

## **APSE Scotland Online Commercialisation, Income Generation and Social Value Network – Wednesday 11 February 2PM to 3.30PM**

**Welcome for our Chair Cllr Tony Gurney, North Ayrshire Council**

### ***Agenda***

#### ***Partnership working putting people and place at the heart: Expansion of flexible workspace in Stevenage Town Centre***

**Speaker:** Ross Hughes, Regeneration Manager, Stevenage Borough Council

*This will provide the opportunity for colleagues to hear about this partnership working initiative which showcases the regeneration of a local authority town centre and one of APSE's finalists in the APSE Service Awards 2025.*

#### ***Embedding social value***

**Speaker:** Fiona Sutton-Wilson, Head of APSE Training

*This will provide colleagues to discuss the key principles of Social Value which help authorities to quantify resources in kind and/or in addition to their main contract terms.*

#### ***Reducing traffic, improving resident experience and generating income - why parcel lockers make sense***

**Speaker:** Noel Shapton, CEO/ Co-founder, Delivering London (YEEP lockers)

*This will provide colleagues with the opportunity to hear about this initiative which provides a better resident experience as well as income generation for the authority.*

#### ***Commercialisation clinic: Any issue affecting service delivery***

This is the opportunity for attendees to discuss any challenges and solutions that councils are experiencing and adopting in relation to a particular issue including

- Management of your digital advertising
- The Town and Country Planning (Fees for Applications) (Scotland) Amendment Regulations 2025 – discretionary fees and other charges

#### ***APSE Update***

Louise Melville, Principal Advisor, APSE

**The meeting will end at 3.30 PM**