

06 April 2016

Dear XXXXX,

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

Thank you for your Freedom of Information request dated 09 March 2016, in which you requested the following:

I write under the Freedom of Information Act to request the following information:

*In light of the unfortunate decision to spend taxpayer money hosting Icelandic journalists at Trump International Golf Links Scotland, please supply the following:-*

- 1. All correspondence, internal and external, email, letter, memo, etc. between any VisitScotland personnel and Trump International Golf Links Scotland, Donald Trump, or any Trump-owned or operated property for 2014, 2015 and 2016 to date, or any correspondence in this time period that mentions the words 'Trump', 'Menie', 'Sarah Malone' 'Donald' 'George Sorial' 'TIGLS'.*
- 2. A spreadsheet showing all VisitScotland expenditure at Trump International Golf Links Scotland whether on food, lodging, conference facilities, gifts, expenses paid, etc. for the period Jan 2013 through 9 March 2016.*
- 3. Where Trump International Golf Links Scotland/any Trump owned/operated property has been used by VisitScotland for hospitality, meetings, lodgings, meals, conferences, etc., please advise in all instances what other quotations had been obtained, who suggested and who approved the use of Trump International Golf Links Scotland/any Trump owned/operated property for the period Jan 2013 through 9 March 2016.*
- 4. Send any and all extracts from hospitality registers, expense claims, conflict of interest documentation, showing any links between, hospitality offered or accepted from or to Trump International Golf Links Scotland/any Trump owned/operated property for the period Jan 2013 through 9 March 2016 and VisitScotland employees, staff, consultants and/or contractors.*
- 5. What further events are planned by VisitScotland in 2016 or 2017 Trump International Golf Links Scotland/any Trump owned/operated property.*

We have considered your requests, and can respond as follows:

With regard to your initial comments about hosting Icelandic journalists at Trump International Golf Links, VisitScotland is regularly involved in organising media and travel trade trips as they are a key element in promoting Scotland. The inaugural Icelandair flight from Reykjavik to Aberdeen on 9 March - a route which offers a new

connection to the North American market - was an excellent opportunity to promote the north east of Scotland to an international audience.

To this end VisitScotland partnered with Icelandair and VisitAberdeen on the arrangements and logistics of the trip. Working with our partners we assisted in creating an itinerary showcasing some of the best attractions, accommodation and food and drink the region has to offer.

Regarding the visit to Trump International Golf Links I can assure you that no public money was used on this element of the trip, as this was paid for by Trump International. Furthermore, it is an important point to note that the itinerary was shaped by the preferences expressed by the journalists and travel trade representatives.

Turning to your specific request:

1) We have considered the wide scope of this request and come to the conclusion that it would not be 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'.

The organisation carried out a search of the IT systems for all correspondence between VisitScotland personnel, Trump International Golf Links Scotland, Donald Trump and Trump Turnberry for 2014, 2015 and 2016. As requested, we also carried out a search for any internal correspondence in this time period that mentioned the following keywords 'Trump', 'Menie', 'Sarah Malone', 'Donald', 'George Sorial' and 'TIGLS'.

The search returned a large number emails and documents. Because keywords could be used in a number of different contexts, each document would need to be appraised individually to determine its relevance. It is VisitScotland's opinion that this search would take an excessive amount of time and would exceed the £600 limit.

VisitScotland has calculated that it would take a member of staff at least 7 working days to gather the information, assess the results and redact the information accordingly, costing the company £105.00 for each day, so around £735 in total for this task.

2) Please find attached a spreadsheet showing all VisitScotland expenditure at Trump International Golf Links Scotland for the period January 2013 to 9 March 2016.

3) VisitScotland co-hosted a dinner for golf media during the media day for the RICOH Women's British Open on 21 April 2015, alongside the event owners IMG and Trump Turnberry, as host venue. This investment was made with IMG as the event owner and not with Trump Turnberry directly.

4) VisitScotland's Chairman, Regional Director for Ayr and our local Corporate Press Officer attended the launch of the revamped Trump Turnberry clubhouse in 2015. Our Senior Golf Manager attended lunch in the Trump Turnberry Hotel on Sunday 2nd August 2015 during the RICOH Women's British Open as a guest of the Marketing and Sales Director of the Resort. He also attended a golf day at the venue in aid of the Beaston Cancer Charity on 8th August 2015 and played with the Sales Manager for the resort along with two other guests not related to the Turnberry Resort.

Our Events team attended meetings, chaired and organised by IMG for the RICOH Women's British Open 2015 at Trump Turnberry, regarding the staging of the tournament and promotional and marketing activity related specifically to the staging of the event.

5) VisitScotland is considering engagement and familiarisation trips as part of the relaunch of Trump Turnberry, one of Scotland's most important business event and golf destinations. Following VisitScotland Expo 2016, Scotland's premier business to business travel trade event, VisitScotland will take 12 golf operators to Trump Turnberry; no costs identified. Currently, there are no plans for further press or trade familiarisation trips to Trump International.

We hope this information is helpful to you. If, however, you are not satisfied with our response or the manner in which we have dealt with your application, you may in the first instance contact our Chief Executive, Malcolm Roughead, whose contact details are set out below:

Mr Malcolm Roughead  
Chief Executive  
VisitScotland  
Ocean Point One  
94 Ocean Drive  
Edinburgh, EH6 6JH  
Telephone: 0131 472 2201  
Fax: 0131 472 2223  
E-mail: [malcolm.roughead@visitscotland.com](mailto:malcolm.roughead@visitscotland.com)

If you wish to request a review of your application under either the Freedom of Information (Scotland) Act 2002 or the Environmental Information (Scotland) Regulations 2004, your request should be submitted to us in writing, or another permanent format (for example e-mail or voice recording), and be received by us within 40 days of the date of this letter. Any request for a review should also set out, in as much detail as possible, the reasons why you are not satisfied with our response or the manner in which we have dealt with your application.

If you are still not satisfied with our handling of your application after we have responded to your request for a review, you have a right to apply to the Scottish Information Commissioner for a decision on whether we have dealt with your request in accordance with the Act.

The Scottish Information Commissioner may be contacted at:

Scottish Information Commissioner  
Kinburn Castle  
Doubledykes Road  
St Andrews, Fife  
KY16 9DS  
Telephone: 01334 464610  
Fax: 01334 464611  
E-mail: [enquiries@itspublicknowledge.info](mailto:enquiries@itspublicknowledge.info)

You also have the right to appeal to the Court of Session in Scotland on a point of law concerning either our response.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Douglas Keith', with a long horizontal line extending to the right.

Douglas Keith  
Business Affairs Executive  
VisitScotland