

## Internal Scrutiny Committee

Meeting to be held on Friday, 21 January 2022

Electoral Division affected:  
(All Divisions);

**Corporate Priorities:**  
Delivering better services;

### Commercialisation

(Appendices 'A' and 'B' refer)

Contact for further information:

Ajay Sethi, Head of Commercialisation, Tel: 01772 538728,  
ajay.sethi@lancashire.gov.uk

### Brief Summary

An update is provided outlining the activities to support the council in creating the right environment for it to be more commercial. Appendix 'A' and Appendix 'B' highlight how earlier considerations to income generation and commercialisation have been further developed and are built into a wider framework.

### Recommendation

The Internal Scrutiny Committee is asked to note the report and is specifically asked to consider the following, advising on matters that could enhance programme impact:

- i) The differing aspects of the commercial programme; and
- ii) The draft policy on the Application of Fees and Charges.

### Detail

Over the years Lancashire County Council has continued to look at ways to achieve savings and to look at commercially innovative ways to deliver services, and to capitalise on its traded services to deliver income to help deliver services that cannot generate income.

Austerity, in the form of falling central government funding and rising demand for some services brings questions about how the council can remain financially sustainable in the long term. This situation is further compounded as councils respond to Covid-19 and its impact on residents and businesses in the short, medium and longer term.

The term commercialisation and income generation are open to interpretation and the council did not have a clear position on this. On 6 August 2020, Cabinet approved the county council's [Commercial Blueprint](#).

The Commercial Blueprint sets the strategic commercial aim of the council and presents priority areas for development. It brings clarity to what we mean by commercialisation and collectively provides a framework that will assist the council to create the environment for it to be more commercial.

Appendix 'A' provides an update to the committee on how the council is organising itself in support of the Commercial Blueprint.

Also attached at Appendix 'B' is a draft policy on the Application of Fees and Charges. This policy is focussed on the power to charge, in statute and for discretionary services as it is in this area that the council has scope for constructing its own charges, informed by its own costs. The guidance is intended to establish a consistency of approach across the council, ensuring the council maximises its income and opportunities are not missed.

## **Consultations**

N/A

## **Implications:**

This item has the following implications, as indicated:

## **Risk management**

Commercialisation, as described in our Commercial Blueprint represents an important facet in supporting a healthy financial position.

Delivering value for money: Keeping pace with expectations is a significant challenge when central funding is reducing. Exploring new and more efficient ways of working through collaboration between public bodies may be one approach. Generating additional income is another choice available to councils and other public sector partners. That is why it is important to consider all the options for the effective management of cost, trading, and charging.

## **Local Government (Access to Information) Act 1985 List of Background Papers**

Paper	Date	Contact/Tel
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None

Reason for inclusion in Part II, if appropriate

N/A

