

PUBLIC SECTOR REFORM (SCOTLAND) ACT 2010

VISITSCOTLAND return for year ending 31st March 2020

The following statements are published in accordance with Section 31(1), 31(2), 31(3) and 31(4) of the Act.

ACTIVITY	NOTES	GBP'000
SUPPORT GRANTS	<i>Includes support for cultural and sports events and growth fund projects</i>	13,679
PROMOTIONAL, CONFERENCE & EVENT ACTIVITIES		14,134
MEDIA ADVERTISING		4,727
DIRECT MARKETING	<i>Includes iCentre costs</i>	5,682
OTHER MARKETING COSTS	<i>includes branding, design, publications, printing & distribution</i>	810
RESEARCH & EVALUATION		1,074
TOTAL PR MARKETING SPEND		40,106
OVERSEAS TRAVEL	<i>Includes travel to as well as from the UK; and the cost of hotels, the cost of travel and subsistence during overseas visits and other related expenditure</i>	90
HOSPITALITY AND ENTERTAINMENT	<i>Includes any gifts, meals, parties, receptions, tickets for or invitations to public, sporting, cultural or other events or other similar benefits accorded by VisitScotland to its own members or employees or third parties for whatever reason</i>	38
EXTERNAL CONSULTANCY	<i>Includes management, IT, financial, construction or infrastructure related consultancy, audit fees and third party technical support</i>	5
RENUMERATIONS RECEIVED IN EXCESS OF £150k	<i>Does not include receipt of pension, voluntary severance compromise agreements or redundancy payments</i>	1 individual

See Appendix 1 for statements in accordance with 31(3) of the Act: Payments over £25,000.

The following statement is published in accordance with Section 32(1)(b).

Promotion of Sustainable Growth

The below are extracts from the VisitScotland Annual Sustainability Report (2019 – 2020), for the full and detailed report please visit <https://www.visitscotland.org/about-us/annual-corporate-reports/sustainability-report>.

Introduction

Tourism is not only a key driver for sustainable economic growth, but also has a special relationship with the Scottish environment and society, due to its unique dependency on quality environments, cultural distinctiveness, social interaction, security and wellbeing. Therefore, we at VisitScotland believe the success of Scotland's tourism industry rests not only on its economic competitiveness but also on protecting and enhancing the Scottish environment, society and culture, which are vital to the brand, the industry and sustaining Scotland's economic growth.

In line with the Scottish Government's plans, VisitScotland aspires to make Scotland Europe's most sustainable destination and aims to be recognised as a leader in sustainable tourism development. VisitScotland will contribute to a more sustainable future for Scotland through taking direct action on issues under our control and influence the opinion and action of third parties such as strategic partners, businesses and visitors, to help drive sustainability within the tourism sector in Scotland.

VisitScotland's Sustainable Tourism Policy provides a clear rationale and plan for delivering our aspirations for sustainable tourism.

This annual sustainability report outlines the key activities VisitScotland has undertaken in 2019/20 in support of our sustainability policy, as well as the Scottish Government's sustainability ambitions for Scotland and relevant legislation.

Climate Change Reporting

The Climate Change (Scotland) Act 2009 requires all public bodies to exercise their functions in a way that best contributes to the Act's carbon emission reduction targets, delivery of climate change adaptation program and overall sustainable practices. As part of the Act, the Scottish Government has set climate change targets: to reduce Scotland's CO2 emissions to net-zero by 2045, with an interim reduction of 56% by 2020, against a 2008/9 baseline.

As of the 31 March 2020, VisitScotland has achieved a 74% reduction in CO2 emissions, which already exceeds the current 2020 target. VisitScotland annually reports on its compliance with its climate change duties through the Scottish Sustainable Networking reporting tool.

Internal Sustainability Policy Objectives

For full details on each objective and VisitScotland's progress towards them please visit <https://www.visitscotland.org/about-us/annual-corporate-reports/sustainability-report>.

