

November 2011

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Message from the President



Dear members,

As we approach the end of the year and an election, it's important that we look at the implications of the major parties policies and how they affect our sector as a whole.

This is against the backdrop of fiscal austerity and a major focus on value for money, return on investment, and shifting resources from low priority and low returns to high performing and higher returns.

I think it's fair to say that education performance can be seen to be strongly linked to economic performance. These environmental realities will drive infrastructure initiatives, export re-initiatives, Christchurch reconstruction and improved productivity.

This also coincides with a movement away from focusing on inputs to a focus on outputs. The significant investment in training and the main instrument for assessing who qualifies for the additional 750 places for reinvestment, for PTE's is an example of this.

The 80% course completion threshold is the first hurdle for providers to cross, and is a significant move away from a number of key variables that were previously considered to be important to measuring success. The other variables being considered are the composition, the number of Maori and Pacific students, the quality of the learning experience and geographic spread of provision.

The fitness with purpose approach, and the concept of one size does not fit all is a casualty of this single blunt measurement instrument. This can only mean that TEC has a great understanding of the challenges and the successes of providers. This approach may also create undesirable drivers for providers. It is questionable whether this single criterion alone is an appropriate measurement to signal educational success. We have welcomed Kirsten May's efforts, as Chief Advisor of PTEs, in seeing as many providers in the field as possible.

For Maori and Pacific students, this blunt instrument doesn't measure the more fundamental drivers for students such as motivation, attitude, sense of belonging, presentation, stickability, determination, high aspirations and citizenship.

So whilst it is important to have clear criteria, it is more important that the measurement does tell you that the outcomes are in fact in line with the tertiary educational strategy, of which, course completions are actually only one aspect of what publicly is deemed as important outcomes. As there is only one aspect of what is deemed important under the Tertiary Education Strategy, it does not fully encapsulate the very strengths of the PTE sector around innovation.

Many providers have told us of the increasing difficulties in getting new courses approved which works against the strength of the PTE sector in relation to innovation. The ability for the providers to be innovative necessitates new courses, new ideas, new qualifications and new offerings to be made quickly and efficiently. The notion of high quality providers receiving fast track approvals is not always evident.

The vocational pathways meetings are progressing, however the fundamental question of schools, providers, polytechnics and trade academies are based on the assumption that schools are happy to release students who are more suited to out of school programmes. Schools however understandably want to retain staff and therefore do not want to release students.

Even if the pathway is more appropriate for the learner, this is an environment where an increasing number of school students leave schools without any formal qualifications. Our solution is to provide more opportunities for schools and providers to meet where the environment has been set up for collaborations that are mutually beneficial. The Ministry of Education already has some successful collaboration models between schools and providers. The role of the Ministry in providing the successful collaborative models and supporting the opportunity for schools, providers and polytechnics to get together is highly desirable.

One key aspect of this can be a reduction in marketing cost from providers who have a few strategic partnerships with schools, which may help offset the staffing cost for schools in order for students to get access to more appropriate pathways. For example if the average PTE marketing cost is 3% then one could see an additional 5 million dollars being contributed directly to schools to contribute pathways through providers having a few strategic partnerships.

Other snapshots of our sector, the amalgamation of the youth guarantee funding pool with youth training and the subsequent work towards a full qualification based on SAC enrolment does simplify the various funding pools and I think over time providers will look at travel as being part of the pastoral care. The other positive is that learners will see education as a privilege rather than being taken for granted.

With the large number of peak body meetings with the Ministry of Education, TEC, NZQA and Ministry of Social Development I think the danger is much of the conversation becomes fragmented in isolation and reactive rather than proactive.

The solution is to provide a resource to peak bodies to focus on substantive pieces of work, on a more sustained basis giving meaningful returns to the sector as opposed to being able to give brief comments and not having the time to work comprehensively with various government agencies.



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The areas which this approach can cover are:

- TRoQ
- Vocational Pathways
- Sector collaborations e.g. schools and PTEs
- Youth Guarantee
- Course approvals
- E.P.I
- Industry and economic development requirements
- Achievement and unit standards complementarity
- Pasifika achievements measurement; Maori achievement measurements
- Characteristics of an excellent teacher
- Training and development towards excellent teachers

Best Wishes

John Fiso
NZAPEP President

NZAPEP Conference 2012

The 2012 NZAPEP Conference will be held at the Waipuna Hotel and Conference Centre, Mt Wellington, Auckland on Wednesday 12 and Thursday 13 September.

An optional and additional Workshop Day will be held on Tuesday 11 September.

The registration cost of the Conference will be held at the 2011 level and registrations will open on Monday 14 November 2011. To register please click [here](#) or cut and paste the following into the address bar of your internet browser.

<http://bookings.nzapep.co.nz>

An indicative programme has been published and is available on the NZAPEP Website [here](#).

