

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

SEPTEMBER 2022





# Jenni Craig Director Resilient Communities

# John Curry Director Infrastructure & Environment





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

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### Frania Gillen-Buchert

### Events Manager at EventScotland



# Scotland The Perfect Stage

# EVENTSCOTLAND

Frania Gillen-buchert - Events Manager

### VISITSCOTLAND

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. <u>3 Departments</u>

- 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



### SCOTLAND THE PERFECT STAGE

### 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 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





# **EventScotland**<sup>®</sup>

### 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
- Published by Autumn 2023

# 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

# Thank you

Frania Gillen-Buchert Events Manager Frania.Gillen-Buchert@visitscotland.com





### Annique Armstrong

# Regional Director for Dumfries & Galloway and Scottish Borders

VisitScotland







# THE BUZZIS BACK

https://youtu.be/bNWU7NnnJlg



# HOW WE USE EVENTS IN OUR CHANNELS

### Year of Stories Example



Borders Book Festival, Melrose



Must see events in the Year	LEARN MORE
of Stories 2022	

Comment

n Like

ment 🖒 Share

### Email Example



WHAT LEVEL OF SPOOK FACTOR DO YOU

HAVE?

Delve into the thrilling range of Halloween events this year, from family friendly fun to downright terrifying nights. Let's see how daring you truly are!

### Social Examples





### **MARKETING CALENDAR**





### DIGITAL MEDIA LIBRARY

VisitScotland	Business Events	Travel Trade	Media Centre	Corporate	Digital Media Library						
Scotl	and   Alb	a	Collections	Upload	How to guide	FAQ		Q	<u>A</u> 2	~ 🏠 <sup>8</sup>	
٩	Scottish Borders	S .				1				×	
Related: visitscoti		MAGE LAND		SCOTLAND	SOUTH OF SCOTLAND	STANDARD	SUMMER			AND < OR	
Scottish Borders	~	All Themes		V All	Asset Types	~	All Licenses	~	All Orientati	ons	~
) of 1961 assets found,	sorted by Latest										





### **EVENT LISTING**



Jimmy Carr: Terribly Funny 2.0 The Edinburgh Playhouse, 18- ... | Comedy Performance by Jimmy Carr.

ð.		
Price from:	Date:	Visit:
£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.



VISIT WEBSITE d





### www.visitscotland.com/see-do/events

### **EVENT LISTING**



Söderberg Jazz Sundays - Tenement Jazz Band Trio

Söderberg Pavilion, 1 Lister ... | Other Music



The AC/DC Experience Cafe Drummond, 1 Belmont Str ... | Other Music

ð.		
Price from:	Date:	Visit:
£14	13 Nov	WEBSITE @



### Missing web link

Default Image

### No description



THE AC/DC EXPERIENCE

The legendary sound, spirit and attitude of the mighty AC/DC is alive and kicking!



9 Sep 2023 8pm

MORE INFORMATION 9 Sep 2023 @ 8pm

Note: Opening times are a guide only and change on a daily basis. Please contact th



### www.visitscotland.com/see-do/events

# PR/CORP COMMS



Why join a regional tourism Facebook group?





Inform Stay up-to-date with industry news



Inspire Celebrate industry successes in your region







# **INDUSTRY RELATIONSHIP**

### Key Contacts at VisitScotland

Industry Relationship Manager	Event Listings	iCentres		
Hélène Sinclair IRM East Lothian & Scottish Borders	contentevents@visitscotland.com	Share your event details in advance with IRM for iCentre coverage		
$\sim$				
<ul> <li>Provide personalised advice and support</li> </ul>	<ul> <li>✓ Queries for submitting an event listing</li> </ul>	<ul> <li>✓ 26 iCentres across the country open all year round.</li> </ul>		
✓ Digital advice	✓ Help for listing already submitted	<ul> <li>Share the latest event information direct to</li> </ul>		

