

Chairman's column

by Joanna Embling

It is with some relief that the industry and Women in Property closed the doors on 2009. 2010 is a time of new beginnings, challenges and opportunities.

There are reasons to be cheerful. The market is showing signs of life. Whereas it certainly will not be a case of business as it was before the recession, and a good thing too some will think, the general view is that we are now at or near the bottom of the market. Things can only get better. Whilst there are difficulties ahead, change is the catalyst to think the unthinkable, to do things differently and to seek out new opportunities. I would suggest that the members of Women In Property who are really taking advantage of the benefits of membership, the ability to have a mentor and access the support of more than a thousand colleagues across the industry, are those who have the tools to succeed in 2010.

Women in Property has felt the impact of the downturn but this has been lessened by the hard work of everyone involved at Branch and National level and the executive team, Fiona Alfred, Jacqueline Butt, Sue Maguire and Lara Farey. Thank you all. Lynette Lackey who takes over as National Chairman in March has been a tower of strength - her accountancy skills and calm good sense have proved invaluable, as we have successfully worked to maintain revenues and services whilst keeping a very tight control on costs. This discipline needs to continue across the network in 2010.

The Association has provided most of the highlights and reasons to be cheerful in 2009. The fantastic National Student Awards 'Best of the Best' dinner at Claridge's and meeting our worthy winner, student architect Anjna Farmah and all the finalists, was very special. Equally uplifting are the more private successes when the Association provides practical support to members facing redundancy, helps to find a new job or prompt a new beginning, or when the mentoring programme produces the perfect match. We plan to celebrate these successes more in 2010.

2010 is a time for new beginnings personally. After twenty five years at Cushman & Wakefield I am taking the plunge and branching out on my own. Hopefully this will not prove to be a baptism of fire once I have mastered the technology. Fellow members - Jilly Cosgrove at Barques Design, Vivienne Packer at The Packer Partnership and Lynette Lackey of one5two have all provided help and advice - absolute proof of what Women in Property is all about.

We should look forward to 2010 with confidence - it will be a cracker.



Joanna Embling
Chairman of Women in Property

Success stories

Yvette Benn

Vice Chairman of Devon & Cornwall (Satellite)



Yvette Benn has recently joined Woollcombe Yonge Solicitors as a Partner and member of the Commercial and Residential Property Team. Having raised a young family, Yvette decided to return to education enrolling at the University of Plymouth to study law. She undertook her post graduate education at the University of West of England and then spent a number of years in the commercial departments of Kitson Hutchings and Nash & Co.

Clare Danahay Yorkshire and North East

Clare Danahay joined Ben Johnson Ltd in the new role of Director of Workplace Consultancy after having previously held the position of Associate with interior design firm, careyjones interiors.



Niloufar Lamakan South East

Congratulations to interior designer, Niloufar Lamakan of Nila Design, who was recently selected as a finalist for a prestigious industry award, the Design Awards 2009, with her sleek, low maintenance kitchen design for a London family.



Elaine Troup Vice Chairman, Central Scotland

Elaine Troup will be moving on from Turley Associates when she takes up a regeneration role with Renfrewshire Council at the end of January.

Jade Tong South East This year, Management Today applauded Jade Tong, Associate Director at DTZ, in their '35 Women Under 35' feature. They said "Tong is one of few women at her level in property", winning more than £23million of business for the firm. Jade spoke at a South East breakfast on Reaching for the Sky this summer.

Selma Carson North West



Having done some part-time lecturing through her property consultancy, Ailsa Asset Management, Selma Carson has now moved across to academia as a lecturer in Real Estate at the University of Salford.



Edith Mueller South East

After many years as a director of Arup Façade Engineering, Edith has set up independently as a specialist façade consultant. She offers design, advice on procurement, failure investigation and expert witness services for all types of metal and glass façades.

Branch views

As the new year dawns, four branch colleagues give their perspective on how the property market is faring in their area.

Midlands (South) Satellite

Chairman, Wendy Hodrien

Although the commercial property market has been very depressed throughout 2009, there have been some major developments within Milton Keynes.

Notably, a new superstore within central Milton Keynes and, adjacent, some residential apartments, while another development in the centre of the town - the Pinnacle - is the largest retail/office development erected within the last 25 years.

There are some hopeful prospects for 2010 and beyond with Network Rail proposing

to build a new national centre on the site of the Hockey Stadium, which is adjacent to the main Railway Station. In addition, plans are proceeding for a proposed development of the rail network between Oxford and Bedford, which will run through Milton Keynes and which will support growth in both commercial and residential property.

