SPF) 20 Annual 25 Conference Growing Scotland's Economy Conference Programme

TIC, Glasgow 2 April

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Welcome to 2025 **SPF Annual Conference**

Welcome to this year's conference, centered around the theme of 'Growing Scotland's Economy'. Our goal is to bring together delegates, industry leaders, key stakeholders, and senior government officials, to explore the key challenges our sector faces and how we can directly contribute to Scotland's economic success.

Our panels will cover key areas in **residential and** commercial property, and successful partnerships to explore how we can contribute to a sustainable and prosperous built environment.

We are delighted that Addleshaw Goddard and **Robertson Group** are sponsoring this year's conference alongside Invest Aberdeen, Invest Dundee, the City of Edinburgh Council and Glasgow City Council as Local Authority Partners.

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



Through an approach that's fully collaborative and outcomesfocused 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.

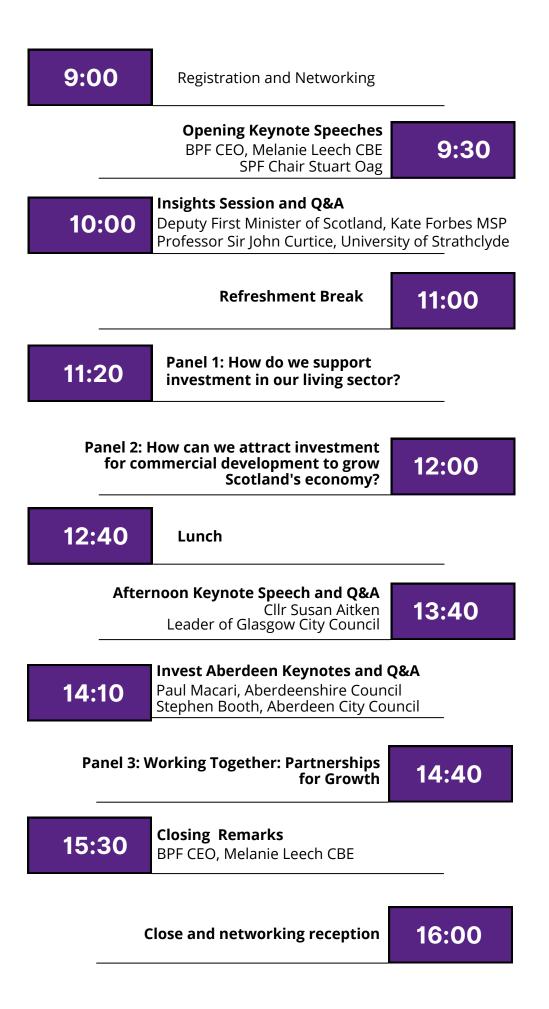
When we work together, sustainable progress is assured. It's the Robertson Way.





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Schedule



Welcome from the SPF Chair



Join the convo on Slido: #SPF25

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Stuart Oag

SPF Chair Director Drum Property Group

Welcome to this year's annual conference – Growing Scotland's Economy

A warm welcome to our 2025 Scottish Property Federation Annual Conference. We return to the Technology and Innovation Centre at the University of Strathclyde and I am delighted to say we are fully booked for this year's event. This could not be achieved without the strong support from our sponsors Addleshaw Goddard and Robertson Group, and from our local authority stakeholders and partners the City of Edinburgh Council, Invest Aberdeen, Invest Dundee and Glasgow City Council. I am also delighted that in Glasgow's 850th anniversary year, the Leader of Glasgow City Council, Councillor Susan Aitken, is able to address our Conference.

Our Conference theme, "Growing Scotland's Economy" is more relevant today than ever. Global events and our own domestic challenges have seen the economy take central stage in public debate. And it is a fact that the Scottish real estate industry has a core role to play in delivering a successful and growing Scottish economy.

