

The road to success is
always under construction.

- Lily Tomlin



Commercialisation

Enterprising DG

Dumfries & Galloway

Covering some
2500 square miles



The Aim of Enterprising DG

**Building the local economy by
developing and delivering a range of
high quality, value for money
entrepreneurial services, in partnership
with local small and medium sized
enterprises*.....**

And to Trade Commercially!

(*and not just in D&G)

EnterprisingDG delivers key services for Dumfries and Galloway Council

Annual turnover of £42,500,00 +

Business/Service Areas include:

- **Building Cleaning (Offices & Schools and private customers)**
- **Building Maintenance**
- **Building Construction & major Projects**
- **Fleet Servicing and Vehicle & Plant Maintenance**
- **Road Maintenance – Local and Trunk Roads**
- **Radio & Telecommunication Services**
- **Schools, Hospitality and Events Catering**
- **Street Lighting Maintenance**
- **Waste Collection**
- **Commercial Trading Activities**
- **Events**
- **Logistics**
- **And.....??**

Rationalisation Process – the journey

- **Have a plan, a vision**
- **Reduce the numbers of depots**
- **Amalgamate service functions within depots**
- **Improve facilities**
- **Deliver from the right place**
- **Enhance our vehicle maintenance facilities**
- **Build capacity for the future**
- **Improve service delivery**

Where we started from

Enterprising DG

- In excess of 20 depots – no linkages with services
- Offices spread far and wide, often remote from service function or delivery
- Not fit for purpose facilities
- No identity or ownership
- Not seen as anything more than waste of money service
- Bottom of the importance pile

Head Quarters - the beginning!

Enterprising DG



- Rented space above Stagecoach bus offices.....

Now

Enterprising DG



- **EnterprisingDG Head Quarters Dumfries**

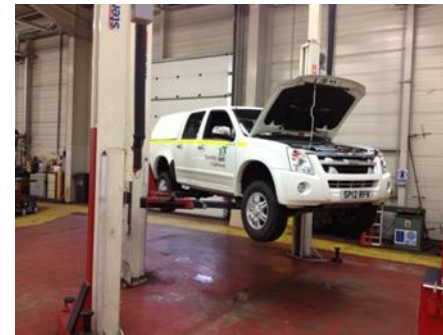
Vehicle Maintenance....then

Enterprising DG



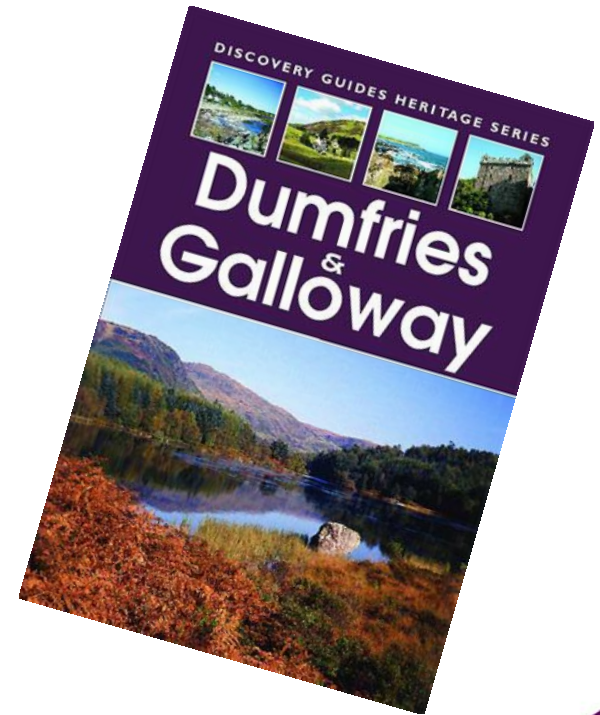
And now!

Enterprising DG



The Journey.....so far!

- The Bright Idea
- Period of uncertainty with Service Reviews and Reform
- The Enterprising Service
- A New Agenda
- Income Generation



COMMERICAL PLAN
2016 TO 2021

Enterprising DGFirst

EXECUTIVE SUMMARY

NATURALLY DGC
WASTE SERVICES
BUILDING MAINTENANCE
VEHICLE MAINTENANCE
ROADS MAINTENANCE

Dumfries & Galloway COUNCIL

BACK TO THE
BASICS

Commercial Strategy

Enterprising **DG**

- **Make best use of our resources**
- **Governance and Procurement**
- **Targeted income and efficiency savings**
- **Partnerships and Alternative Delivery models**
- **Business Innovation**
- **Supporting the Local Economy**
- **Engagement with SME's**

