

apse seminars

Central Region Seminar and AGM

Boldness in the face of austerity – Commercialisation and Income Generation



APSE Central Region **FREE** Seminar and AGM

Thursday 19 July 2018

Holiday Inn Leicester Express, Filbert Way, Raw Dykes Road, Leicester, LE2 7FL

Programme

9:30 Coffee, Breakfast pastries and registration

10:00 **Session one**

Welcome from the Chair

Commercialisation

- What drives the need for commercialisation and income generation?
- How can we capture the entrepreneurial spirit and develop it within staff?
- The Financial context

Speaker: Paul O'Brien, Chief Executive, APSE

Bridging the funding gap – South Staffordshire Council's quest to financial stability by 2020

- A quest to be financial self-sufficient by 2020 an inspiring journey of efficiencies, commercialisation and doing things differently
- The approach, the highs, the challenges and the opportunities that will provide financial stability;
- Stimulating the local economy and safeguarding community services

Speaker: Nicola Taylor, Enterprise Team Manager, South Staffordshire Council

Panel question and answer session

11:15 Coffee break

11:35 **Session two**

The reality of delivering successful traded services

- Determining a sustainable future
- Engaging stakeholders
- Delivering challenging outcomes

Speaker: Dale Wild, Head of Service, City Serve

Growing energy as a source of income

- The Nottingham experiences
- Solar Carport
- How to develop a solar farm

Speaker: Ed Gurney, Solar PV Manager, Nottingham City Council

Panel question and answer session

The APSE Central Region AGM will be your opportunity to vote for APSE's Central region chair, secretary and delegates to APSE's national council.

The APSE Central Region audited accounts statement will also be presented to the meeting and a round-up of the year's regional activities. Please ensure your authority is represented at this meeting which is your chance to share in the governance of your APSE region.

13.15pm Lunch and Networking

Seminar Objectives

The Seminar will explore practical and operational issues looking at exemplar case study councils and wholly owned companies, which showcase income generation through frontline service delivery in a range of areas.

Who should attend?

This seminar is a must attend development opportunity for senior management teams providing both high level policy debate and management techniques as well as case study operational examples which will be in valuable to:-

- Chief executives and senior leadership teams
- Directors and Heads of Service in all frontline areas
- Service transformation and performance management teams
- Elected members and cabinet leads for frontline service areas, transformation, corporate finance and resources
- Trade unions

Reserve your place now by completing the booking form and faxing it or emailing it to Vicky Starmer at APSE on 0161 772 1810 or vstarmer@apse.org.uk

The venue

Holiday Inn Leicester Express

Filbert Way
Raw Dykes Road
Leicester
LE2 7FL

A modern hotel next door to King Power Stadium, home to Leicester City Football Club.

Holiday Inn Express® Leicester City hotel is five minutes' drive from the city centre.

The M1 and M69 motorways are both within 15 minutes' drive with free parking available on site.

There are direct trains to London from Leicester station, less than two miles away.

Booking form

APSE Central region seminar &AGM, | Thursday 19 July 2018

main contact name: _____ authority: _____

address: _____

postcode: _____

telephone: _____ fax: _____ email: _____

Please detail here any special delivery/access requirements for the delegates listed below:

APSE issues a written confirmation for all delegates bookings received. If you have not received your confirmation letter within 5 working days of sending your booking form, then please contact APSE on 0161 772 1810.

Payment information

This event is FREE to attend to APSE central region members. Non-APSE members may attend at a cost of £139.00. The seminar includes a full delegate place and delegate pack, arrival coffee and registration, mid-morning break and a hot lunch. The seminar will allow delegates to network over lunch before the event closes at 2:00 pm.

APSE central members: Free to attend

APSE members (not central Region)	£125 + VAT
Non-members delegate fee:	£139 + VAT
Commercial organisations:	£239 + VAT

Please indicate preferred method of payment (tick):-

VAT registration number 519 286 915

- Please find enclosed cheque (made payable to APSE)
- Please invoice

CANCELLATION & REFUND POLICY: Reservation is a contract. Substitution of delegates is acceptable any time in writing by post, email to vstarmer@apse.org.uk or fax to 0161 772 1811. Cancellations must be made in writing at least 10 working days before the event, and will incur a 20% administration fee. No refunds can be given for cancellations received less than 10 working days before the event or for non-attendance. In the unlikely event of cancellation by the organisers, liability will be restricted to the refund of fees paid. The organisers reserve the right to make changes to the programme, speakers or venue should this become necessary.

Delegate name	Delegate Position	Delegate email

Please confirm that you are happy for APSE to retain your details so that they can send you information relevant to your area of interest. Your data will be used for sign in sheets, delegate lists and hotel lists (where relevant). If you are making a booking on behalf of other delegates please confirm that you have their permission to be included on our database. Our GDPR policy is available on our website: www.apse.org.uk.

Please return completed form to Vicky Starmer, APSE, 2nd floor Washbrook House, Lancastrian Office Centre, Talbot Road, Old Trafford, Manchester M32 0FP or fax direct to: 0161 772 1811 Telephone: 0161 772 1810 - E-mail: vstarmer@apse.org.uk