

**ASSORTED COMMUNICATIONS WITH CHARLOTTE STREET PARTNERS LTD**

**Part 1 - Formal correspondence (MACCS and MiCase)**

2015/0004172

Ministerial Correspondence Unit

T: 0131-244 2772  
E: [redacted]@scotland.gsi.gov.uk



Mr Andrew Wilson  
Charlotte Street Partners

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Your ref:  
Our ref: 2015/0004172  
29 January 2015

Dear Mr Wilson

I am writing to acknowledge receipt of your recent correspondence to Nicola Sturgeon regarding BBC Children in Need Speaker Request.

As you will appreciate, Ministers' diaries are always very busy, but your kind invitation will receive careful consideration. Ministers aim to reply to you as soon as possible.

Yours sincerely,

**[redacted]**  
**Ministerial Correspondence Unit**

From: Andrew Wilson [mailto:Andrew@charlottestpartners.co.uk]

Sent: Monday, January 26, 2015 03:14 PM

To: Lloyd E (Elizabeth)

Cc: Rebecca

<rebecca@themurraypartnership.co.uk<mailto:rebecca@themurraypartnership.co.uk>

>

Subject: BBC Children in Need - Speaker request

Elizabeth

Sorry to trouble you with this. Do let me know if there is a simpler route for such requests.

I copy Rebecca who leads the BBC Children in Need Scottish business outreach.

Our request is for the FM to speak this year, last year it was Robert Smith. Formal note below

Children in Need, Scottish Business Friends

Scottish Business Friends of BBC Children in Need officially launched last November at the inaugural St Andrew's Night Dinner. At that event Lord Smith of Kelvin proposed our Toast to Scotland and St Andrew. We are thrilled that around ?20k was raised for the charity to help some of the many worthwhile projects in Scotland. At the start of 2014 our update of UK-wide projects showed ?270,000 allocated to 9 projects in Scotland. The detail is attached. Children in Need funds nearly 300 projects in Scotland in total and the Scottish Business Friends Network would like to help to double that.

We are already planning the 2015 event and would be delighted if Nicola Sturgeon, First Minister, would consider proposing the Toast to Scotland and St Andrew's Night.

The date is Thursday 29th November and the venue is The Sheraton Grand Hotel & Spa, Festival Square, Edinburgh. We expect around 300 guests representing all of Scotland's major corporate organisations together with several high profile individuals. We are working with BBC Children in Need to secure our 'after dinner speaker' and will confirm this with you asap.

If you need any further detail in order to help make a decision please let me know.

Very best and see you Friday

Andrew

Andrew Wilson

Managing Partner

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)<<http://www.charlottestpartners.co.uk/>>

@cstreetpartners

T: [redacted]

Minister for Transport and Islands  
Derek Mackay MSP

T: 0300 244 4000  
E: [scottish.ministers@scotland.gsi.gov.uk](mailto:scottish.ministers@scotland.gsi.gov.uk)



Mr Malcolm Robertson

By e-mail: [Malcolm@charlottestpartners.co.uk](mailto:Malcolm@charlottestpartners.co.uk)



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Our ref: 2015/0009954

25 March 2015

Thank you for your e-mail of 10 March case seeking a meeting between Global Infrastructure Partners and Keith Brown MSP, Cabinet Secretary for Infrastructure, Investment and Cities to discuss issues surrounding the Airports Commission and to provide an update on progress at Edinburgh Airport.

I am responding as these issues fall within Mr Mackay's portfolio.

Mr Mackay would be delighted to meet with Global Infrastructure Partners, subject to Parliamentary business. Please contact the Minister's Assistant Private Secretary, [redacted], at [transportminister@scotland.gsi.gov.uk](mailto:transportminister@scotland.gsi.gov.uk) or on 0141 278 4403 to finalise the necessary arrangements.

Kind regards

**[REDACTED]**  
PRIVATE SECRETARY

Ministerial Correspondence Unit

T: 0131-244 3003  
E: [redacted]@scotland.gsi.gov.uk



Mr Malcolm Robertson

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Your ref:  
Our ref: 2015/0009954  
16 March 2015

Dear Mr Robertson

I am writing to acknowledge receipt of your recent correspondence to Keith Brown regarding global infrastructure partners.

As you will appreciate, Ministers' diaries are always very busy, but your kind invitation will receive careful consideration. Ministers aim to reply to you as soon as possible.

Yours sincerely,

**[redacted]**  
**Ministerial Correspondence Unit**

From: Malcolm Robertson  
Sent: 10 March 2015 12:27:26  
To: Scottish Ministers  
Cc: Lloyd E (Elizabeth)  
Subject: DIARY: Global Infrastructure Partners  
For the attention of the office of the Cabinet Secretary for Infrastructure, Investment and Cities

I am writing on behalf of Global Infrastructure Partners, which owns Edinburgh and Gatwick Airports.

Michael McGhee, GIP Partner, met the First Minister recently at a dinner in Edinburgh and wrote to her asking if he might engage with Scottish Ministers on the issues surrounding the Airports Commission and how Scotland will benefit or otherwise from the decision due to be taken by commissioners in the summer.

We do understand the many pressures on diaries, but would very much welcome the opportunity to engage with Keith Brown on this subject, and of course to update the Cabinet Secretary on progress at Edinburgh Airport.

I look forward to hearing from you.

Regards,

Malcolm.

Malcolm Robertson

Managing Partner

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

@cstreetpartners

[redacted]

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**Hunter G (Glenn)**

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**From:** [REDACTED] on behalf of First Minister  
**Sent:** 20 May 2015 16:49  
**To:** Ministerial Correspondence Unit  
**Cc:** [REDACTED]  
**Subject:** FINAL REPLY: MACCS 2015/0018010 - INVITATION 'In Conversation' - India Knight & Camilla Long with Charlotte Street Partners

Final reply to MACCS 2015/0018010.

Cheers

[REDACTED]

**Assistant Diary Secretary to the First Minister**  
5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG | T: [REDACTED]



Office of the First Minister of Scotland  
**FirstMinister.gov.scot**  
Prìomh Mhinistear na h-Alba



Please note, I work a part time flexible working pattern over Tuesday, Wednesday and Thursday. My mailbox is not monitored on Mondays and Fridays.

**From:** <firstminister@scotland.gsi.gov.uk>  
**Date:** Tuesday, 19 May 2015 16:37  
**To:** Rachel Osborne [REDACTED]@charlottestpartners.co.uk>  
**Subject:** RE: INVITATION 'In Conversation' - India Knight & Camilla Long with Charlotte Street Partners

Dear Ms Osborne

Many thanks for your invitation to the First Minister, Nicola Sturgeon.

Unfortunately, due to an existing diary commitment, the First Minister is not available tomorrow evening to attend the event at the G&V Royal Mile Hotel.

Please accept our best wishes.

[REDACTED]

**Assistant Diary Secretary to the First Minister**  
5<sup>th</sup> Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG |



Office of the First Minister of Scotland  
**FirstMinister.gov.scot**  
Prìomh Mhinistear na h-Alba



Please note, I work a part time flexible working pattern over Tuesday, Wednesday and Thursday. My mailbox is not monitored on Mondays and Fridays.

**From:** [REDACTED] (mailto:[REDACTED]@charlottestpartners.co.uk)  
**Sent:** 01 May 2015 15:54  
**To:** [REDACTED]

Ministerial Correspondence Unit

T: 0131-244 9911  
E: [redacted]@scotland.gsi.gov.uk



[redacted]

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Our ref: 2015/0016010  
6 May 2015

Dear Ms Osborne

I am writing to acknowledge receipt of your recent correspondence to Nicola Sturgeon regarding your invitation.

As you will appreciate, Ministers' diaries are always very busy, but your kind invitation will receive careful consideration. Ministers aim to reply to you as soon as possible.

Yours sincerely,

**[redacted]**  
**Ministerial Correspondence Unit**

From: [redacted] [mailto:[redacted]@charlottestpartners.co.uk]

Sent: 01 May 2015 15:54

To: [redacted]

Subject: INVITATION 'In Conversation' - India Knight & Camilla Long with Charlotte Street Partners

Importance: High

[<https://mادميمي.com/images/30015747311/beacon.gif?>]

[CSP eshot invite 2-2]

Charlotte Street Partners is delighted to invite you to join us for the next in our series of events, entitled 'In Conversation with...'

On this occasion, we are thrilled to be welcoming novelist and journalist India Knight, together with Camilla Long, her fellow Sunday Times columnist and the newspaper's celebrated film critic. India and Camilla will be in dialogue in Edinburgh on Wednesday 20 May, discussing India's new book 'In Your Prime: Older, Wiser and Happier'.

Humane, witty, wise and full of practical advice, this guide to ageing is the book for which every woman has been waiting. 'Our mothers' fifty is not our fifty. We have no map, no blueprint, no nothing. We have no sense of what is and isn't age-appropriate, or even of whether age-appropriateness is still relevant. We're supposed to be grownup, but we seldom feel it.' Part guide, part memoir, part manual, 'In Your Prime' seeks to provide proper, weighty answers to the questions women are asking themselves now. Covering a wide range of subjects from clothes to cosmetics, being a parent to older children, having older parents and what that entails, and of course, the menopause, In Your Prime is the definitive, much-needed guide to approaching middle age with confidence and panache.

We very much hope you will be able to join us for what promises to be an engaging evening, full of wit and wisdom.

Wednesday 20 May

The G&V Royal Mile Hotel, 1 George IV Bridge, Edinburgh, EH1 1AD

6.00pm - Drinks & Canapés

6.30pm - India Knight & Camilla Long 'In Conversation'

7.30pm - Drinks & Networking

8.00pm - Close

RSVP to [redacted]<mailto:events@charlottestpartners.co.uk> by Friday 8 May

Please note places are limited and this invitation is strictly non-transferable.

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Rùnaire a' Chaibineit airson Cùisean Dùthchail, Biadh agus an Àrainneachd  
Cabinet Secretary for Rural Affairs, Food and the Environment  
Ridseard Lochhead BPA  
Richard Lochhead MSP



F/T: 0300 244 4000  
E: [scottish.ministers@gov.scot](mailto:scottish.ministers@gov.scot)  
Ms Jane Bickerstaffe  
[redacted]

By email: [Susan.Arthur@charlottestpartners.co.uk](mailto:Susan.Arthur@charlottestpartners.co.uk)

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Ar faidhle/Our ref: 2016/0010519  
15 April 2016

Dear Jane

Thank you for the e-mail of 18 March to the First Minister, concerning deposit return and littering, which she has shared with me.

As I have previously noted, I announced the next steps of this process on 30 December 2015, including a thorough examination of the issues raised in Zero Waste Scotland's call for evidence. I understand that the Packaging Recycling Group Scotland (PRGS) has been involved in this process and I would encourage PRGS to continue to engage with Scottish Government officials in this matter and support the evidence gathering work that is currently being undertaken.

Regards,

[redacted]

**RICHARD LOCHHEAD**

From: Susan Arthur [mailto:Susan.Arthur@charlottestpartners.co.uk]  
Sent: 18 March 2016 14:26  
To: Nicola.Sturgeon.msp@scottish.parliament.uk; First Minister  
Cc: Fleming M (Malcolm); john.swinney.msp@scottish.parliament.uk; Scottish  
Ministers; richard.lochhead.msp@scottish.parliament.uk  
Subject: Letter from Packaging Recycling Group Scotland

Dear First Minister,

I have attached for your attention a letter from the Packaging Recycling Group Scotland (PRGS) , a body of over 30 leading trade organisations and companies from across the food and drink supply chain. The letter outlines their serious concerns about the negative consequences of introducing a deposit return scheme (DRS) for drinks containers in Scotland.

PRGS believes that a DRS would cause expense and inconvenience to consumers, damage business and existing recycling and anti- littering initiatives, which the industry is committed to investing in, and increase environmental impact. The PRGS wishes to draw these matters to your attention as you develop your government's and party's thinking on the issue.

It is also being copied to John Swinney, Richard Lochhead and Malcolm Fleming.

For your information, Charlotte Street Partners is working to support PRGS.

Kind regards

Susan

Susan Arthur

Senior Associate

Charlotte Street Partners

[redacted]

[redacted]

www.charlottestpartners.co.uk<<http://www.charlottestpartners.co.uk>>

@cstreetpartners

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Ms Nicola Sturgeon MSP  
First Minister of Scotland  
Scottish Government  
St Andrew's House  
Regent Road  
Edinburgh, EH1 3DG  
Friday 18<sup>th</sup> March 2016

Dear First Minister

We write as members of the Packaging Recycling Group Scotland (PRGS) – a body of over 30 leading trade organisations and companies from across the food and drink supply chain,

formed to work collaboratively with the Scottish Government, Zero Waste Scotland, local authorities and others on partnership action to boost recycling, reduce waste and tackle littering.

Our membership includes significant Scottish employers such as AG Barr and Coca-Cola Enterprises, as well as trade associations representing the retail industry including the Scottish Retail Consortium, and smaller businesses and employers such as the Scottish Grocers Federation. In the retail sector alone there are a quarter of a million jobs in Scotland, and many more in the industries of other PRGS members.

As leading companies and bodies in the food and drink sector in Scotland we work responsibly in everything we do – as employers committed to making Scotland a more prosperous, healthy, sustainable country. As we seek to grow our businesses, we continue to work hard to minimise the environmental impact of our operations. We strongly support the Scottish Government’s vision for a greener, cleaner Scotland.

On that basis, we wish to communicate our very serious concerns about the consequences of introducing a deposit return scheme (DRS) for drinks containers in Scotland. It would cause expense and inconvenience to consumers, particularly vulnerable people; damage business and existing recycling and anti-littering initiatives which we as an industry are committed to investing in; and increase carbon emissions and environmental impact.

This letter follows previous discussions PRGS members have had with you in raising this matter, including of course during your visit to the Coca-Cola Enterprises factory in East Kilbride last year.

We all share the same objectives to prevent and reduce litter and increase recycling. PRGS believes that in order to do that effectively we need to build on existing success and design the strongest, most sustainable solution for Scotland - utilising the substantial expertise that exists across the industry, with the reach it has.

**Our customers have told us in surveys that a deposit return scheme would act as a tax on hardship and immobility** as, unlike the carrier bag levy, there would be no way consumers could avoid the additional household expenditure.

It is a regressive measure that would fall disproportionately on low income, older and disadvantaged consumers.

Prices for consumers would rise by around 20 pence on a range of bottled and canned items, including everyday essentials such as fruit juices, bottled water and milk. The cost of multipack soft drinks would increase by more than 50 per cent.

A study carried out by environmental consultants Environmental Resources Management (ERM) in 2013 calculated that unredeemed deposits for Scottish consumers would be £87 million a year.

Inevitably, customers living in remote areas, people with limited mobility who may shop by home delivery and disadvantaged communities where only a minority of households have access to a car, would be less able to return containers, and thus would end up paying more than other people.

86 per cent of Scottish customers surveyed by the Scottish Retail Consortium members said deposit and return would therefore discriminate against disadvantaged people. Nearly half of those surveyed said they would have to buy fewer products in order to balance their household budgets.

**We are concerned about the damage to smaller Scottish businesses and the communities they support.** There are over 5,600 convenience retailers across Scotland which provide 44,000 jobs. They could not afford the expense or the space to buy special machines to handle returns of containers and would therefore risk losing customers.

The Scottish Retail Consortium estimates that the lost selling space required to house a reverse vending machine in a convenience store would result in a loss of £25,000 to £35,000 of sales per year per store. This would jeopardise jobs, consumer choice and community investment.

Another cost for both business and consumers would be the need to introduce different labelling for those products sold in Scotland in order to stop fraudulent claims on containers bought in the rest of the UK. It's not merely about putting a different label on a bottle – it means having a different production run and maintaining two different inventories of filled products.

75 to 80 per cent of brand products and nearly 100 per cent of supermarket own brand products are sold UK-wide, and so a DRS would require a fundamental change to business models, adding significant costs and complexity to businesses.

Smaller manufacturers, such as micro-brewers, may find it uneconomical to dual label their products creating a barrier to trade with the rest of the UK. Additional labelling requirements may impact the price point of artisan Scottish products, reducing their appeal and resulting in being delisted outside Scotland.

**PRGS believes that we must build on Scotland's unique successes that make it easy for everyone to recycle, not strip money from successful programmes.** We need to protect the assets, especially kerbside recycling of all types of materials (not just drinks containers), that we have already invested heavily in. Those assets are consumer friendly and provide equality of access.

A DRS would result in a substantial loss of income, estimated at £5.3 million a year, to local authorities from kerbside recycling.

