

**Decisions to be considered by
Full Council on 12 December 2017**

Decisions of the meeting of the CABINET held
at 9.30 am on Tuesday, 7th November, 2017 at
the COUNCIL CHAMBER, CIVIC CENTRE,
STONE CROSS, NORTHALLERTON

Present

Councillor M S Robson (in the Chair)

Councillor	P R Wilkinson Mrs B S Fortune Mrs I Sanderson	Councillor	S Watson D A Webster
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Also in Attendance

Councillor	P Bardon M A Barningham D M Blades Mrs C S Cookman S P Dickins	Councillor	K G Hardisty J Noone C Patmore Mrs J Watson
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CA.32 **COMMERCIAL STRATEGY**

All Wards

The subject of the decision:

This report sought approval of a Commercial Strategy for the Council. The purpose of the Commercial Strategy was to address the income generating financial challenge, focus on improved efficient and effective ways of working, and concentrate on the capability and capacity of the organisation, the deployment of resources and doing things differently. A copy of the Commercial Strategy was attached at Annex A to the report.

Alternative options considered:

None.

The reason for the decision:

Cabinet was satisfied that the Commercial Strategy would support the finances of the Council through the financial budget and 10 year plan which assisted in ensuring the Council's services were effective and efficient whilst it contributed to the achievement of the priorities set out in the Council Plan.

THE DECISION:

That Cabinet approves and recommends to Council:-

- (1) the approval of the Commercial Strategy and the approach to generating income;
- (2) the increase in the establishment to employ a Head of Service – Commercial and Programme Manager, and a supporting graduate officer as detailed in paragraph 1.8 of the report; and
- (3) that the Financial Strategy 2018/19 to 2027/28 report will identify budgets associated with the Commercial Strategy as detailed in paragraph 4.2 of the report.

The meeting closed at 10.00 am

Leader of the Council