Objective	Headline progress
Promote the integration of sustainability in the tourism sector	The majority of the VisitScotland's local offices and iCentres have achieved Green Tourism certification, as part of which consideration is given to overall sustainability activities, including resource efficiency, transport, natural and cultural heritage, and community engagement. This directly supports the

	<p>implementation of our sustainability objectives across the estate. As of 31st March 2020, 87% of the properties were certified under Green Tourism, of which 35% hold a Gold award and 65% a Silver award. This shows no change from the previous year as no assessments have been completed by Green Tourism who are creating a new online tool which has been delayed. This will be progressed during 2020/21.</p>
<p>Minimise resource use and waste production</p>	<p>Our resource use and waste related CO2 emissions are continuing to reduce annually. In 2019/20 we saw a 6% reduction from the previous year. This is due to behavioural changes and improvements we have made through a programme of increasing efficiency, driving down resource use (e.g. energy use in buildings, business travel, and water use), waste reduction, as well as changes within the VisitScotland estate.</p>
<p>Reduce the impact of transport</p>	<p>We have made a 38% reduction in our travel related CO2 emissions from the baseline year. Both long and short haul air travel decreased this year and we have continued to show improvement in other areas.</p> <p>We have 24 vehicles in our leased car fleet of which 4 vehicles are under 100g/km CO2 emissions and 4 vehicles are under 110g/km. The remainder are under 130g/km but will be changed on lease renewal.</p>
<p>Protect and enhance Scotland's natural and cultural heritage</p>	<p>Through a wide range of channels, we are providing potential visitors and visitors in Scotland with a range of information on Scottish Wildlife and its natural landscapes, as well as promoting the Outdoor Access code.</p> <p>In 2017 VisitScotland started working with Plan Bee to adopt Beehives, using the money collected for the 5p carrier bag charge, which we committed to donate to an environmental good cause. We will be collaborating with Plan Bee to highlight the plight of Bees with our staff as well as externally with communities and visitors. In 2018 VisitScotland, Plan Bee, and House for an Art Lover worked with local schools in Glasgow to design and paint the beehives in the spirit of Charles Rennie Mackintosh in celebration of its 150 year anniversary. The sponsored beehives have been installed at the House of an Art Lover in Glasgow. This will directly support the Scottish Government's Pollinator Strategy. This commitment has continued in 2019/20 and the bees continue to thrive and produce honey</p>
<p>Enhance quality of life for Scottish communities</p>	<p>In 2019, VisitScotland established a cross-departmental group, Responsible Tourism Working Group, to accelerate our work in this area, and ensure leadership and commitment to our responsible tourism ambitions. The group identifies opportunities and sustainable projects, encouraging all VisitScotland's activity to be viewed through the lens of responsible destination development.</p> <p>VisitScotland works with industry and partners like Scotland Food and Drink to increase the sourcing of quality Scottish Food and drink to enhance the visitor experience, as well as support local businesses and communities.</p>

	<p>VisitScotland’s Taste Our Best accreditation, which showcases businesses that provide and promote a quality Scottish Food and Drink experience, was achieved by over 1000 businesses by the end of 2019/20.</p>
<p>Make holidays in Scotland available for all</p>	<p>This year’s priorities have focused on showcasing the needs of three specific market segments, disabled people, seniors and families with young children. Individual businesses and industry groups through a programme of presentations and networking meeting, have been encouraged and supported to complete Access Guides. This resulted in additional 192 access guides produced this year, with a further 336 additional users have completed our Accessible Tourism training programme.</p>
<p>Improve the quality of tourism jobs</p>	<p>Following on from the success of the summer placements within the Career Ready programme - highlighting the development opportunities within the organisation to school leavers - discussions are ongoing as to the continuation of this into next year with suitable mentors within the organisation being sought.</p>
<p>Support adaption to climate change in the tourism sector</p>	<p>Reviewed Adaptation needs across the estate as part of the buildings review with a focus on Energy performance certificates and recommendations to reduce rating.</p>

The following statement is published in accordance with Section 32(1)(b).

Statement of Efficiency, Effectiveness and Economy

The below are extracts from the VisitScotland Annual Procurement Report (2019 – 2020), for the full and detailed report please visit <https://www.visitscotland.org/about-us/our-policies/procurement>.

Efficiencies

Public Contracts Scotland (PCS) is used to publicly advertise all relevant tender opportunities with an aggregated value exceeding the current procurement thresholds. The volume of published Regulated Contract Notices is summarised as follows:

- Period: 1 April 2019 to 31 March 2020
VisitScotland published 16 Contract Notices* through Public Contracts Scotland.

In accordance with the Public Contracts (Scotland) Act 2014, the organisation has published and maintained a Contracts Register on www.visitscotland.org on a quarterly basis.