We should not risk damaging kerbside recycling by diverting the highest value materials to a parallel system which would require more lorries on the road and therefore increase carbon emissions and environmental impact.

Similarly, we are concerned that a DRS would see disproportionate investment in tackling only a small, selected type of litter. Depending on how litter is counted, drinks containers make up less than 20 per cent of litter, and the most recent survey carried out by Keep Scotland Beautiful estimates them at only 6 per cent of litter.

**PRGS has offered to support the ground-breaking Recycling Charter that the Scottish Government has championed.** A deposit return system would completely undermine the Recycling Charter.

The retailers' survey showed that 90 per cent of their customers considered DRS to be less convenient than kerbside recycling, and they said that it would not increase the amount of recycling they do.

**We have serious concerns about the unsubstantiated claims that deposit systems work in other countries.** Most countries that operate a deposit system introduced it many years ago when heavy, old refillable glass bottles were still used. Shops were built with space for returned containers, there was no online delivery system, people were used to returning bottles and the system evolved slowly as shopping habits changed.

That is not the case in Scotland, where retail space is not available and people are used to putting recyclable containers in their kerbside collection.

Germany is the only major country that has introduced a DRS on top of an existing national kerbside system. The result was a drop in overall packaging recycling rates from 74 per cent in 2002, the year before the deposit was introduced, to 73 per cent in 2003. It continued to fall year by year to 67 per cent in 2007, and even in 2013 – the latest year for which data are available – it had only recovered to 72 per cent. Meanwhile, recycling rates across EU-15 rose steadily from 54 per cent in 2002 to 68 per cent in 2013.

There is also no evidence available that deposits have any impact on littering behaviour and, while it may reduce the number of littered drinks containers, it has no impact on other types of litter.

A number of countries have considered and rejected DRS, including the Republic of Ireland. The cross-border complexities Ireland would have faced in terms of different labelling and fraudulent redemption of containers from outside the country would be significantly greater for Scotland.

**As an industry, we have submitted an offer that is there for constructive engagement and dialogue.** It supports the Scottish Government's circular economy objectives and targets, and especially the Recycling Charter.

It contains the space to properly explore interactions between behaviour change, enforcement and infrastructure in order to make a sustained increase in recycling all materials and reduce all litter and littering behaviour. We are concerned that this offer is not being explored in parallel to DRS.

Our proposal seeks to increase recycling of drinks containers to 80 per cent by 2025, which is extremely ambitious but, we believe, realistic.

We stand ready to invest £1.25 million from the soft drinks industry over five years to kick start a long term partnership with the Scottish Government - bringing together manufacturers and retailers with their consumer expertise and reach, central and local government, and other agencies to deliver greater progress on littering and recycling than a deposit return scheme would achieve.

We believe that the key advantage of having a Scottish Parliament – one that is soon to grow further in terms of its powers – is that it enables Scottish solutions to be developed for Scottish problems.

A DRS, as promoted by overseas multinational company TOMRA and its advocates, does not recognise how and where people in Scotland shop and recycle, population spread, or the successful behavioural change achieved to date in this country.

We would appreciate the opportunity to discuss this further as you develop your government's and party's thinking on this matter.

Yours sincerely,

Jane Bickerstaffe  
Packaging Recycling Group Scotland

Copied to:

John Swinney, Deputy First Minister and Cabinet Secretary for Finance, Constitution & Economy

Richard Lochhead, Cabinet Secretary for Rural Affairs, Food & Environment

Malcolm Fleming, Special Adviser



Our ref: 2017/0021774

Ms Ania Lewandowska

By email: [Ania.Lewandowska@charlottestpartners.co.uk](mailto:Ania.Lewandowska@charlottestpartners.co.uk)

4 July 2017

Dear Ms Lewandowska

**Re: Conference for S5 girls**

Thank you for your email of 16 June 2017 to John Swinney MSP, Deputy First Minister and Cabinet Secretary for Education and Skills. Your email has been forwarded to Education Scotland and I am pleased to provide a response.

I read with interest that the FUTURE AS5ET conference is a one day event for S5 schoolgirls and aims to underline the fact that gender should never be seen as a barrier to career progression. I would welcome the opportunity to attend the conference to represent Education Scotland. Please could you email me at [redacted]@educationscotland.gsi.gov.uk with further details.

In terms of raising further awareness of the FUTURE AS5ET conference, I can circulate information about the event to Education Scotland's Area Lead Officers who have links directly with Scotland's 32 local authorities asking them to share this information as soon as possible with their counterparts.

In addition, I will ask colleagues in Education Scotland to promote the FUTURE AS5ET conference across their national networks.

I would also recommend that you directly contact the education departments of Scotland's 32 local authorities. It is for each local authority, working with their schools, to decide which external resources or events their young people access. The following link will take you to the Scottish Government website where you will be able to see a list of all 32 Scottish local authorities:

<http://www.gov.scot/Topics/Government/local-government/localg/usefullinks>.

I hope this information is helpful.

Yours sincerely

[redacted]  
HM Inspector  
Education Scotland

Public Engagement Unit



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Ms Ania Lewandowska  
Senior Associate  
Charlotte Street Partners  
16 Alva Street  
EDINBURGH  
EH2 4QG

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Your ref:  
Our ref: 2017/0021774  
21 June 2017

Dear Ms Lewandowska

Thank you for your letter to John Swinney regarding Conference for S5 girls - encourage schools in your constituency to attend received on 21 June 2017.

Your letter has been passed to the relevant office for response or appropriate action. The Scottish Government aims to respond to you within 20 working days. Where this is not possible, we will endeavour to keep you updated on the progress of your response.

Yours sincerely

[redacted]

[redacted]

**Public Engagement Unit**

From: Ania Lewandowska [mailto:Ania.Lewandowska@charlottestpartners.co.uk]  
Sent: 16 June 2017 13:47  
To: Swinney J (John), MSP  
<John.Swinney.msp@parliament.scot<mailto:John.Swinney.msp@parliament.scot>>  
Subject: Conference for S5 girls - encourage schools in your constituency to attend

Dear John,

I am writing to ask for your help to promote FUTURE AS5ET conference - a one day, free event for S5 schoolgirls - open to all Scottish secondary schools in Scotland.

The organisers, financial education charity Didasko and various investment management firms coordinated by Stewart Investors, are especially keen to encourage attendance of schools from outside Edinburgh, offering generous financial contributions towards travel for schools based outside of Midlothian area, and accommodation for those located more than 100 miles away.

The conference's strapline is 'Calling all S5 girls who know they can change the world, and just as importantly, those who don't.' and aims to underline the fact that gender should never be seen as a barrier to progressing.

To date, 336 pupils from 84 schools have registered to attend but there are still places available and we would be incredibly grateful if you considered using the attached press release and social media assets to promote this event and encourage schools in your constituency to consider attending.

Keynote speakers at the inaugural Future AS5ET conference are Jayne-Anne Gadhia CBE, chief executive of Virgin Money, Jenny Garrett, founder of 'Rocking your Role', and Mary Duffy, former national head of BBC Children in Need.

Schoolgirls will also have the opportunity to attend panel discussions, seminars, and interactive workshops, all of which will emphasise that gender should never be seen as a barrier to career progression and that the world is their oyster, regardless of their background or qualifications.

The conference provides a great opportunity for S5 girls and we would be very grateful for your help in encouraging schools to take part.

Please see attached a few infographics for social media use.

The registration is now open and further information is available on FUTURE AS5ET website: <https://futureasset.org><<https://futureasset.org>>

Conference programme is available here:

[https://futureasset.org/assets/files/Programme\\_FUTURE\\_AS5ET\\_V4.pdf](https://futureasset.org/assets/files/Programme_FUTURE_AS5ET_V4.pdf)

Please do not hesitate to get in touch if you require further information.

With very best wishes,

Ania Lewandowska

Senior Associate

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)<<http://www.charlottestpartners.co.uk>>

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t: [redacted]

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Rt Hon Nicola Sturgeon MSP  
First Minister of Scotland



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

St Andrew's House, Regent Road, Edinburgh EH1  
3DG  
T: 0300 244 4000

Mr Malcolm Robertson

Malcolm@charlottestpartners.co.uk

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Our ref: 2017/0042253  
4 December 2017

Dear Mr Robertson

Thank you for your email of 22 November inviting the First Minister to attend the announcement of new investment at the Superglass facility in Stirling on 7 December and to meet with Sergei Kolesnikov, the owner of TechnoNICOL, when he is in Scotland.

Unfortunately, due to a fully committed diary, the First Minister is unable to accept your kind invitations at this time. The First Minister is delighted that Keith Brown MSP, the Cabinet Secretary for Economy, Jobs and Fair Work, will visit the Superglass facility to welcome the announcement.

The First Minister has asked me to pass on her congratulations to Superglass on securing this investment at the site in Stirling.

Yours sincerely,

**[REDACTED]**  
Diary Team Manager

Public Engagement Unit



Scottish Government  
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T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Malcolm Robertson

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Your ref:  
Our ref: 2017/0042253  
23 November 2017

Dear Mr Robertson

Thank you for your invitation to Nicola Sturgeon received on 23 November 2017.

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]

[redacted]  
**Public Engagement Unit**

From: Malcolm Robertson [mailto:Malcolm@charlottestpartners.co.uk]  
Sent: 22 November 2017 12:01  
To: Lloyd E (Elizabeth)  
Subject: Superglass

Liz,

Hope all is well. Never a dull moment etc etc. A short note about Superglass, a client of ours. Based in Stirling, they produce insulation products from recycled glass. Last year, the company was acquired and became a part of TechnoNICOL, a large Russian industrial supplies business.

In the next few weeks, we will announce a £40m investment in the factory in Stirling, taking the total investment since the acquisition to around £50m. Capacity is greatly increased and 20 new skilled jobs are to be created.

Scottish Enterprise and Stirling Council are involved and the council is engaged with Keith Brown's office with regard to him coming along to support the company's announcement. Needless to say that would be great, but the Superglass team, led by Ken Munro, is also keen to engage with the FM if her diary allows, either for the announcement itself (which is time sensitive and has to go in the next week or two) or later in the month when TechnoNICOL's owner, Sergey Kolesnikov, is in Scotland.

Do you think something would be possible? Happy to chat more about it or put you in touch directly with the company.

Best,

Malcolm.

Malcolm Robertson  
Founding Partner  
Charlotte Street Partners  
@mrobertson  
t: [redacted]

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Cabinet Secretary for Justice  
Micheal Matheson BPA  
Michael Matheson MSP



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0300 244 4000  
E: scottish.ministers@gov.scot

Mr Kevin Pringle  
Partner  
Charlotte Street Partners

Via: Kevin.Pringle@charlottestpartners

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Ar faidhle/Our ref: 2018/0005916

28 March 2018

Dear Mr Pringle

Thank you for your email inviting Michael Matheson MSP, Cabinet Secretary for Justice to the Tumbling Lassie Ball on Saturday 14 April. Mr Eric Robertson, a member of the Faculty of Advocates had also invited Mr Matheson to attend this event.

Unfortunately the Cabinet Secretary is not able to attend on this occasion. He has asked me to pass on his best wishes for a successful event.

Kind Regards

**[REDACTED]**  
Private Secretary

Public Engagement Unit



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Kevin Pringle

---

Your ref:  
Our ref: 2018/0005916  
16 February 2018

Dear Mr Pringle

Thank you for your invitation/request to Michael Matheson.

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]

[redacted]

**Public Engagement Unit**

From: Kevin Pringle  
<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>

Date: 15 February 2018 at 10:24:14 GMT

To:  
"michael.matheson.msp@parliament.scot<mailto:michael.matheson.msp@parliament.scot>"  
<michael.matheson.msp@parliament.scot<mailto:michael.matheson.msp@parliament.scot>>

Subject: FIGHTING MODERN SLAVERY & PEOPLE TRAFFICKING:  
TUMBLING LASSIE BALL

Dear Michael

I am contacting you on behalf of the Faculty of Advocates, a client of Charlotte Street Partners, regarding a charitable event organised by a group of advocates: the Tumbling Lassie Ball, being held in Edinburgh on 14 April.

The attached letter from the Dean of the Faculty, Gordon Jackson QC, and distinguished author, Alexander McCall Smith, provides further background information on the event, the purpose of which is to raise funds for charities fighting against modern slavery and people trafficking. The ball will be preceded by an expert seminar that morning.

Mr Jackson and Mr McCall Smith are writing in the hope that you are able to join them at the ball and contribute to this important cause, whether by purchasing individual tickets or taking a table. Tickets/tables are available via the web address included in the letter.

I hope that you can make this event, and meantime please contact me if you have any queries.

With best wishes

Kevin

Ps. I obviously completely understand if you are unable to attend ? but perhaps one option would be to donate something for the auction?!

Kevin Pringle

Partner

Charlotte Street Partners

www.charlottestpartners.co.uk<http://www.charlottestpartners.co.uk>

@cstreetpartners

Tel: [redacted]

\*\*\*\*\*

Rt Hon Nicola Sturgeon MSP  
First Minister of Scotland



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

St Andrew's House, Regent Road, Edinburgh EH1  
3DG  
T: 0300 244 4000

Mr Kevin Pringle

Via:  
Kevin.Pringle@charlottestpartners.co.uk  
Partner

---

Our ref: 2018/0005992  
6 March 2018

Dear Mr Pringle

Thank you for your email of 15 February 2018, inviting the First Minister to attend the Tumbling Lassie Ball, being held in Edinburgh on Saturday 14 April.

Unfortunately, due to considerable diary pressures, the First Minister is unable to accept your kind invitation on this occasion. She has asked me to pass on her best wishes for a successful event.

Yours sincerely

**[REDACTED]**  
Diary Team Manager

Public Engagement Unit



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Kevin Pringle

---

Your ref:  
Our ref: 2018/0005992  
16 February 2018

Dear Mr Pringle

Thank you for your invitation/request to Nicola Sturgeon dated 15/02/18.

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]

[redacted]  
**Public Engagement Unit**

From: Kevin Pringle  
<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>

Sent: Thursday, February 15, 2018 10:22:35 AM

To: Sturgeon N (Nicola), MSP

Subject: FIGHTING MODERN SLAVERY & PEOPLE TRAFFICKING:  
TUMBLING LASSIE BALL

Dear Nicola

I am contacting you on behalf of the Faculty of Advocates, a client of Charlotte Street Partners, regarding a charitable event organised by a group of advocates: the Tumbling Lassie Ball, being held in Edinburgh on 14 April.

The attached letter from the Dean of the Faculty, Gordon Jackson QC, and distinguished author, Alexander McCall Smith, provides further background information on the event, the purpose of which is to raise funds for charities fighting against modern slavery and people trafficking. The ball will be preceded by an expert seminar that morning.

Mr Jackson and Mr McCall Smith are writing in the hope that you are able to join them at the ball and contribute to this important cause, whether by purchasing individual tickets or taking a table. Tickets/tables are available via the web address included in the letter.

I hope that you can make this event, and meantime please contact me if you have any queries.

With best wishes

Kevin

Ps. I obviously completely understand if you are unable to attend - but perhaps one option would be to donate something for the auction?!

Kevin Pringle

Partner

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)<<http://www.charlottestpartners.co.uk>>

@cstreetpartners

Tel: [redacted]

\*\*\*\*\*

Minister for Community Safety and Legal  
Affairs  
Annabelle Ewing MSP



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0300 244 4000  
E: scottish.ministers@gov.scot

Mr Kevin Pringle

Via:  
Kevin.Pringle@charlottestpartners.co.uk  
Partner

---

Our ref: 2018/0006373  
27 February 2018

Dear Mr Pringle

Thank you for your email inviting Annabelle Ewing MSP, Minister for Community Safety and Legal Affairs to attend your event on Saturday 14 April.

Unfortunately the Minister is not able to attend on this occasion. She has asked me to pass on her best wishes for a successful event.

Kind Regards

**[redacted]**  
Assistant Private Secretary

Public Engagement Unit



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Kevin Pringle

---

Your ref:  
Our ref: 2018/0006373  
21 February 2018

Dear Mr Pringle

Thank you for your invitation/request to Annabelle Ewing dated 15/02/18.

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]

[redacted]  
**Public Engagement Unit**

From: Kevin Pringle  
<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>

Date: 15 February 2018 at 11:58:54 GMT

To:  
"annabelle.ewing.msp@parliament.scot<mailto:annabelle.ewing.msp@parliament.scot>"  
<annabelle.ewing.msp@parliament.scot<mailto:annabelle.ewing.msp@parliament.scot>>

Subject: FIGHTING MODERN SLAVERY & PEOPLE TRAFFICKING:  
TUMBLING LASSIE BALL

Dear Annabelle

Hi, I hope you're well!

