

# APSE Commercialisation Advisory Group

30 November 2018


# Briefings

- 18-43 State of the Market 2018 – Sports and Leisure
- 18-42 State of the Market 2018 – Street Lighting
- 18-41 State of Market 2018 – Winter Maintenance
- 18-40 State of the Market 2018 - Highways
- 18-39 Childhood obesity – Trailblazer programme (Part 2)
- 18-38 Insights into Social Care practice – London Borough of Barking and Dagenham – Transformation to Facilitate Early Intervention
- 18-37 APSE Budget Analysis 2018
- 18-36 Modular Housing – its historical role and current use in local government
- 18-35 Childhood obesity – Trailblazer programme
- 18-34 The Revised National Planning Policy Framework
- 18-33 Local Authority Apprenticeship Programmes – Scotland
- 18-32 State of the Market 2018 – Refuse
- 18-31 State of the Market 2018 – Allotments
- 18-30 State of the Market 2018 – Building Maintenance

# Research

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

**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



**Hollowed out**  
The impact of financial localisation on neighbourhood services

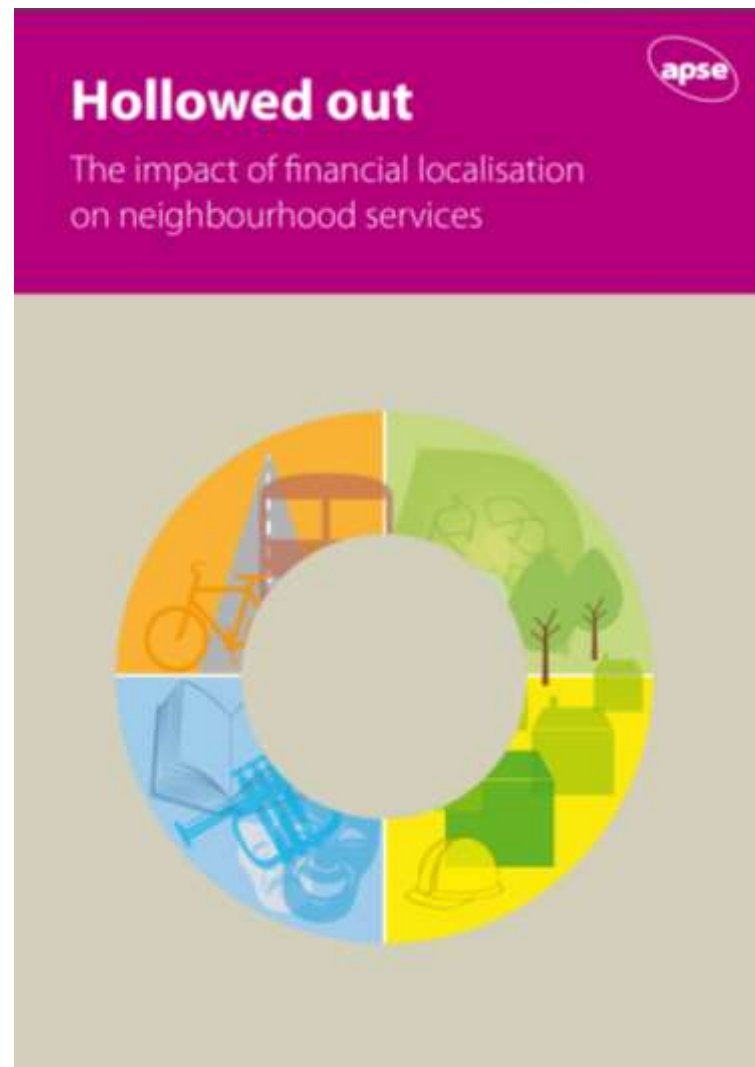


# Latest Research (1)

## Hollowed out: The impact of financial localisation on neighbourhood services

A new report by APSE and the New Policy Institute (NPI) considers the prospects for the 'neighbourhood services' provided by local government. Neighbourhood services are mainly those provided by local government apart from social care and education, that is: highways and transportation; environmental and regulatory service; cultural and related services; and planning and development. Our last report showed that neighbourhood services had been the hardest hit of all local government services since 2010 with the most deprived areas, on average, hit the hardest.

