

APSE Local Authorities Commercialisation, Income and Trading Network

Wednesday 12 June 2019

The Van Coulter Suite, APSE, Old Trafford, Manchester

Dear Colleagues,

I am delighted to invite you to join us for the APSE Commercialisation Network (charging and trading for income generation) which will be held on **Wednesday 12 June 2019**.

This is a **FREE** event for all members and officers of councils in APSE membership and if you are in receipt of this e-mail, your council is in APSE membership.

[Please click here to book online.](#)

Speakers and topics include:

Coffee and registration 10.00 AM

Start: 10.30 AM

Funding to develop a green investment

- Investment Opportunities for Local Authorities
- Benefits of Green Investments
- Convincing the decision Makers
What returns can you expect?
- Interface with PWLB

Speaker: Roy Nolan, FCPFA, RP Martin

Where there's muck there's brass!

- Improving, challenging and changing building cleaning services
- Generating capacity to deliver private work
- Developing a Families and Friends Service for Council Staff
- Generating a financial gain

Speaker: Phil Dixon, Strategic Business Manager, South Tyneside Council

Income from Insourcing

- Why councils are bringing services back in-house to generate new sources of income
- Integrating a commercial culture by maximising in-house capacity
- Using social value to add value to local supply chains
- The benefits on asset usage, client facing services and rebuilding commercial endeavours

Speaker: Mo Baines, APSE, Head of Communication and Coordination

Are you match-fit for commercialisation?

- What are the key factors in developing a service based approach to income generation
- Do you know your real costs?
- What is your capacity to deliver income generating new services or expand existing service offerings
- Carrying out a robust appraisal; Cost, productivity, price, profit?
- Knowing your markets

Speaker: Andy Mudd, Head of APSE Solutions

Ends: 12.30pm – networking and lunch

This event will provide delegates with an opportunity to take part in interactive discussions and provide the opportunity to listen to best practices case studies, new research findings and gain real business development expertise from APSE's unique not-for-profit Solutions service.

This event is **FREE** to attend for APSE members and will be of particular use to Directors, Assistant Directors, Heads of Service, Business Development and Commercialisation leads alongside local councillors, and, given this particular agenda will be highly useful to those developing green asset investments.

Please confirm your attendance using the online booking form or email Vicky Starmer on vstarmer@apse.org.uk confirming any dietary requirements.

Kindest regards

Mo Baines,
Head of Communication and Coordination, Association for Public Service Excellence
On behalf of Cllr Tracey Dixon, Chair of the Commercialisation Network



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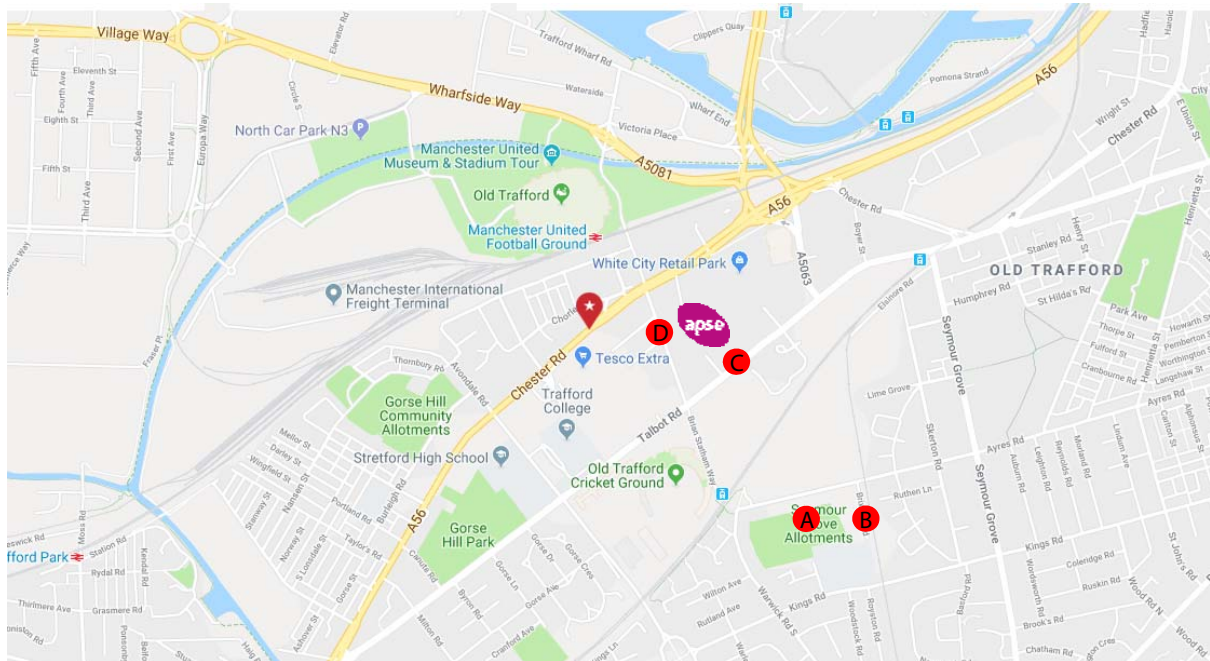
Association for Public Service Excellence
3rd floor, Trafford House, Chester Road,
Old Trafford, Manchester M32 0RS.
telephone: 0161 772 1810
web: www.apse.org.uk



