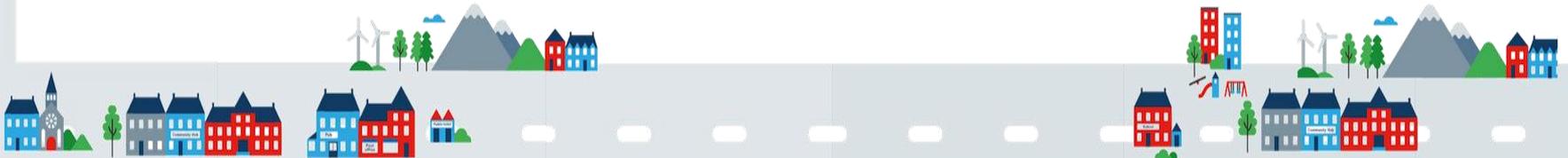


COMMUNITY OWNERSHIP: ASSETS FOR PEOPLE AND PLACE

Welcome to Assets for People and Place

Tayside Regional Event



Saving and Developing an Asset- If not **You** then **Who**?



Key questions to ask before you start:

- what is the **need/demand**? How do we know?
- do we **require** an asset to deliver on the need?
- have we looked at every asset option?
- Do we want to **buy, lease or manage**?
- will the project **promote or improve**: economic development, regeneration, public health, social wellbeing, environmental wellbeing.
- will it **reduce** inequalities?
- is it all **financially viable**?
- will it be **sustainable** in to the future?

Characteristics of success

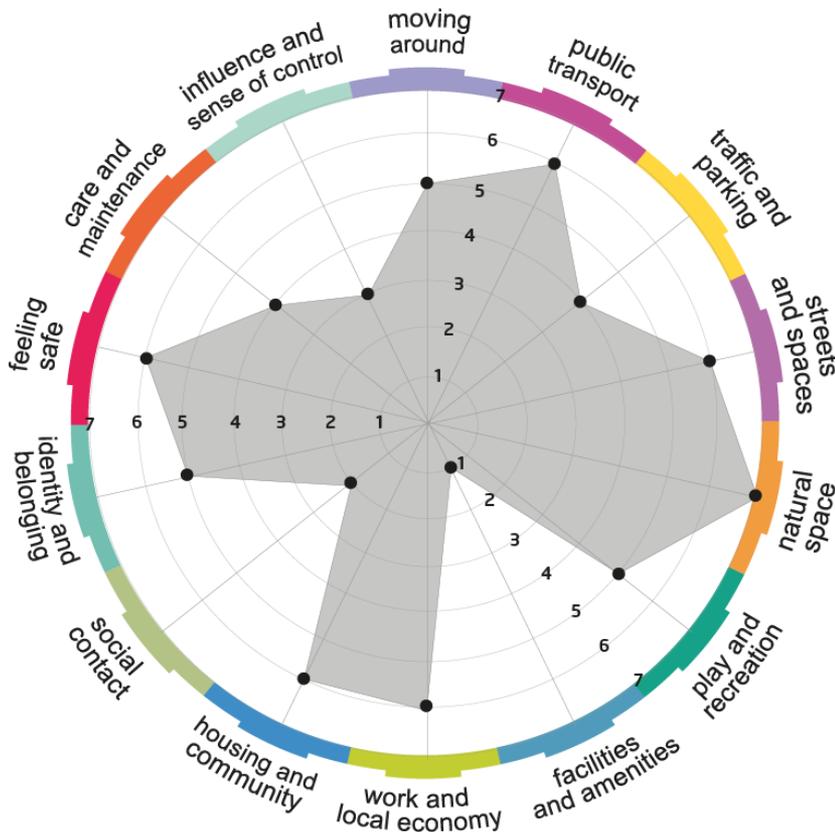
- A good Action Plan is **based on genuine community need**.
- You might start with a questionnaire – online and delivered through doors.
- You might have a community event with mapping and post-its to capture views.
- You would ideally update this every 3-5 years.



The Place Standard

www.placestandard.scot

- Free online tool
- The tool provides a simple framework to structure conversations about place. It allows you to think about the physical elements of a place (for example its buildings, spaces, and transport links) as well as the social aspects (for example whether people feel they have a say in decision making).
- The tool provides prompts for discussions, allowing you to consider all the elements of a place in a methodical way. The tool pinpoints the assets of a place as well as areas where a place could improve.



The right asset to meet your community needs



- Just because you can doesn't mean you should.
- Double-check that this asset meets your community's needs.
- If it is in very poor condition, can you raise the funds needed to redevelop it?

Learning from others who have done it already

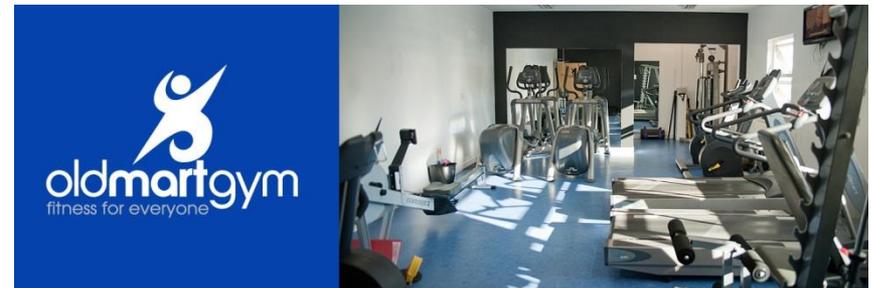
Community Learning Exchange Fund



- The Exchange will fund up to 100% of the costs of a visit by members of one community to another community project up to a limit of £750, including a host fee.
- There is nothing like learning directly from someone who already has a similar project up and running. The host organisation also benefits from a 'fresh pair of eyes'.
- DTAS administers the CLE Fund for COSS and DTAS clients.

Showing how the asset can ‘wash it’s face’

- “We rent out office space to 2 other organisations”
- “A nursery rents the lower floor of the building and this underwrites all our fixed costs” (heating, lighting, 2 p/t staff, cleaning)
- “The gym is a partnership with the NHS and we have 430 members. This makes a profit for us.”

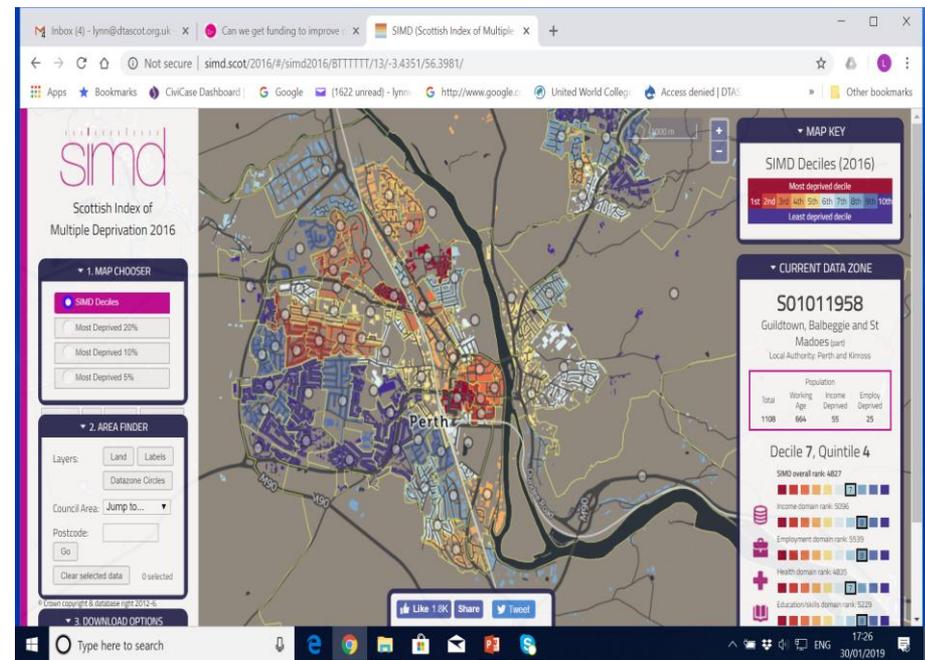


Demonstrating economic/social/health/environmental value – the added value

Are you an SIMD area?

