

PfP/OIC Strategic Cooperation Agreement – Presentation to Housing Market Partnership

Duncan Bertram – Senior Development
Manager (Land), Scotland

26th March 2026

Introductions



Neil Ross

Developments Director (Scotland) |
Places for People Developments

Duncan Bertram

Senior Development Manager (Land) –
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Susan Davies

Development Manager – Scotland |
Places for People Developments



Kelly Brown

Director – Places for People Scotland

Ciara Toland

Head of Communities – Places for
People Scotland



Context

- Initial visit to Orkney Islands Council took place **February 2024**.
- Solicitors instructed on Strategic Cooperation Agreement in November 2024.
- Delegated authority to enter into the Strategic Cooperation Agreement approved at Policy and Resources Committee and ratified at Full Council July 2025.
- SHIP approved at committee and ratified at Full Council October 2025.
- Concluded Strategic Cooperation Agreement November 2025.
- Visit and Stakeholder Engagement January 2025.
- Presentation to Housing Market Partnership March 2026.

Places for People Group



- Places for People is the UK's leading Social Enterprise.
- We are a network of companies, creating happy, inclusive and sustainable Communities.
- We own or manage more than 262,000 homes.
- In 2024-25 we delivered 2,296 new homes.
- Our profits are reinvested into our communities and in 2024-25 we generated £500m to invest in social value schemes.
- We recognize that the housing emergency affects **all** communities.



Places for People Scotland (PfPS)

- Places for People Scotland are responsible for 7,966 properties in Scotland, with the vast majority being for Social Rent.
- Our 5 year business plan supports the continued growth of development handovers, estimated at over 1,700 units over 5 years – with our proposals for Orkney included within the business plan.



- Our Communities matter, which is why we take pride in our track record of delivering for our Communities;
- Our focus is on delivering a faster, more reliable service, with 95% of emergency repairs now responded to within 24 hours.
- We take Community Safety and tackling Anti-Social Behaviour very seriously. During 2024/25 we achieved a resolution rate of 94.04% for ASB with a total of 503 cases addressed.
- Our financial inclusion team in Scotland supported 754 Customers to generate an additional £2 million in income through rent related benefits, disability benefits, and earnings replacement.



Our 2024/25 KPIs in Scotland:

568

people supported towards education, employment and training.

4,243

people helped with financial and digital inclusion, including hardship funding.

6,304

people supported through projects targeting health and wellbeing.

54

projects supported to create thriving Communities.

8,367

people supported through projects targeting sustainable, resilient Communities.

£31,700

raised from external sources to support our social value activities.

12,807

people supported through our Community projects.

£14m

in social value generated through our core work and social impact activities, measured using HACT Social Value Bank and other frameworks.



Strategic Cooperation Agreement and Development Programme

Strategic Cooperation Agreement

- Commitment to develop a land pipeline for the delivery of 500 new homes.
- 60% of the homes will be affordable tenures, supporting OIC's target for 1,035 new homes by 2034.
- Establishes a Permanent Working Group consisting officers from OIC and representatives from Places for People to support the delivery of the agreement and the development programme.
- Commitment to engaging with local contractors and consultants in the procurement and tendering process and ensure community benefit provisions are considered.



SHIP Allocated Sites



Site	Housing Market Area	Landlord
Independent Living	Kirkwall	OIC
Coplands Road	Stromness	OIC
Walliwall Ph 10	Kirkwall	OHAL
Burnmouth Road	Kirkwall	OIC
Toab	East Mainland and Linked South Isles	OHAL
Graeme Park, Holm	East Mainland and Linked South Isles	OHAL
Burray	East Mainland and Linked South Isles	OHAL
Papdale Halls demolition	Kirkwall	OIC
Dounby – next to Care Home	West Mainland	OIC
Houton	West Mainland	OIC
Orphir	West Mainland	OIC
Weyland Ph 1	Kirkwall	PfP
Former Papdale Halls	Kirkwall	PfP
Grainbank Ph 1*	Kirkwall	OHAL
Weyland Ph 2	Kirkwall	PfP
Midgarth	Stromness	OHAL
Various	The Isles	Development Trusts

Overall Project Timeline – Target Dates

- November 2025 – Concluded Strategic Cooperation Agreement
- January 2026 – Orkney Visit
 - Stakeholder engagement – OIC; OHA; Contractors
 - Site Visits
- January 2026 – June 2026: Due Diligence
 - Architectural procurement exercise
 - Legal and technical diligence on SHIP Allocated Sites
- June 2026 – December 2027: Progress Development Site to Site Acquisition
- January 2028: Commence Construction
- January 2029: Completion of first homes.



Update on Architectural Procurement

- Procuring Architectural Services via Places for People's in-house **Procurement Hub**. Appointment to cover first two sites to be developed.
- Mini Design Competition for notional 100 unit site.
 - A significant portion of the Tender will be based on the proposed layout and an accompanying Design Statement which will need to demonstrate the following;
 - Understanding of OIC planning policy context
 - Placemaking and built form
 - Boundaries and Edges
 - Open Space and Landscaping
 - Access, Permeability and Roads
 - Commerciality
 - Assessment criteria has been largely informed by the Council's structure for site Development Briefs and has been reviewed with Gavin Barr.
- Anticipate Tender Returns **11th May**.



Q&A

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