Today we will address many of the key issues that our industry faces in going about the business of delivering investment and economic development. We will also hear expert insights into the worlds of politics and government which influence the sector's ability to generate that investment and economic development. A final point worthy of note is the continued development of our BPF Futures network in Scotland, which is aimed at supporting new professionals into our industry. As part of that initiative, we are delighted to welcome a number of students from the University of Glasgow's Postgraduate Real Estate courses.

We could not deliver our conference without the willingness of our speakers and panellists to attend and contribute their expertise. A huge thank you to all of our contributors to this year's event. I look forward to meeting as many of you as possible today and wish you all a day of successful engagement, networking and informative debate.

Stuart



Thank you to our sponsors and partners for supporting this event





ABERDEEN DUNDEE



EDINBVRGF



The Voice of the Scottish Property Industry

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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 membership reflects the diverse nature of our industry – property owners, 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**.



What's included in your SPF membership?

Shape the future of the industry

Being a BPF member means that you can add your voice to 390+ other organisations to help crate a more successful real estate industry.

Every year we hold hundreds of meetings with government and other decision makers on behalf of the industry, representing the views of members.

Exclusive event access and discounts

Attend member only events throughout the year and get exclusive discounts to our flagship events including our annual conferences and dinners.

Showcase your business

Put your business or team in the spotlight. As well as having a seat at the table, membership gives you the opportunity to highlight your work by hosting or sponsoring an events, or contributing to our thought leadership.

Get insights into political thinking



In a time of change, make sure you and your organisation are among the first to know.

Get regular member communications from our experts on the latest policy proposals, government engagement and research.

Member networking

Expand your contacts by network with others in the industry or apply to join one of our vital committees or working groups, where you can work alongside others to make a real difference.

Access to MySPF portal



Get access to the MySPF member portal, with tailorable and exclusive content. You can also use the portal to become an associate member of some committees, giving you access to past meeting papers and minutes.



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PROUD SPONSORS OF THE SPF ANNUAL CONFERENCE 2025

Addleshaw Goddard is an international, full-service law firm that consistently delivers high-quality outcomes for our clients across Scotland.

We look forward to meeting you.



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INVEST**ABERDEEN**

North East Scotland has always been focussed on forging the path ahead, capitalising on opportunities to deliver growth and make our mark on an international scale. This will drive for progression will be supported by the North East Scotland Investment Zone, a 10-year £160million project to 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.

We continue to be a key player in the energy sector, with significant investments in renewable energy projects and developments. The Energy Transition Zone, a 250-hectare site near the new £420 million Aberdeen South Harbour is a key development for the region. A number of transformational projects have taken shape in Aberdeen, whilst the 'Our Union Street' community-led organisation is reinvigorating our Granite Mile. In Aberdeenshire, Peterhead Port Authority has invested over £50million to increase industrial and commercial space, of huge benefits to the energy, offshore wind and fishing industries which call the region home.

With £30 billion of public and private infrastructure investment due to be delivered across the region over the next decade, it marks an exciting time to be part of a genuine world-class business location. Invest Aberdeen is the first stop for exploring opportunities in the region, contact us on

enquiriesia@investaberdeen.co.uk or +44 (0)1224 067766.

Invest in **DUNDE**

Dundee: Scotland's City of Opportunity

Dundee is a dynamic, ambitious city at the heart of Scotland's economic growth. With a thriving digital and creative sector, world-class research institutions, and a £1.6 billion waterfront regeneration, Dundee is a city that's driving innovation and investment.

Home to pioneering industries, Dundee is a global leader in gaming, life sciences, and renewables, attracting top talent and businesses seeking collaboration, connectivity, and a high quality of life. The city's two universities and cutting-edge research facilities fuel a strong pipeline of skills and innovation, while its strategic location and excellent transport links make it an attractive hub for business.

Dundee is one of the UK's most affordable cities, offering an unbeatable mix of cost-effective business space, high-quality housing, and outstanding lifestyle opportunities.

