

Utilising your local authority assets for income generation

David Bentley
Head of Asset Management



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- Developing an asset investment strategy
- What are the parameters for you to invest
- Managing risk



Where are we now?

- Unprecedented cuts in the public sector
- Focus on front line services
- Death by a thousand cuts
- Loss of key staff
- If it stops still sell it!



Developing the vision?

- Where there's a will there's a way
- Establishing the ground rules
- Information means power
- Money makes it happen?
- Being resourceful?



Starting out

- Creative use of existing estate
- Challenging investment assets
- What about TNRP?
- Killing two birds with one stone?
- Acquiring new assets within area
- Moving further afield
- A new structure?
- Selling what you've got



Wider world?

- One Public Estate
- LABVs/Joint Ventures



Looks a bit Risky?

- What resources have you got?
- Are the necessary skills in place?
- Systems and processes?
- Is it an add-on, or are you serious?
- Start small, think big?



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☎: 01332 559780

📱: 07710 368711

✉: david.bentley@cipfa.org