✓ Key liaison for all VisitScotland departments

✓ Share the latest event information direct to visitors



# COLLABORATION



### 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

Gilsland Park

No 12 Hotel & Bistro

Tantalion Caravan Park

North Berwick Holiday Homes

Coast Properties

Gone To The Beach

North Berwick Holidays

Williamstone Farm Steadings

Whitekirk Hill



BOX OFFICE:	01988 403 22	2		200	QW
		About	Our Projects	Opportunities	Support U
NEXT YEAR'S BOOK FESTIVAL DATES :			22 Sep - 1 Oct 202		
What's On	Library	Exhibitions	Blog	Visit & Contact	Shop

Visit & Contact







Visit us

Bookshops

The Open Book





Home + Experience

# **USEFUL LINKS**

www.visitscotland.org

www.visitscotland.com/see-do/events

<u>contentevents@visitscotland.com</u>

Hélène Sinclair – <u>helene.sinclair@visitscotland.com</u>



# THANK YOU





# Vanessa Wegstein Marketing Manager SSDA





# SUPPORTING EVENTS IN THE SOUTH OF SCOTLAND

- 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** 

Robert Burns in the South of Scotland A Driving Route

Evemouth and the Smugglers Trail ★ Walking Route

A Driving Route

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







#### The John Buchan Trail





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





childhood holidays at his grandoarents' house in

#### Take a journey through our landscape

- Have an excellent afternor with a smugglers theme. For an additional fee, cli comple the brand new
- See Nisbet's secret tea chute
- This Experience includes: Hear the stories of where smugglers once hid their

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.

HE SMUGGLER'S TALE

rake afternoon tea at Gunsgreen

UNDERSTANDING

Understanding your international target markets is a vital element

of your inbound strategy.

Visitors from different countries have

different needs and travel in different

and experiences will be suitable for all

international visitors.

are looking for on a UK holidat

markets to target for your business

ways to domestic visitors. Not all products

VisitBritain and VisitScotland have extensive

research available on international visitors,

their travel styles and the experiences they

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

RESEARCHING YOUR TARGET MARKETS WILL HELP YOU UNDERSTAND:

YOUR TARGET MARKETS

eed to make it easy for your

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

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

> 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 a

> > (+)

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

more about international target market

nsights/about-our-visitors/international

and what they like to do is crucial. To learn

visit https://www.visitscotland.org/research-

COMMISSIONABLE AND AVAILABLE. Bookable;

BECOMING BOOKABLE,

PRODUCT DEVELOPMENT **Bookable Experiences** 

## **Travel Trade Support**

## Library

## **Stories Resource**

Experiences

**Digital Interactive** 

## SUPPORTING

3024

GTOR

111

# CURIOSITY STARTS HERE

TAD

# **STARGAZING STARTS HERE**



## 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



# 2023 UCI CYCLING World Championships





3-13 AUG 2023

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



## THE 2023 UCI CYCLING WORLD CHAMPIONSHIPS WILL INSPIRE PEOPLE TO RIDE BIKES AND BE A CATALYST FOR CHANGE

#### 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 PARK



BMX RACING



GRAN FONDO



PARA-CYCLING Road



ROAD

MOUNTAIN BIKE DOWNHILL



MOUNTAIN BIKE MARATHON



MOUNTAIN BIKING CROSS COUNTRY



INDOOR CYCLING



PARA-CYCLING TRACK





TRIALS

NG

#### **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.

WHAT

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





- **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** 

2023 UCI Cycling World Championships | Glasgow Scotland

## **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





#### **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 G ALS







- 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'



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



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 (YouGovsurvey)

## 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

## UCI CYCLING WORLD CHAMPIONSHIPS



JOIN US ON

**OUR JOURNEY** 

# SEE YOULD 2023

Craig Burn

2023 UCI Cycling World Championships Director of Strategy & Policy Impacts craig.burn@cyclingworldchamps.com



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

SEPTEMBER 2022





## Panel Q&A





# Next Steps





# Thankyou

