local Authority Lead
- DWP representative
- Tutor/ Lecturer
- Job Coach (es)
- Job Developer
- Parent Representative
- Graduate Representative



Frequency

- Monthly Start up and First Year
- Every 2 months thereafter

Agenda

- Welcome and Introductions
- Minutes and Action log from the last meeting
- Action Plan Review
- Annual Marketing Plan Review
- Topical Strategic Issues
- Intern Summary Review
- AOB
- Date of Next Meeting



Keep It Strategic!

Topical Issues

- Recruitment
- Business Advisory Committee
- Employer Engagement
- Self Audit
- Annual Improvement Plan
- Learning and Development as a Team

Use of the intern summary review document

- Sent out in advance
- Use initials or number
- Highlights worthy of recognition
- Issues where you need steering group support







Changing role of DFN Project SEARCH in steering groups

First 3 – 6 months

 Initially – Programme Specialist chairs, coordinate and facilitate the meeting

6 - 9 Months

 Business Liaison chairs the meeting, Programme Specialist or other partner coordinates the meeting and action notes

9-12 Months

 Business liaison chairs the meeting, tutor develops agenda, and completes action notes 12 months -2 years — once operational

Attendance at SGMs when requested for specific support

Attendance at first year review



Critical Success Factors





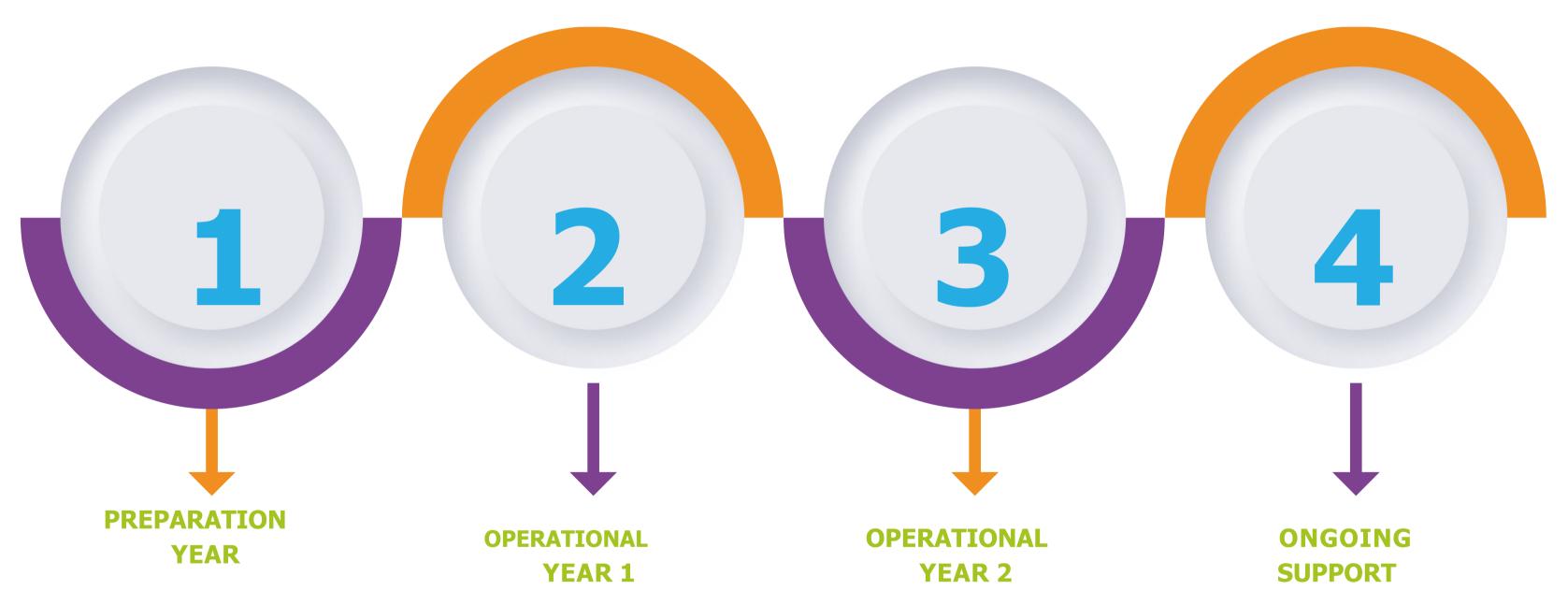
The DFN Project SEARCH model

DFN Project SEARCH has a number of model fidelity components that define the programme, its values and goals. These critical components include:

- 1. The outcome of the programme is integrated, competitive employment that is:
 - In an integrated setting
 - Year-round work (not seasonal employment)
 - 16 hours/week or more
 - Paid the prevailing wage
- 2. The focus of the programme is on serving young adults with learning disabilities and autism who can benefit from personalised support in an intensive year of career development and internship experience.
- 3. The programme is a collaborative partnership using support and resources from: Education, Local Authorities, Adult Supported Employment Agencies, Families and Host Businesses.
- 4. The programme is business focused.
- 5. The programme leads to acquisition of competitive skills.
- 6. The programme is committed to continuous improvement.



DFN PROJECT SEARCH OFFER



Purpose: Planning and development stage to support you to prepare for your DFN Project SEARCH programme starts (4-5 months prior)

Purpose: Quality Assurance
Process occurs at your site
with the on-site programme

team

Purpose: Mandatory
continuous improvement
review using our Critical Success
Factors resulting in an agreed
action plan

Purpose: Continued support in the form of constructive quality assurance and access to world leading training and coaching





Preparation Year -

STEP 1- ESTABLISHING THE PARTNERSHIP AND DEEPENING UNDERSTANDING OF THE DFN PROJECT SEARCH MODEL (7-9 MONTHS PRE-PROGRAMME)

Negotiate and explore partnership;

Bring partners on board
Facilitate greater understanding of the theory behind Project Search
Building knowledge of model fidelity and Critical Success
Factors (CSF) in the DFN Project SEARCH programme

Provide 14 hours of consultancy support from your Programme Specialist;

Online/in-person meetings - Zoom/Teams Phone conversations
Exploring local funding options
Marketing your DFN Project Search Programme

Mandatory training and the creation of your Steering Group Team;

Deliver mandatory course material to the whole partnership - including CSF
Support to create your Steering Group - ensuring that every partner knows their roles and responsibilities Generate a team specific timeline and task list to keep everyone on track

STEP 2 - PREPARING TO WORK WITH THE HOST BUSINESS AND PARTICIPATION IN PLANNING MEETINGS

Provide 7 hours of consultancy support from your Programme Specialist to;

Further develop the Project SEARCH strategic team and partnership - support with attending specific events or presentations
Facilitate follow ups and next steps with potential business partners

Up to 21 additional hours of consultancy support;

- Participate in steering group meetings
 Guidance through your timeline
 - Establishing internal marketing plans
 - Addressing any specific needs/challenges the group might be
 - facing identify areas for ongoing improvement

Undertake environmental scan of the host business;

- Carried out with Instructors and Job Coaches to identify internship rotations.
 - 14 hours of essential training to the Tutor, Job Coaches, Host Employer Managers and Mentors (2-3 months before
 - programme commences includes 8 modules of essential training)
 - Set high expectations (100% interns into paid jobs)





Operational Year 1-

STEP 1- QUALITY ASSURANCE PROCESS -

Programme Specialist conducts an On-site programme review;

- Up to 7 hours consultancy time allocated
- Typically conducted within the first six months of your programme

On site review overview;

- Programme Specialist meets with individual groups (Instructor, Job Coaches, Business Managers ect)
- Class observation Job Coaches in action and provide assistance and guidance, if required

STEP 2 - FEEDBACK REPORT AND ACTING ON PROPOSED IMPROVEMENTS

Creating your Feedback Report;

- Celebrate achievements of your programme
- Support with any problem solving and issues that have occurred
- Ensuring that roles and responsibilities within the partnership are clear and making changes, if required

Provide additional inclusive employer tools and

resources

Support to develop your family involvement

programme

Review your Employment Planning Meeting process

Visit - if the site has requested it





Operational Year 2-

STEP 1- ON SITE MANDATORY CONTINUOUS IMPROVEMENT REVIEW (LED BY PROJECT SEARCH AUDITOR)

DFN Project Search Auditor will provide 14 hours' time, including;

- Tour of the host location
- Scheduled individual meetings with the team; Instructor, Education Provider, Job Coaches, Supported Employment Provider, Graduates and families
- Discuss evidence of the Project SEARCH model and programme improvement strategies
 - Verbal feedback on findings to the Steering Group
- Presentation of written Continuous Improvement Report findings and recommendations to be used for the basis of your Strategic Improvement Plan

STEP 2 - FOLLOW UP CONSULTATION WITH YOUR PROGRAMME SPECIALIST AFTER THE REVIEW HAS CONCLUDED

- Up to 7 hours of support, including;
 - Reviewing the outcomes of your review at the Steering Group Meeting
- Assisting with the development of your Strategic Improvement Plan - address any issues from the review and supporting with staff development opportunities, as required.
 - Delivering an agreed action plan in support of the recommendations and suggestions from your audit.





