

## Webinar

## Turning Risk into Opportunity: Decarbonising Stranded Assets at a Neighbourhood Scale

Date: April 21, 2025

00:01:39 --> 00:01:40:

00:00:13 --> 00:00:14: Hello everybody. 00:00:14 --> 00:00:16: My name is Sabina Giorgi. 00:00:16 --> 00:00:20: I'm the Executive Director of Germany, Austria and Switzerland for 00:00:20 --> 00:00:20: ULI. 00:00:21 --> 00:00:24: And welcome to this wonderful topic today and thank you 00:00:24 --> 00:00:26: that you're listening to us. 00:00:26 --> 00:00:30: We want to speak about a really important traffic from 00:00:30 --> 00:00:34: my point of view about the turning risks into opportunity. 00:00:34 --> 00:00:39: We want to discuss how we can decarbonize stranded assets 00:00:39 --> 00:00:43: or to avoid stranded assets and we want to discuss 00:00:43 --> 00:00:47: that not only by property but poverty approach, but on 00:00:47 --> 00:00:51: to question how we can do this on the neighborhood 00:00:51 --> 00:00:51: city scale. 00:00:52 --> 00:00:56: And I'm looking really much forward to this discussion without 00:00:56 --> 00:01:00: with our panellists today, which were also part of the 00:01:00 --> 00:01:03: bigger project we've done together in our beautiful city of 00:01:04 --> 00:01:07: my beautiful city, Berlin, where I'm now based today. 00:01:08 --> 00:01:11: And yeah, welcome to the panellists and we will introduce 00:01:11 --> 00:01:12: Born One. 00:01:12 --> 00:01:15: But first of all, I want to talk about a 00:01:15 --> 00:01:16: little bit who is your lie? 00:01:16 --> 00:01:21: Because we understood that there are some people joining in 00:01:21 --> 00:01:24: this webinar which are not familiar with us, which is 00:01:25 --> 00:01:28: a pity because we are 50,000 members globally. 00:01:28 --> 00:01:33: And we of course are, yeah, a mission development organization. 00:01:33 --> 00:01:36: And we all, our ambition is and we all work every day on that to shape the future of the 00:01:36 --> 00:01:39:

built environment.

| 00:01:40> 00:01:44: | And we want to see transformative impact in all communities             |
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| 00:01:44> 00:01:45: | worldwide.  |
| 00:01:45> 00:01:49: | And we do this together with our to the, to                             |
| 00:01:49> 00:01:55: | the value chain, with all the investors, developers, banks, architects, |
| 00:01:55> 00:01:58: | city planners, as you will see today.                                   |
| 00:01:58> 00:02:01: | So we bring along the whole community to discuss that.                  |
| 00:02:01> 00:02:04: | And we do this by thought leadership, which you will                    |
| 00:02:04> 00:02:06: | see today as well.  |
| 00:02:06> 00:02:08: | And we also did a lot of education.                                     |
| 00:02:08> 00:02:12: | So please stay and come along with us who are                           |
| 00:02:12> 00:02:13: | not a member yet.   |
| 00:02:13> 00:02:19: | So then I want to introduce my dear colleague Lisette                   |
| 00:02:19> 00:02:20: | von Dorn.   |
| 00:02:20> 00:02:22: | She is the CEO of YOLA Europe.  |
| 00:02:23> 00:02:26: | She is was also the chair of this advisory services                     |
| 00:02:26> 00:02:29: | panel and she want to discuss a little bit what                         |
| 00:02:29> 00:02:32: | we found out and we maybe could learn for other                         |
| 00:02:32> 00:02:33: | cities.   |
| 00:02:33> 00:02:35: | So stage is yours, Lisette.   |
| 00:02:37> 00:02:41: | Thank you so much, Sabine for having the opportunity to                 |
| 00:02:42> 00:02:43: | do some opening remarks.  |
| 00:02:43> 00:02:44: | Hello everyone.   |
| 00:02:45> 00:02:47: | As been said, I'm Lisette for Dorn, I'm the Chief                       |
| 00:02:47> 00:02:49: | Executive for Urban and Institute.                                      |
| 00:02:49> 00:02:53: | But today I'm mostly speaking as the Chair of the                       |
| 00:02:53> 00:02:56: | Advisory Services panel we did, which we'll also talk about             |
| 00:02:56> 00:02:58: | a little bit more later.  |
| 00:02:58> 00:03:02: | And just wanted to share some thoughts and why why                      |
| 00:03:02> 00:03:05: | Also we did this panel as part of our bigger                            |
| 00:03:05> 00:03:09: | Sea Change program, which we launched about 3 years ago.                |
| 00:03:09> 00:03:12: | We did a lot of work focused on what are                                |
| 00:03:12> 00:03:18: | the big systemic issues for scaling up the carbonisation in             |
| 00:03:18> 00:03:19: | real estate.  |
| 00:03:20> 00:03:22: | And one of those issues was related to how do                           |
| 00:03:22> 00:03:27: | we incorporate transition risk in real estate valuations, which is      |
| 00:03:27> 00:03:28: | currently not done.   |
| 00:03:28> 00:03:34: | What had we developed guidelines identifying 12 risks in total,         |
| 00:03:34> 00:03:36: | 8 that could be quantified.   |
| 00:03:36> 00:03:41: | And with having that more transparent view on all of                    |
| 00:03:41> 00:03:46: | the transitional risks that impact valuations, we also got a            |

| 00:03:46> 00:03:50:  | better sight of where those risks are the highest.                             |
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| 00:03:50> 00:03:54:  | So watch assets have a higher risk of stranding and                            |
| 00:03:54> 00:03:59:  | you can think for example about social and affordable                          |
| 00.03.34> 00.03.33.  | housing.   |
| 00:03:59> 00:04:03:  | But obviously you have the costs of making the changes                         |
| 00:04:03> 00:04:05:  | and making the improvements.   |
| 00:04:05> 00:04:08:  | But often it's not so easy to increase the rent.                               |
| 00:04:08> 00:04:10:  | So the revenue side of it is more difficult.                                   |
| 00:04:11> 00:04:15:  | We also have a lot of structural change in real                                |
| 00:04:15> 00:04:19:  | estate where we don't The ways people work is changing,                        |
| 00:04:19> 00:04:23:  | the way we shop has been changing, which impacts certain                       |
| 00:04:24> 00:04:26:  | sectors more than others.  |
| 00:04:26> 00:04:29:  | And also that structural change is impacting on the risk                       |
| 00:04:30> 00:04:34:  | of assets being stranded and assets normally not strand just                   |
| 00:04:34> 00:04:38:  | because of decarbonisation, but that can be an additional factor.              |
| 00:04:39> 00:04:42:  | And how do we then build the business case for                                 |
| 00:04:42> 00:04:47:  | decarbonisation and which within real estate, within ULI,                      |
|                      | obviously we   |
| 00:04:47> 00:04:49:  | are focused on urban land.   |
| 00:04:50> 00:04:56:  | We take a holistic approach to Urban Development and therefore                 |
| 00:04:56> 00:05:01:  | also to building the business case for decarbonisation.                        |
| 00:05:02> 00:05:06:  | We feel it's really important to focus not just on                             |
| 00:05:06> 00:05:10:  | what can be the increase, for example, in rents or                             |
| 00:05:10> 00:05:14:  | what can be adding to my liquidity or ultimately the                           |
| 00:05:14> 00:05:18:  | transaction volume if I want to sell that asset.                               |
| 00:05:18> 00:05:22:  | But we feel we need to also take into consideration                            |
| 00:05:22> 00:05:26:  | other elements like what jobs are being created, what is                       |
| 00:05:26> 00:05:30:  | the productivity, how much impact on CO2 reductions?                           |
| 00:05:31> 00:05:36:  | Is there air quality resilience, biodiversity, better health                   |
| 00.05.20 > 00.05.40. | outcomes, better   |
| 00:05:36> 00:05:42:  | community impacts, resident well-being or wider community impact, etcetera and |
| 00:05:42> 00:05:44:  | obviously economic growth.   |
| 00:05:44> 00:05:45:  | Next slide please.   |
| 00:05:46> 00:05:50:  | And therefore what we often see when we kind of                                |
| 00:05:50> 00:05:55:  | look in a narrow perspective on decarbonization, but of the                    |
| 00:05:55> 00:05:59:  | the burden is often placed on the asset owner who's                            |
| 00:05:59> 00:06:04:  | responsible for making the improvements and doing the retrofits.               |
| 00:06:05> 00:06:09:  | But if you don't look at the outcomes of that,                                 |
| 00:06:09> 00:06:13:  | there's a far bigger perspective on that.                                      |
| 00:06:13> 00:06:18:  | And it's not just the the rental uplift or the                                 |
|                      | •  |

| 00:06:18> 00:06:23: | value uplift, it's obviously also the savings that are made                 |
|---------------------|---|
| 00:06:23> 00:06:29: | from lower energy costs, better maintenance tax receipts that               |
|                     | might   |
| 00:06:29> 00:06:33: | go to for the value uplifts to the to the                                   |
| 00:06:33> 00:06:35: | government and municipalities.  |
| 00:06:36> 00:06:39: | And obviously, as I just mentioned before, also there are                   |
| 00:06:39> 00:06:44: | social and environmental outcomes and the range of beneficiaries of         |
| 00:06:44> 00:06:47: | that is much wider than just the asset owner.                               |
| 00:06:47> 00:06:50: | And we think this is a very important perspective.                          |
| 00:06:50> 00:06:53: | And building on that, we think there's it's very important                  |
| 00:06:53> 00:06:56: | to take into account sort of not just the asset                             |
| 00:06:56> 00:06:59: | owner and put the burden there, but look much broader.                      |
| 00:06:59> 00:07:00: | Next slide, please.   |
| 00:07:01> 00:07:04: | And also we often have only when we think about                             |
| 00:07:04> 00:07:07: | decarbonisation a cost perspective.   |
| 00:07:07> 00:07:10: | While we think we need to think about decarbonisation as                    |
| 00:07:11> 00:07:14: | well as wider investment as an investment from an investment                |
| 00:07:14> 00:07:15: | perspective.  |
| 00:07:16> 00:07:20: | And by doing that, it's very useful to look at                              |
| 00:07:20> 00:07:25: | who ultimately benefits, therefore who would need to pay and                |
| 00:07:25> 00:07:31: | also who can lead in bringing the different stakeholders together.          |
| 00:07:32> 00:07:32: | Next slide, please.   |
| 00:07:34> 00:07:39: | In the case of the degromination, we already talked, I                      |
| 00:07:39> 00:07:44: | already mentioned sort of the shift from cost to investment.                |
| 00:07:45> 00:07:48: | Because if you look at the source of funding, there's                       |
| 00:07:49> 00:07:53: | often the private sector contribution or the asset owner contribution       |
| 00:07:54> 00:07:58: | that can be public subsidies, especially when also taking into              |
| 00:07:58> 00:08:02: | account the the benefits, the social benefits there are.                    |
| 00:08:03> 00:08:07: | If you look at the cost of transition, there's a                            |
| 00:08:07> 00:08:10: | couple of couple of elements to consider.                                   |
| 00:08:10> 00:08:15: | It's the demands reduction, the energy demands reduction you will           |
| 00:08:15> 00:08:19: | have there's the non fossil fuel heat generation and there's                |
| 00:08:19> 00:08:22: | the solar or storage that needs to happen.                                  |
| 00:08:22> 00:08:25: | And if you then at look at the economic value                               |
| 00:08:25> 00:08:30: | created again, there's the different elements, there's the uplifting brands |
| 00:08:30> 00:08:30: | and values.   |
| 00:08:31> 00:08:35: | That's the net present value of the energy savings that                     |
|                     |   |