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

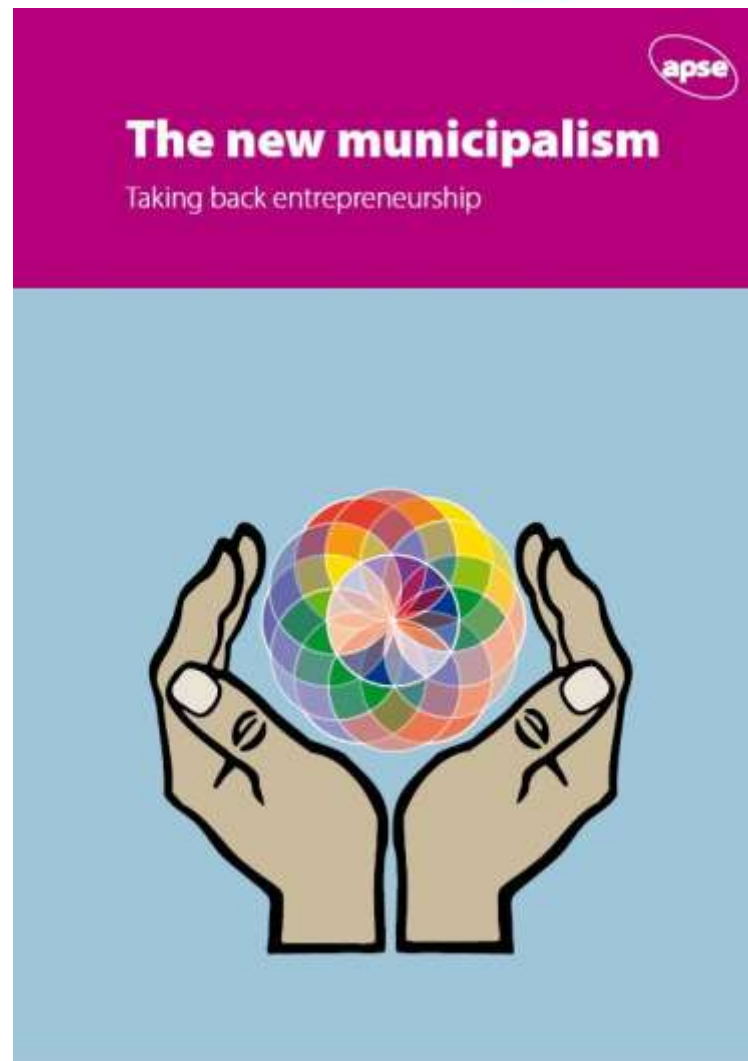


# Latest Research (2)

## 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.



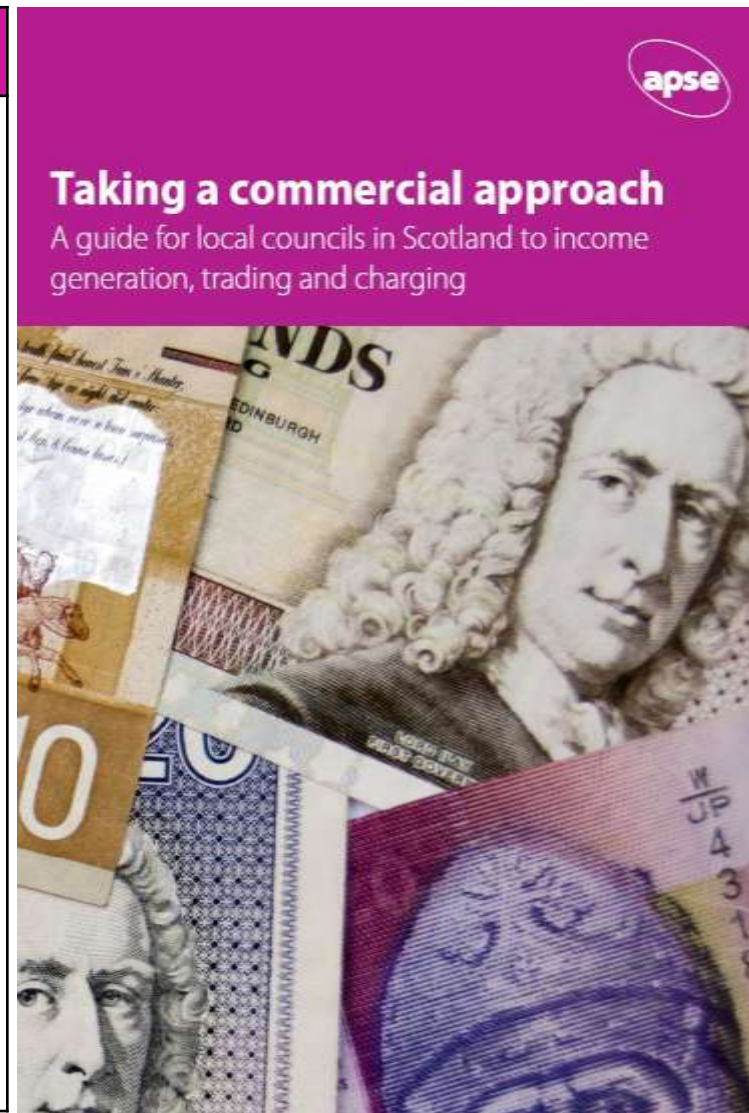
# Latest Research (3)

## 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.



# Commercialisation Competition www.apse.org.uk

- ▶ Competition has now closed
- ▶ APSE Scotland received 27 entries from over 12 different authorities
- ▶ 1<sup>st</sup> stage of assessment has now been completed
- ▶ 2<sup>nd</sup> stage of assessment begins on Monday (3<sup>rd</sup> Dec)
- ▶ All entrants will be notified of the outcome by the 24<sup>th</sup> of December
- ▶ APSE Solutions will begin work on the winning entry at the start of the New Year
- ▶ APSE Scotland will look to produce a publication of ideas for all again at the start of the New Year
- ▶ Upon completion of the business case APSE Solutions and representatives from the winning entrant will present their journey to the group at an upcoming advisory group meeting

Future Communities: Greener, Cleaner, Smarter  
Available online now at [www.apse.org.uk](http://www.apse.org.uk) – [click here to watch](#)

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.