I am contacting you on behalf of the Faculty of Advocates, a client of Charlotte Street Partners, regarding a charitable event organised by a group of advocates: the Tumbling Lassie Ball, being held in Edinburgh on 14 April.

The attached letter from the Dean of the Faculty, Gordon Jackson QC, and distinguished author, Alexander McCall Smith, provides further background information on the event, the purpose of which is to raise funds for charities fighting against modern slavery and people trafficking. The ball will be preceded by an expert seminar that morning.

Mr Jackson and Mr McCall Smith are writing in the hope that you are able to join them at the ball and contribute to this important cause, whether by purchasing individual tickets or taking a table. Tickets/tables are available via the web address included in the letter.

I hope that you can make this event, and meantime please contact me if you have any queries.

With best wishes

Kevin

Kevin Pringle

Partner

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)<<http://www.charlottestpartners.co.uk>>

@cstreetpartners

Tel: [redacted]

\*\*\*\*\*

Minister for Local Government, Housing and  
Planning  
Kevin Stewart MSP



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0300 244 4000  
E: scottish.ministers@gov.scot

Mr David Duke

*By email:*  
*[redacted]@streetsoccerscotland.org*

---

Our ref: 2018/0029155

14 September 2018

Thank you for your invitation to Aileen Campbell, MSP Cabinet Secretary for Communities and Local Government and Kevin Stewart, MSP, Minister for Local Government, Housing and Planning to attend Street Soccer Scotland's annual dinner on 23 October in Glasgow.

Ms Campbell and Mr Stewart would both be delighted to accept your invitation subject to Parliamentary business and diary availability. I would be grateful if you could contact Mr Stewart's Diary Secretary, [redacted], via e-mail at MinisterLGHP@gov.scot to make the necessary arrangements.

**[REDACTED]**  
**Private Secretary**

Public Engagement Unit



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Kevin Pringle

---

Your ref:  
Our ref: 2018/0029155  
30 August 2018

Dear Mr Pringle

Thank you for your invitation/request to KEVIN STEWART.

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]

[redacted]  
**Public Engagement Unit**

From: Kevin Pringle [mailto:Kevin.Pringle@charlottestpartners.co.uk]

Sent: 15 August 2018 13:29

To: Bowman K (Katy)

Subject: Re: Street Soccer Scotland dinner

Hi Katy

Street Soccer Scotland would very much like both Aileen Campbell and Kevin Stewart to be invited as guests to the dinner, but they don't need the speaking slot filled.

Would you sound out their ministerial offices, or would you prefer it for me to contact them myself?

Thanks

Kevin

Kevin Pringle

Partner

Charlotte Street Partners

www.charlottestpartners.co.uk<<http://www.charlottestpartners.co.uk>>

@cstreetpartners

Tel: [redacted]

From: "Katy.Bowman@gov.scot<mailto:Katy.Bowman@gov.scot>"

<Katy.Bowman@gov.scot<mailto:Katy.Bowman@gov.scot>>

Date: Tuesday, 31 July 2018 16:40

To: Kevin Pringle

<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>

Subject: RE: Street Soccer Scotland dinner

Hi Kevin

Was nice to see you too! I thought it was a really good event and have stolen the Q&A app for some SG events ? was great for engaging the audience.

FM wouldn't be able to do 23rd ? she's appearing at conveners' committee on the Wednesday morning so Tues eve is reserved for prep. Apologies ? sounds like a really good event.

Would be happy to pass on if you wanted another minister but equally I understand if you need higher profile!

Katy

From: Kevin Pringle [mailto:Kevin.Pringle@charlottestpartners.co.uk]

Sent: 31 July 2018 13:25

To: Bowman K (Katy)

Subject: Re: Street Soccer Scotland dinner

I should add that the event is at the Glasgow Hilton.

Kevin Pringle

Partner

Charlotte Street Partners

www.charlottestpartners.co.uk<<http://www.charlottestpartners.co.uk>>

@cstreetpartners

Tel: [redacted]

From: Kevin Pringle

<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>

Date: Tuesday, 31 July 2018 10:14

To: "Katy.bowman@gov.scot<mailto:Katy.bowman@gov.scot>"

<Katy.bowman@gov.scot<mailto:Katy.bowman@gov.scot>>

Subject: Street Soccer Scotland dinner

Hi Katy

Hope you're well ? was good to see you in the distance at the Better Balance conference last week, I thought it went really well.

We do some work for David Duke (founder and chief executive of Street Soccer Scotland), mainly in relation to a Change Centre homelessness project he is pursuing but also connected to SSS. More info here: <http://www.streetsocscotland.org/mainsite/about-us/our-staff/>. David is also a member of the Homelessness and Rough Sleeping Action Group: <https://news.gov.scot/news/action-on-homelessness-and-roughsleeping>.

Street Soccer Scotland are having their annual dinner on 23rd October, and wanted to invite the FM to make the opening speech, at 7.05pm ? 7.20pm.

This year's line-up includes an ?in conversation? with Football and Culture Icon Eric Cantona

A performance by Susan Boyle

750 guests from Business, Sport and Entertainment

Last year's inaugural event featured speakers including Sir Tom Hunter, Sir Alex Ferguson, comedian John Bishop and Gary Tank Commander. Guests included Brendan Rodgers, NI Manager Michael O'Neill, Craig Brown, Ross McEwan, Aileen Campbell and Stewart Milne.

Draft running order:

6pm: Drinks Reception

(VIP Reception in private suite for VIP and invited guests)

7pm Welcome

7.05pm Opening Speech ? First Minister?

7.20pm David Duke

7.30pm Susan Boyle performs ?I dreamed a dream? and ?Wild Horses?

7.45: Dinner

9.15: Auction PT1

9.30: In conversation with Eric Cantona

10.30: Auction PT2

11.00: Raffle

Entertainment

What do you think? If interested, I could put you/SG colleagues in direct contact with Street Soccer Scotland, perhaps to meet up to discuss further.

Regards

Kevin

Kevin Pringle

Partner

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)<<http://www.charlottestpartners.co.uk>>

@cstreetpartners

Tel: [redacted]

---

Rùnaire a' Chaibineit airson Ceartais  
Cabinet Secretary for Justice  
Humza Yousaf BPA/MSP



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

F/T: 0300 244 4000  
E: scottish.ministers@gov.scot

Mr Kevin Pringle  
Charlotte Street Partners

Email:  
[Kevin.Pringle@charlottestpartners.co.uk](mailto:Kevin.Pringle@charlottestpartners.co.uk)

---

Ar faidhle/Our ref: 2018/0029336  
14 September 2018

Dear Mr Pringle,

Thank you for your email of 22 August inviting Humza Yousaf, Cabinet Secretary for Justice, to attend and speak at the Scottish Ethnic Minorities Lawyers Association conference in central Edinburgh.

Mr Yousaf would be delighted to attend and speak at the conference. Please contact his Diary Secretary, [redacted] at [CabSecJustice@gov.scot](mailto:CabSecJustice@gov.scot) to make the necessary arrangements.

Yours sincerely,

**[redacted]**  
**Private Secretary**

Public Engagement Unit



Scottish Government  
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gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Kevin Pringle

---

Your ref:  
Our ref: 2018/0029336  
31 August 2018

Dear Mr Pringle

Thank you for your invitation/request to Humza Yousaf dated 22<sup>ND</sup> August 2018.

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]

[redacted]  
**Public Engagement Unit**

From: Kevin Pringle  
<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>

Sent: 22 August 2018 13:58

To: McFarlane J (John)

<John.McFarlane@gov.scot<mailto:John.McFarlane@gov.scot>>

Subject: Faculty scholarship programme/SEMLA

Hi John

I hope you're well.

I'd be grateful if you could input this to the Justice Secretary's private office, as it's a request for him to participate at a legal event.

To cut a long story short, the Scottish Ethnic Minorities Lawyers' Association (SEMLA) is looking to hold a first anniversary event with their members and other interested parties at some point over the course of September or October, and would like the Justice Secretary to come along and speak. The founder of SEMLA is Usman Tariq, an advocate, who is well known to Humza and I gather he has informally sounded Humza out and he is keen.

The other element is that the Faculty of Advocates (one of my clients) is going to launch their new, expanded scholarship scheme at the SEMLA conference, which is about providing financial support to encourage people from less well represented backgrounds to come to the bar. Some very brief info is here, but obviously much more can be provided: <https://www.scottishlegal.com/article/new-deadlines-for-facultyof-advocates-scholarships>

Therefore, the event would be an opportunity to welcome the Faculty's scholarship scheme as well as the wider work of SEMLA.

The event will be in central Edinburgh, and it would be held on whatever weekday night (Monday-Thursday) during September or October that worked for Humza (if there is one). It could go into November if necessary, but they launched in July 2017, so don't want to leave it too late before having their anniversary event! It would last from approximately 6-8pm.

I hope this is OK.

Regards

Kevin

Kevin Pringle

Partner

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)<<http://www.charlottestpartners.co.uk>>

@cstreetpartners

Tel: [redacted]

Ministear airson Ionmhas Poblach agus  
Eaconomaidh Dhìseatach  
Ceit Fhoirbheis BPA  
Minister for Public Finance and Digital  
Economy  
Kate Forbes MSP



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

Mr Stuart Taylor  
Charlotte Street Partners Ltd

[Stuart.Taylor@charlottepartners.co.uk](mailto:Stuart.Taylor@charlottepartners.co.uk)

Our ref: 2018/0035372  
31 October 2018

Dear Mr Taylor,

Thank you for your email of 12 October 2018, inviting the Minister for Public Finance and Digital Economy, Kate Forbes MSP, to meet with Tony McElroy, Tesco's Head of Communications in Scotland.

Ms Forbes would be delighted to meet with Mr Tony McElroy. I would be grateful if you would contact the Minister's Assistant Private Secretary, [redacted], via email at [MinisterPFDE@gov.scot](mailto:MinisterPFDE@gov.scot) to make the necessary arrangements.

Kind regards,

**[REDACTED]**  
**PRIVATE SECRETARY**

Public Engagement Unit



Scottish Government  
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gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Stuart Taylor  
Charlotte Street Partners Ltd

---

Your ref:  
Our ref: 2018/0035372  
15 October 2018

Dear Mr Taylor

Thank you for your invitation/request to Kate Forbes dated 12/10/18.

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]  
**Public Engagement Unit**

From: Stuart Taylor [mailto:Stuart.Taylor@charlottestpartners.co.uk]  
Sent: 12 October 2018 10:15  
To: Forbes K (Kate), MSP  
<Kate.Forbes.msp@parliament.scot<mailto:Kate.Forbes.msp@parliament.scot>>  
Subject: Meeting request - Tesco - business rates

Dear Kate,

Hope this finds you well.

I am getting in touch on behalf of Tony McElroy, Tesco's Head of Communications in Scotland. Tony would welcome the opportunity to meet with you as part of your stakeholder engagement around the Barclay Review of business rates.

If you would find a meeting beneficial, please do let me know who I am best liaising with to find a suitable time in the coming weeks.

Kind Regards,

Stuart

Stuart Taylor  
Senior Associate  
@cstreetpartners  
T: [redacted]

Sign up to receive our daily briefing here<<https://charlottestpartners.us15.listmanage.com/subscribe?u=5612097b3845a33b3236507d2&id=985a598b6f>>.

[signature\_1177095166]<<http://www.charlottestpartners.co.uk/>>

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Rt Hon Nicola Sturgeon MSP  
First Minister of Scotland



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St Andrew's House, Regent Road, Edinburgh EH1  
3DG  
T: 0300 244 4000

Mr David Duke  
david@streetsocscotland.org

---

Our ref: 2018/0044168  
17th January 2019

Dear Mr Duke,

Thank you for your email of 5 December 2018, inviting the First Minister to attend the Women's inspired Street Soccer Scotland Ladies Gala Lunch on 8<sup>th</sup> March 2019.

Unfortunately, due to existing commitments, the First Minister is unable accept your kind invitation on this occasion. However, Joe FitzPatrick MSP, Minister for Public Health, Sport and Physical Activity would be delighted to accept your invitation. If this is acceptable, please contact his Diary Secretary, [redacted], at [MinisterPHSW@gov.scot](mailto:MinisterPHSW@gov.scot) to make the necessary arrangements.

Yours sincerely,

**[REDACTED]**  
Deputy Private Secretary

Public Engagement Unit



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gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Kevin Pringle

---

Your ref:  
Our ref: 2018/0044168  
13 December 2018

Dear Mr Pringle

Thank you for your invitation/request to Nicola Sturgeon

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]

[redacted]  
**Public Engagement Unit**

From: Kevin Pringle  
<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>  
Sent: 05 December 2018 17:12  
To: Bowman K (Katy) <Katy.Bowman@gov.scot<mailto:Katy.Bowman@gov.scot>>  
Subject: Re: Women Inspired - Street Soccer Ladies Gala Lunch - 8th March 2018

Thanks Katy

Worth putting into the FM system for consideration and seeing where it gets to, and I'm sure they'd also be open to another Minister as an alternative.

Kevin Pringle  
Partner  
Charlotte Street Partners  
www.charlottestpartners.co.uk<http://www.charlottestpartners.co.uk>  
@cstreetpartners  
Tel: [redacted]

From: "Katy.Bowman@gov.scot<mailto:Katy.Bowman@gov.scot>"  
<Katy.Bowman@gov.scot<mailto:Katy.Bowman@gov.scot>>  
Date: Wednesday, 5 December 2018 15:59  
To: Kevin Pringle  
<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>  
Subject: RE: Women Inspired - Street Soccer Ladies Gala Lunch - 8th March 2018

Hi Kevin

FM is in high demand around this time so I know there are a lot of competing invites. The fact it's a Friday is also difficult due to it being a constituency day. We can of course add this to the options but if they have alternatives in mind they may want to explore them too. Of course it goes without saying I can offer another minister too.  
Katy

From: Kevin Pringle  
<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>  
Sent: 05 December 2018 14:19  
To: Bowman K (Katy) <Katy.Bowman@gov.scot<mailto:Katy.Bowman@gov.scot>>  
Subject: Women Inspired - Street Soccer Ladies Gala Lunch - 8th March 2018

Hi Katy

We do some work for Street Soccer Scotland and David Duke (who the FM will know) has invited her to be guest of honour and speak at this event next March. More info from David below.

Do you think she would be interested?

Regards  
Kevin

Kevin Pringle  
Partner

Charlotte Street Partners  
www.charlottestpartners.co.uk<http://www.charlottestpartners.co.uk>  
@cstreetpartners  
Tel: +44 7880 204256  
From: David Duke  
<david@streetsoccerscotland.org<mailto:david@streetsoccerscotland.org>>  
Date: Wednesday, 5 December 2018 13:01  
To: Kevin Pringle  
<Kevin.Pringle@charlottestpartners.co.uk<mailto:Kevin.Pringle@charlottestpartners.co.uk>>  
Subject: Women Inspired - Street Soccer Ladies Gala Lunch - 8th March 2018  
Hi Kevin

I wondered if the FM would do the opening address and be guest of honour for our event as mentioned above.

To celebrate and recognise International Women's Day we are hosting our first women inspired event at the EICC.

The lunch will also act as a fundraiser to support our year long women's programme. Ann Gloag will be doing an in conversation as part of the event, sharing her story into entrepreneurship and also her work in charity.

We will also hopefully have Gok Wan doing a DJ Party Set to conclude the event (and who wouldn't wanna dance with Gok ? don't tell Malky!)

You think this is something Nicola would support?