| 00:08:35> 00:08:39: | sort of that happens in the future that you can                               |
|---------------------|---|
| 00:08:39> 00:08:41: | already calculate today.  |
| 00:08:41> 00:08:45: | There's the receipts of the of the tax benefits and                           |
| 00:08:45> 00:08:51: | again, social and environmental outcomes if we apply that to                  |
| 00:08:51> 00:08:53: | the work we did in Berlin.  |
| 00:08:53> 00:08:54: | Next slide please.  |
| 00:08:55> 00:09:00: | We looked at 2 specific case studies, again thinking about                    |
| 00:09:00> 00:09:03: | where is the stranding risks, risk higher.                                    |
| 00:09:04> 00:09:08: | And we looked at one social and affordable large scale                        |
| 00:09:08> 00:09:13: | housing project in the South of Berlin called Bucover Perth,                  |
| 00:09:13> 00:09:17: | owned by Hewelbach Berlin based housing association.                          |
| 00:09:18> 00:09:20: | And we also looked at Kufirsdam.  |
| 00:09:21> 00:09:24: | For those of you that know Berlin, Kufirsdam is known                         |
| 00:09:24> 00:09:26: | as a as a prime area.   |
| 00:09:26> 00:09:28: | This was actually really interesting.   |
| 00:09:29> 00:09:35: | Quite a large proportion of offices, more in historic buildings,              |
| 00:09:35> 00:09:38: | quite a few department stores.  |
| 00:09:38> 00:09:42: | And obviously with all the changes that we see in                             |
| 00:09:42> 00:09:45: | the environment around us on the way we shop, the                             |
| 00:09:45> 00:09:50: | way we work, etcetera, having fundamental impact on also                      |
|                     | such  |
| 00:09:50> 00:09:52: | an area that used to be so prime.   |
| 00:09:52> 00:09:57: | But now facing quite some challenges and applying then the,                   |
| 00:09:57> 00:10:01: | the methodology that I showed you before to that next                         |
| 00:10:01> 00:10:02: | slide, please.  |
| 00:10:03> 00:10:04: | It's interesting.   |
| 00:10:04> 00:10:08: | But because if you on the left hand side, you                                 |
| 00:10:08> 00:10:12: | see the, the diagram for Brookover, Harvard, the social                       |
| 00 40 40 . 00 40 40 | housing   |
| 00:10:12> 00:10:16: | district and on the right hand side for Kurfitz and                           |
| 00:10:16> 00:10:20: | Dunn and then walking for each diagram from right to                          |
| 00:10:20> 00:10:20: | left.   |
| 00:10:20> 00:10:25: | It's actually very interesting because in a social housing                    |
| 00:10:25> 00:10:28: | project, if you would look at what is the value being                         |
| 00:10:28> 00:10:32: | created from doing the decarbonization works.                                 |
| 00:10:32> 00:10:32: | Again, taking that into consideration from a wider                            |
| 00.10.32> 00.10.36. | perspective, a  |
| 00:10:36> 00:10:40: | lot of the outcomes relate to social and environmental.                       |
| 00:10:40> 00:10:48: | Obviously, there's lower CO2 emissions, there's hopefully more climate change |
| 00:10:48> 00:10:54: | resilience, but there's also, by having buildings in a better                 |
| 00:10:54> 00:11:01: | state, sort of more impact on resident well-being, community                  |
|                     | - · · · · · · · · · · · · · · · · · · ·                                       |

impact, 00:11:01 --> 00:11:07: lower chances of social deprivation, on top of obviously value 00:11:07 --> 00:11:14: uplift or preservation of value, potential rental uplift or at 00:11:14 --> 00:11:17: least resilience of rental value. 00:11:18 --> 00:11:21: And then of course, a big component is the net 00:11:21 --> 00:11:24: present value of energy savings, which comes down to the 00:11:24 --> 00:11:25: occupiers. 00:11:25 --> 00:11:29: Sometimes that can be also used to increase the rent 00:11:29 --> 00:11:33: to some extent so that the total housing costs remain 00:11:33 --> 00:11:36: the same but the distribution is different. 00:11:37 --> 00:11:40: Again, looking at the cost of transition for those different 00:11:41 --> 00:11:41: elements. 00:11:41 --> 00:11:45: And on top of what I showed you before, there's 00:11:45 --> 00:11:50: also a regeneration cost here, often taking into account different 00:11:51 --> 00:11:55: things that can happen to build the business case. 00:11:55 --> 00:11:59: In the case of a big social housing project, you 00:11:59 --> 00:12:03: can think how can I build a business case, for 00:12:03 --> 00:12:08: example, by further densifying the area by adding order uses, 00:12:08 --> 00:12:13: not just affordable housing, but also other types of housing, 00:12:13 --> 00:12:17: more market level, by adding commercial uses, etcetera. 00:12:17 --> 00:12:21: More community uses that are of benefit to the residents 00:12:21 --> 00:12:24: but might also be of benefit to the wider community 00:12:25 --> 00:12:29: can also be thinking of district heating solutions for example. 00:12:29 --> 00:12:34: And then thinking about where the benefits lands helps really 00:12:34 --> 00:12:37: also to think about well who does it make sense 00:12:37 --> 00:12:38: to lead here? 00:12:39 --> 00:12:42: Is that just the owner or is that for example? 00:12:42 --> 00:12:45: So the wider, the housing association in this case, but 00:12:45 --> 00:12:49: also the wider community, the municipality and the wider city 00:12:49 --> 00:12:49: level. 00:12:50 --> 00:12:54: And then thinking from that, who benefits in terms not 00:12:54 --> 00:12:59: just in terms of monetary return on investment but also 00:12:59 --> 00:13:04: future savings, for example, in an area stays lively, vibrant, 00:13:04 --> 00:13:08: it also makes sense for that party to lead. 00:13:08 --> 00:13:13: So the wider municipality and city government that can also 00:13:13 --> 00:13:19: then put in public subsidies, maybe not meant as subsidies, 00:13:19 --> 00:13:24: but as an investment also for the the building owners 00:13:24 --> 00:13:31: and for more institutional finance, for example, financing retrofits, district 00:13:31 --> 00:13:36: heating systems, etcetera and getting a return on that. 00:13:37 --> 00:13:41: If you don't compare that for social housing project where

| 00:13:41> 00:13:47: | the biggest return component comes from social and environmental outcomes, |
|---------------------|--|
| 00:13:47> 00:13:50: | that might be lower in the case of a cool                                  |
| 00:13:50> 00:13:54: | for synonymous case where it's much more commercial real estate,           |
| 00:13:54> 00:13:59: | the proportion of asset owners, private sector asset owners is             |
| 00:13:59> 00:14:00: | much bigger.   |
| 00:14:00> 00:14:05: | And where is the biggest impact if improvements are being                  |
| 00:14:05> 00:14:11: | made to the buildings, decarbonized buildings, but also, for example,      |
| 00:14:11> 00:14:16: | repurposed buildings, changing the use of them, also densifying them,      |
| 00:14:16> 00:14:20: | making improvements to the public space.                                   |
| 00:14:20> 00:14:22: | So it attracts more footfall.  |
| 00:14:23> 00:14:26: | You see a lot of the value coming into the                                 |
| 00:14:26> 00:14:30: | asset value uplift and there's a far higher probability of                 |
| 00:14:31> 00:14:34: | rent staying up, up to level, but also being able                          |
| 00:14:34> 00:14:35: | to increase.   |
| 00:14:36> 00:14:40: | And that is almost the biggest component with such a                       |
| 00:14:40> 00:14:44: | big part of the economic value created than landing at                     |
| 00:14:44> 00:14:45: | the asset owner level.   |
| 00:14:46> 00:14:48: | It makes a lot of sense for them to lead.                                  |
| 00:14:49> 00:14:53: | You could feel that individually, but you can also view                    |
| 00:14:53> 00:14:55: | it in a more collective context.   |
| 00:14:55> 00:14:55: | For example.   |
| 00:14:55> 00:15:00: | Also in this case, there was a business, the Improvement                   |
| 00:15:00> 00:15:04: | District where the collective group of owners try to make                  |
| 00:15:04> 00:15:10: | improvements also to the wider public space, attract footfall, etcetera,   |
| 00:15:10> 00:15:14: | and make it a pleasant area, which again also lands                        |
| 00:15:14> 00:15:17: | into value preservation and value uplift.                                  |
| 00:15:18> 00:15:23: | And there's then also the social and environmental outcomes similar        |
| 00:15:23> 00:15:27: | to what we saw in the residential project, for example,                    |
| 00:15:27> 00:15:32: | between CO2 emissions, resiliency and also quality of the public           |
| 00:15:32> 00:15:36: | space and again the net present value of energy savings.                   |
| 00:15:37> 00:15:40: | And then it makes a lot of sense for the                                   |
| 00:15:40> 00:15:44: | private sector to lead, but also investment from, for example,             |
| 00:15:44> 00:15:47: | public sector and institutional finance.                                   |
| 00:15:47> 00:15:51: | Again, I hope that gives an idea of the bigger                             |
| 00:15:51> 00:15:55: | perspective we took for these two case studies.                            |
| 00:15:56> 00:15:59: | Now I'm very happy to hand back to Sabine to                               |
| 00:15:59> 00:16:03: | lead the discussion with my fellow panelists.                              |

| 00:16:03> 00:16:04: | Thank you so much.   |
|---------------------|--|
| 00:16:12> 00:16:17: | Thank you, Lizette for presenting and giving overview and for                      |
| 00:16:17> 00:16:19: | all the people who joined in.  |
| 00:16:19> 00:16:23: | If you have a question doing or what you've heard                                  |
| 00:16:23> 00:16:26: | from Lizette, happy to ask your question in the chat.                              |
| 00:16:27> 00:16:30: | And then we will have now a really short discussion                                |
| 00:16:30> 00:16:34: | about presentation of all the other panelists and then we                          |
| 00:16:35> 00:16:36: | will have this Q&A session.  |
| 00:16:36> 00:16:39: | We are happy to ask all your question as well.                                     |
| 00:16:40> 00:16:44: | So please come along our next panellist.   |
| 00:16:44> 00:16:47: | I welcome really warmly Maria.   |
| 00:16:48> 00:16:51: | Maria, please introduce yourself and you will talk a little                        |
| 00:16:51> 00:16:56: | bit about especially the governance and neighborhood                               |
|                     | governance as a  |
| 00:16:56> 00:16:58: | foundation for the decarbonisation stage.  |
| 00:16:58> 00:17:01: | Is yours Maria and I for sure I will have  |
| 00:17:01> 00:17:03: | some questions for you afterwards.   |
| 00:17:04> 00:17:04: | Thank you, Sabina.   |
| 00:17:05> 00:17:07: | So my name is Maria Vasilako.  |
| 00:17:07> 00:17:13: | I am working globally as an advisor on, among other                                |
| 00:17:13> 00:17:15: | issues, decarbonization.   |
| 00:17:15> 00:17:19: | I have served as VN as Vice Mayor for almost                                       |
| 00:17:19> 00:17:21: | 10 years from 2010 to 2019.  |
| 00:17:21> 00:17:25: | And I'm a member of the city's mission board of                                    |
| 00:17:25> 00:17:31: | experts that designed the 100 Climate Neutral Cities Mission                       |
| 00.47.04 > 00.47.04 | by   |
| 00:17:31> 00:17:31: | 2030.  |
| 00:17:32> 00:17:37: | That takes me all the way to decarbonisation and actually                          |
| 00:17:37> 00:17:42: | to what Lisette Fanton has been explaining all the way.                            |
| 00:17:43> 00:17:47: | If there is one place where we can practically work                                |
| 00:17:47> 00:17:54: | synergetically and aggregate benefits, social and environmental benefits mostly as |
| 00:17:54> 00:17:59: | well, that is the local level, that is the neighborhood                            |
| 00:17:59> 00:18:00: | level.   |
| 00:18:01> 00:18:03: | And if there is one thing that was my major  |
| 00:18:03> 00:18:06: | take away from the work we did in Berlin that                                      |
| 00:18:06> 00:18:10: | was realizing that it is the neighborhood level where we                           |
| 00:18:10> 00:18:11: | need to organize processes.  |
| 00:18:12> 00:18:17: | Not only because this means, as I said, aggregating value                          |
| 00:18:17> 00:18:21: | and benefits, but also because we need to steer this                               |
| 00:18:21> 00:18:24: | process and we need to steer it in a way   |
| 00:18:24> 00:18:28: | that is replicable and that will actually show us the                              |
|                     |  |

