BRITISH COUNCIL FOR OFFICES PRESENTS

CHALLENGING CONVENTIONS

ANNUAL CONFERENCE | EDINBURGH 20 – 22 MAY 2009

ARE YOU READY?

PROMINENT KEYNOTE SPEAKERS  FANTASTIC BUSINESS OPPORTUNITIES  SEMINARS, DEBATES AND TECHNICAL TOURS

Headline sponsors:
THE BRITISH COUNCIL FOR OFFICES (BCO) EXISTS TO RESEARCH, DEVELOP AND COMMUNICATE BEST PRACTICE IN ALL ASPECTS OF THE OFFICE SECTOR. IT DELIVERS THIS BY PROVIDING A FORUM FOR THE RELEVANT ISSUES.

The BCO works to promote co-operation and understanding between landlord and tenant, investor and developer, and owner and occupier, thereby improving efficiency and innovation in the sector.

Who belongs to the BCO?
The BCO invites applications for membership from organisations and individuals involved in creating, acquiring or occupying office space, in both private and public sectors. It works to advance the collective understanding of its members, enabling them to work together to create more effective office space.

What does membership offer?
The many benefits of membership of the BCO include:

- The availability of a wealth of policy guidance and cutting edge research
- A comprehensive programme of educational seminars and technical tours
- Frequent publications and technical briefings
- The opportunity to enhance understanding and market knowledge at the Annual Conference, one-day conference and other major BCO events
- The opportunity to participate in the BCO’s awards scheme and join us at our Annual Awards Dinner
- The opportunity to meet other members and their guests at a range of events, including the Annual Dinner and President’s Lunch
- Annual BCO handbook with directory of members
- A well-established network of Regional Chapters providing additional meeting points for insights into local market trends and developments

How do I join the BCO?
The first person to join from an organisation is named the ‘Corporate’ member; further members to join from the same organisation are classified as ‘Individual’ members. Information about the BCO and the benefits of membership, including the application form, can be found on the BCO website www.bco.org.uk or please contact us at:

78–79 Leadenhall Street
London EC3A 3DH
Tel: +44 (0)20 7283 0125
Fax: +44 (0)20 7626 1553
Email: mail@bco.org.uk

We have offset our conference’s carbon emissions with:

BCO Conference 2009

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INTRODUCING THE CHAIRMAN

This is an interesting and challenging time to formulate a conference for the British Council for Offices. There is a realization across the globe that we are facing financial and economic conditions which will pervade into every part of our lives.

Some things won’t change but it is naïve to think that nothing will change. From the gross site delivery of small office space for entrepreneurial businesses through to fundamental and radical occupational trends in the financial services industry, the British Council for Offices has got to be in a position to anticipate and react to change.

This is not just a physical solution but a pragmatic and economically efficient solution as well. We want to consider how office space is to be occupied in the future, how to deal with existing office space as demand for energy efficient buildings increases or indeed is legislated for, and the need to be competitive in financial terms to support occupier growth.

The BCO conference this year addresses all of these issues, but from the fundamental principle that significant change is upon us and we need to challenge conventions that have been in the industry for years in order to prepare ourselves for the next generation’s requirements. The conference will address the quality of space, the efficiency of occupation, the flexibility that we can introduce to financial solutions for occupation and an overarching response to organisations that are looking to invest their money in the office market of the future.

We anticipate healthy debate, in depth analysis of existing trends, and hope that we can inspire evidence of an agenda for change and an organisation that is in a position to move forward and lead the way in flexible, efficient and good value work space.

Please take a moment to review the quality of the visits, seminars and plenary sessions and to reflect on the fact that we are dedicating the conference dinner to the Willow Foundation, a small reminder that however bad it gets there we can still help others that are less fortunate than ourselves.

I look forward to seeing you all in Edinburgh at the end of May.
Please use the Programme Planner together with the detailed sections of this brochure to help you make your choice for each session. You are advised to make your choices early, as many have limited capacities. Please note that seminars, debates and tours within a session run concurrently and you can therefore only choose **ONE** within each session.

