

## **SCOTTISH BORDERS**EVENT STRATEGY 2022 TO 2027

SEPTEMBER 2022











Jenni Craig

Director Resilient Communities

John Curry

Director Infrastructure & Environment





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## Frania Gillen-Buchert

Events Manager at EventScotland





#### **VISITSCOTLAND**

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VisitScotland is the national tourism agency for Scotland, funded by the Scottish Government

VISION - Scotland is a leader in 21st century tourism with a thriving, responsible visitor economy.

Events are a key component of Scotland's visitor economy, delivering significant economic, social, and cultural benefits.

It is estimated that approximately 50% of total visitor spend in Scotland is **event-related** (£6bn).



#### **EVENTS** Directorate

VisitScotland has a Directorate that is specifically focused on Events - the "Events Directorate".

#### What do we do?

Work with partners to identify, bid for and secure major sporting, cultural and business events worldwide, as well as support Scotland's domestic events industry.

### 3 Departments

- Business Events
- EventScotland
- Event Industry
   Development

## Our 3 departments

#### **EventScotland**

- Bid for & secure major sport & culture events
- Fund, support & promote events
- Develop a diverse portfolio of sport, culture and golf events that deliver strong impacts

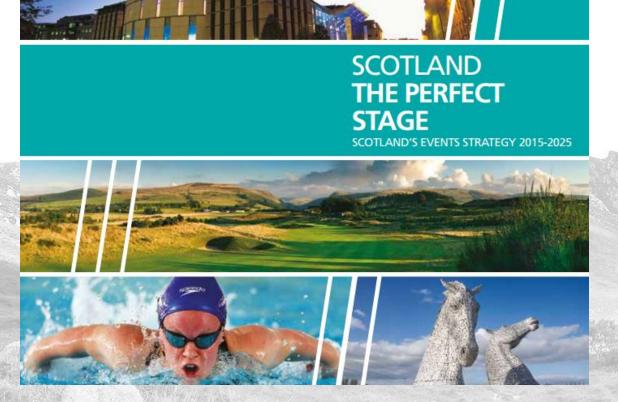
#### **Industry Development**

- Themed Years & Growth Fund
- VisitScotland events including Expo & Thistle Awards
- Knowledge sharing, advice & guidance
- Quality & best practice

#### **Business Events**

- Bid for & secure major Business Events
- Promote Scotland as a place to live, work, study and invest through attracting academic & sector specific events
- Support Scottish Government ambitions using the Policy Driven Model to bring high profile and governmental interest events to Scotland

## **National Events Strategy**



#### **VISION**

Scotland's reputation as **THE PERFECT STAGE** for events is recognised nationally and internationally

#### **MISSION**

To develop, through a **ONE SCOTLAND** approach, a strong and dynamic events industry producing a portfolio of events and festivals that delivers sustainable impact and international profile for Scotland

## **Key Assets**

#### Utilise and develop the assets that make Scotland the perfect stage for events.



World Pipe Band Championships



Up Helly Aa



UCI Mountain Bike World Cup



P&J Live, Aberdeen



The Open

#### **OUR PEOPLE**

## OUR CULTURAL HERITAGE & IDENTITY

## OUR NATURAL ENVIRONMENT

## OUR BUILT FACILITIES

OUR SIGNATURE EVENTS



**Edinburgh Military Tattoo** 



Tiree Wave Classic



Shetland Folk Festival

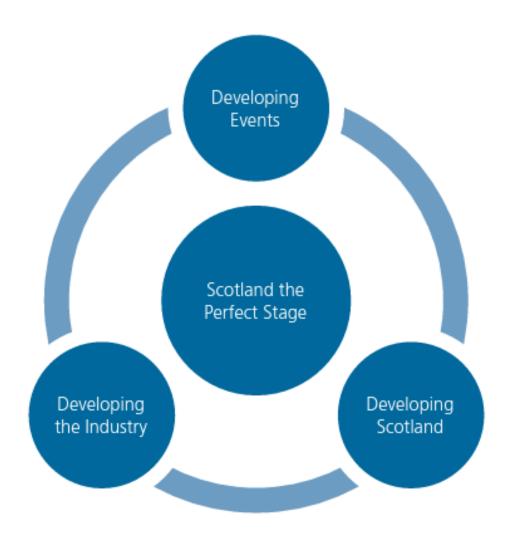


Tour of Britain



Spectra

## STRATEGIC PILLARS







## 4

#### **FUNDING PROGRAMMES**

- International Events Programme
- National Events Programme
- Themed Years programme
- Community Cycling Fund

www.Eventscotland.org (part of visitscotland.org)





