

APSE Commercialisation Advisory Group

28 September 2018

Briefings

- 18-33 Local Authority Apprenticeship Programmes - Scotland
- 18-27 Scottish Government Consultation – Building Standards Compliance and Fire Safety
- 18-24 Energy Efficient Scotland Consultation: Making our homes and buildings warmer, greener and more efficient
- 18-23 Consultation on the Energy Efficiency Standard for Social Housing post-2020
- 18-22 Review of Nutritional Requirements for Food and Drink in Schools (Scotland) Regulations 2018 – Report of the technical Working Group and Consultation
- 18-21 Code of Practice on Litter and Refuse (Scotland) 2018
- 18-20 Welfare Foods – a consultation on meeting the needs of children and families
- 18-19 Litter Management on the Trunk Road Network
- 18-16 ALARM survey 2018 and 5-year comparison of survey results
- 18-09 Developing the Young Workforce Annual Progress Report
- 18-08 Scottish Energy Strategy
- 18-01 Scottish Government Consultation on Electoral Reform

Research

Neighbourhood Services Poll

apse **Survation.**



Delivering affordable homes in a changing world

Ensuring councils can meet local housing need



Bringing order to chaos

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




ECO funding for local authorities

A simple guide to the Government's ECO scheme



Energy across the authority

How local authorities are using assets to develop the energy agenda



Doing local politics: supplementary report

Centre and locality in Scottish politics




Taking a commercial approach

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



The new municipalism

Taking back entrepreneurship

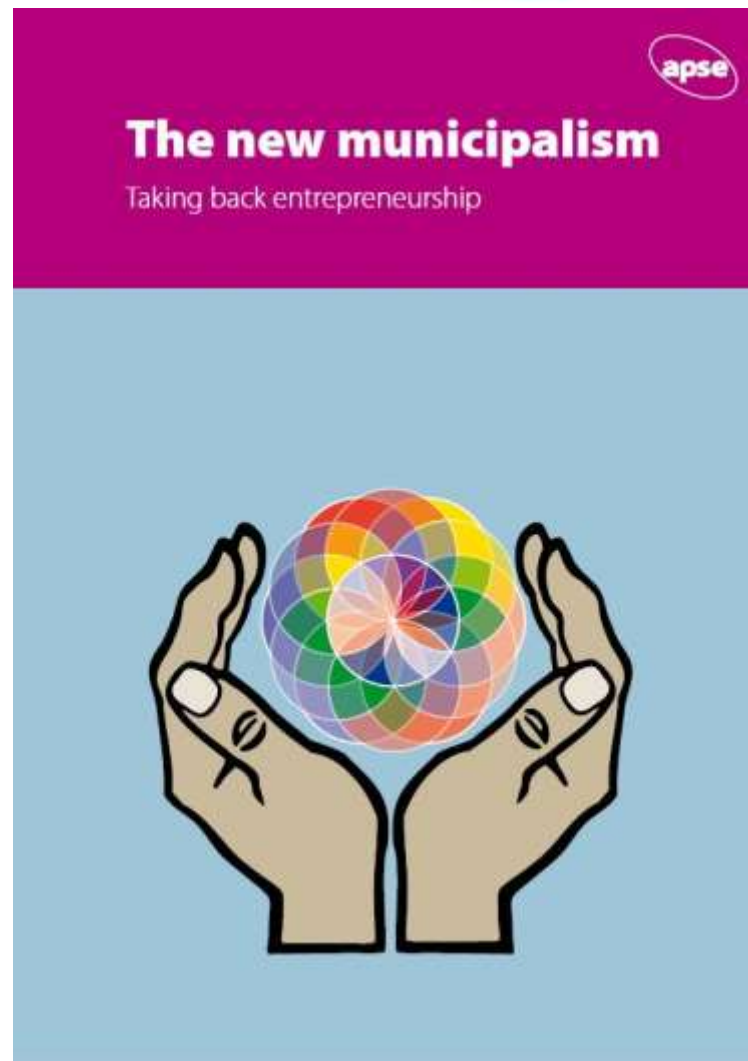


Latest Research (1)

The new municipalism: Taking back entrepreneurship

APSE's latest research examines the initiatives and the emerging practices of municipal entrepreneurialism. This report explores genuinely innovative ways of working to demonstrate how local authorities are intervening in markets to deliver outcomes that go beyond financial benefits. Complete with case studies this report is a robust source of information for all those in local government who wish to develop an entrepreneurial approach to support both frontline services and the communities and local economies in which they are based.

A [free PDF](#) is available on the APSE website.