In terms of the residential market, the view is that the market will stabilise in 2010/2011 and growth will recommence in 2011/2012. Planning permission has been granted in principle for approximately 300 new homes in the eastern expansion area of Milton Keynes.



South East

Vice Chairman and Membership Secretary, Rachael McConaghie, Sherrards Solicitors

Recent research claims that the economy of the South East region is the 22nd largest in the world being bigger than countries such as Denmark, Austria, Singapore, Greece, Sweden and South Africa. Despite such a claim it would be misleading to underplay the strain that the property industry in the South East has been under in 2009.

There is little scope for property development to flourish due to the continued unwillingness of banks to provide finance. Those buyers who are lucky enough to have cash at their disposal remain cautious about investing and so the number of deals has been far less than might have been expected.

By comparison, there have been some interesting developments in the Retail sector for tenants and landlords alike. The acid test is the volume of instructions over the past 12 months in relation to retail transactions. Landlords have been gearing up for Christmas since August by offering new tenants agreements for temporary lettings.

Looking ahead to 2010, with a general election on the horizon it is difficult to assess what effect this will have on the property market in general. As we say goodbye to 2009 it would be premature to refer to the property market in the South East as buoyant, as confidence remains shaky. It might be more accurate to describe the mood as quietly resilient.

Northern Scotland Satellite

Chairman, Jacquie Forbes, Halliday Fraser Munro

Aberdeen has a tendency to operate in a bit of a bubble which is more aligned to the Energy Industry than the economy as a whole. For this reason the impact of the recession reached Aberdeen a bit later than in other areas.

The industrial property and office market experienced a slowing down of activity earlier

in the year but since the late summer it has shown good signs of recovery with an increased volume of deals being done.

The difficult borrowing climate seems to have been the main cause of the slow down but Aberdeen's particular economic conditions have probably protected us from a worse downturn and we can look forward to continued activity in the commercial property market.

South Wales

Chairman, Tina Hatton-Evans, Faithful+Gould

Currently, there is still a reasonable amount of work being tendered but it is all public sector and business is sceptical that future local authority and Welsh Assembly budget cuts will leave schemes intact.

People are concentrating on looking after their existing clients and developing business from scope increase within existing services; many clients are going to the market to 'test' or to 'refresh' existing commercial relationships. Hence demonstrating quality and added value for existing clients is paramount.

There are some signs that the major house builders are remobilising and we are cautiously optimistic that this will have a trickle-down effect over the next six months. One issue that may hamper this is the anticipated reliance that local authorities will have on negotiating larger volumes of Section 106 monies to carry out necessary supporting infrastructure works due to their own lack of funding.

In construction, many companies who have survived the first wave of recession are now bracing themselves for the 'double-dip'.



Tina Hatton-Evans,
Faithful+Gould

The housing market has seen a similar but slightly more prolonged downturn however there have been some consistent sales of family houses in key locations subject to price sensitivity. It is fair to say that all lending is still pretty hard to get. The rental market is more buoyant at present, and it appears to be continuing to improve.

On balance, there is a degree of very cautious optimism in the air.

Putting learning into practice

All our members know the importance of raising the profile of women in the property and construction industry. One of the most fundamental reasons that Women in Property launched the National Student Awards four years ago was to give female students access to the commercial world and, in so doing, help them to be 'career-ready' when they graduate.

In 2009, thirty-eight Universities put forward students for the Awards, a total of sixty young women from across the country. The response from last year's process has been terrific, with a number of new Universities approaching us for nomination details for their students. Our ambition for the Awards has been reflected in the comments made by University lecturers themselves.

Laura Lister



Dr Jacqui Glass, Programme Director at the University of Loughborough, where East Midlands regional finalist Laura Lister is studying Architectural Engineering & Design Management, said,

"In our view these Awards are extremely valuable. They give external recognition to the work the students are doing and, from our point of view, are noted by external examiners and auditors who recognise the quality and standards we set at the University. We have been able to discuss the Awards when doing presentations to potential students and in our Annual Reporting.

"From the students' point of view, they are able to bring back their experience of the Awards process, for example the interviews and how to present themselves to their maximum potential. I know Laura felt she had grown in confidence and has started to fully consider how she might approach her role as a woman in the industry."

For further information on the Association contact Fiona Alfred, Executive Director on 0207 603 4746 or email executivedirector@womeninproperty.org.uk www.wipnet.org
This edition of WIP news was compiled by Sue Maguire (Milestone PR 07739 403952) and designed by symonjames (www.symonjames.co.uk)

Emily Napier



Dr Gillian Bristow, Reader at Cardiff School of City & Regional Planning, echoes these views. Her student, Emily Napier studying City and Regional Planning, was the South Wales regional finalist last year. Gillian said,

"It was hugely beneficial for the students to participate in the Awards and to be given the opportunity and experience of speaking about their planning and property studies in a more professional environment.

