

**COMMERCIAL SERVICES COMMITTEE**  
(Devon and Somerset Fire and Rescue Authority)

31 July 2012

Present:-

Councillors Dyke, Gribble, Healey, Mills, Randall Johnson, D. Smith and Woodman.

**\*CSC/1. Election of Chair**

**RESOLVED** that Councillor Healey be elected Chairman of the Committee until its first meeting following the Annual Meeting of the Authority in 2013.

**\*CSC/2. Minutes**

**RESOLVED** that the Minutes of the meeting of the Committee held on 3 May 2012 be signed as a correct record.

**\*CSC/3. Declarations of Disclosable Pecuniary Interests**

Members were asked to consider whether they had any **disclosable pecuniary interests** in items as set out on the agenda for this meeting and declare any such interests at this time.

No interests were declared.

**\*CSC/4. Election of Vice-Chair**

**RESOLVED** that Councillor Dyke be elected Vice-Chairman of the Committee until its first meeting following the Annual Meeting of the Authority in 2013.

**\*CSC/5. Commercial Services Budget Monitoring 2012/13 Quarter 1**

The Treasurer reported on the current position, as at Quarter 1, of the budget for commercial services. Although an indicative net shortfall of £0.242m was projected against the agreed income target of £1.227m, both the Treasurer and the Chief Fire Officer commented that it was early in the financial year and that confidence levels were very high that delivery against a number of commercial ventures would result in the income target being realised in full by the end of the financial year.

Members commented that the projection was realistic given the point in time and accepted the reassurance that the income target would be met in full by the end of the year. Members asked, though, that regular updates be provided at all future workshop and formal Committee meetings.

**\*CSC/6. Commercial Services Governance Arrangements**

The Committee received, for information, a presentation by the Head of Commercial Services depicting, in diagrammatic form, the inter-relationships and governance arrangements between the Red One Ltd., the Service, the Authority and FalckDS.

**\*CSC/7. Exclusion of the Press and Public**

**RESOLVED** that, in accordance with Section 100A(4) of the Local Government Act 1972 the press and public be excluded from the meeting for the following items of business on the grounds that they involved the likely disclosure of exempt information as defined in Paragraph 3 of Part 1 of Schedule 12A (as amended) to the Act, namely information relating to the financial and business affairs of the Authority and other companies.

**\*CSC/8. Commercial Services Outline Business Plan 2013 - 17**

(An item taken in accordance with Section 100A(4) of the Local Government Act 1972 during which the press and public were excluded from the meeting).

The Committee considered a report of the Director of People and Organisational Development (CSC/12/14) to which was appended an outline business plan on objectives for commercial services during the period 2013 – 17. The plan set out the aim of commercial services in terms of the quantum of growth of profit/contribution over the four year period, indicative sales revenues and areas of particular focus for commercial service activities. The key intention was that commercial activity be undertaken in such a way as to not compromising the core activities and functions of the Service or place additional financial demands on the Council Tax payer.

The Plan was intended to be dynamic and during the period covered the Commercial Services Team would continue to scope additional opportunities to maximise return on investment.

**RESOLVED** that the Commercial Services Outline Business Plan 2013 – 17 as appended to report CSC/12/14 be approved subject to any funding implications (levels of investment required) being considered as part of the full budget setting process in February 2013 and subsequent years.

**(SEE ALSO MINUTE \*CSC/9 BELOW).**

**\*CSC/9. Commercial Services Business Plan 2013/14**

(An item taken in accordance with Section 100A(4) of the Local Government Act 1972 during which the press and public were excluded from the meeting).

The Committee considered a report of the Director of People and Organisational Development (CSC/12/15) to which was appended an annual business plan on the proposed trading activities, initiatives and opportunities intended for the Service – both directly and through the trading vehicle, Red One Ltd., during the 2013/14 financial year.

The plan, which formed part of the overall five year business plan referred to elsewhere on the agenda for this meeting, indicated amongst other things the income target for the 2013/14 financial year together with the indicative level of investment required to secure this.

**RESOLVED** that the Commercial Business Plan 2013/14 as appended to report CSC/12/15 be approved subject to any funding implications (levels of investment required) being considered as part of the full budget setting process in February 2013.

**(SEE ALSO MINUTE \*CSC/8 ABOVE).**

**\*CSC/10. Update on Commercial Matters (including Current Commercial Leads and Opportunities)**

(An item taken in accordance with Section 100A(4) of the Local Government Act 1972 during which the press and public were excluded from the meeting).

The Committee received for information an oral update from the Commercial Business Development Manager on:

- recent bids submitted on behalf of the Service for commercial activities and the success therewith;
- work to develop internal commercial trading streams;
- consultancy work undertaken on a commercial basis by the Service; and
- the potential for the development of a new product, linked to the Fire Kills initiative, to promote fire safety in social housing.

**\*CSC/11. Training Academy Update**

(An item taken in accordance with Section 100A(4) of the Local Government Act 1972 during which the press and public were excluded from the meeting).

The Committee received for information a report of the Director of People and Organisational Development (CSC/12/16) on progress to date, achievements and plans for future work associated with the Training Academy. The report detailed, amongst other things, work undertaken and invoiced for from 1 April 2012 to date.

**\* DENOTES DELEGATED MATTER WITH POWER TO ACT**

The meeting started at 10.00hours and finished at 12.07hours