| 00:18:28> 00:18:32: | way to apply what we learn at the neighborhood level                         |
|---------------------|--|
| 00:18:32> 00:18:34: | to the entire city.  |
| 00:18:35> 00:18:38: | That means that when we think decarbonization, we normally start             |
| 00:18:38> 00:18:40: | thinking about big infrastructures.  |
| 00:18:40> 00:18:44: | We start thinking about district heating systems, example given where        |
| 00:18:44> 00:18:47: | we need to change the energy source and we're already                        |
| 00:18:47> 00:18:48: | on a good way.   |
| 00:18:49> 00:18:52: | But if we think of small houses, if we think                                 |
| 00:18:52> 00:18:56: | of owner occupied units, if we think of the thousands,                       |
| 00:18:56> 00:19:01: | the hundreds, thousands of apartments and small houses that need             |
| 00:19:01> 00:19:07: | support in order to achieve decarbonization, then we realize that            |
| 00:19:07> 00:19:09: | this is a huge steering task.  |
| 00:19:10> 00:19:14: | Hence, we need governance structures that will support us in                 |
| 00:19:14> 00:19:17: | organizing this at the neighborhood level.                                   |
| 00:19:18> 00:19:24: | And that means we need neighborhood management that will knock               |
| 00:19:24> 00:19:29: | on every door, that will align city vision with planning                     |
| 00:19:29> 00:19:35: | tools and delivery mechanisms, that will organize collaborations between the |
| 00:19:35> 00:19:41: | public and private sector, between the community sectors, but also           |
| 00:19:41> 00:19:45: | between, to put it in simple terms, in terms the                             |
| 00:19:45> 00:19:50: | residents of a neighborhood that will identify, by the way,                  |
| 00:19:51> 00:19:52: | big players.   |
| 00:19:52> 00:19:56: | That may be example, given a hospital, a school near                         |
| 00:19:56> 00:20:02: | a neighborhood, possibly a big social housing developer who may              |
| 00:20:02> 00:20:08: | collaborate together with small ownership that also exists in the            |
| 00:20:08> 00:20:13: | neighborhood to possibly create not only a shared vision but                 |
| 00:20:13> 00:20:13: | also.  |
| 00:20:14> 00:20:19: | A joint concept towards decarbonizing the neighborhood and who will          |
| 00:20:19> 00:20:24: | knock on every door, talk to everybody, create exactly the                   |
| 00:20:24> 00:20:29: | kind of relationships needed in order to build trust, legitimacy             |
| 00:20:29> 00:20:30: | and investor confidence.   |
| 00:20:31> 00:20:32: | Next slide, please.  |
| 00:20:35> 00:20:41: | Now, what I'm talking about is neighborhood management teams who             |
| 00:20:41> 00:20:48: | will engage with local communities, residents and the entire                 |

local 00:20:48 --> 00:20:51: ecosystem on a long term basis. 00:20:52 --> 00:20:55: And by the way, in many cases, they may even 00:20:55 --> 00:20:59: need to create a local ecosystem because just because people 00:21:00 --> 00:21:04: live and work door to door doesn't necessarily mean that 00:21:04 --> 00:21:09: structures are already there, that relations relations are already there. 00:21:10 --> 00:21:12: So they will need to create and steer a local 00:21:12 --> 00:21:13: ecosystem. 00:21:14 --> 00:21:18: They will need to involve all actors, be them residents, 00:21:18 --> 00:21:23: housing bodies, local planners, utility companies, to create a shared 00:21:23 --> 00:21:25: vision and a shared concept. 00:21:26 --> 00:21:30: The methods they will be using will be of course 00:21:30 --> 00:21:36: digital platforms, but also open forums, community events, storytelling. 00:21:37 --> 00:21:42: And they will be doing all this working together with 00:21:42 --> 00:21:48: the local ecosystem asset to implement a long term vision 00:21:48 --> 00:21:49: at the local level. 00:21:50 --> 00:21:51: Next slide please. 00:21:55 --> 00:22:00: And here is actually what we're speaking about very precisely. 00:22:02 --> 00:22:07: We would suggest the creation of neighborhood innovation Centers for 00:22:07 --> 00:22:08: the environment. 00:22:08 --> 00:22:13: So nice, who will function at the local level as 00:22:13 --> 00:22:18: a platform to coordinate the entire local ecosystem, to bring 00:22:18 --> 00:22:26: stakeholders together, to create together local climate and neighborhood regeneration 00:22:26 --> 00:22:27: plans? 00:22:28 --> 00:22:32: If we look into the skills they need to have, 00:22:32 --> 00:22:37: because we're talking here about dedicated teams and skilled teams, 00:22:37 --> 00:22:41: they would need skills within the team in strategic planning, 00:22:42 --> 00:22:46: in capital layering, in monitoring engagement skills and to put 00:22:46 --> 00:22:51: it also in simple terms, skills in identifying potential investment 00:22:51 --> 00:22:53: and packaging. 00:22:53 --> 00:22:59: Also solutions so that they can actually facilitate decisions to 00:22:59 --> 00:23:05: be made, especially from small home owners or owners of 00:23:05 --> 00:23:10: of owner occupied units that in many cases may be 00:23:10 --> 00:23:14: facing difficulties in accessing finance.

They will knock on all doors, they will talk to

00:23:15 --> 00:23:20:

| 00:23:20> 00:23:23: | landlords, to tenants, they will create.                               |
|---------------------|--|
| 00:23:23> 00:23:27: | Of course, they will function as the missing link in                   |
| 00:23:27> 00:23:31: | many cases between the neighborhood and and the city.                  |
| 00:23:31> 00:23:36: | They will talk to transport companies, investors, utilities and they   |
| 00:23:36> 00:23:42: | will support the long term implementation of decarbonization and their |
| 00:23:42> 00:23:43: | de risk investment.  |
| 00:23:43> 00:23:46: | But in the end, in a nutshell, the take away                           |
| 00:23:46> 00:23:49: | is if we want to steer and organize something at                       |
| 00:23:49> 00:23:52: | the neighborhood level, we should never forget.                        |
| 00:23:53> 00:23:56: | We need a place where local communities can meet and                   |
| 00:23:56> 00:23:57: | come together.   |
| 00:23:57> 00:24:01: | We need dedicated skill teams that will work long term                 |
| 00:24:01> 00:24:06: | to bring people together to organize all of these processes            |
| 00:24:06> 00:24:10: | to produce results and to steer and monitor results.                   |
| 00:24:10> 00:24:13: | And we will need, of course, at least a modest                         |
| 00:24:14> 00:24:18: | budget for these teams so that they can actually function              |
| 00:24:18> 00:24:19: | long term.   |
| 00:24:21> 00:24:22: | Thank you We.  |
| 00:24:29> 00:24:33: | Have my my cameras a little bit slow today.                            |
| 00:24:33> 00:24:35: | Thank you for so much for that.  |
| 00:24:35> 00:24:37: | So next one is Harris.   |
| 00:24:38> 00:24:42: | Harris will speak a little bit about the integrated urban              |
| 00:24:42> 00:24:45: | generation regeneration, generation regeneration.                      |
| 00:24:46> 00:24:50: | Harris, your status, your son, please again also please into           |
| 00:24:50> 00:24:54: | say some words what you're doing on your day-to-day job                |
| 00:24:54> 00:24:58: | and what was your role in our great advisory panel                     |
| 00:24:58> 00:24:59: | in Berlin.   |
| 00:25:00> 00:25:00: | Thank you.   |
| 00:25:00> 00:25:04: | Thank you, Sabina and thank you Lisette and thank you                  |
| 00:25:04> 00:25:05: | dear fellow panellists.  |
| 00:25:05> 00:25:07: | Great to be with you again.  |
| 00:25:08> 00:25:10: | I had a pleasure to join this beautiful task force                     |
| 00:25:10> 00:25:12: | as a trained urban planner and designer.                               |
| 00:25:13> 00:25:16: | Being partly A Berliner myself, I grew growing up and                  |
| 00:25:16> 00:25:18: | studying and working in Berlin.  |
| 00:25:18> 00:25:23: | I'm quite familiar with the realities, challenges and potentials of    |
| 00:25:23> 00:25:28: | Berlin, but it was a inspirative and inspirational journey to          |
| 00:25:28> 00:25:32: | be together with this task force and look into these                   |
| 00:25:32> 00:25:34: | two very diverse neighborhoods.  |
| 00:25:34> 00:25:38: | I am in charge of the international Urban Development                  |
|                     |  |

projects 00:25:38 --> 00:25:42: at Reyes and Zuma, which is a large international engineering 00:25:43 --> 00:25:47: planning and consultancy office and also lecturing at ETH Zurich 00:25:47 --> 00:25:50: and HFT Stuttgart and also worked in the past as 00:25:50 --> 00:25:52: a policy consultant for UN Habitat. 00:25:52 --> 00:25:57: The UN agency for human settlements are trying to bring 00:25:57 --> 00:26:01: in the practical and also some applied research and policy 00:26:01 --> 00:26:04: consultancy input to to this discourse. 00:26:05 --> 00:26:07: And if we dive into the slides and and that's 00:26:07 --> 00:26:11: a methodological slide that we are took also partly as 00:26:11 --> 00:26:14: a basis of our of the thinking and also bringing 00:26:14 --> 00:26:18: in these different perspectives that we brought to the panel, 00:26:18 --> 00:26:21: but also of course, the others that are necessary if 00:26:21 --> 00:26:24: you really want to do holistically with neighborhoods. 00:26:24 --> 00:26:29: We need compact sensors in energy, mobility, biodiversity, water planning, 00:26:29 --> 00:26:30: of course. 00:26:30 --> 00:26:34: So we need to to combine these two spheres that 00:26:34 --> 00:26:38: are you see here at the bottom right, the rational 00:26:38 --> 00:26:40: technical consequence. 00:26:40 --> 00:26:43: But also of course, as the human being lives in 00:26:43 --> 00:26:47: its small community in the neighborhood, as a main cell 00:26:47 --> 00:26:50: of, of, of our community, we need not to forget 00:26:50 --> 00:26:54: the emotional, inspiring and atmospheric aspects and also have a 00:26:54 --> 00:26:57: user oriented and human oriented perspective. 00:26:57 --> 00:27:00: And in this sense, this we have to look into 00:27:00 --> 00:27:03: a holistic way and not in a fragmented way. 00:27:03 --> 00:27:06: That is very often the case also in European cities. 00:27:06 --> 00:27:08: We are the victims of our own success. 00:27:09 --> 00:27:12: So we have the luxury to specialized to work in 00:27:12 --> 00:27:13: our silos. 00:27:13 --> 00:27:17: But now with if you want to work toward decarbonized 00:27:17 --> 00:27:21: cities, neighborhoods and then and and the continent, we need 00:27:21 --> 00:27:22: to integrate aspects. 00:27:22 --> 00:27:24: And you see on the left hand side the aesthetic 00:27:24 --> 00:27:25: and spatial. 00:27:25 --> 00:27:29: We need to align different layers of competence and of 00:27:29 --> 00:27:29: expertise. 00:27:30 --> 00:27:33: And of course decarbonisation is only feasible if it's