In addition, the organisation has accessed Public Contracts Scotland to manage a programme of Quick Quotes. Quick Quote is used for lower value procurements with a value greater than £5,000, but less than a regulated procurement, or as a call-off contract from a pre-tendered framework contract. These can be summarised as follows:

- Period: 1 April 2018 to 31 March 2019
VisitScotland published 41 Quick Quote Notices* through Public Contracts Scotland.

In all relevant procurements, evaluation has been conducted against the criterion that will best deliver the operational objectives of the corporate plan. As required by the Procurement Reform (Scotland) Act 2014, contract award decisions were made on the basis of the Most Economically Advantageous Tender (MEAT).

*Please note that contracts listed in this section 2.1 relate to tender activity that took place during the period 1 April 2019 to 31 March 2020 and may have a contract start at a future date. Contracts listed in Annex A have a start date within the period 1 April 2019 to 31 March 2020 and the tender activity may have taken place at some point prior to the reporting period.

Collaboration

VisitScotland has led on collaborative tenders and continues to provide contract and supplier management with input from the collaborative partners:

Contract Title	Contract Value	Collaborative Partners
Books and Maps for Retail	£2,310,000	Historic Environment Scotland and Scottish Parliamentary Corporate Body
Leaflet Merchandising, Storage & Distribution	£810,000	Historic Environment Scotland, National Trust for Scotland, Royal Botanic Gardens Edinburgh and Scottish Parliamentary Corporate Body.

The organisation continues to support external collaborative contract, providing resource into key collaborative User Intelligence Groups (UIGs). This provides technical expertise into the procurement project and insures that the organisation's operational requirements are fully considered in specification and during contract development and management. In the period covered by this report, VisitScotland has contributed to the following collaborative UIGs:

- Media Planning, Buying & Associated Services (Scottish Government)
- International Media Planning, Buying & Associated Services (Scottish Government)
- Publishing, Print, Design and Associated Services (Scottish Government)

- Print and Associated Services (Scottish Government)

Savings

Annual procurement efficiencies are forecast in the range of £400k - £700k per annum for the VisitScotland Group. The following efficiencies have been achieved:

- Full Financial year 2019/20 - £591k

APPENDIX 1: Payments made in excess of £25,000 during the financial year ending 31st March 2020.

The following statements are published in accordance with Section 31(3) of the Act.

PAYMENT DATE	SUPPLIER	VALUE GBP	SUPPLY TYPE
08/04/2019	LPGA Tournament Properties	650,000	Solheim Cup
18/04/2019	Banner Group Ltd	53,621	IT equipment
18/04/2019	DM Roofing & Roughcasting Ltd	32,258	Building repair
08/04/2019	CAP Partner APS	25,000	Event Grant
18/04/2019	Orkney Islands Council	34,200	Rental & service charges Kirkwall
05/04/2019	Transputec Ltd	92,439	Telecommunications
05/04/2019	Computacenter UK Ltd	153,985	IT equipment
30/04/2019	Carat - GBP only	108,004	Media advertising
30/04/2019	Carat - GBP only	35,187	Media advertising
24/04/2019	Carat - GBP only	63,974	Media advertising
18/04/2019	Carat - GBP only	60,597	Media advertising
18/04/2019	Carat - GBP only	30,384	Media advertising
18/04/2019	Carat - GBP only	40,713	Media advertising
05/04/2019	National Theatre of Scotland(ES)	30,000	Event Grant
05/04/2019	Izon Projects Ltd	62,301	iCentre Refurbishment
05/04/2019	Culture & Sport Glasgow- ES Only	50,000	Event Grant
30/04/2019	AWG Group Ltd	50,736	Rent
30/04/2019	AWG Group Ltd	50,736	Rent
30/04/2019	AWG Group Ltd	50,736	Rent
30/04/2019	WhiteSpace	38,616	Digital creative
05/04/2019	WhiteSpace	57,479	Digital creative
05/04/2019	The Rocket Group	44,840	Exhibition services
05/04/2019	The Rocket Group	33,570	Exhibition services
18/04/2019	Kantar UK Ltd t/a Kantar TNS	84,360	Statutory Tourism Monitoring
18/04/2019	Kantar UK Ltd t/a Kantar TNS	42,180	Statutory Tourism Monitoring
30/04/2019	GES Ltd	81,600	Exhibition services
17/04/2019	Carat (EUR)	30,388	Global media advertising
17/04/2019	Carat (EUR)	106,584	Global media advertising
08/04/2019	Carat (EUR)	29,754	Global media advertising
17/04/2019	Carat (CAD)	71,397	Global media advertising
16/04/2019	Quadrangle Research Group Ltd	30,000	Brand tracking
18/04/2019	Sopra Steria Ltd	27,000	Agency Staff
30/04/2019	Vision Events (UK) Ltd	41,681	Exhibition services
05/04/2019	Kubi Kalloo Ltd	34,200	Research
24/04/2019	Fife Council	34,000	Rent
30/04/2019	Stirling Council	26,550	Rent
24/04/2019	Savills UK Ltd	99,385	Rent
18/04/2019	Dell Corporation	41,344	IT equipment
05/04/2019	Zeus Sports Ltd	65,000	Event Grant
08/04/2019	NH F+B Inc	51,165	Venue Hire
17/05/2019	Highland Council T/A High Life	134,953	Event Grant
17/05/2019	Highland Council T/A High Life	25,025	Event Grant
21/05/2019	DoubleTreeHilton Glasgow Central	26,048	Exhibition services
02/05/2019	Carat - GBP only	71,988	Media advertising
02/05/2019	Carat - GBP only	119,980	Media advertising
17/05/2019	Carat - GBP only	48,000	Media advertising

