

Commercial Opportunities Plan



East Cambridgeshire
District Council

East Cambs
Trading Co. Ltd

Commitment

Balance the Budget

Improve Services

Build new homes

Maximise devolution opportunities

Open for Business and 'Can do' attitude

How	Actions	Project Plan
Offer consultancy service to others	<ul style="list-style-type: none"> ➤ CIL & S106 Consultancy ➤ Housing & Homelessness Consultancy ➤ CLT East ➤ LATC Development Consultancy ➤ Land Advisory Service 	Engage with CIL training providers- 2017 Engage with CIL Charging Authorities- 2017 Develop relationship with Grant Thornton- 2017 Offer housing & homelessness advisory service to sub-region- 2017 Offer CLT East services to Combined Authority- 2017
Bid and win external contracts	<ul style="list-style-type: none"> ➤ Grounds Maintenance ➤ SUDS Maintenance ➤ Events Management 	Operate and manage the Council's Parks & Open Spaces Service- 2017 Offer Grounds Maintenance Service to others- 2017 Offer SUDS Maintenance Service to developers- 2017/18 Set up events management service- 2017
Make our services more profitable	<ul style="list-style-type: none"> ➤ Ely Markets ➤ Open Space Maintenance (Sanctuary) 	Develop Marketing Strategy for Ely Markets- 2017 Conduct Economic Assessment of Ely Markets- 2017 Deliver more events- 2017 Expand footprint of market- 2017 Operate and management Sanctuary Grounds Maintenance Contract- 2017
Build our reputation	<ul style="list-style-type: none"> ➤ Develop our brand 	Develop marketing strategies- 2017/18 <ul style="list-style-type: none"> - CLT East Cambridgeshire - CLT East - Palace Green Homes - Ely Markets
Make a case to operate Council Services	<ul style="list-style-type: none"> ➤ Waste & Recycling ➤ Parks & Open Spaces 	Develop Business Case for Waste Services- 2017 Develop Business Case for Open Spaces- 2017
Build more homes	<ul style="list-style-type: none"> ➤ Palace Green Homes 	Barton Road, Ely- Commence development- 2017 The Shade, Soham- Commence development- 2017/18 Station Road, Kennett- Submit planning application- 2017 Haddenham- Submit planning application- 2017