



SCOTTISH HOME
AWARDS 2020

ENTRY GUIDE

DEADLINE FOR ENTRIES:
THURSDAY 6TH FEBRUARY
2020

www.scottishhomeawards.com

Supporting:



THE SCOTTISH HOME AWARDS

The Scottish Home Awards is Scotland's first and foremost awards programme for new build housing in Scotland. Every year since 2005, we promote the high-quality work of Scottish housebuilders via a wide ranging programme which is operated free from commercial influence and judged by a highly experienced and independent judging panel.

The objectives of the Scottish Home Awards are to provide an all-inclusive programme which :-

Improves the perception of housebuilding within the general public by profiling high quality construction and customer service.

Rewards high performing teams with industry wide recognition and an opportunity to celebrate at our annual awards dinner.

Recognises excellence in design, construction and team working.



WELCOME



Andrew Cunningham
Director at Ross & Liddell

The Scottish Home Awards continues to be at the forefront in promoting and supporting new build housing in Scotland and plays a significant role in recognising the contribution the housebuilding sector makes towards our economy.

Now in their 13th year, the awards continue to highlight excellence in the creation of new homes and provide a platform that allows individual companies, organisations and teams to promote their successes across the sector. It is encouraging to see the continued passion, drive and creativity of housebuilders up and down the country in continuing to deliver high quality housing in both the private sector and to address social housing needs.

Ross & Liddell are proud to continue supporting the Scottish Home Awards in 2020. It is a privilege for me personally to be involved in the judging process of the competition and to have the opportunity to discuss the merits of the entries received from so many housebuilders and companies from the length and breadth of the country.

I encourage all those organisations actively involved in the housebuilding sector to showcase their developments, projects and teams through submitting an entry in one or more of the varied categories in this year's competition.

On behalf of Ross & Liddell, I wish all entrants the best of luck!

THE CATEGORIES

Housebuilder of the Year (more than 100 units)
Housebuilder of the Year (less than 100 units)
Housing Association of the Year
Affordable Housing Development of the Year (private sale)
Affordable Housing Development of the Year (social rent)
Apartment Development of the Year (private sale)
Community Contribution Award
Green Infrastructure Development of the Year - NEW
House of the Year
Housing Regeneration Project of the Year
Innovation in Design
Large Housing Development of the Year (private sale)
Small Housing Development of the Year (private sale)
Renovation of the Year
Residential Letting Team of the Year
Show Home of the Year
Starter Home of the Year

THE CATEGORIES



Housebuilder of the Year (More than 100 units)

This award will be presented to a company in recognition of a sustained and high-quality effort to create new housing in Scotland on a large scale.

Judges will be looking for evidence of a clearly focused business which knows its customer and has consistently delivered high quality product which serves its market.

Entrants should prepare an entry which highlights business activity during the last year.

Eligibility: For all housebuilders completing more than 100 units per year.

Criteria:

- Describe the business and the type of housing you have created in the last 12 months.
- What have been your business highlights in the last 12 months?
- Who makes up the team and what are their key responsibilities?
- Describe your sales and marketing strategy.
- How do you look after your employees?
- How do you look after your customers?
- Please outline your financial results from the last 12 months.



Housebuilder of the Year (Less than 100 units)

This award will be presented to a company in recognition of a sustained and high-quality effort to create new housing in Scotland.

Judges will be looking for evidence of a clearly focused business which knows its customer and has consistently delivered high quality product which serves its market.

Entrants should prepare an entry which highlights business activity during the last year.

Eligibility: For all housebuilders completing less than 100 units per year.

Criteria:

- Describe the business and the type of housing you have created in the last 12 months.
- What have been your business highlights in the last 12 months?
- Who makes up the team and what are their key responsibilities?
- Describe your sales and marketing strategy.
- How do you look after your employees?
- How do you look after your customers?
- Please outline your financial results from the last 12 months.

THE CATEGORIES



Housing Association of the Year

This award will recognise the work of an association in its efforts to deliver high quality housing and supported housing alongside supporting communities with a range of tenant services.

Eligibility: Open to all housing associations in Scotland.