### STRATEGY REFRESH

- The term of the current strategy is nearing conclusion
- Looking to review and extend the strategy to 2035



## EMERGING FROM THE PANDEMIC

## **Current Issues:**

- > Global Economic Environment
- Lack of funding at various levels:
  ie, Scottish Government/ LAs
- Commercial Challenges
- > Supply chain disruption
- > Significantly increased costs
- Recruitment/ Work Culture
- Consumer confidence

## **New Priorities:**

- ✓ Alignment with Government policy
- √ Strategy Refresh
- ✓ Transition to Net Zero
- ✓ Economic, Social & Cultural Impacts
- ✓ Equality, Diversity and Inclusion

## Future priorities - Government Policy

On 1 March 2022 Scottish Government published National Strategy for Economic Transformation NSET):

- a thriving wellbeing economy by 2032
- driven by an ambition to be fairer, wealthier and greener.
- programmes of action:
  - Entrepreneurial People & Culture;
  - New Market Opportunities;
  - Productive Businesses & Regions;
  - Skilled Workforce;
  - A Fairer & More Equal Society.

In the economic and fiscal context set out in the <u>Resource Spending Review</u> (RSR). Priorities for Scottish Government resource spending to 2026/27:

- tackling child poverty,
- transitioning to net zero,
- growing a stronger economy,
- improving public services