- If you are, the chances are that you, as a community organisation, can make a big difference to reducing inequalities in health, education and economic outcomes.
- Can you deliver services in partnership with others?
Local authority, NHS etc.

www.simd.scot



Demonstrating Added Value

Informal Enquiry



Formal Enquiry = measurable outcomes

	e conomic Relentless Population Growth and Urbanization	e nvironmental Climate Change, Resource Scarcity and Biodiversity Loss	S ocial Poverty, Income Inequality, Aging Population and Unemployment	g overnance Increasing Expectations for Private Sector to Act Responsibly and Be Proactive
GLOBAL SOCIETAL CHALLENGES				
OUR SUSTAINABILITY OBJECTIVES	Provide Resilient Infrastructure and Energy-Efficient Building Solutions	Enable a Low-Carbon and Resource-Efficient Industry	Implement a High-Impact Social Strategy to Empower Communities	Embed Our Core Values into Every Action
OUR SUSTAINABILITY PRIORITIES	<ul style="list-style-type: none"> • Providing sustainable products and services • Delivering solutions for affordable & resource/energy-efficient buildings • Implementing resilient and low-impact infrastructure 	<ul style="list-style-type: none"> • Optimizing our carbon footprint through the use of alternative fuels and raw materials as well as clean energy • Minimizing air emissions and enhancing our environmental management • Conserving land, biodiversity and water 	<ul style="list-style-type: none"> • Actively participating in the development of sustainable communities • Creating social and inclusive business opportunities • Promoting empowerment, diversity and community capacity-building 	<ul style="list-style-type: none"> • Placing health & safety first • Ensuring satisfied customers and responsible suppliers • Engaging and retaining our talent • Strengthening business ethics, compliance and transparency
VALUE CREATED FOR SHAREHOLDERS AND OTHER STAKEHOLDERS	<ul style="list-style-type: none"> • Increased competitiveness and a differentiated portfolio of products, services and solutions with sustainability attributes • Growth opportunities from new market segments in both emerging and developed countries • Enhanced profitability of commercial business model 	<ul style="list-style-type: none"> • Increased value of the natural capital in our land and quarrying assets • Reduced and predictable fuel, power and water costs • Enhanced license to operate due to a strong environmental performance 	<ul style="list-style-type: none"> • Considered the best neighbor and private sector contributor to community development • Relevant engine of economic growth and self-employment in local communities • Enhanced social relevance of our operations 	<ul style="list-style-type: none"> • Improved reputation as a company with superior sustainability performance • Satisfied customers that enhance profitability and reduce operational risks • Diverse workforce and increased employee engagement

Be realistic about the condition of the building/land



- If a council is closing a building, it is likely to be to make cost savings.
- Get an early indication from a builder or quantity surveyor on the likely costs for refurbishing. Is it going to be cheaper to rebuild? Or choose another asset?

Make good use of free help and support

- COSS – funded by Scottish Government to support communities to take on **publicly** owned assets
- Community Land Team – Scot Gov team to talk to about privately owned assets (**CRTB**)
- Community Land Scotland (CLS)- new urban development officer to help with negotiations with **private** landowners (including buildings)
- TSI – local third sector interfaces. Funded to support you with setting up your organisation and helping with a funding plan. Good local knowledge and networks
- Funders – funders like SLF (Scottish Land Fund) have grant officers that will offer support to eligible organisations.

If you go forward

- Only the local community can support the long-term future of a thriving community hub. They need to be involved at all stages.
- Support agencies will work with you to help you set up the right group and to look at Asset Transfer.
- It may be that the building you want to save is beyond repair and you need funding to find that out (engineering, building condition report etc).
- If it is, you will need to find funding to build a new centre, but it can often be so much more than the original one you were trying to save.

COMMUNITY OWNERSHIP: ASSETS FOR PEOPLE AND PLACE

Thank you



Community Ownership Support Service

Sustainable empowered communities
across Scotland



Community Ownership Support Service

COSS is a Scottish government funded programme, delivered through the **Development Trusts Association Scotland** since 2011.

An Adviser led service across Scotland that:

- Helps community-based groups take ownership of public assets for community benefit .
- Supports local authorities and other public bodies in the sustainable transfer of assets in to community ownership.

Community Empowerment (Scotland) Act 2015

				
PART 1	PART 2	PART 3	PART 4	PART 5
NATIONAL OUTCOMES	COMMUNITY PLANNING	PARTICIPATION REQUESTS	COMMUNITY RIGHT TO BUY TO BUY LAND	ASSET TRANSFER REQUESTS

					
PART 6	PART 7	PART 8	PART 9	PART 10	PART 11
DELEGATION OF FORESTRY COMMISSIONERS FUNCTIONS	FOOTBALL CLUBS	COMMON GOOD PROPERTY	ALLOTMENTS	PARTICIPATION IN PUBLIC DECISION MAKING	NON DOMESTIC RATES

Part 3 – Participation Requests

Participation in an Outcome Improvement Process with a Public Service Authority

- To help **start a dialogue**
- **Contributing to the decision making** process
- Contribute to **service change**
- Seek support for **alternatives** which improve outcomes

- **Presumption in favour of community** – unless there are good grounds for refusal
- **Currently no formal appeal process**



Part 4 – Community Right to Buy

A CRtB is a **pre-emptive right to buy land** for communities throughout Scotland under Part 4 of the Land Reform (Scotland) Act 2003 - Geographically Defined Communities



Part 2 of the Land Reform (Scotland) Act 2003

COMMUNITY RIGHT TO BUY



CÒIR COIMHEARSNACHD AIR CEANNACHD
GUIDANCE FOR APPLICATIONS
MADE ON OR AFTER
15 APRIL 2016

STIÙIREADH AIRSON
TAGRAIDHEAN AIR NEO ÀS DÈIDH
15 GIBLEAN 2016

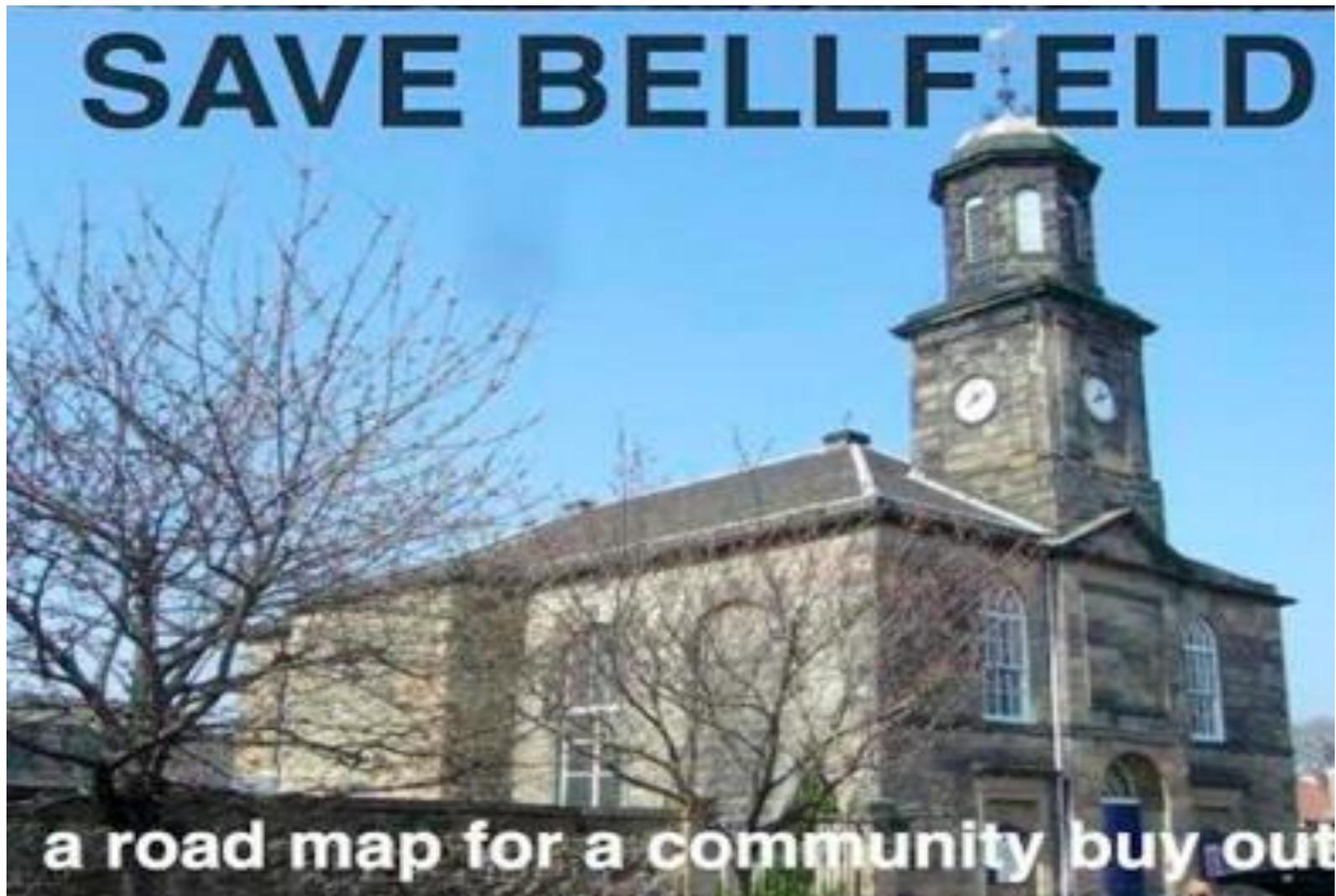
MARCH 2016



Tweaked eligibility criteria:

- 2-tier Scottish Charitable Incorporated Organisation (SCIO) and Community Benefit Society now also eligible
- No population ceiling
- More flexibility in defining area
- Minimum membership dropped to 10
- Now need 75% not 50% of members resident
- Must make meeting minutes publicly available
- Dropped audit requirement

Bellfield Church - Edinburgh



Part 4 – Abandoned, neglected and detrimental land

Eligible if :

- It is **wholly or mainly abandoned or neglected** or,
- The use or management of the land is such that it **results in or causes harm**, directly or indirectly, to the **environmental wellbeing of a relevant community**
- Community compulsory purchase
- Live from June 2018



ER'S HAIR & BEAUTY
Salon Tel: 811996

Part 5: Asset Transfer Requests

What assets can community bodies (interest and geography) request?

- The right to request to purchase, lease, manage or use land and buildings belonging to **local authorities and other Scottish public bodies**
- The assets do not have to be on a “surplus to requirements” list
- Communities can state the amount they are prepared to pay – below market value.

Community Empowerment Act

Part 5: Asset Transfer Requests

- The **presumption is in favour of communities** unless there are reasonable grounds for refusal
- Asset registers
- Annual Reports
- Timeframes for responses
- Review and appeal to Scottish Ministers

Who can make an AT request

- Community of **geography** or community of **interest**
- Open membership
- Controlled by that membership
- Community benefit purpose
- Surplus applied to benefit of community

For transfer of title - the Community Transfer Body must be:

- A limited company with a Dissolution Clause
 - (i) to another community transfer body
 - (ii) to a charity.
- A Scottish Charitable Incorporated Organisation (SCIO)
- A Community Benefit Society (BenComm)

All with no fewer than 20 members.

If a community group can't change its rules to fit the requirements, it can ask the Scottish Ministers to make it a community transfer body by law. This is called being "designated".

Community Transfer Body identifies community need

Relevant Authority publishes register of assets

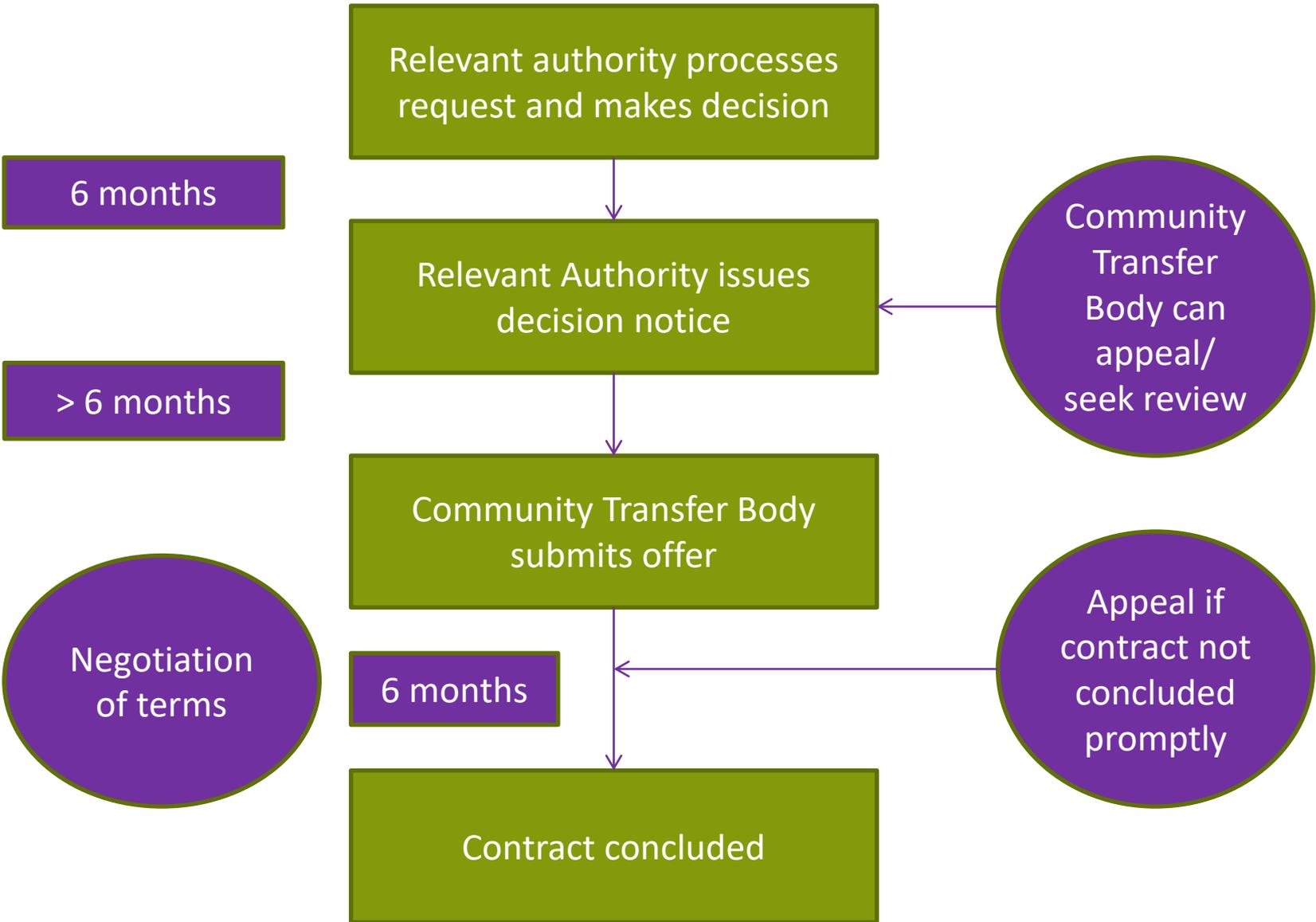
Community Transfer Body identifies suitable building/land

Relevant Authority provides information as required

Community Transfer Body submits formal Asset Transfer Request

Discussion negotiation





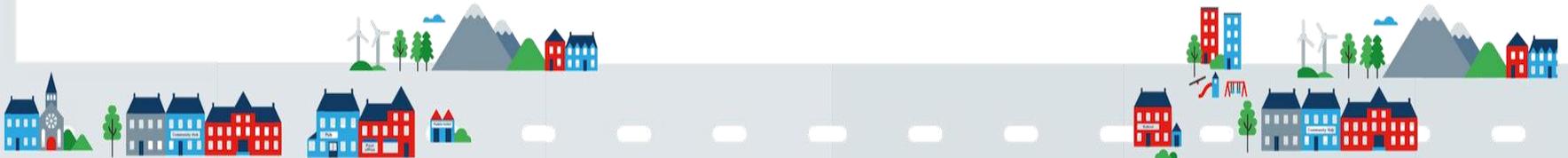
Challenges in Community Ownership

- Community capacity
- RA preference for leasing assets
- Disproportionate sense of risk
 - overly bureaucratic process
 - clawback arrangements
- Securing development finance
- Developing enterprising models to sustain assets