From a vibrant cultural scene—including the iconic V&A Dundee—to stunning natural surroundings and a thriving hospitality sector, the city offers an exceptional environment for both businesses and individuals to thrive.

With a welcoming business community, a supportive council, and ambitious plans for the future, Dundee is the ideal destination for companies looking to invest, grow, and succeed.

Dundee is open for business—are you ready to be part of it?



About the Keynote Speakers



Conference Facilitator

Melanie Leech CBE British Property Federation Chief Executive

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.





Stuart Oag SPF Chair Director Drum Property Group



Sir John Curtice University of Strathclyde

Sir John Curtice is a professor of politics at the University of Strathclyde, president of the British Polling Council and senior research fellow at both the National Centre for Social Research and UK in a Changing Europe. He is one of the UK's best known political scientists and has frequently appeared on BBC News during broadcast coverage of general elections in the United Kingdom. He has a career spanning over 45 years and has worked on 11 general elections.



Kate Forbes is the Member of the Scottish Parliament for the Skye, Lochaber and Badenoch constituency (which includes Dingwall, the Black Isle and the Great Glen). She is the Deputy First Minister and Cabinet Secretary for the Economy and Gaelic in the Scottish Government.

Kate is from Dingwall, although she spent part of her upbringing in Glasgow and India. Until she was elected as MSP for Skye, Lochaber and Badenoch, Kate was employed as an accountant in the banking industry. Prior to that she studied History at the Universities of Cambridge and Edinburgh.

First elected to the Scottish Parliament in 2016, she was re-elected as the constituency MSP for Skye, Lochaber and Badenoch in May 2021.

Kate first joined the Government in June 2018, as Minister for Public Finance and Digital Economy. She subsequently served as Cabinet Secretary for Finance and the Economy from February 2020 to March 2023.



Kate Forbes MSP Deputy First Minister Scottish Government





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Panel 1: How do we support investment in our living sector?



Panel Facilitator

Robin Blacklock Director, More Homes More Quickly & Managing Director, Dowbrae Real Estate Consultancy

Robin Blacklock is an experienced property professional and since 2012 has specialised in the Build to Rent (BTR) sector across Scotland. Over this period Robin has remained close to public policy with involvement in The Private Housing (Tenancies) (Scotland) Act 2016, Scottish Government's Rental Income Guarantee Scheme, and working with local authorities on their approach to the emerging residential investment sectors.

In response to the challenges raised by the Housing (Scotland) Bill in 2023, Robin started More Homes More Quickly, a not-for profit organisation formed to represented the investors, developers and operators involved in BTR and associated sectors, and has since campaigned for balanced legislation to encourage residential investment into Scotland.

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.



Paul McLennan MSP Minister for Housing Scottish Government



Sally Thomas is Chief Executive at the Scottish Federation of Housing Associations (SFHA), the national representative body for Scotland's housing associations and co-operatives. She previously worked for housing associations, government agencies and in the private sector and is currently on the Scottish Government's Housing to 2040 Strategic Board, Heat in Buildings Strategic Advisory Group and Homelessness Prevention Strategy Group.



Sally Thomas Chief Executive Scottish Federation of Housing Associations



Jean-Marc Vandevivere Chief Executive at PLATFORM

Jean-Marc has 25 years of experience in the Property, Retail and Consumer Goods industries.

Prior to PLATFORM_, he spent 7 years at the Executive Committee of The British Land Company PLC, joining as Head of Strategy in 2009 to set up the new department, and later on becoming Head of Residential.

Jean-Marc started his career at The Boston Consulting Group (BCG), spending time across the Paris, Washington DC and London offices as a Principal.

lean-Marc is a Non-Executive Director of Victoria Square Woking Limited (VSWL), the property company owned by the town of Woking. He also sits on the BPF Residential Board.

He holds an MBA from Essec in Paris.



Dr. John Boyle Director of Research & Strategy Rettie & Co.