### Wednesday 20 May
- **10.00 – 10.30** Session 1: Plenary 1 – How did we get here and what’s the way out?
- **10.30 – 11.00** Technical Tours
  - T1: Maxim
  - T2: Informatics Forum
  - T3: Quarter Mile
  - T4: BCS Headquarters
  - T5: Old Town Architectural Walking Tour
  - T6: New Town Architectural Walking Tour
  - T7: Financial District Architectural Walking Tour
- **11.00** Morning Coffee
- **11.15 – 12.15** Session 2: Seminars & Debates
  - CHOOSE ONE:
    - 2A: New Lease Structures – is the cart driving the horse?
    - 2B: BCO Specification 2009 – the new tenant’s nest?
    - 2C: Successful Cities – a comparison of spatial planning methods from around the world with the UK
    - 2D: Planning is Complicated – how to make mixed use and work-life balance work
    - 2E: It’s about People, Stupid!
- **12.15 – 12.45** Lunch
- **12.45** Technical Tours
- **12.45 – 13.45** Session 3: Seminars & Debates
  - CHOOSE ONE:
    - 3A: Sustainable Solutions
    - 3B: Edinburgh – a city on the move
    - 3C: Refurb v New Build
    - 3D: Sustainability for Occupiers and Developers
    - 3E: How Do You Make Your Fit Out Green?
- **13.45 – 14.45** Technical Tours
- **13.45 – 14.45** Session 4: Plenary 2 – Green point or green wash? The environment in a recession
  - **14.45** Pre-dinner drinks: Strathblane Hall, EICC
- **14.45 – 15.15** Conference dinner: Cromdale Hall, EICC
  - **In support of**: Willow Foundation
  - **Sponsored by**:
  - **15.15** After the Party – the hangover
  - **15.15 – 16.15** Session 5: Seminars & Debates
  - CHOOSE ONE:
    - 5A: After the Party – the hangover
    - 5B: Renewable Energy – policy and practice update
    - 5C: Managing the Viability Gap – what can I do? The role of design, procurement and construction cost in delivering viability
    - 5D: Who Should Pay For Transport?
    - 5E: Property Decision Making in Business – where is it best placed?
  - **16.15** Coffee
- **16.30 – 17.30** Technical Tours
- **16.30** Session 6: Plenary 3 – Crystal balls? What comes next? Theory and reality
  - **17.30** Conference dinner: Cromdale Hall, EICC
  - In support of**: Willow Foundation
  - **Sponsored by**: 
  - **18.00** Conference dinner: Cromdale Hall, EICC
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  - **Sponsored by**: 