WHAT CAN YOU EXPECT WHEN YOU JOIN DFN PROJECT SEARCH?

- Access up to 100 hours of consultancy support, as part of the start-up package from your Programme Specialist includes 49 hours mandatory training, on-site reviews and quality assurance audits to support you to deliver our aspirational programme.
- A license agreement that entitles you to advertise your DFN programme to Host Businesses and young people in your community as one of the acclaimed DFN Project SEARCH sites with a history of delivering great outcomes for young people with learning disabilities and Autism Spectrum Conditions.
- Admission to a group of high aiming professionals, who are in relentless pursuit of great employment outcomes for young people on the programme from a demographic that face significant disadvantages in the labour market.
- Access to a database, which includes robust mechanisms for tracking data across the world and allows everyone to learn from the best achieving sites.
- A commitment to continuous improvement, learning from our best performers, year on year, exploring best practice generally and listening to and responding to the development needs of the people working in our sector and the young people we are supporting.
- Access to a growing bank of learning packages for all those delivering our licensed programmes and a suite of tools and resources included in our resource guides including access to the international curriculum, VocFit, as a means of measuring outcomes for DFN interns.

Recruitment and Selection of Interns











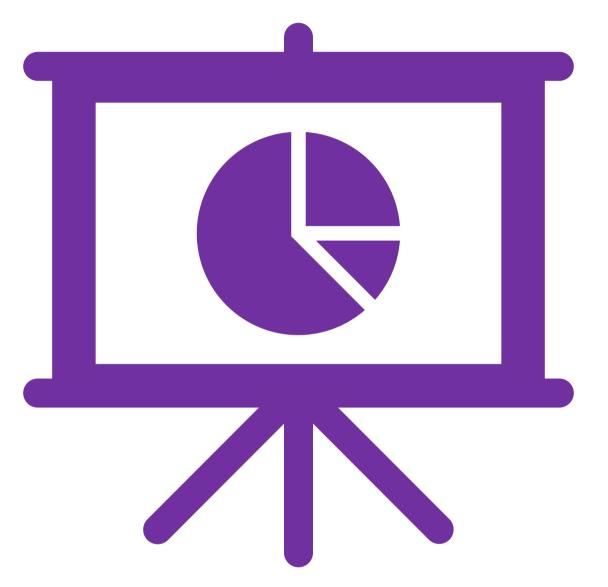
Purpose of this part of the Training

- Plan for the effective recruitment of interns
- Outcome data to support your decision-making processes
- Tools for good selection decisions
- Consider dilemmas around recruitment
- No one left behind alternative pathways
- Keep numbers high and the programme sustainable
- Manage the time between selection and programme start



Background Data

What does the data tell us about what works in a DFN Project SEARCH programme?





Enrolment numbers and outcome rates

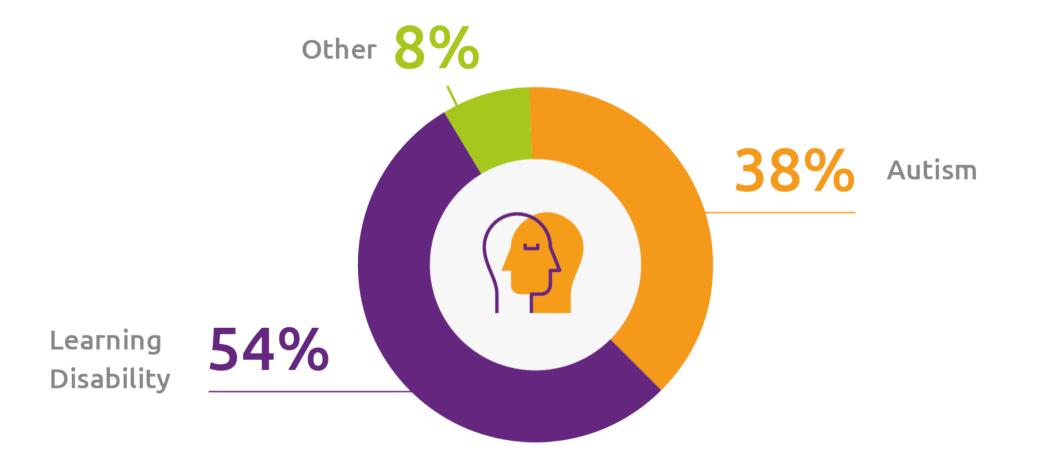
- 4% of sites had enrolment numbers of 3-5 interns
- 34% of sites had enrolment numbers of 6-8 interns
- 45% of sites had enrolment numbers of 9-11 interns
- 17% of sites had enrolment numbers of 12 or more interns
- Sites with ten or more Interns perform better year on year





