

Charging towards £12 million



Commercial Month looks at our new chargeable services, designed to boost what we achieve for the environment and our customers.

Natural England has set a target to grow commercial income from £1m last year to over £12m by 2020. "It's a challenge we've set ourselves for 2020" says REDACTED. "In simple terms, we are aiming to grow income ten-fold over the next five years to help offset any further reductions in grant-in-aid funding. And we need you! We need everyone in Natural England to think about how they can contribute". Take our (very) quick survey to let us know what you know about this area of work so far.

Our aim to achieve more for the natural environment and to offer choice to customers. By providing chargeable advice and services to those customers who choose this we'll be able to direct our Grant-in-Aid towards activities where a charging model wouldn't work.

In a nutshell, 'commercial' is about us all working together to create other sources of revenue beyond government funding, to give us a more resilient financial model.

This does not mean aiming to charge for everything we do. Far from it. But we do need to look across all our work to identify areas we could charge for. Good examples include activities that provide a specific customer benefit, and where we go above and beyond our core statutory duties.

Over the next two years, our commercial work is likely to become relevant to everyone in Natural England in some way. While some of you are already routinely delivering chargeable work, others will find it a very new way of working.

Commercial month

October is Commercial Month at Natural England. Through a series of articles, webinars, training and a Hotseat, we are aiming to create momentum in helping everyone to think innovatively, creatively and with increased commercial 'savvy'. We have launched a [Sharepoint Team Site](#) where you can share questions, suggestions, concerns and good practice. We'll hear from colleagues who've been successful in trying new ways to generate income by shifting the way they think. We'd like you to take part in the [conversation](#).

First up will be an article on our partnership with South East Water which is an excellent illustration of how we can combine improved outcomes, partnership working and income generation into one project. To kick off, we would really like to gauge the level of understanding and feeling towards commercial work across Natural England. Please help us target our support for you by filling in this [anonymous mini-survey](#) - it will take you 60 seconds!

Supporting you

A small Commercial Services Team has been set up to work with teams across NE to develop and implement new chargeable services. Much of our work is about addressing the legal, financial and