## Timeframes/key activities

Autumn 2022 – Desk research, EIAG

Spring 2023 – 12 week public consultation period

Summer 2023 – draft the final strategy

Autumn 2023 – publish Scotland the Perfect Stage 2025-2035











## Annique Armstrong

Regional Director for Dumfries & Galloway and Scottish Borders

VisitScotland







## HOW WE USE EVENTS IN OUR CHANNELS

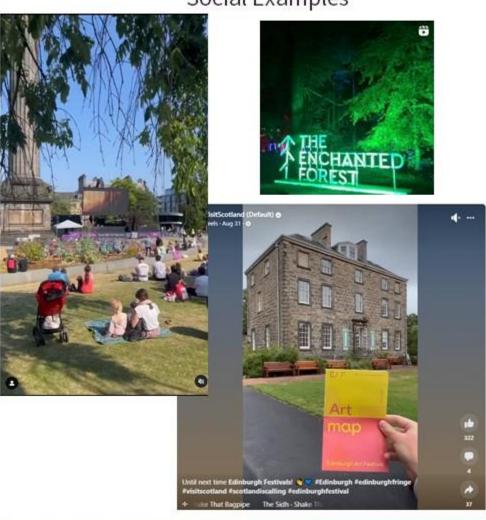
#### Year of Stories Example



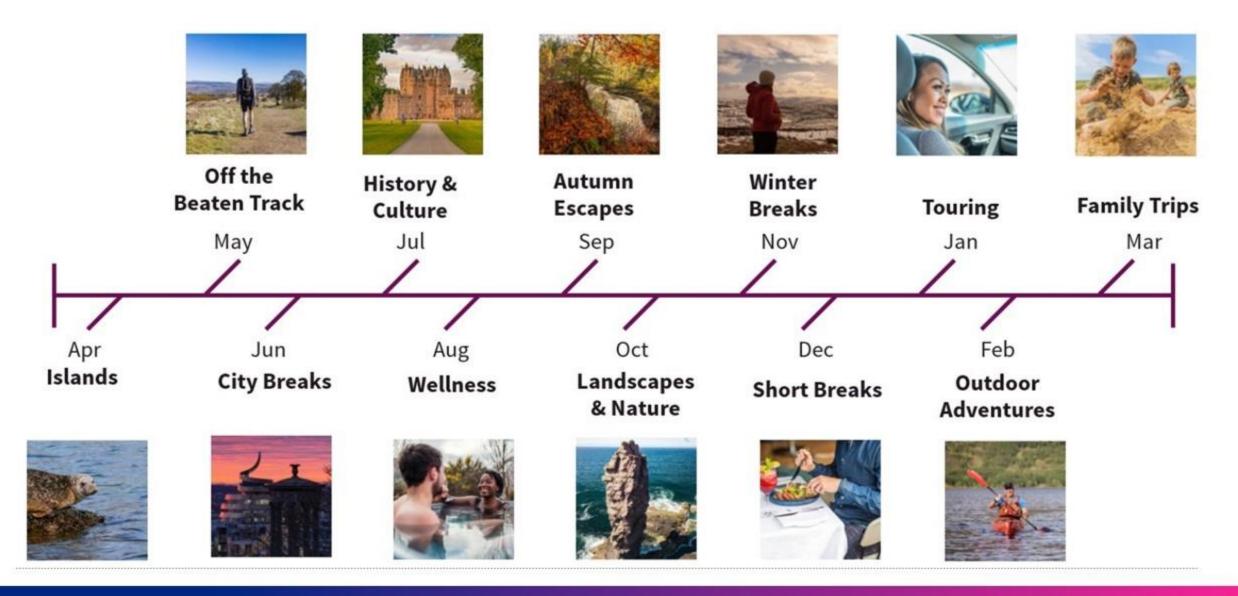
#### **Email Example**



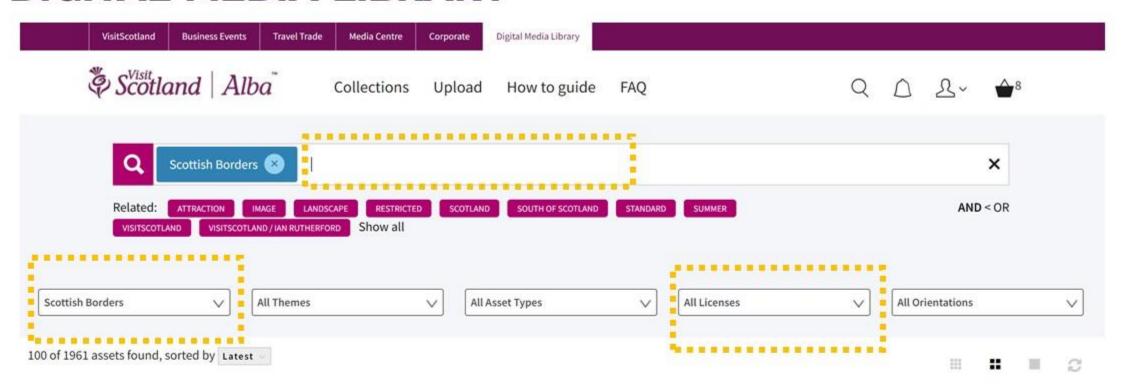
#### Social Examples



## MARKETING CALENDAR



## **DIGITAL MEDIA LIBRARY**







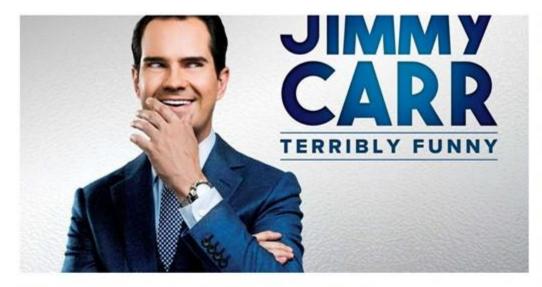








## **EVENT LISTING**

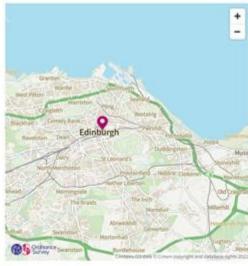
TERRIBLY FUNNY Jimmy Carr: Terribly Funny 2.0 The Edinburgh Playhouse, 18- ... | Comedy Performance by Jimmy Carr. å Price from: Date: £38.15 12 Feb WEBSITE & 

#### **JIMMY CARR: TERRIBLY FUNNY 2.0**

Comedy | Edinburgh | Edinburgh & The Lothians | From £38.15 per ticket

#### Performance by Jimmy Carr.

Famed for his award-winning stand-up and TV presenting roles, comedian Jimmy Carr celebrates an illustrious career spanning more than two decades.