Criteria:

- Describe the main focus of the business in the last 12 months.
- What have been your business highlights in the last 12 months?
- What are you doing to provide care for tenants and the community?
- Describe your approach to property care.
- Give an overview of your financial results from the last 12 months.



Affordable Housing Development of the Year (private sale)

This award will be presented to a new development offering affordable housing for sale. It will have created a new community where affordability and desirability must come together. The development will offer a range of property styles and may or may not be part of a multi-use development.

Eligibility: Open to private builders offering affordable housing for private sale, shared equity, help to buy or other incentive schemes for purchase.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Do you provide any additional services to your customers?
- What are the total number of units included in the development?



Affordable Housing Development of the Year (social rent)

This award will recognise a development offered for social housing. It will have created a new community where affordability and desirability must come together. The development will offer a range of property styles and may or may not be part of a multi-use development.

Eligibility: Open to housing associations, councils and government bodies. The development must offer the majority of its product for social rent.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- How do you ensure tenant and community care?
- What are the total number of units within the development?



Apartment Development of the Year (private sale)

This award will be presented to a private builder who has created a development of apartments in Scotland. Judges will be looking to showcase a carefully designed development which successfully blends a range of apartment styles and offers buyers a new community which makes the most of local services available.

Eligibility: Open to private housebuilders. The development may be of any size and may offer a range of apartment styles within one development.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Describe the use of materials and overall finish.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Describe any additional services you provide to your customers.

THE CATEGORIES



Community Contribution Award

This award will recognise the efforts of a private builder or housing association to deliver a significant contribution to a local community or chosen charity.

Eligibility: Open to private housebuilders, housing associations and local authorities.

Criteria:

- Describe the business contribution to the community in 2019 and how this was carried out.
- What was achieved and how did this impact the community?
- How did you work with partners and clients to achieve results?
- Who has benefitted from the success of the campaign, and how?



Green Infrastructure Development of the Year – NEW

This award will recognise the efforts of a private developer or housing association to deliver multi-functional green and blue infrastructure as part of a nature rich, high quality housing development.

Eligibility: Open to private housebuilders, housing associations and local authorities.

Criteria:

- Describe the development including background information, development concept and vision.
- How does the scheme reflect the local landscape setting and integrate with green and blue networks in adjacent areas?
- Describe how the green and blue infrastructure delivers functions such as surface water management and climate resilience, habitats for wildlife, outdoor play and learning and opportunities to connect people and nature.
- What are the maintenance arrangements to ensure long term performance of the green and blue infrastructure?
- What information is provided to prospective buyers or tenants about the purpose of the green and blue infrastructure and how does this benefit the customer?



House of the Year

This award will be presented to a house marketed at or below £500,000 which is part of a new development. Location, value for money, quality and design will be taken into account by the judges.

Eligibility: Open to private housebuilders. The house type may be detached, semi-detached or a town house and be marketed at or below £500,000.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Who are your target customers for the development and why?
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Outline any pricing incentives included for the customer.



Housing Regeneration Project of the Year

This award will recognise a regeneration project which has transformed neglected, derelict or deprived urban or rural sites through the delivery of a residential development. Entrants should demonstrate a successful project which has environmentally improved the area while generating positive economic and social impact.

Eligibility: For housing regeneration projects in Scotland. This category is open to city centre, town centre, urban, rural, brownfield, edge and out of town regeneration projects.

Criteria:

- Describe the project including background information, development concept, location and landscape.
- Who else did you work with on the delivery of the project?
- Describe the project specification, including design and materials used.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- Describe the environmental, economic and social improvements delivered by the project.

THE CATEGORIES

Wolffe

Innovation in Design

This award will recognise achievements in innovative design delivered in the creation of new build housing in Scotland.

Eligibility: For architects and developers creating innovative new housing in Scotland.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- How is the design innovative?
- Describe the features and specification of the final product.
- Describe the use of materials and finish.
- What was the overall budget allocated to the project?
- What are the energy efficiency credentials relating to the development?



Large Housing Development of the Year (private sale)

This category is open to private builders creating new housing communities in Scotland. Judges will be looking to showcase a carefully designed development which successfully blends a range of house styles and offers buyers a carefully designed community which makes the most of local services available.