APSE Office Map

Association for Public Service Excellence

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 Chester Road
 Manchester
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 Tel: 0161 772 1810



BY ROAD

From the North:

M6, then M61 (signposted Manchester) to junction with M60 Ring road.
 Join M60 at junction 15 following signs for M60 Ring road (West & South)/Trafford Park
 Along M60 to junction 12. Exit following signs for M602 Salford. M602 to junction 3. Exit following signs for A5063 Salford Quays/Trafford Park.

From M602 Take the A5063, a dual carriageway road with local signs for Manchester United. Keep going straight ahead on this road and after ¾ mile, immediately after crossing the Manchester Ship Canal Bridge, the road swings left to the White City Circle junction (signposted A5063 Manchester).



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Turn right at the junction, following signs for Manchester United Football Stadium. Keep straight ahead on White City Way to merge onto Chester Road. Trafford House is located 0.5 mile ahead on the right, opposite the Tesco superstore.

From North East, West Yorkshire Join the M62 and proceed to junction 18. Keep straight ahead, the motorway changes at this point to become the M60 Ring road (North). Stay on M60 Ring Road following signs for M60 Ring road (West & South) & Trafford Park Exit M60 at junction 12 following signs for M602 Salford. Along M602 to junction 3. Exit following signs for A5063 Salford Quays/Trafford Park. Follow directions from M602 shown in paragraph above

From the West Join the M62 following signs for Manchester and proceed to the junction with the M602. Keep straight ahead to join M602 following signs for M602 Salford. Along M602 and exit at junction 3. Follow signs for A5063 Salford Quays/Trafford Park. Follow directions from M602 shown in paragraph above.

From the South Join the M6 to junction 19 at Knutsford. Exit onto A556 (just after Knutsford services-signposted Manchester). Keep on the A556 following signs the M56/Manchester. Join M56 at junction 7 (signposted Manchester). At the end of the M56, the road becomes a dual-carriageway road (the A5103). Keep straight ahead for ½ mile approx, and then join left-hand lane to join M60 Ring road (follow signs for Stretford). Along M60 Ring road (South) to junction 7, and then exit following signs for A56 Stretford. Join dual-carriageway A56 Chester Road following signs for Stretford & Manchester. There are local signs on this road for Manchester United. After 1.3 miles the A56 forks. Move to the right-hand lane to join the A5067 Talbot Road (there is a local sign for Old Trafford Football Ground just before the junction). Trafford House, is on Chester Road, 1 mile ahead on the left.

Public Transport

Trafford hosts two major sports grounds and is therefore well served by Public Transport links. Trafford House is accessible by the Metrolink connections from Manchester City Centre and local bus routes.

