08:30  Registration

09:25  Welcome from the Chair, Jeremy Porteus, Chief Executive, Housing Learning and Improvement Network

09:30  Retirement Living: Where is the opportunity?
Anthony Oldfield, Director, Living Advisory, Healthcare, JLL

By 2025, 20% of the UK population will be over 65 (14.3 million people). Currently the over-65s own a combined circa £1trn of housing equity. In this market overview JLL will explore the opportunity for investors, developers and operators, and assert how the sector needs to develop to overcome undersupply while meeting the changing demand of occupiers.

10:00  Residents Panel: Hear what residents think – Developing with the customer in mind
We’ve invited a diverse panel of retirement living residents to tell us what they want from their next stage of life. What’s important for them when considering their property options and what do they value? What attracted them to their new lifestyle and home, and what put them off? What do they think of different payment models? What more should developers and operators be doing to make retirement living aspirational?

Retiree panelists:
Brent Joyce, Renting in an Anchor Hanover development, Peterborough, Chairman of the AH Resident’s Council
Sue Russell, Soon to move to a retirement property in South Wales
Carl Parsons, Retired Professor of Social Inclusion Studies, living in a non-retirement property

Insight and research on customer-centric development presented by ColladoCollins Architects

Dominic Hailey, Senior Team, ColladoCollins Architects
Carly Dickson, Architectural Research Specialist, ColladoCollins Architects & Design Researcher, MIT AgeLab
The UK housing market is at the weakest point in a decade, stoking a greater demand for rental properties in the retirement housing market. Scottish Widows is currently predicting the number of retired renters will increase to nine million by 2022. Seizing this growing opportunity, this year Birchgrove opens its doors to the UK’s first BTR retirement scheme. We are joined by Honor Barratt, managing director of Birchgrove, who will share the triumphs and the challenges of this new retirement living model.

In June this year, LifeCare Residences’ plans for a £97m scheme in Gondar Gardens, West Hampstead, were rejected in a ruling that would have far-reaching implications for the sector. The decision set a precedent by ruling that event fees should be taken into account to determine the level of affordable housing required. We have brought together a panel of industry experts to explore what the decision means for future development proposals and to discuss more broadly how the planning regime in London is affecting the viability of retirement housing in the capital.

The public image of retirement living needs a makeover. How do we encourage people to embrace the move to retirement living as they do overseas?
No to retirement – yes to renewal. How re-envisioning senior living will revitalise the housing market

Johnny Sandelson, Co-founder and Chief Executive, Auriens

Entrepreneurial developer Johnny Sandelson explains how tapping into seniors’ appetite for renewal could generate positive disruption up and down the property ladder. Today’s older generation has greater disposable income, better health and longer life expectancy than any other. Johnny believes that encouraging them to see retirement as renewal – an opportunity to reshape rather than restrict their lives – could deliver a double win for the market by accelerating growth in the senior property sector and unlocking property equity across the board.

13:00 Lunch and networking

14:10 Spotlight session: The intergenerational opportunity

Channel 4’s Old People’s Home for 4 Year Olds has shone a spotlight on the potential of intergenerational schemes that provide retirement housing alongside children’s nurseries or even student housing. Our experts share their insights on the potential benefits of intergenerational schemes, looking at what lessons can be learned from existing developments and how best to design and operate schemes that bring different generations together.

Jenny Buterchi
Partner
PRP Architects

Stephen Burke
Director
United For All Ages

Judith Ish-Horowicz MBE
Principal
Apples and Honey Nightingale CIC

Justin Shee
Chief Executive and Founder
Kohab

14:50 The OWCH model: developing co-housing

Maria Brenton, Senior Co-housing Trust Ambassador and Founding Member, Older Women’s Co-Housing (OWCH)

Sharing insight from the UK’s first example of private and social partnership specifically designing and running housing for older female residents, Older Women’s Co-Housing (OWCH) has become a blueprint for the development of co-housing. Maria Brenton, Founding Member of OWCH, will share her experience of the project and community development.
15:10 **Panel discussion: Developing for the next generation of retirement living customer**
Our ageing population is healthier, wealthier and more independent than previous generations. This needs to be reflected in the next generation of retirement schemes. What will the retirement living schemes of the future look like and where will they be built?