07/05/2019	Carat - GBP only	359,941	Media advertising
02/05/2019	Carat - GBP only	54,591	Media advertising
29/05/2019	Carat - GBP only	26,749	Media advertising
17/05/2019	Izon Projects Ltd	183,834	iCentre Refurbishment
01/05/2019	Carat (USD)	61,289	Global media advertising
01/05/2019	Carat (USD)	46,986	Global media advertising
22/05/2019	Carat (USD)	68,000	Global media advertising
02/05/2019	Maindec Computer Solutions Ltd	35,460	IT support
02/05/2019	Kantar UK Ltd t/a Kantar TNS	65,012	Statutory Tourism Monitoring
07/05/2019	City of Edinburgh Council	52,761	Rates
21/05/2019	City of Edinburgh Council	52,761	Rates
10/05/2019	City of Edinburgh Council	52,761	Rates
24/05/2019	Regent Exhibitions Ltd	134,655	Exhibition space
17/05/2019	Lothian Pension Fund	75,231	Employers pension costs
17/05/2019	GES Ltd	81,983	Exhibition services
01/05/2019	Carat (EUR)	55,253	Global media advertising
01/05/2019	Carat (EUR)	46,768	Global media advertising
30/05/2019	Carat (EUR)	46,965	Global media advertising
01/05/2019	Carat (EUR)	26,844	Global media advertising
30/05/2019	Carat (CAD)	207,214	Global media advertising
02/05/2019	Carat (AUD)	214,528	Global media advertising
31/05/2019	Quadrangle Research Group Ltd	26,818	Brand tracking
29/05/2019	Phoenix Life Ltd c/o Standard	48,000	Rent
02/05/2019	LinkedIn Ireland	40,810	Recruitment Costs
17/05/2019	Cairngorms National Park Auth	30,000	Rural Tourism Infrastructure Fund
21/05/2019	Lothian Buses Plc	25,974	3rd party ticket sales
07/05/2019	Lothian Buses Plc	27,435	3rd party ticket sales
01/05/2019	Freeman Decorating Co	53,912	Exhibition services
17/05/2019	Glasgow City Council- Rates	63,984	Rates
24/06/2019	Insight Direct (UK) Ltd	91,043	IT supplies
12/06/2019	R&A Championships Ltd	315,230	Exhibition services
12/06/2019	Computacenter UK Ltd	102,444	IT equipment
07/06/2019	Carat - GBP only	84,003	Media advertising
07/06/2019	Carat - GBP only	48,000	Media advertising
03/06/2019	Izon Projects Ltd	220,410	iCentre Refurbishment
21/06/2019	New Mind Internet Consultancy	213,240	Destination management system
11/06/2019	Softcat Ltd	163,856	Licensing
18/06/2019	Culture & Sport Glasgow- ES Only	35,000	Event Grant
12/06/2019	Centaur Media Communications	67,614	Exhibition services
13/06/2019	Carat (USD)	61,806	Global media advertising
13/06/2019	Carat (USD)	70,901	Global media advertising
24/06/2019	Carat (USD)	68,424	Global media advertising
13/06/2019	Carat (USD)	31,390	Global media advertising
13/06/2019	Carat (USD)	46,706	Global media advertising
12/06/2019	Phoenix Software Limited	145,721	Software supplies
12/06/2019	Phoenix Software Limited	88,577	Software supplies
13/06/2019	Questex Media Group Inc	40,251	Exhibition space
04/06/2019	Lothian Pension Fund	76,075	Employers pension costs
14/06/2019	GCUC Ltd	25,851	Professional services
13/06/2019	Carat (EUR)	40,812	Global media advertising
13/06/2019	Carat (EUR)	67,915	Global media advertising
21/06/2019	Cairngorms National Park Auth	113,393	Event Grant
28/06/2019	Stirling Council	26,550	Rent
21/06/2019	Turing Festival Limited	90,000	Bid Fund