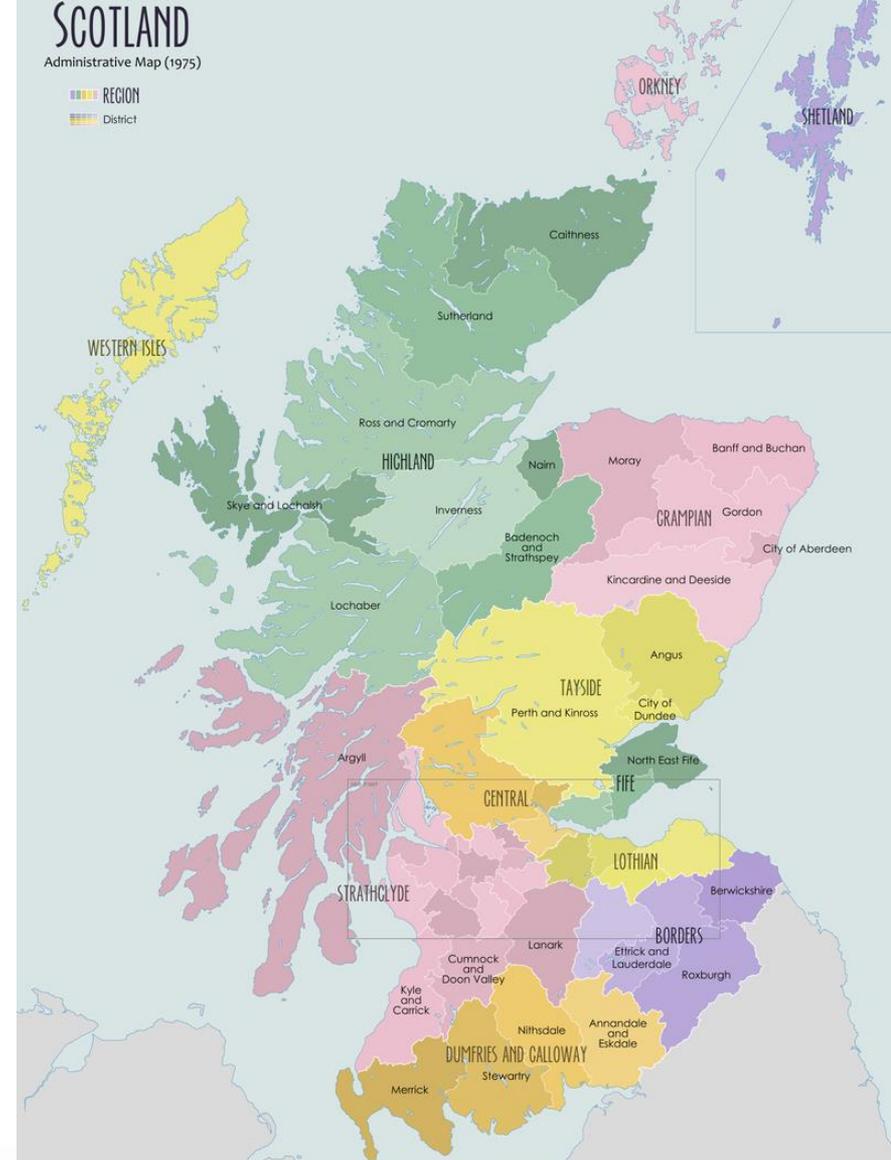
THANK YOU



Community Support in the Tayside Area



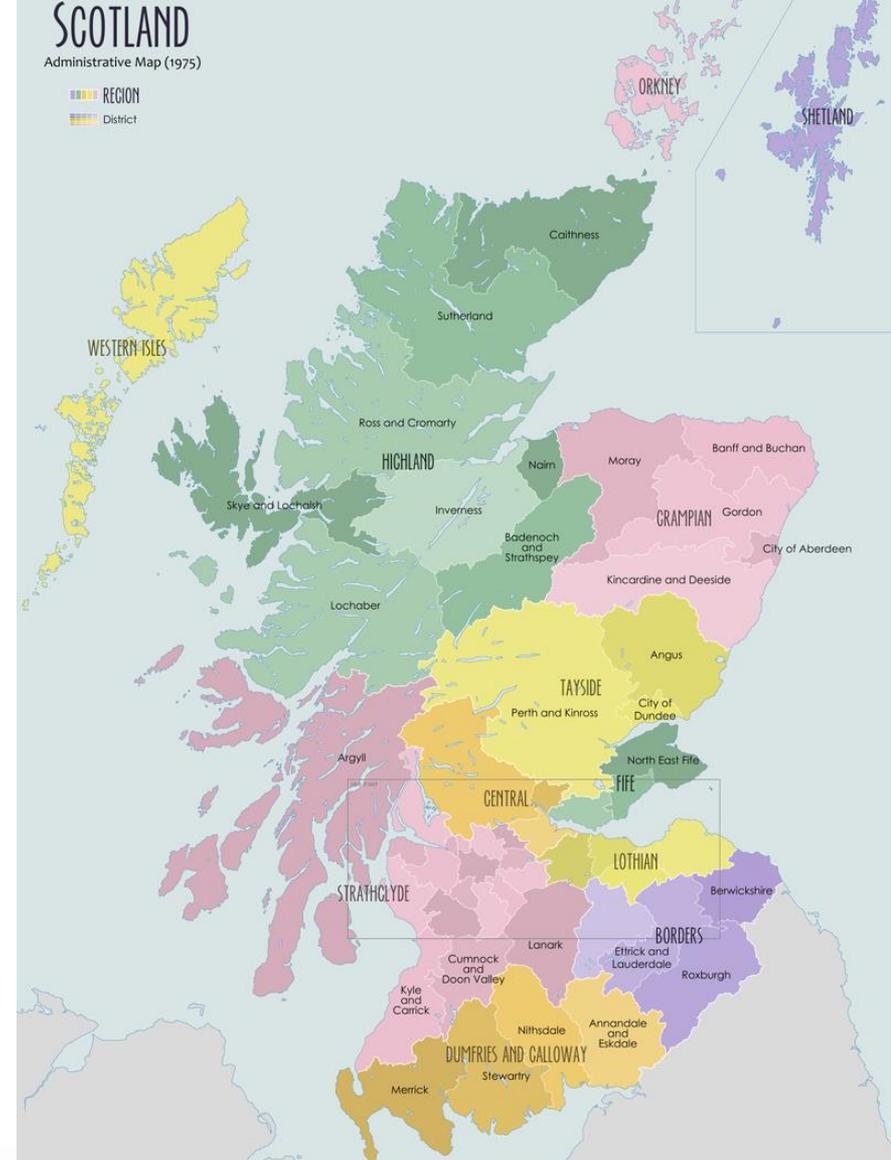
Third Sector



www.thirdsectorpk.org.uk



Third Sector Interface



www.thirdsectorpk.org.uk

Third Sector Interfaces

- Knowledge

- Build capacity

- Connect

- Voice

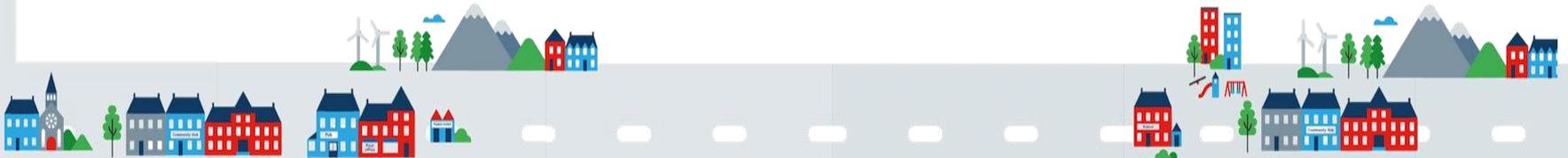
Tayside TSIs



www.thirdsectorpk.org.uk



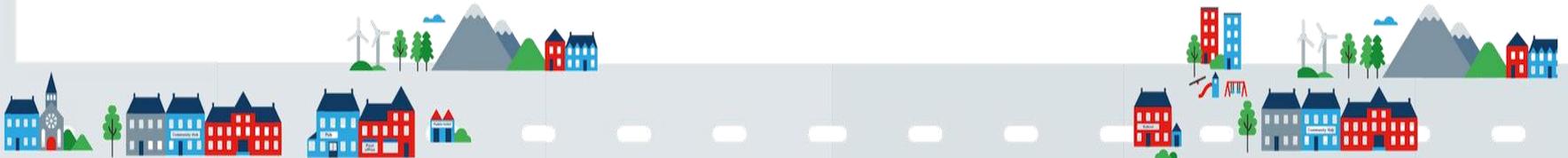
COSS Support for Asset Transfer Requests



Experience: 2011 to Today

- Over 780 enquiries
- 116 Asset Transfers
- 340 ongoing cases

All this experience has led to development of support services and tools designed specifically for asset acquisition.