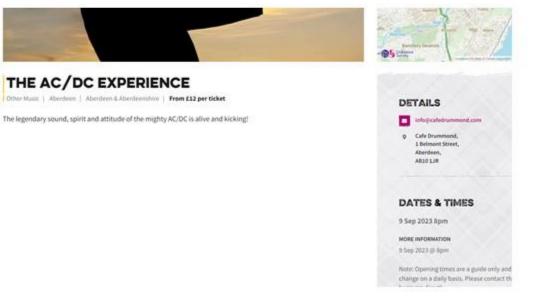


## **EVENT LISTING**









## PR/CORP COMMS



#### Why join a regional tourism Facebook group?



Network with industry peers



**Inform**Stay up-to-date with industry news



Inspire

Celebrate industry successes in your region



Learn

Get advice and support from partners

## **INDUSTRY RELATIONSHIP**

#### Key Contacts at VisitScotland

#### Industry Relationship Manager

Hélène Sinclair IRM East Lothian & Scottish Borders



- ✓ Provide personalised advice and support
- ✓ Digital advice
- ✓ Key liaison for all VisitScotland departments

#### **Event Listings**

contentevents@visitscotland.com



- ✓ Queries for submitting an event listing
- ✓ Help for listing already submitted

#### **iCentres**

Share your event details in advance with IRM for iCentre coverage



- ✓ 26 iCentres across the country open all year round.
- ✓ Share the latest event information direct to visitors

## COLLABORATION

EDFRINGE.COM

TAKE PART

▶ MERCH

**EXPERIENCE** 

What is the Fringe?

Planning your Fringe

· Visiting Edinburgh · Fringe street events

Accessibility



#### STAYING HERE

Voted the best place to live in Scotland by the Sunday Times it's no wonder so many people want to stay a little longer than a day when they come to visit. And with over 150 great shows to see at FBTS over 10 days, why would you want to leave.

Below are just some of the fantastic places to stay whilst in the local area. We'd recommend booking early!

Marine North Berwick

#### Gitsland Park

No 12 Hotel & Bistro

Tantalion Caravan Park

North Berwick Holiday Homes

Gone To The Beach

North Berwick Holidays

Coast Properties

Williamstone Farm Steadings

Whitekirk Hill



OX OFFICE: 01988 403 222 200 Q R About Our Projects Opportunities Support Us 22 Sep - 1 Oct 2023 NEXT YEAR'S BOOK FESTIVAL DATES.

#### Visit & Contact

Download A Map Of Wigtown





Bookshops

MORE



The Open Book MORE



FIND OUT MORE ->

HOME

Experience

the Edinburgh Festival Fringe

## **USEFUL LINKS**

www.visitscotland.org

www.visitscotland.com/see-do/events

contentevents@visitscotland.com

Hélène Sinclair – helene.sinclair@visitscotland.com











Vanessa Wegstein
Marketing Manager
SSDA





- SSDA and SSH Overview
- Our Activities
  - Product Development
  - Campaigns
  - Content
- Supporting Events



## GO THROUGH PLACE

Overlooked but a stunning destination with enormous potential.

# THE GO TO PLACE

The new year-round destination bringing increased tourism spend to local communities



#### **OUR BEHIND THE SCENES**

- •Our face to the industry and our partners.
- Destination management and tourism product development
- Stakeholder and partner working
- •Supports capacity building, collaboration between businesses and sharing expertise.



#### **OUR FACE TO THE WORLD**

- Our marketing platform
- Consumer facing campaign
- •Promoting tourism members of the South of Scotland audiences across Scotland, the UK and Worldwide

#### PLACE BRAND AND MARKETING

#### **Scotland Starts Here Website and App**











Monthly Visitors > 45,000

Downloads > 15,000

PPC Campaign to promote SSH website and app.

**Built Content** 

**Newly Launched** 

HE SMUGGLER'S TALE rake afternoon tea at Gunsgreen House, the home of notorious

smuggler John Nisbet. Gunsgreen House is an imposing Grade A listed Georgian Palladian villa designed by well-known Scottish architect John Adam. It Was built in 1753 by John Nisbet, a merchant and notorious smuggler and opened as a visitor attraction in 2009. Market research showed no other afternoon tea experiences in the locality, making this a novel experience for the destination. This Experience includes:

## · Hear the stories of where

- smugglers once hid their . See Nisbet's secret tea chute
- · Have an excellent afternor with a smugglers theme. · For an additional fee, cli
  - ample the brand new