### Thursday 21 May
- **09.00** Session 7: Plenary 1 – How did we get here and what’s the way out?
- **09.00 – 10.00** Technical Tours
  - T1: Maxim
  - T2: Informatics Forum
  - T3: Quarter Mile
  - T4: BCS Headquarters
  - T5: Old Town Architectural Walking Tour
  - T6: New Town Architectural Walking Tour
  - T7: Financial District Architectural Walking Tour
- **10.00** Morning Coffee
- **10.15 – 11.15** Session 8: Seminars & Debates
  - CHOOSE ONE:
    - 8A: New Lease Structures – is the cart driving the horse?
    - 8B: BCO Specification 2009 – the new tenant’s nest?
    - 8C: Successful Cities – a comparison of spatial planning methods from around the world with the UK
    - 8D: Planning is Complicated – how to make mixed use and work-life balance work
    - 8E: It’s about People, Stupid!
- **11.15 – 11.45** Lunch
- **11.45** Technical Tours
- **11.45 – 12.45** Session 9: Seminars & Debates
  - CHOOSE ONE:
    - 9A: Sustainable Solutions
    - 9B: Edinburgh – a city on the move
    - 9C: Refurb v New Build
    - 9D: Sustainability for Occupiers and Developers
    - 9E: How Do You Make Your Fit Out Green?
- **12.45 – 13.45** Technical Tours
- **12.45 – 13.45** Session 10: Plenary 2 – Green point or green wash? The environment in a recession
  - **13.45** Pre-dinner drinks: Strathblane Hall, EICC
- **13.45 – 14.15** Conference dinner: Cromdale Hall, EICC
  - **In support of**: Willow Foundation
  - **Sponsored by**: 
  - **14.15** After the Party – the hangover
  - **14.15 – 15.15** Session 11: Seminars & Debates
  - CHOOSE ONE:
    - 11A: After the Party – the hangover
    - 11B: Renewable Energy – policy and practice update
    - 11C: Managing the Viability Gap – what can I do? The role of design, procurement and construction cost in delivering viability
    - 11D: Who Should Pay For Transport?
    - 11E: Property Decision Making in Business – where is it best placed?
  - **15.15** Coffee
- **15.30 – 16.30** Technical Tours
- **15.30** Session 12: Plenary 3 – Crystal balls? What comes next? Theory and reality
  - **16.30** Conference dinner: Cromdale Hall, EICC
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  - **Sponsored by**: 
  - **17.00** Conference dinner: Cromdale Hall, EICC
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### Friday 22 May
- **09.00** Session 13: Plenary 1 – How did we get here and what’s the way out?
- **09.00 – 10.00** Technical Tours
  - T1: Maxim
  - T2: Informatics Forum
  - T3: Quarter Mile
  - T4: BCS Headquarters
  - T5: Old Town Architectural Walking Tour
  - T6: New Town Architectural Walking Tour
  - T7: Financial District Architectural Walking Tour
- **10.00** Morning Coffee
- **10.15 – 11.15** Session 14: Seminars & Debates
  - CHOOSE ONE:
    - 14A: New Lease Structures – is the cart driving the horse?
    - 14B: BCO Specification 2009 – the new tenant’s nest?
    - 14C: Successful Cities – a comparison of spatial planning methods from around the world with the UK
    - 14D: Planning is Complicated – how to make mixed use and work-life balance work
    - 14E: It’s about People, Stupid!
- **11.15 – 11.45** Lunch
- **11.45** Technical Tours
- **11.45 – 12.45** Session 15: Seminars & Debates
  - CHOOSE ONE:
    - 15A: Sustainable Solutions
    - 15B: Edinburgh – a city on the move
    - 15C: Refurb v New Build
    - 15D: Sustainability for Occupiers and Developers
    - 15E: How Do You Make Your Fit Out Green?
- **12.45 – 13.45** Technical Tours
- **12.45 – 13.45** Session 16: Plenary 2 – Green point or green wash? The environment in a recession
  - **13.45** Pre-dinner drinks: Strathblane Hall, EICC
- **13.45 – 14.15** Conference dinner: Cromdale Hall, EICC
  - **In support of**: Willow Foundation
  - **Sponsored by**: 
  - **14.15** After the Party – the hangover
  - **14.15 – 15.15** Session 17: Seminars & Debates
  - CHOOSE ONE:
    - 17A: After the Party – the hangover
    - 17B: Renewable Energy – policy and practice update
    - 17C: Managing the Viability Gap – what can I do? The role of design, procurement and construction cost in delivering viability
    - 17D: Who Should Pay For Transport?
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- **15.30 – 16.30** Technical Tours
- **15.30** Session 18: Plenary 3 – Crystal balls? What comes next? Theory and reality
  - **16.30** Conference dinner: Cromdale Hall, EICC
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The BCO reserves the rights to amend the programme and timings.
Bjørn Lomborg, Professor at the Copenhagen Business School and author of the best-selling ‘The Sceptical Environmentalist’, makes a return visit to the BCO Conference having spoken in Edinburgh in 2002. ... concerns about the environment with the belief that we all need to focus attention on the most important problems first.

Since the publication of his book, Lomborg has been a frequent participant in public debate. In November 2001, he was selected Global Leader for Tomorrow by the World Economic Forum. In 2005, Lomborg was appointed to the Economic and Social Council, a position conferred on him by the United Nations. The Council is the main forum for global decision-making within the UN system. Lomborg will provide a robust and distinct analysis of the world’s environmental challenges in an era of the credit crunch.

Michael Pawlyn was one of the lead architects behind The Eden Project in Cornwall. Treating nature as a blueprint, he believes that there are huge gains to be made by learning from nature’s works – especially in an effort to slow down the effects of climate change. Who better to challenge the Lomborg analysis?

