

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