14/06/2019	IMG UK Ltd	95,400	Solheim Cup
25/06/2019	Comhairle nan Eilean Siar - Receipts	115,000	Rural Tourism Infrastructure Fund
30/07/2019	Insight Direct (UK) Ltd	32,335	IT supplies
02/07/2019	P G A European Tour	1,200,000	Events Grant
12/07/2019	Morton Fraser LLP	35,000	Legal Fees
05/07/2019	Free media T/A Direct Distributi	30,487	Brochure/leaflet deliveries
02/07/2019	Edinburgh Inter. Festival Soc.	42,500	Event Grant
05/07/2019	Carat - GBP only	53,962	Media Advertising
02/07/2019	Loch Lomond/Trossachs Mat. Park	130,000	Rural Tourism Infrastructure Fund
16/07/2019	Izon Projects Ltd	45,701	iCentre Refurbishment
18/07/2019	Carat (USD)	210,073	Global media advertising
18/07/2019	Carat (USD)	307,940	Global media advertising
18/07/2019	Carat (USD)	66,873	Global media advertising
30/07/2019	Shetland Islands Council	35,000	Employee Pension Costs
16/07/2019	The Rocket Group	39,540	Exhibition Services
19/07/2019	City of Edinburgh Council	46,440	Rates
30/07/2019	Lothian Pension Fund Total	78,081	Employee Pension Costs
19/07/2019	Lothian Pension Fund Total	79,144	Employee Pension Costs
30/07/2019	Falkirk Council	38,576	Employers pension costs
30/07/2019	Historic Environment Scotland - T	37,759	Ticket Sales
19/07/2019	Historic Environment Scotland - T	30,935	Ticket Sales
02/07/2019	Historic Environment Scotland - T	25,985	Ticket Sales
30/07/2019	Scottisg Government	1,350,000	Solheim Cup Contribution
19/07/2019	Ladies European Tour Ltd	36,200	Solheim Cup hosting
20/08/2019	Redfern Travel Ltd/CTM (North)	30,391	Travel Costs
06/08/2019	Redfern Travel Ltd/CTM (North)	30,345	Travel Costs
21/08/2019	Eurokongress Gmbtt	25,000	Event Grant
27/08/2019	Aberdeenshire Council	81,409	Landlord Works
23/08/2019	AWG Group Ltd	30,172	Rent
23/08/2019	AWG Group Ltd	50,736	Rent
23/08/2019	AWG Group Ltd	50,736	Rent
23/08/2019	AWG Group Ltd	30,172	Rent
23/08/2019	AWG Group Ltd	30,172	Rent
23/08/2019	AWG Group Ltd	50,736	Rent
02/08/2019	The Gleneagles Hotel	201,213	Event Grant
20/08/2019	The Rocket Group	113,741	Exhibition services
20/08/2019	Phoenix Life Ltd c/o Standard	48,000	Rent
23/08/2019	Historic Environment Scotland -T	53,455	3rd party ticket sales
13/08/2019	Historic Environment Scotland -T	43,948	3rd party ticket sales
13/08/2019	Savills UK Ltd	96,410	Rent
30/08/2019	Festivals Edinburgh Ltd	35,000	Event Grant
20/08/2019	Scottish Government	28,860	Oracle support costs
02/08/2019	Zeus Sports Ltd	25,000	Event Grant
02/08/2019	Sweetspot Group Limited	35,000	Grant funding
02/08/2019	Eastern Photocolour Ltd	30,864	Outer Hebrides Information Points
06/08/2019	Moray Council	40,250	Rural Tourism Infrastructure Fund
20/09/2019	PSP Media Group Ltd	48,000	Event sponsorship
20/09/2019	PSP Media Group Ltd	48,000	Event sponsorship
06/09/2019	Carat - GBP only	77,074	Media advertising
27/09/2019	Carat - GBP only	27,996	Media advertising
04/09/2019	IMEX America Ltd	110,124	Exhibition services
20/09/2019	Culture & Sport Glasgow- ES Only	46,425	Event Grant
24/09/2019	Culture & Sport Glasgow- ES Only	236,000	Event Grant
17/09/2019	Shetland Islands Council	52,664	Employers pension costs