Pawlyn believes that, for every problem we face, from generating energy to manufacturing materials, there are examples from nature to give us inspiration. Importantly, the solutions are often more profitable than traditional approaches, as well as radically reducing the impact on the environment. Michael Pawlyn is a founder member of the UK Green Building Council and a committee member of The Edge, the environmental think-tank.

PLENARY SESSIONS

PLENARY ONE: HOW DID WE GET HERE, AND WHAT’S THE WAY OUT?

PLENARY TWO: GREEN POINT OR GREEN WASH? THE ENVIRONMENT IN A RECESSION.

PLENARY THREE: CRYSTAL BALLS? WHAT COMES NEXT? THEORY AND REALITY.
THURSDAY 21 MAY
MORNING
SEMINARS AND DebATES

2A  UK Lease Structures - Is the cart driving the horse? - By Professor Ian Mather, Director, School of Real Estate andPlanning, Cranfield University
The relationship between lease and property is currently suffering from a dilemma. Both sides are blaming each other for the problems being experienced, with the courts and the market increasingly being seen as obstacles. This seminar will discuss the inherent problems in the current lease structure, the parties' roles and the likely solutions.

2B  BCO Specification 2009 - the new template's next? - By Stephen O’Connell, Partner, BCO and Paul Claridge, Director, BCO
The 2005 template will be retired and the new BCO Specification 2009 launched at this seminar. From a paper prepared by the BCSA, the template is a comprehensive guide for the design, specification and construction of buildings. The role of the template in supporting best practice, and in particular the role of the BCO Awards, will be discussed.

2C  Generating Value - a comparison of spatial planning methods from around the world with the UK - By Dr. Neil T remainder, Centre for Urban and Regional Development Studies, Lancaster University
The presentation will consider the various methods of spatial planning and their implications for the UK. Examples will be given from Canada, Australia, China and the USA. The comparison will highlight the strengths and weaknesses of each system and the potential benefits for the UK.

2D  Planning is Complicated - how to mix use and work/life balance work - By Professor John Bryson, University of Edinburgh
One of the most vexing issues in the workplace is the increasing importance of the nature of where and when we work. This will be discussed in relation to different types of work, the role of technology and our lives with family and friends. The impact of this will affect the design, usage, specification, location and surrounding environment of the workplace.

2E  It’s About People. Simple! - By Peter Card, Project Director, Space Syntax Ltd. and Nick Robinson, Planners, Edinburgh City Council
People are the most important asset a company has, but the working environment is critical in attracting and retaining the best staff. But cost and space efficiency remain important. So, what are the issues and who does it best?

THURSDAY 21 MAY
MORNING
TECHNICAL TOURS

3A  The Ultimate Office Park - By Bob Kinch, Director, Maxim
The chance to visit Maxim, the ultimate office park, is one opportunity you can't afford to miss. This unique tour will offer a first look at what is currently the UK’s most impressive, futuristic and largest advance-build office development of its kind.

3B  The Potterrow development is the first significant step towards the realization of the University of Edinburgh’s Bridges Square/Gorge Square exemplar. More than the world-class School of Informatics, the new 15,000 sq. ft building is a showcase of a high-quality, efficient, sustainable, state-of-the-art office building.

3C  It's About People, Stupid! - By Peter Card, Project Director, Space Syntax Ltd. and Nick Robinson, Planners, Edinburgh City Council
The Quartermile project in Edinburgh represents the largest speculative development in the city and is taking a long time to complete. The constraints that have been imposed by the planning process have slowed the development significantly. This seminar will discuss the future of the project and the impact of the planning process.

3D  Planning is Complicated - how to mix use and work/life balance work - By Professor John Bryson, University of Edinburgh
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THURSDAY 21 MAY AFTERNOON

Seminars and Debates

3A
Sweating the Asset
How can occupiers get more value from their real estate? How are new developments and the existing stock coping with the demands of increased occupancy and can developers and landlord respond to the need to improve operational efficiency? Is it about the buildings on the way we use them?

This will be a seminar and discussion exploring the consequences from the recent BCO Occupier Survey and the ongoing project to produce a guide to exemplary refurbishment.

