



## Pro Landscaper Theatre

Partnered with Caledonian Stone

### Tuesday 15 November

- 10:00** **How the landscape industry must change to tackle climate change and reverse ecological decline**  
**Mark Laurence**  
The industry, as it stands today, is not fit for this purpose and must make radical changes to remove damaging practices and materials. In their place, there are many new materials, techniques, plants and goals to be set, researched, refined and applied. New ways of management must be developed to make our wider landscapes an active and dynamic ecosystem, rather than a static ornament. This goes from the biggest urban cityscape to the smallest courtyard garden. We have to give up some of the old and embrace the new – we have to be the change we want to see.
- 11:00** **The State of Our Industry: Where do we go from here?**  
**Jim Wilkinson | Mark Anthony | Helen Elks-Smith | Tim Howell**  
Economic uncertainty, pandemics, military threats, climate change and the cost-of-living crisis – how has the landscape industry fared? Taking a deep-dive into Pro Landscaper's UK Landscape Barometer data from the last two years, the discussions will focus on high and low points, underlying trends and positives to help us shape the future landscape.
- 14:00** **The Collaborative Approach: Skills, Diversity, Sustainability and Competition**  
**Nina Mason | Wayne Grills | Phil Tremayne | Gemma Jerome | Lynne Marcus**  
An opportunity to challenge industry influencers and your trade organisation representatives on headline topics that continue to affect your business, your marketplace and your strategic plans: the skills shortage; inclusion and diversity; sustainability, pricing and maintaining a profitable, competitive edge.
- 15:00** **The Olympic Park Legacy: Celebrating landscape excellence 10 years on**  
**Nina Mason | Christopher James | Thomas Bellamy | Ruth Holmes**  
London 2012 bestowed economic, sporting and landscaping success on Great Britain. Exploring elements of the Olympic Park's landscape creation, development and maintenance, panellists will share their first-hand Olympic Park journeys from concept and design to construction and its footprint.
- 16:00** **Pro Landscaper's 30 Under 30: The Reunion**  
Sponsored by Green-tech  
**Jim Wilkinson | Jake Catting | Natalie Porter | Adam Stewart | Harvey Keates**  
Four winners from the last eight years share their experiences, career highlights, but also their thoughts on the issues which have recently impacted the industry.
- 17:00** **Pro Landscaper's 30 Under 30: The Next Generation Awards**  
Sponsored by Green-tech
- 18:00** **The Pro Landscaper Summit**  
Sponsored by Fresh Horticultural Careers  
**Jim Wilkinson | Steven Walley | Tessa Johnstone | Ken White | Rosemary Coldstream | Rod Winrow | Jane Findlay**  
**In with the New: Reacting to Rishi.** After just 49 days, Liz Truss stepped down as Prime Minister. Now that a more frugal Rishi Sunak has taken the top job, will the economy take a turn for the better? How could his policies impact the landscaping industry, and green infrastructure, as a whole? Panellists consider the impact of the new government and the policies it brings.

### Wednesday 16 November

- 10:00** **The Hearts and Minds of Landscape: Focus on Health and Wellbeing**  
**Kate Cooney | Oliver Hemson | Jo Manfredi-Hamer | Roger McGivern | Oliver Vikse | Helen Waddington**  
With mental health of relevance to every one of us, employees should not be facing their challenges alone. Supporting, understanding and sometimes just simply acknowledging the issues, it is increasingly important that companies take a positive approach. Help is out there, and the panel will assist in directing the audience to organisations such as Perennial and Andy's Man Club.
- 11:00** **Portfolio: Elephant Park**  
**Evan Oliver**  
Lendlease has been working in partnership with Southwark Council to deliver a new mixed-used development in the heart of Elephant & Castle, London. Landscape architect and development manager, Evan Oliver reflects on the journey over the last seven years to create a public realm designed around people and nature.
- 14:00** **The Housebuilding Question: Developers and Landscapers in Union?**  
**Gemma Jerome | Brian Hawtin | Phil Askew | Kirk Nelson | Peter Massini**  
For those in the commercial landscape sector, a partnership with a housebuilder may generate a healthy, steady volume of work and be easier in terms of planning, scheduling and managing labour, equipment hire and materials. But how is the housebuilding sector performing? And what role is landscaping going to play in its future?

