

Eastleigh Borough Council

Generating Income – In House Services

Paul Naylor
Head of Direct Services

Background

- Traditional Areas for Income Generation
- Events – Charge for use of land – reinstatements – clean up operations
- Concessions – Cafes – Vendors – Organised Activities
- Other – Ice Rinks – Concerts

Sustainable Income

- Market analysis
- Identified what services our competitors offered?
- Did the Customer base exist?
- Did we have resources to offer the service?

Sustainable Income

- Other Local Authorities – County Council – Schools – Parishes
- Housing Assn – Areas of crossover – Other Activities
- Business Parks – Managing Agents – Business Units
- Developers – Landscape Construction – Hard and Soft

Local Authorities

- Hampshire County Council –
 - Highways Verges Hedges Shrubs
 - Weed Control
 - Schools

- Parish Councils -
 - Verges
 - Recreation Grounds
 - Play Areas

Housing Associations

- Maintenance of Open Spaces
- Weed Control
- Trees – Inspection and Maintenance
- Pest Control – Bin Stores

Business Parks

- Managing Agents –
 - Landscape Maintenance
 - Trees- Inspection and Maintenance
 - Weed Control
 - Service Areas
 - Waste Management
 - Pest Control
- Individual Business Units
 - Trees – Inspection and Maintenance
 - Weed Control

Developers

- Housing Developments
 - Involved at Planning Stage
 - Hard Landscape Construction
 - Soft Landscape Construction
 - Defects Liability Period
 - Play Area – Consultation – Design and Construction

Questions

Contact Details:-

Paul Naylor

Head of Direct Services

Eastleigh Borough Council

023 8068 8370

paul.naylor@eastleigh.gov.uk