

# **APSE Commercialisation, Income Generation & Social Value Network**

**11 February 2026**

- [25-09 Consultation Changes to Waste management Services](#)
- [25-19 Single use vapes ban](#)
- [25-22 APSE Health and Safety Webinar](#)
- [25-26 Draft Environment Strategy SG Consultation](#)

For more information on all of our briefings please [click here](#)

# Research

[www.apse.org.uk](http://www.apse.org.uk)

## Bringing order to chaos

How does local government hold to account agencies delivering public services?



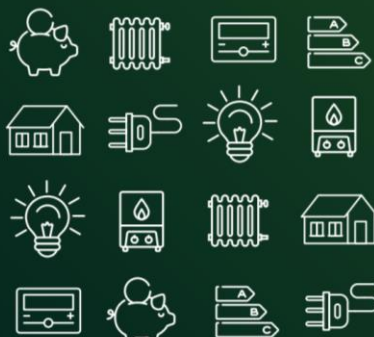
## Taking a commercial approach

A guide for local councils in Scotland to income generation, trading and charging



## ECO funding for local authorities

A simple guide to the Government's ECO scheme



## The new municipalism

Taking back entrepreneurship



## Energy across the authority

How local authorities are using assets to develop the energy agenda



## Hollowed out

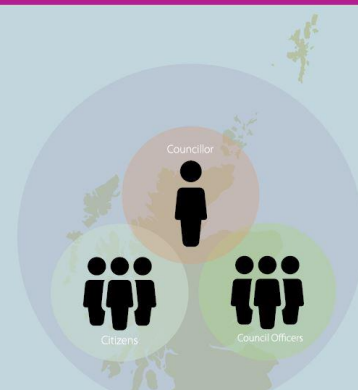
The impact of financial localisation on neighbourhood services



## Doing local politics: supplementary report

Centre and locality in Scottish politics

A report for APSE Scotland



## Risk and commercialisation

A guide for local scrutiny councillors



# Research themes

**Planning and sustainability**

**Biodiversity and grassland management**

**Workforce matters**

**Rewilding burial grounds**

**Fleet transition issues**

**Sustainable futures for councils with islands**

# Advocacy

- APSE representative on the Executive Committee of Scottish Waste Industry Training, Competency and Health & Safety forum (SWITCH)
- APSE provides the secretariat for the Scotland Litter Managers Network with the next meeting on the 27<sup>th</sup> of November. [Click here](#) to register to attend
- APSE representatives on the IS/ SOLACE fleet procurement sub-group
- APSE is the secretariat to the All Party Parliamentary Group for School Food
- APSE representatives on the Scottish Government school nutrition roundtables
- Continued representation at Party Political Conferences
- Continuing to strengthen relationships with other organisations – including KSB, CIWN, COSLA, SG etc

# Network Queries

- Our network queries service allows you to ask your peers in other Councils questions and receive information and advice.
- Queries are sent out via e-mail anonymously and any member is eligible to use this service.
- Responses are typically collated within a two to three weeks.
- If you would like to send out a query, please contact Louise at [Lmelville@apse.org.uk](mailto:Lmelville@apse.org.uk) or call 01698 459051.

## Example

### **COM0036 - Income Generation from Sponsorship & Advertising**

This local authority is currently running the sponsorship & advertising project under the commercialisation workstream. They are seeking to hear from other local authorities who have already delivered or are developing the same project

# Performance Networks

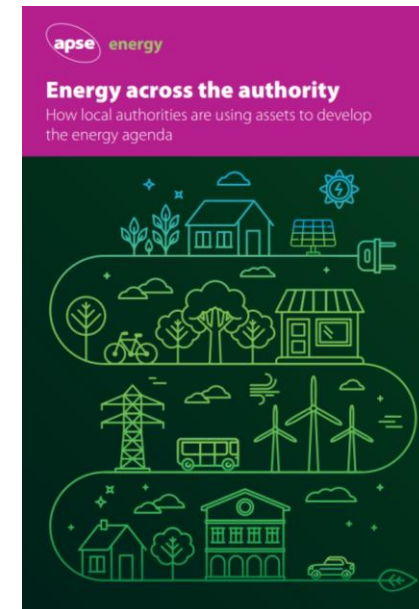
- Performance Networks seminar took place on the 4-5 December 2025. Please [click here](#) to access the winners of the 2025 awards
- You can access free training from the PN team regarding data template completion. For more information [click here](#)
- Performance reports and trend analysis can be accessed via the PN portal. Please [click here](#) to find out more
- APSE understands that local authorities are facing increasing pressures on resources and have a number of alternative reduced templates in order to make the process of completion as easy as possible
- All templates now have a climate change and sustainability section



