

XXXXXXXXX  
BBC Scotland Investigates  
News and Current Affairs  
BBC Scotland

18 September 2017

Dear XXXXX,

### **Request under The Freedom Of Information (Scotland) Act 2002**

I was sorry to hear that you were unsatisfied with our original response to your Freedom of Information request below. The information we provided in our response covers communications over a two year period - which covers a longer time period than the request below. In light of the wide scope of your request, the links and information we provided in our response was intended to be helpful.

Turning to your request for information, which I believe asked for all correspondence between VisitScotland and Trump International Golf Links and Trump Turnberry between 1 January 2016 and 28 July 2017, (this search would also return any correspondence with the named individuals) is not sufficiently narrow to produce meaningful results.

We carried out a search of the IT system for all correspondence between VisitScotland personnel, Trump International Golf Links Scotland and Trump Turnberry within the date parameters above. The search returned 11770 items. Therefore it is not possible to provide the information requested within the £600 limit set by the Freedom of Information (Scotland) Act 2002, due the work necessary to extract all relevant information. Therefore, we would cite Section 12 of the Freedom of Information (Scotland) Act 2002, 'Excessive Cost of Compliance'.

Anticipating this high volume of emails, we also searched specifically for correspondence between VisitScotland and the named individuals. The search for correspondence received from Sarah Malone and George Sorial returned 5 emails. One email was previously published online at the link provided. Two emails notified Ms Malone and Mr Sorial that we had received a Freedom of Information request and that we would be providing the content of our communications. The final two email included an invitation to attend a dinner and the response. Please see attached document.

With regards to your request for correspondence received from Donald Trump, Eric Trump and Donald Trump Jr, our staff have no knowledge of receiving correspondence from those individuals. Therefore, we did not know what email address format to search for. However, in the interest of openness and being helpful, we used our best endeavours to guess their email addresses using the email format of known mail accounts. No emails were returned in our search, therefore, we cite Section 17 'Notice that Information is Not Held' of the Freedom of Information (Scotland) Act.

As highlighted in our response, VisitScotland's work with The Trump Organization is solely related to its role as an operator of premium golf resorts in Scotland and, as such, we have frequent correspondence with both Trump Turnberry and Trump International Golf Links.

We would therefore recommend that you narrow your search parameters to capture a manageable quantity of data. To help you narrow your search it might help if I summarise the communications between the organisations. The communications include information about the support and opportunities VisitScotland can provide through the golf marketing programme, discussing familiarisation trips (buyers or press), advice on bidding to host sporting events, information about Quality Assurance and arranging for the business to attend marketing platforms.

If you were to narrow your search to one of these topics it is likely that we would be able to supply you with the required communications. You may also wish to consider amending your search parameters to target the communications between a particular department or named individuals.

The quality of an email search is limited by the search criteria used and this is ultimately determined by the wording of the FOI request. It is, therefore, vitally important for the requester to be clear and precise about the information requested. When performing a search we require the following details:

- Be as specific as possible with senders and recipients.
- Be as narrow as possible on date ranges.
- Use specific keywords which are not ambiguous.

I would also be happy to discuss your requirements over the phone. This would allow me to explain clearly how we perform a search and what our systems are capable of providing. Furthermore, it would help me to identify the best way to search for the information you require.

I hope this response has been helpful to you and please do not hesitate to contact me if you have any further questions

Yours sincerely,



Government and Parliamentary Affairs Executive  
VisitScotland