## Inspire Theatre

Partnered with Garden House Design

### Tuesday 15 November

- 10:00** **A Lighter Footprint: Building More Sustainable Show Gardens 10 years on**  
**Malcolm Anderson | Liz Nicholson**  
This seminar offers practical examples around how we can design, build, and importantly transport and reinstate show gardens in a sustainable way. Areas covered include designing out waste, modular design and how to reduce the use of concrete. We also encourage participation from the audience for any insights in this developing area of our industry.
- 11:00** **Going for Gold: The RHS Shows Garden Judging Process Explained**  
**James Alexander-Sinclair**  
Join us for this session for the ultimate insight into the RHS shows garden judging process and how it works. We will cover elements such as mechanics of the process, the judges' governance structure, and of course what the judges are looking for in a great show garden. We want all of our show gardens to win gold, and hopefully this will help you achieve that!
- 14:00** **Walk our Path: An RHS Shows Garden Designer's Journey**  
**James Alexander-Sinclair | William Scholey | Jane Porter | Paul Harvey-Brookes**  
We explain the pipeline of opportunities for designers of all levels at RHS Shows, from planting design in our Borders, the Young Designer of the Year competition, Balcony and Container gardens, as well as full-blown show gardens. We will be joined by designers who have created some of these gardens to talk about how it has benefitted them.
- 15:00** **Money Matters: How We Can Help You Find Funding**  
**Victoria Dowling | Jude Yeo | Emily Grayshaw**  
Come along to this session and learn how the RHS can assist you in funding your show garden. From funded garden categories to approaching sponsors on your behalf, there are many ways we can help you realise your design dreams. You are not alone!

### Wednesday 16 November

- 10:00** **The Outdoor Stylist: Increasing Your Profits Through Product Specifying**  
**Debs Winrow**  
Dress up those kitchens, furnish those canopies, create cocktail bars, having fun at the same time doing it yourself or engaging an outdoor stylist. We will then look to showcase undressed versus dressed gardens, share tips and tricks, coach on how to sell high-end products, manage suppliers, and more.
- 11:00** **The Material World: Styling the future landscape**  
**Nina Mason | Steven Walley | Jonathan Cooper | David Dodd | Neil Horton**  
What is around the corner in the materials marketplace? What elements are most important in product choice? Which factors are driving new product development? Who is leading the way? From the remarkable to the recyclable, the durable to the adaptable; the permeable to the practical, our panel will dissect the finer points of landscaping materials and how they form an integral part of any design.
- 14:00** **The Trend of Outdoor Living with SUNS Lifestyle**  
**Jessica McCabe | Mark Koliwand**  
A one to one conversation on all things outdoor living. Since COVID, the trend in outdoor living has accelerated, with people using their gardens as an extension of their homes. What can designers do to influence, understand and execute their client's needs in this sector?

## Nurture Theatre

### Tuesday 15 November

- 10:00** **The Natural Environment: The Promise of Biodiversity Net Gain (BNG)**  
**Lewis Normand | Ben Gardner | Brian Hawtin | Jack Potter | Peter Massini | Nick White | Helen Nyul**  
A BNG commitment in residential and public open space landscape design and construction ensuring the landscape leaves nature in a measurably better state. Managing sites, habitat creation and increasing landscapes' natural values, the panel will discuss BNG principles, policy and how this can help achieve +10% net gain in biodiversity.
- 11:00** **Soil Regeneration in Landscaping**  
**Tim O'Hare**  
Soil regeneration is the creation of new soils and rejuvenating soil health. This can include: protection of natural soil resources; topsoil manufacture; optimising carbon storage; and ensuring good water attenuation. Tim will explore the opportunities for soil regeneration in commercial landscape schemes and all that can be achieved alongside it.
- 14:00** **Site analysis – what is it and why does it matter?**  
**Helen Elks-Smith**  
You can never know too much about a site, and as designers (buildings, landscape or interiors) we know we need to go to site, but what do we do when we get there? Focus is often on the site survey, something altogether different (best carried out by a surveyor). So, how do we ensure good ideas are not lost and opportunities missed?
- 15:00** **The Plants take Priority: Plant-led Landscapes**  
**Lewis Normand | Sarah Eberle | Roger Smith | Charles Blumlein | Jack Skinner | Chris Stone | Kenny Raybould**  
Tapping into the hearts and minds of growers, designers and planting specialists, the panel will be putting plant choice first for a better landscape outcome. Specifying and selecting the right plants, trees, shrubs, hedging and perennials – and the nursery – for height, spread, aspect and conditions, soft landscaping leads the way.