Support

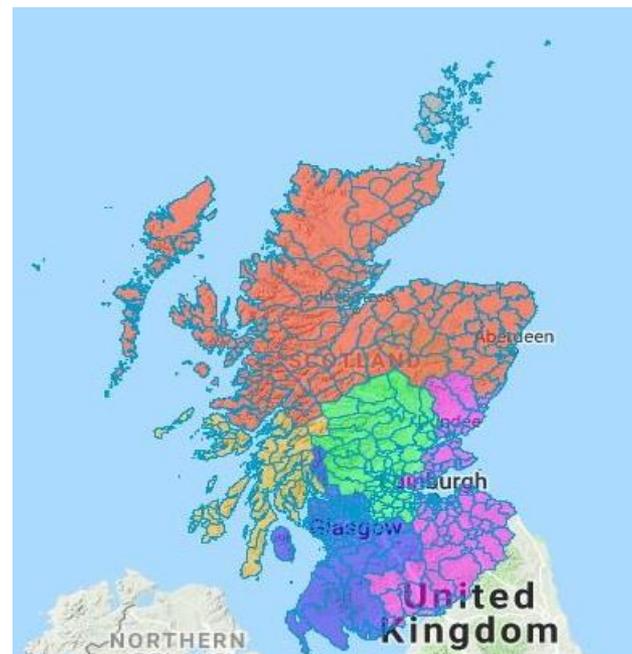
One to One

- Whole of Scotland
- Advisors on the phone, via email and face to face support for groups

Training Events

- Awareness raising
- Relevant topics and themes

Publications and online resources



Networks

- Part of Development Trusts Association Scotland (www.dtascot.org.uk)
- There are over 274 DT members across Scotland
- Links to community asset projects across UK
- Scottish Community Alliance – specialist community intermediaries
- Community Learning Exchange Fund – up to £750 for visits



www.dtascommunityownership.org.uk



COMMUNITY OWNERSHIP SUPPORT SERVICE
Development Trusts Association Scotland

Search

Any questions? [Contact us:](#)
[Twitter](#) [Facebook](#) [Email](#) [Phone](#) 0131 225 2080

[Home](#) [Community](#) [Public Bodies](#) [Resources](#) [Events](#) [Case Studies](#) [About COSS](#) [Contact Us](#)

Community Asset Transfer

Taking on an Asset - a step by step guide to an Asset Transfer Request

[Find Out More](#) →

Community Place Plans

Grassroots, whole community, plans that make a difference.

[Find Out More](#) →

Community Rights

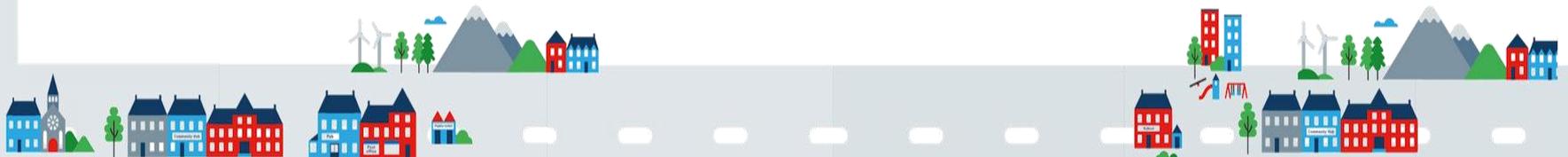
Community Rights under Scottish Government legislation

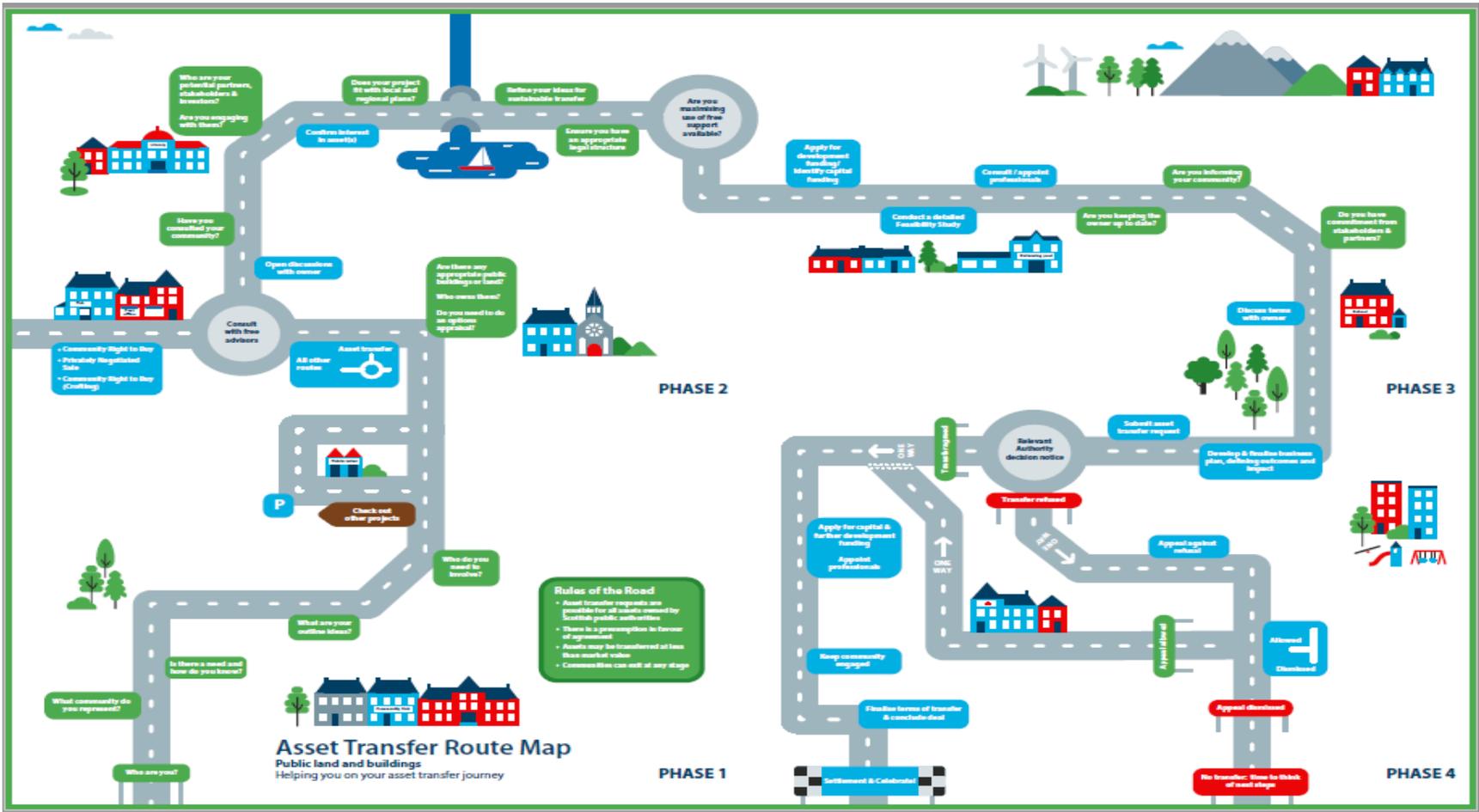
[Find Out More](#) →

Public Bodies

Transferring Assets - a guide to developing an asset transfer policy and processes

[Find Out More](#) →







Support for Relevant Authorities

- Staff and Councillor Training on Part 5: Asset Transfer
- Assist with development of Asset Transfer policies
- Respond to general queries about the SG guidance
- Relationship brokering when requested



Representation

- Collating regular issues that come up and reporting to help resolve
- Discussion on funding available
- Supporting groups with appeals to SG
- Review of RA processes to fit with Act
- Input to SG short life working groups relevant to Asset Transfer



Contact

Edinburgh main office –

Email - coss@dtascot.org.uk

Telephone – 0131 225 2080

Perth and Kinross Advisor – Lynn Molleson

Email- lynn@dtascot.org.uk

Telephone – 0131 225 2080

Dundee and Angus Advisor – Nicky Donald

Email – nicky@dtascot.org.uk

Telephone – 0131 225 2080



COMMUNITY OWNERSHIP: ASSETS FOR PEOPLE AND PLACE

Coffee Time



Viability Not Liability Enterprising Assets



Confidence

Confidence that you can be sustainable...

