

## Schools in England using Airbnb-style strategy to raise funds

### Level 2: Intermediate – Teacher's notes

**Article summary:** The article talks about some UK schools' new strategy to raise money, renting out the school

**Time:** 60 minutes

**Skills:** Reading, Speaking, Writing

**Language focus:** Reported speech

**Materials needed:** One copy of the worksheet per student

#### 1. Warmer

- a. This activity aims to get students thinking and discussing ways to raise money, particularly around schools. You may wish to elicit examples of fundraising activities and donations. Students may make parallels to charities or other non-profit organisations. Encourage students to share personal experiences and opinions.

#### 2. Key words

- a. Ask students to do the exercise individually and compare their answers in pairs or small groups. You may wish to mention that *protest* and *host* can be either a noun or a verb. In the article, both are used as verbs. You may also note that *administration* is often shortened to *admin*.

**Key:**

- |                  |                    |
|------------------|--------------------|
| 1. letting fee   | 7. protest         |
| 2. advertise     | 8. host            |
| 3. generate      | 9. income          |
| 4. commercial    | 10. relief         |
| 5. special needs | 11. venue          |
| 6. budget        | 12. administration |

- b. Before reading the article carefully, students use some of the key words to fill the gaps in the sentences to ensure that they understand and know how the words are used in context.

**Key:**

- |                 |               |
|-----------------|---------------|
| 1. hosting      | 5. protesting |
| 2. income       | 6. advertise  |
| 3. relief       | 7. venues     |
| 4. letting fees | 8. budget     |

#### 3. Comprehension check

- a. Students answer the questions based on the information in the article. They may do this in different ways, e.g., in item 1, they may say, 'To raise money, schools are renting out different spaces in their schools' or something similar.

**Key (suggested answers):**

- renting out spaces like canteens, car parks, and gyms
- over £700,000
- Sharesy
- sensory rooms and soft-play areas
- £370 million
- Concerns were raised, and people protested.
- the film and TV industry
- £88,800
- stationery and books
- having enough staff to do the admin, open and close the premises, and make sure people are behaving

#### 4. Key language

- a. Students could be asked to do this exercise individually and then compare their answers in pairs. To provide extra challenge, you could ask students to make the reported verbs 'more past' instead of keeping them in their original tenses.

**Key:**

- Felix Atkin, founder and CEO of Sharesy, said that schools aren't/weren't naturally commercial, but they are/were having to think of additional revenue streams.
- Atkin said that they also have/had schools that rent/rented out their car parks at the weekends for puppy training and food markets.

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3. *Brandon Bennett from School Space said that his company sees/saw an average increase in income of 170 per cent in the first six months of handling lettings for schools.*
  4. *Charlie Gothold from SchoolHire said that schools have/had to have the staff to cope with what is/was like a business.*
- b. Allow the class to try out reported speech with *that* on their own. Monitor and assist students as you walk around the class. Allow time for feedback so students can share one of the sentences they have written. Students who want more practice can look up another article and convert quotes to reported speech. As an alternative, make it a discussion. Have students interview each other and write down some direct quotes from their partner. Then, ask students to rewrite the quotes as reported speech.

### 5. Discussion

- a. Students discuss the statements related to the article and give their reasons and justifications for each answer, referring to their own experiences wherever possible.

### 6. In your own words

- a. Ask students to research why schools are raising funds, which strategies are effective, and how schools' budgets affect the students.
- b. Students could then present their reports to the class. Encourage students to share the information they've gathered and their opinions about the issue. Encourage students to use some of the given phrases in their presentations when stating facts and their views.