# EXPERIENCES BOOKABLE?

shift in how people book everything from events to activities. Purchasing online is now an essential part of

nsumers are increasingly booking riences at short notice and in real and for maximum impact online, your nnces need to be discoverable and e. Is it easy to find your business in the customer then book your

eed to make it easy for your

#### BECOMING BOOKABLE, COMMISSIONABLE AND AVAILABLE.

- The product is available to be easily booked in advance. It isn't just available to those customers who turn up on the day.
- It can be built into an itinerary delivered and sold by

#### **UNDERSTANDING YOUR TARGET MARKETS**

#### Understanding your international target markets is a vital element of your inbound strategy.

Visitors from different countries have different needs and travel in different ways to domestic visitors. Not all products and experiences will be suitable for all

VisitBritain and VisitScotland have extensive research available on international visitors, their travel styles and the experiences they are looking for on a UK holiday

Looking at the research can help you build a profile of inbound visitors that may be interested in your product or experience. Use it to help you identify which are the key markets to target for your business

Visitors choose different styles of travel based on whether their trip is for leisure, business, special interest or family reasons The demographics, styles of travel, choices and likes/dislikes vary amongst different visitors and markets. Think backpackers and luxury travellers; think Germans and Chinese. Adapting and being responsive to your target markets is important. Both VisitScotland and VisitBritain research and Travel Trade partners will be able to advise you on what fits best for your business AND what you might need to do to target new international visits from different markets.

Understanding how these visitors travel and what they like to do is crucial. To learn more about international target market visit https://www.visitscotland.org/researchnsights/about-our-visitors/international

RESEARCHING YOUR TARGET MARKETS WILL HELP YOU UNDERSTAND:

#### Take a journey through our landscape

Everything you need to start your journey into Scotland's literary heartland is right here, Jump in your car and follow the journeys taken by Robert Burns through the Scotlish Borders and see where he lived and worked in Dumfries and Galloway. Or set out on foot to follow hot on the heels of the smugglers who traded illegal goods in Eyemouth.



Robert Burns in the South of Scotland

A Driving Route



Eyemouth and the Smugglers

Trail

★ Walking Route



The John Buchan Trail

John Buchan (1875-1940) was born in Perth and spent his

### **PRODUCT DEVELOPMENT**

- **Bookable Experiences**
- **Digital Interactive**

**Experiences** 

**Stories Resource** 

Library

**Travel Trade Support** 





## CONTENT

- Blogs and listicles
- Press and PR
- Newsletters
- Photo and video library
- Ebooks







### **SUPPORTING EVENTS**

- Free event listings on Scotland Starts Here
- Inclusion in relevant marketing campaigns
- Inclusion in relevant blogs
- Inclusion in relevant newsletters
- Inclusion in relevant PR acticivities

**Events form and submission criteria are available through SSDA** 

### **GET INVOLVED**

Get in touch and tell us about event plans and ideas

Submit your events to Scotland Starts Here

Get involved on social with #ScotlandStartsHere





## **THANK YOU**

#### **VANESSA WEGSTEIN**

Marketing Manager vanessa@ssdalliance.com









# Brian MacFarlane Emergency Planning











#### SCOTTISH BORDERS COUNCIL

## Safety Advisory Group (SAG)

Brian MacFarlane

**Emergency Planning** 











### SAG Aim

The SAG is a multi-agency partnership that promotes good practice in safety and welfare planning for events by providing appropriate advice and guidance

To ensure events cause minimal adverse impact to the community

The SAG does not have legal powers and is not empowered to approve or prohibit an event from taking place although individual organisations will have powers to require event organisers to comply with their legal obligations.

Its role is to provide independent advice to event organisers, who retain legal responsibility for ensuring a safe event and it is the responsibility of the event organiser to ensure that they are aware of and comply with all the legislation relevant to the activities being undertaken.