|                     | embedded  |
|---------------------|---|
| 00:27:34> 00:27:37: | in a broader narrative and a broader framework in the                     |
| 00:27:37> 00:27:39: | district renewal and regeneration.  |
| 00:27:39> 00:27:43: | If you go to the next slide, we will see                                  |
| 00:27:43> 00:27:44: | a an example.   |
| 00:27:44> 00:27:47: | So as our panel did a deep research on holistic                           |
| 00:27:47> 00:27:52: | approaches, what it's there in practice, in theory and policy,            |
| 00:27:52> 00:27:57: | we conducted dozens of interviews with stakeholders from the Berlin       |
| 00:27:57> 00:27:58: | ecosystem.  |
| 00:27:58> 00:28:02: | Very often, as as we also saw in the previous                             |
| 00:28:02> 00:28:06: | slide, we tried to to, to to divide saying that                           |
| 00:28:06> 00:28:11: | the economic is not feasible if it's also socially viable                 |
| 00:28:11> 00:28:13: | and ecologically.   |
| 00:28:13> 00:28:17: | But in these conversations with the Berlin ecosystem, with investors,     |
| 00:28:17> 00:28:22: | with the developers, with the public sector, with neighborhood activists, |
| 00:28:22> 00:28:24: | we realise there is a a good momentum in Berlin                           |
| 00:28:24> 00:28:26: | and across our cities.  |
| 00:28:26> 00:28:27: | If you work together.   |
| 00:28:27> 00:28:31: | And, and this image here is an exemplary one that                         |
| 00:28:31> 00:28:34: | tells you that we must work on this scale to                              |
| 00:28:34> 00:28:37: | reduce cost and, and also of course, the risk.                            |
| 00:28:37> 00:28:42: | So very often Co creative and participatory processes are being           |
| 00:28:42> 00:28:46: | proclaimed to be expensive and, and long term and, and,                   |
| 00:28:46> 00:28:47: | and time consuming.   |
| 00:28:47> 00:28:49: | But in this sense, it can in the end of                                   |
| 00:28:49> 00:28:51: | the day, reduce costs and reduce risk.                                    |
| 00:28:52> 00:28:55: | And in this sense, if it's, if you visualize the                          |
| 00:28:55> 00:28:59: | future of the neighborhood, it's way more digestible also for,            |
| 00:28:59> 00:29:02: | for the stakeholders to, to accept that.                                  |
| 00:29:02> 00:29:05: | Because in Europe, yes, we need to combine public and                     |
| 00:29:05> 00:29:08: | private funding, but very often the funding is not the                    |
| 00:29:08> 00:29:10: | issue nor the lack of competences.  |
| 00:29:10> 00:29:13: | We do have enough economists, architects, planners, engineers.            |
| 00:29:13> 00:29:15: | It's about the stakeholder alignment.                                     |
| 00:29:15> 00:29:18: | And in this sense, we really need to curate these                         |
| 00:29:18> 00:29:23: | processes as you see a public, private, social, ecologic,                 |

economic

affordable

00:29:23 --> 00:29:28:

in order to to have the urban transformation implemented

| 00:29:28> 00:29:30: | and also towards livable cities.                                     |
|---------------------|--|
| 00:29:31> 00:29:34: | And if you go to the next slide, there's a                           |
| 00:29:34> 00:29:38: | couple of examples I brought from from our practice.                 |
| 00:29:38> 00:29:40: | We have to bring that to scale.                                      |
| 00:29:41> 00:29:44: | Yes, there are now the programs under the umbrella of                |
| 00:29:44> 00:29:48: | the Net 0 program of the New European Bauhaus as                     |
| 00:29:48> 00:29:50: | destination of the Commission.                                       |
| 00:29:50> 00:29:54: | But we need further funding, we need further competences.            |
| 00:29:54> 00:29:58: | We need to gather and understand the potentials of a                 |
| 00:29:58> 00:29:59: | place.   |
| 00:29:59> 00:30:02: | So a social and for example, here you're seeing the                  |
| 00:30:02> 00:30:04: | upper right image.   |
| 00:30:04> 00:30:07: | This is from a project in Berlin where we realized                   |
| 00:30:07> 00:30:11: | one of these 1970s neighborhoods, just as the one that               |
| 00:30:11> 00:30:13: | Lizette explained.   |
| 00:30:13> 00:30:15: | We need to densify with new functions because they are               |
| 00:30:15> 00:30:18: | planned in a monofunctional, card oriented way.                      |
| 00:30:18> 00:30:21: | But in this sense, we have to see how we                             |
| 00:30:21> 00:30:25: | reprogram public spaces, how we also design mobility hubs and        |
| 00:30:25> 00:30:29: | and create notes and, and, and multimodal strategies.                |
| 00:30:29> 00:30:33: | Why cannot these mobility hubs also have cultural and social         |
| 00:30:33> 00:30:34: | and other functions?   |
| 00:30:35> 00:30:40: | Why cannot public spaces also be performative, not just recreational |
| 00:30:40> 00:30:42: | harvesting ecosystem and services?                                   |
| 00:30:42> 00:30:45: | For example, you see here energy and wind and also                   |
| 00:30:45> 00:30:46: | purified water.  |
| 00:30:46> 00:30:50: | So we have to have also multifunctional landscapes and also          |
| 00:30:50> 00:30:53: | to retrofit and work with the existing buildings.                    |
| 00:30:53> 00:30:56: | Much of our building stock from the Sixties, 70s and                 |
| 00:30:56> 00:30:59: | 80s went to one retrofit cycle in 90s and 2000s.                     |
| 00:30:59> 00:31:02: | And now we are going towards another one and and                     |
| 00:31:02> 00:31:04: | these buildings are not being made to stay to stand                  |
| 00:31:04> 00:31:06: | around for hundreds of years.  |
| 00:31:06> 00:31:09: | So in this sense, we have an ageing building stuff                   |
| 00:31:09> 00:31:12: | and many stranded assets that need to be rethought in                |
| 00:31:12> 00:31:13: | in the process.  |
| 00:31:13> 00:31:16: | And if I to, to finish my short intervention, I                      |
| 00:31:16> 00:31:20: | also to give you a short overview of what you                        |
| 00:31:20> 00:31:23: | see on, on the on the bottom right image is                          |
| 00:31:23> 00:31:27: | climate adaptation strategy for Basel in Switzerland.                |
|                     |  |

| 00:31:27> 00:31:29: | So we have to deal with climate issues on the                                    |
|---------------------|--|
| 00:31:29> 00:31:30: | larger scale as well.  |
| 00:31:31> 00:31:34: | Therefore, also with this panel, we try to contribute to                         |
| 00:31:34> 00:31:39: | developing new planning instruments, instigating inspiring because very often we |
| 00:31:40> 00:31:43: | do not have the planning instruments for formal planning that                    |
| 00:31:43> 00:31:48: | will help us to decarbonize because tenders and procurements are                 |
| 00:31:48> 00:31:49: | done in the sectorial way.   |
| 00:31:49> 00:31:52: | So we are not able to do mobility, public space                                  |
| 00:31:52> 00:31:53: | and energy and holistic.   |
| 00:31:53> 00:31:56: | So in this sense, this panel gave a gave a                                       |
| 00:31:56> 00:31:59: | policy a recommendation as well that we have to go                               |
| 00:31:59> 00:32:00: | in that way.   |
| 00:32:00> 00:32:04: | And finally, on the left hand side, very often and                               |
| 00:32:04> 00:32:08: | we are being criticized as a profession that we are                              |
| 00:32:08> 00:32:12: | also only dealing with the affluent, the wealthy, and we                         |
| 00:32:12> 00:32:16: | also need and we do that diving into challenging and                             |
| 00:32:16> 00:32:18: | contested and conflictual regions.   |
| 00:32:19> 00:32:21: | Now you see that's the building Back Better, a plan                              |
| 00:32:21> 00:32:24: | for a community in the Butcher region in Ukraine.                                |
| 00:32:24> 00:32:28: | So bringing in this ideas of decarbonization of sustainability to                |
| 00:32:29> 00:32:30: | the ones they need that.   |
| 00:32:30> 00:32:33: | And in this sense, also showing that this is not                                 |
| 00:32:33> 00:32:36: | just a luxury problem, but also a way to to                                      |
| 00:32:36> 00:32:39: | build back better and also to empower the communities and                        |
| 00:32:39> 00:32:41: | colleagues in these countries.   |
| 00:32:41> 00:32:44: | With that, I, I give back the word to Sabine                                     |
| 00:32:44> 00:32:46: | and look forward to the discussion with you in this                              |
| 00:32:46> 00:32:49: | session or in other occasions in the future.                                     |
| 00:32:49> 00:32:50: | Thank you for the attention.   |
| 00:32:57> 00:33:00: | This was also really interesting as well from the others                         |
| 00:33:00> 00:33:02: | and I also have some questions for you afterwards.                               |
| 00:33:02> 00:33:06: | And please remind a reminder if you have questions, put                          |
| 00:33:06> 00:33:10: | them in your chat because otherwise I'll will ask all                            |
| 00:33:10> 00:33:11: | my questions.  |
| 00:33:12> 00:33:16: | And, and the last one is Vicky as she will                                       |
| 00:33:16> 00:33:22: | talk about about the sustainable decarbonisation, get tools and maybe            |
| 00:33:22> 00:33:24: | more from another angle.   |
| 00:33:24> 00:33:27: | So Vicky, please introduce yourself as well and also give                        |
| 00:33:27> 00:33:30: | some hints what you do on your day-to-day basis.                                 |

| 00:33:30> 00:33:33: | And I also see that you also brought up a                           |
|---------------------|---|
| 00:33:33> 00:33:35: | really good other case study as well.                               |
| 00:33:35> 00:33:37: | So stage is yours.  |
| 00:33:37> 00:33:38: | Thank you.  |
| 00:33:39> 00:33:40: | Thank you so much, Sabine.  |
| 00:33:40> 00:33:43: | So my name is Vicki Odili, I'm Director of Sustainability           |
| 00:33:43> 00:33:43: | at TP Bennett.  |
| 00:33:44> 00:33:47: | Very fortunate to have a background in architecture and design.     |
| 00:33:47> 00:33:50: | I've been able to transition within our company into our            |
| 00:33:51> 00:33:52: | in house sustainability team.                                       |
| 00:33:53> 00:33:56: | So we advise both clients and architects and designers how          |
| 00:33:56> 00:34:01: | to better embed both social and environmental sustainability on our |
| 00:34:01> 00:34:01: | projects.   |
| 00:34:02> 00:34:05: | I thoroughly enjoyed our Berlin advisory panel.                     |
| 00:34:05> 00:34:08: | It was my first introduction to this format of A,                   |
| 00:34:08> 00:34:12: | if you haven't done one before, it's like a research                |
| 00:34:12> 00:34:14: | Sprint that we did with ULI.  |
| 00:34:15> 00:34:18: | And with such a diverse range of expertise on the                   |
| 00:34:18> 00:34:20: | panel, I really got a lot out of it and                             |
| 00:34:20> 00:34:23: | found that there was a lot of alignment, which you'll               |
| 00:34:23> 00:34:25: | hear throughout our presentations.                                  |
| 00:34:26> 00:34:28: | So some of the topics I'm going to talk about                       |
| 00:34:28> 00:34:31: | really are thinking about a bit more from the architecture          |
| 00:34:32> 00:34:34: | point of view and how we would approach it at                       |
| 00:34:34> 00:34:35: | that granular scale.  |
| 00:34:36> 00:34:38: | And I think there's a lot of things that we                         |
| 00:34:38> 00:34:41: | can learn from the work that we've done with the                    |
| 00:34:41> 00:34:42: | social housing providers.   |
| 00:34:43> 00:34:47: | They have a interesting approach in that they engage with           |
| 00:34:47> 00:34:48: | their customers.  |
| 00:34:48> 00:34:52: | It's really an integrated form of in their business model,          |
| 00:34:52> 00:34:55: | they have to hear from their customers and take those               |
| 00:34:55> 00:34:58: | lessons learned into the future projects.                           |
| 00:34:58> 00:35:01: | So whenever we've worked from them with worked with them,           |
| 00:35:02> 00:35:06: | the engagement with the existing residents is something that we've  |
| 00:35:06> 00:35:09: | really benefited from to inform the design, not only the            |
| 00:35:09> 00:35:12: | brief, but the design development as it evolves.                    |
| 00:35:13> 00:35:16: | The other thing I think we can learn is that                        |
| 00:35:16> 00:35:19: | they have a longer term view of the life cycle                      |
|                     |   |

