



Newpin

Courage to change together

Newpin National Licensing & Support

Why invest in Newpin?

Given the significant positive impact the Newpin program has had on the families who have participated in the program, we are committed to sharing our experience and knowledge with other community welfare agencies. Together we can offer parents and children the unique opportunity to achieve positive changes in their lives by breaking the cycle of destructive family behaviour.

Licence and Support Arrangements

To retain the integrity of the Newpin model and ensure positive outcomes for families, a training, support, quality assurance and licensing framework has been set up by Burnside. As a licensee, your organisation will be authorised to:

- Use the Newpin name
- Replicate the Newpin model as part of your business in the area of operation
- Use Newpin materials
- Introduce new products and innovations aligned with Burnside and Newpin's core values following negotiation with Burnside and once written permission has been attained

The current Newpin licence fee is \$39,000 to be paid over a period of three years. This fee will cover the cost of program materials, training and quality assurance during this three-year period.

A centre's annual operating costs, based on 5 full-time employees, are between \$450,000 and \$500,000 – depending on an agency's infrastructure and compliance costs. Burnside Newpin centre's are open four days a week and can see up to twenty-five families at any one time. This means that families have between 10 – 20 hours per week of face to face support.

The following breakdown of costs is based on current Newpin centre staffing numbers of 5 full-time staff (employed under Sydney award structure) and the assumption of provision for a suitable domestic-style building. Expenses may vary for each licence. These are not inclusive of GST.

Year	Licence Fee plus Expenses	Establishment Costs(one-off)	Operation Costs	Total Costs
One	\$25,000	\$75,000	\$500,000	\$600,000
Two	\$7,000		\$500,000	\$507,000
Three	\$7,000		\$500,000	\$507,000
Total	\$39,000	\$75,000	\$1,500,000	\$1,614,000

Licence fees may be reduced if agencies only implement part of the Newpin model.



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Any further sites, set up as per the MOU, may incur additional costs.

At the end of year three, there will be a yearly affiliation fee of \$1,500.

NB: operational costs are based on Burnside's current expenditure on staffing, maintenance, utilities, stationery, vehicles and general daily operational expenses and will vary between agencies.

The costs involved in establishing a Newpin compare favourably to the high costs (emotional and financial) of placing children in care, and the ongoing costs to social capital and social cohesion of breaking up families.

How much does it cost to set up Newpin?

Based on Burnside's current Newpin model a centre's establishment costs are approximately \$75,000 in the first year. These costs may vary depending on the agency's requirements, but could include:

- Renovation / refurbishment
- Equipment and resources
- Play equipment
- Centre courtesy bus
- Development officer to undertake community development and consultation at centre's location
- Recruitment and training (this includes year one of Burnside's training fee)
- Transport

Human Resources

Newpin is an intensive model demanding an elevated level of support. Under Burnside's current structure, it is recommended that efficient operation of the program would involve the following level of staff commitment:

- Centre Coordinator – full time
- Play Facilitator – full time
- Family Worker – full time
- Play Educator – full time
- Administrator / driver – full time
- Casual childcare worker – three hours per week



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Implementation

The following three-year implementation schedule is a recommendation, which is open to negotiation to accommodate the needs of individual agencies.

Year one:

- Three day pre-establishment site visit by Newpin Manager
- One week training site visit by Newpin manager and/or relevant staff
- Training placement at an established Newpin centre for primary staff (travel/accomm not covered by the license fee)
- Four hours per fortnight help desk support, as required

Year two:

- Three day quality assurance site visit
- Two day support site visit
- Four hours per month help desk support
- Training placement at a Burnside Newpin for a new Coordinator or Play Facilitator

Year three:

- Three day quality assurance site visit
- Two day support site visit
- Four hours bi-monthly help desk support
- Training placement at a Burnside Newpin for a new Coordinator or Play Facilitator

Pre-Purchase Site Visitation

The option of a two-day site visitation by the Newpin Manager may be undertaken by interested agencies prior to, or instead of, purchasing a licence. Cost of this visitation would be \$700 per day plus expenses. This would cover: Overview of Newpin

- Basic operational guidelines
- Presentation for possible referral agencies/funding bodies/community partners
- Support with Development Plan

Should an agency subsequently wish to purchase the Newpin licence, cost of this initial visit would be deducted from the licence fee.

For more information and to get a copy of the prospectus, please contact Liz Sanders, Practice Manager for Newpin Australia on (02) 9768 6889 or via e-mail at lsanders@burnside.org.au