## SAG Objectives

- Advise on the enforcing actions and duty of care of the local authority and other partners as defined in related legislation.
- Provide a forum within which the SBC and other partners develop a coordinated and consistent approach to crowd and spectator safety.
- To take on any other safety and public protection functions as agreed and where appropriate agencies will inform the event organiser of any charges for resources.
- Determine if an event review is required after an event has concluded in order to identify any lessons learned to help inform future planning.
- To be available if requested to co-operate with local authorities and emergency services in relation to operational consistency and public safety.
- Identify those events which require the need for a Multi-Agency Control Centre (MACC).
- Share good practice with Event Organisers
- There shall also be a SAG core group who shall meet every 6 months
- Determine the criteria for events which will be invited to undertake the SAG process











The SAG Group will consist of the following core group members;

- SBC Officers from Emergency Planning (Chair) / Licensing / Road Safety & Management / Regulatory Services / Economic Development
- Police Scotland
- Scottish Fire and Rescue
- Scottish Ambulance Service
- Bear Scotland (Trunk Roads)

The SAG will determine any additional attendees to be invited to assist as appropriate. This may include representation from;

- SBC Officers from Building Control / Assets & Infrastructure / Passenger Transport / Countryside Rangers /Any other service
- Public Transport Companies
- NHS Borders
- Visit Scotland (Events)
- Marine & Coastguard Agency
- Voluntary Organisations











## What do we expect from an Event Organiser

- Event Plan with named event organiser
- Map or Street Plan
- Risk Assessment
- Security/Stewards including name of Chief Steward
- Medical Cover
- Insurance Cover (Public Liability minimum £5 million)
- Traffic Management Plan Requirement for a Temporary Traffic Regulation Order (TTRO)
- Community Engagement
- Environmental Impacts
- Licensing & Food Safety
- Communication Plan (Event Control/Multi Agency Control Centre MACC)























## Break











Stuart Turner

Chief Operating Officer

2023 Cycling World Championships





#### **SCOTLAND, THE PERFECT STAGE – WHAT'S NEXT?**

























UCI





## THE BIGGEST CYCLING EVENT IN HISTORY

- 13 separate world championships combined into one mega-event for the first time
- 2,600 elite able-bodied and paraathletes from 120+ countries
- 8,000+ participants, including mass participation events
- Will be one of the world's top 10 most watched sporting events
- New combined event format
   will place every four years, one year ahead of the Olympics