The programme also shows the schedule for the Workshops which are to be repeated so that people can go to more than one. However the cost of registration for the Workshops will rise slightly to offset the cost of the venue for the longer period and the catering. The cost for the Workshops will be \$150.00 for NZAPEP members and \$250.00 for non-members. Half day attendance will be \$90.00 for NZAPEP members and \$140.00 for non-members.

The major changes to the programme are the inclusion of the Quality Commission Annual Meeting and the NZAPEP AGM in the conference proper and the substitution of an International Panel for the Political Panel which was held this year.

It is expected that registrations will be high so anyone intending to attend should consider making their registration as soon as registrations open on the 14th.

Delegates need to note that if you are registering to obtain the Early Bird discount you will need to pay before the Early Bird discount closes otherwise your registration will be treated as a full cost registration.

NZAPEP Events 2011

The final NZAPEP events for 2011 have begun and forums have been held in Auckland and Tauranga. Further forums will take place in Christchurch, Wellington and Wanganui next week.

This round of events is in the Regional Forum style, so they are shorter and less formal than the Roadshows.

The following are the locations for the remaining forums.

Date	City	Location
8 Nov 2011	Christchurch	International Antarctic Centre, 38 Orchard Road, Christchurch
9 Nov 2011	Wellington	Travelodge Hotel, Gilmer Tce, Wellington
10 Nov 2011	Wanganui	Training For You, 144-152 Ingestre Street, Wanganui

All forums will work to the following timetable

The timetable for the remaining events is as follows:

12.30 – 1.00pm Tea and coffee on arrival

Welcome
 Speaker one (either NZQA/TEC)
 NZAPEP Update
 Careers NZ
 TelstraClear
 MSD Update
 Ako Aotearoa
 OfficeMax
 Speaker five (either NZQA/TEC)
 Wrap up

4.00 – 4.30 Network and nibbles

As usual OfficeMax have indicated that they will provide a door prize.

Bookings for these events are open till the day of the event.

All members of a PTE are welcome. To register visit: <http://bookings.nzapep.co.nz>.

In addition an email will be sent to all PTE contacts reminding them of the forums.

Student Loan Scheme Annual Report for 2011

The Ministry of Education, Ministry of Social Development and Inland Revenue have released the Student Loan Scheme Annual Report for 2011.

The Annual Report for 2011 provides information on the scheme and those who borrowed from it in 2010, as well as the financial schedules for the fiscal year to 30 June 2011. This year's report is structured so that the information aligns with the outcomes framework developed by the agencies that manage and administer the scheme.

Highlights

As at 30 June 2011:

The nominal value of loan balances was \$12,070 million.

The fair value of the loan scheme was approximately \$7,221 million.

The amount of write down shifted from 45.3 cents in the dollar lent in 2010 to 44.7 cents in the dollar lent in 2011.

621,000 people had a student loan with Inland Revenue for collection.

Since the loan scheme began:

Students have borrowed a total of \$15,486 million.

\$7,098 million has been collected in loan repayments.

More than 306,000 loans have been fully repaid.

During 2010/11:

\$801.5 million in loan repayments was received by Inland Revenue and the Ministry of Social Development, \$47.3 million more than last year.

212,485 students (74 percent of eligible students) borrowed from the loan scheme.

Of these 63,535 were new borrowers (based on provisional Ministry of Social Development data), representing 30 percent of all borrowers.

The average amount borrowed was \$7,298 and the median amount borrowed was \$6,375.

As at 30 June 2011:

The average loan held by Inland Revenue was \$17,276 and the median loan balance was \$11,880.

The median repayment time for those who finished study in 1999 was 7.6 years.

The median repayment time for those who finished study in 2003 is expected to be 6.6 years.

The median repayment time for those who finished study in 2006 is expected to be 6.7 years.

The median repayment time for those who left study in 2006 and remained in New Zealand was 5.2 years.

The report is available on the [Education Counts](#) website.

NZAPEP Partners with TelstraClear

The New Zealand Association of Private Education Providers (NZAPEP) has recently partnered with TelstraClear to bring a competitive telecommunication offer to NZAPEP members.

TelstraClear's offer has been tailored to meet the needs of a PTE's business requirements and has been designed to take the complexity out of telecommunications.

Business Consultants from TelstraClear will be calling on NZAPEP members to make this offer and to check current telecommunication systems and offer customised solutions if possible.

To find out more, simply call TelstraClear on 0508 990 990 and mention you are a NZAPEP member.