15:50 **Interview: US-style operations - what translates from across the pond?**

**Gavin Stein**, Chief Executive and Founder, Elysian Residences

How can the UK emulate the thriving retirement living market in the US? We are joined by Gavin Stein, Chief Executive and Founder of Elysian Residences, who is bringing aspirational, US-style senior living to the UK. Hear about Elysian’s UK offering, and what translates from across the pond and what doesn’t.

16:10 **Afternoon refreshments and networking**

16:30 **Building your base: tapping into mid-market consumers**

**Kevin Shaw**, Managing Director, Development, Audley Group

The more affluent end of the market has seen huge investment over the past few years. However, the mid-market offers a potentially bigger opportunity. How are developers and operators tapping into this much-underserved sector of the market? This case study will explore how the customer offering and payment model can be tailored to the mid-market.

16:50 **Panel discussion: Deal or No Deal**

What does it take to win investment in today’s market? We’ll be pitching proposals to our panel of the UK’s leading investors and asking them what will it be, ‘Deal or No Deal’?

17:30 **Closing remarks and networking drinks reception**

Please note: Information correct at time of publishing. Programme and speakers subject to change.
Honor joined Birchgrove, a specialist age-exclusive developer building assisted-living developments for rent in 2018. She believes renting rather than owning a home to be the most liberating form of tenure, allowing residents to retain their independence without the burdens of home ownership.

Will joined Retirement Villages Group in April 2019. He was previously Executive Director at Grosvenor Group. He has also been Chair of the Mayfair Forum, responsible for creating one of London’s first Neighbourhood Plans, and a board member of the New West End Company. Will is also a Trustee of the Old Royal Naval College.

Kevin has been committed to the retirement living sector for the past 15 years, as both a developer and an operator. Before joining the Octopus Healthcare Executive Management Team in January 2018, Kevin was an Executive Director and Group Board Member at One Housing Group, leading their healthcare business.

Stephen founded United for all Ages in 2010, aiming to bring communities of old and young together. He was previously Chief Executive of two national care charities and the leader of a London borough. He has been Trustee and Chair of national and local charities and is chair of Finance at North Norfolk NHS Clinical Commissioning Group.
Meet the speakers

**Jenny Buterchi**  
Partner  
PRP Architects

Jenny is an expert within PRP’s later-living team with extensive knowledge in the area of housing design. She has delivered award-winning schemes covering a range of specialist provision for older people, mental health and learning disabilities including intergenerational living, retirement housing, housing with care, care homes, day centres and design for dementia.

**Gary Day**  
Executive Land and Planning Director  
McCarthy & Stone

Gary has more than 30 years’ experience in retirement housing. He has sat on numerous committees and research steering groups, most recently the HAPPI 3 Inquiry Panel led by Lord Best and the Welsh Government’s Expert Group on Housing an Ageing Population in Wales.

**Carly Dickson**  
Design Researcher  
MIT AgeLab

Carly is an architectural designer, researcher, and fellow of the MIT AgeLab. Her work is focused on inclusive environments that are radically accessible and wildly engaging for all ages. Her work and talks champion design as a tool to enable and empower people of all ages and abilities.

**Carl Dyer**  
National Head of Planning  
Irwin Mitchell

Carl has nearly 35 years’ experience in planning and development, with a particular focus on retail and mixed-use regeneration projects. Carl also promotes housing, care homes, crematoria, and significant commercial developments - including the biggest print works in the world for News Group UK. He is also the recipient of the Anthony London Law Prize.

