



Annual Conference 2024

Creative Places for a New Economy

24 April 2024

Technology & Innovation Centre,
University of Strathclyde, Glasgow



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Welcome to the 2024 Scottish Property Federation Annual Conference

Our theme for this year is **'Creative Places for New Economy'**. We will use this to bring delegates together with other industry leaders, key stakeholders and senior government officials to explore the key challenges for our industry and address the import role our sector has in:

- the supply of quality, new homes for people to rent
- the delivery of student accommodation
- supporting the planning services and enabling quality place making
- supporting successful and sustainable Scottish towns and cities
- achieving a net zero built environment
- promoting innovation and exploring a modern approach to real estate.

We are delighted that Robertson Group and Ocean Terminal are supporting the conference as sponsors. We are grateful to be partnered with Dundee City Council, the City of Edinburgh Council, Aberdeen City and Aberdeenshire Council and Glasgow City Council. They join a stellar list of panellists and keynote speakers.



Thank you to our sponsors and partners



Accessing Slido is simple, just click [here](#), scan the QR code or go to slido.com and enter the event code **#SPF24**



Schedule

9:30-10:00am

Registration & Networking

10:00-10:45am

Opening Keynote Speeches

Maria Francké, SPF Chair and Director, Maria Francké Planning

Mark Allan, BPF President and CEO, Landsec

Daniel Johnson MSP, Scottish Labour's spokesperson on the Economy, Business and Fair Work and MSP for Edinburgh Southern (Constituency).

10:45-11:00am

Break

11:00-11:45am

Panel 1: Attracting new investment for communities

11:45am-12:30pm

Panel 2: Achieving a sustainable built environment

12.30-1.35pm

Lunch

1.35-1.45pm

John Lamont MP

Parliamentary Under Secretary of State for Scotland

1:45-2:30pm

Panel 3: Modern approach to real estate

2:30-3:00pm

Afternoon Break

3:00-3:55pm

Panel 4: How do we create great places?

3:55-4:40pm

Panel 5: Revitalising our towns and cities

4:40pm

Closing Remarks & Reception

Melanie Leech, CEO, BPF

6pm

Close

About the SPF

The **Scottish Property Federation** is the voice of the real estate industry in Scotland.

We work with our members to help the real estate industry grow and thrive – to benefit business and society.

Our corporate membership reflects the diverse nature of our industry – property owners and major investors, developers, funders (equity and debt), agents and advisers. Our membership is industry-wide so we can provide government and regulators with the knowledge they need to make decisions.

We work with our members through our policy committees, working groups and through our member portal MySPF, to develop policies and evidence. This helps us to draw on their expertise and insights to be a multi-discipline industry voice to government.

As part of the British Property Federation (BPF), we also benefit from close links with the leading property companies and investors in the UK as well as the BPF's contacts with Westminster. We welcome members of all sizes and from all parts of the industry.

Last year, the BPF family grew following the successful merger with the UK PropTech Association (UKPA). The merger brings together the BPF/SPF membership of close to 400 property owners, investors, developers and advisors with the UKPA's community of over 1,000 entrepreneurs, solution providers, venture capital investors and proptech innovators. The partnership will help drive deeper collaboration between the wider property industry and proptech businesses.

We are committed to building a more diverse and inclusive real estate industry and we welcome the participation of newer property industry professionals of all disciplines through our BPF Futures network which is open to anyone in the industry with less than 10 years experience.

To add your voice to our membership of 400 property-related companies, please see [here](#).

If you would like further information, please contact **David Melhuish** in the first instance.

SAVE THE DATE

SPF Annual Dinner

Thursday

10 October 2024

EICC

Edinburgh

6pm - late

Assuring a sustainable future



10 GEORGE STREET, EDINBURGH



MODA, THE MCEWAN, EDINBURGH



THE NATIONAL ROBOTARIUM, EDINBURGH

We're one of the largest family-owned property, construction, infrastructure and support service businesses in the UK.

