

Scotland Excel

To: Chief Executive Officers Management Group

On: 20 February 2017

**Report
by
Director Scotland Excel.**

Associate Member Update

1. Summary

- 1.1 Scotland Excel has given a commitment to elected members to grow the income from associate member organisations. A strategy for the delivery of this was considered by the CEOMG at the November meeting and approved by the Joint Committee in December and this report provides members of the CEOMG with progress since the last meeting.

2. Recommendations

- 2.1 The members of the CEOMG are asked to note the report.

3. Background

- 3.1 Scotland Excel has prepared an approach to the development of associate members for the organisation. The strategy considered a number of categories of organisation that would be appropriate to target as part of a process to widen access to frameworks, provide additional savings to the public purse and provide an additional income stream for the organisation going forward.
- 3.2 The strategy that was approved by the Joint Committee identified that while there were a number of areas of potential interest the area that represented the best fit to current and future areas of contract delivery was the Housing Association market.
- 3.3 To target and engage with the Housing Association market Scotland Excel has attended, spoken and exhibited at a number of events including the Chartered Institute of Housing and Scottish Federation of Housing Associations conferences.
- 3.4 Consideration of an appropriate fee structure to take to the housing associations is underway. This will consider factors such as the number of units each Housing Association has and will replicate similar membership models which these organisations are currently familiar with.

3.5 As requested by CEOMG members in November, the following associate members have been added since the last meeting:

- **Forest Enterprise Scotland**
- **Historic Environment Scotland**
- **Glasgow Prestwick Airport**
- **Tayside and Central Scotland Transport Partnership**