# 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](mailto:Lmelville@apse.org.uk) or call 01698 459051.

## Recent example

### COM007 – Commercialisation of Information/ Data Sets

This authority is looking at the commercialisation of information as part of their income generation/ new revenue streams.

They would be keen to discuss lesson learnt with other local authorities who have already been down this road and explored or are currently receiving income from the commercialisation of information.

# Performance Networks

- Year 20 Submission deadlines – Final date for return of data collection template or for updates and amendments: Second batch submission deadline – January 31<sup>st</sup> 2019 (all service areas)
- 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 80 local authority members (17 in Scotland)

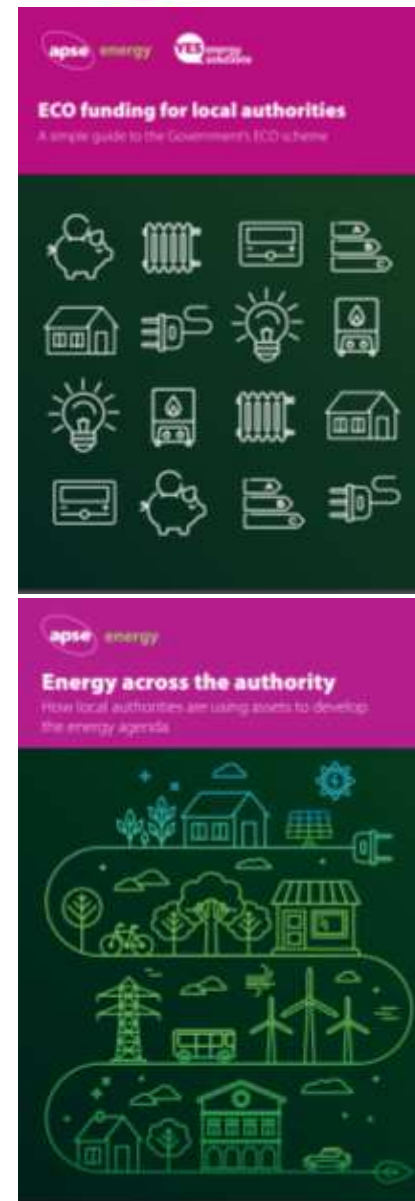
(Aberdeen, Angus, Clackmannanshire, Dumfries and Galloway, East Ayrshire, East Dunbartonshire, East Lothian, Falkirk, Fife, Glasgow, Highland, Midlothian, North Ayrshire, Orkney, Shetland, South Ayrshire, West Lothian)

- Upcoming events

Electric vehicle on-street charging infrastructure, 6<sup>th</sup> December, Oxford

District Heating Seminar, 12-13<sup>th</sup> December, Nottingham

- 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](mailto: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](mailto:etaylor@apse.org.uk)

# Training Events in Scotland

Managing Catering Events	04/03/2019	Glasgow	<a href="#">More Info</a>
Health and Safety in Waste and Environmental Services (for managers and supervisors)	06/03/2019	Glasgow	<a href="#">More info</a>
Project Management in Local Government	11/03/2019	Glasgow	<a href="#">More info</a>
ICCM – The Bereavement Journey	12/03/2019	Glasgow	<a href="#">More info</a>
Leading Safely (Safety for Senior Executives)	18/03/2019	Glasgow	<a href="#">More info</a>
Managing Conflict	22/03/2019	Glasgow	<a href="#">More info</a>
Health & Safety – Working on Highways and Verges	25/03/2019	Glasgow	<a href="#">More info</a>

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

Contact Jan Kennedy for more information at [jkennedy@apse.org.uk](mailto:jkennedy@apse.org.uk) / 0161 772 1810

# Seminars

Performance Networks seminar	Blackpool, 6 and 7 December 2018	<a href="#">More info</a>
Facilities Management seminar	TBC, 24 and 25 January 2019	Info coming soon
Scottish Building and Housing seminar	Dunblane, 7 and 8 February 2019	Info coming soon
Street Cleansing seminar	TBC, 13 February 2019	Info coming soon
Parks seminar	TBC, 14 March 2019	Info coming soon
Highways seminar	TBC, 20 and 21 March 2019	Info coming soon
Cemeteries seminar	TBC, 19 April 2019	Info coming soon
Scottish Fleet, Waste and Grounds seminar	Aviemore, 14 to 17 May 2019	Info coming soon



## Contact details

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