Sustainable growth encompasses a business model that creates value consistent with the long-term preservation and enhancement of financial, environmental and social capital...

Review of Enterprise and Management Studies, 2013

- “Washing your face”
- Creating a surplus – saving for a ‘rainy day’



Confidence

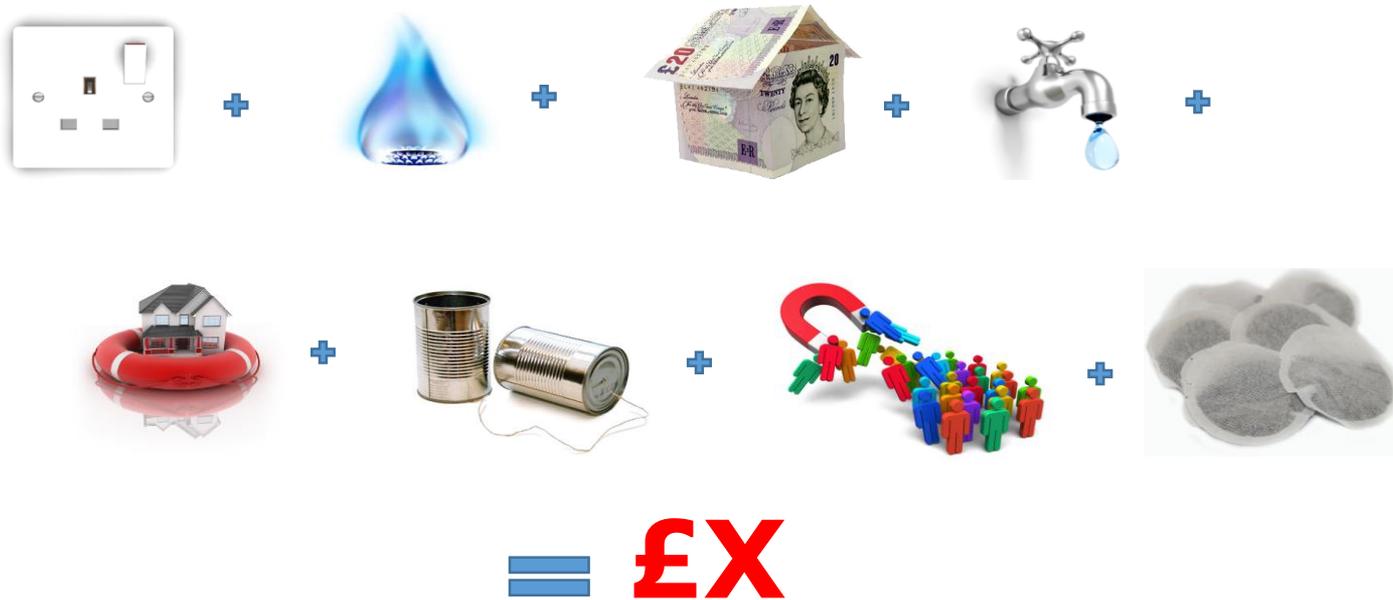
When is the time to start thinking about sustainability?

Now!

- Before you take it on
 - As you develop your transfer proposals
 - As you implement your plans
- ... there is help out there!*