# APSE Energy

APSE Energy service offers a range of briefings, publications and newsletters as well as in person and webinar events covering the Energy, Climate Change and Sustainability agenda.

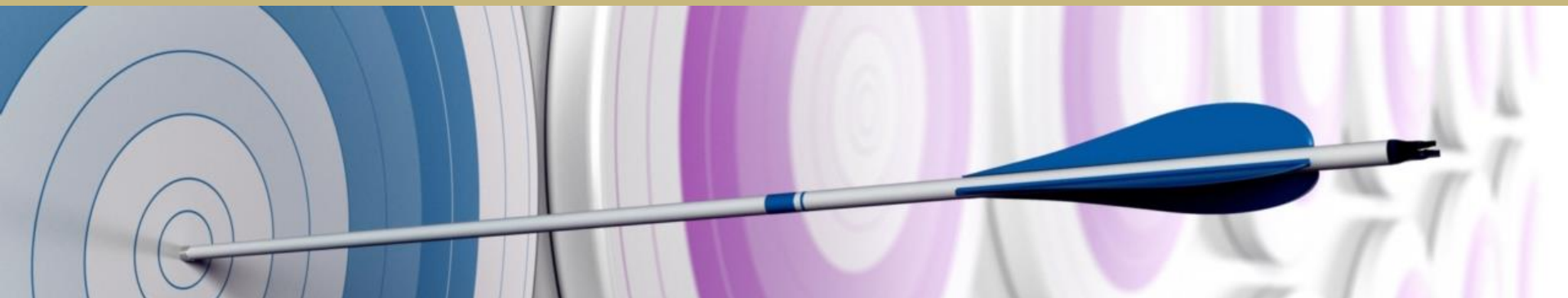
Aiming to share the burden of this agenda across all services and managers by providing information that informs both those with specific energy and climate change responsibilities as well as wider service managers, officers and councillors. Information on membership is on the [APSE website](http://www.apse.org.uk).





# Solutions

- Solutions can provide consultancy support across the full range of council services, but in particular front line services.
- Solutions can provide help and expertise within a number of areas, the main ones including:-
  - Efficient use of resources
  - Income generation
  - Demand side measures
- Branching out across the Interim Management side, with several new Associates now joining, specialists in Roads & Highways, Bereavement Services, Building Maintenance, Facilities & Leisure and Parks and Open Spaces. For any Interim requirements, please contact Lucia Gervis, Client Coordination Officer - 0161 722 1810 or [lgervis@apse.org.uk](mailto:lgervis@apse.org.uk)



## Developing and Delivering a Commercial Strategy

This one-day masterclass blends the best from both private and public sector successes and experience, and demonstrates how local authority powers can be utilised to maximise income opportunities

For more information on bespoke in-house courses, please email [training@apse.org.uk](mailto:training@apse.org.uk).  
The team is ready to help!

### **NEXT DATE**

Tuesday 17 March 2026

09:00 – 16:00

Microsoft Teams



Scan the QR code or [click here](#) to find out more or book your spot on this course today!

# Seminars

**www.apse.org.uk**

<b>Facilities Catering and Cleaning Management Seminar</b>	<b>Stratford-upon-Avon, 5 &amp; 6 February 2026</b>	<a href="#"><u>More info</u></a>
<b>Building and Housing Seminar</b>	<b>Glasgow, 5 and 6 March 2026</b>	<a href="#"><u>More info</u></a>
<b>Scotland Fleet, Waste and Grounds Seminar</b>	<b>Aviemore, 19 – 22 May 2026</b>	<a href="#"><u>More info</u></a>

## **Contact details**

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