Through an approach that's fully collaborative and outcomes-focused and expertise in asset management, regeneration funding solutions, masterplanning and property development, we help the public and private sectors build better places and more sustainable buildings.

We're proud to be the one of the first UK businesses in the built environment to achieve carbon neutrality, and in 2021 accredited as climate positive by One Carbon World. As we work towards our 2030 goals, we're in a great position to help our customers move towards a low carbon future.

When we work together, sustainable progress is assured.
It's the Robertson Way.

www.robertson.co.uk



Conference Facilitator



Melanie Leech CBE
Chief Executive
British Property Federation

Melanie joined the British Property Federation as Chief Executive in January 2015 having previously spent nine years as Director General of the Food and Drink Federation.

Melanie began her working life as a Police Constable in the Metropolitan Police Service and subsequently held a number of senior roles in the civil service. Her role is to champion a diverse, successful and sustainable UK real estate sector recognised for the positive economic and social benefits it delivers to communities across the country.

Melanie is a Trustee of the property industry charity LandAid and a member of the Council of the University of Essex. She was awarded a CBE in 2015 for services to the food and drink industry.

Keynote Speakers



Maria Francké
SPF Chair & Director
Maria Francké Planning

Maria is a chartered town planner and Director of Maria Francké Planning Ltd. She has over 30 years' experience and has been Head of Planning in Scotland for Drivers Jonas, Deloitte and Cushman & Wakefield. Maria provides planning advice to public and private sector bodies, developers, investors and landowners on the development potential of land and buildings.

Her sector experience includes large scale regeneration, renewables, housing, retail, culture and leisure, industrial and offices. Maria understands the complex policy challenges often faced by clients who appreciate her pragmatic and commercially focused planning advice in helping to resolve problems and secure planning permission. This includes strategic pre-application advice, stakeholder consultation and coordinating large teams on complex projects often requiring Environmental Impact Assessments.

Maria is currently the Chair of SPF and SPF's Planning and Development Committee. Maria is also on the Scottish Board of the Association of Women in Property.

Keynote Speakers



Mark Allan
BPF President
CEO, Landsec

Mark Allan has been Chief Executive of Landsec since April 2020. Prior to that he spent a combined 14 years as CEO of FTSE 250 real estate businesses Unite Group (student accommodation) and St. Modwen (regeneration, logistics and housebuilding). As a result of these roles, he has a broad range of experience from across the property sector.

Landsec strives to connect communities, realise potential and deliver sustainable places. As one of the largest real estate companies in Europe, Landsec's £10 billion portfolio spans 23 million sq ft (as at 31 March 2023) of well-connected retail, leisure, workspace and residential hubs. Landsec's aim is to lead the real estate industry in critical long-term issues – from diversity and community employment, to carbon reduction and climate resilience, and to deliver value for shareholders, great experiences for customers and positive change for communities.

Mark is President of the British Property Federation and an Independent Trustee at the University of Bristol.



Daniel Johnson MSP
Scottish Labour's spokesperson on the Economy, Business and Fair Work & MSP for Edinburgh Southern (Constituency).

Daniel Johnson is the MSP for Edinburgh South, having represented this constituency since 2016. He is the shadow Cabinet Secretary for Economy, Business and Fair Work. Following a career in industry, he entered the Scottish Parliament in 2016, becoming the shadow Education Minister in May of that year. Before political life, he was a businessman. He became a management consultant for Accenture shortly after graduating before working as the MD for his family's business, Paper Tiger and the Studio One retail chain, which notably became a living wage employer under his leadership in 2015.

Chair's Welcome

Welcome to the SPF Annual Conference 2024!

Thank you for supporting this year's SPF Annual Conference themed Creative Places for A New Economy. A very warm welcome to our two headline sponsors, Robertson Group and Ocean Terminal, and to our four local authority exhibitor partners, Invest Aberdeen representing both Aberdeen City and Aberdeenshire; Invest Dundee; the City of Edinburgh Council and from our host city, Invest Glasgow. This event simply cannot work without your support and I encourage all delegates to make time to speak to our sponsors and partners to see the fantastic projects and opportunities that they are engaged with. And in a similar vein, a warm welcome to our BPF colleagues here today and to Melanie Leech and Mark Allan for their strong support for this event.