It was also fantastic for the University to be involved and make new connections with practice

and to be able to demonstrate how planning and property education are evolving."

Hannah Wright



The University of Sheffield has had two major successes. Planning student Marie Reaveley was national winner in 2008, while Hannah Wright, studying Urban Studies, was awarded Highly Commended in the 2009 national final. Aidan While, Senior Lecturer in Town and Regional Planning, said,

"Both students have gained a significant amount in terms of confidence, mentoring, placements and support.

"For the Department the Award has helped to promote the property pathway and its relevance as a career option. For the University as a whole **the Award is seen as a prestigious demonstration of what we should be achieving in University education.**"

And a word from incoming Chairman...Lynette Lackey

In March 2009, Lynette Lackey will take the helm as National Chairman of Women in Property, bringing invaluable skills to the role.

Lynette is a Chartered Accountant with twenty years working in real estate finance, corporate reporting and financial management, ten years of which were spent as an equity partner with BDO Stoy Hayward. In Autumn 2008, she co-founded one5two LLP, a financial project management consultancy focusing on real estate and venture capital.

She says, "I am very fortunate to be taking on the National Chairman's role at a time when the organisation has grown in so many ways, certainly since I joined in the early nineties. We have a fabulous mix of disciplines and expertise among our membership and we are using this to help bring forward the next generation of women into the industry. I would like to explore ways in which we can harness a multi-disciplinary sharing of ideas across the depth and breadth of the organisation.

"I do wonder whether we all have a tendency to work in silos without really maximising our strengths. Do members in the various branches really have an understanding of what others are doing across the country? We all inevitably juggle our hectic lives, leaving little time for the luxury of this sort of contact. One of my aims as Chairman is to build our knowledge of each other's businesses, converting our great networking opportunities to profitable business and developmental opportunities for everyone.

"Our ability to use our skills and connections to improve the lives of others is a driver behind my role as a trustee of Land Aid, the property industry charity working to inspire the young and disadvantaged, through use of the industry's combined resources, expertise and influence. WiP has been generous in its support of Land Aid and I will update you on this as work progresses.

"It is with great pride that I work with you as your Chairman in 2010 and I look forward to meeting as many of you as possible in the coming year."

Lynette Lackey
Women in Property
National Chairman
Elect



Branch News

Central Scotland

Fiona Westwood of Westwood Associates and former UK National Chairman of Women in Property facilitated a workshop addressing multi-disciplinary team working. The event gave members and guests the chance to discuss potential opportunities and share opinions of each profession in relation to factors such as leadership, risk management and work practices.

South Wales

In January, Chairman Tina Hatton-Evans will be meeting with Welsh Assembly Member, Joyce Watson, to discuss integration with the Women in Construction Initiative, Cardiff Bay. The branch will also be holding a meeting with Careers Wales advisors to look at how they could assist in the presentation of built environment career options.

Yorkshire and North East

The annual Christmas Cocktail party held at Harvey Nichols in Leeds is a highlight of the local property calendar. This year there was a positive mood at the event with new contacts made and opportunities discussed. Guests seem optimistic that 2010 will see an

upturn for the property and construction industry and in the current tough economic conditions high profile networking events are still popular and more essential than ever.

South East

The State Rooms at the Royal Hospital Chelsea was the venue for a private tour for the South East branch, with a preview of the berths fit out led by construction company Killby & Gayford, who specialise in heritage sites. The group learned about some of the latest techniques used in the project including the cutting edge bio tech entry system, as well as the challenges faced in sympathetically converting the old hospital wing for new residences.



International links

Immofrauen our German counterparts, are coming to London from 3rd to 6th June on their annual overseas trip. A series of joint site visits and events will take place all of which will be circulated to members as they are finalised.



Frauen in der
Immobilienwirtschaft e.V.

UAE

The committee based in Abu Dhabi and Dubai are planning the launch of our first overseas branch on Thursday 11th March 2010 at a black tie event in Dubai.

Construction at
Dubai Marina



MIPIM

We are returning to Team Scotland's terrace in Cannes on Wednesday 17th March for brunch; more details will follow on the website.



2010 Diary Dates

13th January South East School Roadshow at O2

26 February Central Scotland dinner, Edinburgh

1st March 2010/11 National and Branch Chairmen appointed

11 March Launch of UAE branch, Dubai

23 April North West Annual dinner, Manchester

4 June Immofrauen dinner in Central London

21st September National Student Awards 'Best of Best' Dinner, Claridge's