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3. Post the booking form with payment to: Landor LINKS Ltd. Apollo House, 359 Kennington Lane, London SE11 5QY

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Organisation _____

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PRICE INFORMATION

The fee is inclusive of papers, refreshments and lunch

- ☐ **Standard Rate** **£249 plus vat**
- ☐ **Additional delegates**
(only applicable if booked
with standard rate) **£199 plus vat**
- ☐ **Public sector** **£149 plus vat**

Book at: www.TransportXtra.com/shop/events

PAYMENT DETAILS

All fees are payable in advance of the event. Delegates may be refused admission if payment is not received prior to the event. Delegates who have not paid will be required to provide credit card details or supply a company cheque on the day of the event.

If you are registering up to 14 days before the event date **ONLY credit card bookings will be accepted.**

Payment can be made by cheque, credit card or BACS transfer. Cheques should be made payable to Landor LINKS Ltd. **Payment terms are strictly 7 days.**

☐ I enclose cheque no. _____ for £ _____

(NB cheques must be made payable to Landor LINKS Ltd)

ADMINISTRATIVE DETAILS

Landor LINKS Ltd, Apollo House, 359 Kennington Lane,
London SE11 5QY
Tel: 0845 270 7965 Fax: 020 7091 7966
Email: conferences@landor.co.uk
For accounts queries please call 0845 270 7866

DATE & VENUE
24/11/2011: Broadway House, Tothill Street, London W1

Confirmation

You will receive a receipted VAT invoice and joining instructions which includes a map, directions and travel information. If your booking has not been acknowledged 7 days prior to the event please contact us to confirm your booking has been received on 0845 270 7965.

Cancellation

If for any reason you are unable to attend, cancellations received in writing by 18.11.11 will receive a refund less an administrative charge of £100 + VAT. There will be no refunds for cancellations made after this date. Substitutions can be made at any time at no further cost.

Data Protection Act

The data you provide will be held on a database in accordance with the Data Protection Act (1998). Your details may be passed to other companies who wish to contact you for marketing and communication purposes. If you do not wish your information to be passed on please write to the Database Manager at Landor LINKS Ltd at the above address.

Thursday 24 November, 2011
Broadway House, Tothill Street, London W1

An important one-day seminar

RAILWAY
STATIONS &
PROPERTY
2011

UNLOCKING THE POTENTIAL FOR
SITES AND SURROUNDING LAND

- Station-led urban regeneration
- Destination focussed land use
- Creating new commercial hubs

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Maximising the new opportunities to develop rail stations and land surrounding them

Why attend

Rail station related development and major redevelopment projects having the station at their core have often been automatically placed into the ‘too difficult’ box. Resolving land ownership issues and use priorities has proved a challenge that has left potential unrealised in many places. That is all about to change.

A new shared public and private sector agenda will positively encourage and support the development and third party funding of these key opportunities at and around rail stations. Developers, operators and travelers all stand to gain. Network Rail, TfL, the Passenger Transport Authorities and the DfT all have positive new outlooks to development as new funding streams are sought. Wider impacts are anticipated as smart thinking and ingenuity may now come together bringing a new age of station-led regeneration.

The focus of discussion at this event will be on the ‘bigger picture’ of strategic investment in property and place, and the win-win of partnership building to unlock benefit.

Legislative and policy changes will be explained and implications made clear. Learn about the details of Networks Rail’s new outlook and the radical new leasing arrangements that will be put in place during the forthcoming re-franchising round. Explore the new responsibilities of TOCs. Understand how this links in with achieving better value for money in line with the McNulty Review. New opportunities and critical trends will be identified across planning, travel patterns and development which are making rail stations attractive investment opportunities for the long term. National and international case studies will illustrate new approaches to funding, regeneration and collaborative working which are delivering results.

This is a knowledge sharing and networking event for all those with an interest in the development of rail stations and regeneration of their surrounding lands, including:

- Developers
- Property Agents
- Rail Companies
- Local Authorities
- Government & regulatory bodies
- Regeneration agencies
- Retailers
- Property companies
- Consultants
- Fund managers and banks
- Lawyers and other professionals

Programme

09.00 Registration and coffee

1 Unrealised Assets: Rethinking and unlocking the potential of rail stations and surrounding land

09.30 Introduction by the morning Chair: Mike Goggin, Director of Stations, Network Rail*

09.40 Morning keynote
Setting the scene: *The need for station improvement and the achievement of broader economic, social and cultural objectives*
John McNulty, Head of Interchange, TfL

10.00 Railway termini as new destinations that drive city centre regeneration:

- *The rise of termini as destinations in their own right*
- *Termini as new places for retail therapy, leisure and entertainment*
- *New forms of development partnership and new financial structures*
- *Case studies.*

Malcolm Allan, Director, Destination Consulting, Colliers International UK

10.20 Realising development opportunity from current changes in the rail industry:

- *Changes to station leases*
- *Changes to the franchise model*
- *Changes at Network Rail*
- *The drive for better value and encouragement of third party investment in the railway*
- *A catalyst for change and the promotion of development.*

Philip Beer, Partner, Burges Salmon LLP

10.40 Questions & discussion

10.50 Morning coffee

2 Stakeholders, funding and vision

11.20 Developers: their appetite for involvement and issues regarding residual value — the conundrum of long-term investment and (relatively) short-term franchises.