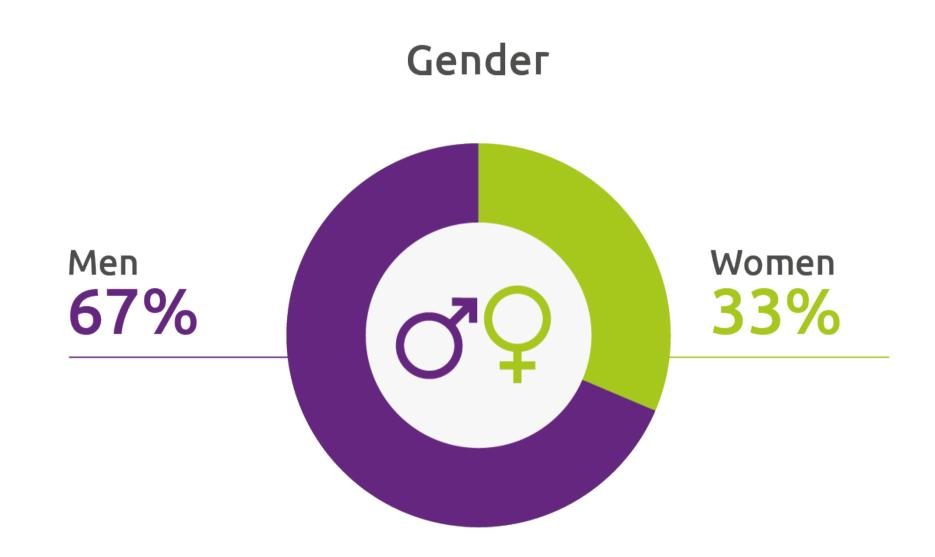
Primary disability data

Disability





Gender Data 2018-2019

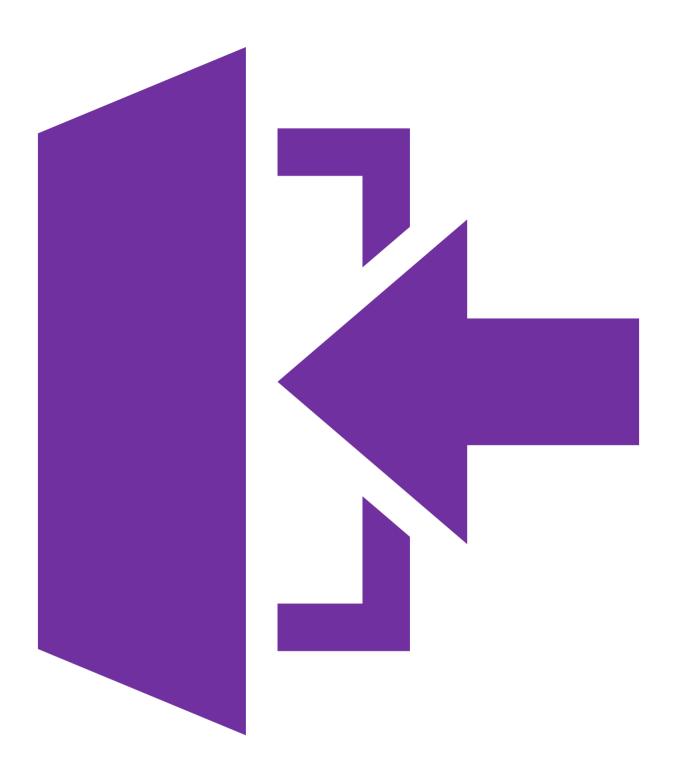


2017-2018 data showed that 68.6% of interns were male and 31.4% were female



Your Eligibility Criteria

Set the eligibility criteria for your programme?