I am delighted that to explore our theme of Creative Places for a New economy, we have a varied and cross-partisan representation of speakers this year, from central and local government, parliament, industry and experts across the fields of planning, residential investment, sustainability and urban regeneration. It is a packed schedule for you and we will again support the event with both slido and roving mikes to support your questions to our experts and decision makers.

Our annual conference comes in the midst of a vast range of issues for our sector, and the wider economy and society. From three major planning system consultations, to the heat in buildings Bill consultation, the new deal for business rates work, PBSA review, cladding remediation and of course the Housing Bill with its focus on private rented sector reforms, the range of issues facing the industry is both diverse and highly significant. So many of you here today play key roles for your industry in our own SPF committees and various government working groups. And I am also delighted to welcome so many of our like-minded stakeholder groups with whom we make representations on behalf of the wider industry,

It is encouraging too to see so many of our newer (and younger) colleagues here today. It is great to see you taking an interest in wider industry issues and engaging with SPF and other industry bodies – please continue to do so and I am looking forward to hearing your views when we debate a modern real estate industry during our proceedings today.

Once again, thank you for supporting our annual conference today and especially to all those speakers and the wider BPF/SPF team and staff at the TIC for making the day possible. Please do take the opportunity to meet our sponsors and partners during our various networking periods and I wish you an informative and enjoyable day at our 2024 annual conference, Creative Places for a New Economy.



Maria Francké

Maria Francké
SPF Chair & Director,
Maria Francké Planning



A little peek at what we've got planned

We're building a better OT. Opening up Leith's waterfront with a transformative redevelopment underway, creating a re-imagined community-centric space followed by the introduction of a new neighbourhood adjacent.

Discover our plans at:
development-oceanterminal.com



Attracting New Investment for Communities



Gillian McLees (Panel Facilitator)

Director for BtR, Rettie & Co. &
Scottish Chair of ARL (Association of Rental Living)

Gillian is currently working at the forefront of providing operational support across all aspects of Built to Rent in Scotland & The North, including managing BTR across all tenures. She sits on the SPF Investment and management committee and is the current chair of the UKAA Scottish hub. She has worked with the Scottish Government providing research on PBSA and has consulted on all rent controls and BTR frameworks.

She started working in PBSA as an Accommodation Manager in 2012 in what was one of the first large operational buildings in Scotland. Just prior to moving to Rettie she was Head of Operations for Scotland, Ireland and the North of England for one of the largest operators in the sector with 17 operational schemes across 10 cities overseeing 2500-4000 units and having mobilised several from planning stage. She worked in conjunction with several Universities across her region providing accommodation on a nomination and referral basis. She created Mental Health first aid training for all staff and represented and signed up to the ANUK code of practice.

Ministerial Insights



Paul McLennan MSP

Minister for Housing
Scottish Government

Paul McLennan is the MSP for East Lothian for past three years, first elected in the 2021 Scottish Parliament election. Prior to that Paul has 20 years of experience in the Financial Sector and 10 Years in the Public Sector in Leadership Positions.



James D Blakey
UK Planning and Engagement Director
Moda Living

James is the UK Planning and Engagement Director at Moda Living who are delivering inclusive amenity rich build to rent community neighbourhoods across the UK from Scotland to the south coast. James has over 30 years of property industry planning experience and has served on a series of multi-disciplinary and development company boards during his career. James is a member of the Royal Town Planning Institute, is a Trustee on a number of charities as well as being a Governor at Manchester Cathedral.

James spends his time with politicians and officers as well as local community representatives together with highly talented in-house and specialist consultancy teams to deliver buildings and neighbourhoods of exceptional quality and lifestyle value.

When asked where he is based, James would say “on the train” given the scope and breadth of the expanding Moda portfolio.