20/09/2019	The Rocket Group	59,747	Exhibition services
10/09/2019	Lothian Pension Fund	78,391	Employers pension costs
20/09/2019	Carat (EUR)	27,238	Global media advertising
06/09/2019	Historic Environment Scotland -T	33,114	Ticket Sales
27/09/2019	Scottish Government	31,535	Oracle support costs
02/10/2019	Scottish Golf Ltd	29,055	Event Grant
15/10/2019	CAP Partner APS	25,000	Event Grant
22/10/2019	Reed Exhibitions-EUR	137,184	Exhibition services
30/10/2019	Carat - GBP only	36,938	Media advertising
15/10/2019	PGA European Tour-USD	594,000	Media advertising
29/10/2019	June Bennie SIPP	39,325	Rent
02/10/2019	WhiteSpace	50,512	Digital creative
11/10/2019	British Cycling Events	40,000	Event Grant
15/10/2019	The Rocket Group	44,983	Exhibition services
04/10/2019	Lothian Pension Fund	77,937	Employers pension costs
31/10/2019	SLIK Media Ltd	46,095	Media Tender
30/10/2019	Vision Events (UK) Ltd	37,609	Exhibition services
04/10/2019	Stirling Council	26,550	Rent
22/10/2019	Stackla Limited	25,800	Social media software
07/10/2019	PCMA	55,000	Sponsorship
23/10/2019	Ladies European Tour Ltd	1,017,686	Solheim Cup hosting
11/10/2019	IMG UK Ltd	288,200	Solheim Cup
11/10/2019	IMG UK Ltd	360,250	Solheim Cup
28/11/2019	Redfern Travel Ltd/CTM (North)	34,974	Travel Costs
28/11/2019	Scottish Police Authority	461,253	Ryder Cup security
22/11/2019	Argyll & Bute Council	85,500	VIC refurbishment
08/11/2019	Carat - GBP only	120,004	Media advertising
05/11/2019	Carat - GBP only	76,877	Media advertising
08/11/2019	Softcat Ltd	33,111	Licensing
26/11/2019	Culture & Sport Glasgow- ES Only	46,425	Event Grant
22/11/2019	AWG Group Ltd	50,736	Rent
22/11/2019	AWG Group Ltd	50,736	Rent
22/11/2019	AWG Group Ltd	50,736	Rent
08/11/2019	British Cycling Events	63,000	Event Grant
08/11/2019	Lothian Pension Fund	77,368	Employers pension costs
14/11/2019	Horsecross Arts Ltd - ES	41,372	Event Grant
18/11/2019	Carat (EUR)	28,800	Global media advertising
06/11/2019	BloomReach BV	56,850	Social media software
14/11/2019	Phoenix Life Ltd c/o Standard	48,000	Rent
05/11/2019	Savills UK Ltd	96,410	Rent
08/11/2019	Festivals Edinburgh Ltd	25,000	Event Grant
26/11/2019	Scottish Government	50,242	Rent
22/11/2019	Scottish Government	33,590	Rent
05/11/2019	Ladies European Tour Ltd	140,723	Solheim Cup hosting
14/11/2019	IMG UK Ltd	561,556	Solheim Cup
26/11/2019	IMG UK Ltd	72,050	Solheim Cup
10/12/2019	London & Partners Ltd	60,000	Sponsorship
13/12/2019	WhiteSpace	39,834	Digital creative
09/12/2019	Kantar UK Ltd t/a Kantar TNS	62,576	Statutory Tourism Monitoring
13/12/2019	Kantar UK Ltd t/a Kantar TNS	62,041	Statutory Tourism Monitoring
09/12/2019	Lothian Pension Fund	78,962	Employers pension costs
13/12/2019	Ladies European Tour Ltd	138,294	Solheim Cup hosting
14/01/2020	Runtime Collective TA Brandwatch	44,928	PR fees
21/01/2020	Argyll & Bute Council	125,000	VIC refurbishment