**The new pricing is only available for new customers or for the retention of existing customers out of contract.

***Ts & Cs do apply and will be explained to you by TelstraClear Business Consultants.

New Zealand Diploma in Business – National Advisory Committee (NACBS) Meeting – 21 September 2011 – Notes

NACBS is involved in the discussions around TROC in respect of business qualifications in the future. The Committee has reservations about the proposed model for Governance of this process. The reservations concern a model that is more representative of sector interests rather than having a strategic focus around qualifications going forward. The Committee has made a submission to NZQA recommending the governance structure be re-addressed to provide a better strategic focus.

Despite the TROC review proceeding, a number of NZ Dip Bus prescriptions are currently being reviewed. These are:

- 530 Organisation & Management
- 630 Leadership
- 633 Human Resource Management
- 635 Employment Relations
- 636 Applied Management

Sector feedback and information on these reviews can be found on the NZQA website.

Version 3 of the NZ Dip Bus qualification now only allows up to four cross-credits (80 credits) from other qualifications. Information about this is published on the NZQA website. New proposals for APL are currently in progress.

A successful Applied Business Conference was recently held in Nelson after being moved from Christchurch because of the earthquake. It was encouraging to see a growing number of PTE delegates at the conference which is an excellent forum for catching up with developments and extending networks.

NZAPEP Board News

The NZAPEP Board last met on Wednesday 19 October at the NZAPEP Office in Wellington.

At the meeting the Board formally accepted the resignation of Edwige Fava as NZAPEP President and then elected John Fiso as President for the remainder of 2011. The election of a President for 2012 will take place at the first full meeting of the Board in 2012.

John was welcomed to the Chair and he then tabled a number of papers relating to the framework of the Board and guiding principles for the Board. This led on to discussion on portfolios with the idea that more than one person would be responsible for a particular portfolio in future. This topic will be continued at the next Board meeting on 15 November.

Reports were received and accepted and the conference report was also received. Conference 2012 will be held in Auckland and registration costs will be held to the same as 2011.

The Board will next meet on Tuesday 15 November at the NZAPEP Office in Wellington with the final meeting of the year to take place on Wednesday 7 December.

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Student Fee Protection Insurance – An Increasingly Popular Choice for PTEs

All PTEs will be familiar with the NZQA's Student Fee Protection (SFP) mechanism financial security options:

- *Trust accounts (standard or static)*
- *Company or parent body guarantees*
- *Bank bonds*
- *Deferred payments*
- *Student-based insurance*

You are probably much more familiar with some than others and you could even be forgiven for thinking that the option of student-based insurance doesn't exist.

The availability of SFP insurance has traditionally been an obstacle, with most providers withdrawing SFP policies following a number of highly publicized PTE closures.

StudentCare Insurance Limited (who many PTEs will already be familiar with as medical and travel insurance provider to their international students) did not withdraw its SFP product (StudentCare Fee Protection) and has been continuously offering SFP insurance since the introduction of a fee protection policy by the NZQA in 2003.

While the availability of StudentCare Fee Protection was affected by the closures, StudentCare has recently reviewed and updated its SFP insurance product towards developing an attractive alternative to the current non-insurance SFP landscape.

Of the above options only SFP insurance allows PTEs unlimited access to tuition fees, increasing cash flow as well as enabling growth. Typically this will be used to finance marketing and increased commissions to education agents, which, if well planned, can be very financially rewarding.

Like most insurance policies, the premium is very low relative to the value of what is being insured, so initial expenditure on insurance (if not directly passed on to the student as a fee) is also comparatively low.

And there are other reasons to consider insurance:

- SFP insurance has been specifically developed to meet the needs of PTEs, involving minimal administration and data requirements.
- NZQA reports are provided *by the insurer*.
- Due to the retail nature of insurance affiliate/group scheme and multi-policy savings are possible.

StudentCare Fee Protection is NZQA-approved and is now generally available within New Zealand for both international and domestic student fees. And because StudentCare is a retailer it retains the adaptability essential to providing products that can respond actively and quickly to changing market conditions and regulations.

The SFP insurance model won't be right for every PTE, but it will be for a large number wanting complete control over where and when to spend their fees revenue.

StudentCare also helps with transitioning students from alternative mechanisms to SFP insurance.

For more information on StudentCare Fees Protection please contact Karyn Parle at kar-



Sole Ownership Positive Move for Colleges' Future

Hamish McKay has been named sole owner, effective 1 November 2011, of Premier Hairdressing College Ltd after purchasing the remaining shares from former Director Ray Middlemiss.

Mr McKay will continue to be responsible for leading the board of Directors and management team and building strong relationships across all regional schools. He will also remain involved in internal initiatives such as business development and training.

Since 2005 Mr McKay has managed the high-profile hairdressing schools and more recently has spent time in Asia expanding into the international student marketplace. Mr McKay is known as a pioneer in the New Zealand hairdressing training school industry and his vast experience in business has contributed to the success of the colleges.