Ed Crockett
Head of Residential Investment Management
Europa Capital

Ed is responsible for leading Europa’s residential activity in the UK and Europe in line with the business’ strategy of seeking mispriced risk on behalf of its clients. To-date, Europa has invested over €1.6 billion into housing, build-to-rent, student accommodation and senior living totalling over 11,700 units across the UK, Spain, Denmark and Germany.

Ed has over 20 years’ experience in real estate markets working in both investment management and consultancy. He spent 15 years in fund management at abdrn, including eight years as Head of UK Residential Investment where he oversaw the formation of the UK residential business growing it from an AUM of circa £50m to over £1.3bn and helping establish the Pan European Residential Fund which currently has an AUM of over €2bn. He joined Europa from Savills where he spent 13 months as a director in the operational capital markets team, advising clients on transactions in the UK residential market.



Chris Stewart
CEO, Chris Stewart Group

An experienced property owner, investor, developer and operator, Chris Stewart established Chris Stewart Group (CSG) 30 years ago and has since earned a reputation as one of the country's leaders in urban regeneration, real estate placemaking and hotel development.

He demonstrates unwavering attention to detail and an inherent ability to identify opportunity and maximise value. Chris recognises the importance of taking a long-term view, demonstrated by his commitment to establishing industry relationships that are based on partnership and shared values. Chris' knowledge, expertise and compelling business acumen has delivered not just personal success, but success for the communities, cities and economies in which the business operates.

Achieving a Sustainable Built Environment



Alan Stark (Panel Facilitator)

Chair, SPF Sustainability & Building Design Committee

Alan is a retired Architect of 40 years experience with a particular passion for sustainability.

He was executive Director at Cooper Cromar till 2019 when he retired to manage a family portfolio of rental properties but continues his role as Chairman of the SPF Sustainability and Building Design Committee . He trained at Robert Gordon's graduating in 1983 and worked in several practices before joining Cooper Cromar in 1988 as Senior Architect moving to partner in 1992.

In his spare time he is a keen motorsport participant competing in rallying throughout the UK. His claim to fame was being runner up for Scottish champion in 92 and 94. Aside from this he enjoys the high adrenalin of being with his grandchildren

Ministerial Insights



Patrick Harvie MSP

Minister for Zero Carbon Buildings, Active Travel and Tenants' Rights Scottish Government

Patrick Harvie was reappointed as the Minister for Zero Carbon Buildings, Active Travel and Tenants' Rights in March 2023. Patrick Harvie is the Scottish Greens coleader and MSP for Glasgow. Patrick was first elected in 2003 and is the party's longest serving MSP.



David Steen
Senior Policy Advisor
UK Green Building Council, Scotland

Powered by over 700 member organisations from across the value chain, UKGBC is at the forefront of positively influencing policy, identifying the pathways required to propel the sector forward sustainably and driving the solutions to transform our buildings, communities, cities and infrastructure so that people and nature thrive.

David heads up UKGBC's policy and political work in Scotland, engaging UKGBC's members in the policymaking process, and fostering a constructive conversation between government and industry in delivering our transition to a more sustainable built environment.



Mairi Murray
Head of Sustainability
BakerHicks

Mairi is a licensed BREEAM Assessor and BREEAM Communities Assessor, with over 20 years' experience in the industry in both technical and managerial positions. At BakerHicks, she takes a lead role in delivering the company sustainability strategy and in helping client's meet and exceed their BREEAM targets, advising on project sustainability deliverables as well as longer term investment programmes.

Mairi has substantial experience in both sustainability strategies and BREEAM Assessor roles across various construction, in-use and refurbishment projects including research, development and manufacturing facilities, schools, leisure centres, offices, embassies, and multi residential buildings. She is also the past Chair of Women in Property, Central Scotland (2022/23).



Peter Kerr
Director
Atelier Ten

Peter has over 29 years' experience in the industry and has many interests including circadian lighting, health and wellness in the workplace, assessing the All Electric Future and over the last few years the integration and implementation of smart building technologies.

