

Commercialisation Advisory Group Minutes

17 April 2018 at Chatelherault Country Park, Hamilton

1. Introduction and welcome from Chair

Councillor Jim Montgomerie from North Ayrshire Council welcomed all to the meeting.

2. Attendance and apologies

See attached.

3. Minutes of previous meeting (30th January 2018)

The minutes of the previous meeting were deemed to be a true and accurate record.

4. Matters arising from previous meeting

There were no matters arising.

5. Discussion items

The group held a number of discussions on:

- How councils feel about cross border working, tender partnerships and how to get all 32 local authorities working together
- Developing a commercialisation strategy, and where all of the attendees were on their journey
- Unique selling points and the benefits of learning from each other's expertise
- Setting up a marketing strategy that showcases the ability of the council or arms-length organisation to deliver services to the wider populace
- The potential of setting up a Scottish local authority commercialisation map
- How active members of the group were on Public Contracts Scotland
- Recruiting for positions such as a Commercial Development Officer
- Whether there was a willingness to share commercially sensitive information between members of the group
- How the political appetite for commercialisation among councillors can affect the progress of the Council
- Working on commercial projects outside of the Council's boundaries
- Working in partnership with local suppliers on bigger contracts and supporting the local economy
- Examples of current commercial activity within the group and future plans

6. APSE update

Garry Lee, Research and Coordination Officer from APSE Scotland provided a short update on the recent work of APSE, including the latest trend analysis briefings and upcoming publications, and provided dates of upcoming seminars and training events.

7. AOCB

There was no other competent business.

8. Date of next meeting

The next meeting of the group will be decided following APSE's Scottish AGM in June 2018.

Attendee List

Name	Council
Garry Lee	APSE
Tom MacLennan	Aberdeen City (Shared Service)
Gordon Allan	Angus Council
Kevin Robertson	Angus Council
Ronnie Dempster	Dumfries and Galloway Council
Lawrie Dinwoodie	East Ayrshire Council
Mark Hunter	East Ayrshire Council
Jane Richmond	East Ayrshire Council
John Viviani	East Ayrshire Council
Graham Donaldson	East Ayrshire Council
Ruth Colston	East Lothian Council
David Saleh	East Renfrewshire Council
Catherine McKay	East Renfrewshire Council
Shona Cargill	Fife Council
Keith Breasley	Fife Council
Jeff Jacobs	Fife Council
Ross Grieve	Fife Council
Cllr Judy Hamilton	Fife Council
Elsbeth Tierney	Inverclyde Council
Wayne Clark	Midlothian Council
Joe Gordon	Midlothian Council
Chris Lawson	Midlothian Council
Louise Beattie	North Ayrshire Council
Ken Campbell	North Ayrshire Council
Cllr Jim Montgomerie	North Ayrshire Council
Caroline Mackie	Perth and Kinross Council
Victor Francis	Perth and Kinross Council
Cllr Peter Henderson	South Ayrshire Council
Cllr Brian McGinley	South Ayrshire Council
Mike Newall	South Ayrshire Council
Dougie McMillan	South Lanarkshire Council
Cllr Collette Stevenson	South Lanarkshire Council
Alan Young	West Dunbartonshire Council
Andy Johnston	West Lothian Council
David Maule	West Lothian Council

Apologies

Jayne Jones	Argyll and Bute Council
Jennifer Swanson	Argyll and Bute Council
Pamela Bruce	Aberdeenshire Council
Fiona Docherty	East Ayrshire Council
Lynn Paterson	Glasgow City Council
Russell McCutcheon	North Ayrshire Council