Mr McKay says he is looking forward to the next stage of the Premier Hairdressing journey. "It is an absolute pleasure to be able to pass on to our students the hairdressing and people skills I have learned over the last 40 years. My love for this industry is as great today as it was the day I started. I would like to acknowledge Ray Middlemiss's support over the last six years."

Premier Hairdressing College is a Private Training Establishment specialising in providing industry based training in hairdressing. It has colleges in Auckland, Hawkes Bay and Wellington.

Premier Hairdressing School is a leading provider of hairdressing training with an exceptional track record with outcomes among the highest in hairdressing training in New Zealand.

For more information please contact:

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Above: Mr Hamish McKay

Letters to the Editor

NZAPEP welcomes letters to the editor and comment on articles. These should be addressed to PEPTalk at: exec@nzapep.co.nz

NZAPEP reserves the right to not print, or to abridge any letter. However comments and opinions are always welcome, as is news about NZAPEP members.

If any members have articles or new they wish to be included in PEPTalk please contact [Chuck Wareham](#). We are always pleased to acknowledge "good news" about members as long as space permits.



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NZAPEP Representation

The following represent NZAPEP members on various Boards or Committees:

Luella Bartlett	Export Education Sector/Immigration New Zealand Forum Immigration and Education Operational Engagement Meeting
Christine Clark	Ako Aotearoa Priority Learners Expert Advisory Working Group TEC Youth Guarantee Advisory Group MoE Vocational Pathways Group TEC Peak Bodies TEC/MSD National TOPS Reference Group TEC ESOL Advisory Group
John Diggins	NZQA PTE Forum
Edwige Fava	NZQA PTE Forum TEC Peak Bodies NZQA Targeted Review of Qualification Project Leaders Group University Entrance Review Technical Advisory Group University Entrance Review Steering Group Ministry of Education Leaders Forum NZQA New Zealand – China Joint Working Group on the Recognition of Qualifications NZQA Cross Border Education Sector Reference Group Tertiary Teaching Excellence Award Panel
John Fiso	NZQA PTE Forum TEC Peak Bodies
Keith Heathcote	AKO Aotearoa Website Steering Committee
Margie Sorensen	NZQA PTE Forum
Terry Swanson	NZQA National Advisory Committee for Business Studies
Karl Yates	TEC Peak Bodies Youth Transition/Youth Guarantee Transition Advisory Group NZQA PTE Forum

There are also other committees and sub-groups that members are involved with as part of their portfolio responsibilities

Contact Details for the 2011 NZAPEP Board

Name	Office	Areas of Representation	Address Details	Contact details
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Karl Yates	Vice President:	TEC, Industry Training and International	Avonmore Tertiary Academy Christchurch	Ph.: (03) 977 2711 email: karl.yates@avonmore.ac.nz
Luella Bartlett		International. Assist: NZQA and Industry Training	The Professional Bar & Restaurant School PO Box 14-7076 Ponsonby Auckland	Ph.: (09) 920 3934 email: luella@barcourse.co.nz
Christine Clark		Foundation (encompassing Youth, MSD, TEC, MOE, ILN, Vocational Pathways)	Corporate Academy Group PO Box 97 049 Manakau Auckland	Ph: (09) 263 0949 Email: Christine@corpgroup.co.nz
John Diggins	Secretary/ Treasurer	Assist: Maori/Pacifica, NZQA, Membership & Services and Research & Degree	Te Tari Puna Ora o Aotearoa NZ Childcare Association PO Box 12-725 Thorndon Wellington	Ph.: (04) 471 6801 email: john.diggins@nzca.ac.nz
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Correspondence to Members

- 8 October 2011 - TEC Updates October 2011
- 15 October 2011 - TEC Updates – Intensive Literacy & Numeracy and Applications for Additional SAC Funding for PTEs
- 16 October 2011 - Immigration NZA Opportunity for Education Providers
- 17 October 2011 - Aotearoa Symposium - Emergency Management In The Tertiary Education Sector - Lessons From Christchurch
- 18 October 2011 - Education Policies 2012
- 20 October 2011 - Search and Rescue Funding Review
- 21 October 2011 - Immigration NZ November Policy Release Information
- 21 October 2011 - Student Loan Information
- 25 October 2011 - NZQA Review Summaries - September 2011
- 26 October 2011 - Student Achievement Component – Additional Funding 2012
- 27 October 2011 - Offer from OfficeMax
- 27 October 2011 - Ako Aotearoa Appoints New Director
- 27 October 2011 - Higher Education Summit & Expo 2012 - Collaboration in Higher Education
- 28 October 2011 - Update on Rules for Student Fee Protection
- 29 October 2011 - Focused Training Opportunities Handbook & Plan Update
- 1 November 2011 - Education NZ E-News 31 October 2011
- 3 November 2011 - NZQA Website Updates October 2011
- 4 November 2011 - Peak Bodies & PTE Forum

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