

# Commercialisation .....and other stuff (first)!

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# AUTUMN STATEMENT (1)

# **AUTUMN STATEMENT (2) STORM CLOUDS GATHERING!**

# **AUTUMN STATEMENT (4) HOUSING.....**

- **For DCLG very nearly the main game in town!**

# **FINAL SETTLEMENT WERE THE BOOKS 'BAKED'....?**

# **100% BUSINESS RATES (1) THOROUGHLY STRESS TESTED.....!**

# **BUSINESS RATES (2)**

## **ACCEPTABLE DIVERGENCE**

The logo for CIPFA, consisting of the letters 'CIPFA' in a bold, purple, sans-serif font. A thin grey diagonal line runs from the top right of the 'A' towards the top left of the slide.

The Chartered Institute of  
Public Finance & Accountancy

# **“Commercialising’ the CFO !**



## CONTEXT

- **Crucial contribution to financial balance**
- **“sweating all assets’, “leveraging the balance sheet”,.....**
- **BUT**
- **Uneven skills and knowledge ‘gradient’**
- **Public Accounts Committee**

# **PUBLIC ACCOUNTS COMMITTEE**

**Yes to being more commercial**

**BUT**

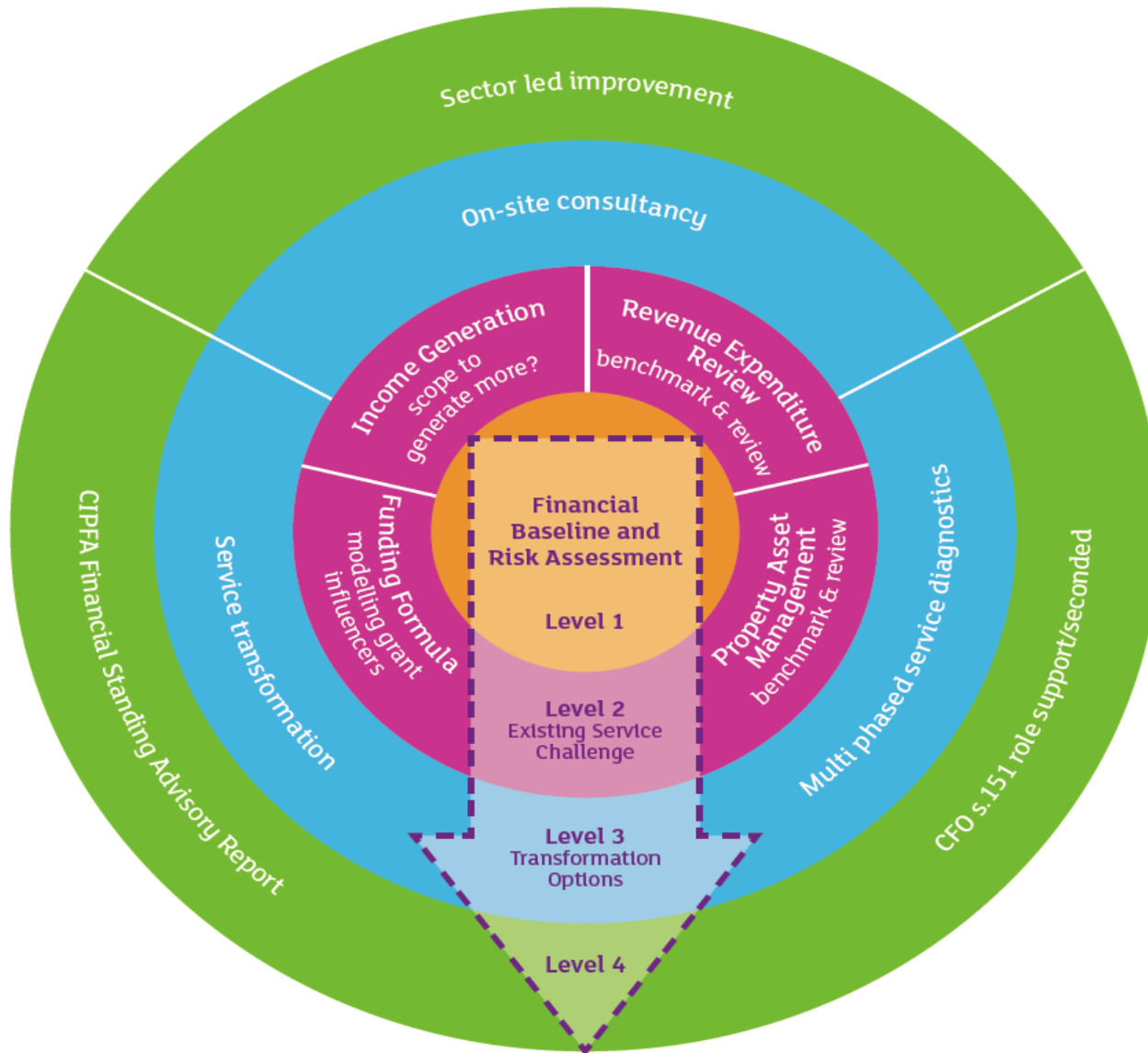
**The more commercial you are  
the more “savvy”  
the due diligence needs to be**

## **CIPFA RESPONSE – HOW AND WHAT?**

- **Two key strands:**
- **Strand 1 – CFO knowledge and skills, Risk appreciation and Behaviours**
- **Strand 2 – Resources, advisory, tool kits for CFOs**
- **Work is in hand!**

## **Strand 1 – skills, knowledge, behaviours**

- **What is ‘savvy’ due diligence?**
- **What is the right first question?**
- **What does a sound business case look like**
- **What are safe governance arrangements**
- **How do you safely set up companies?**



Giving independent assurance to authorities to model and manage their funding and spending profiles to deliver a balanced budget