Peter is also an Associate with the Dementia Services Development Centre at the University of Stirling with a specialism in lighting for wellness.

Peter was recently appointed as the Vice Chair of the BCO Scotland committee and is also a BCO regional judge, as well as a member of the SPF sustainability committee.

A Modern Approach to Real Estate



Sammy Pahal (Panel Facilitator)
Managing Director
UK PropTech Association

Sammy Pahal is the Managing Director of the UK PropTech Association, a not-for-profit organisation set up to drive digital transformation of the UK property industry and help create a conducive environment for innovation. Sammy previously worked for Ordnance Survey, Great Britain's National Mapping Agency, and has a background in Psychology. She joined UKPA when it was first set up in 2017 and has taken it through its evolution including; a re-launch in 2019 which led to the association growing from 50 members to now over 1000 members, from across PropTech, real estate and tech investors and now a merger with the BPF which will allow the ecosystem to come together through a much more integrated environment.



Dr. Katherine Gunderson
CEO/Founder
Grand Bequest LTD

Dr. Katherine Gunderson is the CEO/Founder of Grand Bequest LTD, a Property Technology B-Corp based in Glasgow, Scotland making mass empty building regeneration a reality. Katherine believes that introducing data analytics and innovative technology to the heritage and construction sectors will help empower and mobilise our local communities to bring vacant, empty and/or at-risk buildings finally back into use.

Katherine has a background in technology, operations, and executive change management which allows her to see opportunities for streamlining and improving complex situations. She has extensive academic experience having been awarded her Doctorate in Business Administration from the University of Liverpool where she studied decision-making in real estate. Katherine was awarded Female Founder of the Year 2023, while Grand Bequest most recently received both the Social Impact and Environmental Impact awards from UKPA, and Green Startup of the Year – Scotland 2023, and are poised for even more exciting growth in 2024.



Emily Brodie
Vice Chair, BPF Futures Advisory Board &
Associate Building Surveyor, TFT

An Associate Building Surveyor within TFT's Edinburgh team. Covering all aspects of building surveying, her work focuses on commercial buildings, specialising in professional services including technical due diligence and project monitoring. Emily monitors Native Land's New Eidyn development of 152 apartments at St James Quarter. The main body of her work is dilapidations, acting for both landlords and tenants. Her key clients include M&G, Aviva, L&G and M7. Emily is the Vice Chair of the BPF Futures Advisory Board, helping to bring mentoring, learning and networking opportunities for those in the property industry for less than 10 years. She also sits on the SPF Policy Committee.



Iain Smith
BPF Futures Advisory Board for Scotland &
Senior Associate, Brodies LLP

Iain is a Senior Associate in Brodies' commercial real estate team. He acts for occupiers, developers and investors at all levels of the capital stack. Development projects are a key area of Iain's expertise and he has been involved with delivering several significant buildings throughout Scotland. He is particularly interested in the self-storage industry and the use of artificial technology in the provision of legal services. He is qualified as a lawyer in Scotland and England & Wales and was a Senior Associate at Clifford Chance in London before joining Brodies.



Angus Lutton
BPF Futures Advisory Board for Scotland &
Senior Associate, Brodies LLP

Angus joined the Investment and Asset Management team of Buccleuch Property in 2022. His primary role is to find new investment opportunities across the U.K in a range of asset classes. He is also responsible for assisting in the asset management of the company's commercial portfolio, primarily in the industrial and office sector. Prior to this Angus worked for CBRE where he specialised in office agency in Edinburgh. Angus is also a member of the BPF Futures Advisory Board and is responsible for the organisation and promotion of the BPF's & SPF's young-in-career network.

Invest in **DUNDEE**

Dundee is embracing a huge transformation and has been firmly propelled to a city of global renown.

Perceptions have changed and with significant investment, has come significant return. The city has excellent prospects for business investment and a highly advantageous environment for enterprise to grow. The city is embracing its enormous potential and is continuing to undergo an ambitious period of change - with the Waterfront regeneration as a catalyst, Dundee's future has never looked more positive.

