

Enterprising Council - Future proofing our Services

Gavin Stevenson
Chief Executive

The Reality

- **Non protected budgets will fall by 25%**
- **Salami slicing makes our services unsustainable**
- **Lack of investment creates skill shortages**
- **On Core service private sector does not on level playing field create best value**
- **Who provides where there is market failure**
- **We need to preserve local services and local jobs locally accountable.**
- **We need radically new models**
- **Stop giving the public pound away!!!!!!!!!!**

The Vision

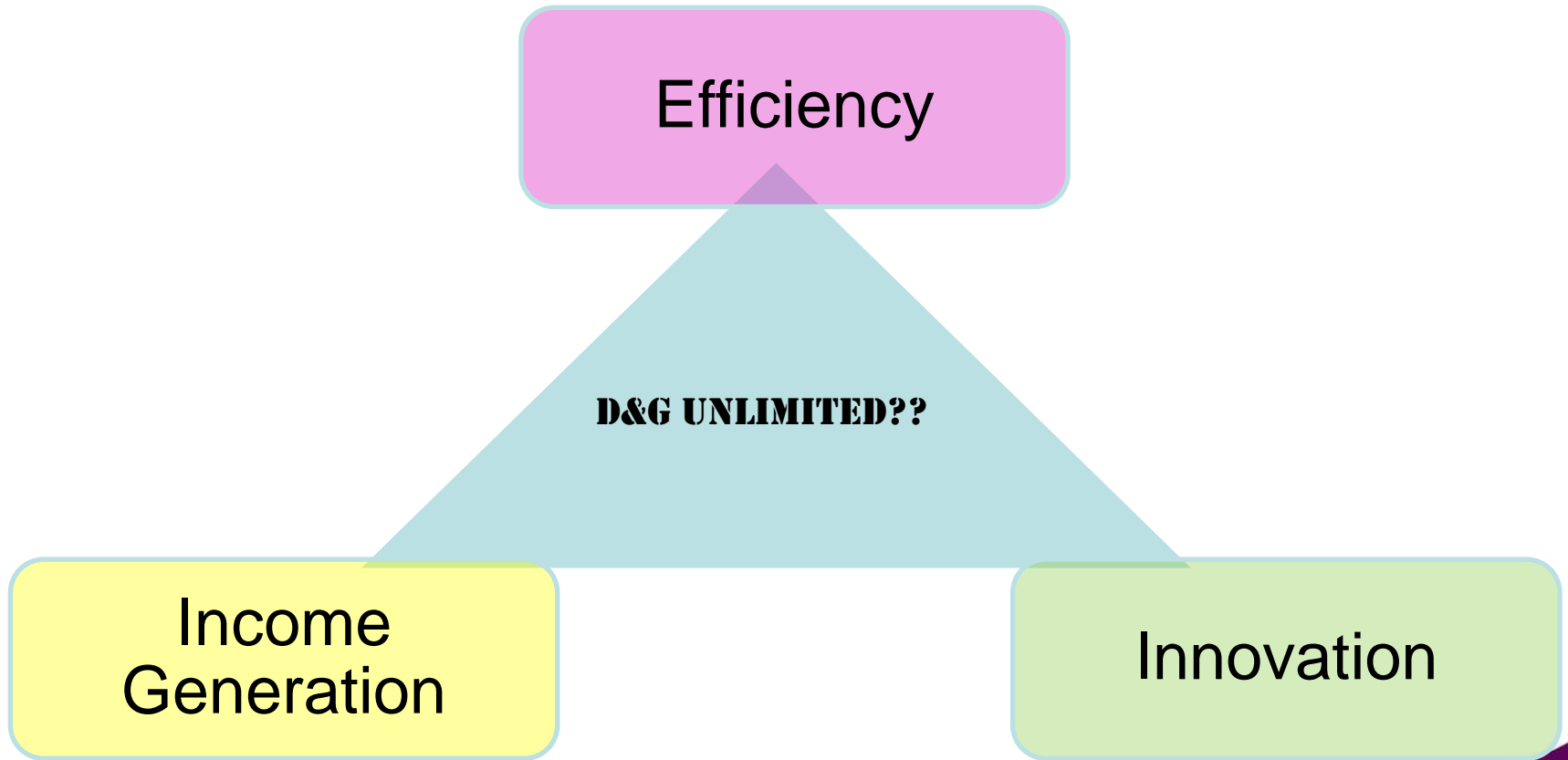
Enterprising Dumfries and Galloway will ensure all our activities :

- **Support our priorities**
- **Underpinned by our values**
- **Create maximum value for residents**

What is an Enterprising Council

- **Demonstrates initiative and resourcefulness to rise to the social, economic and environmental challenges our communities are facing.**
- **Willingness to do, not just think**
- **Act like a commercial socially responsible company and as if all customers have a choice**
- **Has political authority maximise income and value.**

Meeting the funding challenge.....



Trading *and* Charging

Question: What's the difference?

Answer: Motive

For a commercial purpose means to make money

Other reasons to trade (or charge)

- Well being**
- Market failure**
- Spreading costs**
- Off-setting budget reductions**

New Enterprising Council – an exciting fresh approach

- **Boosting Dumfries and Galloway's Economy - market failure**
 - By creating Business opportunities in partnership with SME and micro employers across the region;
- **Generating income to cross-subsidise essential activities such as front line delivery**
- **Developing at all levels a strong commercial acumen**
- **Creating a joined up organisation – with greater opportunities for more creative models for service delivery**
- **Working with and in communities so they are well-placed to take back community ownership of locally important priorities**

Working In Partnership & Promoting D&G



Road to success

The success of a New Enterprising DG can over time be measured in various ways and not only financially:-

- Councils priorities delivered
- Project management incorporates reputational and optimism risk.
- Build local capacity and resilience within communities (Community Empowerment Reform Bill);
- Includes SME and social enterprise as partners in delivering our regional economic strategy
- Gives customers what they want by doing it once and doing it well

Business Strategy

The success of our business premise is predicated on 4 key factors:-

- **Employability and Housing ;**
- **Maximising business opportunities that are appropriate, not locally competitive and help support our Council;**
- **use local contractors, trade specialists, apprentices and material suppliers in the development and delivery of these business opportunities;**
- **level the playing field for our local small businesses**



Stranraer, Dumfries & Galloway
Feasibility Study for Short Term Housing, Stranraer
Joint venture between Dumfries & Galloway Council & NHS Scotland

V1.0

Property & Architectural Services

Enterprising DG

LOCHANS
PROPOSED



**Income generation
and innovation is what
makes an
entrepreneurial
service. With Quality
and Service you have
an Enterprising
Council.**