### FROM GLASGOW ACROSS SCOTLAND AROUND THE GLOBE

#### 1.1 BILLION

Estimated cumulative global TV viewing audience

#### 3.2 MILLION

Projected social media followers

#### 1 MILLION

Spectators expected to visit over the 10 days

160

Broadcast markets

#### THE EVENT

### 13 UCI World Championships over 11 days in 1 place



BMX FREESTYLE FLATLAND



BMX FREESTYLE PARK



**BMX RACING** 



**GRAN FONDO** 



PARA-CYCLING ROAD



ROAD



MOUNTAIN BIKE DOWNHILL



MOUNTAIN BIKE MARATHON



MOUNTAIN BIKING CROSS COUNTRY



INDOOR CYCLING



PARA-CYCLING TRACK

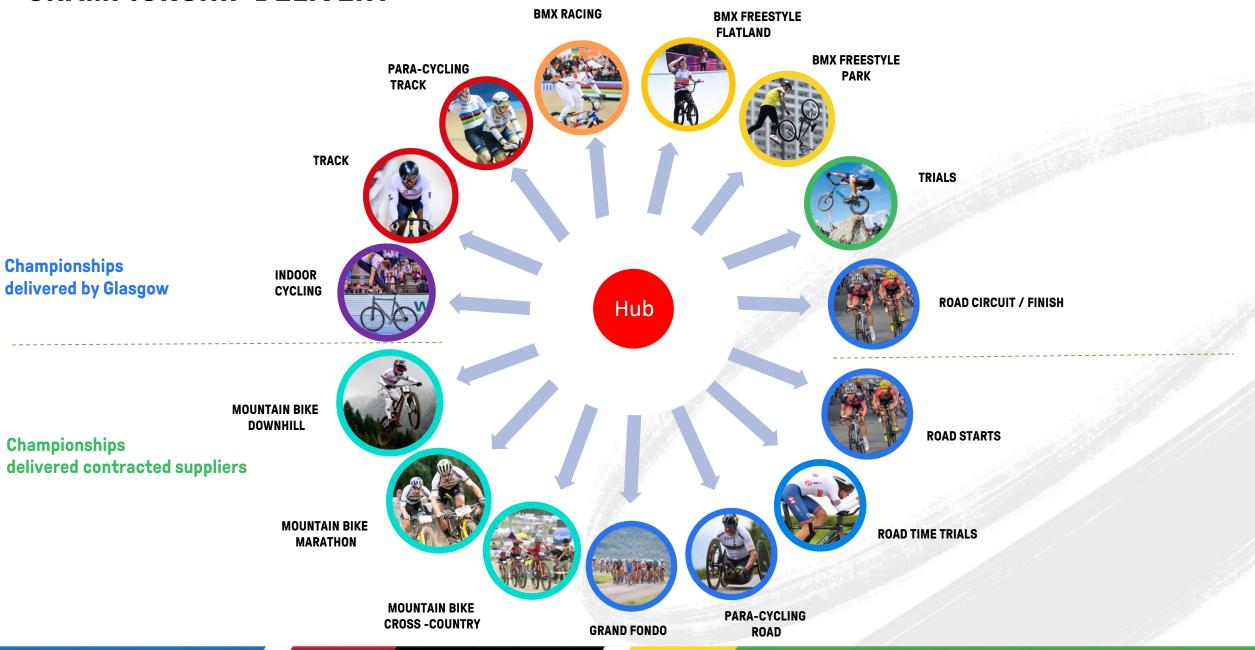


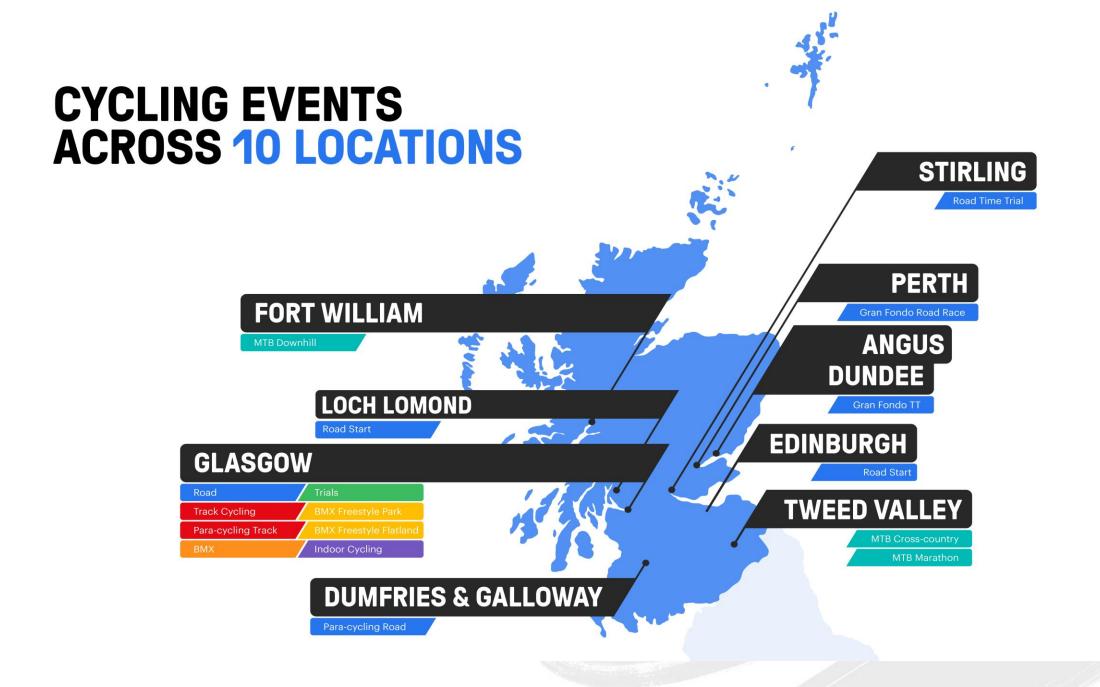
TRACK



**TRIALS** 

#### **CHAMPIONSHIP DELIVERY**







We want everyone to experience the freedom that riding a bike brings to our lives.



Together, we will champion the power of the bike.



Delivering an event that inspires people to ride bikes and is a catalyst for change before, during and after 2023.



SCOTLAND

#### **GOALS**

- Deliver an innovative, world class event safely, on time and within budget that provides a model for the future.
- Engage with both new and existing audiences to raise awareness and change perception of cycling
- Create new commercial revenue streams for cycling and lift cycling into the realms of global blue-chip brands by marketing as a purpose-led event.
- Lead the coordination of a One Scotland approach that delivers the event policy priorities and is a catalyst for change to create new and accelerate existing cycling activity.

