



Dear Colleague,

APSE Commercialisation, Income Generation & Trading Advisory Group – (Southern region)

I am writing to inform you that the next meeting of the APSE Commercialisation, Income Generation & Trading Advisory Group will be held in London as follows:

Date:	Thursday 22 nd February 2018	
Time:	10:00	Welcome!
	10:30	Driving revenue and value through Capital Investment
	11:00	Operating a shared Teckal Company – Management and Governance
	11:30	Income and Investments
	12:00	APSE Update
	12:30	Buffet lunch
	13:30	Close

Venue: The Professional Development Centre, LB of Tower Hamlets, 229 Bethnal Green Road, London, E2 6AB.

The advisory group is free for APSE member bodies and open to all elected members, officers interested in Commercialisation, Income Generation and Trading, trade unionists and policy officers.

There are a number of ways to book:

Online: [Click here](#)

Telephone: 01865 749365

Email/Post: Please complete the booking form on page 3 and return to adminsouthern@apse.org.uk, or by post to the below address.

If you have any dietary requirements, please tell us when booking so that the necessary arrangements can be made.

I look forward to welcoming you in London on Thursday 22nd February 2018.

Yours faithfully
Lorna Box
Principal Advisor

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APSE Commercialisation, Income Generation & Trading Advisory Group

Thursday 22nd February 2018
The Professional Development Centre,
LB of Tower Hamlets, 229 Bethnal Green Road, London, E2 6AB

1. Welcome – tea, coffee and registration

2. Driving revenue and value through Capital Investment

- Strategic Acquisition
- Development and Regeneration
- Setting an ambitious investment programme

Speaker: Joseph Holmes, Corporate Director, Winchester City Council

3. Operating a shared Teckal Company – Management and Governance

- What is a Teckal company?
- What prompted the initial shareholders to establish UBICO, a Teckal company now jointly owned by 7 local authorities?
- Processes to facilitate decision-making, governance and scrutiny of the organisation

Speaker: Gareth Edmundson, Managing Director, UBICO

4. Income and Investments

- Bricks- Mortar- Money - a joint APSE/CIPFA research project
 - A 10- step guide to Property Investment
 - Case studies in Property Investment
- Impact of proposed changes to the Prudential Framework on Capital Finance

Speaker: Mo Baines, Head of Communication and Coordination

5. APSE Update

6. Future topics/areas of work for the groups

7. Any other business

8. Dates for the future

Attendance Form

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Please return this form by e-mail to adminsouthern@apse.org.uk, or by post to the address on page 1

Authority:.....

Address:.....

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Post Code:.....

Name	Email	Dietary requirements

Help us keep our records up-to-date

- Recipient's contact details have changed, please amend as indicated
- Please add the below name and details to your database to receive future invitations
- Recipient has left the company (if so please complete the details below for the replacement)

Please print details

Title _____ **First Name** _____ **Surname** _____

Job Title _____ **Authority** _____

Department _____

Address _____

Post Code _____

Telephone _____ **Email** _____

Venue information

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The Professional Development Centre,
LB of Tower Hamlets, 229 Bethnal Green Road, London, E2 6AB

Map & Directions

Based between Bethnal Green and Shoreditch High Street stations, the Professional Development Centre has great transport links so it is easy to get to.



By train (underground, overground and rail)

Bethnal Green underground, Bethnal Green overground and Shoreditch High Street overground stations are all within a 10 minute walk. Liverpool Street station is only a 20 minute walk away, alternatively you can take the number 8 bus from outside the station and this drops you off directly outside the building.

By bus

Both the Bus 8 and the Bus 388 stop directly outside the Professional Development Centre, listen out for the Barnet Grove stop.

Cycling

Cyclists can park their bikes at one of our many cycle stands.

By car

Car parking is available to visitors who are registered blue badge holders.