

Annual Report 2007/08

By Adrian Waite, Managing Director

'AWICS' is passionate about public services. That is why I decided to enter local government service in 1981. That is why I founded 'AWICS' as an ethical management consultancy to provide support to those who provide public services – in all parts of Britain and also abroad! We want to make a real contribution to improving public services because they are so important to the fabric of our society.

Our mission statement is 'Independence, Integrity, Value'. We approach our work from an independent standpoint – not burdened with our own preconceptions and objectives – but with a genuine wish to help the client to achieve their objective. Our consultants are of the highest calibre. We observe the highest standards of integrity that should be expected of any consultant working with public services. We offer both 'quality' and 'value for money'. We are not the largest management consultancy. However, we are big enough to make a difference – but small enough to care!

This report covers the year 2007/08, the ninth year of trading and another very successful one. Turnover was the highest level ever achieved, representing an increase of 42% over the previous year. Gross profit increased by 43% compared with the previous year. It is now clear that 'AWICS' has been able to increase this level of turnover and profitability in 2008/09. During the year we had one full-time and six part-time employees. We also had seven associate consultants.

Our increasing numbers of clients include national government departments, local authorities, housing associations, arms length management organisations, professional bodies and others who provide public services. The services that we provide include:

- Regional Seminars
- In-House Training
- Management Consultancy
- Publications

And we made a real contribution to improving public services in many areas. The following illustrate just a few of the projects to which we have contributed during the year:

Regional Seminars

Our programme of regional seminars was launched in February 2006 with a series of five sessions of 'All You Want to Know about Local Authority Housing Finance' that were held in various venues around England during February and March 2006. Since then we have developed the 'All You Want to Know about...' series to provide an introduction and overview of a range of important subjects. We also offer more technical regional seminars.

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Managing Director: Adrian Waite MA CPFA ACIH FIPSM. Company Secretary: Elaine Waite.
Company Number: 3713554. VAT Registration Number: 721 9669 13.

Subjects presented during 2007/08 included:

- All You Want to Know about Local Authority Finance
- All You Want to Know about Local Authority Housing Finance
- All You Want to Know about Housing Association Finance
- All You Want to Know about Local Authority Housing Finance in Wales
- All You Want to Know about Local Authority Housing Finance in Scotland
- Arms Length Management Organisations – Freedoms, Flexibilities and the Future
- Comprehensive Spending Review 2007 – Implications for Local Authorities and Housing
- Developments in Housing Finance in Scotland – The Implications of the Green Paper

Our regional seminars are well received by the delegates who attend who find that the training and information provided enables them to become more effective in their roles. Organisations attending our regional seminars include central government, local government, housing associations, academic institutions and others.

We have developed the range of regional seminars further in 2008/09.

In-House Training

In-House Training courses were provided to Government Regional Offices, Local Authorities and Arms Length Management Organisations on:

- All You Want to Know about Local Authority Finance
- Budgets and Financial Management in the Public Sector
- All You Want to Know about Local Authority Housing Finance
- All You Want to Know about Housing Association Finance

Clients included:

- Arcadia Housing Association
- Basildon District Council
- Bournemouth Borough Council
- Carlisle City Council
- Easington District Council
- First Choice Homes Oldham
- Government Office for London
- Government Office Southeast
- Haringey Borough Council
- Newham Homes
- Plymouth City Council
- Redditch Borough Council
- Southeast London Housing Partnership
- Stoke on Trent City Council
- Waltham Forest Borough Council
- Wellingborough Homes

As a result of this, Councillors, Board Members, Civil Servants, Housing Staff, Finance Staff, Tenant representatives and others have been empowered to carry out their roles to greater effect. We are continuing to expand the range of in-house training available.

Management Consultancy

We offer a wide range of consultancy services to local authorities and others principally on management, financial and housing issues. For example, we assisted Carlisle City Council with the development and delivery of training strategies and programmes for Members and managers; Enfield Borough Council with the development of their Housing Revenue Account Business Plan; Harlow District Council with advice on Prudential Borrowing and Capital Financing; and Warrington Borough Council with housing revenue account business planning.

We are continuing to work with local authorities on housing and other issues during 2008/09.

Publications

We publish a range of books relevant to people with an interest in public services. Titles available during 2007/08 included:

- All You Want to Know about Local Authority Finance
- All You Want to Know about Local Authority Housing Finance
- All You Want to Know about Housing Association Finance
- All You Want to Know about Local Authority Housing Finance in Wales
- All You Want to Know about Local Authority Housing Finance in Scotland
- Sustainable Housing Business Plans and the Efficiency Agenda
- Arms Length Management Organisations – Freedoms, Flexibilities and the Future
- Comprehensive Spending Review 2007 – Implications for Local Authorities and Housing
- Developments in Housing Finance in Scotland – The Implications of the Green Paper

Professional Bodies

During the year Adrian Waite was invited to speak at conferences organised by the Chartered Institute of Public Finance and Accountancy.

We also publish the electronic newsletter the 'Public Services News'.

Our contribution to making improvements in public services has therefore been significant. Our potential to do even more in the future is even greater.

I also believe in the importance of making a voluntary contribution where appropriate. During the year I was a member of the Housing and European Panels of the Chartered Institute of Public Finance and Accountancy; and an Honorary Fellow and Vice President of the Institute of Public Sector Management.

This annual report is designed to give you a flavour of what 'AWICS' is about. We also have two websites and welcome enquiries by e-mail, telephone or at our office. Addresses are shown below.

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Managing Director
November 2008

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