| 00-05-40 > 00-05-00-                       | <del>1</del>  |
|--|---|
| 00:35:19> 00:35:20:<br>00:35:21> 00:35:24: | costing. So that upfront cost is not only thinking about the            |
| 00:35:24> 00:35:28:                        | ·   |
|  | impact on the asset, but also that wider long term                      |
| 00:35:28> 00:35:30:                        | benefit for the residents.  |
| 00:35:30> 00:35:34:                        | Both thinking about social value creation and impact, but also          |
| 00:35:34> 00:35:37:                        | the wider health and well-being to the occupants and at                 |
| 00:35:37> 00:35:39:                        | that larger neighborhood scale.   |
| 00:35:40> 00:35:44:                        | So the next page for me, this is an example                             |
| 00:35:44> 00:35:49:                        | of a vision that we created for Camberley town centre                   |
| 00:35:49> 00:35:51:                        | in Surrey in the UK.  |
| 00:35:52> 00:35:55:                        | And I think we'll see more and more of these                            |
| 00:35:55> 00:35:58:                        | kinds of projects coming up, as Lizette alluded to, that                |
| 00:35:58> 00:36:02:                        | we have to reimagine the High Street and the retail                     |
| 00:36:02> 00:36:05:                        | centres that we have created and think about how what                   |
| 00:36:05> 00:36:07:                        | they could look like in the future.                                     |
| 00:36:08> 00:36:12:                        | So this was a mixed-use vision for an activated ground                  |
| 00:36:12> 00:36:15:                        | floor in public realm with a huge range of uses                         |
| 00:36:15> 00:36:20:                        | from office to cinema, residential, hotel and also a sheltered          |
| 00:36:20> 00:36:21:                        | accommodation.  |
| 00:36:21> 00:36:25:                        | So that we're actually placing our elderly residents right in           |
| 00:36:25> 00:36:28:                        | the center where they have easy access to all of                        |
| 00:36:28> 00:36:32:                        | the local amenities and can benefit from that neighborliness with       |
| 00:36:32> 00:36:35:                        | the family homes next to the older residents.                           |
| 00:36:36> 00:36:37:                        | And I think it's an interesting point.                                  |
| 00:36:37> 00:36:40:                        | You can see on the slide we're talking about architectural              |
| 00:36:40> 00:36:43:                        | quality doesn't need to be sacrificed in the name of                    |
| 00:36:43> 00:36:43:                        | speed.  |
| 00:36:43> 00:36:47:                        | I think there's an interesting alignment between thinking about the     |
| 00:36:47> 00:36:52:                        | planetary boundaries, responsible sourcing of our supply chain and what |
| 00:36:52> 00:36:55:                        | that means for both material efficiency and cost efficiency.            |
| 00:36:56> 00:36:59:                        | So where we have really clearly thought through the elements            |
| 00:36:59> 00:37:03:                        | of the design, thinking about the actual homes themselves and           |
| 00:37:03> 00:37:07:                        | how they're designed for flexible range of uses, but they               |
| 00:37:07> 00:37:09:                        | can be designed as a kit of parts that can                              |
| 00:37:09> 00:37:11:                        | be delivered highly efficiently.  |
| 00:37:13> 00:37:16:                        | And then my last slide, I have another case study                       |
| 00:37:16> 00:37:19:                        | where we worked with the first.   |
| 00:37:19> 00:37:22:                        | So this is the delivery arm of Barking and Dagenham                     |
|  |   |

| 00:37:22> 00:37:25: | in London, so very close to the Thames, where we                       |
|---------------------|--|
| 00:37:25> 00:37:28: | had to consider elements like blood resilience.                        |
| 00:37:28> 00:37:31: | But I think that context mapping is something that is                  |
| 00:37:31> 00:37:34: | really important for from the architect's point of view.               |
| 00:37:35> 00:37:38: | So again, we're looking at at that wider neighborhood scale            |
| 00:37:38> 00:37:41: | and thinking about what it means for the green and                     |
| 00:37:41> 00:37:44: | blue infrastructure, for the renewable energy that we can provide.     |
| 00:37:45> 00:37:48: | And also this was an interesting case study because we've              |
| 00:37:48> 00:37:50: | benefited from the London Plan.  |
| 00:37:51> 00:37:54: | So in this instance, policy really helped to set very                  |
| 00:37:54> 00:37:56: | clear targets and metrics.   |
| 00:37:56> 00:38:00: | And Barking and Dagenham in this eastern part of London                |
| 00:38:00> 00:38:02: | has a district heat network.   |
| 00:38:02> 00:38:05: | So all of the 941 homes that we delivered as                           |
| 00:38:05> 00:38:08: | part of this master plan, which was 2400 homes are                     |
| 00:38:08> 00:38:12: | connected to that wider district, district heat network.               |
| 00:38:13> 00:38:16: | And that's where it's interesting from that social housing perspective |
| 00:38:16> 00:38:19: | that these are very large players in the neighborhood and              |
| 00:38:19> 00:38:22: | they're able to think about those, the arrangement of not              |
| 00:38:23> 00:38:25: | only the homes, but also the services at that wider                    |
| 00:38:25> 00:38:26: | neighborhood level.  |
| 00:38:27> 00:38:30: | So that's that theme you'll hear coming across more and                |
| 00:38:30> 00:38:34: | more the systems thinking approach that we all really drew             |
| 00:38:34> 00:38:38: | the dots between in the advisory panel and thinking about              |
| 00:38:38> 00:38:42: | that the development really needs to be interconnected to it's         |
| 00:38:42> 00:38:46: | both it's community and also to that global supply chain.              |
| 00:38:49> 00:38:49: | That's all for me.   |
| 00:38:49> 00:38:52: | I know we have to allow time for our panel                             |
| 00:38:52> 00:38:53: | discussion as well, Sabine.  |
| 00:38:53> 00:38:55: | So thank you so much for inviting me to speak                          |
| 00:38:55> 00:38:56: | on those.  |
| 00:38:57> 00:38:57: | Yeah.  |
| 00:38:57> 00:39:00: | Thank you, Vicky and thank you to all of you.                          |
| 00:39:01> 00:39:04: | Now it's a time to discuss this a little bit                           |
| 00:39:04> 00:39:05: | more briefly.  |
| 00:39:05> 00:39:09: | You may understood this was a quite good work we've                    |
| 00:39:09> 00:39:14: | done together and thank you for the presentation and we                |
| 00:39:14> 00:39:17: | may can dig now a little bit more deeply and                           |
| 00:39:17> 00:39:19: | maybe more concrete.   |
| 00:39:19> 00:39:22: | So we had had some questions already from the chat.                    |
| 00:39:22> 00:39:24: | Maybe we will start with that.   |

| 00:39:25> 00:39:30: | So first question was goes to Lisette, maybe because we           |
|---------------------|---|
| 00:39:30> 00:39:34: | used in the in one of the charts, our wonderful                   |
| 00:39:34> 00:39:37: | chart with the radio creation part.                               |
| 00:39:38> 00:39:42: | And we discussed also that of course with investments in          |
| 00:39:42> 00:39:46: | decarbonisation we are unlocking well used in social              |
|                     | environment.  |
| 00:39:48> 00:39:53: | Yeah, measurements or that we see this benefits or create         |
| 00:39:53> 00:39:54: | this benefits.  |
| 00:39:55> 00:39:57: | The question was how do we measure MIT?                           |
| 00:39:57> 00:40:00: | I think we only used it as an example, we                         |
| 00:40:00> 00:40:01: | don't measure it.   |
| 00:40:03> 00:40:08: | Precisely in that case, but maybe you can go a                    |
| 00:40:08> 00:40:13: | little bit deeper about how we this value creation idea           |
| 00:40:13> 00:40:17: | and how this values can be measured.                              |
| 00:40:17> 00:40:18: | And yeah.   |
| 00:40:19> 00:40:22: | Yeah, it's a really good question and I don't think               |
| 00:40:23> 00:40:25: | I have the answer in in an integrated way.                        |
| 00:40:25> 00:40:28: | We see a lot more happening in this space.                        |
| 00:40:32> 00:40:34: | We at the point at the moment when we did                         |
| 00:40:35> 00:40:38: | this project, we haven't measured it because we didn't have       |
| 00:40:38> 00:40:40: | all the financial details also.                                   |
| 00:40:40> 00:40:44: | And obviously I think to measure these elements you need          |
| 00:40:44> 00:40:46: | to have a long term perspective.                                  |
| 00:40:47> 00:40:51: | What we are actually doing within you and I right                 |
| 00:40:51> 00:40:55: | now is we've started the project looking into how to              |
| 00:40:55> 00:41:00: | measure social impact specifically in residential and exactly     |
|                     | trying to   |
| 00:41:00> 00:41:03: | take that long term perspective.                                  |
| 00:41:04> 00:41:07: | Because what we see a lot right now is a                          |
| 00:41:07> 00:41:11: | lot of the social impact is measured at the short                 |
| 00:41:11> 00:41:14: | term, almost develop more and more.                               |
| 00:41:14> 00:41:18: | It's the case that if a developer wants to have                   |
| 00:41:18> 00:41:22: | a permit, you need to kind of take a couple                       |
| 00:41:22> 00:41:28: | of social impact boxes, whether that's using local employment and |
| 00:41:28> 00:41:32: | workers to do the works, have a certain proportion of             |
| 00:41:32> 00:41:37: | affordable social housing in your project, etcetera.              |
| 00:41:37> 00:41:41: | We and now what we see is more and more                           |
| 00:41:41> 00:41:45: | asset owners start to consider sort of what that can              |
| 00:41:45> 00:41:49: | mean over the longer term, but a lot has not                      |
| 00:41:49> 00:41:51: | happened in that.   |
| 00:41:51> 00:41:54: | I think it's a combination of quantity.                           |
|                     |   |

| 00:41:54> 00:41:58:<br>00:41:58> 00:42:04: | You'd still need to look at monetary returns, but also                       |
|--|--|
| 00.41.56> 00.42.04.                        | more qualitative aspects of collecting through surveys, for example, whether |
| 00:42:04> 00:42:07:                        | it's residents or communities, etcetera.                                     |
| 00:42:08> 00:42:11:                        | I also wonder whether Maria Baby has a view on                               |
| 00:42:11> 00:42:14:                        | that, how they did that in in Vienna and the                                 |
| 00:42:14> 00:42:16:                        | work she was involved with in the past.                                      |
| 00:42:17> 00:42:18:                        | Maria, how you measured that?  |
| 00:42:23> 00:42:27:                        | Well, Lizette, indeed it's exactly the same as you have                      |
| 00:42:27> 00:42:29:                        | been mentioning already.   |
| 00:42:29> 00:42:32:                        | It's, it's quite difficult to measure that, right.                           |
| 00:42:33> 00:42:42:                        | So there, there have been lately some approaches to measuring                |
| 00:42:42> 00:42:42:                        | it.  |
| 00:42:43> 00:42:45:                        | But back in the days in Vienna, I have to                                    |
| 00:42:45> 00:42:48:                        | confess, we didn't actually measure it in the sense we                       |
| 00:42:48> 00:42:49:                        | knew it's there.   |
| 00:42:49> 00:42:55:                        | And we used it to argue that investing on behalf                             |
| 00:42:55> 00:43:01:                        | of the city in steering this processes is makes sense.                       |
| 00:43:01> 00:43:05:                        | Because exactly this means that you will not only steer,                     |
| 00:43:05> 00:43:10:                        | let's say, the processes of, of, of renovating the, the                      |
| 00:43:10> 00:43:14:                        | entire historical building stock, which is by the way, in                    |
| 00:43:14> 00:43:17:                        | Vienna, 40% of all buildings.  |
| 00:43:17> 00:43:21:                        | But you will also do it in a way where                                       |
| 00:43:21> 00:43:27:                        | you use the opportunity to strengthen community ties, which then             |
| 00:43:27> 00:43:33:                        | of course means strengthening well-being and in the end also                 |
| 00:43:34> 00:43:40:                        | promoting, let's put it this way, healthier lifestyles and improving         |
| 00:43:40> 00:43:42:                        | the public realm.  |
| 00:43:43> 00:43:48:                        | And it worked in a wonderful way because in Vienna's                         |
| 00:43:48> 00:43:53:                        | case, back in the mid 90's, the urban renewal offices                        |
| 00:43:53> 00:43:54:                        | were created.  |
| 00:43:55> 00:44:00:                        | They win a tender every five years and they're financed                      |
| 00:44:00> 00:44:03:                        | by the city and their job is to function as                                  |
| 00:44:04> 00:44:09:                        | catalysts, let's put it this way, between landlords, tenants, local          |
| 00:44:09> 00:44:13:                        | communities and public administration.                                       |
| 00:44:14> 00:44:18:                        | So they will organize and steer all communication processes needed.          |
| 00:44:18> 00:44:21:                        | They will do planning as well because they were created                      |
| 00:44:21> 00:44:24:                        | to steer the renovation, as I mentioned before, of the                       |
| 00:44:24> 00:44:26:                        | historical building stock.   |

