



*Delivering the promise
Owning the future*



BEYOND THE GATES

MONDAY 23rd JUNE 12:45-13:45

Partnership & Collaboration Zone

ABOUT THIS SESSION

This dynamic, hour-long workshop explores how FE college leaders can unlock the power of their local business communities, not just as employers or stakeholders, but as community wealth creators, ambassadors, and catalysts and brokers for long-term change. Through practical exercises, peer-led discussion, and real-life examples, delegates will leave with a framework and tools to build stronger business engagement strategies in their own contexts.

WHY YOU SHOULD ATTEND THIS SESSION

By the end of the session, participants will:

1. Understand what makes business partnerships truly valuable and sustainable.
2. Learn how to position the college as a solution provider to local economic and skills challenges – including working with Employer Representative Bodies and in light of devolution
3. Explore strategies to gain not just engagement, but investment and long-term buy-in from employers.
4. Co-develop action plans for enhancing business network strategies back at their own colleges.

WHO SHOULD ATTEND THIS SESSION

College CEOs, Principals, Senior Leaders, and Governors

SPEAKER OVERVIEW

Julie Kapsalis is Principal and CEO at North East Surrey College (Nescot) in Surrey. Julie has a background in marketing & PR and economic development. She joined the FE sector in 2013 and has worked at Guildford College and Chichester College Group before joining Nescot. Julie is the former Chair of Coast to Capital Local Enterprise Partnership and is a member of the Strategy Board for Artificial Intelligence in Education and a member of the Committee at Epsom Racecourse. Nescot is part of the Sussex and Surrey Institute of Technology and has secured significant investment in new technologies to enhance teaching and learning. Julie is passionate about leading projects that bring together employers and education – she chairs the Cornerstone Employer Group for Surrey and is a member of the Gatwick Region Airport Economic Zone Taskforce.