From Manchester Piccadilly Train Station / Victoria Train Station catch the Metrolink going to Altrincham, depart at the Old Trafford stop, this journey will take approximately 15 minutes. As you walk out the Metrolink Tram station, walk straight ahead towards Manchester United Football Ground, along Warwick Road, then turn left onto Chester Road, you will see Manchester United Stadium. Turn left as you see the stadium staying on Chester Road. You will pass a Halfords store, A Sixt Car Rental and a Kwik Fit store. Trafford house is on the right hand side just slightly further along the road opposite the Tesco Superstore. The walk from the Metrolink Tram station will take approximately 5-10 minutes.

Bus routes and details are below but please check with Transport for Greater Manchester (website)

Taxi

Victoria and Piccadilly Stations both have ample taxi services and a taxi journey to Trafford House will take around 15 minutes.



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Bus Stops within 100m from Trafford House

Bus stop SJ0019 (turn left outside the front entrance) to go toward Manchester and SJ0038 (across the road outside Tesco) to go toward Stretford.

Stage Coach:

Bus 69: Traveling to Stretford – Ordsall – Pendleton – Eccles

Bus 255: Traveling to Partington – Urmston – Stretford – Manchester Piccadilly

Bus 256: Traveling to Flixton – Stretford – Hulme – Manchester

Bus X50: Travelling to Manchester Piccadilly – Trafford Centre

Arriva:

Bus 263: Traveling to Altringham – Sale – Hulme – Manchester

Bus 264: Traveling Altringham – Sale – Stretford – Manchester

Visit <https://www.tfgm.com/> or call Traveline on 01612441000 for more details and timetables.

Tram

The closest Tram station is Old Trafford Station located 10 min walk from Trafford House.

When leaving the station follow Warwick Road then turn left onto Chester Road. Trafford House will be located on your right hand side.

Car Parking Facilities

(Map Ref A) Delegates can use the parking facilities at the Lancashire County Cricket Club, Talbot Rd, Stretford M16 0PX which operates a pay on departure system. Delegates can park for £4.40 for 4 hours. From the car park it is a 5 minute walk to Trafford House.

(Map Ref B) There is pay and display car parking available at Old Trafford tram stop, M16 9AL.

(Map Ref C) Parking is also available opposite the APSE office at Tesco Extra for Tesco Customers. Please note there is a 3 hour parking limit and any visitors parking at Tesco do so at their own risk.

(Map Ref D) There is limited pay and display on street parking on Chorley Street, to the rear of Trafford House (M32 0RL), charged at up to £5 for 4 hours. Payment is by cash or by a mobile phone pay system. Please disregard the signage that states Trafford House Approved Parking. This is restricted private parking and not available to visitors. Please note surrounding areas are residential and subject to a permit system.



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APSE Commercialisation Network

Wednesday 12 June 2019 at

The Van Coulter Suite, APSE, 3rd Floor Trafford House, Chester Road, Manchester, M32 0RS

Please ensure that you confirm your attendance or apologies for both meetings by posting/emailing the slip overleaf to Vicky Starmer on 0161 772 1811 (vstarmer@apse.org.uk) before **Friday 7 June 2019**

Authority.....

Address.....

Postcode.....

Name	Email	To attend Advisory Group	Apologies for Advisory Group
		<input type="checkbox"/>	<input type="checkbox"/>
		<input type="checkbox"/>	<input type="checkbox"/>
		<input type="checkbox"/>	<input type="checkbox"/>

In order to process this booking, please give permission for APSE to store your contact details.

Yes I agree

**Our GDPR Policy:*

We will hold your details on the APSE database until you tell us you wish to be removed. We will action all requests for changes to your details as soon as possible but we will not take longer than 30 days.

We will not sell or pass on your details for commercial gain to any third party.

We may need to pass your name and organisation details to some third parties. Examples include hotels or other accommodation providers if you book a residential seminar or training event, a mailing house so you can receive APSE research, APSE's member magazine or other member information, or provide details to venues for health and safety purposes or for reasonable purpose to ensure we continue to provide a service to our member authority contacts like you. We will include delegate names and their organisation in seminar delegate packs, training packs, and performance reports, and network queries or other service based information. As APSE is a networking organisation this will help all our members make the most of the network. You will need to specifically ask us not to do this if you object to your inclusion



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