| 00:44:27> 00:44:31: | And by working long term at the local level since                     |
|---------------------|---|
| 00:44:31> 00:44:35: | the mid 90s, they have created something awesome.                     |
| 00:44:35> 00:44:39: | Because it was them who actually more or less encouraged              |
| 00:44:40> 00:44:44: | communities to stand up to their needs at the local                   |
| 00:44:44> 00:44:49: | level, who involved them in bottom up design processes at             |
| 00:44:49> 00:44:53: | at at the local level, and who have actually led                      |
| 00:44:53> 00:44:59: | to numerous wonderful projects of regenerating the public             |
| 00.44.00> 00.44.00. | realm.  |
| 00:45:00> 00:45:01: | 2 words by the way.   |
| 00:45:02> 00:45:09: | Workability, spending time outdoors, greening, cycling.               |
| 00:45:09> 00:45:13: | Now possibly you could measure all this, but as we                    |
| 00:45:14> 00:45:18: | know, measuring also has, let's say, I think that the                 |
| 00:45:18> 00:45:23: | downside of trying to measure all of these things is                  |
| 00:45:23> 00:45:27: | that you need to identify the right indicators.                       |
| 00:45:28> 00:45:31: | And once you have identified the right indicators, you can            |
| 00:45:31> 00:45:33: | then possibly also start monetizing it.                               |
| 00:45:34> 00:45:35: | Thank you both of you.  |
| 00:45:35> 00:45:38: | Maybe, yeah, maybe can I can because we only have                     |
| 00:45:38> 00:45:40: | 30 minutes left with that.  |
| 00:45:41> 00:45:42: | I, I, I have another question.  |
| 00:45:42> 00:45:46: | We got that because there was also other question about               |
| 00:45:46> 00:45:49: | the measurement because I think this was absolutely the basis         |
| 00:45:49> 00:45:52: | and the starting point for this discussion that we can't              |
| 00:45:52> 00:45:53: | measure it.   |
| 00:45:53> 00:45:56: | If you can't measure it, you can you can see                          |
| 00:45:56> 00:45:59: | the value uplift and then we don't wouldn't have a                    |
| 00:45:59> 00:46:03: | problem to convince all the stakeholders to do the                    |
|                     | decarbonisation   |
| 00:46:03> 00:46:04: | investment case.  |
| 00:46:04> 00:46:07: | That's why we starting the project I would say more                   |
| 00:46:07> 00:46:08: | or less.  |
| 00:46:08> 00:46:12: | So maybe it let's go more deeply on that.                             |
| 00:46:12> 00:46:16: | So Harris, because I know you will have to leave                      |
| 00:46:16> 00:46:21: | soon, maybe you can give some hints how you how                       |
| 00:46:21> 00:46:25: | you build this design phase for also to helping the                   |
| 00:46:25> 00:46:30: | community teams and as Maria said and to build also                   |
| 00:46:30> 00:46:34: | the buy in of all stakeholders to then do this                        |
| 00:46:34> 00:46:36: | investment together.  |
| 00:46:36> 00:46:40: | Maybe give some hints, especially you talk, we talked about           |
| 00:46:40> 00:46:45: | workability, the spatial connectivity, the and also the block density |
| 00:46:45> 00:46:47: | because we want to get back.  |

| 00:46:46> 00:46:46:  | On that.  |
|--|---|
| 00:46:49> 00:46:50:  | Thank you for the questions, Sabina.  |
| 00:46:50> 00:46:55:  | I think that's very difficult to measure qualitative and social   |
| 00:46:55> 00:46:55:  | aspects.  |
| 00:46:55> 00:47:00:  | So there's attempts to to measure citizen satisfaction, etcetera,   |
| 00:47:00> 00:47:04:  | but they're quite of course difficult to, to quantify in  |
| 00:47:04> 00:47:04:  | the end.  |
| 00:47:04> 00:47:07:  | And how we really, really back to your question, try  |
| 00:47:07> 00:47:09:  | to do it in diving into the neighborhoods.  |
| 00:47:09> 00:47:12:  | And of course we have to deal with an analysis  |
| 00:47:12> 00:47:16:  | of the spatial aspects of socio economic, go there and  |
| 00:47:16> 00:47:19:  | do field research, talk to the people and then show   |
| 00:47:19> 00:47:22:  | and and reveal that we are honest with dealing with   |
| 00:47:22> 00:47:23:  | the neighborhood.   |
| 00:47:23> 00:47:26:  | We're not just some expert team who just lands as   |
| 00:47:26> 00:47:28:  | parachuters and proposes something that goes away.  |
| 00:47:29> 00:47:31:  | So it needs a lot of legitimacy that can only   |
| 00:47:31> 00:47:33:  | be created to, to, to, to the establishing trust.   |
| 00:47:34> 00:47:36:  | And in this by by showing that we did a   |
| 00:47:36> 00:47:39:  | deep analysis and research and created a profound understanding of  |
| 00:47:39> 00:47:40:  | the neighborhood.   |
| 00:47:40> 00:47:44:  | This creates trust and in this sense, but to to   |
| 00:47:44> 00:47:48:  | turn this into, into a more proactive aspect of Co  |
| 00:47:48> 00:47:49:  | creation.   |
| 00:47:49> 00:47:52:  | So very often we have these processes where people come   |
| 00:47:52> 00:47:56:  | complain or, or they, they, they, they deposit their  |
|  |   |
| 00:47:56> 00:47:59:  | fears and frustrations and go away and, and accept others   |
| 00:47:56> 00:47:59:<br>00:47:59> 00:48:02:   | fears and frustrations and go away and, and accept others to solve it in the Co creation process.   |
|  |   |
| 00:47:59> 00:48:02:  | to solve it in the Co creation process.   |
| 00:47:59> 00:48:02:<br>00:48:02> 00:48:04:   | to solve it in the Co creation process.  This is where we it's not to take away the   |
| 00:47:59> 00:48:02:<br>00:48:02> 00:48:04:<br>00:48:04> 00:48:06:  | to solve it in the Co creation process.  This is where we it's not to take away the responsibility from the public sector.  |
| 00:47:59> 00:48:02:<br>00:48:02> 00:48:04:<br>00:48:04> 00:48:06:<br>00:48:06> 00:48:09:   | to solve it in the Co creation process.  This is where we it's not to take away the responsibility from the public sector.  It's about to create this quadruple Helix context.  |
| 00:47:59> 00:48:02:<br>00:48:02> 00:48:04:<br>00:48:04> 00:48:06:<br>00:48:06> 00:48:09:<br>00:48:09> 00:48:12:  | to solve it in the Co creation process.  This is where we it's not to take away the responsibility from the public sector.  It's about to create this quadruple Helix context.  And in this sense, we then need to translate what we hear in these intensive workshops that now increasingly  |
| 00:47:59> 00:48:02:<br>00:48:02> 00:48:04:<br>00:48:04> 00:48:06:<br>00:48:06> 00:48:09:<br>00:48:09> 00:48:12:<br>00:48:12> 00:48:17:   | to solve it in the Co creation process.  This is where we it's not to take away the responsibility from the public sector.  It's about to create this quadruple Helix context.  And in this sense, we then need to translate what we hear in these intensive workshops that now increasingly called   |
| 00:47:59> 00:48:02: 00:48:02> 00:48:04: 00:48:04> 00:48:06: 00:48:06> 00:48:09: 00:48:09> 00:48:12: 00:48:12> 00:48:17:  | to solve it in the Co creation process.  This is where we it's not to take away the responsibility from the public sector.  It's about to create this quadruple Helix context.  And in this sense, we then need to translate what we hear in these intensive workshops that now increasingly called city action labs, and then extract and and distill and  |
| 00:47:59> 00:48:02: 00:48:02> 00:48:04: 00:48:04> 00:48:06: 00:48:06> 00:48:09: 00:48:09> 00:48:12: 00:48:12> 00:48:17: 00:48:17> 00:48:21: 00:48:21> 00:48:25:                      | to solve it in the Co creation process.  This is where we it's not to take away the responsibility from the public sector.  It's about to create this quadruple Helix context.  And in this sense, we then need to translate what we hear in these intensive workshops that now increasingly called city action labs, and then extract and and distill and filter out what we hear there and then translate that  |
| 00:47:59> 00:48:02: 00:48:02> 00:48:04: 00:48:04> 00:48:06: 00:48:06> 00:48:09: 00:48:09> 00:48:12: 00:48:12> 00:48:17:  00:48:17> 00:48:21: 00:48:21> 00:48:25: 00:48:25> 00:48:28: | to solve it in the Co creation process.  This is where we it's not to take away the responsibility from the public sector.  It's about to create this quadruple Helix context.  And in this sense, we then need to translate what we hear in these intensive workshops that now increasingly called city action labs, and then extract and and distill and filter out what we hear there and then translate that into spatial and into technical solutions. |

00:46:48 --> 00:46:48: On that.

| 00:48:39> 00:48:42: | case, this neighborhood teams and hubs that Maria mentioned, who    |
|---------------------|---|
| 00:48:42> 00:48:44: | are the translators very often and who stay on the                  |
| 00:48:45> 00:48:45: | ground.   |
| 00:48:45> 00:48:48: | But in this sense, us as as, as, as designers                       |
| 00:48:48> 00:48:52: | and in my as a generation also, we believe more                     |
| 00:48:52> 00:48:55: | in, in creating processes rather than coming with this big          |
| 00:48:55> 00:48:59: | idea and design from, from the from the helicopter.                 |
| 00:48:59> 00:49:02: | And in this sense, it's a long term process, but                    |
| 00:49:02> 00:49:05: | this is one that creates more sustainable and acceptable solutions. |
| 00:49:05> 00:49:08: | And again, it's not just to romanticize about, it's also            |
| 00:49:08> 00:49:11: | that reduced costs and reduced risk in the end of                   |
| 00:49:11> 00:49:14: | the day of large scale investment that very often fail              |
| 00:49:14> 00:49:17: | because of the stakeholder misalignment.                            |
| 00:49:18> 00:49:18: | Thank you.  |
| 00:49:18> 00:49:20: | So I think this is one of the things I've                           |
| 00:49:20> 00:49:23: | learned in the panel just because I was not at                      |
| 00:49:23> 00:49:24: | all the expert.   |
| 00:49:24> 00:49:27: | I was only the facilitator with all of you together.                |
| 00:49:27> 00:49:29: | So I've learned that this is one of the most                        |
| 00:49:29> 00:49:32: | important thing that's not one fits all, that's going really        |
| 00:49:32> 00:49:34: | deeply into the community.  |
| 00:49:34> 00:49:35: | Learn what's needed.  |
| 00:49:35> 00:49:39: | And then maybe the call to action is to get                         |
| 00:49:39> 00:49:43: | at most out of that to get the the ideas                            |
| 00:49:43> 00:49:49: | to get the highest benefit in all of environmental, social          |
| 00:49:49> 00:49:50: | and economy value.  |
| 00:49:51> 00:49:55: | And maybe goes now back to Vicky, because you showed                |
| 00:49:55> 00:49:59: | case also in your case how you could run that.                      |
| 00:49:59> 00:50:04: | And especially maybe the thing we also talked to improve            |
| 00:50:04> 00:50:08: | the business case could be also the idea of to                      |
| 00:50:08> 00:50:12: | scale, to scale as fast as you can to scale                         |
| 00:50:12> 00:50:13: | the solutions.  |
| 00:50:13> 00:50:17: | Maybe you can talk a little bit about that and                      |
| 00:50:17> 00:50:21: | how to what are the maybe the main challenges there                 |
| 00:50:21> 00:50:25: | If you want to scale be also discussed about the                    |
| 00:50:25> 00:50:29: | small houses and that this may be an opportunity.                   |
| 00:50:30> 00:50:30: | To do something.  |
| 00:50:30> 00:50:33: | I mean, it was, it was interesting looking at that                  |
| 00:50:33> 00:50:36: | context of book over hoof and Germany where it was                  |
| 00:50:36> 00:50:40: | this very large estate with the small houses across the             |
|                     |   |