David Duke

Founder & Chief Executive

[0\_STREET\_SOCCER\_SCOTLAND\_LOGO\_CUTOUT\_CMYK\_02] [-2017-winnercharity-of-the-year - Copy]

Street Soccer (Scotland)

2 Bernard Street

Edinburgh

EH6 6PU

Office: +44 (0)131 554 9157

Mobile: [redacted]

Email: david@streetsoccerscotland.org<mailto:david@streetsoccerscotland.org>

[cription:

facebook]<https://emea01.safelinks.protection.outlook.com/?url=http%3A%2F%2Fwww.facebook.com%2FStreetSoccerScotlandOfficial&data=02%7C01%7Cdavid%40streetsoccerscotland.org%7C654d52be6e294b4ee10708d65ab3714d%7C5300140e19e04ca59d15725b44180a21%7C1%7C0%7C636796124128219322&sdata=NFFaTo5Nr9DfdjDfrlYU8ePb9w9y6gOeOou79FwU5kY%3D&reserved=0> [cription: twitter]  
<https://emea01.safelinks.protection.outlook.com/?url=http%3A%2F%2Fwww.twitter.com%2Fstreetsoccersco&data=02%7C01%7Cdavid%40streetsoccerscotland.org%7C654d52be6e294b4ee10708d65ab3714d%7C5300140e19e04ca59d15725b44180a21%7C1%7C0%7C636796124128229326&sdata=i2PqL1iuLkK7bhWvKWY5liOMhS3OB9lykgZSBA2kmfg%3D&reserved=0>

Cabinet Secretary for Finance, Economy and  
Fair Work  
Derek Mackay MSP



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T: 0300 244 4000  
E: [scottish.ministers@gov.scot](mailto:scottish.ministers@gov.scot)

Mr Tom Gillingham  
Associate Partner  
Charlotte St Partners

[tom.gillingham@charlottestpartners.co.uk](mailto:tom.gillingham@charlottestpartners.co.uk)

---

Our ref: 2019/0003604  
18 February 2019

Dear Mr Gillingham,

Thank you for writing to the Cabinet Secretary for Finance, Economy and Fair Work on 31 January proposing a meeting between Mr Mackay and Carol Anderson, TSB's Scottish Branch Distribution Director on 20 February 2019 to discuss TSB's work to boost SME productivity.

Unfortunately, due to a heavily committed diary, Mr Mackay is unable to accept your kind invitation at this time.

The Cabinet Secretary wishes you the greatest success in your efforts to help Scotland's SMEs and looks forward to hearing more about them in the future.

Kind regards,

[REDACTED]  
ASSISTANT PRIVATE SECRETARY

Public Engagement Unit



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0131-244 4000  
E: CorrespondenceUnit@gov.scot

Mr Tom Gillingham

---

Your ref:  
Our ref: 2019/0003604  
1 February 2019

Dear Mr Gillingham

Thank you for your letter to Derek Mackay regarding TSB received on 1 February 2019.

Ministers aim to attend as many meetings or events as the Ministerial diary allows. Your kind invitation will receive careful consideration and we aim to reply within 20 working days.

Yours sincerely

[redacted]

**Public Engagement Unit**

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From: Tom Gillingham [mailto:tom.gillingham@charlottestpartners.co.uk]  
Sent: 31 January 2019 16:17  
To: Mackay D (Derek), MSP  
<Derek.Mackay.msp@parliament.scot<mailto:Derek.Mackay.msp@parliament.scot>  
>

Subject: Potential meeting - TSB

Dear Derek,

I'm getting in touch to see if you might be interested in meeting Carol Anderson, TSB's Scottish Branch Distribution Director, in Edinburgh on 20 February to discuss how TSB is taking positive action to boost SME productivity in Scotland. You may have seen TSB recently launched its lending pledge to support SMEs<<https://dailybusinessgroup.co.uk/2019/01/tsb-issues-lending-pledge-to-hardpressed-small-firms/>> against some of the headwinds that they face. Carol would welcome the opportunity to give you a short briefing on TSB's plans in Scotland, and also listen to your views on how banks can assist in this vital area of business growth. Do let me know if you might be available, and she can work to your availability.

Best,

Tom

Tom Gillingham  
Associate Partner  
@cstreetpartners  
[redacted]

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[/Users/martha.walsh/Desktop/Unknown.png]<<http://www.charlottestpartners.co.uk/>>

\*\*\*\*\*Best,

Tom

Tom Gillingham  
Associate Partner  
@cstreetpartners  
[redacted]

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[/Users/martha.walsh/Desktop/Unknown.png]<<http://www.charlottestpartners.co.uk/>>

\*\*\*\*\*

MINISTERIAL PORTFOLIOS  
Public Engagement Unit

Kevin Pringle

Kevin.Pringle@charlottestpartners.co.uk  
Our Reference: 201900003953  
09 September 2019

Thank you for your correspondence received on 09/09/2019. Your query will be passed to the relevant area for consideration and has been given a reference number of 201900003953. Please quote this number in all correspondence. The Scottish Government aim to respond, where necessary, as quickly as possible and within the stated timescale as indicated on our website (<http://www.gov.scot/Contacts/>).

Yours sincerely

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Correspondence system for SG and partner agencies

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From: Kevin Pringle <Kevin.Pringle@charlottestpartners.co.uk>  
Sent: Friday, September 6, 2019 1:20:44 PM  
Subject: The Tumbling Lassie

Greetings

Please see below an invitation to support this year's Tumbling Lassie Ball, raising funds to end modern slavery.

Best wishes

Kevin Pringle

Kevin Pringle

Partner

M | [redacted]

W | charlottestpartners.co.uk

T | @cstreetpartners

## Invitation

Every day, in Scotland and all over the world, people are being denied their freedom and their future, and we at the Tumbling Lassie Committee are asking for your help so that we can end modern slavery together.

We invite you and your organisation to the Tumbling Lassie Ball, Scotland's largest annual anti-slavery fundraiser, in aid of victims of modern slavery and people trafficking.

\*

The Tumbling Lassie is a story started over 330 years ago, which hasn't yet ended.

In January 1687, the Court of Session rejected slavery in Scotland in the little-known case of Reid v Scot of Harden. In the case, a little girl had fled from her manager, Mr Reid, where she was performing as a stage gymnast. While the "tumbling lassie" took shelter with Scot of Harden and his wife, Reid complained to the Court that he had bought the girl from her mother and that she belonged to him. The Court of Session refused Reid's claims, the only surviving case report declaring: "But we have no slaves in Scotland, and mothers cannot sell their bairns".

However, human trafficking and slavery continue to happen in the here and now. Everyone in our community has a role in ending it, whether our police, legislators, and care workers or the brave victims who speak up. We invite you to support this year's event and help us end modern slavery together.

\*

The Tumbling Lassie Ball is being held at Prestonfield House Hotel, Edinburgh, one of our generous sponsors, on Saturday 5 October 2019.

The evening will begin with a reception at 6.30pm for 7.00pm, kindly sponsored by our Platinum Sponsor, the Faculty of Advocates. There will be a three-course meal and dancing, with carriages at 1am – dress: black tie. Proceeds from the evening will go to two charities supporting justice for those impacted by human trafficking both here and abroad – SOHTIS and the International Justice Mission.

\*

The Tumbling Lassie Committee would be very grateful if your organisation were prepared to support this event to maximise income for our charities. You are very welcome to take tables for the Ball. Tickets are £90 per head and tables can be arranged to seat up to ten guests. To book a table, please e-mail your details and the number of requested tickets to [tumblinglassie@gmail.com](mailto:tumblinglassie@gmail.com) and we will be in touch with payment options.

Additionally, guests are welcome to sponsor elements of the Ball, which will be acknowledged in our souvenir booklet and by public thanks during the evening. Packages are available as follows:

Gold Sponsor: £5000 / Silver Sponsor: £2500 / Bronze Sponsor: £1250

Organisations may also take out advertisements in the souvenir booklet

Full page: £500 / Half page: £300

If your organisation would be willing to take part in any of these ways, please contact us at [tumblinglassie@gmail.com](mailto:tumblinglassie@gmail.com).

Thank you

You are receiving this email as a friend of the Tumbling Lassie Committee. If you have received this email in error, please contact [tumblinglassie@gmail.com](mailto:tumblinglassie@gmail.com)

\*\*\*\*\*

Minister for Local Government, Housing and  
Planning

Kevin Stewart MSP  
T : 0300 244 4000  
E : scottish.ministers@gov.scot

Scott Reid  
scott.reid@charlottestpartners.co.uk

Our Reference: 202000077890

27 August 2020

Dear Mr Reid

Thank you for the invitation to Mr Stewart to speak as a conversant with Mr Boyle at the launch of the report entitled 'The Role of Social Housing in Scotland's COVID-19 Recovery and Long-term Wellbeing on 7 September'.

Unfortunately Mr Stewart is unable to attend on this occasion and has asked me to pass on his best wishes for a successful event.

Kind regards

[REDACTED]  
PRIVATE SECRETARY

MINISTERIAL PORTFOLIOS  
Public Engagement Unit  
PORTFOLIOS MINISTERIAL  
Aonad Ceangal Poblach

Scott Reid  
scott.reid@charlottestpartners.co.uk

Our Reference: 202000077890

20 August 2020  
Dear Scott Reid,

Thank you for your correspondence sent on 17/08/2020. Your query will be passed to the relevant area for consideration and has been given a reference number of 202000077890. Please quote this number in all correspondence. The Scottish Government aim to respond, where necessary, as quickly as possible and within the stated timescale as indicated on our website (<http://www.gov.scot/Contacts/>).

Yours sincerely

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**From:** Scott Reid <[scott.reid@charlottestpartners.co.uk](mailto:scott.reid@charlottestpartners.co.uk)>

**Sent:** 17 August 2020 10:31

**To:** Cabinet Secretary for Finance <[CabSecFinance@gov.scot](mailto:CabSecFinance@gov.scot)>

**Subject:** Invitation to speak: Boyle Report on the economic impact of building social homes/Covid-19 recovery

Dear Cabinet Secretary,

## ROUNDTABLE / INVITATION TO SPEAK

### BOYLE REPORT: THE ROLE OF SOCIAL HOUSING IN SCOTLAND'S COVID-19 RECOVERY AND LONG-TERM WELLBEING

My colleague, Sabina Kadic-Mackenzie, was in touch in June regarding an invitation to speak at the upcoming launch of a major report on the role of housing in Scotland's economic wellbeing, as well as our nation's Covid-19 recovery. The report will be published by Shelter Scotland in collaboration with the Fraser of Allander Institute, the Scottish Policy Foundation and Stephen Boyle, former chief economist at the Royal Bank of Scotland, chief author of the report.

**The date for the release of that report has now been changed to Monday 7<sup>th</sup> September 2020, and given the change, I wanted to re-extend the invitation to speak as a conversant with Stephen for the launch event.**

Invitations to the closed discussion will be circulated among senior leaders from across Scotland. The event will be hosted by Zoom and chaired by founding partner of Charlotte Street Partners, Andrew Wilson. We expect the event to run for one hour. We are happy to be flexible around an event time as your diary allows.

I enclose the original email below which includes the report's headline findings. As mentioned, we would be pleased to share the full report ahead of the event and its publication.

I look forward to hearing from you and would be delighted to answer any questions you may have.

With best wishes,

Scott



Scott Reid  
Associate Partner  
[REDACTED] @cstreetpartners  
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**From:** Sabina Mackenzie <[Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk)>

**Sent:** 16 June 2020 09:28

**To:** [cabsecfinance@gov.scot](mailto:cabsecfinance@gov.scot) <[cabsecfinance@gov.scot](mailto:cabsecfinance@gov.scot)>

**Subject:** Boyle Report on the economic impact of building social homes/Covid-19 recovery

Dear Cabinet Secretary,

## **ROUNDTABLE / INVITATION TO SPEAK**

### **BOYLE REPORT: THE ROLE OF SOCIAL HOUSING IN SCOTLAND'S COVID-19 RECOVERY AND LONG-TERM WELLBEING**

I am writing on behalf of Shelter Scotland and Stephen Boyle, former chief economist at the Royal Bank of Scotland with regards to the publication of a major report on the role of housing in Scotland's economic wellbeing, as well as our nation's Covid-19 recovery.

The report will make a case for new social housing and sets out the evidence on how investing in housing expands the labour force and boosts productivity, as well as the benefits that would result from building over 35,000 social homes between 2021 and 2026 and then maintaining them throughout the next session of the Scottish Parliament. The observations made in the report include:

- Providing social homes to people who would have been homeless boosts the supply of labour. This could add £4 billion of gross domestic product to Scotland's economy.
- When children live in decent houses their educational attainment and health improve making them more productive in later life. This in itself could add £1.5 billion of GDP.
- Building the social homes Scotland needs, and maintaining them, could add up to £6.4 billion of GDP and generate an average of 900 jobs per year.

As part of the report's launch, Charlotte Street Partners are organising a discussion with Stephen Boyle and leading business leaders on the role that increased government spend on housing – and on infrastructure, more broadly – can play in Scotland's economic recovery from the impacts of Covid-19.

**We would be delighted if you would also agree to speak as a conversant with Stephen for the event, and would like to take this opportunity to extend an invitation.**

Invitations to the closed discussion will be circulated among senior leaders from across Scotland, with a provisional date w/c 29 June. We are happy to be flexible around your diary commitments so please do let us know if the week of 29<sup>th</sup> June does not suit.

The event will be hosted by Zoom and chaired by founding partner of Charlotte Street Partners, Andrew Wilson. We expect the event to run for one hour.

Further to the headline findings above, we would be pleased to share the full report ahead of the event and its publication.

I look forward to hearing from you and would be delighted to answer any questions you may have.

With best wishes,  
Sabina



**Sabina Kadić-MacKenzie**  
Associate Partner

M | [redacted]  
W | charlottestpartners.co.uk  
T | @cstreetpartners

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## Part 2 - Additional email correspondence retrieved from erdm

-----Original Appointment-----

**From:** [redacted] <[redacted]@charlottestpartners.co.uk>

**Sent:** 25 March 2020 13:12

**To:** [redacted]; [redacted]; Andrew Wilson; **Wilson D (David) (SNIB)**; steve.dunlop@scotent.co.uk; [redacted]

**Subject:** AW Zoom Call

**When:** 25 March 2020 16:00-16:30 (UTC+00:00) Dublin, Edinburgh, Lisbon, London.

**Where:** <https://zoom.us/j/836269475>

Andrew Wilson - Charlotte Street Partners is inviting you to a scheduled Zoom meeting.

**Click on red link below to join the meeting.**

Join Zoom Meeting

<https://zoom.us/j/836269475>

Meeting ID: 836 269 475

One tap mobile

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+442034815240,,836269475# United Kingdom

Dial by your location

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+44 203 481 5240 United Kingdom

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+1 929 205 6099 US (New York)

+1 312 626 6799 US (Chicago)

+1 301 715 8592 US

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

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Meeting ID: 836 269 475

Find your local number: <https://zoom.us/u/adGfRCvL2J>

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**From:** Malcolm Robertson <[Malcolm@charlottestpartners.co.uk](mailto:Malcolm@charlottestpartners.co.uk)>

**Sent:** 26 March 2020 16:25

**To:** [redacted] <[redacted]@gov.scot>

**Subject:** Restless Natives

[redacted],

Thanks for your time yesterday. This is the proposal in essence, which we have managed to fund privately. So we are good to go if the Scottish Government/NHS Scotland can make it all happen. We've also made the same offer to UK Government but I've heard nothing from them. We're confident that this could be a game changer in terms of reaching parts of society that are not seeing or hearing the messages.

Let me know what you think. Stuart Nicolson in FM's office also aware.

Best,

Malcolm.



**Malcolm Robertson**  
Founding Partner

M | [redacted]

E | [malcolm@charlottestpartners.co.uk](mailto:malcolm@charlottestpartners.co.uk)

T | @mrobertson @cstreetparnters

W | charlottestpartners.co.uk

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**From:** [redacted] <[redacted]@charlottestpartners.co.uk>  
**Sent:** 19 November 2019 16:13  
**To:** Sheppard L (Lesley) <[Lesley.Sheppard@gov.scot](mailto:Lesley.Sheppard@gov.scot)>  
**Subject:** RE: Meeting with Sue Macdonald



**[redacted]**  
Executive Assistant & Office Manager

T | [redacted]  
W | [charlottestpartners.co.uk](http://charlottestpartners.co.uk)  
T | [cstreetpartners](https://www.instagram.com/cstreetpartners)

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**From:** [redacted] **On Behalf Of** [malcolm.robertson@charlottestpartners.co.uk](mailto:malcolm.robertson@charlottestpartners.co.uk)  
**Sent:** 19 November 2019 15:56  
**To:** 'lesley.sheppard@gov.scot' <[lesley.sheppard@gov.scot](mailto:lesley.sheppard@gov.scot)>  
**Subject:** Meeting with Sue Macdonald

Dear Lesley,

I am writing on behalf of Sue Macdonald, executive president of people and organisation at Wood. Following various meetings recently with Government and others, Wood is keen to explore how it might support efforts to promote STEM at all levels of the education system.

I appreciate that diaries are filling up as we approach the end of the year, but would you have availability to meet with Sue in Edinburgh on either Wednesday 11th or Thursday 12th December? Failing that, I would be grateful if your office could provide some dates which would work and we will be as flexible as we can be.

I look forward to hearing from you.

