

Cabinet response: Trading Opportunities Task & Finish review

T&F Group Chairman: David Shakespeare

Lead Scrutiny Officer: Ben Cahill (x7186)

Date reported to Cabinet: 2 July 2012

Lead Cabinet Member for response: Peter Cartwright

Lead Officer for response: Richard Ambrose

| Recommendation | Agreed Yes/No | Cabinet Response including proposed action | Responsible Cabinet Member | Responsible Officer | Action by date |
|--|---------------|---|----------------------------|---------------------|----------------|
| 1. That the current BCC Income Generation Strategy be developed and include clear objectives and targets for income generation. The strategy should be agreed by Cabinet and promoted corporately. | Partially | Agree that the current Income Generation Strategy should be developed and include a clear action plan. However, the strategy will be approved as a Cabinet Member Decision. The Cabinet Member for Finance and Resources (Member Champion for Income Generation) and the Service Director – Finance & Commercial Services will then promote the strategy corporately. Any financial targets relating to income generation will be included within the MTP. | Peter Cartwright | Richard Ambrose | December 2012 |
| 2. That the BCC Income Generation Strategy contains a BCC Trading Policy. The policy should include specific BCC trading considerations on rationale, risk awareness, market analysis, products, skills, branding, culture and Member involvement, and areas of trading priority for the authority. | Yes | A BCC Trading Policy will be included within the updated Income Generation Strategy. | Peter Cartwright | Richard Ambrose | December 2012 |
| 3. That the Cabinet Member for Finance and Resources is made Member Champion for Income Generation and is | Yes | The Cabinet Member for Finance and Resources will endeavour to raise the profile of income generation. | Peter Cartwright | Richard Ambrose | September 2012 |

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| tasked with raising the profile of income generation and trading at the authority. | | | | | |
| 4. That a ‘product audit’ takes place across the authority - informed by an initial analysis of existing and new market opportunities - to ascertain which BCC services could be delivered or developed as a traded service. | See comments | Each Portfolio will individually examine opportunities as part of the MTP process. | n/a | n/a | |
| 5. That a senior corporate group lead the development of innovative trading opportunities informed by market analysis and test against potential risks. The group should be populated by officers from across the authority and report to a relevant authority board, for example the Commercial Board. | See comments | Each Portfolio will individually examine opportunities as part of the MTP process. | n/a | n/a | |
| 6. That a ‘skills audit’ takes place across the authority to ascertain which commercial skills BCC already possesses and which skills it will need to acquire to identify and develop trading options. | See comments | Each Portfolio will individually examine opportunities as part of the MTP process. | n/a | n/a | |