

**Scottish Commercialisation advisory group**  
**Minutes 30 September 2017**  
**Saltcoats Town Hall, Saltcoats**

**1. Welcome & Introduction**

Cllr Jim Montgomerie, Chair of the Scottish Commercialisation group welcomed all to the meeting, thanking everyone for attending today's meeting in Irvine. Cllr Montgomerie also thanked North Ayrshire Council for their hospitality in hosting today's meeting.

**2. Attendance & Apologies**

Please see attached.

**3. Minutes from Previous meeting held on 25<sup>th</sup> April 2017**

The group agreed the previous minutes were a true and accurate record.

**4. Matters Arising from Previous meeting held on 25th April 2017**

There were no matters arising from the previous meeting.

**5. Case study: North Ayrshire's recent winning catering Tender.**

Ken Campbell, Service Manager for North Ayrshire Council delivered a presentation on the partnership between DSM Nutritional Products and North Ayrshire Council. He began by giving some background on DSM and the bid, including the challenge of completing the bid during summer recess, as well as highlighting that the Local Government Act (2003) included the "Power to advance well-being", which gave legal justification to pursue the bid.

Ken then discussed the benefits the partnership had provided. These included staff now being paid the Scottish Living wage and being enrolled into a pension scheme, as well as better contract terms such as increased annual leave. Wider benefits included increased spending on local partners, as well as increasing modern apprentice opportunities.

Ken concluded by discussing the next steps he was planning on taking, such as developing the partnership relationship further, and the desire to create a template bid that can both speed up the creation of a bid, and compete with private companies who are able to produce slick, professional bids. In the Q&A after the presentation, discussion focused on how councils often lack the skills to produce competitive bids, and it was suggested that Scottish LAs work together to create a template to bring people's expertise together.

**6. Commercialisation Survey Responses**

Garry Lee provided a presentation for the group on the responses to APSE Scotland's Commercialisation Survey. Responses had been received from four Local Authorities; Dumfries and Galloway, Highland, East Lothian, and Fife. The questions covered what the commercialisation strategy an LA had, what projects and initiatives were currently underway and what councils have planned for the future.

## **7. Commercialisation strategies for 2017-18 and 2018-19.**

The Group had a chance to share and discuss the strategies used by their councils. Topics discussed included the upcoming Police Scotland cleaning tender, and the challenge faced by its likelihood to be a national tender. Discussion focused on how realistic it would be for Local Authorities to work together on a bid. The group felt that it was important to focus efforts of ensuring the rules of the bid allowed a fair competition between LAs and private companies, such as aiming for a requirement that all bids must pay the Living Wage.

Other issues discussed included how to handle the billing of Commercial Landlords, Advertising on Local Authority roundabouts, fleet, and Electric Vehicle charging points, and there was a brief discussion on the idea of a 'Tourist Tax'.

## **8. APSE Update**

Iain Scherr provided the group with an update on the work of the association included the newest piece of research on accountability and scrutiny in Local Government. This was written in partnership with the Centre of Public Scrutiny. Iain also highlighted the new production with ITN, 'Redefining neighbourhoods: Beyond Austerity', available on YouTube and the APSE Website. Finally, Iain provided information on the other services provided by APSE including Energy, Solutions, Training, Performance Networks and events before finishing the presentation by mentioning the seminars coming up in Scotland over the next few months; Soft Facilities Management in Cumbernauld, Building, Housing and Renewables in Dunblane, and Fleet, Waste and Grounds in Aviemore.

## **9. AOCB**

There was no other competent business raised.

## **10. Date & venue of next meeting**

The date will be Wednesday 29<sup>th</sup> November 2017, and is likely to take place in Stirling.

**Attendance**

<b>Name</b>	<b>Council</b>
Garry Lee	APSE
Iain Scherr	APSE
Jayne Jones	Argyll & Bute Council
Anne Harcourt	East Ayrshire Council
Chris Walker	East Ayrshire Council
Jane Richmond	East Ayrshire Council
Mark Hunter	East Ayrshire Council
Cllr John Jamieson	East Dunbartonshire Council
Kirsty Chisholm	East Dunbartonshire Council
Ian Rogan	East Lothian Council
Claire Reid	East Renfrewshire Council
David Saleh	East Renfrewshire Council
Donnie McManus	East Renfrewshire Council
Jim Sneddon	East Renfrewshire Council
Pat Taggart	Falkirk Council
Robert Fotheringham	Falkirk Council
Ross Grieve	Fife Council
Tom Maclennan	Highland Council
Cllr Jim Montgomerie	North Ayrshire Council
Gary Wilson	North Ayrshire Council
Ken Campbell	North Ayrshire Council
Kevin Anderson	North Ayrshire Council
Russell McCutcheon	North Ayrshire Council
Chris Jolly	Perth & Kinross Council
Cllr Ian Cochrane	South Ayrshire Council
Cllr Peter Henderson	South Ayrshire Council
Hilary Iannotti	South Ayrshire Council
Jennifer Rodden	South Ayrshire Council
Alan Young	West Dunbartonshire Council

**Apologies**

Pamela Bruce	Aberdeenshire Council
Kevin Robertson	Angus Council
Jayne Jones	Argyll & Bute Council
Nicola Hackett	Argyll and Bute Council
Caroline McQuistan	Dumfries and Galloway Council
Ronnie Dempster	Dumfries and Galloway Council
Cath Nieto	East Ayrshire Council
Catherine McKay	East Renfrewshire Council
Erica Roche	East Renfrewshire Council
Frank McDonald	Fife Council
Graham Hodgkins	Fife Council
Ken Gourlay	Fife Council
Mary Stewart	Fife Council
Tom Henderson	Fife Council
Elsbeth Tierney	Inverclyde Council
Lesley Bloomer	South Ayrshire Council