### Wednesday 16 November

- 10:00** **The Call of the Wild: Rewilding and Restoring Ecosystems**  
**Lewis Normand | Chris Churchman | Ben West | John Marsden**  
Encouraging the return of native plants, missing species and allowing nature to thrive, rewilding projects and community efforts are flourishing across the UK. Reversing biodiversity loss is a worthy goal, but to succeed these projects should be planned and managed properly and, from experience, the panel will weigh up how best to tackle this.
- 11:00** **Pollen – Friend and Foe: Planting Design with Allergies and Biodiversity in Mind**  
**Jackie Herald**  
Spending time in green space has many health and wellbeing benefits. However, for some susceptible people exposure to allergenic pollen triggers symptoms of extreme discomfort that impact negatively on many aspects of their lives, in the form of hay fever, associated asthma and/or food allergies. Jackie will discuss which plants to avoid, and which species to select for a low allergen garden that offers year-round seasonal interest that enriches our lives and supports biodiversity.
- 14:00** **The Plant Health Commitment: A Passport to Biosecurity**  
**Lewis Normand | Steve McCurdy | Richard McKenna | Michael Buck | Jim Teague**  
Protecting our trees and plants and safeguarding our gardens and landscapes needs a biosecurity commitment at every step: from seed producer, plant producer and retailer to landscapers and the gardening public. How growers are tackling plant health may differ, but the end game is the same.

## Business Theatre

Partnered with Kebur Garden Materials

### Tuesday 15 November

- 10:00** **The Price is Right – Or Is It?**  
**Nina Mason | Nick Ruddle | Lee Bestall | Jake Catting | Sam Hassall | Mark Youde**  
"Know your worth; never settle for less than you deserve" – easier said than done in a marketplace where the value of good landscaping often goes unnoticed. Sticking to a pricing strategy can be difficult. With representatives who recognise that challenge only too well, our panellists will discuss how to pitch pricing at the right level.
- 11:00** **The Power of the Apprenticeship: Shaping and showcasing talent**  
**Ros Burnley | Matt O'Conner | Nigel Bowcock | Dee Wickers**  
Expand and upskill your workforce from the ground up. Recruiting and retaining staff is a never-ending challenge, but hiring an apprentice can be productive, effective and help your business develop a motivated, qualified and loyal workforce. Hear from those who successfully took this route, both from an employer and apprentice perspective, as well as the colleges encouraging the next generation of apprentices.
- 12:00** **The Arbordeck Awards**  
The Arbordeck Awards have returned for the fifth year to celebrate the very best of Trex composite decking. For the awards' milestone anniversary, two new categories have been launched along with a special twist: for the first time ever, the public can vote for their favourite projects, with winners to be announced at FutureScape 2022.
- 14:00** **Get better value from your website and social media marketing**  
**George Musson | Ben Shaw | Anthony Macson | Diana Catrinoi-Cornea | Natalie Porter**  
Ben Shaw and John Cutts of Adtrak – an award-winning UK digital marketing agency in the landscaping sector – will discuss the current market conditions and changing consumer behaviours. They will be focusing on key online marketing channels, such as social media and your website. A panel will then share their own thoughts and experiences on the topic.
- 15:00** **The Route to Success: Putting the Right Systems in Place**  
**Nick Ruddle | Kim Sones**  
Learn how to build a highly efficient and profitable landscape business. Nick Ruddle will show you how to map out and systemise your whole customer journey and Kim Sones will share some great tracking tools to help you run and execute your projects profitably.