John leads the Rettie Research Team. His work informs clients on sales, lettings, investment and development opportunities. He also analyses the current status of property markets and assesses how they are likely to change. Over the last 20+ years, he has worked for all the major house builders in Scotland (public and private), the Scottish Government, many local authorities and investors.

He has advised on much of BTR delivery in Scotland and was the lead author of the BPF report on Assessment of Scotland's Rent Freeze and its Impacts. He sits on Homes for Scotland's Policy Advisory Group and is a member of the Society of Property Researchers and the Royal Institution of Chartered Surveyors.

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After Dinner Speaker: **Sarah Smith** BBC News, North America Editor

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• EDINBURGH COUNCIL

With its booming economy, fast-growing population, and popularity amongst students and tourists, Edinburgh offers a myriad of opportunities for property developers and investors.

Granton Waterfront has taken a major step forward with the completion of restoration works to the iconic Granton Gas Holder and the securing of £16 million of infrastructure funding for the latest trance of development, which will bring 847 new homes. Granton Waterfront offers the opportunity to be part of one of the UK's largest regeneration projects.

West Edinburgh, the city's gateway to the world, continues to grow rapidly. Among the plans for West Edinburgh are a 8,500-capacity arena being developed by AEG Europe (operator of London's O2 Arena) and a development of 1,300 mixed-tenure homes by social enterprise Places for People.

One of the most exciting opportunities currently emerging in Edinburgh is Seafield: around 40 hectares of waterfront land located between the award-winning neighbourhood of Leith and Portobello.



Seafield concept image

Currently occupied by car showroom and industrial units, 7N Architects has developed a masterplan for a mixed-use redevelopment of the area that would deliver a vibrant new coastal community providing thousands of homes.

To learn more about opportunities in Edinburgh, contact the City of Edinburgh Council at **invest@edinburgh.gov.uk.**











Panel 2: How can we attract investment for commercial development to grow Scotland's economy?



Panel Facilitator

Johane Murray Partner and Head of Real Estate, Brodies LLP

Jo heads Brodies' real estate team of over 120 lawyers, the largest in Scotland and top ranked in Legal 500 and Chambers & Partners. A partner in Brodies since 2006, Jo leads on many high profile investment and development deals spanning all asset classes. Her clients include various US and European private equity firms in addition to many leading UK developers and investors.

Nick has a career in Banking spanning 35 years. He currently leads the Real Estate North Division for Santander UK Corporate & Commercial Banking with responsibility for operations in Scotland, Northern Ireland, and the North of England. Prior to his 14 years with Santander he held a variety of lending and leadership roles with Bank of Scotland/HBOS/LBG over a 21 year period. Nick sits on the Board of the Investment Property Forum (IPF) in Scotland and is also a Member of the Chartered Institute of Bankers in Scotland.



Nick Peet Divisional Head of Real Estate Finance: North England, Scotland and Northern Ireland Santander Corporate Banking



Elliot Robertson Chief Executive Officer Robertson Group

With over 30 years' experience in the construction, infrastructure, development, investment and service industries, Elliot is the CEO of Robertson Group and holds a directorship and shareholding in both Robertson Residential Group and the Robertson family investment office, Newlands.

Under his leadership, Robertson was one of the first UK businesses in the built environment to achieve carbon neutrality, has been recognised by the UN Climate Neutral Now programme and awarded the Terra Carta Seal.

Elliot's passion for the development of Young People resulted in Robertson Group achieving Platinum accreditation from Investors in Young People.

He holds external director appointments with The Newcastle and North Tyneside Local Improvement and Finance Trust (NNTLIFTCo). Elliot is a member of the Scottish Government's

Cross Party working group for construction and a member of the Construction Leadership Forum, Scotland.



Stephen has 30 years' commercial property experience, predominately office led developments, in both the private and public sectors and on both the client and consulting side, across a range of roles including Asset Management, Agency and Development. Projects include large scale mixed-use Business Parks incorporating some of Scotland's largest and best office developments including EcoCampus (235,000 sq.ft), the UK's first speculative Carbon Neutral Office in 2012, and CityPark1, a 215,000 sq.ft HQ for Wood Group in Aberdeen.