Speakers: Gary Wigmore, BCO Occupier Group (Chair); Martin Burn, Office of Government Commerce; Ken Giannini, MCM Architecture; Pernille Stafford, Scott Brownrigg

3D
Sustainability for Occupiers and Developers in Difficult Times – the way ahead?
How can occupiers get more value from their real estate? How are new developments and the existing stock coping with the demands of increased occupancy and can developers and landlords respond to the need to improve operational efficiency? Is it about the buildings on the way we use them?

The market is now in the middle of transformation, with commercial pressures more intense than ever. Occupiers and providers alike are working to understand and progress the longer-term principles of sustainability within their office space. The roles of the occupier, developer and their professional teams can still become locked in the circle of blame.

What are the issues faced? How will they be resolved? What can occupiers and developers do to achieve efficiency and sustainability? What is the role of the occupier taking a leading role in sustainability? This will be a seminar and discussion explaining the conclusions set the agenda for sustainable development and discusses ways in which our industry can continue to deliver more sustainable office space. A heavy balance is expected to focus on how we offer ways to challenge the perceived wisdom of today.

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Speakers: Mike Reeves, BCO (Chair); Pernille Stafford, Scott Brownrigg; Martin Booth, Office of Government Commerce; Andrew Reynolds, Hines

3B
Edinburgh – a city on the move
Edinburgh is the political, cultural and business capital of Scotland. The City’s status within the financial sector has been rocked by the impact of the credit crisis on its major institutions. This is an update of the latest schemes and townscape improvements together with a discussion of how Edinburgh is meeting the challenges of the 21st century.

Speakers: Cameron Stott, James Legat (Chair); Jonathan Geddes, City of Edinburgh Council; Andrew Reynolds, Hines

3C
Refurb vs New Build – what is best for balance sheets AND sustainability?
Traditionally new build has been seen as the most financially attractive option for developers, but is this changing? We will examine the most commonly quoted reasons for not refurbishing office premises, and see whether they stack up in this more sustainable and cost-conscious age. If we do not build new office buildings, can we make these easier and cheaper to refurbish in the future?

Speakers: John Potter, Mat Oakley (Chair); Bruce Calton, Scott Brownrigg; Alex Price, Palmer Capital; Adrian Robinson, Buro Happold; Neil Thompson, Great Portland Estates

THURSDAY 21 MAY AFTERNOON

Technical Tours

T8
Exchange Place
This major development for Scottish Widows Investment Partnership is one of the final components of Edinburgh’s Central Business District. It comprises three 5 and 6 storey office buildings, a new public plaza and links to the Millennium Way pedestrian route between Edinburgh Waverley and the city centre. The project also saw the development of the entrance to the former 80m high Edinburgh St Cuthberts Building, a solar array on the roof of the car park and an extensive green roof.

The design team aimed to achieve BREEAM ‘very good’ and use the Exchange Place project as a showcase for Scottish Widows’ environmental ethos.

T9
Southside Silversmiths
Set in a conservation area, on the banks of the Water of Leith, Southside Silversmiths is a well respected and well established family run business designing and making the highest quality silver and goldware.

The building dates from 1760 and contains autumnal colours, exposed brick and large plate glass windows.

T10
Waverley Court, City of Edinburgh Council
In urban design terms the Waverley Valley is of fundamental importance to Edinburgh’s economic and cultural development. The 21,000 sqm landmark building demonstrates environmental excellence in all aspects of design and function with exceptional levels of accessibility. The building is BREEAM ‘very good’ rated.

T11
Beechmount
T12
Edinwars Architectural Walking Tour
T13
New Town Architectural Walking Tour
T14
Financial District Architectural Walking Tour

www.bco.org.uk 1110 BCO Conference 2009
Following the referendum of the Scottish electorate in September 1997, which approved the establishment of a directly-elected Scottish Parliament to legislate on various domestic affairs, the Scottish Office launched a competition to design a parliament building, the result of which is the new Scottish Parliament Building.

