

INCOME GENERATION SUB-COMMITTEE

28th July 2021

Present: Councillor Steve Mackay in the Chair
Councillors Mitchell, Riaz (Vice-Chair),
Stafford and Stephen

Officers: Mark Baldwin, Head of Finance
Shane Flynn, Corporate Director – Finance
and Resources

8 Appointment of Substitutes

None.

9 Declarations of Interest

None.

10 Public Participation

None.

11 Minutes

RESOLVED: That the minutes of the meeting held on 9th June 2021 be approved as a correct record and signed by the Chair.

12 Commercial Strategy

The Sub-Committee considered a report on a revised Commercial Strategy. The Corporate Director – Finance and Resources presented the report and explained that this revision reflected the decision by HM Treasury to prohibit local authorities from accessing PWLB loans for proposed acquisitions of assets for commercial purposes. The revised Strategy now focussed on schemes which meet the Treasury's approved criteria.

The Strategy also recognised the Council's success in attracting external funding, including match funding from partners, and now set out an approach to resourcing the new programme of activities that will arise from this as well as participating in future bidding rounds.

Finally, the Strategy included the option to consider creating a Housing Development Company to progress opportunities for mixed-tenure housing development, which would provide much-needed housing and also generate income sufficient to finance the projects. The Corporate Director advised that the Corporate Director - Operations, Homes and Communities had arranged for the Vice-Chair of the Committee to meet with him and the Chair of Communities to agree a specification for this work.

The Corporate Director responded to questions and comments from Sub-Committee Members.

In the ensuing discussion, reference was made to the process for bringing forward both commercial and income generation proposals, and the amount of Officer time required to work them up. It was acknowledged that the Sub-Committee has already achieved some success in this respect, but it is timely to review the way forward for the Sub-Committee in terms of the type of projects that can be identified, especially if they align with the role of other Committees. Reference was also made to the Sub-Committee's role in monitoring cost saving initiatives. Members expressed the view that the focus of this Sub-Committee should be on "big ticket" initiatives, rather than day-to-day operational aspects of the Council's business. It was concluded that the Chair and Vice-Chair should progress this discussion with Officers.

Members expressed support for the revised Strategy, which reflected priorities previously identified by the Sub-Committee and supported a more commercial outlook in respect of all service delivery, not just for services that are specifically designed to generate income.

RESOLVED: That the Sub-Committee agree to adopt the revised Commercial Strategy.

13 Income Generation Strategy

The Sub-Committee considered a revised Income Generation Strategy for 2021 – 2024. The Corporate Director – Finance and Resources presented the report and highlighted the changes in strategy, the drivers for this and the strategic principles going forward. Officers responded to questions and comments from Sub-Committee Members.

Sub-Committee Members expressed support for the proposed revisions.

RESOLVED: That the Sub-Committee adopt the revised Income Generation Strategy as the framework for delivering against approved income generation targets in the Medium Term Financial Plan.

14 Quarter 1 Performance Report For 2021/22

The Sub-Committee considered a report on the Council's Quarter 1 performance for Income Generation for 2021/22. The Scorecard had been refreshed with projects completed in the last financial year replaced by new projects as previously agreed by this Committee. The Corporate Director – Finance and Resources and the Head of Finance presented the report and highlighted the main points.

Sub-Committee Members commented and asked questions on various aspects of the report.

With reference to the worn-out five-a-side pitches adjacent to Perdiswell Leisure Centre, the Corporate Director explained that an agreement had been reached with Freedom Leisure to repair them so that they can generate income. The principle that the Council could take back the site for development at any stage had been retained and a sliding compensation package had been established in the event that the Council should wish to take up this option.

The potential for a Futsal Centre there will be considered by Policy and Resources Committee later in the year. A discussion on any wider uses can be addressed as part of that report. The Corporate Director agreed to schedule an informal meeting to discuss the Futsal proposals during the autumn.

RESOLVED: That the Sub-Committee note the Council's quarter 1 performance for 2021/22.

15 Any Other Business

None.

16 Item Involving the Disclosure of Exempt Information

RESOLVED: That under Section 100A(4) of the Local Government Act 1972, the press and public be excluded from the meeting for the following item of business on the grounds that it involves the likely disclosure of information as defined in Schedule 12A of the said Act.

17 Development Fund Proposal

The Sub-Committee considered a proposal to make an offer for a property and concluded that it should not be taken forward.

Duration of the meeting: 7.00p.m. – 8.22p.m.

Chair at the meeting on
10th November 2021

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