Best regards,

Malcolm  
Founding Partner



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**From:** Kevin Pringle [<mailto:Kevin.Pringle@charlottestpartners.co.uk>]  
**Sent:** 22 October 2018 16:39  
**To:** [redacted]  
**Subject:** Re: Cairncross Review

Hi [redacted]

Good to hear from you.

I don't believe they have published anything yet, but their position is encapsulated in these points.

Regards

Kevin

- A licencing system to be introduced for digital platforms to be able to use news material from high-quality news providers.
- Ofcom to be required to review much more closely, and with greater regularity, the digital publishing output of the BBC. This might result in tighter controls on the range of content the BBC provides online and greater scrutiny of deals between the BBC and the web platform providers to ensure these do not reduce commercial content providers' leverage with the platforms.
- Greater transparency into the algorithms of digital distributors, ensuring these changes give high prominence to original trusted news sources and ensures there is a more equitable share of revenues for the publishers who drive audience to their platforms.
- Investigations into the practices and impacts of the digital advertising market, and the dominance of a few major social/search platforms, to reduce unfair practices that dilute revenues to publishers and possibly mislead advertisers.
- Digital newspapers to be zero-rated for VAT. Newspapers have always been zero-rated for VAT purposes, however, in the UK, digital newspaper subscriptions are considered liable for VAT. We believe these are fundamentally the same product delivering the same material.

Kevin Pringle  
Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners

Tel: [redacted]

**From:** "[redacted]@gov.scot" <[redacted]@gov.scot>  
**Date:** Monday, 22 October 2018 13:31  
**To:** Kevin Pringle <[Kevin.Pringle@charlottestpartners.co.uk](mailto:Kevin.Pringle@charlottestpartners.co.uk)>  
**Subject:** FW: Cairncross Review

Hi Kevin

Hope all is well with you. I was wondering if you have any more details on News UK's response to the review and what their position is?

Best wishes

[redacted]

[redacted]

Head of Creative Industries, Screen and Media, Culture & Historic Environment Division  
Scottish Government  
Area 2G South. Victoria Quay. Edinburgh  
Tel: [redacted] Mob: [redacted]

Web: [www.gov.scot/arts](http://www.gov.scot/arts) Twitter: [@CultureGovScot](https://twitter.com/CultureGovScot)

**From:** Kevin Pringle <[Kevin.Pringle@charlottestpartners.co.uk](mailto:Kevin.Pringle@charlottestpartners.co.uk)>  
**Sent:** Friday, 19 October 2018 11:43  
**To:** Cabinet Secretary for Culture, Tourism and External Affairs  
**Subject:** Cairncross Review

Dear Ms Hyslop

As you will know, the Cairncross Review is currently examining the sustainability of high-quality journalism in the UK, and more information about it can be accessed here:

<https://www.gov.uk/government/consultations/call-for-evidence-on-sustainable-high-quality-journalism-in-the-uk>

Mark Burr, Head of Policy & Public Affairs for News UK, is going to be in Edinburgh on Tuesday 30 October, and wondered if it might be possible to brief you as Cabinet Secretary on News UK's response to the Cairncross Review? He would be joined by Richard Bogie, Managing Director of News Scotland and News Ireland.

Charlotte Street Partners supports News Scotland/News UK. We would not be at the meeting.

Many thanks

Kevin

Kevin Pringle

Partner

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

@cstreetpartners

Tel: [redacted]

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Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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**From:** [redacted]@gov.scot [mailto:[redacted]@gov.scot]  
**Sent:** Tuesday, 11 December 2018 7:39 PM  
**To:** [Kevin.Quinlan@gov.scot](mailto:Kevin.Quinlan@gov.scot); [david.skilling@landfallstrategy.com](mailto:david.skilling@landfallstrategy.com); [Andrew@charlottestpartners.co.uk](mailto:Andrew@charlottestpartners.co.uk); [graeme@biggareconomics.co.uk](mailto:graeme@biggareconomics.co.uk)  
**Cc:** [redacted]@gov.scot; [redacted]@gov.scot; [redacted]@gov.scot; [redacted]@gov.scot; [redacted]@gov.scot  
**Subject:** RE: Export Value Gap model

David,

Many thanks for your kind offer. As Kevin says, we are in the process of developing the export growth plan and are keen to look at the approaches other comparable economies to Scotland take in promoting their businesses and supporting export growth in overseas markets so any information that you have that would support us in doing this would be most welcome. We would be keen to understand both what support is available to support businesses to embark upon their export journey and what kind of support and trade promotion services are available in-market for companies once they have decided where they are going.

One of the other things we are seeking to understand is around the concentration of the bulk of export performance in a small number of exporting companies and whether this is a trend that is applicable across other countries too. There is a [world bank report](#) that seems to suggest that this is consistent, in particular in relation to manufactured goods.

“exports are highly concentrated. In fact, for the median country, the top 3 products account for 28% of exports, and the top 10 products account for a staggering 52%. The median share for the bottom 50% of exported products is a mere 0.57%”

I would be happy to set up a call either tomorrow or when you return from leave. While we are due to send a draft of the plan to the Minister next week there is further scope to refine and add to the analysis between January and our final publication date in the Spring.

Best regards

[redacted]

[REDACTED]  
Senior Policy Adviser  
Trade & Investment Delivery Division  
Directorate for International Trade and Investment  
(T) [redacted] ([redacted])  
(M) [redacted]

**From:** Quinlan K (Kevin)  
**Sent:** 10 December 2018 11:59  
**To:** David Skilling <[david.skilling@landfallstrategy.com](mailto:david.skilling@landfallstrategy.com)>; 'Andrew Wilson' <[Andrew@charlottestpartners.co.uk](mailto:Andrew@charlottestpartners.co.uk)>; 'Graeme Blackett' <[graeme@biggareconomics.co.uk](mailto:graeme@biggareconomics.co.uk)>

**Cc:** [redacted] <[redacted]@gov.scot>

**Subject:** RE: Export Value Gap model

David – great (our e-mails crossed).

[redacted] – please get in touch with David (note he is in East Asia).

Kevin

**Kevin Quinlan - Director of International Trade & Investment**

Scottish Government, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

Tel: [redacted] Mobile: [redacted] [kevin.quinlan@gov.scot](mailto:kevin.quinlan@gov.scot) Executive Assistant:

[redacted]@gov.scot Find us on Twitter [@DITScotland](https://twitter.com/DITScotland)

**From:** David Skilling <[david.skilling@landfallstrategy.com](mailto:david.skilling@landfallstrategy.com)>

**Sent:** 10 December 2018 10:28

**To:** 'Andrew Wilson' <[Andrew@charlottestpartners.co.uk](mailto:Andrew@charlottestpartners.co.uk)>; Quinlan K (Kevin) <[Kevin.Quinlan@gov.scot](mailto:Kevin.Quinlan@gov.scot)>; 'Graeme Blackett' <[graeme@biggareconomics.co.uk](mailto:graeme@biggareconomics.co.uk)>

**Cc:** Ward L (Lesley) <[Lesley.Ward@gov.scot](mailto:Lesley.Ward@gov.scot)>

**Subject:** RE: Export Value Gap model

Thanks Andrew

Dear Kevin

Happy to help if I can. Could you give me a sense of what would be helpful to your study: I've built a detailed database of small economy export performance, and have good exposure to small economy approaches to export support and promotion.

Do let me know if you would like to discuss on the phone this week: I am heading away on vacation on Thursday, but happy to talk before then.

Best regards

David

Dr David Skilling

Director, Landfall Strategy Group

T: +65 9726 7122 | E: [david.skilling@landfallstrategy.com](mailto:david.skilling@landfallstrategy.com)

[www.landfallstrategy.com](http://www.landfallstrategy.com)

[www.twitter.com/dskilling](https://www.twitter.com/dskilling)

**From:** Andrew Wilson [<mailto:Andrew@charlottestpartners.co.uk>]

**Sent:** Monday, 10 December 2018 6:12 PM

**To:** [Kevin.Quinlan@gov.scot](mailto:Kevin.Quinlan@gov.scot); Graeme Blackett; David Skilling

**Cc:** [redacted]; [redacted]@gov.scot

**Subject:** Re: Export Value Gap model

Kevin

I copy my colleagues Graeme and David to see what original source material they may be willing to share with my apologies for the delay in doing so.

Look forward to seeing you then. However if it does help to get material in advance i may delay our meeting until the early new year as I have a reasonably intense client load at present?

Warmest wishes

Andrew

---

**From:** [Kevin.Quinlan@gov.scot](mailto:Kevin.Quinlan@gov.scot) <[Kevin.Quinlan@gov.scot](mailto:Kevin.Quinlan@gov.scot)>  
**Sent:** 03 December 2018 18:08  
**To:** Andrew Wilson  
**Cc:** [redacted]; [redacted]@gov.scot  
**Subject:** Export Value Gap model

Dear Andrew

I look forward to meeting in the near future.

As you may be aware, inspired in part by the SGC, my directorate is in the process of drafting A Trading nation – a plan for growing Scotland's exports. We have taken a data driven approach starting with a quantitative analysis of Scotland's existing export performance across the full range of sectors and sub sectors. As you may have seen, to encourage a richer policy debate we have already published one by product of this [an export performance monitor](#) providing a detailed sub-sectoral analysis of export performance.

We are also doing an analysis of international import data against comparator countries, including Denmark and Ireland cited in your SGC report, that will help to identify market opportunities in areas of comparative advantage for Scotland. This quantitative analysis is being supplemented and enhanced with qualitative data from a broad ranging consultation with trade bodies, industry leadership groups, enterprise agencies and businesses to support the analysis that will determine the direction of Scottish Government resources in the action plan.

The SGC report cites some particular examples, Ireland, Denmark, New Zealand and Portugal where there are elements that Scotland could learn from or where their export performance compares more favourably than Scotland's current performance. **It would be extremely helpful in the development of if it were possible to share the case studies from these countries so that it might also inform our own analysis.**

We are meeting on 18<sup>th</sup> December but my team are due to have a first pass with Mr McKee by the 19<sup>th</sup> December so I would be grateful if it were possible for this information to be shared before we meet so that it can be included in the initial draft.

Kevin

**Kevin Quinlan - Director of International Trade & Investment**

Scottish Government, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

Tel: [redacted] Mobile: [redacted] [kevin.quinlan@gov.scot](mailto:kevin.quinlan@gov.scot) Executive Assistant:

[redacted]@gov.scot Find us on Twitter [@DITScotland](https://twitter.com/DITScotland)

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Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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**From:** [redacted] **On Behalf Of** Scottish Business Pledge

**Sent:** 29 April 2019 11:54

**To:** [redacted] <[redacted]@charlottestpartners.co.uk>

**Subject:** Scottish Business Pledge - Question & Answer - Charlotte Street Partners - Location Query - 19/04/2019

Hi [redacted],

Thank you for your interest in the Scottish Business Pledge.

In order for us to consider a company for the Pledge, they must have staff and offices based in Scotland. If this is the case then we can progress the application.

Happy to discuss further.

Thanks,  
[redacted]

[redacted]

**Scottish Government | Business Engagement & Regional Economic Development Division**

3rd Floor | 5 Atlantic Quay | Glasgow | G2 8LU

T: [redacted] | Ext: [redacted]

E: [redacted]@gov.scot



SCOTTISH  
**Business  
Pledge**

[www.scottishbusinesspledge.scot](http://www.scottishbusinesspledge.scot)

Twitter: @scotgoveconomy #ScotBizPledge

**From:** [redacted] <[redacted]@charlottestpartners.co.uk>

**Sent:** 25 April 2019 10:34

**To:** Scottish Business Pledge <[ScottishBusinessPledge@gov.scot](mailto:ScottishBusinessPledge@gov.scot)>

**Subject:** Scottish business pledge

Hi there,

I was just wondering - is it a requirement for companies making the pledge that they have offices in Scotland?

I look forward to hearing from you.

Kind regards,

[redacted]

[redacted]

Associate

@cstreetpartners

T: [redacted]

Sign up to receive our daily briefing [here](#).



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**From:** [redacted] <[redacted]@charlottestpartners.co.uk>

**Sent:** 27 March 2019 14:46

Hello everyone,

Please find the Street Soccer Scotland research attached which was conducted by Mark Diffley Consulting.

As Jan has stated, the caveat for use out with this group is to reference that the research was carried out on behalf of Street Soccer Scotland by Mark Diffley Research and Consultancy Ltd., using a sample drawn from the ScotPulse online panel. A total of 1,083 completed responses were received from a representative sample of the adult population in Scotland.

Thanks,

[redacted]

---

**From:** Kevin Pringle <[Kevin.Pringle@charlottestpartners.co.uk](mailto:Kevin.Pringle@charlottestpartners.co.uk)>  
**Date:** 21 January 2019 at 15:28:17 GMT  
**To:** "[derek.mackay.msp@parliament.scot](mailto:derek.mackay.msp@parliament.scot)" <[derek.mackay.msp@parliament.scot](mailto:derek.mackay.msp@parliament.scot)>  
**Subject:** **Scotland's Rural College reception**

Hi Derek

Hope you're well.

Andrew and I are doing some work for Scotland's Rural College (SRUC), which is transforming to university status. SRUC has commissioned a report from Graeme Blackett at BiGGAR Economics about the benefits of such an enterprise university to the whole Scottish economy.

They are holding a reception in the Scottish Parliament on evening of Tuesday 19 March to push the BiGGAR report, and are keen to be seen as a significant player and contributor to Scotland's economy, as well as education and rural sectors.

Therefore, they wonder if you would agree to speak at the reception in your Cab Sec capacity (based on the BiGGAR report)? Emma Harper is sponsoring it.

The report (which we can obviously share when finalised) shows the economic benefits to Scotland. It shows how an enterprise university for Scotland's rural economy can utilise our comparative advantages in agri-food to help:

- Significantly increase productivity
- Drive sustainability
- Move towards a more circular economy

A potential model has been identified to drive this concept forward, which:

- Acts as a core driver of the rural economy
- Leads innovation and the sustainable development in Scotland's rural sectors
- Provides world-class research, education, training and consulting
- Shapes economic skills and training strategies
- Is committed to excellence and innovation in the advancement, communication and translation of knowledge throughout the rural economy

If you were agreeable to speaking at the reception, SRUC will send you a formal invite.

Thanks

Kevin

Kevin Pringle  
Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners

Tel: [redacted]

\*\*\*\*\*

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**From:** Researcher <[researcher@charlottestpartners.co.uk](mailto:researcher@charlottestpartners.co.uk)>  
**Sent:** 10 September 2018 16:46  
**To:** Central Enquiry Unit <[CEU@gov.scot](mailto:CEU@gov.scot)>  
**Subject:** Contact Information

Good Afternoon,

I am writing to request the contact details for the Scottish Government's Expert Panel on Environmental Charging and Other Measures. I called earlier but your team were unable to provide the information for me - a telephone and email would be great.

Thank you in advance and I look forward to hearing from you.

Kind regards,

[redacted]

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**From:** Sabina Mackenzie <[Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk)>  
**Sent:** 23 August 2018 11:10  
**To:** [redacted] <[redacted]@gov.scot>  
**Subject:** Re: Street Soccer - Public attitudes research

Hi [redacted],

Please find the info attached. Could I please ask that the full data set is not shared externally.

Thanks,  
Sabina

**From:** "[redacted]@gov.scot" <[redacted]@gov.scot>  
**Date:** Thursday, 23 August 2018 at 10:12  
**To:** Sabina Mackenzie <[Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk)>, David Duke <[david@streetsoccerscotland.org](mailto:david@streetsoccerscotland.org)>  
**Cc:** Harriet Moll <[Harriet.Moll@charlottestpartners.co.uk](mailto:Harriet.Moll@charlottestpartners.co.uk)>  
**Subject:** RE: Street Soccer - Public attitudes research

Thanks so much Sabrina. I'm sure that will all be very helpful. Look forward to hearing from you.

Cheers  
[redacted]

**From:** Sabina Mackenzie <[Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk)>  
**Sent:** 23 August 2018 09:47  
**To:** [redacted] <[redacted]@gov.scot>; [david@streetsoccerscotland.org](mailto:david@streetsoccerscotland.org)  
**Cc:** Harriet Moll <[Harriet.Moll@charlottestpartners.co.uk](mailto:Harriet.Moll@charlottestpartners.co.uk)>  
**Subject:** Re: Street Soccer - Public attitudes research

Hi [redacted],

We didn't produce a report as such, it was more a awareness raising/media relations campaign based on research we commissioned. This was carried out by Mark Diffley late last year. I'll dig out the info and relevant data sheets and send over shortly.

If you need anything in the meantime, please let me know.