- *Thinking Long term: the phasing, financing and delivering of infrastructure*
- *Creating Places*
- *Money Matters... and people make the difference*
- *Case Study Kings Cross.*

André Gibbs, Executive Director, Argent Group

11.40 Local Partnership: How multiple partners with shared interests can successfully promote radical redevelopment schemes (LEPs, LEZs, planning and CPO).

- *What makes for a successful partnership — aligning the needs of local authorities, rail operators, passengers, tenants and other parties*
- *Bring together a jigsaw of partners and securing funding support*
- *Listing buildings, challenges and funding opportunities — The Railway Heritage Trust*
- *Leadership lessons and local politics or rail stations redevelopment as a catalyst for urban revitalisation.*
- *Case study: Wakefield Kirkgate.*

Ken Taylor, Executive Director, Groundwork Wakefield

*Soon to be Director, Steer Davies Gleave

12.00 Better use of Rail Stations — Why new opportunities are opening up

- *Why we are where we are - and the next 15 years*
- *Bureaucracy removed and who can do what — clarity at last!*
- *What makes for successful engagement between the railway infrastructure owners and used and the property sector?*
- *The developer view and the local partnership outlook?*

Roger Tunnicliffe, Transport Proprty Consultant and Head of Office, Lambert Smith Hampton, Manchester

12.20 Private owners, stakeholders and funders: Fresh thinking on private investment and the unlocking of new market potential

- *Case studies including Southend Airport Station*

David Bradshaw, Director, Leigh Fisher

12.40 Panel discussion with the morning speakers

12.55 Lunch and networking

14.10 Welcome back from the Afternoon Chair: Alec McTavish, Director, Policy & Operations, ATOC (invited)

14.15 Afternoon keynote
Network Rail as an enabling partner to deliver stations as a destination. Optimising commercial return and improving the rail network.

- *Working with private developers in a changed environment — Network Rail as a enabling partner and equity partner in the development for rail stations and surrounding land*
- *Maximising revenue generating potential by creating rail developments that place retail ‘on the way, not in the way’*
- *Strategies that can generate commercial return to improve rail stations and terminals for the passenger*
- *Solum — creating value through mixed-use development — the lessons and opportunities.*

David Biggs, Director of Property, Network Rail

3 Major investment or local renaissance?

14.35 Identifying opportunities and capturing benefit - the role to Strategic Urban Realm Plans

- *The benefits of holistic urban design analysis of catchment context, land use and transport function*
- *Relevance to stations and transport interchanges*
- *Benefits of designing development and infrastructure together, as a complete and viable strategy*
- *The need for partner working and stakeholder collaboration*

Jonathan Tricker, Parsons Brinkerhoff

14.50 Strengthening Franchise Bids — a TOC perspective

- *What the new leasing arrangement might mean for TOCs*
- *Long term service enhancement*
- *Partnerships with local authorities and communities*
- *Developers and Network Rail as partners*

TOC representative (invited)

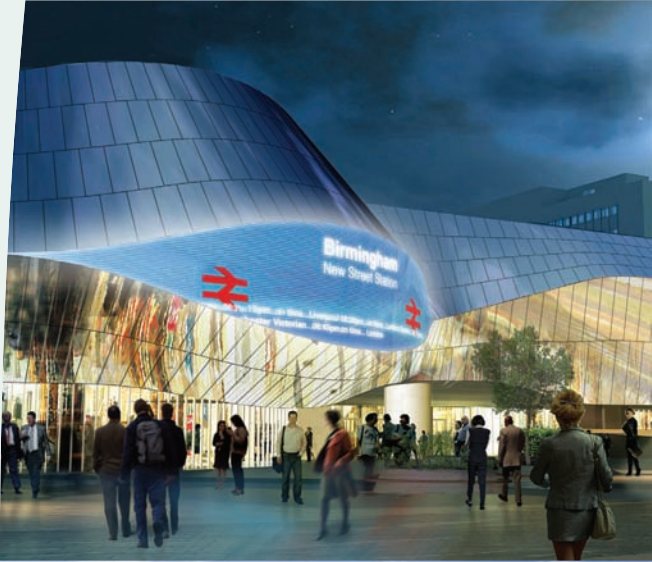
15.05 The view from the perspective of a PTE

- *The benefits arising from devolved powers and the ability to invest in stations*
- *Transforming travel through better stations*
- *How investment has boosted local and regional regeneration*
- *Creating value for money via a lower cost base*

Matt Brunt, Assistant Director, PTEG

15.20 Panel Discussion: Achieving the best of all worlds: Balancing property development with passenger and transport needs

15.35 Close of conference



Networking and sponsorship opportunities

Railway Stations & Property gives companies and organisations opportunities to present their expertise to a closely targeted and influential audience. You can enhance awareness of your organisation via:

- Headline and session sponsorship
- Lunch sponsorship
- Leaflets in the delegate pack
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To find out more...

To discuss the sponsorship and business development opportunities available please contact Rod Fletcher on 0191 280 1410 or email rod.fletcher@landor.co.uk