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demographics and the opportunities to increase involvement with employers around full cost recovery courses. The need to review market share and competitor activity was also discussed.

**85**     **External Stakeholder Engagement Strategy**

A presentation of the draft strategy was provided.

**85.1**   Governors highlighted the need to ensure the College has a profile with the larger employers at an appropriate level. Governors discussed the need to ensure quality matches ambition with responsibility on both sides in terms of the College and employers. The role of Governors in supporting relationship building was discussed.

**86**     **Budget Outline**

Principles behind the budget for 2018/19 were discussed. Whilst the budget will be considered through Business Services Committee and Main Board the presentation highlighted the College's current thinking about setting next year's budget.

The rest of this item is recorded as a confidential minute.

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Joanne Ward  
Clerk to the Corporation

Signed as a correct record on ..... (Date)

.....(Chair)