| 00:50:40> 00:50:42:  | road and those opportunities for connection.                                 |
|----------------------|--|
| 00:50:43> 00:50:45:  | And what what would that look like if we extended                            |
| 00:50:45> 00:50:49:  | those district heating networks across the road so that                      |
|                      | everyone   |
| 00:50:49> 00:50:52:  | can benefit from having those larger players acting in the                   |
| 00:50:52> 00:50:56:  | neighborhood and you're not only building a thriving                         |
| 00.50.50 > 00.50.50. | community within   |
| 00:50:56> 00:50:59:  | your own Red Line boundary, but you're extending it beyond.                  |
| 00:51:00> 00:51:01:  | So I think that's a really interesting point.                                |
| 00:51:01> 00:51:04:  | We need to consider what that means for all of                               |
| 00:51:05> 00:51:08:  | the the smaller players and how they can interact.                           |
| 00:51:09> 00:51:11:  | I think we understand that at a personal level, that                         |
| 00:51:11> 00:51:13:  | we understand what it means to be good neighbors.                            |
| 00:51:14> 00:51:16:  | So what does that look like when we're thinking about                        |
| 00:51:16> 00:51:17:  | it in terms of development?  |
| 00:51:17> 00:51:21:  | How are we being neighborly to the surrounding areas and                     |
| 00:51:21> 00:51:24:  | how can we bring them along on that journey to                               |
| 00:51:24> 00:51:28:  | reinvigorate or reimagine or regenerate that place?                          |
| 00:51:29> 00:51:33:  | So I think the there's some interesting points about not                     |
| 00:51:33> 00:51:37:  | only thinking about that in the heat network view, but                       |
| 00:51:37> 00:51:41:  | also in sharing resources and services, how we think about                   |
| 00:51:41> 00:51:45:  | those ground floor activation and bring people into the space                |
| 00:51:45> 00:51:49:  | so that we're creating safe shared spaces for everyone to                    |
| 00:51:49> 00:51:50:  | use.   |
| 00:51:50> 00:51:53:  | So I think it functions at both the kind of                                  |
| 00:51:53> 00:51:57:  | sustainable level of delivering renewable energy, but also at the            |
| 00:51:57> 00:52:01:  | resident level, making sure that we're building those community connections, |
| 00:52:01> 00:52:04:  | that it will be a thriving place for everyone.                               |
| 00:52:06> 00:52:06:  | Thank you.   |
| 00:52:06> 00:52:12:  | If I maybe we could emphasize what what we told                              |
| 00:52:12> 00:52:14:  | all the stakeholders.  |
| 00:52:15> 00:52:18:  | I like the idea and the image very much to                                   |
| 00:52:18> 00:52:19:  | say think across the street.   |
| 00:52:19> 00:52:22:  | I think this is already if you think in this                                 |
| 00:52:22> 00:52:25:  | way, mate, you're already unlocking a lot of social value.                   |
| 00:52:25> 00:52:29:  | I would say so this is already the the last                                  |
| 00:52:29> 00:52:33:  | question all, all of you, please give a really short                         |
| 00:52:33> 00:52:34:  | answer.  |
| 00:52:34> 00:52:38:  | I also want to touch the last question about give                            |
| 00:52:39> 00:52:44:  | a push on again working that all stakeholders working may                    |
| 00:52:44> 00:52:45:  | be Better Together.  |
|                      | •  |

| 00:52:46> 00:52:46: | Is that for you?  |
|---------------------|---|
| 00:52:46> 00:52:51: | The question is we talked also how that we have                     |
| 00:52:52> 00:52:59: | maybe benefits allocated to stakeholders who are not paying yet.    |
| 00:53:00> 00:53:03: | How are you think how we can get them paying                        |
| 00:53:03> 00:53:07: | on how you maybe could get an idea to capture                       |
| 00:53:07> 00:53:10: | that value and to deploy that to them and maybe                     |
| 00:53:10> 00:53:13: | get the business case fine but.                                     |
| 00:53:15> 00:53:20: | I think collaboration and trust are are key and I                   |
| 00:53:20> 00:53:25: | think sort of taking, taking that perspective and and bring         |
| 00:53:25> 00:53:30: | it more broadly and not just short term now, but                    |
| 00:53:30> 00:53:32: | also long term later.   |
| 00:53:32> 00:53:37: | I think it's really important and yeah, we talk a                   |
| 00:53:37> 00:53:44: | lot about measurement before as well, and sort of almost            |
| 00:53:44> 00:53:51: | the measurement justifying the action and the the investment,       |
| 00:53:51> 00:53:53: | if you will.  |
| 00:53:53> 00:53:55: | I wanted to comment on that because I think it's                    |
| 00:53:55> 00:53:56: | relevant here too.  |
| 00:53:57> 00:53:58: | And Maria also touched on it.                                       |
| 00:53:58> 00:54:03: | I think common sense is really important here and I                 |
| 00:54:03> 00:54:06: | use that a lot in other examples too.                               |
| 00:54:07> 00:54:10: | I'm, I'm Dutch, I'm from the Netherlands and sort of,               |
| 00:54:10> 00:54:14: | I think what Philips originally did in Eindhoven many decades       |
| 00:54:14> 00:54:17: | ago, I think it's still very interesting, but it's smart.           |
| 00:54:17> 00:54:21: | Started as a small lighting company, but I don't know               |
| 00:54:21> 00:54:25: | how or why, but they also invested in schools, they                 |
| 00:54:25> 00:54:30: | invested in housing for their workers, they invested in healthcare, |
| 00:54:30> 00:54:32: | even a football stadium.  |
| 00:54:33> 00:54:36: | And we've seen that in many other cities too.                       |
| 00:54:36> 00:54:39: | And I don't think they had a spreadsheet sort of                    |
| 00:54:39> 00:54:42: | to figure out what the financial benefit of that would              |
| 00:54:42> 00:54:45: | be before they started investing in all of that.                    |
| 00:54:46> 00:54:49: | And I think it's, it's that view, it's, it's exactly                |
| 00:54:49> 00:54:50: | what Maria said before.   |
| 00:54:50> 00:54:55: | It's, it's having the, the trust and the conviction that            |
| 00:54:55> 00:55:01: | if you invest in these software elements, actually, it ultimately   |
| 00:55:01> 00:55:02: | will do good.   |
| 00:55:02> 00:55:06: | But either for the community or the city or the                     |
| 00:55:06> 00:55:10: | people and therefore for financial returns as well.                 |
| 00:55:11> 00:55:14: | And I think that's sort of, and that's why we                       |
| 00:55:14> 00:55:20: | need to bring the different stakeholders that might not             |

necessarily

00:55:20 --> 00:55:23: own assets there, but have a wider role to play.

00:55:24 --> 00:55:28: I think we need to all bring them into the

conversation, but then to allow sort of people to also

00:55:33 --> 00:55:34: play a role.
 00:55:35 --> 00:55:38: And in some cases, like for example, the core 1st and I'm example that I showed sometimes it's also for public sector to let the private sector take initiatives.

**00:55:47 --> 00:55:53:** And by just providing flexibility if for example, repurposing or **00:55:53 --> 00:56:00:** sometimes densifying, speeding up planning processes, that's already huge benefit

**00:56:00 --> 00:56:02:** because time is a cost to.

**00:56:03 --> 00:56:08:** So it's paying doesn't necessarily mean monetary payment.

**00:56:08 --> 00:56:11:** Contributions can be in many different ways.

00:56:11 --> 00:56:15: And I think that's really important that for the public sector, it doesn't always mean that a subsidy is a

**00:56:19 --> 00:56:19:** payment.

**00:56:20 --> 00:56:25:** A subsidy can also be facilitating, bringing parties together, speeding

**00:56:25 --> 00:56:28:** up processes, being more flexible.

**00:56:28 --> 00:56:30:** I think that's really important to realise too.

**00:56:31 --> 00:56:33:** It realise I take too much time.

**00:56:33 --> 00:56:34:** Sorry for that.

**00:56:35 --> 00:56:37:** But you touched a really, really good point. **00:56:37 --> 00:56:40:** It's also the the role of the public sector.

00:56:40 --> 00:56:44: And maybe, Maria, as you were the vice or deputy
00:56:44 --> 00:56:47: mayor of Vienna, you have a lot of knowledge about
00:56:47 --> 00:56:51: the public sector and what the public, how the public

**00:56:51 --> 00:56:53:** sector could lead this way.

**00:56:54 --> 00:56:57:** And as we learned in this panel, the idea of **00:56:58 --> 00:57:01:** the nice could be really, really good idea.

**00:57:01 --> 00:57:05:** Maybe you could think how the European commissioner of ours

00:57:05 --> 00:57:08: maybe could spend some money on that and maybe you

**00:57:08 --> 00:57:11:** could give an idea how how you did it in

00:57:11 --> 00:57:12: Vienna.

00:57:12 --> 00:57:16: And as you talk also talked about this idea with 00:57:16 --> 00:57:20: our cities already, could that be the one idea that 00:57:20 --> 00:57:24: we could take this idea to other cities as well