### Wednesday 16 November

- 10:00** **Success story: Nurture Group**  
**Nina Mason | Gareth Kirkwood | Peter Fane**  
Since it was founded on April Fool's Day 2008, Nurture Landscapes has grown from a four-member team to a nationwide group with three leading brands. Chairman and founder Peter Fane and CEO Gareth Kirkwood share the journey of Nurture's success and its future goals.
- 11:00** **The Recruitment Dilemma: Sub-contract or employ?**  
**Marian Barker | John Weyer | Nigel Payne | Ian Pittkin**  
As your business grows, so will your labour requirement. Considering the best route to build your team profitably, professionally and with personal development in mind, the options to recruit are diverse, as are your HR considerations. Seasonal or permanent? Full-time or self-employed? HR experts and landscape business owners discuss the merits of each.
- 14:00** **The Kit Switch: Considering the greener equipment option**  
**Nina Mason | Angus Lindsay | Robert Cunliffe | Reuben Wilson**  
Juggling energy efficiency, a climate-friendly conscience, power and functionality, grounds maintenance teams are no strangers to the Green Agenda. With a panel of experts from those on the tools to those at the cutting-edge – some quite literally – of new product development, the debate will consider the practicality and feasibility of using greener equipment on site, and the challenges ahead.

## Training, Education and Employment Village

Partnered with Go Landscape

### Tuesday 15 November

- 10:00** **Job Interviews – what to expect and how to prepare**  
**Richard Gardiner**  
A presentation aimed to provide those wanting to get into the landscaping industry with guidance on job interviews, including preparation, example questions and potential pitfalls.
- 11:00** **How to ace an interview from the Talent team at Ground Control**  
**Hannah Neal**  
This interactive seminar will cover general interview skills for all levels across the industry. It will look at pre-interview preparation, and the interview/post-interview feedback. You'll learn that the simplest techniques are often best.
- 12:00** **Improving Performance: You and Your Team**  
**Mark Youde**  
This seminar will explore the ideas you can easily implement to increase productivity and performance for both business owners and their employees through personal development and training.
- 14:00** **Adding value to a project: The diversity of living water ecosystems**  
**Paul Martin**  
Paul Martin of OASE UK will be presenting the diversity of living water eco systems that are possible, how they affect us, wildlife and their surrounding environment.
- 15:00** **How To Become a Better Landscaper**  
**Gareth Wilson**  
It can be hard to move to the next level. Landscapers must expand their and their team's skills and learn to cope with an ever-increasing office. As projects increase, you must become even more aware of non-payers and legal disputes.

### Wednesday 16 November

- 10:00** **GoLandscape**  
**Ricky Whiteman**  
GoLandscape is the British Association of Landscape Industries education, skills and careers initiative, designed to inform and inspire new recruits and combat industry issues, including a severe skills shortage. Learn more about what this initiative is and how it can help launch your career in landscaping.
- 11:00** **How to Build a Network That Supports Your Business Growth**  
**Barry Randall**  
As the cliché goes, alone you can do so little, together you can do so much. Join Barry Randall for a presentation on how to build a collaborative network which provides opportunity for symbiosis and sets up positive expectations of everyone involved. A network should create personal growth and remove the crabs from your bucket.
- 12:00** **How to Make Your CV Stand Out**  
**Viki Halkett**  
Concise work history of 10 years or more? More recent employment at the top, qualifications at the bottom? Over the last 10 years or so there have been many different versions of what your CV should look like. Senior recruitment consultant Viki Halkett will run through some of the most consistent dos and don'ts to get your CV noticed.
- 14:00** **An Introduction to Vectorworks Landmark**  
**Jake Chambers**  
Vectorworks trainer Jake Chambers will be demonstrating some of the exciting new tools and features available in Vectorworks Landmark 2023 which simplify your workflows and help you create your best designs.

## Urban Greening Zone

Partnered with Maylim

### Tuesday 15 November

- 10:00** **Accessible and Inclusive Public Play Space Design**  
**Adam White | André Davies**  
Each with over 30 years' experience, Adam and André will present best practice projects and share their tried and tested criteria for designing, managing and creating more accessible, inclusive and fun play spaces.
- 11:00** **Gardening in a Changing World**  
**Darryl Moore**  
Facing climate change and biodiversity loss, we're at a crossroads with the natural world. At the heart of this lies our relationship to plants, and the need to rethink our attitudes towards them beyond purely aesthetic concerns.
- 14:00** **The Green Highway: Retrofitting our high streets with urban greening**  
**Alistair Boyford | Howard Gray | Christopher Martin | Sophie Thompson | Amanda Reynolds**  
Green space boosts health, improves air quality and mitigates flooding, but how can we bring nature to the greyest of High Streets? Planters, pocket parks & living roofs are maximising spaces for greener urban environments. Is it working?
- 15:00** **The Changing Culture: Diversity and Inclusion in Commercial Landscaping**  
**Jessica McCabe | Alistair Boyford | Adrian Wickham | Tessa Johnstone**  
Attracting a more diverse pool of talent into the industry has its own challenges. Representatives from the commercial sphere will discuss how to encourage individuals to the sector as well as highlighting positive steps already made.