Thanks,  
Sabina

**From:** "[redacted]@gov.scot" <[redacted]@gov.scot>  
**Date:** Thursday, 23 August 2018 at 09:40  
**To:** David Duke <[david@streetsoccerscotland.org](mailto:david@streetsoccerscotland.org)>  
**Cc:** Sabina Mackenzie <[Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk)>, Harriet Moll <[Harriet.Moll@charlottestpartners.co.uk](mailto:Harriet.Moll@charlottestpartners.co.uk)>  
**Subject:** RE: Street Soccer - Public attitudes research

Great – thanks David.

**From:** David Duke <[david@streetsoccerscotland.org](mailto:david@streetsoccerscotland.org)>  
**Sent:** 22 August 2018 22:29  
**To:** [redacted] <[redacted]@gov.scot>  
**Cc:** Sabina Mackenzie <[Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk)>; Harriet Moll <[Harriet.Moll@charlottestpartners.co.uk](mailto:Harriet.Moll@charlottestpartners.co.uk)>  
**Subject:** RE: Street Soccer - Public attitudes research

Hi [redacted]

Nice to hear from you.

I am copying our colleagues from Charlotte St Partner who can provide info research on public perception.

Look forward to meeting soon.

Many Thanks,  
David

David Duke  
Founder & Chief Executive



**Head Office**  
Street Soccer (Scotland)  
2 Bernard Street  
Edinburgh  
EH6 6PU

Office: +44 (0) 131 554 9157  
Mobile: [redacted]  
Email: [david@streetsoccerscotland.org](mailto:david@streetsoccerscotland.org)  
Skype: streetsoccerscotland  
Twitter: @MrDavidDuke

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For more information about us please [click here](#)

**From:** [redacted]@gov.scot <[redacted]@gov.scot>  
**Sent:** 22 August 2018 17:04  
**To:** David Duke <[david@streetsoccerscotland.org](mailto:david@streetsoccerscotland.org)>  
**Subject:** Street Soccer - Public attitudes research

Hi David

I'm wondering if you can help. I've recently joined the Homelessness Team at Scottish Government with a role in communications. I'm very much looking forward to meeting you – soon hopefully .

Meantime, I'm pulling together some very early thoughts on how we might go about delivering on HARSAG recommendation 26 of Q 4 – around the development of a Public Perception campaign. The help with this, I am looking at what information around perceptions of homelessness is already available.

I'm aware that Street Soccer published research on perceptions of homelessness last year but I can't find the report on your website. Would it be possible to send me a link to it or a copy?

Meantime, look forward to catching up soon and having a detailed discussion about perceptions and next steps towards working on this.

Many thanks and best wishes.

[redacted]

[redacted]

Housing Support and Homelessness Unit, Better Homes Division

[redacted]

1H South, Victoria Quay, Edinburgh, EH6 6QQ

[redacted]@gov.scot

<https://beta.gov.scot/policies/homelessness/>

Work pattern: Mon, Tue, Wed full days and Thu mornings

Blackberry: [redacted]

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**From:** Iain Gibson <[iain.gibson@charlottestpartners.co.uk](mailto:iain.gibson@charlottestpartners.co.uk)>  
**Sent:** 27 June 2018 10:51  
**To:** Central Enquiry Unit <[CEU@gov.scot](mailto:CEU@gov.scot)>  
**Subject:** SG news releases

Hello, I was wondering if I could sign up for Scottish Government news releases please?  
Thank you

Iain Gibson  
Associate Partner  
@iaingibson  
@cstreetpartners  
T: [redacted]  
Sign up to receive our daily briefing [here](#).



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**From:** Robert Ballantyne [<mailto:Robert.Ballantyne@charlottestpartners.co.uk>]  
**Sent:** 01 September 2015 07:21  
**To:** McAllister C (Colin)  
**Subject:** Havelock Europa

Morning Colin,

Havelock trading statement enclosed....New management, "right sizing", some job cuts, "material" impact on forecast...

Best,

Rob

--

Robert Ballantyne

Associate Partner  
Charlotte Street Partners

[redacted]

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
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**From:** [redacted]

**Sent:** 13 March 2018 13:56

**To:** [redacted]'Sabina Mackenzie ([Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk))'[redacted]

**Cc:** [redacted]

**Subject:** Save the date - Homelessness and Rough Sleeping Action Group stakeholder event - 27 March 2018

Dear all,

Following the previous Homelessness and Rough Sleeping Action Group stakeholder events held on 2 November and 30 January, I would be grateful if you could please hold the date in your diaries for the third stakeholder event on the morning of Tuesday 27 March at the Renfield Centre, Glasgow G2 4JP. The full details of the event will be confirmed by email in due course.

As previously, numbers may be limited due to the amount of space available so I would be grateful if you could please let me know by 20 March if you would be interested in attending this event. It would be helpful also if we could limit to one person per organisation, where possible.

Further information about the Action Group's activity to date is available online at: <https://beta.gov.scot/groups/homelessness-and-rough-sleeping-action-group/>

Many thanks

[redacted]

The Scottish Government, Homelessness Team, Housing Support and Homelessness Unit, Better Homes Division, 5th Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

 [\[redacted\]](tel:[redacted])  [\[redacted\]@gov.scot](mailto:[redacted]@gov.scot)



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**From:** [redacted - s38(1)(b)]

**Sent:** 28 March 2018 12:09

**To:** [redacted] 'Sabina Mackenzie; [redacted];  
[redacted]Sabina.Mackenzie@charlottestpartners.co.uk; [redacted]

**Cc:** [redacted]

**Subject:** Homelessness and Rough Sleeping Action Group Stakeholder Event - Renfield Centre, Glasgow - 27 March 2018

Dear all,

Please see attached presentations from the Action Group stakeholder event yesterday for your information.

Many thanks

[redacted - s38(1)(b)]

[redacted]

The Scottish Government, Homelessness Team, Housing Support and Homelessness Unit, Better Homes Division, 5th Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

 [redacted]  [\[redacted\]@gov.scot](mailto:[redacted]@gov.scot)



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**From:** [redacted]

**Sent:** 22 March 2018 09:58

**Subject:** Homelessness and Rough Sleeping Action Group Stakeholder Event - Renfield Centre, Glasgow - 27 March 2018

Dear all,

Please find attached the agenda for the Homelessness and Rough Sleeping Action Group's 3<sup>rd</sup> Stakeholder Event to be held next Tuesday 27 March 2018 in Renfield Centre, 260 Bath Street, Glasgow G2 4JP. I can also confirm that the event will run from 10.00 – 13.00 (with tea, coffee and biscuits available from 9.30).

If you would like to attend but have not yet confirmed I would be grateful if you could please let me know ASAP and before noon Monday (26 March).

Many Thanks

[redacted]

[redacted]

The Scottish Government, Homelessness Team, Housing Support and Homelessness Unit, Better Homes Division, 5th Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

 [redacted]  [\[redacted\]@gov.scot](mailto:[redacted]@gov.scot)



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**From:** [redacted]

**Sent:** 31 January 2018 11:21

**To:** [redacted] Sabina Mackenzie (Sabina.Mackenzie@charlottestpartners.co.uk) <Sabina.Mackenzie@charlottestpartners.co.uk>; [redacted]

**Subject:** RE: Homelessness and Rough Sleeping Action Group stakeholder event - 30 January

Dear all,

Please see attached presentations from the Action Group event yesterday for your information.

I would be grateful if the facilitators of the group discussions could please email me their typed up notes.

Many thanks

[redacted]

The Scottish Government, Homelessness Team, Housing Support and Homelessness Unit, Better Homes Division

5th Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

[redacted]



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**From:** [redacted]

**Sent:** 23 January 2018 13:56

**To:** [redacted] Sabina Mackenzie (Sabina.Mackenzie@charlottestpartners.co.uk); [redacted]

**Cc:** [redacted]

**Subject:** Homelessness and Rough Sleeping Action Group stakeholder event - 30 January

Dear all,

Further to my previous email below. I can now confirm that the stakeholder event on 30 January will be at Norton Park Conference Centre, 57 Albion Rd, Edinburgh EH7 5QY (next to Easter Road). The event will start at 10 am until 1 pm with, tea and coffee on arrival from 9.30 am.

If you haven't already responded to me and would like to attend, please email me by 12 pm on Friday 26 January to enable me to make the necessary arrangements. Apologies if you have already indicated to me if you are unable to attend, this is for your information only.

Please phone or email if you wish to discuss.

Many thanks

[redacted]

The Scottish Government, Homelessness Team, Housing Support and Homelessness Unit, Better Homes Division

5th Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

[redacted]



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**From:** [redacted]

**Sent:** 10 January 2018 14:23

**To:** [redacted]; Sabina Mackenzie ([Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk)); [redacted]

**Cc:** [redacted]

**Subject:** Save the date - Homelessness and Rough Sleeping Action Group stakeholder event - 30 January

Dear all,

Following the previous Homelessness and Rough Sleeping Action Group stakeholder event held on 2 November, I would be grateful if you could please hold the date in your diaries for the next stakeholder event on Tuesday 30 January in the morning in Edinburgh. The full details will be confirmed in due course.

Further information about the Action Group's activity to date is available on our website - <https://beta.gov.scot/groups/homelessness-and-rough-sleeping-action-group/>

As previously numbers may be limited therefore, I would be grateful if you could please let me know by 24 January if you would be interested in attending this event.

Please phone or email me if you wish to discuss.

Many thanks

[redacted]

The Scottish Government, Homelessness Team, Housing Support and Homelessness Unit, Better Homes Division

5th Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

[redacted]



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**From:** Stuart J (Julie)

**Sent:** 20 October 2017 13:29

**To:** [redacted]  
**Cc:** [redacted]  
**Subject:** Homelessness & Rough Sleeping Action Group Stakeholder Event

Dear All,

Further to the note sent on 6 October on behalf of Jon Sparkes, Chair of the Homelessness and Rough Sleeping Action Group, please note that a Stakeholder event is being arranged for 2 November 2017 from 1.30 pm until 4.30 pm at the Adelphi Centre, 12 Commercial Road, Glasgow, G5 OPQ.

This event will provide the opportunity to hear more on the work of the Action Group and to provide input into this work going forward. More information about the first meeting of the Action Group can be found on our website using the following link: <https://beta.gov.scot/groups/homelessness-and-rough-sleeping-action-group/>

While we want to ensure as many people as possible are able to participate in this event and contribute to the work being undertaken to achieve our ambitions, numbers for this event are limited so if you wish to attend I would be most grateful if you could please respond to me by 26 October to allow us to make the right arrangements to involve as many people as possible.

Many thanks

[redacted]

The Scottish Government, Homelessness Team, Housing Support and Homelessness Unit, Better Homes Division  
5th Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

[redacted]



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**From:** [redacted]  
**Sent:** 06 October 2017 16:07  
**To:** [redacted]  
**Cc:** [redacted]  
**Subject:** Note from Jon Sparkes, Chair of Homelessness & Rough Sleeping Action Group

Please see attached note, sent on behalf of Jon Sparkes, Chair of the Homelessness and Rough Sleeping Action Group.

<< File: Action Group - Note to stakeholders 5 oct.docx >>

Many thanks

[redacted]

The Scottish Government, Homelessness Team, Housing Support and Homelessness Unit, Better Homes Division

5th Floor, 5 Atlantic Quay, 150 Broomielaw, Glasgow, G2 8LU

[redacted]



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**From:** [redacted] <[redacted]@gov.scot>  
**Sent:** 15 November 2017 18:31  
**To:** [redacted] <[redacted]@gov.scot>; [redacted] <[redacted]@gov.scot>; [redacted] <[redacted]@gov.scot>  
**Cc:** Sabina.Mackenzie@charlottestpartners.co.uk; david@streetsoccerscotland.org; Harriet.Moll@charlottestpartners.co.uk; Norman Gill (norman.gill@camor.consulting) <norman.gill@camor.consulting>  
**Subject:** FW: Scotpulse and Media plan

[redacted], [redacted],

You may already be sighted on this from Philip. Street Soccer / Change Centre have undertaken a survey on Homelessness and plan a media campaign in December. I understand this has been shared with Philip so may have found its way to you already. I have copied in David, Norman and colleagues who can liaise directly with you if you would like more information.

I have not seen the survey itself – but Norman has said he will share with us. David and Norman are meeting the Minister next week along with some Glasgow City councillors to talk about the Change Centre. My team is leading on that.

Regards

[redacted]

Head of Social Justice Delivery Unit | Social Justice & Regeneration Division | Scottish Government  
| 5<sup>th</sup> Floor | 5 Atlantic Quay | 150 Broomielaw | Glasgow G2 8LU |  
Tel: [redacted] | Mobile: [redacted] |

*Creating A Fairer Scotland: What Matters to You?*  
*Fairer Scotland Action Plan – [www.gov.scot/FairerScotland](http://www.gov.scot/FairerScotland)*

**From:** Sabina Mackenzie [<mailto:Sabina.Mackenzie@charlottestpartners.co.uk>]  
**Sent:** 15 November 2017 14:22  
**To:** David Duke; Harriet Moll  
**Cc:** [redacted]; [redacted]; Norman Gill  
**Subject:** Re: Scotpulse and Media plan

Hi all,

Please find the proposed plan for releasing the Scot Pulse data. This may change depending on emerging news agenda, but if so we will keep you posted.

Best wishes,  
Sabina

**From:** David Duke <[david@streetsoccerscotland.org](mailto:david@streetsoccerscotland.org)>  
**Date:** Wednesday, 15 November 2017 at 12:35  
**To:** Sabina Mackenzie <[Sabina.Mackenzie@charlottestpartners.co.uk](mailto:Sabina.Mackenzie@charlottestpartners.co.uk)>, Harriet Moll

<[Harriet.Moll@charlottestpartners.co.uk](mailto:Harriet.Moll@charlottestpartners.co.uk)>

Cc: "[redacted]@gov.scot" <[redacted]@gov.scot>, Lynn Hendry  
<[redacted]@westcoastcapital.co.uk>, Norman Gill <[norman.gill@camor.consulting](mailto:norman.gill@camor.consulting)>

**Subject:** Scotpulse and Media plan

Hi Harriet,  
Good to chat.

As discussed could you or Sabina send over the Scotpulse findings and Media plan to Lynn and Jackie copied please.

Cheers

David Duke

Founder & CEO  
Street Soccer Scotland

Mobile: [redacted]  
@MrDavidDuke

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**From:** Andrew Wilson [<mailto:Andrew@charlottestpartners.co.uk>]  
**Sent:** 23 June 2016 15:47  
**To:** Andrew Wilson  
**Cc:** Malcolm Robertson  
**Subject:** EU Referendum: Client & Friends Pre-Brief

Ahead of the polls closing we thought you might be interested in our background briefing and our point of view on what happens next. It is very early days. Hope this helps and do let us know if we can offer further insight or views.

Very best

Andrew

Andrew Wilson  
Founding Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners

T: [redacted]

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**From:** Malcolm Robertson [<mailto:Malcolm@charlottestpartners.co.uk>]  
**Sent:** 23 January 2017 09:53  
**To:** Lloyd E (Elizabeth)  
**Subject:** Abellio  
**Importance:** High

Liz,

Here is the Abellio announcement going out shortly. Any Qs, please shout.

Best,

Malcolm.

Malcolm Robertson  
Founding Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@mrobertson  
@cstreetpartners  
[redacted]

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**From:** Rachel Osborne [<mailto:Rachel.Osborne@charlottestpartners.co.uk>]  
**Sent:** 14 January 2015 08:57  
**To:** First Minister  
**Subject:** Dinner - Thursday evening  
**Importance:** High

Hi [redacted]

Please find attached a .pdf version of the programme for tomorrow evening. Please note this is not the format in which it will be presented – it will be an A5 booklet. Timings are also shown in here.

For the 'In Conversation' part of the evening where Ms Sturgeon will chat with James Naughtie, the topics that will be covered are as follows below. Please let me know if there is anything herein that she would not be comfortable with. The style will be very much relaxed and cordial, with an opportunity afterwards for discussion and Q&A. Might there be anything else she may wish to include which is not covered here?