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The £1.6BN, 30-year Dundee Waterfront Development.



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V&A

V&A DUNDEE

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Dundee **CHANGING**
FOR THE **FUTURE**

Glasgow: Scotland's metropolis and a global business hub

Top businesses choose Scotland's biggest city for many reasons, including the exceptional business environment, qualified workforce and easy access. With ambitions to become one of the most sustainable cities in Europe, Glasgow is where business can flourish. **Your business is here.**



invest
Glasgow

www.investglasgow.com

How Do We Create Great Places?



Maria Francké (Panel Facilitator)
Director, Maria Francké Planning & SPF Chair

Bio on page no. 7



Craig McLaren
National Planning Improvement Champion

Craig McLaren is Scotland's first National Planning Improvement Champion. This role was established in the 2019 Planning Act to develop a new framework that monitors planning performance and supports improvement; to identify, share and apply good practice; and to establish strategic challenges and broker action. Craig is based in the Improvement Service and took up post in September 2023.

Prior to that he was Director of Scotland, Ireland and English Regions in the Royal Town Planning Institute; Director of the Scottish Centre for Regeneration in Communities Scotland/ Scottish Government; Chief Executive of SURF (Scottish Urban Regeneration Forum); Scottish Policy Officer at RTPI; and a planner in the London Borough of Kingston upon Thames.

Craig is a Fellow of both the RTPI and the RSA, and an Academician of the Academy of Urbanism. He has sat on the Boards of Scotland's Towns Partnership, Built Environment Forum Scotland, Greenspace Scotland, Resilient Scotland and the Jim Boyack Memorial Trust.

His spare time revolves around family, football and music. He tries to attend a gig a month, plays the drums and can strum a guitar badly.

#SPF24



Sarah Shaw
 Head of Planning
 Glasgow City Council

Born in Glasgow, went to school and University in Dublin , where she did a law degree at Trinity College before returning to her roots in Glasgow to do a Masters in Planning at Strathclyde University. After a brief period in the Lake District she started at Glasgow District Council in forward planning. Subsequently in 1996 she moved to development management (planning applications) moving into management, and now Head of Planning for Glasgow City Council from 2021. She is a part of the Heads of Planning Scotland Executive Committee.



Daniel McKendry
 Principal Landscape Architect
 Architecture & Design Scotland (ADS)

Danny is a Chartered Landscape Architect and Geographer with 30 years experience leading regeneration, economic development, and infrastructure projects across Scotland. He has particular skills in facilitating conversations about place between communities and public and private sector stakeholders.



Jonathan Guthrie
 Director Strategic Partnership
 Robertson Group

Jonathan’s career in the built environment sector spans nearly 40 years.

He has worked in leading roles within Financial Services, Public Sector and Government. He has created and delivered: redevelopment projects for large corporate estates; regeneration projects for towns and city centres; investment development for low carbon and energy projects; and developed a deep understanding of public and private sectors, including sustainable funding structures and approach.

At Robertson Group he manages high quality relationships with our partners and customers, across our family of businesses. Jonathan represents Robertson Group at Government level and works closely with Ministers, civil servants, the Construction Leadership Forum, Climate Leadership Groups / Commissions, Innovation Hubs and the Scottish Property Federation Policy Committee. As a Fellow of the Chartered Institute of Architectural Technologists he seeks new, sustainable methods of construction and management in the built environment. He continues to champion sustainability in construction and drive progress toward reducing lifetime cost, carbon and energy in buildings.

Revitalising Our Towns and Cities



Stuart Oag (Panel Facilitator)

SPF Vice Chair &
Finance Director, Drum Property Group

Stuart is the Finance Director of Drum Property Group. After qualifying as a Chartered Accountant with KPMG, Stuart has 25 years' experience in the financing and delivery of complex land assembly, development and investment projects for blue-chip national and international occupiers. Specifically relevant to the panel discussion, Stuart has been involved with the delivery of 1200 homes in Scotland, with 900 of those being for UK institutional investment in the Private Rented Sector. In addition, Drum continues to grow its private residential portfolio across all the major conurbations of Scotland and remains one of the largest private landlords in the country.



