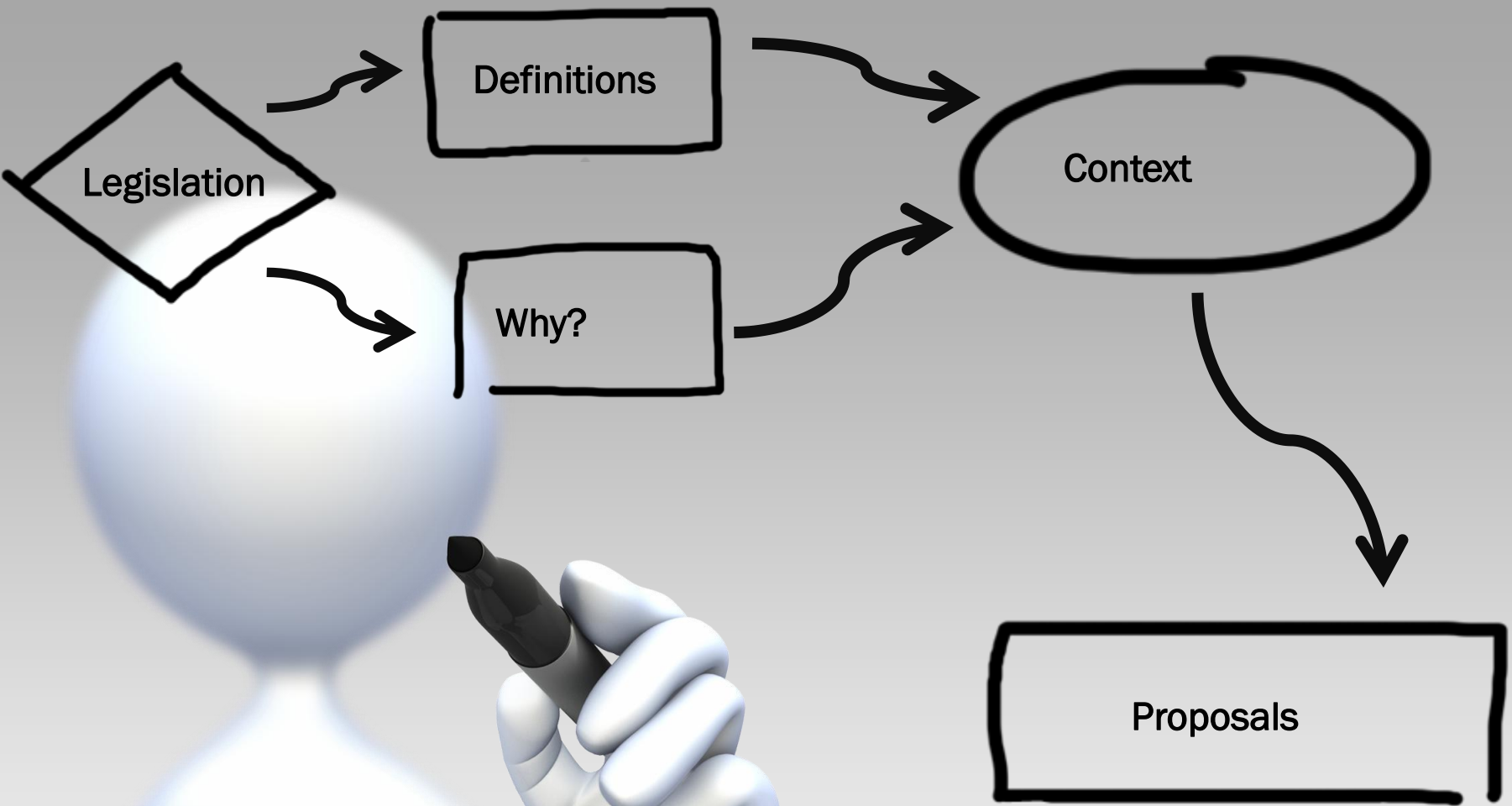




Income Generation and Trading



Income generation and trading

Staying ahead of the game

Charging and trading

- Charging – statutory fees and discretionary fees. Where discretionary – must not make a profit
- Charging - recovery of costs on discretionary services eg: Pre-App advice
- Trading = allows a profit to be made
 - Local Authorities (Goods and Services) Act 1970
 - Specific legislation eg: Civil Restaurants Act 1948
 - Local Government Act 2003
 - Localism Act 2011



WHY?