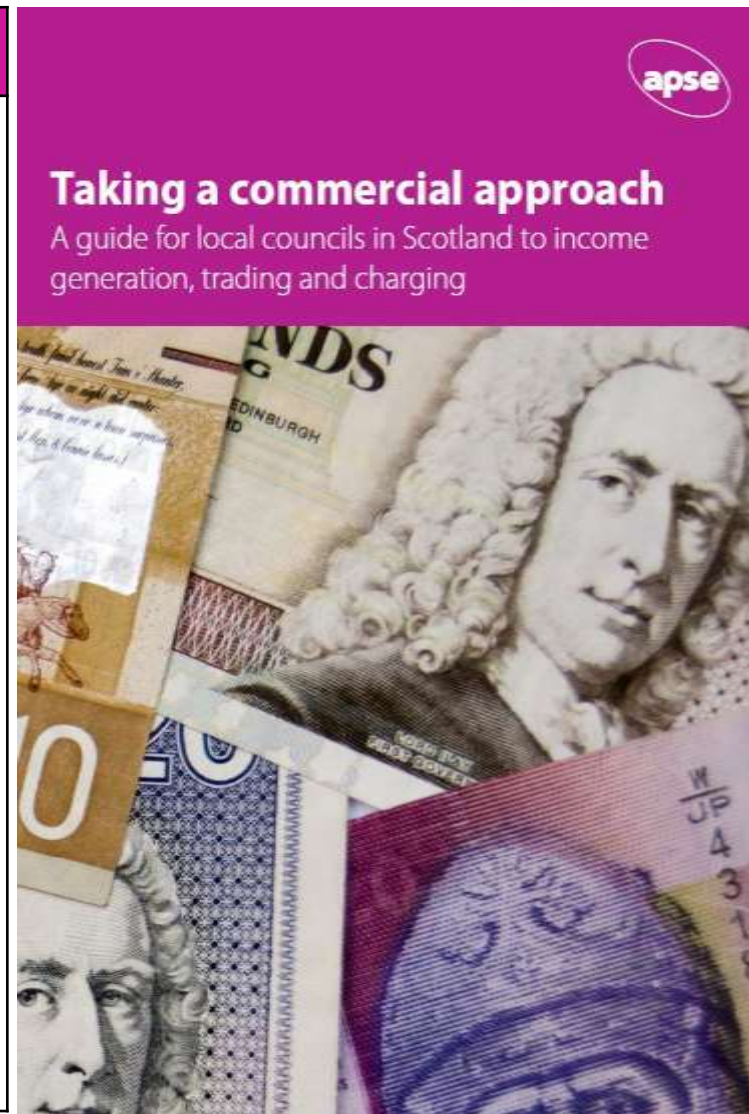
Latest Research (2)

Taking a commercial approach

Local Government within Scotland is facing a number of challenges. Resources are not unlimited and yet demand for local council services is ever increasing. Reliance on ever decreasing central funding for local councils means stark choices; cut services or find other ways to meet these on-going challenges. That is why APSE Scotland commissioned this guide for our member local councils to explore the dynamics of commercialisation in local government.

By commercialisation we are talking about those activities that local councils can provide at a charge in order to generate additional income. It makes clear that local councils are not at liberty to charge for those services that they ought to provide on a statutory basis, and nor would we want that to be the case. However, local councils in Scotland can add value to services that they already provide and are more than capable of entering into markets; both new and existing, to bring added value to citizens and to local economies.

A [free PDF](#) is available on the APSE website.



Research themes

Housing	Town and County Planning Association (TCPA)
Local Government Finance	New Policy Institute (NPI)
The changing role of senior officers	Chartered Institute of Public Finance and Accountancy (CIPFA)
Commercialisation and risk management a governance guide	Centre for Public Scrutiny (CfPS)
Selling services to schools	Chartered Institute of Public Finance and Accountancy Property (CIPFA Property)
Municipal Entrepreneurship	
Governance and democracy	

Future Communities: Greener, Cleaner, Smarter
Being launched at the APSE Annual Seminar 2018 in Edinburgh

APSE and ITN Productions have produced another news and long-form current affairs-style programme highlighting **APSE's** vision to encourage healthy, environmentally friendly and smart solutions for local communities. '**Future Communities: Greener, Cleaner, Smarter**' focuses on how these elements together can improve the living and working environments for the local population. The news-style piece will be anchored by national newsreader Natasha Kaplinsky.



Advocacy

- APSE Representative on the Executive Committee of Scottish Waste Industry Training, Competency and Health & Safety forum (SWITCH)
- Steering Group for Code of Practice on Litter and Refuse – Zero Waste Scotland/Scottish Government
(Also hosting the Litter Managers Network meetings)
- Chief Executive is a member of the DCLG Parks Action Group
- APSE is the secretariat to the All Party Parliamentary Group for School Food
- APSE Representatives on the Scottish Government Nursery Milk Scheme Short-Term Working Group
- Continued representation at Party Political Conferences
- Continuing to strengthen relationships with other organisations
- Recent BBC Radio interviews with senior members of staff
- **Segment on BBC's Countryfile on the Parks State of the Market**

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 month.
- If you would like to send out a query, please contact Louise at Lmelville@apse.org.uk or call 01698 459051.

Recent example

COM004 – Commercialisation and Income Generation Strategies

This member authority is in the initial stages of developing a Commercialisation and Income Generation strategy. To assist in the project scoping stage of their work, they would very much value sight of other local authority Commercialisation and Income Generation Strategies and Policies, to help identify ideas and options for their approach.

