

Strategic Advisory Retainer

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Get senior economic development expertise on tap, not by the project. Commissioning advice piecemeal means procurement delays, cold starts and counsel that arrives after the decision has been made. A retained advisory arrangement gives your leadership team a standing relationship with one of the UK's most experienced economic development advisors, available when the question actually arises.

- **Monthly strategy and operations session.** A structured session with your senior team to test priorities, review progress and shape forward strategy and decision-making.
- **On-call counsel.** Direct on-tap access by phone and email for advice on live issues, such as funding decisions, government announcements and stakeholder negotiations.
- **Review and challenge.** Critical review of strategies, business cases, funding bids and evaluation frameworks before they are committed.
- **Commissioning handholding.** In particular, with junior staff, the lack of procurement experience can be a key blocker to progressing delivery. Have me in at the beginning of business planning and commissioning conversations, and helping to frame and write consultancy briefs, then help with assessing submissions.
- **Staff development.** Staff development and coaching.

Two levels of engagement

	BRONZE: Advisor	SILVER: Advisor Plus	GOLD: Advisor in residence
Fee	£1,000 per month + VAT	£1,500 per month + VAT	£2,000 per month + VAT
Includes	<ul style="list-style-type: none">– Monthly strategy and operations session– On call counsel– Review and challenge– Commissioning handholding– 1 day on site per quarter	<ul style="list-style-type: none">– Monthly strategy and operations session– Weekly team meetings x1– On call counsel– Review and challenge– Commissioning handholding– Staff development and coaching– 1 day on site per month	<ul style="list-style-type: none">– Monthly strategy and operations session– Weekly team meetings x1– On call counsel– Review and challenge– Commissioning handholding– Staff development and coaching– 1 day on site every 2 weeks
Best suited to	Leadership teams wanting strategic counsel and challenge	Organisations also wanting hands-on input and team capability building	Organisations also wanting hands-on input and team capability building with significant on-site presence

Terms: minimum initial term of six months, reviewed and billed quarterly. Fees exclude VAT. Retained clients receive priority scheduling and a preferential day rate for any commissioned project work.

About your advisor

Dr Glenn Athey has over 33 years of experience in UK local and regional economic development and is the author of [The Local and Regional Economic Development Handbook](#). His experience includes senior roles at the East of England Development Agency, the London Development Agency, Centre for Cities and the Greater Cambridge Greater Peterborough LEP, where he deployed more than £15m in growth funding. Glenn is a Research Fellow at the University of Birmingham, where his work examines why regional economic policies fail to deliver. Recent clients include the West Midlands Combined Authority, Cambridgeshire and Peterborough Combined Authority, Skills Development Scotland, and the West Yorkshire Combined Authority.

Next step: a 30-minute conversation to explore whether a retained arrangement would serve you better than project-by-project commissioning.

Book a meeting at: <https://mylocaleconomy.org/meet>

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