Scotland's new Parliament, officially opened in October 2004, sits at the foot of Edinburgh's famous Royal Mile in front of the spectacular Holyrood Park and Salisbury Crags. Constructed by the internationally renowned architectural practice RMJM, it has been hailed as one of the most innovative designs in Britain today and was awarded the RIBA Stirling Prize in 2005.

Rather than being one single building, the Parliament is actually a campus of several buildings, reflecting different architectural styles, with a total floor area of 31,000 sqm (312,000 sq ft), providing accommodation for MSPs, their researchers and parliamentary staff.

In 2009, the National Savings & Investments Office in Edinburgh was designed as an example supporting sustainability. The building incorporates a roof garden and a wind turbine. The building was completed in 2005 and was awarded the RIBA Stirling Prize in 2005.

The building of the parliament is an example of sustainable architecture, with a focus on energy efficiency and renewable energy sources. The building includes a green roof, solar panels, and a wind turbine, which together help to reduce the building's carbon footprint.

The building is also designed to be highly functional, with spaces that are adaptable to different uses, and it incorporates natural light to reduce the need for artificial lighting. The building is also designed to be highly accessible, with ramps and lifts to accommodate people with disabilities.

In 2009, the National Savings & Investments Office in Edinburgh was designed as an example supporting sustainability. The building incorporates a roof garden and a wind turbine. The building was completed in 2005 and was awarded the RIBA Stirling Prize in 2005.
**THE BCO GOLF CUP**

18 GRIPPING HOLES OF DRIVING, CHIPPING AND PUTTING.

PITTING ONE MAN’S SKILL AGAINST ANOTHER.

WHO HAS THE STRENGTH TO STRIKE THE LONGEST DRIVE? WHO HAS THE TECHNIQUE TO BE NEAREST THE PIN?

LET BATTLE COMMENCE!

**THE WARM UP**

Wednesday 20 May 2009

For this year’s BCO Golf Cup we return to Longniddry Golf Club, situated on the south shore of the Firth of Forth, 18 miles east of Edinburgh. With spectacular panoramic views of the area, the course is a picturesque combination of parkland and links, with many holes having views over the Firth of Forth.

The warm up will be held in the function rooms of the EICC, offering views of Edinburgh and the surrounding area. The competition will be played on nine holes, offering a fun and enjoyable day out for all.

Sponsored by:

**THE VENUE**

Edinburgh International Conference Centre, The Exchange, Edinburgh EH3 8EE

**CONFERENCE DINNER**

The conference dinner will take place in the Cromdale Hall at Edinburgh International Conference Centre, The Exchange, Edinburgh EH3 8EE on the evening of Thursday 21 May 2009.

The evening will be held in the Cromdale Hall at Edinburgh International Conference Centre, The Exchange, Edinburgh EH3 8EE on the evening of Thursday 21 May 2009. The dinner is jointly sponsored by Land Securities and Frogmore Property Company who have chosen to use it as an opportunity to highlight the work of The Willow Foundation, a charity that helps young adults with life-threatening conditions such as cancer, motor neurone disease, cystic fibrosis and organ failure. Special days offer time out from the routine of hospital appointments and treatment, providing an opportunity to enjoy family and friends.

Bob & Meg Wilson founded The Willow Foundation in 1999 in memory of their daughter, Anna, who died of leukaemia aged 31. The charity’s name, Willow, stem from Anna’s love of the English countryside and walks in the woods, often with her brother. The Willow is the tree Anna and her family planted in her memory.

**THE WARM UP**

Wednesday 20 May 2009

The conference will be held at the award winning Edinburgh International Conference Centre, The Exchange, Edinburgh EH3 8EE.
For the third year in a row the BCO will be making the Annual Conference climate neutral by offsetting CO₂ emissions for the whole event.

Climate Change is the most pressing global issue facing us all, with consequences for all communities, species and environments across the world.

To take responsibility for our impact on the climate, we are offsetting the carbon emissions from our business with ClimateCare. ClimateCare is an organisation that reduces global greenhouse gas emissions on behalf of companies and individuals.

These reductions are made through a range of projects around the world that not only make real reductions in carbon emissions, but also make a difference to people's lives.

To find out more about ClimateCare and its projects, see www.climatecare.org.uk