- How she found becoming FM – a bit of a personal reflection on that
- What has been learned in first few months
- How are she different from her predecessor?
- Something on what happens now with ex-FM, how that is working
- Prospects for UK General Election – sense of SNP role in it
- Thoughts on European referendum and what happens there and when
- Where does the Scottish economy go next - what is her vision for that and Government's role in it
- How do she want her relationship with business to work? Where does government fit in?
- Taking advantage of the strengths of London and dealing with its challenges
- Dealing with the impact of the oil price collapse
- Energy policy in general – sharing her predecessors support for renewables? What does she think of alternative energy mix?
- Our sponsors tonight (Global Infrastructure Partners) run Gatwick as well as Edinburgh, how the the Scottish Govt express a view on the big choice of a new runway in London?
- How does she get on with Downing Street?
- Who does she most admire in the world
- How important is business to her and her agenda
- Future for financial services in Scotland
- Other passions?
- Will we get another referendum soon?
- What did she learn from the last one?
- The arts are so well represented tonight what her view of their importance.
- View on Jim Murphy

Best regards  
Rachel

Rachel Osborne  
Head of Marketing & Business Management  
Charlotte Street Partners

T: [redacted]

M: [redacted]

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** [firstminister@scotland.gsi.gov.uk](mailto:firstminister@scotland.gsi.gov.uk)  
**Date:** Tuesday, 13 January 2015 14:05  
**To:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Subject:** RE: Andrew Wilson dinner - FAO [redacted]

Hi Rachel,

I can now confirm that the First Minister will be accompanied by [redacted], Private Secretary. In addition to the attendee list, I wonder if you would be able to provide us with a programme (with timings) for the evening and further details for the 'In conversation' section with James Naughtie, such as any intended topics/questions for discussion.

Many thanks,

[redacted]

[redacted] | First Minister's Private Office | [redacted]

**From:** [redacted] **On Behalf Of** First Minister  
**Sent:** 09 January 2015 14:48  
**To:** 'Rachel Osborne'  
**Subject:** RE: Andrew Wilson dinner - FAO [redacted]

Hi Rachel,

I would expect that the special advisor will be seated for dinner.

Thanks for the list, this is very helpful.

Kindest regards,

[redacted]

[redacted] | First Minister's Private Office | [redacted]

**From:** Rachel Osborne [<mailto:Rachel.Osborne@charlottestpartners.co.uk>]  
**Sent:** 09 January 2015 13:36  
**To:** First Minister  
**Subject:** Re: Andrew Wilson dinner - FAO [redacted]

Hi [redacted]

No problem – thanks for this. Re special advisor that's ok re the name but I need to know if they will be seated for dinner?

Attendee list attached. Hope this is helpful. We have not finalised the table plan yet but I will send on next week for the FM's table.

Timings are 6.30pm Drinks, 7.00pm Dinner, 9.00pm 'In Conversation' with James Naughtie followed by discussion and Q&A, 10.00pm Finish.

Many thanks  
Rachel

Rachel Osborne  
Head of Marketing & Business Management  
Charlotte Street Partners

**T:** [redacted]  
**M:** [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** [firstminister@scotland.gsi.gov.uk](mailto:firstminister@scotland.gsi.gov.uk)  
**Date:** Friday, 9 January 2015 11:59  
**To:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Subject:** RE: Andrew Wilson dinner - FAO [redacted]

Hi Rachel,

Apologies for the delay, due to the bad weather I am only just in the office. Please find attached amended bio. I can confirm that the FM will be accompanied by a special advisor, however, I am unable to confirm names at this point. I hope that will be sufficient to confirm numbers for dinner with the Balmoral.

It would be appreciated if you could provide a list of attendees at the dinner, particularly who will be seated at FM's table.

Many thanks,

[redacted]

[redacted] | First Minister's Private Office | [redacted]

**From:** Rachel Osborne [<mailto:Rachel.Osborne@charlottestpartners.co.uk>]  
**Sent:** 08 January 2015 16:25  
**To:** First Minister  
**Subject:** Re: Andrew Wilson dinner - FAO [redacted]

Thanks [redacted] – though think this bio may be out of date? Can you send me updated version.

Also no problem to confirm tomorrow but would need to be first thing in the morning if we were to include them in the programme and notify the Balmoral for numbers.

Rachel Osborne  
Head of Marketing & Business Management  
Charlotte Street Partners

**T:** [redacted]  
**M:** [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** [firstminister@scotland.gsi.gov.uk](mailto:firstminister@scotland.gsi.gov.uk)  
**Date:** Thursday, 8 January 2015 15:51  
**To:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Subject:** RE: Andrew Wilson dinner - FAO [redacted]

Hi Rachel,

Please find attached photo and bio as requested. Unfortunately, at the moment I am unable to confirm who if anyone at all will be accompanying the First Minister. Is at all possible to confirm this with you tomorrow?

Sorry for any inconvenience this causes.

Best wishes,

[redacted]

[redacted] | First Minister's Private Office | [redacted]

**From:** Rachel Osborne [<mailto:Rachel.Osborne@charlottestpartners.co.uk>]  
**Sent:** 08 January 2015 15:09  
**To:** First Minister  
**Subject:** Re: Andrew Wilson dinner - FAO [redacted]  
**Importance:** High  
Hi [redacted]

Might you be able to provide me with the name of the private secretary who will accompany Ms Sturgeon – I also need to know if they will be seated for dinner as I have to confirm final numbers to the Balmoral.

Could I possibly also ask you to send me a head shot and brief biog (c. 100 words) for Ms Sturgeon for inclusion in the programme for the evening. By cob today would be great as we need to send it to print tomorrow.

Best regards  
Rachel

Rachel Osborne  
Head of Marketing & Business Management  
Charlotte Street Partners

**T:** [redacted]  
**M:** [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Date:** Tuesday, 6 January 2015 15:49  
**To:** [firstminister@scotland.gsi.gov.uk](mailto:firstminister@scotland.gsi.gov.uk)  
**Subject:** Re: Andrew Wilson dinner - FAO [redacted]

Hi [redacted]

That's very helpful many thanks. And will amend records re email address also.

Can I please have the name of the private secretary who will attend with her and whether they have any dietary requirements. Also, will they be seated with her for dinner?

Will update you re topics and questions as soon as we have discussed with Jim.

Best regards  
Rachel

Rachel Osborne  
Charlotte Street Partners  
T: [redacted]  
M: [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** [firstminister@scotland.gsi.gov.uk](mailto:firstminister@scotland.gsi.gov.uk)  
**Date:** Tuesday, 6 January 2015 14:21  
**To:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Subject:** FW: Andrew Wilson dinner - FAO [redacted]

Hi Rachel,

Thanks for your email, just to flag up though that our email is now [firstminister@scotland.gsi.gov.uk](mailto:firstminister@scotland.gsi.gov.uk) . I can confirm that FM will be happy to use a lapel mic and has no dietary requirements. It may be worth noting the FM will be accompanied by one of her private secretaries.

Many thanks for the update and a copy of the attendee list would be most helpful, once it's finalised. If possible, it would be helpful to get a steer on the likely topics/questions Jim will be covering in the conversation etc.

Kindest regards,

[redacted]

[redacted] | Assistant Private Secretary (Diary) | First Minister of Scotland | [redacted]

**From:** Rachel Osborne [<mailto:Rachel.Osborne@charlottestpartners.co.uk>]  
**Sent:** 06 January 2015 13:39  
**To:** Deputy First Minister and Cabinet Secretary for Finance, Constitution and the Economy  
**Subject:** Re: Andrew Wilson dinner – FAO [redacted]

Hi [redacted]

I just wanted to check in with you re the dinner next week with Ms Sturgeon. Our guest list is looking great and I will send on when finalised. We have c. 50 attending.

We are briefing Jim Naughtie shortly and I wanted to confirm whether Ms Sturgeon had anything prior to this which she may wish to bring to our attention, together with anything such as dietary

requirements. Also, may I confirm if she is happy to work with a lapel mic? This is for the conversation part where she will be chatting to Jim.

Do let me know.

Best regards  
Rachel

Rachel Osborne  
Charlotte Street Partners  
T: [redacted]  
M: [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** Nicola Sturgeon <[dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)>  
**Date:** Monday, 17 November 2014 10:02  
**To:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Subject:** RE: Andrew Wilson dinner - FAO [redacted]

Hi Rachel,

I can confirm that Ms Sturgeon content with your approach outlined in your earlier email.

Many thanks,

[redacted]

[redacted] | Assistant Private Secretary (Diary) | Deputy First Minister & Cabinet Secretary for Infrastructure, Investment & Cities | [redacted] | [dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)

**From:** Rachel Osborne [<mailto:Rachel.Osborne@charlottestpartners.co.uk>]  
**Sent:** 17 November 2014 09:34  
**To:** Deputy First Minister and Cabinet Secretary for Infrastructure, Investment and Cities  
**Subject:** Re: Andrew Wilson dinner - FAO [redacted]

Hi [redacted]

I know you will have been very busy with the SNP conference last week, however I wondered if you could let me know re the below as we are keen to get the invitation out this week to guests.

Best regards  
Rachel

Rachel Osborne  
Charlotte Street Partners  
T: [redacted]  
M: [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Date:** Wednesday, 12 November 2014 11:59  
**To:** Nicola Sturgeon <[dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)>  
**Subject:** Re: Andrew Wilson dinner - FAO [redacted]

Hi [redacted]

Further to our email exchange at the beginning of the month, I can confirm Jim Naughtie will be present to do the interview style conversation. Also, we usually have a corporate partner / sponsor for our dinners and we would be thinking along the lines of Cluff Natural Resources / RBS / Capita or similar for this one – assuming Ms Sturgeon would also be comfortable with this?

Do let me know.

Kind regards  
Rachel

Rachel Osborne  
Charlotte Street Partners  
T: [redacted]  
M: [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** Nicola Sturgeon <[dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)>  
**Date:** Monday, 3 November 2014 11:16  
**To:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Subject:** RE: Andrew Wilson dinner - FAO [redacted]

Hi Rachel,

Many thanks for your email. I can confirm that Ms Sturgeon is content to do a quick interview style conversation, as part of the format of the dinner.

Kindest regards,

[redacted]

[redacted] | Assistant Private Secretary (Diary) | Deputy First Minister & Cabinet Secretary for Infrastructure, Investment & Cities | [redacted] | [dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)

**From:** Rachel Osborne [<mailto:Rachel.Osborne@charlottestpartners.co.uk>]  
**Sent:** 30 October 2014 15:41  
**To:** Deputy First Minister and Cabinet Secretary for Infrastructure, Investment and Cities  
**Subject:** Re: Andrew Wilson dinner - FAO [redacted]

Hi [redacted]

Quick email to ask if it might be possible as part of the format of the dinner for someone such as James Naughtie or Sarah Smith to do a quick interview style conversation with Nicola?

Do let me know if that would be acceptable.

Many thanks  
Rachel

Rachel Osborne  
Charlotte Street Partners  
T: [redacted]  
M: [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** Nicola Sturgeon <[dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)>  
**Date:** Wednesday, 22 October 2014 12:57  
**To:** Rachel Osborne <[rachel.osborne@charlottestpartners.co.uk](mailto:rachel.osborne@charlottestpartners.co.uk)>  
**Subject:** RE: Andrew Wilson dinner - FAO [redacted]

Dear Rachel,

I can confirm that the evening of Thursday 15 January 2015, is pencilled in the diary. Grateful if you could send on any further details of the dinner, once finalised.

Many thanks,

[redacted]

[redacted] | Assistant Private Secretary (Diary) | Deputy First Minister & Cabinet Secretary for Infrastructure, Investment & Cities | [redacted] | [dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)

**From:** Rachel Osborne [<mailto:Rachel.Osborne@charlottestpartners.co.uk>]  
**Sent:** 20 October 2014 14:37  
**To:** Deputy First Minister and Cabinet Secretary for Infrastructure, Investment and Cities  
**Subject:** FW: Andrew Wilson dinner - FAO [redacted]

Dear [redacted]

Might we be able to pencil in Thursday 15 January 2015 for Ms Sturgeon evening dinner event?

Do let me know.

Kind regards  
Rachel

Rachel Osborne  
Charlotte Street Partners  
T: [redacted]  
M: [redacted]  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

**From:** <[dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)>  
**Date:** 16 October 2014 16:55:29 BST  
**To:** <[Andrew.Wilson@charlottestpartners.co.uk](mailto:Andrew.Wilson@charlottestpartners.co.uk)>  
**Subject:** FW: Andrew Wilson dinner - FAO [redacted]

Dear Andrew,

Thank you for your call earlier. As promised, please find below Ms Sturgeon's availability for an evening dinner event in Edinburgh. I have provided options in the new year, as due to significant diary pressures following the conference, it will be difficult to schedule this before the end of the year.

Thursday 15 January,  
Tuesday 20 January,  
Wednesday 21 January,  
Tuesday 27 January,  
Wednesday 28 January,  
Thursday 29 January,

I would be most grateful if you could confirm if any of the above evenings are suitable? If not, I would be happy to look for alternative dates.

Kindest regards,

[redacted]

[redacted] | Assistant Private Secretary (Diary) | Deputy First Minister & Cabinet Secretary for Infrastructure, Investment & Cities | [redacted] | [dfm@scotland.gsi.gov.uk](mailto:dfm@scotland.gsi.gov.uk)

**From:** Andrew Wilson [<mailto:Andrew.Wilson@charlottestpartners.co.uk>]

**Sent:** 09 October 2014 13:18

**To:** [redacted]

**Subject:** Re: Introduction

[redacted]

Who is the diary secretary for Nicola Sturgeon? She has agreed to do a dinner for me post SNP conference and I would like to fix that date.

Andrew  
Andrew Wilson  
Managing Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners

T: [redacted]

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Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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**From:** Andrew Wilson [<mailto:Andrew@charlottestpartners.co.uk>]  
**Sent:** 30 April 2015 16:46  
**To:** Anderson A (Alexander)  
**Subject:** FW: London's infrastructure plan

Andrew Wilson  
Managing Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners

T: [redacted]

**From:** JOHNSTONE Neil <[njohnstone@systra.com](mailto:njohnstone@systra.com)>  
**Date:** Thursday, 30 April 2015 09:54  
**To:** Andrew Wilson <[Andrew@charlottestpartners.co.uk](mailto:Andrew@charlottestpartners.co.uk)>  
**Subject:** London's infrastructure plan

Andrew,

I'm sure you're very busy just now but I trust enjoying the astonishing campaign!!

I reviewed the SNP manifesto for my institution (CIHT) HQ very much from a transportation perspective and thought the comments were well made vis-à-vis London and "national" projects.

London's aspirations have been published but I thought you might like to see this neat summary (from my other Institution, ICE).

Some of these figures are eye-watering.....

Best,

Neil

**Neil Johnstone**  
**Director – Business Development**  
Prospect House, 5 Thistle Street, Edinburgh EH2 1DF  
Direct Dial: +44 131 240 8909; Office: [redacted];  
Mobile: +[redacted]  
[www.systra.com](http://www.systra.com)

The logo for SYSTRA, featuring the word "SYSTRA" in a bold, red, sans-serif font. The letters are slightly shadowed, giving it a 3D appearance.

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**From:** Malcolm Robertson <Malcolm@charlottestpartners.co.uk>  
**Sent:** 15 April 2015 16:05  
**To:** [redacted] <[redacted]@transportscotland.gsi.gov.uk>  
**Subject:** Re: GIP meeting with Derek Mackay MSP, Minister for Transport & Islands - 23 April - 13:00-13:30

Iain,

Photos attached, and biographies outlined here....

**Michael McGhee**, Founding Partner, GIP and Non-executive Director, Edinburgh and Gatwick Airports

Michael McGhee is a partner of GIP and is based in London. He was a managing director of the Investment Banking Department of Credit Suisse and has been head of the Global Transportation and Logistics Group since 1998. Previously he was head of BZW's Global Transportation Group, since founding it in July 1990, and has advised governments on several privatisations in the transport sector globally.

**Malcolm Robertson**, Managing Partner, Charlotte Street Partners and adviser to GIP

Malcolm co-founded Charlotte Street Partners with Andrew Wilson in 2014, and has advised GIP since late 2011, when it announced a desire to acquire Edinburgh Airport. Malcolm worked for 12 years in BAA, leading the company's communication team in Scotland, and latterly at Heathrow for the group. He is a board director of the Scottish Council for Development and Industry (SCDI) and chairs the organisation's London Committee.

Best,

Malcolm.

Malcolm Robertson  
Managing Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners

T: [redacted]

**From:** "[redacted]@transportscotland.gsi.gov.uk" <[redacted]@transportscotland.gsi.gov.uk>  
**Date:** Wednesday, 15 April 2015 13:28  
**To:** Malcolm Robertson <[Malcolm@charlottestpartners.co.uk](mailto:Malcolm@charlottestpartners.co.uk)>  
**Subject:** RE: GIP meeting with Derek Mackay MSP, Minister for Transport & Islands - 23 April - 13:00-13:30

Malcolm

Thanks. Photographs of you and Michael would also be helpful for the Minister.