Eligibility: For private housebuilders with developments of more than 50 units which may offer a range of housing styles available for private sale.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Describe the use of materials and finish.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Describe any additional services you provide to your customers.



Small Housing Development of the Year (private sale)

This category is open to private builders creating new housing communities in Scotland. Judges will be looking to showcase a carefully designed development which successfully blends a range of house styles and offers buyers a carefully designed community which makes the most of local services available.

Eligibility: For private housebuilders with developments of less than 50 units which may offer a range of housing styles available for private sale.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Describe the use of materials and finish.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Describe any additional services you provide to your customers.



Renovation of the Year

This category will recognise the renovation of derelict or old buildings with creative activity to breathe new life into existing building stock. Judges will be looking for information on the history of the site, design influences as well as interior specifications.

Eligibility: Open to residential or non-residential properties converted into multiple properties. For example, churches, hospitals, schools, castles, barracks and barns.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Provide a breakdown of the overall budget allocated to the project.

THE CATEGORIES



Residential Letting Team of the Year

This category will recognise the hard work and dedication of letting teams who are providing a service to landlords and tenants in the residential market. The judges will be looking for evidence of market share, industry knowledge, sales success, innovation and customer service.

Eligibility: For residential letting teams working in Scotland in 2019/2020.

Criteria:

- Describe the key activity of the team in the last 12 months.
- Describe your business strategy for your local market.
- Describe how have you reacted to challenges and opportunities in your local area.
- Describe your approach to working with landlords and tenants to ensure a successful relationship.
- Please outline your financial results from the last 12 months.



Show Home of the Year

This award will be presented to a show home which has been carefully designed to illustrate a new property at its ultimate best, while also effectively illustrating the range of properties available.

Eligibility: Open to private housebuilders the property entered must be complete and open to the public at the time of entering.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the concept and influences used within the interior design of the show home.
- Describe the fixtures and fitting used within the show home.
- What challenges were overcome throughout the planning and construction process? (this could include environmental, transport, logistics, materials and budget)
- Provide a detailed breakdown of the budget allocated to the project and how this was distributed.
- Describe the sales and marketing activity carried out in relation to the show home.
- State the expected selling price of the Show Home.



The property people

Starter Home of the Year

For new homes marketed firmly at the first time buyer market. Judges will be looking for supporting information which gives an outline on design, layout, value for money and interior finish. The property must be available for sale up to the value of £180,000.

Eligibility: For private housebuilders offering first time buyer property for sale. Please enter one house style and not the entire development.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Describe the sales and marketing activity carried out in relation to the development.
- Detail the pricing plan and any incentives included.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?

How to Enter the Scottish Home Awards

Please visit: www.scottishhomeawards.com

- Click on 'enter now' for details on how to enter.
- The full entry guide is available to view and download for information.
- Entries must be completed online, using the online entry form.
- To enter the competition, all entrants must register as a user by creating an online account.
- Entries cannot be created or submitted without an online account.
- You are invited to submit as many entries as you wish.
- Please note that a separate submission is required for each entry.
- All entries must include a summary statement that can be used by the Scottish Home Awards for PR purposes to promote the entry, as indicated in the entry form.
- Please use appendices for relevant supporting material and evidence such as marketing materials, floor plans, location plans, specifications and pricing.
- All entries must include company logo in high resolution JPEG, PNG and EPS formats.
- A maximum of 4 high resolution images should be included with your entry, where appropriate.
- Images should be named appropriately with clear indication of which one is the "Main Image" for each entry to be used in the programme's marketing activity.
- All accompanying images and appendices must be provided using a Dropbox link which must contain all assets and information to be considered with the entry. Please enter the link in the relevant section of the entry form.
- To create a Dropbox Account, please follow the instructions [here](#).
- Upon submitting your entry, you will receive an automated email response to confirm your submission. If you do not receive this within 24 hours of submission, please contact us on 0131 337 6232.
- Closing date for entries is 12 noon on Thursday 6th February. No late submissions will be accepted.

