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Apse Commercialisation
Seminar
20 September



North Ayrshire Council
Comhairle Siorrachd Àir a Tuath



Additional Commercial Opportunities

DSM Nutritional Products Ltd

- Largest Vitamin C plant in Europe
- 300 staff 200 contractors 100 daily visitors
- Invited council to tender for catering and vending services.
- Competitive tender process against large industry providers
- Timescales for tender start to conclusion 6 weeks
- During summer recess
- Required executive approval with cabinet being updated at next available meeting.

5 full-time posts created

Challenges

- Early discussion with Legal
- Agreeing Council had sufficient powers with LG act 2003
- “Power to advance well being”
- A LA has power to do anything which it considers is likely to promote or improve the well-being of (a) its area and persons within; or (b) either of those.
- Demonstrate best value to Council
- Timescales of tender, approval and sign off

Limited local alternative supply chain.

Benefits

- Tupe staff
- Staff all moved up to Scottish living wage
- All staff auto enrolled to pension scheme
- Improved terms and conditions annual leave etc.
- Increased local spend within community partners
- Increased production spend within Council
- Modern apprentice opportunities


Working together to develop stronger communities .

Contract terms

- 3 year with 2 year extension as an option
- Turnover expected to be circa £1.2m over 3 years
- £150k investment by client in new café and kitchen design.
- 3 month notice to exit on both parties

Next steps with DSM

- Develop partnership relationship
- Opportunities for building cleaning, waste and landscaping over the next two years .
- They are already being an ambassador for the council with similar large industries in the area.



Thank You
Questions?



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