**[redacted]**  
Aviation Branch

**From:** Malcolm Robertson [<mailto:Malcolm@charlottestpartners.co.uk>]

**Sent:** 15 April 2015 13:21

**To:** [redacted]

**Cc:** [redacted]; [redacted]

**Subject:** Re: GIP meeting with Derek Mackay MSP, Minister for Transport & Islands - 23 April - 13:00-13:30

[redacted], I'll send over details later today. It will only be me and Michael McGhee from GIP.

Malcolm.

Malcolm Robertson  
Managing Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners  
[redacted]

On 14 Apr 2015, at 14:19, "[redacted]@transportscotland.gsi.gov.uk" <[redacted]@transportscotland.gsi.gov.uk> wrote:

Malcolm

My e-mails below refer. Your response would be appreciated.

Regards.

**[redacted]**  
Aviation Branch

**From:** [redacted]

**Sent:** 09 April 2015 16:22

**To:** 'Malcolm Robertson'

**Cc:** [redacted]; [redacted]

**Subject:** RE: GIP meeting with Derek Mackay MSP, Minister for Transport & Islands - 23 April - 13:00-13:30

Malcolm

Many thanks. FYI - my deadline for providing this briefing is **Thursday 16<sup>th</sup> April**.

Best regards.

**[redacted]**  
Aviation Branch

**From:** Malcolm Robertson [<mailto:Malcolm@charlottestpartners.co.uk>]

**Sent:** 09 April 2015 16:19

**To:** [redacted]

**Cc:** [redacted]

**Subject:** Re: GIP meeting with Derek Mackay MSP, Minister for Transport & Islands - 23 April - 13:00-13:30

[redacted],

Good to hear from you. I will come back with the details as quickly as I can. The issues for discussion are as you outline below.

Best,

Malcolm.

Malcolm Robertson  
Managing Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners  
[redacted]

**From:** "[redacted]@transportscotland.gsi.gov.uk" <[redacted]@transportscotland.gsi.gov.uk>  
**Date:** Tuesday, 7 April 2015 13:06  
**To:** Malcolm Robertson <[Malcolm@charlottestpartners.co.uk](mailto:Malcolm@charlottestpartners.co.uk)>  
**Cc:** "[Michael.Bratcher@transportscotland.gsi.gov.uk](mailto:Michael.Bratcher@transportscotland.gsi.gov.uk)" <[redacted]@transportscotland.gsi.gov.uk>  
**Subject:** GIP meeting with Derek Mackay MSP, Minister for Transport & Islands - 23 April - 13:00-13:30

Malcolm

Following your e-mail of 10 March Derek Mackay MSP, Minister for Transport & Islands has accepted an invitation to meet with GIP on **Thursday 23 April** to discuss issues surrounding the Airports Commission and to provide an update on progress at Edinburgh Airport.

I'd be grateful if you could advise:

1. Who will be attending on behalf of GIP;
2. Provide biographies and photos of same; and
3. Confirm the above discussion agenda is correct.

Best regards.

[redacted]

**[redacted]**  
**Aviation Branch**

**Transport Scotland**  
**Aviation, Maritime, Freight & Canals**  
Victoria Quay, Edinburgh EH6 6QQ  
T: [redacted], F: [redacted]  
[redacted]@transportscotland.gsi.gov.uk

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Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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**From:** SMITH, Elizabeth Lady [<mailto:SMITHLADY@parliament.uk>]  
**Sent:** 24 June 2014 12:46  
**To:** Minister for External Affairs and International Development  
**Cc:** [Andrew.Wilson@charlottestpartners.co.uk](mailto:Andrew.Wilson@charlottestpartners.co.uk)  
**Subject:** RE: Lunch Meeting with Lady Elizabeth Smith – Russia-Scotland Relations

David,  
The 19<sup>th</sup> August is good for me, thank you.

It's in the diary,  
Best,  
Elizabeth

**From:** [redacted]@scotland.gsi.gov.uk [[mailto:\[redacted\]@scotland.gsi.gov.uk](mailto:[redacted]@scotland.gsi.gov.uk)] **On Behalf Of**  
[mea@scotland.gsi.gov.uk](mailto:mea@scotland.gsi.gov.uk)  
**Sent:** 24 June 2014 11:57  
**To:** SMITH, Elizabeth Lady  
**Cc:** [Andrew.Wilson@charlottestpartners.co.uk](mailto:Andrew.Wilson@charlottestpartners.co.uk); [mea@scotland.gsi.gov.uk](mailto:mea@scotland.gsi.gov.uk)  
**Subject:** RE: Lunch Meeting with Lady Elizabeth Smith – Russia-Scotland Relations

Lady Smith,

Thank you for the prompt response.

We will pass on your message of thanks to Mr Yousaf this afternoon. The Minister was delighted he could attend the event earlier this month and looks forward to engaging in a discussion with you in the future. We currently have alternative availability on the following date should it be suitable:

1) 12:00 on Tuesday, 19 August 2014 in the Scottish Parliament building

I look forward to receiving your response.

Kind regards,

[redacted] | Assistant Private Secretary | Minister for External Affairs and International Development |  
Telephone: [redacted] | Blackberry: [redacted]

**From:** SMITH, Elizabeth Lady [<mailto:SMITHLADY@parliament.uk>]  
**Sent:** 24 June 2014 11:48  
**To:** Minister for External Affairs and International Development  
**Cc:** [Andrew.Wilson@charlottestpartners.co.uk](mailto:Andrew.Wilson@charlottestpartners.co.uk)  
**Subject:** RE: Lunch Meeting with Lady Elizabeth Smith – Russia-Scotland Relations

Dear David,

Thank you for suggesting the 5<sup>th</sup> August for a meeting with Humza. Unfortunately I will be on holiday at that time, returning to Edinburgh on August 17<sup>th</sup> so any time after that will be good.

And would you please pass on my sincere thanks for his hosting of the John Smith Fellows which was really well received by everyone. I look forward to our meeting,  
Elizabeth

**From:** [redacted]@scotland.gsi.gov.uk [mailto:[redacted]@scotland.gsi.gov.uk] **On Behalf Of** [mea@scotland.gsi.gov.uk](mailto:mea@scotland.gsi.gov.uk)  
**Sent:** 05 June 2014 11:18  
**To:** SMITH, Elizabeth Lady  
**Cc:** [Andrew.Wilson@charlottestpartners.co.uk](mailto:Andrew.Wilson@charlottestpartners.co.uk); [mea@scotland.gsi.gov.uk](mailto:mea@scotland.gsi.gov.uk)  
**Subject:** Lunch Meeting with Lady Elizabeth Smith – Russia-Scotland Relations

Lady Smith,

Following up on the email correspondence from the Minister below.

I have been asked to arrange a suitable date to accommodate you in the Scottish Parliament building in the near future. Unfortunately, Mr Yousaf's diary is very busy over the next few weeks and the next available slot would be after Summer Parliamentary Recess. I have proposed the date below:

1) 12:00 on Tuesday, 05 August 2014

I would be most grateful if you could confirm the suitability of this proposal.

As a general courtesy, As a general courtesy, I would like to mention that each meeting we hold whilst parliament is sitting will be subject to parliamentary business. This means that appointments may be cancelled or changed at very short notice. We will endeavour to provide as much information as possible should it occur, although it is unlikely.

I look forward to hearing from you in the near future.

Kind regards,

**[redacted]** | Assistant Private Secretary  
Ministerial Private Office | Minister for External Affairs and International Development  
Scottish Government | St Andrew's House | Regent Road | Edinburgh | EH1 3DG

St Andrews House ☎[redacted] | Parliament ☎[redacted] | Email – [mea@scotland.gsi.gov.uk](mailto:mea@scotland.gsi.gov.uk)

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**From:** [Humza.Yousaf.msp@scottish.parliament.uk](mailto:Humza.Yousaf.msp@scottish.parliament.uk)  
[mailto:[Humza.Yousaf.msp@scottish.parliament.uk](mailto:Humza.Yousaf.msp@scottish.parliament.uk)]  
**Sent:** 05 June 2014 09:30  
**To:** [SMITHLADY@parliament.uk](mailto:SMITHLADY@parliament.uk)  
**Cc:** [Andrew.Wilson@charlottestpartners.co.uk](mailto:Andrew.Wilson@charlottestpartners.co.uk); Minister for External Affairs and International Development  
**Subject:** RE: Intro/Sunday drinks

Lady Smith,

I would like that. I have copied in my officials who will liaise to find a date for us to have lunch in the Scottish Parliament if you are amenable.

Best wishes,

Humza

**Humza Yousaf MSP**

*MSP for Glasgow*

*Minister for External Affairs and International Development*

t: (0131) 348 6210 / t: (0141) 353 1593

e: [humza.yousaf.msp@scottish.parliament.uk](mailto:humza.yousaf.msp@scottish.parliament.uk)

Twitter: [@HumzaYousaf](https://twitter.com/HumzaYousaf) | FB: [humza.yousaf](https://www.facebook.com/humza.yousaf) | [www.humzayousaf.org](http://www.humzayousaf.org)

MSP Office | Empire House | 131 West Nile Street | Glasgow | G1 2RX

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**From:** SMITH, Elizabeth Lady [<mailto:SMITHLADY@parliament.uk>]

**Sent:** 05 June 2014 09:21

**To:** Yousaf H (Humza), MSP

**Cc:** [Andrew.Wilson@charlottestpartners.co.uk](mailto:Andrew.Wilson@charlottestpartners.co.uk)

**Subject:** RE: Intro/Sunday drinks

Dear Humza,

I had no idea we had so much in common, this is great. Yes, it is the same group so I'm pleased you will meet them. I'll be in London that day so I'll not be with them but very much hope you and I will meet soon.

It would be interesting to have a separate discussion on Scotland-Russia relations. There is a new Consul General who seems to be a good thing and keen to make things happen. I would like to be involved in any initiatives with Russia and Scotland.

Let's see if we can get a date in the diary,

Elizabeth

**From:** [Humza.Yousaf.msp@scottish.parliament.uk](mailto:Humza.Yousaf.msp@scottish.parliament.uk)  
[<mailto:Humza.Yousaf.msp@scottish.parliament.uk>]

**Sent:** 05 June 2014 09:15

**To:** SMITH, Elizabeth Lady

**Cc:** [Andrew.Wilson@charlottestpartners.co.uk](mailto:Andrew.Wilson@charlottestpartners.co.uk)

**Subject:** RE: Intro/Sunday drinks

Dear Lady Elizabeth Smith,

I thank Andrew for the introduction. Unfortunately, I am unable to make Sunday as I am attending my cousin's wedding. I would have liked to join you; I would have enjoyed with interest the Fellows' perspectives on the recent situation in Ukraine/Russia. I would have also liked to have made your acquaintance, if nothing else we both are former Hutchesonians and alumni of Glasgow University!

I am hosting the John Smith Fellows at Bute House on Wednesday evening, so on the assumption it is the same group I will make sure I take advantage of the presence here.

Best wishes,

Humza

**Humza Yousaf MSP**

*MSP for Glasgow*

*Minister for External Affairs and International Development*

t: (0131) 348 6210 / t: (0141) 353 1593

e: [humza.yousaf.msp@scottish.parliament.uk](mailto:humza.yousaf.msp@scottish.parliament.uk)

Twitter: [@HumzaYousaf](https://twitter.com/HumzaYousaf) | FB: [humza.yousaf](https://www.facebook.com/humza.yousaf) | [www.humzayousaf.org](http://www.humzayousaf.org)

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**From:** SMITH, Elizabeth Lady [<mailto:SMITHLADY@parliament.uk>]

**Sent:** 05 June 2014 09:04

**To:** Yousaf H (Humza), MSP

**Cc:** Andrew Wilson

**Subject:** FW: Intro/Sunday drinks

Dear Humza,

Andrew has kindly introduced us. He is doing this in his role as Trustee of the John Smith Trust which runs a Fellowship programme every year for young leaders from FSU countries. The programme starts this weekend and I have invited them all to my home in Edinburgh for drinks on Sunday evening. I would be very happy if you and your wife could join us.

They are always a lively bunch of young people and this year is particularly interesting because of the political situation with Russia and Ukraine.

Their week in Scotland will be focused on the referendum debate, for and against and we have an interesting line up of speakers to provoke discussion.

I hope to see you on Sunday,  
Elizabeth

**From:** Andrew Wilson [<mailto:Andrew.Wilson@charlottestpartners.co.uk>]

**Sent:** 05 June 2014 08:40

**To:** Humza Yousaf MSP; SMITH, Elizabeth Lady

**Subject:** Intro

Both

Please be introduced. We have a short notice invite for you to consider Humza

Very best

Andrew

Andrew Wilson  
Managing Partner  
Charlotte Street Partners  
[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)  
@cstreetpartners

T: [redacted]

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Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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**From:** [redacted]  
**Sent:** 03 October 2014 12:42  
**To:** 'Andrew Pyle' <Andrew.Pyle@charlottestpartners.co.uk>  
**Subject:** RE: University Subsidies

Dear Andrew

Thank you for your enquiry.

The information you are looking for is contained in the Higher Education Student Support in Scotland, 2012-13 statistical publication (<http://www.scotland.gov.uk/Publications/2013/10/1120/0>) in Table 1: Students receiving support and/or authorised for loans by SAAS, 2003-04 to 2012-13. The statistical publication containing the information for 2013-14 is due to publish on 28 October 2014.

I hope this helps with your enquiry.

Kind regards

[redacted]

[redacted]

Student Support and Participation Team | Higher Education and Learner Support Division | Employability Skills and Lifelong Learning Directorate

Atlantic Quay | 150 Broomielaw | Glasgow | G2 8LU | [redacted]

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**From:** Andrew Pyle [<mailto:Andrew.Pyle@charlottestpartners.co.uk>]  
**Sent:** 03 October 2014 12:08  
**To:** [redacted]  
**Subject:** University Subsidies

Hi [redacted],

Thanks for your help.

The question I wished answered is thus:

What is the annual cost of the Scottish Government's policy of free tuition fees for all students?

Thank you once again,

Andrew

— —

Andrew Pyle

Associate

Charlotte Street Partners

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

[@cstreetpartners](#)

T: 0131 516 5314

M: [redacted]

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**From:** [redacted]  
**Sent:** 26 February 2014 10:40  
**To:** 'Sharon Nimmo' <Sharon.Nimmo@charlottestpartners.co.uk>  
**Subject:** RE: PROCUREMENT HELP!

Hi Sharon,

Thank you for your email.

The Scottish Government, and a large number of other public sector bodies, advertise **all** contract opportunities on our free, national website – Public Contracts Scotland (PCS) – [www.publiccontractsscotland.gov.uk](http://www.publiccontractsscotland.gov.uk)

You can either browse this site for opportunities on an ad hoc basis, or you can register your details and sign up for free e-mail alerts relevant to your business. To register on PCS, click on the link above and then select New to the Site, Register Here, then Register as a Supplier; you will be taken through the process of registration and setting up your profile. Buyers also use PCS to post details of contract awards, and invite quotes from **registered** suppliers for very low value/low risk goods and services; main contractors on public sector contracts also use the system to advertise sub-contract opportunities resulting from the main contract.

The Scottish Government have simple but comprehensive supplier guidance on public procurement – the Supplier Journey at <http://www.scotland.gov.uk/Topics/Government/Procurement/Selling/SupplierJourney>

It details the process of awarding a public sector contract, sets out what buyers expect suppliers to do at each stage of the process, gives practical information on how suppliers can find and bid for opportunities, details what to expect when delivering contracts, and gives information on what support is available to help win business and what you can do if unsuccessful.

You may also find our [Procurement Journey](#) helpful.

Let me know if I can be of any further help.

Thanks

[redacted]

[redacted]

Procurement Policy | **Scottish Procurement**

The Scottish Government, Area 3D North, Victoria Quay, Edinburgh, EH6 6QQ

Tel: [redacted] [www.scotland.gov.uk/procurement](http://www.scotland.gov.uk/procurement)

**From:** Sharon Nimmo [<mailto:Sharon.Nimmo@charlottestpartners.co.uk>]  
**Sent:** 25 February 2014 16:40  
**To:** Scottish Procurement  
**Subject:** PROCUREMENT HELP!

We are a new communications agency in Edinburgh and I would like to try and find out how we can get on your list of suppliers. We would also like to compete for work but not sure how to go about it. Any advice greatly received!!

It would also be great to have a sense of the volume of contracts in this area and the value of them.

Thanks so much for your help.

--

Sharon Nimmo  
Partner  
Charlotte Street Partners

T: [redacted]

[www.charlottestpartners.co.uk](http://www.charlottestpartners.co.uk)

@cstreetpartners

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