Performance Networks

- Year 20 Submission deadlines – Final date for return of data collection template or for updates and amendments: Refuse Collection – October 30th 2018
- Markets pilot - APSE have been working with NABMA over a benchmarking pilot for markets during 2017 which has been really successful. This service is being rolled out fully in 2018 and is available **free of charge to those authorities who are members for 'all services'**
- Corporate Services module - We have issued a Register of Interest to corporate contacts of performance networks to gauge the level of interest in introducing a new benchmarking module on Corporate Services. We have a group of 10 authorities to pilot this during 2018 but if anyone else would like to join, please contact the APSE office.

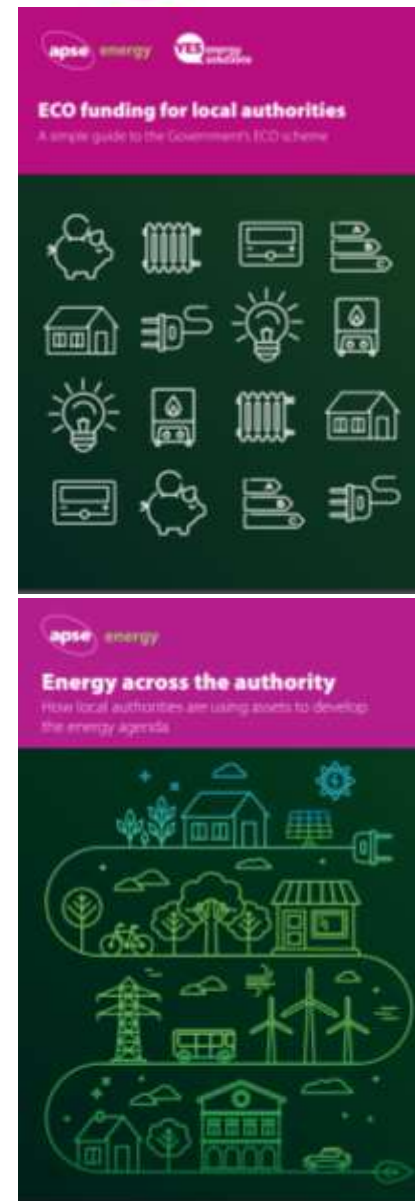
Performance Networks

- Updated web portal - The web portal is being updated which will include individual log-ins rather than authority-wide log-ins. This will enable more reports and analysis to be uploaded onto the web with customised information such as forthcoming deadlines and dates for benchmarking meetings relevant to that particular service area. This is currently being piloted and will be rolled out during spring.
- New database - APSE continues to work with CAMMS to develop a new database for performance networks to make it easier to report and analyse data and to build a platform for future web-enabled services.

APSE Energy

www.apse.org.uk

- Now have 79 local authority members (18 in Scotland)
(Aberdeen, Angus, Clackmannanshire, Dumfries and Galloway, East Ayrshire, East Dunbartonshire, East Lothian, Falkirk, Fife, Glasgow, Highland, Midlothian, North Ayrshire, Orkney, Shetland, South Ayrshire, South Lanarkshire, West Lothian)
- Events in Scotland – [APSE Energy Scotland Summit](#) (2nd to 3rd October, Stirling)
- Latest publications – [ECO funding for local authorities](#) and [Energy across the authority: How local authorities are using assets to develop the energy agenda](#)
- Energy consultancy is available with a preferential rate for members of APSE and APSE Energy. Contact Phil at 07796 301502 or by e-mail at pbrennan@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 Emma Taylor, Client Coordination Officer - 0161 722 1810 or etaylor@apse.org.uk

Training Events in Scotland

Highway Liability	28/09/2018	Glasgow	More info
ICCM – The Bereavement Journey	30/10/2018	Glasgow	More info
The Circular Economy	31/10/2018	Glasgow	More info
Leading Safely (Safety for senior executives)	19/11/2018	Glasgow	More info
Supervisor Skills for Team Leaders in Frontline Services	20/11/2018	Glasgow	More info
Resilience (Why do we need to become more resilient?)	27/11/2018	Glasgow	More info

Courses can also be delivered in-house for up to 25 staff.

Contact Jan Kennedy for more information at jkennedy@apse.org.uk / 0161 772 1810

Seminars

Building Maintenance and Repairs seminar	Stoke-on-Trent, 4 October 2018	More info
Winter Maintenance seminar	Bradford, 5 October 2018	More info available soon
Refuse, Recycling, Street Scene, Grounds and Parks seminar	Nottingham, 18-19 October 2018	More Info
Leisure seminar	Loughborough, 8 November 2018	More info available soon
Scottish Soft FM seminar	Cumbernauld, 20 November 2018	More info available soon
Scottish Building and Housing seminar	Dunblane, 7-8 February 2019	More info available soon
Scottish Fleet, Waste and Grounds seminar	Aviemore, 14-17 May 2019	More info available soon

Contact details

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