03/01/2020	Carat - GBP only	61,055	Global media advertising
21/01/2020	Highlands & Islands Enterprise	45,204	Rent
21/01/2020	Loch Lomond/Trossachs Nat. Park	62,000	Event Grant
03/01/2020	Sport Accord	53,000	Exhibition space
30/01/2020	Culture & Sport Glasgow- ES Only	73,500	Event Grant
14/01/2020	Progressive Partnership	45,000	Research - golf economic impact
14/01/2020	Scottish Natural Heritage	29,102	Event Grant
30/01/2020	AWG Group Ltd	50,736	Rent
30/01/2020	AWG Group Ltd	50,736	Rent
30/01/2020	AWG Group Ltd	50,736	Rent
30/01/2020	The Gleneagles Hotel	71,370	Event Grant
21/01/2020	City of Edinburgh Council	53,435	Rates
07/01/2020	Lothian Pension Fund	76,536	Employers pension costs
14/01/2020	GCUC Ltd	25,851	Professional services
15/01/2020	Carat (EUR)	270,912	Global media advertising
15/01/2020	Carat (EUR)	352,186	Global media advertising
14/01/2020	Underbelly Ltd	30,000	Event Grant
03/01/2020	Underbelly Ltd	30,000	Event Grant
03/01/2020	Underbelly Ltd	128,500	Event Grant
07/01/2020	Stirling Council	26,550	Rent
29/01/2020	Freeman Decorating Co	54,757	Exhibition space
21/01/2020	Republic of Media Ltd	30,325	Advertising
21/02/2020	Scottish Golf Ltd	25,000	Event Grant
28/02/2020	Highland Council T/A High Life	26,232	RTIF Grant
21/02/2020	Highland Council T/A High Life	26,852	RTIF Grant
28/02/2020	SMG Europe Holdings Ltd t/a P&J Live	36,000	Venue Costs
04/02/2020	Carat - GBP only	53,183	Media advertising
07/02/2020	Carat - GBP only	128,439	Media advertising
25/02/2020	EDF Energy	25,758	Power supplies
18/02/2020	Culture & Sport Glasgow- ES Only	42,500	Event Grant
11/02/2020	Reed Exhibitions (USD)	44,125	Exhibition space
28/02/2020	Progressive Partnership	45,000	Research - golf economic impact
04/02/2020	WhiteSpace	41,681	Digital creative
14/02/2020	The Highland Council	92,254	Rates
04/02/2020	Kantar UK Ltd t/a Kantar TNS	29,252	Statutory Tourism Monitoring
28/02/2020	VisitBritain - UK	51,888	Overseas marketing/exhibitions
07/02/2020	Lothian Pension Fund	75,044	Employers pension costs
14/02/2020	Phoenix Life Ltd c/o Standard	48,000	Rent
07/02/2020	Dumfries & Galloway Council	29,000	3rd party ticket sales
03/03/2020	UserZoom Limited	27,600	Web services
03/03/2020	Ergo Computing UK Ltd	27,541	IT Supplies
13/03/2020	Edinburgh Int. Conference Centre	33,090	Venue hire
10/03/2020	Carat - GBP only	76,440	Media advertising
31/03/2020	Union Advertising Limited	45,000	Advertising production
27/03/2020	Izon Projects Ltd	197,865	iCentre Refurbishment
13/03/2020	Izon Projects Ltd	47,840	iCentre Refurbishment
03/03/2020	Culture & Sport Glasgow- ES Only	65,000	Event Grant
30/03/2020	Carat (USD)	278,384	Global media advertising
13/03/2020	WhiteSpace	40,270	Digital creative
20/03/2020	Lothian Pension Fund	76,969	Employers pension costs
03/03/2020	GES Ltd	91,200	Exhibition services
20/03/2020	GCUC Ltd	25,851	Professional services
17/03/2020	Carat (EUR)	40,320	Global media advertising
17/03/2020	Carat (EUR)	41,324	Global media advertising

30/03/2020	Carat (EUR)	72,000	Global media advertising
03/03/2020	Savills UK Ltd	96,410	Rent
03/03/2020	IMG UK Ltd	882,551	Solheim Cup
20/03/2020	Vitreous Analytics Ltd	44,400	Licenses
27/03/2020	2023 Cycling World Championships Ltd	2,000,000	Event Grant