

## Appendix 1b - Opportunities Register - February 2019

#	Type	Opportunity	Doing Now	Internal / External Delivery?	If Int: Capacity to deliver	If Ext: Contract for Delivery?	Net Additional Income Potential (H >£100k/M £10-100k/L <£10k)	Can we drive?	Complexity	Next Step	SH / WD / Both	Opportunity Response Category	Priority
1	SHWD Income Initiatives	Commercial Property Development	Y	Internal	Yes	n/a	High	Yes	High	Work ongoing	Both	Exploit	1
2	SHWD Income Initiatives	Commercial Property Acquisitions	Y	Internal	Yes	n/a	High	Yes	Medium	Continue	Both	Exploit	1
3	B2C (Discretionary) Services	Beach Huts / Chalets	N	Internal	Yes	N/A	High	Yes	Medium	Design / Planning	SH	Exploit	1
4	B2C (Discretionary) Services	Chargeable Garden Waste	Y	WD only currently		Yes	High	Yes	Medium	Underway in WDBC; Growing Uptake. Decision in SH is currently to maintain a free garden waste service	Both	Exploit	1
5	B2B Expertise	Disabled Facilities Grant Administration	Y	Internal	yes		Med/High	Yes	Medium	Continue	Both	Exploit	1
6	B2C (Discretionary) Services	Duty Planning	Y	Internal	Yes		Med	Yes	Low	Continue	Both	Exploit	1
7	B2B Expertise	Parking Enforcement	Y	Internal	yes		Med	Yes	Low	Various T/PCs / Oke Hosp /	Both	Exploit	1
8	SHWD Income Initiatives	Investment in SW Mutual	Y	Internal	Yes	n/a	Med (4 yrs + before realisation)	Yes	Low	Work ongoing	Both	Exploit	1
9	B2C (Discretionary) Services	Seamoor Lotto	Y	Both	Yes	Yes	Low	Yes	Low	Promote	Both	Exploit	1
10	SHWD Income Initiatives	Accommodation Strategy	Y	Internal	Yes	n/a	High	Yes	High	Work ongoing	Both	Enhance	1
11	B2C (Discretionary) Services	Controlled Waste Regulation (CWR / 2nd Home)	Y	Both	Yes	Yes	Med	Yes	Medium	Progress	Both	Enhance	1
12	B2C (Discretionary) Services	"Premium Planning Service"	N	Internal	yes		Med	Yes	Low	Trial underway	Both	Enhance	1
13	B2C (Discretionary) Services	Private Water Supply - RA/sampling	Y	Internal	no		Med	yes	Medium	Calculate Costs	Both	Enhance	1
14	B2B Consultancy	HR (Behaviours / Recruitment)	Y	Internal	yes		Med	Yes	Medium	Develop offer	Both	Enhance	1
15	B2C (Discretionary) Services	Conservation/LB - Pre-app/works to LB/Curtilege qus	Y	Internal	yes		Med	yes	Medium	Develop offer	Both	Enhance	1
16	B2C (Discretionary) Services	Grounds Maintenance	Y	Both	No		Med	yes	Low	More staff needed to expand	Both	Enhance	2
17	B2C (Discretionary) Services	Trade Waste & Recycling	Y	Both	yes	No	Med	Yes	Medium		Both	Enhance	2
18	SHWD Income Initiatives	Renewable Energy Investment	N	Internal	TBC	n/a	Med	Yes	Low	ID opportunities	Both	Enhance	?
19	SHWD Income Initiatives	Treasury Management	Y	Internal	TBC	n/a	Med	Yes	Low	ID opportunities	Both	Enhance	?