Innovation and Enterprising

- **Dumfries and Galloway is an Innovator.**
- **Enterprising Strategy**
- **Inward and Outward looking**
- **Partnership Working**
- **Commercial Ethos**
- **Turning a Service into a Business**



Turning The Service Into a Business

- The Purpose
- Our People
- Processes
- Our Partnerships
- Performance
- Selling the Reputation



Moving Forward

Enterprising **DG**

- Using the existing estate
- Development opportunities
- New Assets to create income
- Moving Further Afield
- Selling what we have got



Stranraer, Dumfries & Galloway
Feasibility Study for Short Term Housing, Stranraer

Joint venture between Dumfries & Galloway Council & NHS Scotland

V1.0

FEASIBILITY STUDY
SHORT TERM HOUSING, STRANRAER



AILSA HOUSE, SUN STREET
With a population of 13,200 Stranraer is the second largest town in Dumfries & Galloway. Ailsa House is located in the heart of the town within close proximity to local amenities such as Aigles Park, local primary & secondary schools.
The property currently caters to ten beds of office accommodation.
The proposals are to convert the property to six self-contained flats across the ground and first floor.
The cost of the works is estimated to be in the region of £400,000.00. However, a pre-emptive full investigatory survey has not been carried out on the structure which may uncover items requiring additional expenditure.

Accommodation Schedule		
Floor A - Ground Floor Left	Floor B - Ground Floor Right	Floor C - Mezzanine
Livingroom 14.5m ²	Livingroom 11.5m ²	Livingroom 16.5m ²
Kitchen 4.5m ²	Kitchen 4.5m ²	Kitchen 7.5m ²
Bathroom 13.3m ²	Bathroom 1 13.7m ²	WC 2.5m ²
Bathroom 4.8m ²	Showersroom 4.5m ²	Bathroom 1 10.0m ²
Circulation 4.8m ²	Circulation 7.5m ²	Bathroom 2 10.0m ²
		Bathroom 4.3m ²
		Circulation 13.3m ²
Floor A Total 48.9m²	Floor B Total 38.3m²	Floor C Total 66.8m²
Floor D - Ground Floor Right	Floor E - First Floor Left	Floor F - First Floor Right
Livingroom 16.0m ²	Livingroom 14.2m ²	Livingroom 14.8m ²
Kitchen 9.8m ²	Kitchen 4.8m ²	Kitchen 7.5m ²
Bathroom 14.5m ²	Bathroom 1 13.0m ²	Bathroom 1 11.3m ²
Bathroom 5.3m ²	Bathroom 4.8m ²	Showersroom 4.7m ²
Circulation 3.8m ²	Circulation 4.8m ²	Circulation 3.9m ²
Floor D Total 59.4m²	Floor E Total 48.6m²	Floor F Total 41.7m²
		Overall Total 277.9m²

FEASIBILITY STUDY
SHORT TERM HOUSING, STRANRAER

AILSA HOUSE
GROUND FLOOR
PROPOSED 3D





SITE AT FORMER LOCHANS PRIMARY SCHOOL, LOCHANS VILLAGE

Lochans Village is situated 3 miles south of Dumfries and Galloway second largest town Stranraer which has a population of 13,000. The site at the former Lochans Primary School is located in the centre of the village in close proximity to local amenities such as the village shop & play park. Catchment schools would be Belmont Primary School and Stranraer Academy both located in Stranraer.

The site affords good countryside views to the south and a secluded access from Thorn Street.

It is proposed to develop the site with a mixture of dwellings including two storey terrace, semi detached two storey, detached two storey and bungalow.

The cost to develop the site is currently estimated at £1.6million however further investigations will need to be undertaken to realise the full cost of utility and infrastructure connectors.

External public/local space has influenced the design of the site with all properties either overlooking or adjacent to large shared green spaces.

Accommodation Schedule

- 1no. two bedroom detached bungalow
- 2no. three bedroom two storey detached houses
- 6no. two/three bedroom two storey semi detached houses
- 2no. two bedroom two storey terrace houses



LOCHANS EXISTING



Enterprising DG

LOCHANS PROPOSED





Challenges or Tensions .

Enterprising DG

- ✓ Speed of change or decision making
- ✓ Expectations
- ✓ Trading Envy
- ✓ Risk
- ✓ One Council – the Why



Enterprising DG



And that's what we are doing.....

Ronnie Dempster
Head of *Enterprising* **DG**
Dumfries and Galloway Council

01387 271100

07850745080

Ronnie.Dempster@dumgal.gov.uk