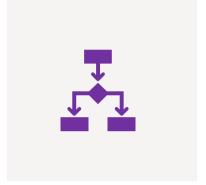


Determine Eligibility for your Programme – nicer look? Content good

Let's Agree



Age



EHCP or other Education
Based Assessment of Need



Geographic Location



Independent
Travel / Access
to Travel
Training



Things that affect Funding in Education or Supported Employment



Things that are requirements of the Host Business



Family Support and Buy In



Recruitment and Selection

- Marketing your programme
- Information event
- Skills Assessment
- Using the Rubric
- Decision Making
- Managing Risk in Selection Decisions





Marketing your programme



As a Team Discuss the Following:



- What would you include in your marketing materials?
- Where will you advertise your programme to students and Families?



- How could you organise tours of the business?
- Why would that matter?



Information event



- How could you organise tours of the business?
- Why would that matter?



- How would you hold an information session for parents and potential students?
- What would be involved?
- Where would it take place?



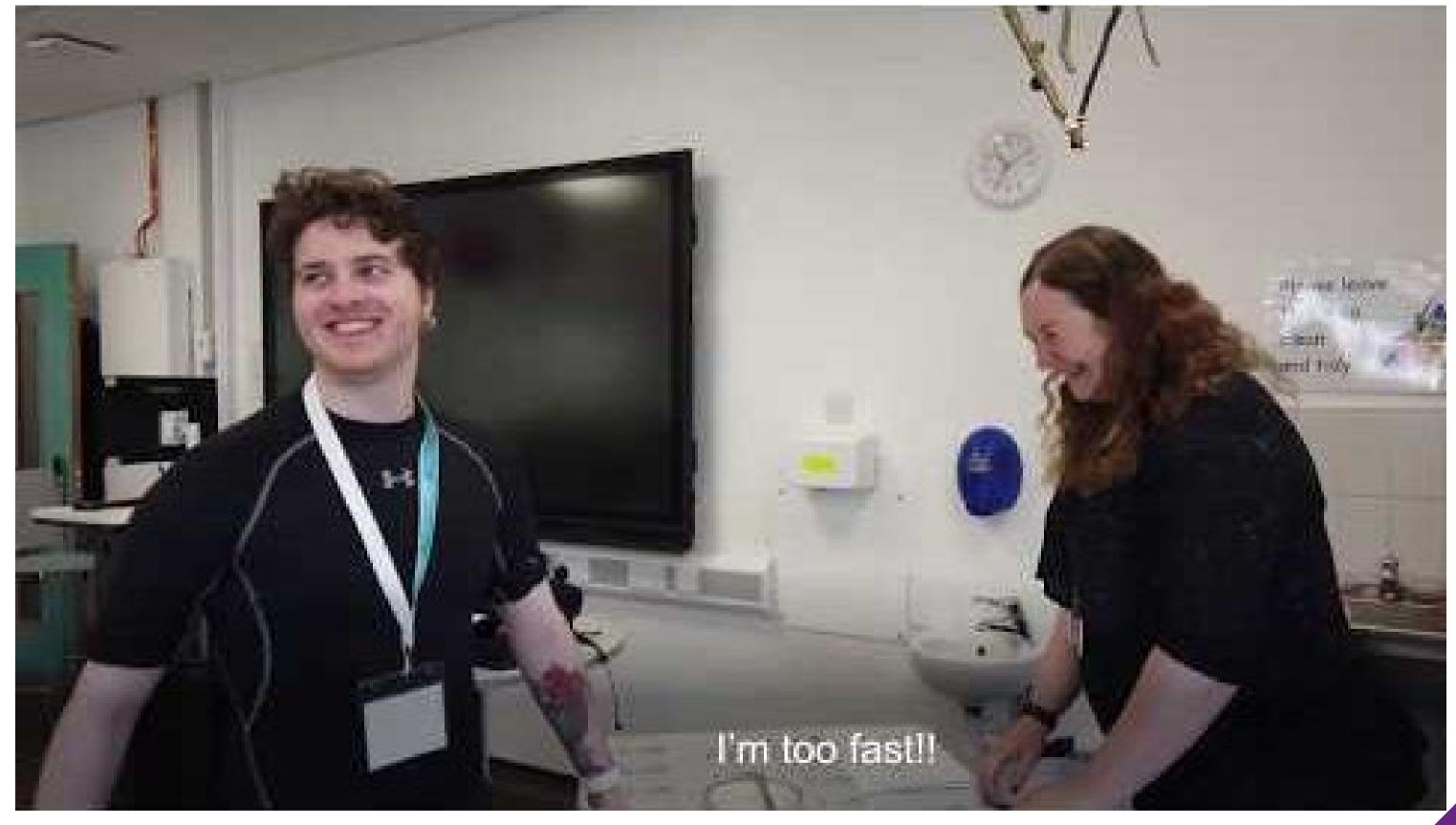
 Who will be involved in Reviewing Applications and Selecting people for the Assessment Day?