building costs



staffing & contract costs



= **£Y**

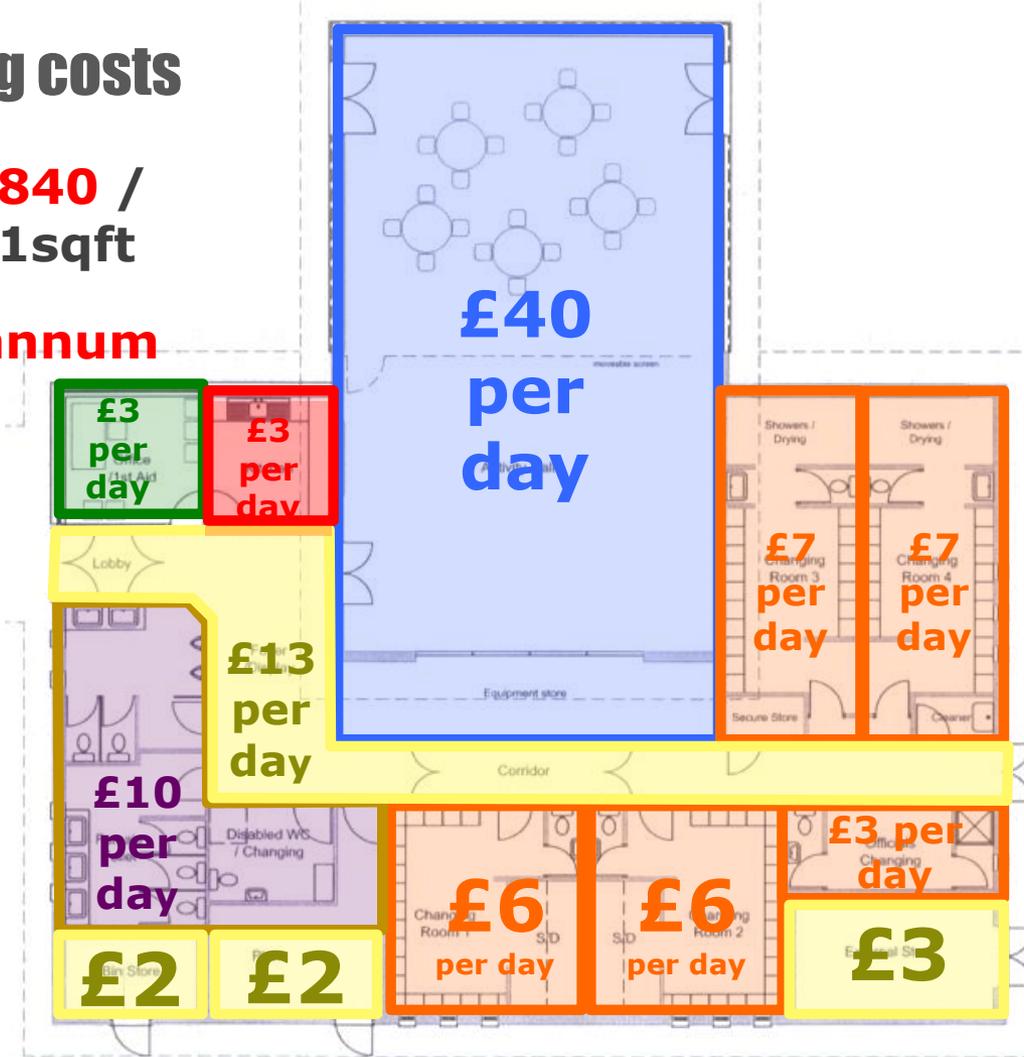
£X + £Y = operating costs

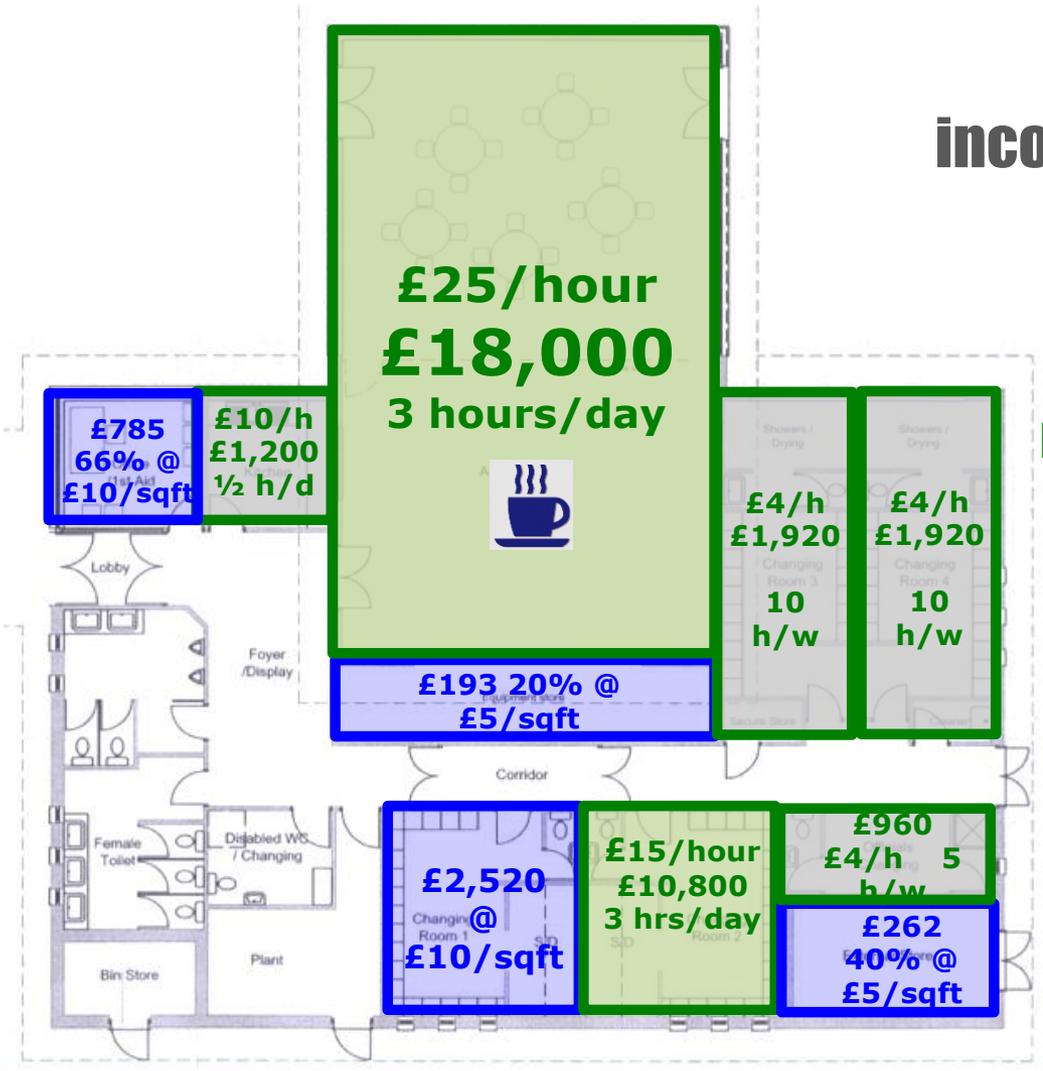


running costs

**£37,840 /
4,221sqft**

≈
£9 /sqft/annum





income

Work & Storage Space:
£3,760

Room Rental:
£34,800

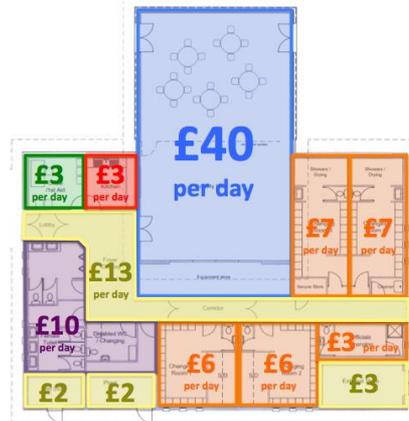
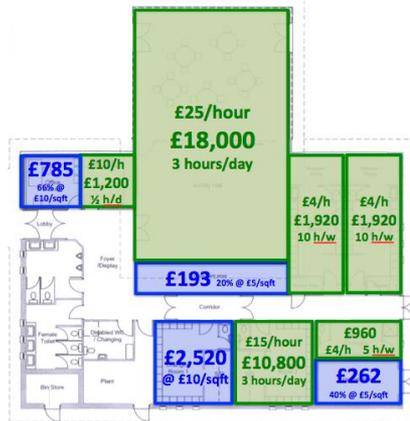
Refreshments:
£3,240

*50p profit/cup
1/person every 3 hours*

Total income:
£41,800



the bottom line



$$\text{£41,800} - \text{£37,840} = \text{£3,960}$$



Enterprise

It's all about...

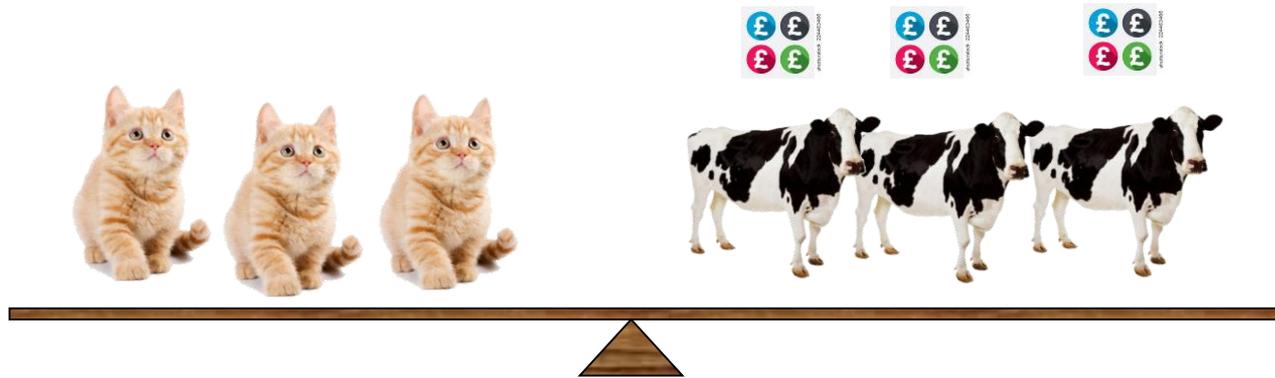


...being able to support
your pet kitten



Enterprise

... with your cash cows



Income Generation - Getting the Balance Right

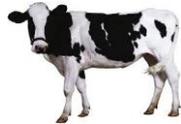


Enterprise

What does a cash cow look like?



It could be a contract or a Service Level Agreement (SLA)



It could be direct sales



It could be space rental



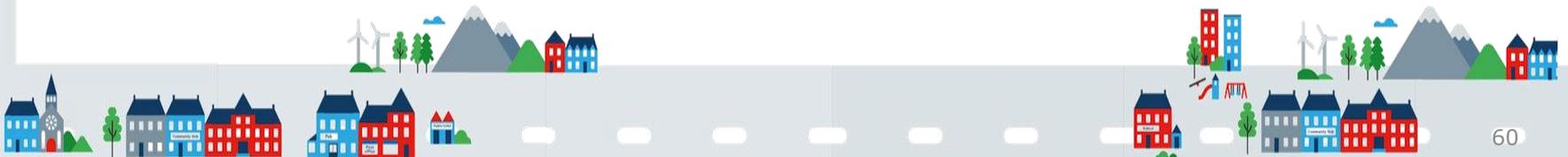
.... or any combination of those.



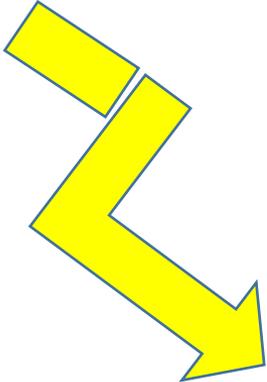
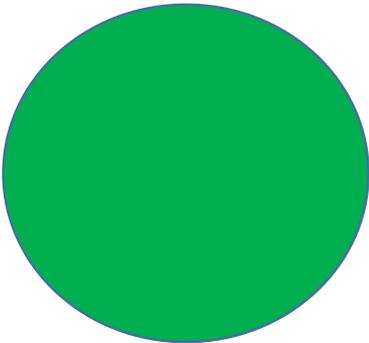
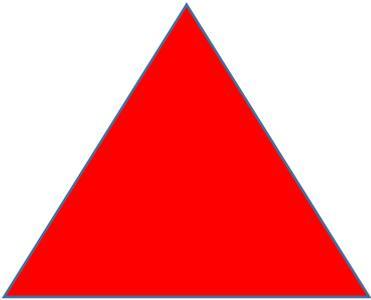
Capacity

Organising yourself:

- As a committee
- As a subgroup
- Recruit people onto the Board with relevant expertise and interests
- Professional experts/fundraising consultants
- Partnerships

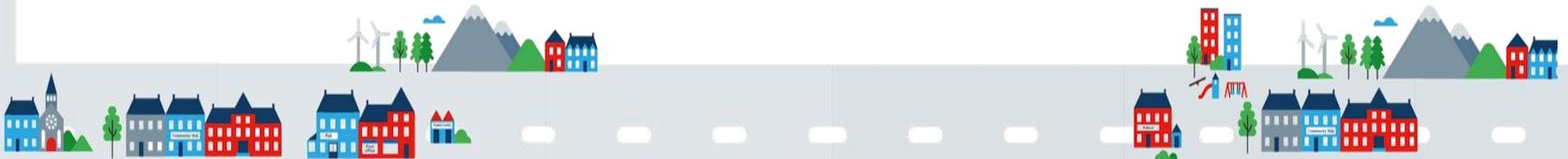


Personality types



business planning is all about

CHANGE



COMMUNITY OWNERSHIP: ASSETS FOR PEOPLE AND PLACE

Lunch



Fittie Community Development Trust (SC046775)



Timeframe?