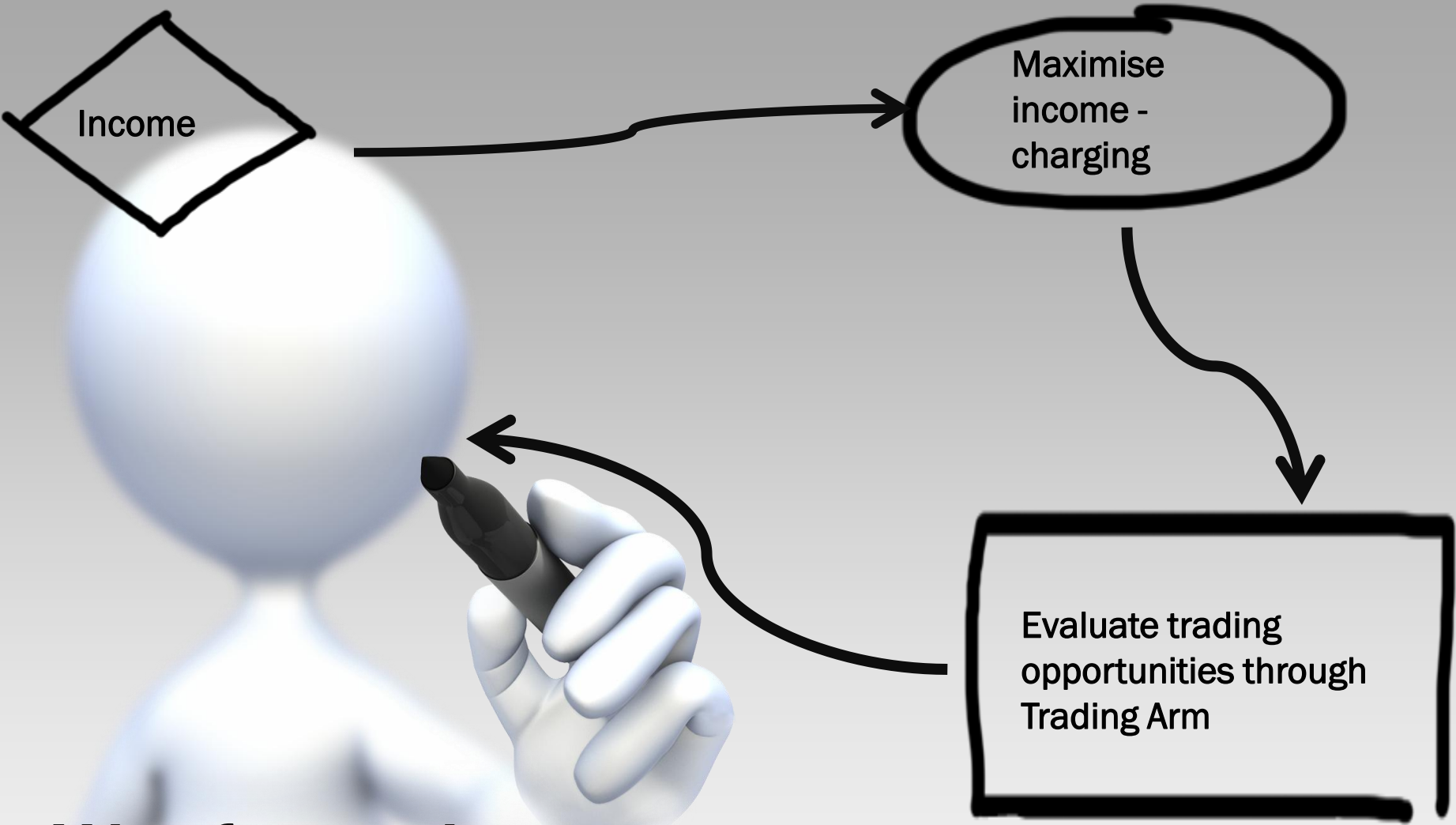
- Helps the budget
- Commercial acumen
- Early bird
- Message to staff
- Develop business ideas
- Fits in with T18
- Miss out on potential opportunities



What are others doing?

- Some big ones – Kent Commercial Services and Norfolk County
- Employment Agency and IT
- Housing – maintenance, building and development
- Commercial Waste
- Power generation
- Private Sector Landlord
- Red One
- Handyperson





Way forward



Thoughts

- Review existing charges
- Additional charging opportunities
- Trading Arm established
- Quick wins established
- Work up business plans for more complex