## ACHIEVING OUR POLICY AMBITIONS



**THE EVENT** 

'INSPIRED BY'
2023
CYCLING WORLDS

ONE SCOTLAND
National Policy
Framework

**EVALUATION FRAMEWORK** 

#### **Event Policy Priorities:**

- Participation
  - Event Activation and Inspired By Projects
  - Local / National Participation Delivery Plans
  - Spotlight / Accelerate / Amplify / Expand Initiatives
  - Campaigns
    - Champion of the World / Earn Your Stripes / Ride the Worlds
    - Community Cycling Fund / Facilities Fund
- Equality, Diversity and Inclusion
  - Engagement targeted groups
  - New Audiences
  - Accessibility
- Environmental Sustainability Climate Champion
  - Carbon Reduction and Measurement
  - Active Travel and sustainable transport
  - Operational Practice and Innovation

#### ACHIEVING OUR POLICY AMBITIONS









#### **INSPIRED BY** Projects and Initiatives

- £8 Cycling Facilities Fund (sportscotland & Scottish Government)
- > £1m Community Cycling Fund (EventScotland and sportscotland)
- National Policy Framework for Cycling
- Cycling Participation Strategy ONE Scotland
- > Local: Cycling Strategies and Delivery Plans
- 2023 Campaigns ... 'Champions of the World, Earn Your Stripes'
- > Transport Scotland / Delivery Partners Projects
- > Commercial Partner Activations
- > FREE Bikes for Children Pilots
- Others....?





#### SUSTAINABLE DEVELOPMENT APPROACH

#### **Cycling Delivers on the SDGs:**

- Affordable and inclusive mode of transport.
- Improves energy efficiency of transport systems.
- Generates healthy and non-air polluting lifestyles.
- Enables access to education, jobs and community activities in urban and rural areas.
- Cycling tourism is sustainable; creating green jobs, promoting local culture and products in a low carbon way.
- Cycling industry creates more jobs for the same revenue than any other transport sector.

#### SUSTAINABLE GOALS



































# SUSTAINABLE PROCUREMENT CODE

May 2022

- Overarching procurement strategy creating a link across the hub/spoke model.
- Key enabling mechanism for achieving event sustainability objectives.
- Universal principles: contract requirements will vary significantly based on relevance.
- Supported by workshops for 2023 staff and event delivery partners to ensure a consistent approach when:
- Assessing the best options with the lowest overall balance of cost, carbon, and environmental impact.
- Measuring and reporting delivery of outcomes.
- Legacy document for future Scottish events and cycling World Championships.

#### The story so far....

- What success looks like: 'An event which is clearly diverse and demonstrates equity and inclusion in its activities'
- O2 Consultation, engagement and data review to shape and inform the framework
- The current EDI landscape in cycling and where can we have the greatest impact
- O4 Strategy, priorities and purpose creating a framework that aligns to the UCI Cycling World Championships 2023 mission, values and purpose

#### **Key Facts**

Sustran's 2019 Bike Life report shows that fewer women than men meet recommended physical activity levels and men are twice as likely to use a bicycle on a regular basis than women.

Around 15% of cycle coaches in Scotland are women compared to 40% in Scotland

Less than 5% of media sports coverage is dedicated to women's sport and just 1.8% of sports stories are written by women

Girls are more likely than boys to disengage with sport as they reach their teenage years (81% of girls aged 5–7 meet physical activity guidelines, but only 49% of girls aged 13–15)

Only 2% of pupils travel by bike to school but 14% would like to (YouGov survey)



### **Pillars**

Experience
Welcoming everyone to be part
of the event



Foster inclusion into the heart of the event to create a positive experience for everyone

**Engage**Connecting with communities



Deliver a truly unique event
which reflects the vibrant and
diverse communities of
Scotland through its volunteers
and spectators and reaching
out to those that will benefit
the most

#### **Empower**

Inspiring new audiences to ride a bike



Inspire new audiences and strengthen communities through cycling to build a broader more diverse sport for the future





## **SCOTTISH BORDERS**EVENT STRATEGY 2022 TO 2027

SEPTEMBER 2022











## Panel Q&A











## Next Steps











## Thankyou