From 14th April, 2014 to...1st October, 2018...



How? What does it take?

- Hard work, and lots of it.
- Time, and lots of it.
- Using the expertise available to groups like ours.
- Learning, learning, learning...
- Persistence.
- Resilience.
- A motivated team who respect each other and acknowledge different skills and capacities.
- Quality Communication and consultation with Community.



Anything else?

- Gardening group planning session.



- Wooing volunteers.
- Liaison with other projects.
- Working alongside trades and professionals.
- Involving ourselves with national projects.
- Applying the seats of our bottoms to chairs and getting the grant applications written.
- Being courteous, friendly, outgoing and willing to work for no money.



Getting out and about...

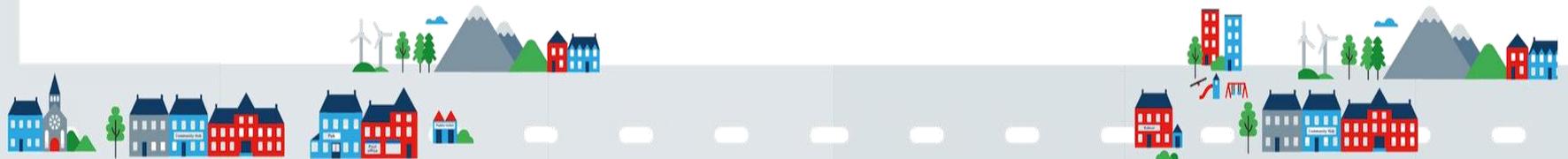
Anne schmoozing at Keep Scotland Beautiful.



Fly cups during 'Glitter Pick' Beach Clean.



Thanking the village...



Present...



Thanks for listening.
Any questions?



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Calum Couston
North East Scotland
Scottish Land Fund Adviser
Highlands and Islands Enterprise



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Scottish Land Fund 3

Supporting Scottish communities to become more resilient and sustainable through the acquisition, ownership and management of land and land assets.



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

- Scottish Land Fund (3) runs from April 2016 - March 2020
- Programme Headlines:
 - Increase in scale - £10m per year;
 - Increase in scope - extension to urban as well as rural Scotland;
 - Limited revenue support available alongside acquisition costs.



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Programme Outcomes

Communities will:

1. Achieve more sustainable economic, environmental and/or social development through ownership of land and buildings;
2. Have a stronger role in and control over their own development;
3. Own well managed, financially sustainable land and buildings.



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Two-stage process:

Stage 1 – Feasibility/ Pre-acquisition

- Information gathering;
- Feasibility funding.

Stage 2 – Acquisition

- Grants for acquisition;
- Limited revenue funding.

- To help investigate community aspirations, feasibility, sustainability around ownership of a particular asset.

- NB acquisition only, NOT post-acquisition development costs.



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Stage 1: Feasibility Funding (pre-acquisition)

Who can apply?

- Community organisations;
- Written governing document ;
- At least three unrelated people in your management committee;
- UK based bank or building society account.

How Much?

- £2,500-£30,000* (*- average is c£10,000)



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Stage 2: Grants for Acquisition

Who can apply?

Organisations that are community-led, community-controlled and defined by a *geographical area* i.e. not communities of interest.

Governing document requirements:

- Social Purpose;
- Open Membership;
- Community Control;
- Non Profit-Distributing.



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Stage 2: Grants for Acquisition

- Grants based upon independent valuation not asking price;
- **Up to £1 million** (Up to 95% of SLF project costs – average is around 80%);
- Match funding / negotiated discount;
- An asset not a liability (immediate use/meanwhile use);
- If post asset development funding is required- are you speaking with other funders? EG RCGF/Heritage Funders/LEADER/ national & local trusts etc.



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Process:

- Enquiries through Big Lottery Fund
- Referral to SLF Adviser – applicant support
- 2 stage application process:
 - Stage 1 assessment by Highlands and Islands Enterprise
 - Stage 1 decision by SLF Management Group
 - Stage 2 assessment by Big Lottery Fund
 - Stage 2 decision by independent Scottish Land Fund Committee, appointed by Ministers



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

SLF 3 (April 16 - January 2019)

Pipeline enquiries- currently around 250 projects in varying stages of development.

108 communities have acquired assets to date



The Scottish Government



Scottish Land Fund

Ionmhas Fearainn Na H-Alba

Contact:

Big Lottery Fund (all initial enquiries)

0300 123 7110

advicescotland@biglotteryfund.org.uk

calum.couston@hient.co.uk

www.hie.co.uk/ten-steps



The Scottish Government





Development Funding (post-acquisition)



**COMMUNITY
FUND**



Last year, we supported communities to deliver



1,131 projects



in Scotland using money raised by



National Lottery players





We fund

all sorts

of work





We don't bite!



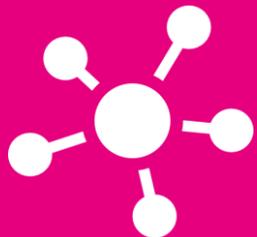
We want projects
we fund to be:



people-led



strengths-based



connected



National Lottery Awards for All Scotland



NATIONAL
LOTTERY FUNDED

- ▶ Simple to apply for **£300** to **£10,000**
- ▶ Very broad: community, sports, arts
- ▶ Events, equipment, promotion, start-up costs and more
- ▶ Involve your community in planning/delivery!



Community Led



- ▶ Grants from **£10,000** to **£150,000**
- ▶ Support communities to improve the places in which they live and the wellbeing of those most in need.
- ▶ Focus on inequality and disadvantage
- ▶ Everyone in the community has the opportunity to influence and get involved
- ▶ Primarily revenue funding



What can we fund?



- ✓ Salaries/staffing costs
- ✓ Overheads
- ✓ Travel
- ✓ Refurbishment
- ✓ Equipment
- ✓ Promotion/marketing
- ✓ Building/asset purchase (local communities)
- ✗ Individual people or sole traders
- ✗ Promotion of religion or political views



Our blog



The screenshot shows the homepage of the National Lottery Community Fund Scotland blog. At the top, there is a banner image with the text "The National Lottery Community Fund blog - Scotland". Below this is a navigation menu with links for "home", "about", "the big blog", "northern ireland", and "wales". The main content area features a post titled "The National Lottery Community Fund Scotland" dated "JANUARY 29, 2019" by "Aymie Black". The post includes the Community Fund logo and a large image of a hand holding a heart. To the right of the post, there are sections for "EMAIL SUBSCRIPTION" (with a "Sign me up!" button), "RECENT POSTS" (listing several articles), "LINKS" (with links to "Big Lottery Fund Scotland", "Heroes Return Blog", and "The People's Millions"), and "FUNDING PROGRAMMES". A search bar is also present.

▶ latest on new funds
▶ how-tos
▶ news...

bigblogscotland.org.uk



Monthly E-bulletin



Latest funding success rates



Ever wondered how likely you are to be successful when applying to us for funding?

[Read our blog](#)

▶ hints and tips
▶ info on funds
▶ other stories...

is.gd/bigbulletin A dark blue banner containing the URL "is.gd/bigbulletin" in white text, followed by a white speaker icon with sound waves.

Central Scotland Funding Team

Perth & Kinross, Fife,
Stirling, Clackmannanshire
and Falkirk



North East Funding Team

Aberdeen, Aberdeenshire,
Angus, Dundee and Moray



For projects in:



Perth & Kinross - Amy.Mclaren@tnlcommunityfund.org.uk

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Keep in touch!



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COMMUNITY OWNERSHIP: ASSETS FOR PEOPLE AND PLACE

Thank you for Attending Assets for People and Place

Tayside Regional Event