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20	SHWD Income Initiatives	Kiosks / Concessions on Council Land	Y	Internal	TBC	n/a	Med	Yes	Low	Linked to WCs	Both	Enhance	?
21	B2B Consultancy	Constraints Theory	N	Internal	yes		Low	Yes	High	Develop offer	Both	Enhance	1
22	B2B Consultancy	CoP / Case Management Model	N	Internal	yes		Low	Yes	Medium	Develop offer	Both	Enhance	1
23	B2B Consultancy	Agile (Skype / Home Working / No	N	Internal	yes		Low	Yes	Medium	Develop offer	Both	Enhance	1
24	B2C (Discretionary) Services	Chargeable Public Toilets	Y	Internal	Yes	N/A	Low	Yes	Medium	In Progress	Both	Enhance	1
25	B2B Consultancy	IT (Security / Planning / Telecoms)	N	Internal	yes		Low	Yes	High	Scope	Both	Enhance	2
26	B2C (Discretionary) Services	Bulky Waste	Y	Both	yes	Yes	Low	Yes	Low		Both	Enhance	2
27	B2C (Discretionary) Services	Waste Containers / Recycling Bags	Y	Both	yes	yes	Low	Yes	Low		Both	Enhance	2
28	B2B Expertise	Design Team	Y	Internal	yes		Low	Yes	Medium	Continue	Both	Enhance	2
29	B2B Expertise	Seamoor Lettings	Y	Internal	yes		Low	Yes	Medium	Continue	Both	Enhance	2
30	B2B Expertise	Town & Parish Support / Advice	N	Internal	no		Low	Yes	Medium	Develop offer	Both	Enhance	2
31	B2C (Discretionary) Services	Tourist Tax	N	TBA	TBC	No	High	No	High	No Formal Consideration By Councillors. Requires Legislation Change	Both	Share	3
32	SHWD Income Initiatives	Inward Investment	Y	Internal	TBC	n/a	Med	Yes	High	ID opportunities	Both	Share	2
33	B2C Services (Trusted Trader / Council as Middleman)	Pest Control	Y	External	N/A	Yes	Med	yes	low	Options appraisal - charge for rats/mice or add fee to other services	Both	Share	2
34	B2C (Discretionary) Services	Advertising / Sponsorship	Y	Either	TBC	Yes (Web) / No (Other locations)	Med	Yes	Medium	Scope	Both	Share	1
35	SHWD Income Initiatives	Housing Investment / Development	Y	Internal	TBC	n/a	Low	Yes	High	Work ongoing	Both	Share	2
36	B2B Expertise	Food Safety Advice	Y	Internal	yes		Low	Yes	Medium	Continue	Both	Share	2
37	B2B Expertise	Primary Authority EH Services	Y	Internal	yes		Low	Yes	Medium	Continue	Both	Share	2
38	B2B Expertise	Planning Enforcement	Y	Internal	yes		Low	Yes	Medium	Discuss with Taunton	Both	Ignore	2
39	B2B Expertise	HR Support / Technical Advice	N	Internal	no		Low	Yes	Medium	Hold	Both	Ignore	2
40	B2B Expertise	Legal Support / Advice	N	Internal	no		Low	Yes	Medium	Hold	Both	Ignore	2
41	B2C Services (Trusted Trader / Council as Middleman)	Private Water System Testing	Y	External	N/A	no	Low	yes	Medium	Calculate Costs	Both	Ignore	3

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42	B2C Services (Trusted Trader / Council as Middleman)	Skip Hire	N	External		No	Low	Yes	Medium	Hold	Both	Ignore	3
43	B2C (Discretionary) Services	Skilled Handyman / Man with Van Services	N	Either	yes		Low	Yes	Medium	Needs portal	Both	Ignore	3
44	B2C (Discretionary) Services	Garden Clearance	N	Either	yes		Low	Yes	Medium	Needs portal	Both	Ignore	3
45	B2C (Discretionary) Services	Fire Risk Assessments	N	Either	no		Low	Yes	Medium	Needs portal	Both	Ignore	3
46	B2C (Discretionary) Services	PAT Testing	N	Either	no		Low	Yes	Medium	Needs portal	Both	Ignore	3
47	B2C (Discretionary) Services	Gas Safe Safety Checks	N	Either	no		Low	Yes	Medium	Needs portal	Both	Ignore	3
48	B2C Services (Trusted Trader / Council as Middleman)	Handyman / Man with Van Services	N	External	N/A	no	Low	yes	Low		Both	Ignore	3
49	B2C Services (Trusted Trader / Council as Middleman)	Garden Clearance	N	External	N/A	no	Low	yes	Low		Both	Ignore	3
50	B2C Services (Trusted Trader / Council as	Fire Risk Assessments	N	External	N/A	no	Low	Yes	Low		Both	Ignore	3
51	B2C Services (Trusted Trader / Council as	PAT Testing	N	External	N/A	no	Low	Yes	Low		Both	Ignore	3
52	B2C Services (Trusted Trader / Council as Middleman)	Gas Safe Safety Checks	N	External	N/A	no	Low	Yes	Low		Both	Ignore	3