- How will you create an agreed Application Form ?
- What dates might work for opening and Closing Applications?
- Include pre screening information in application process



A Skills Assessment Day





Space and time for Parents/Carers



 Parents and carers will often come to the assessment day, and it is useful that they hear the full presentation and understand what is expected of the young person and them



 It is helpful if you can find a large room where they can wait for their young person together



• It is useful to see if you can get colleagues from the DWP to attend the assessment day and they can go into the room where the parents are and either do a presentation on benefits and better off in work calculations or talk to parent/carers individually about an concerns they might have



It is helpful to have people from the local authority in attendance too who can deal with questions around EHCP's



This is also a good time to talk to parents/carers about the importance of disclosure of information that is relevant to the interns progress. From a safeguarding perspective there are examples of non disclosure of important information that have resulted in the intern exiting the programme when that could have been avoided. We want them to encourage the intern themselves to disclose to avoid GDPR issues



This is also a good chance for parents/carers to meet each other and have informal discussions with each other



Skills assessment



Choose a Date and a Venue (Preferably the Host Business)



Include as many
Members of Your
Steering Committee
as You Can



Include:

- A Presentation about DFN Project SEARCH
- An Interview
- Skills Assessments
- Make Arrangements for parents/carers
- Take References



Use the DFN Project SEARCH Rubric for Assessment Purposes



Make Decisions as a Team





Planning your Skills Assessment Day



- Can you choose your date and venue now
- Block it out in your diary for Members of Your Steering Committee

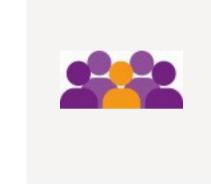


Draw up a Selection Plan for the Day C:\Users\Carmel McKeogh\DFN Charitable

Foundation\DFN Charitable Foundation - Shared Documents\Resources\Member Portal - Resource Guide

Resources\S. E. Student Recruitment\NE 6a Skills Assessment Day

Plan docx



You will need facilities to:

- Deliver a
 Presentation about
 DFN Project SEARCH
- Hold 1 or 2 interview panels
- Space for several Skills Assessments
- Space for parents/carers



When and who will take references



Use the DFN Project
SEARCH Rubric for
Assessment Purposes
Make Decisions as a
Team



Advise Applicants of Outcomes with Options for Those who are Not Successful



Using the DFN Project SEARCH Rubric - improve look

- There are 20 Criteria that are assessed by the team using the Rubric
- Developed over the last 20 years to ensure good selection decisions
- Between 91% and 95% retention rates in Project SEARCH Programmes



- Use the Rubric to assess candidates in each part of the process
- We are looking for overall scores in the mid range for candidates
 - Very high scoring means candidates probably do not need DFN Project SEARCH to move into employment
 - Very low scoring might indicate that candidates are probably not ready for a DFN Project SEARCH programme
- Those mid range scores can come from mid range scores throughout or 'spikey profiles'



Using the DFN Project SEARCH Rubric



The Rubric – Overall C:\Users\Carmel McKeogh\DFN Charitable Foundation\DFN Charitable Foundation - Shared - Documents\Resources\Member Portal - Resource Guide Resources\5. E. Student Recruitment\NE 6d Assessment Rubric - Overall.doc

The Rubric – Interview C:\Users\Carmel McKeogh\DFN Charitable Foundation\DFN Charitable Foundation - Shared - Documents\Resources\Member Portal - Resource Guide Resources\5. E. Student Recruitment\NE 6c Assessment Rubric - Interview.doc

The Rubric – Skills Assessments

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Charitable Foundation - Shared - Documents\Resources\Member Portal - Resource Guide Resources\5. E. Student Recruitment\NE 6b Assessment

Rubric - Skills Assessment Activities.doc

The Rubric – Previous Teacher Reference - C:\Users\Carmel McKeogh\DFN

Charitable Foundation\DFN Charitable Foundation - Shared - Documents\Resources\Member Portal - Resource Guide Resources\5. E. Student Recruitment\NE 5b Assessment Rubric - Teacher.doc

The Rubric – Family Reference -C:\Users\Carmel McKeogh\DFN Charitable Foundation\DFN

<u>Charitable Foundation - Shared - Documents\Resources\Member Portal - Resource Guide Resources\5. E. Student Recruitment\NE 5a Assessment Rubric - Family.doc</u>



Decision making

Remember the rubric is about the people in the middle

do they need us?