HFD have an unparalleled track record in sustainable development dating back to Scotland's first 'A' rated EPC development in 2008 and Glasgow's first NZC office development at 177 Bothwell St (315,000sg.ft) - Glasgow's largest single office development and the largest ever office Investment in Scotland

Stephen is a former National Judge on the British Council of Offices (BCO) Awards, former Chair of the Scottish BCO Judging Panel and former chair of the Scottish Property Federation.



Stephen Lewis Managing Director, Property HFD Group

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About the Keynote Speakers



Cllr Susan Aitken Glasgow City Council Leader

Susan Aitken became Leader of Glasgow City Council when the SNP became the largest party on the Council and formed a minority administration in May 2017. She was elected as a councillor for the Langside ward, where she lives, in 2012 and has been leader of the SNP group since 2014, having previously served as the group spokesperson on health and social care.

Before being elected, Susan worked in a variety of policy and research roles in the Scottish Parliament and the third sector, and as a freelance writer and editor specialising in health and social care policy. She grew up in Biggar in South Lanarkshire, moved to Glasgow aged 17 and is a graduate of both Glasgow and Strathclyde Universities.



Stephen Booth Chief Officer -Corporate Landlord, Aberdeen City Council

Stephen is a Chartered Surveyor and is currently Chief Officer Corporate Landlord with Aberdeen City Council. Stephen's current remit includes responsibility of over 23,000 Council House, over 250 operational buildings and an extensive commercial portfolio including everything from, lock up shop to Hotels, Grade A office space and TECA. His remit includes asset and energy management, repair and maintenance, public transport unit, new build projects, cleaning services and school dinners to name but a view. Stephen Joined the council on 2008 following a career in both the enterprise and private sector. S Joir #SF

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Paul was appointed Head of Planning and Economy in 2020. Under this remit he leads on all aspects of Planning, Historic Environment, Economic Development, Environmental Health, Trading Standards and Roads Development.

Paul co-leads the development and delivery of the North East of Scotland Regional Economic Strategy and is the Programme Sponsor for the Aberdeen City Region Deal Digital Workstream. Throughout the duration of the Deal this workstream has delivered gigabit connectivity in the region, and, investment in 5G infrastructure and technology to support businesses to invest and grow within the region.

A chartered member of the Royal Town Planning Institute, Paul has a BSc (Hons) in Geography, a MSc in Urban and Regional Planning.



Paul Macari Head of Planning and the Economy, Aberdeenshire Council

Athena Coaching and Consulting is delighted to partner with BPF Futures as we support the next generation of talented professionals.

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Panel 3: Working Together: Partnerships for Growth



Panel Facilitator

Jonathan Guthrie Director for Strategic Partnerships 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.



Kimberley Guthrie Chief Officer Scotland's Towns Partnership

my role is to drive transformative change for our towns through collaboration and partnership with key stakeholders across all sectors. I have over 25 years' experience in senior management roles across the retail and business sector in a variety of organisations; including Marks and Spencer and Scotmid Cooperative. Company director and founder of my own business of 17 years, I deliver a consultancy service bringing a wealth of experience in marketing and consumer strategy, retailing expertise and business transformation to SMEs across the UK.

As Chief Officer at Scotland's Towns Partnership

A Fellow of the Chartered Institute of Marketing, a Member of the Academy of Urbanism and an experienced mentor. I compliment my roles with an inherent passion for people and place. An ardent supporter of the third and charitable sector, I held a 2 year appointment as chair of the fundraising board at Maggie's FV.