Entry Terms and Conditions:

The Scottish Home Awards are free to enter however we kindly request a donation is made to our charity It's Good 2 Give.

- Charity donations can be made as follows:

Online: [Please click here](#)

Via cheque: Please make cheques payable to It's Good 2 Give and send [c/o KDMedia Ltd](#)
[4-6 Coltbridge Avenue, Edinburgh EH12 6AH](#)

- Judges may choose to carry out site visits at their own discretion.
- The judges reserve the right to move entries into other categories, to remove categories or create new awards.
- The judges' decisions are final and no correspondence will be entered into.
- By entering the Scottish Home Awards you give permission for the images included in your submission to be used at the awards ceremony and in the awards marketing materials.
- The information contained in each entry is kept strictly private and confidential unless approval from the entering company is received, however all entries must include a summary statement that can be used by the Scottish Home Awards for PR purposes to promote the entry, as indicated in the entry form.
- All queries should be directed to KDMedia on [0131 337 6232](tel:01313376232) or by email to pippa@kdmedia.co.uk

CHARITY PARTNER

It's Good 2 Give

The Ripple Retreat, an award winning residential retreat for young cancer patients and their families, was officially opened on 12th May 2017. The three-bedroomed luxury waterside home is based on the southern banks of Loch Venacher near Callander. The house will be gifted to 40 families a year for short breaks of up to 6 nights each. The house is sleek, modern with all the comforts of home including toys, books, games and activities. It will also host several one day events for families and is available to young cancer patients throughout Scotland. The charity has a long history of supporting families through their cancer ordeal and was set up five years ago by Lynne McNicoll OBE.

www.itsgood2give.co.uk

Scottish Charity No: 041416



JUDGING PANEL

Benham Afshar
Director, AMA (New Town)

Dr John Boyle
Director of Research & Strategy, Rettie & Co.

Mike Bruce
Director, Weslo Housing Management

Heather Chapple
Director of Design, Architecture & Design Scotland

Lyle Chrystie
Director, Reiach & Hall Architects

Colin Cumberland
Director, Eskgrove Homes

Andrew J Cunningham
Director, Ross & Liddell

Sue Evans
Vice Chair and Chair of the Audit Committee,
Architecture & Design Scotland

Kieran Findlay
Editor, Scottish Housing News & Scottish
Construction Now

Stephen Garvin
Head of Building Standards, Scottish Government

Claire Hall
Regional Services Manager - Scotland, RICS

Derek Logie
CEO, Rural Housing Service

Dan Macdonald
Chair of the Judging Panel
Chief Executive, Macdonald Estates

Carole Mackie
Head of the Residential Development Sales
Scotland, Savills

Malcolm MacLeod
Director, NHBC Scotland

Kirsty McLuckie
Property Editor, The Scotsman

KEY DATES

Thursday 6th February 2020
Deadline for entries

Thursday 30th April 2020
Finalists' Reception, Edinburgh

Thursday 11th June 2020
Awards Dinner & Celebration
DoubleTree by Hilton Hotel,
Cambridge Street, Glasgow



OUR SPONSORS



Ross & Liddell

Ross and Liddell are delighted to be the headline sponsor of the Scottish Home Awards 2019.

Ross and Liddell are one of Scotland's largest property management companies, employing 100 staff, through offices in Glasgow, Edinburgh and Dundee. In addition to traditional Factoring services, covering all sizes of housing and flatted developments, the business provides a comprehensive range of residential letting and commercial management and surveying services.

Director Andrew Cunningham will again join the judging panel for the 2019 Awards, to offer his knowledge and experience.

For more information on the services provided by Ross & Liddell, please go to www.ross-liddell.com or call 0131 346 8989



Citylets

Citylets is Scotland's certified leading portal for property to rent with up to 4 million annual site visitors and advertising over 50,000 properties per year. Established in 1999, we are the original Scottish lettings portal.

Citylets is widely acknowledged as a UK portal pioneer credited with the introduction of many features and services that are now UK industry standard. Information Services is a core function and our market reports, now in their 12th year, are regarded as the most authoritative and reliable barometer of the Scottish rental market. Research tool, Optilet Pro, informs local councils, property advisory businesses and property developers with investment grade detail on the Scottish PRS.