00:57:24 --> 00:57:28: and also maybe on the level of the European Commission

**00:57:29** --> **00:57:29**: and EU?

00:57:30 --> 00:57:35: Very, very briefly, Sabrina, I think that what what the

00:57:35 --> 00:57:39: lesson to share from Vienna is that all of these

| 00:57:39> 00:57:43:   | visions need steering and they need teams.  |
|---|---|
| 00:57:43> 00:57:46:   | They need skilled, dedicated teams that will be responsible to  |
| 00:57:46> 00:57:47:   | steer that.   |
| 00:57:47> 00:57:50:   | They just don't happen just by themselves.  |
| 00:57:51> 00:57:53:   | And This is why we always need to focus on  |
| 00:57:54> 00:57:58:   | governance and institution building, which I personally believe is most   |
| 00:57:58> 00:58:01:   | probably one of the basic tasks of getting big things   |
| 00:58:02> 00:58:02:   | done.   |
| 00:58:03> 00:58:06:   | Now in in this case, I think it also means  |
| 00:58:06> 00:58:11:   | that the public hand needs to take the leading role   |
| 00:58:11> 00:58:15:   | and the steering role because you will have many actors   |
| 00:58:15> 00:58:20:   | that will be interested, that will be benefiting, that need   |
| 00:58:20> 00:58:23:   | to do to, to, to engage in change.  |
| 00:58:24> 00:58:28:   | Think of the taxonomy, think of corporate social responsibility.  |
| 00:58:28> 00:58:32:   | Think of all of the hundreds of aspects that will   |
| 00:58:32> 00:58:36:   | actually more or less mean that that big players need   |
| 00:58:36> 00:58:38:   | to move forward.  |
| 00:58:38> 00:58:41:   | And that you have all of these small players, like  |
| 00:58:41> 00:58:44:   | small homeowners who would actually also like to retrofit their   |
|   |   |
| 00:58:44> 00:58:46:   | homes and have lower energy bills.  |
| 00:58:44> 00:58:46:<br>00:58:46> 00:58:48:  |   |
|   | homes and have lower energy bills.  |
| 00:58:46> 00:58:48:   | homes and have lower energy bills. But who steers that?   |
| 00:58:46> 00:58:48:<br>00:58:48> 00:58:49:  | homes and have lower energy bills. But who steers that? Who organizes that?   |
| 00:58:46> 00:58:48:<br>00:58:48> 00:58:49:<br>00:58:49> 00:58:53:   | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and   |
| 00:58:46> 00:58:48:<br>00:58:48> 00:58:49:<br>00:58:49> 00:58:53:<br>00:58:53> 00:58:58:  | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think   |
| 00:58:46> 00:58:48:<br>00:58:48> 00:58:49:<br>00:58:49> 00:58:53:<br>00:58:53> 00:58:58:<br>00:58:58> 00:59:01:   | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna.  |
| 00:58:46> 00:58:48:<br>00:58:48> 00:58:49:<br>00:58:49> 00:58:53:<br>00:58:53> 00:58:58:<br>00:58:58> 00:59:01:<br>00:59:02> 00:59:06:  | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot   |
| 00:58:46> 00:58:48:<br>00:58:48> 00:58:49:<br>00:58:49> 00:58:53:<br>00:58:53> 00:58:58:<br>00:58:58> 00:59:01:<br>00:59:02> 00:59:06:<br>00:59:06> 00:59:11:   | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call   |
| 00:58:46> 00:58:48: 00:58:48> 00:58:49: 00:58:49> 00:58:53: 00:58:53> 00:58:58: 00:58:58> 00:59:01: 00:59:02> 00:59:06: 00:59:06> 00:59:11: 00:59:11> 00:59:16:   | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call it climate budgeting, if you will, which means looking into   |
| 00:58:46> 00:58:48: 00:58:48> 00:58:49: 00:58:49> 00:58:53: 00:58:53> 00:58:58: 00:58:58> 00:59:01: 00:59:02> 00:59:06: 00:59:06> 00:59:11: 00:59:11> 00:59:16: 00:59:16> 00:59:20:   | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call it climate budgeting, if you will, which means looking into all measures that we're deciding to take as a city administration and what they mean in terms of saving   |
| 00:58:46> 00:58:48: 00:58:48> 00:58:49: 00:58:49> 00:58:53: 00:58:53> 00:58:58: 00:58:58> 00:59:01: 00:59:02> 00:59:06: 00:59:06> 00:59:11: 00:59:11> 00:59:16: 00:59:16> 00:59:20: 00:59:20> 00:59:25:   | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call it climate budgeting, if you will, which means looking into all measures that we're deciding to take as a city administration and what they mean in terms of saving carbon,   |
| 00:58:46> 00:58:48: 00:58:48> 00:58:49: 00:58:49> 00:58:53: 00:58:53> 00:58:58: 00:58:58> 00:59:01: 00:59:02> 00:59:06: 00:59:06> 00:59:11: 00:59:11> 00:59:16: 00:59:16> 00:59:20: 00:59:20> 00:59:25:   | homes and have lower energy bills.  But who steers that?  Who organizes that?  So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna.  And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call it climate budgeting, if you will, which means looking into all measures that we're deciding to take as a city administration and what they mean in terms of saving carbon, right, or producing.  |
| 00:58:46> 00:58:48: 00:58:48> 00:58:49: 00:58:49> 00:58:53: 00:58:53> 00:58:58: 00:58:58> 00:59:01: 00:59:02> 00:59:06: 00:59:06> 00:59:11: 00:59:11> 00:59:16: 00:59:16> 00:59:20: 00:59:20> 00:59:25:   | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call it climate budgeting, if you will, which means looking into all measures that we're deciding to take as a city administration and what they mean in terms of saving carbon, right, or producing. Emitting carbon is also a very valid way to monetize   |
| 00:58:46> 00:58:48: 00:58:48> 00:58:49: 00:58:49> 00:58:53: 00:58:53> 00:58:58: 00:58:58> 00:59:01: 00:59:02> 00:59:06: 00:59:06> 00:59:11: 00:59:11> 00:59:16: 00:59:20> 00:59:20: 00:59:20> 00:59:25:   | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call it climate budgeting, if you will, which means looking into all measures that we're deciding to take as a city administration and what they mean in terms of saving carbon, right, or producing. Emitting carbon is also a very valid way to monetize Co benefits because there are formulas if you start by looking into saving emissions or producing emissions to also,  |
| 00:58:46> 00:58:48: 00:58:48> 00:58:49: 00:58:49> 00:58:53: 00:58:53> 00:58:58: 00:58:58> 00:59:01: 00:59:02> 00:59:06: 00:59:06> 00:59:11: 00:59:11> 00:59:16: 00:59:20> 00:59:20: 00:59:20> 00:59:25: 00:59:25> 00:59:31: 00:59:31> 00:59:35: 00:59:35> 00:59:41: | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call it climate budgeting, if you will, which means looking into all measures that we're deciding to take as a city administration and what they mean in terms of saving carbon, right, or producing. Emitting carbon is also a very valid way to monetize Co benefits because there are formulas if you start by looking into saving emissions or producing emissions to also, as   |
| 00:58:46> 00:58:48: 00:58:48> 00:58:49: 00:58:49> 00:58:53: 00:58:53> 00:58:58: 00:58:58> 00:59:01: 00:59:02> 00:59:06: 00:59:06> 00:59:11: 00:59:11> 00:59:16: 00:59:20> 00:59:20: 00:59:25> 00:59:25: 00:59:26> 00:59:31: 00:59:31> 00:59:35: 00:59:35> 00:59:41: | homes and have lower energy bills. But who steers that? Who organizes that? So realizing that leading today for the public hand and especially for city administrations is more steering is I think the take away from Berlin and from Vienna. And one last thing, because we've been talking a lot about measuring, I think that carbon budgeting, we can call it climate budgeting, if you will, which means looking into all measures that we're deciding to take as a city administration and what they mean in terms of saving carbon, right, or producing. Emitting carbon is also a very valid way to monetize Co benefits because there are formulas if you start by looking into saving emissions or producing emissions to also, as I said, actually Co calculate for benefits. |

| 00:59:52> 00:59:57: | strong point to realizing that, yes, measuring is good and                        |
|---------------------|---|
| 00:59:57> 01:00:02: | is needed, but we're in the beginning of these processes.                         |
| 01:00:02> 01:00:05: | We need to think about how to measure now at                                      |
| 01:00:05> 01:00:07: | the local level so that we can then have the                                      |
| 01:00:07> 01:00:10: | figures that we need in 10 years from now.  |
| 01:00:11> 01:00:11: | But.  |
| 01:00:12> 01:00:12: | We did, Maria.  |
| 01:00:12> 01:00:14: | I don't want to interrupt.  |
| 01:00:14> 01:00:16: | You know, we have to come to an end.  |
| 01:00:17> 01:00:19: | Thank you, I've made all the points I wanted.                                     |
| 01:00:20> 01:00:21: | I know, I know your points.   |
| 01:00:21> 01:00:25: | That's why I know now I can interrupt because I                                   |
| 01:00:25> 01:00:29: | also want to ask a really, really last question.                                  |
| 01:00:29> 01:00:32: | And then we have really to come in and to   |
| 01:00:32> 01:00:36: | Vicki, because I, we understood that there's a lot of                             |
| 01:00:36> 01:00:40: | investment questions, a lot of questions about governance                         |
|                     | and so  |
| 01:00:40> 01:00:40: | on.   |
| 01:00:40> 01:00:45: | But what kind of what kind of role the architects                                 |
| 01:00:45> 01:00:46: | could play here?  |
| 01:00:46> 01:00:50: | Maybe give some ideas also, especially on the on the                              |
| 01:00:50> 01:00:51: | teams, Maria said.  |
| 01:00:51> 01:00:56: | I think architects and other good consultants could play a                        |
| 01:00:56> 01:01:00: | really important we're here and we already have to close.                         |
| 01:01:01> 01:01:01: | Yes.  |
| 01:01:01> 01:01:06: | So last closing remarks, I think Maria's point on collaboration                   |
| 01:01:06> 01:01:07: | is entirely valid.  |
| 01:01:08> 01:01:11: | I think both Lisette and Maria made that point that                               |
| 01:01:11> 01:01:14: | that's where we design teams thrive when we're really working                     |
| 01:01:14> 01:01:15: | in collaboration.   |
| 01:01:15> 01:01:19: | And for me, I think also picking up on that                                       |
| 01:01:19> 01:01:22: | point of the carbon or the climate budget that for                                |
| 01:01:22> 01:01:26: | us, we work best when we're able to define the                                    |
| 01:01:26> 01:01:30: | brief with the client and considering not only those financial                    |
| 01:01:30> 01:01:35: | impacts, but also what that means for the wider planetary                         |
| 01:01:35> 01:01:35: | impacts.  |
| 01:01:36> 01:01:38: | So when the architects able to come in and work                                   |
| 01:01:38> 01:01:42: | alongside the client, considering those neighborhood benefits and actually define |
| 01:01:42> 01:01:43: | those into the brief.   |
| 01:01:44> 01:01:46: | So that even if we're not exactly sure how we're                                  |
| 01:01:46> 01:01:49: | measuring the social value, social impact, we've actually got                     |
|                     |   |

the 01:01:49 --> 01:01:50: targets in the brief at the outset. 01:01:51 --> 01:01:53: So that as we go through value engineering process, we've 01:01:53 --> 01:01:56: got those clear guiding lights that inform those decisions. 01:01:56 --> 01:01:59: I think that's one of the things that we can 01:01:59 --> 01:02:01: really all set so that we've got those KPIs that 01:02:01 --> 01:02:03: we're all working to on all of our future projects. 01:02:05 --> 01:02:07: Thank you so much for that. 01:02:07 --> 01:02:10: And there's one call to action because we had one 01:02:10 --> 01:02:15: question from the audience and showcasing that there's one really 01:02:15 --> 01:02:19: good example in Glasgow, if I understand it, hopefully correctly. 01:02:19 --> 01:02:23: Catherine, you reached out to that and I we will 01:02:23 --> 01:02:28: if you're interested to be part of the discussion that this is in this case comes from AUK based I 01:02:28 --> 01:02:31: 01:02:31 --> 01:02:34: would say not prop tech. 01:02:34 --> 01:02:36: This is not nice, this what what what you're doing, 01:02:36 --> 01:02:38: but you do a similar work in Glasgow. 01:02:38 --> 01:02:42: And if somebody else is interested in joining and I think we will have this cash with fuel afterwards, how 01:02:42 --> 01:02:45: 01:02:45 --> 01:02:48: we maybe could share the lessons what you have. 01:02:48 --> 01:02:52: But if somebody from this audience communities happy to involve that because we all understood we all have to play 01:02:52 --> 01:02:56: 01:02:56 --> 01:02:56: a role here. Happy to reach out to us and we will met 01:02:57 --> 01:03:01: 01:03:01 --> 01:03:02: you with Katherine. 01:03:03 --> 01:03:05: So and then thank you a lot for all your 01:03:05 --> 01:03:08: work, especially also from my point of view as a 01:03:08 --> 01:03:11: Berliner for all your work you've done for Berlin. 01:03:11 --> 01:03:14: First of all, thank you for this discussion. 01:03:15 --> 01:03:18: Thank you for all of you was with us today. 01:03:18 --> 01:03:22: Hopefully you learned something and then there will be a 01:03:22 --> 01:03:24: little as survey afterwards. 01:03:24 --> 01:03:29: The whole session will be of course was recorded and 01:03:29 --> 01:03:34: we will have have the report available on Knowledge Finder

Thank you so much for hosting us.

Thank you.

as well as I do and have a nice afternoon.

for for your friends and hopefully you enjoyed the session

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