Sarah Baillie Partner, Planning and Infrastructure Consenting Addleshaw Goddard

Sarah is head of Addleshaw Goddard's planning and infrastructure consenting team in Scotland and is also co-head of the firm's Power Sector globally. She has been widely recognised as a leading lawyer in the legal directories for over 15 years. She is one of few Law Society of Scotland Accredited specialists in planning law but is uniquely also qualified as a chartered town planner with the RTPI. Her wealth of experience and expertise assists clients across the private and public sectors on all aspects of noncontentious and contentious planning, CPO, infrastructure, net zero, sustainability & environmental matters. Her clients include developers, public bodies, promoters & funders of built environment and major infrastructure schemes, energy & utility providers and retail operators.

Over the last 20 years, Sarah has gained an exceptional track record in providing strategic advice on some of the most prestigious development, energy, and infrastructure projects in Scotland and further afield. She sits on the SPF's Planning & Development Committee and is a mentor on the BPF Futures Programme; has been named twice by Planning Magazine in UK 100 Women of Influence; and amongst other legal awards, was the Legal 500 Projects Lawyer of the Year in Scotland 2023 /24.

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.



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

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Supporting the next generation of UK real estate leaders

BPF Futures is a free network of over **2,400 junior property professionals**, supported by the British Property Federation. It aims to develop **future leaders** in the property industry, promoting sustainability and contributing to the UK's economic and social wellbeing. Membership is open to those with **10 years or less experience in the field**.



Networking BPF Futures provides unparalleled networking

opportunities.



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



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



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











Delegate List

				D	
Anthony	Aitken	Colliers LLP	Siobhán	Davitt	ADP Architecture Ltd
Douglas	Aitken	Hollis	Martin	Devine	Addleshaw Goddard LLP
Cllr Susan	Aitken	Glasgow City Council	Steven	Dick	Eversheds Sutherland LLP
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Stuart	Black	Summix Capital Ltd	Rory	Forbes	Brodies LLP
Jen	Blacklaw	The City of Edinburgh Council	Kate	Forbes MSP	Deputy First Minister
Robin	Blacklock	Dowbrae Property Consultancy	Adam	Fothergill	Assael Architecture Limited
lames	Blakey	Moda Living	Maria	Francké	Maria Francke Planning
		-	Alex	Fraser	AGF Real Estate
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Stephen	Booth	Aberdeen City Council	lan	Gallacher	Iceni Projects Limited
John	Boyle	Rettie & Co	Neil	Galloway	KR Developments Group Ltd
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Gayl	Brady	Drum Property Group	Alan	Gardner	University of Glasgow
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Frank	Chambers	Waterman Group	Paul	Granann	christie & Co
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Lydia Daniel Rebecca Colin Alan Sheelagh Tom Paul Brian Stephen Michael Andrew David Elliot Sir John Paul Chris	Clark-Gibb Coid Connell Cooley Cooley Corps Coyle Craig Craig Craechan Crichton Crichton Crichton Crombie Curming Curtice Curtin	WTW Scottish Cities Alliance TLT LLP Avant Homes Scotland East Eversheds Sutherland LLP Shoosmiths LLP Fresh PG Burness Paull LLP Robertson Group Ltd Graham + Sibbald LLP Marsh Limited Pinsent Masons LLP Turner & Townsend HFD Property Group University of Strathclyde Architype Cuthbert White Ltd	Jamie Angela Cameron Connor Craig Jonathan Kimberley Selina Justin Mhairi Maya Eilidh Matthew Jarrett Hiles Leanne Frank	Grant Gray Greig Guinea Gunderson Guthrie Guthrie Haggerty Harley Harley Harley Harley Harles Henderson Henson Hills Hill	Barclays Corporate Bank SCAPE Scotland Morton Fraser MacRoberts LLP Brodies LLP Savills Plc Robertson Group Ltd Scotland's Towns Partnership Comprehensive Design Architects (CDA) Yardi Systems Ltd University of Glasgow University of Glasgow Page\Park Architects Burness Paull LLP Nest Marketing Blackadders LLP Comprehensive Design Architects (CDA)
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