

TEDC Objectives and Outcomes for 2013/14

Torbay Council established its Economic Development Company (TEDC) in 2011. The Council recognises that stronger public private sector intervention is essential to support the key local employment sectors including tourism, the marine economy and the town centres. It wishes to nurture economic growth in the wider economy e.g. Hi Tech and Manufacturing sectors, and maximise its own use of resources, with regard Council owned assets especially, for economic development.

The Company has a private sector company structure with a maximum board of twelve directors, led by the Chairman John Richards. Torbay Council nominates up to three Torbay Councillors as directors. The benefits of this approach include the agility and flexibility of a company structure, an integrated approach to delivery, a stronger partnership with the local business community and a wider range of experiences. The TEDC is also well placed to apply for government and EU funds for which local authorities are not eligible and if appropriate to seek commercial loans.

The TEDC receives income from a variety of sources but the main sources are:

- Commissioning Agreement Contract Fee from Torbay Council
- Government and EU Grants
- Professional Property Services Fee Income
- Property Income

The company's main client (and sole shareholder) is Torbay Council.

The company exists to:

- Lead on economic growth and regeneration in Torbay
- Work alongside Torbay Council and act as its ambassador for economic development
- Encourage and facilitate business development and inward investment
- Raise the profile of Torbay as a business location and make the region more attractive to entrepreneurs and the public as a whole
- Efficiently manage land and property assets ensuring they remain fit for purpose
- Deliver professional property and project management services for Torbay Council, local schools and other organisations in support of their operations

Former Torbay Council regeneration and property related employees transferred to the new company upon its commencement and today make up approximately 85% of its workforce. Expanding the TEDC's client base and charging for professional services has enabled the company to retain a critical mass whilst delivering a more diverse and cost efficient operation to Torbay Council through economies of scale.

The TEDC has many performance indicators but its primary objectives are to:

- Help create 5000 new jobs over the next five years
- Support Torbay Council in developing a more productive economy by supporting local business and creating a business landscape for success
- Prepare Torbay's Economic Strategy and deliver any actions assigned to it
- Effectively manage Torbay Council's property and land assets
- Identify business development and external funding opportunities in support of the purpose of the Company and the economic priorities of Torbay Council and its clients
- Reduce Torbay Council's Commissioning Agreement Contract Fee 'year on year' in real terms for five years from commencement
- To increase 'year on year' third party fee income from the delivery of Professional Asset Management and Property Services

Outcomes recently achieved:

- Delivered two major business events bringing together over 800 businesses
- Maintained innovation centre occupancy at over 85% creating 100 jobs and over £3M of turnover growth for tenants
- Secured new contracts in delivering business support resulting in over 100 individuals being assisted to start a new business
- Created 90 new jobs through the TEDC's inward investment programme
- Enabled developments at Abbey Crescent, Oldway and Brixham Fishmarket restaurant
- Achieved full occupancy at Cockington Court Craft Centre
- Helped secure delivery of the South Devon link Road
- Acquired the Cockington Village Car Park
- Enabled delivery of the prestigious Beechfield housing project
- Managed the Council's assets effectively to deliver capital receipts, prioritised repairs and maintenance and a low of level of risk with regards public health
- Reduced Torbay Council's TEDC Contract Fee for the third year running
- Significant increased third party earned income
- Developed a close and effective partnership with the Local Enterprise Partnership (LEP)

There will be many challenges ahead as the public sector continues to retract, with local authorities at the forefront of the spending restrictions being imposed by government. This will increase the competition on resources and will likely result in further collaborative working, shared services and outsourcing as Councils and others continue to look for the most effective and efficient delivery options. Such pressures are creating opportunities for the TEDC.

The Company continues to draw upon a well skilled workforce with a strong public private service ethos and a track record of effective and efficient delivery. The company will continue to demonstrate value for money through: job creation, the attraction of private sector investment and public sector grant funding, the efficient and effective management of land and property assets, and the realisation of value from surplus/underutilised assets.

In 2013/14 the TEDC will:

- Deliver economic development and property services to Torbay Council
- Increase the level of revenue and grants raised from external sources
- Deliver an ambitious physical regeneration, inward investment and events programme to secure growth and new jobs
- Develop and promote a targeted range of professional property services across Devon, building on the excellent track record that the TEDC has established in Torbay
- Strive to be the leading provider of managed workspace and innovation centre services to start up businesses in the South West
- Expand the project management and FM services to more schools and the further/higher education sector
- Continue to bring vacant residential property back into use
- Deliver operational efficiencies and release capital from underperforming assets
- Work alongside the Local Enterprise Partnership to promote Torbay
- Achieve Investors In People and ISO901 Accreditation

Over the next three years the TEDC intends to become a leading provider of professional services in economic development, regeneration and asset/property management services across the South West. In support of that aim the company will aggressively seek opportunities to develop its existing business operations through strategic partnerships, the acquisition of new assets and commissions.