### Wednesday 16 November

- 10:00** **The Rise of the Roof Terrace: Landscapes Looking Up**  
**Chris Bridgman | Jonathan Bourne | Adolfo Harrison | Karen Sawyer**  
Podium landscapes, roof gardens and skyscapes continue to grow in presence and popularity. From key products and trends in their design, construction and supply, our panel will share their rooftop experiences and underpin trends and the future direction of this market.
- 11:00** **The Sustainable Seat: Reducing the Furniture Footprint**  
**Jessica McCabe | Romy Rawlings | Anthony Taylor | Ian Stevenson**  
The street furniture market is striving to lower its carbon footprint, embracing the greener pathway. How has production developed and what can we expect from the players taking the lead? The debate will focus on the key discussion areas between landscape architect, specifier and supplier.
- 14:00** **Creating and Sustaining the Green**  
**Alistair Boyford | Jonathan Bourne | Daniel Evans**  
Maylim has commenced a major project with Cranfield University looking at the success of schemes and systems that support them. Are they working? Will they thrive long term? And how do we ensure planting schemes are resilient?

## Lighting Zone

### Tuesday 15 November

- 10:00** **The fundamentals of residential landscape lighting**  
**Roy Malony | Bruce Lock | Luke Locke-Wheaton**  
Bruce Welby and Luke Lock-Wheaton (Lighting Design Studio) walk us through the fundamentals of lighting, including colour temperature, colour rendering, glare, dimming, controls & cabling. They'll illustrate with key residential projects.
- 11:00** **Garden and landscape lighting: a collaborative approach**  
**Roy Malony | Michael Grubb**  
Michael Grubb shares experiences of illuminating landscape projects such as Cloudy Bay Discovery Pavilion (2013 Chelsea Flower Show), Royal Terrace Gardens (Torbay), and Claremont Park (1,70th Brent Cross Town development).
- 14:00** **Landscape lighting: Why less is more**  
**Roy Malony | Gary Thornton**  
Gary Thornton shows how considered and restrained lighting can deliver a high impact. He'll reveal techniques behind successful Nulty projects, including Baylis Old School, 101 on Cleveland, Chelsea Barracks and a seafront residence.
- 15:00** **Landscape lighting: Getting the balance right**  
**Roy Malony | Mary Rushton Beales**  
Lighting is all about balance. Overdoing a garden can make it look like a show home not a home. Mary Rushton Beales (Lighting Design House) shows how to achieve balance between light levels, seasons, safety and wildlife.

### Wednesday 16 November

- 10:00** **Lighting Nine Elms**  
**Roy Malony | Keith Miller | Philip Avery**  
The public realm lighting concept at Nine Elms linear park in South London called for a coordinated and seamless masterplan to bring together the disparate developments from Battersea to Vauxhall with one integrated landscape. The ongoing project is already a decade into its development phase. Here Keith Miller, director, and a decade and a half, associate of Equation Lighting Design, walk us through the ambitious and challenging lighting scheme.
- 11:00** **10 years on: Lessons from the Olympic Park**  
**Roy Malony | Mark Sutton Vane**  
The landscape lighting at the Olympic Park for London 2012 was pioneering. Not only was it ahead of its time in terms of sustainability but it was also a spectacular demonstration of the craft of lighting design. The brief meant creating an installation that would work for the Olympics, the Paralympics and finally the Queen Elizabeth Olympic Park. Sutton Vane Associates came up with the strategy, including the illumination of individual buildings, structures, areas, roads, paths and cycle routes and of course, the iconic 31m-high Memory Masts, with built-in wind turbines.
- 14:00** **Exterior Lighting as Theatre**  
**Roy Malony | David Atkinson**  
With a background in the West End and television, lighting designer David Atkinson brings a theatrical approach to exterior lighting projects, including the Commonwealth Park in Gibraltar and a private garden in Essex. Here David outlines the key considerations for a successful landscape lighting project.