Cllr. John Alexander Leader of Dundee City Council

Councillor John Alexander has held the position of Leader of Dundee City Council continuously since 2017, when he was elected as the youngest council leader in Scotland.

He has been an elected representative in Dundee since 2012, holding senior positions in the governing administration including, Convener of Housing and Convener of Neighbourhood Services.

His current role ensures that he has direct oversight and leadership of Dundee's £1 billion Waterfront Regeneration, the development of the Michelin-Scotland Innovation and the creation of the EDEN Project in Dundee, to name a few. With the city transforming itself into one renowned for being bold, ambitious and with a track record of delivery, Dundee's future remains bright.

Cllr Alexander also holds the role of Chairman of the Scottish Cities Alliance, an organisation which is a unique collaboration of Aberdeen, Dundee, Edinburgh, Glasgow, Inverness, Perth & Stirling in partnership with the Scottish Government. The Alliance is focussed on sustainability, economic development and promoting investment opportunities across the cities.

#SPF24



Jen Lawie
Senior Project Officer
Aberdeen City Council

Jen Lawie is a Senior Project Officer within Aberdeen City Council's City Development Service. With a multi-million pound investment underway in a regeneration blueprint for Aberdeen's city centre and beach, attention turned to the city's 'granite mile' Union Street, struggling with a vacancy rate of almost 25%, at the end of 2022. Since then Jen has led on the Council's Union Street Empty Shops Action Plan and supporting grant scheme, in collaboration with city centre partners.

Jen is a University of Strathclyde Business School graduate, with professional experience in Higher Education and local authority settings spanning international relationships, EU-funded programmes and project and stakeholder management.



Michelle Macleod
Ocean Terminal

Michelle comes from an impressive background in leisure, F&B and Retail real estate. Having established a career in public relations in Scotland, Michelle a Fellow and Chartered Marketeer, found a deep passion for integrated marketing communications working throughout the UK. Initially with investment company, London based Marylebone Warick and Balfore, then leading UK Leisure real estate specialists X-Leisure, founders of the Xscape Brand and Snow zone where Michelle was responsible for driving the value-based marketing delivering ROI while launching and establishing Xscape Braehead and Snowzone within Scotland.

With a marketing specialism in Leisure real estate, a further move to Ocean Terminal to establish an operational specialism to integrate with marketing and communications to drive greater shareholder value led to the marketing team attaining awards over 5 consecutive years, 10 highly coveted purple apples and merits for a range of specialist campaigns both in B2C and B2B. From 2020 working with Ambassador Investment Group and Savills as part of a team who are responsible for the repurposing of Edinburgh's prime waterfront asset Ocean Terminal, the transformation underway to reimagine a key piece of real estate on Edinburgh's waterfront. One of the greatest complementary specialisms for Michelle is how marketing works within an operational framework and this has been instrumental in driving the communications for



Dairmaid Lawlor
Scottish Futures Trust

Diarmaid is an Associate Director at Scottish Futures Trust. He is a designer, educator, and communicator. With a multidisciplinary background, and over 20 years' experience working across sectors in the UK and Europe, Diarmaid champions collaborative approaches to making better places to live well locally.

LAUNCHPAD

Your path. Our future.

BPF Futures – the network for young property professionals

What is BPF Futures? BPF Futures provides unrivalled professional development opportunities through learning and building networks – and gives BPF Futures members a voice, helping to shape a more positive industry. BPF Futures has four key pillars that drive all of our activities: influencing, learning, mentoring and networking.

Who can join? BPF Futures is a community of talented, young-in-career professionals. It is open to anyone with less than 10 years' experience in the property industry. Members are from both the public and private sectors across all disciplines. Join us today and help shape a diverse, inclusive and positive future for the property industry.

