

**We** foster inclusion and growth by promoting the City as the world's leading financial centre, supporting a strong and diverse London and contributing to the success of the regions and nations.

**Our ambitions are:**

- To sustain the City's competitive business environment with strong access to overseas markets
- To support the City as it contributes to and supports an inclusive London, and the UK's regions and nations
- To help the City sustain a vibrant eco-system in which talent, diversity and innovation contribute to the City's on-going success

**What we do is:**

- Help to maintain the City Corporation as a credible voice for the City
- Innovate future financial services products
- Influence policy and regulatory issues affecting the City
- Deliver a trade and investment strategy
- Promote responsible business and build trust
- Engage with business to realise the benefits of diversity
- Ensure that business has access to the skills it requires for success
- Put research at the heart of everything we do

**Our 2017-18 budget is:**

	£000
Employees	4,213
Premises	187
Transport	165
Supplies & Services	2,277
Third Party	45
Contributions	(14)
Client Receipts	(6)
<b>Total Operational Budget</b>	<b>6,867</b>

**Our top line objectives are to:**

**HELP TO MAINTAIN THE CITY CORPORATION AS A CREDIBLE VOICE**

- Maximising our strong networks to connect people, share insights and communicate the City's position

**INNOVATE FUTURE FINANCIAL SERVICES PRODUCTS**

- Responding to new challenges and secure the position of the City as a premier financial services centre for the future by supporting and promoting innovation in the financial services industry

**INFLUENCE POLICY AND REGULATORY ISSUES AFFECTING THE CITY**

- Providing strong leadership for the City on strategic policy and regulatory issues affecting the City

**DELIVER A TRADE AND INVESTMENT STRATEGY**

- Making a significant difference to trade and investment for financial and business services in the UK

**PROMOTE RESPONSIBLE BUSINESS AND BUILD TRUST**

- Inspiring, influencing and facilitating approaches to responsible business in London in order to build trust including the City Corporation leading by example

**ENGAGE WITH BUSINESS TO REALISE THE BENEFITS OF DIVERSITY**

**What we'll measure:**

- Significant progress made on financial services priorities in Brexit negotiations
- Provide a service for business where the dedicated relationship management team will work with the industry to identify priority markets and sectors with the best opportunities for exports and investment
- External and internal stakeholders feedback positively on our performance
- MoUs agreed with key

- Reinforce City competitiveness by connecting City opportunities with the diversity of Londoners

### **ENSURE THAT BUSINESS HAS ACCESS TO THE SKILLS IT REQUIRES FOR SUCCESS**

- Connect City opportunities with talented and appropriately skilled Londoners

### **RESEARCH**

- Putting research at the heart of City Corporation policy making

### **PARTNERS**

- Working in collaboration and partnership with the City's businesses, stakeholders, communities and Government

### **How we plan to develop our capabilities this year**

- Roll out a Strategic Engagement Management System (SEMS) across EDO
- Engage on a programme of business engagement and training
- Learn to produce effective briefings for our leaders through in-house training sessions
- Think strategically to link in with the People, Place, Prosperity Steering groups and Summit Group
- Develop our presence through communication and promotion
- Improve our induction process so new starters have a good understanding of issues right from the beginning
- Introduce cross-cutting teams to shape our culture
- Manage and embed change within the Department

### **What we're planning to do over the following two years**

- Increase levels of impact by focusing on deploying right interventions for right challenges
- Good partnerships with local/national government and industry
- Move to a strategic approach to business relationship management
- Build on our strengths and be recognised as a key voice in the responsible business field

- government departments
- City of London Corporation is recognised as a credible voice in promoting responsible business practice
- City of London Corporation plays a significant role in the trust agenda and supports businesses to enable behaviour change
- We are seen to have contributed to raising the profile of the City of London Corporation in our activities amongst internal stakeholders
- City of London Corporation becomes a credible (and go to) voice in the skills debate and contributes to the London agenda
- Internal and external stakeholders are aware of the work of the Economic Development Office
- Our research work receives full coverage in the press
- City of London seen as a valued and trusted partner in widening access to employment and finance