Based in the West End of Edinburgh, the company is fully independent and managed by the original founding team, providing clients with experience which is second to none.



Construction & Property Recruitment

Established in 2004, Construction & Property Recruitment Ltd is one of Scotland's largest Independent recruitment specialists.

With offices in Edinburgh, Inverness and Newcastle our business has been built on our reputation of supplying excellent candidates to the built environment. We supply temporary and permanent staff to many of the leading construction companies throughout Scotland and NE England.

One area where we have excelled in recent years is supplying companies who operate in the housing market whether it be new build, restoration and refurbishment or flatted developments. We have supplied tradesmen to sites ranging from multi million pound developments to small extension projects.

Our specialist consultants have a complete understanding of our client's needs and requirements and that is what helps us deliver a quality service.



Cupa Pizarra

CUPA PIZARRAS is the largest natural slate company in the world and has been producing slate for over 125 years. The company was established in 1892 and now operates 16 quarries and 22 processing plants that produce around 180,000 tons of slate per year - the equivalent of approximately 200 slate roofs per day. More than 98% of our production is exported to more than 60 countries throughout five continents.

One in three slates supplied for roofing and facades worldwide is a CUPA PIZARRAS product.

PORCELANOSA
TILES · BATHROOMS · KITCHENS · HARDWOOD

PORCELANOSA Scotland

PORCELANOSA has a fascinating heritage, starting in the early 70's as a ceramic's manufacturer and distributor in Vila-real (Spain), to today where they are known worldwide for their broad range of design and quality led products for the home. Many of which have been designed by architects and designers and are extraordinarily iconic.

With more than 45 years' experience, PORCELANOSA Group is a global leader in innovation, trend setting its cutting-edge designs and is now present in 150 countries worldwide; an achievement that is attributable to its unique business model.

Production diversification has played a key role in the growth of a business group that started off with the production of a single product: ceramic tiles. Today, the Group's eight companies offer a vast product range that includes lifestyle, kitchen and bathroom furniture as well as advanced building solutions for contemporary architecture.



Scottish Natural Heritage

Scottish Natural Heritage is the lead public body responsible for advising Scottish Ministers on all matters relating to the natural heritage. Our purpose is to promote, care for and improve our natural heritage; enable greater understanding and awareness of nature and promote the sustainable use of Scotland's natural heritage.

Scotland's nature and landscapes are among our greatest assets. Nature gives us food and drinking water, energy and timber. It contributes to a clean and healthy environment. And it improves our well-being and quality of life.

Scottish Natural Heritage advises on environmental issues and promotes the sharing of knowledge and good practice to protect our land, wildlife and natural resources.

You can find out more at www.nature.scot



Space & Time

Established in 2000, Space & Time is an independent media agency coming of age. Over the years since its inception, the business has successfully transitioned from a boutique-style lifestyle business focussed on classified print within the regional marketplace to a digital-first, fully integrated media agency. The success of the business to date evidences its capacity for bringing the agility, passion and client-service of a smaller firm into a larger arena.



Wolffe

Wolffe is a boutique brand design and innovation agency that was founded by Andrew Wolffe in 1998.

We help create vivid, memorable brand personalities by way of visual identity and style, and distinctive tone of voice. But we go further; by way of immersive, exploratory innovation workshops and dynamic tools, we help create new brand offerings, whether they be initiatives, exhibits, products, services or portfolios. We deliver: strategy services; brand design and creative services; and innovation and product design.

All our clients benefit from our unstinting desire to do better; our tried and tested innovation techniques, and our well informed brand thinking, our intelligent creative solutions and strong service ethic.

We are a sophisticated consultancy dedicated to maximising a brand's potential. We're pioneering in our 360 degree approach. We sail, silver shining, in an azure blue ocean. Come on board and transform your brand.

The sky's the limit.

Get in touch to find out how we can help your business flourish www.wolffedesign.com

www.scottishhomeawards.com

 Scottish Home Awards

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The property people



Wolffe
BRAND & COMMUNICATION DESIGN

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