Recent highlights: 2023 was a record year for BPF Futures, and the number of Futures members now totals over 2,200 with 200 in Scotland. In the last year, our Futures Advisory Board have coordinated and led on a number of events including speed networking in Edinburgh, site visits in London, Glasgow, Birmingham and Manchester and three policy focused sessions exploring Sustainability and ESG.



*BPF Futures Breakfast with Bank of England event, kindly hosted by Shepherd and Wedderburn in Edinburgh.
(L-R) Will Dowson, Agent for Scotland, Bank of England; Stuart Oag, SPF Vice Chair; Megan Greene, Member of Monetary Policy Committee.*

Building Your Career in Property

Influencing

Have your say and help shape the future of the property industry.

Networking

BPF Futures provides unparalleled networking opportunities.

Mentoring

BPF Futures connects you with those in leadership positions in the industry.

Learning

BPF Futures helps you find out more about key issues affecting the industry.

Join: To join BPF Futures, visit: bpf.org.uk/my-bpf/join-bpf-futures/

Speak to us: If you'd like to speak to someone about BPF Futures, please get in touch with Anamika or Josie at futures@bpf.org.uk



◆ EDINBURGH ◆

THE CITY OF EDINBURGH COUNCIL

Edinburgh, the capital of Scotland, is an international hub for business, tourism, and research. Its rich history, lengthy record of innovation and creativity, iconic architecture, and vibrant culture makes Edinburgh an ideal place to live, work, visit, invest, and study.

Why Edinburgh?

- A growing population of 500,000+, with half of all working age residents educated to degree level
- A knowledge economy, home to the University of Edinburgh and many other universities, colleges, and research institutes
- A global cultural centre – home to two UNESCO World Heritage Sites and the renowned Edinburgh summer and winter festivals
- The UK's leading tourist destination after London
- Excellent connectivity, with direct flights to over 100 destinations worldwide
- An affluent population and vaunted quality of life

Flagship opportunities in Edinburgh

- International hub for financial services and technology
- Edinburgh BioQuarter is a major and growing healthcare and medical research campus
- Forth Green Freeport initiative is unlocking

massive new investment in the city's waterfront

- Growing visitor economy with new attractions including an 8,500-capacity arena and a concert hall
- Transition to net zero is stimulating unprecedented investment in heat networks and other solutions

Find out more on: www.investinedinburgh.com



INVEST ABERDEEN

The Aberdeen City Region is a world-class business location with a rich industrial, commercial and international heritage. The region is benefiting from investment on a significant scale, with nearly £16 billion of public and private infrastructure investment due to be delivered over the next decade. This investment pipeline will create an energised, connected and revitalised region, with an increased importance on regenerating the city and town centres.

The Aberdeen City Centre and Beach Masterplan is a 25-year regeneration programme which will deliver 50 economic, infrastructure, environmental and community projects, transforming the city centre while conserving its proud heritage. Aberdeen City Council is working in partnership with regional organisations on 'Our Union Street', a joint venture which aims to breathe new life into the city's main street. Among many initiatives in the programme, the Council has launched a £500,000 Empty Shops Grant Scheme to support property owners and new or potential tenants on Union Street.

The region's coastal towns are also a priority, with £20 million from the UK Government's Levelling Up Fund awarded to Aberdeenshire Council for the

refurbishment of Macduff's Marine Aquarium and the development of the Peterhead Cultural Project. Last month, Peterhead was also awarded £20 million from the UK Government's Long-Term Plan for Towns programme to regenerate the town centre over the next decade, a transformational initiative which will boost Peterhead's local economy and improve quality of life for residents.

As one of Scotland's first two Investment Zones, the region will be supported with up to £160 million in targeted investment, tax reliefs and other incentives over ten years. The North East Scotland Investment Zone will boost productivity, accelerate innovation-led business growth and provide more high-priority jobs in the region through targeted investment in the priority sectors of Green Energy and Digital Tech.

With the region's ambitious investment pipeline and huge economic potential, there has never been a better time to invest in the Aberdeen City Region. Invest Aberdeen is on hand to welcome you here, providing a single point of contact to explore opportunities for your business.

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