Are they ready for us?

Spikey profiles

Overall score is the score we look at

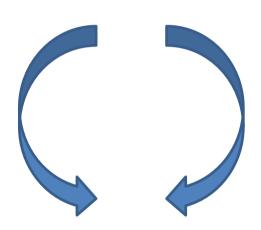
Alternative pathways and options



It is an ongoing exercise

Marketing and Communications

Plans to Attract Interns and Families

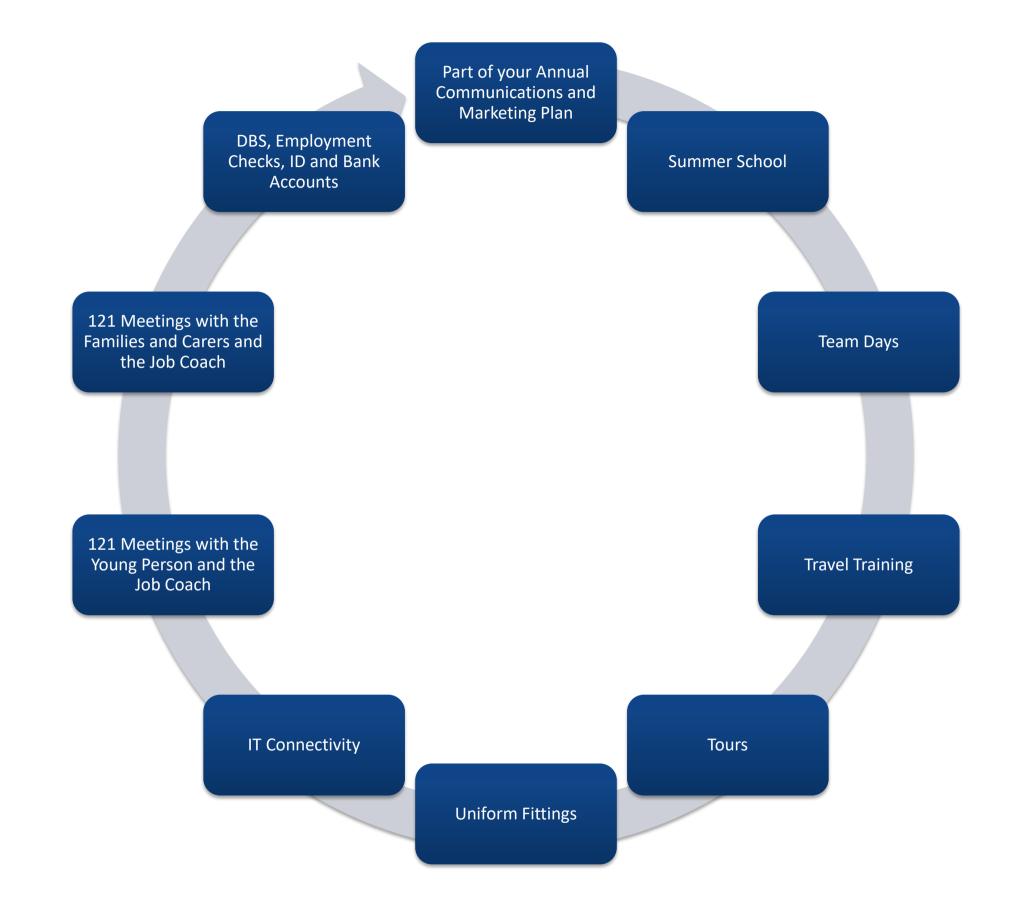


- Recruitment and Selection a Major
 Factor in the Annual Marketing Plan
 - Activity Each Month
 - Activity Across All Partners
 - Production of Materials
 - Newsletters
 - Power Points
 - Fliers
 - Use of all the Logo's



After Selection

Keeping the Interns and Families
Connected







DFN Project SEARCH has helped over **1900** young people obtain full time employment since 2010! Update data

