

Appendix 1

Income Generation Working Party Terms of Reference

Responsibilities:

The Working Party will make recommendations to the Policy and Resources Committee on matters relating to:

1. Guiding a unified income generation strategy
2. Providing strategic direction on prioritisation on new and emerging income generation projects including decisions on strategic enablers such as policy decisions to maximise commercial potential
3. Ensuring accountability and monitoring performance against the Corporate Plan Priorities and income generation targets
4. Supporting adaptability include mechanisms for reviewing and adjusting strategies to remove any unreasonable blockers to the realisation of income generation opportunities
5. Providing constructive challenge to drive commercial thinking and the development of an entrepreneurial culture across the Corporation
6. Conducting a series of deep dives on agreed priorities areas included in the Working Party's forward plan
7. Providing oversight to the development of robust and ambitious metrics as part of the income generation programme dashboard
8. Providing a steer to the Policy and Resource Committee on the development of the Income Generation Workstreams and subsequently monitoring delivery progress and outcomes.
9. Scrutinising whether income generation targets already built into the medium-term or five-year financial plans for departments are likely to be met, and unlocking barriers to achieve targets and make recommendations to Efficiency and Performance Working Party where there are opportunities and/or concerns around efficiencies.

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Composition:

- The Chair of the Policy and Resources Committee (Chair) and Deputy Chair of Policy and Resources Committee (Deputy Chair);
- Up to seven other Members of the Court of Common Council.
- NB: At least 3 Members of the Working Party (including the Chair) must sit on the Policy and Resources Committee and 2 must sit on the Finance Committee (not in an ex-officio capacity).
- 3 Members must be present to form a quorum