



Dear Colleague,

APSE Scotland Commercialisation Advisory Group

I am writing to inform you that the first meeting of the Scottish commercialisation advisory group will be held at:- Irvine Townhouse and the Portal Leisure Centre, 21 High Street, Irvine, KA12 0AB.

Date: Tuesday 25 April 2017

Time:

10.00 Tea/ coffee on arrival

10:30 Advisory group commences

12:15 Buffet lunch

13.00 Tour of newly open Portal Leisure Centre

14.00 Meeting ends

Venue: Irvine Townhouse and the Portal Leisure Centre, 21 High Street, Irvine, KA12 0AB

Map: [Click here for map & to access directions](#)

Parking: The nearest long stay car park is the Caledonian (location CP5 on this [carpark map](#)). It's an approximately 5-minute walk from the Townhouse and Portal.

The agenda for the meeting is enclosed. As part of the meeting North Ayrshire Council have agreed to provide a tour of the new Portal Leisure centre for any attendees following the lunch.

The meeting is open and free to elected members and officers from APSE Scotland members.

Please ensure you confirm your attendance either by telephoning Lyndsey Moffat on 01698 459 051; or [click here](#) to book online; by email to [Lmoffat@apse.org.uk](mailto:Lmoffat@apse.org.uk) or by faxing the attached form to 01698 200 316 in order that the necessary arrangements can be made.

Yours faithfully,

Louise Melville  
Principal Advisor  
APSE Scotland



Association for Public Service Excellence

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Fax back attendance form

APSE Scotland Commercialisation Advisory Group Meeting

Tuesday 25 April 2017 Irvine Townhouse and the Portal Leisure Centre, 21 High Street, Irvine, KA12 0AB.

Please complete this form and return it to APSE via fax to Lyndsey Moffat, on 01698 200 316.

Authority:.....

Address:.....

.....

Post Code.....

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"/>
		<input type="checkbox"/>	<input type="checkbox"/>

Please help us keep our records up-to date. If your contact details have changed or you or a colleague would like to be added to the contact list, please complete the section below.

Please print details

Title \_\_\_\_\_ First Name \_\_\_\_\_ Surname \_\_\_\_\_  
Job Title \_\_\_\_\_ Authority \_\_\_\_\_  
Department \_\_\_\_\_  
Address \_\_\_\_\_  
Post Code \_\_\_\_\_  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

## Scotland Commercialisation advisory group

Tuesday 25 April 2017 10.30 to 14.00, Tea/Coffee from 10.00 at Irvine Townhouse and the Portal Leisure Centre, 21 High Street, Irvine, KA12 0AB.

1. Introduction & Welcome from Chair Cllr Archie Dryburgh
2. Attendance & Apologies
3. Minutes of previous meeting (Tuesday 31 January 2017)
4. Matters arising from previous meeting (Tuesday 31 January 2017)
5. Case study: Experiences of an **arm's length** organisation – reality versus aspirations  
Speaker: Chris Ewing, Chief Operating officer, Resource Efficient Solutions LLP
6. Case study: Angus Council's income generation Parks and Grounds services  
Speaker: Kevin Robertson, Service Manager, Parks and Burial Grounds
7. Case study: North Ayrshire's current commercial opportunities  
Speaker: Russell McCutcheon, Head of Commercial Services, North Ayrshire Council
8. The financial picture: will commercialisation and income generation play a bigger role in 2017?  
Speaker: General discussion
9. APSE Update
  - National issues
  - Briefings/researchSpeaker: Louise Melville, Principal Advisor, APSE Scotland
10. AOCB
11. Date/Time and venue for next meeting – the next meeting of the group will be confirmed following the APSE Scotland AGM which is taking place in June.
12. Lunch
13. Tour of the new Portal Leisure Centre