**James Fenner**  
Managing Director  
Silk Road Marketing

James Fenner is the founder of the marketing consultancy Silk Road. He has an innate desire for the property industry to become customer centric and future focused – from product design to marketing. He advises clients on creating a customer - and future-proofed product and effective marketing.

**Dominic Hailey**  
Senior Team  
ColladoCollins Architects

Dominic is an architect who has been designing and constructing buildings for older people for over a decade. His focus is on delivering beautiful buildings that are desirable places to live and that improve quality of life for their residents.

**Robin Hubbard**  
Head of Real Estate Capital  
Schroder Real Estate Investment

Robin has almost 30 years’ experience in raising debt and equity capital in public and private markets from institutional investors across the world. Prior to joining Schroder in 2018, he spent six years at InfraRed Capital Partners. He was previously engaged in similar activities at CBRE Capital Advisors, Probitas Partners and Rothschild.

**Judith Ish-Horowicz MBE**  
Director and Principal  
Apples and Honey  
Nightingale CIC

A passionate advocate of uniting the generations, Judith is intergenerational lead at the UK’s first co-located nursery within a care home, Nightingale Hammerson. She now supports others to develop a variety of intergenerational models. A school governor, Judith was awarded an MBE for services to early-years education in 2010.
Meet the speakers

Liz Loughran  
Managing Director  
Line Planning

Liz is a qualified consultant of 25 years’ experience in law and town planning. By background she is a planning solicitor. She makes proposals to bring planning strategy, health and wellbeing together in the context of policy, guidance and regulation. Her experience includes working for private developers, the Mayor of London, the London Assembly and London Councils.

Andrew Ovey  
Head of Healthcare  
AXA IM

Andrew is responsible for almost €2bn of healthcare real estate investments for AXA IMRA. During more than 20 years in healthcare and real estate investment and lending, he’s been a partner at Lodestone Capital, Investment Director at the UK private hospital operator Circle, and responsible for European healthcare real estate investing and lending at GE Capital.

Nigel Marcoolyn  
Director  
Cowan Architects

Nigel has broad experience across sectors spanning health, premium care and nursing homes, education, residential and leisure facilities having set up London bases for both Saunders and Bond Bryan Architects. He is a RIBA Chartered Architect and a RIBA Client Design Advisor with a dual qualification in town and regional planning.

Jeremy Porteus  
Chief Executive  
Housing Learning and Improvement Network

Jeremy was formerly national lead for housing at the Department of Health responsible for its then Extra Care Housing capital programme and known for his thought leadership. After leaving the department, he founded the independent Housing LIN, bringing together over 40,000 housing, health and social care professionals in England and Wales to exemplify innovative housing solutions for an ageing population.

Anthony Oldfield  
Director - Living Advisory - Healthcare  
JLL

Anthony is a leading expert in the nursing home and retirement living property markets. He is also highly involved in agency work, particularly in the sale of land for new healthcare assets and retirement housing developments. Prior to joining the team at JLL back in 2013, Anthony had almost 20 years of experience in the healthcare sector.

Guy Sackett  
Partner  
Irwin Mitchell

Guy is a real estate partner at national law firm Irwin Mitchell, with over 20 years’ experience in commercial and residential development. His practice is focused on key residential sub-sectors being strategic land, retirement living, build to rent and student accommodation, acting for a number of leading developers, promoters and operators. He also has significant experience in large scale residential-led mixed use regeneration schemes and heads up the firm’s Retirement Living team.
Johnny Sandelson established ARCO on behalf of its founding members in 2012, and is a regular contributor to parliamentary inquiries, sector conferences and the press. ARCO’s work is focused on tackling issues around regulation and policy, self-regulation, public awareness and supply of high quality retirement communities.

Prior to ARCO, Johnny worked as a public sector consultant and journalist.

Justin Shee founded Kohab in 2018. This intergenerational living venture brings old and young to live together in mutual support. It was inspired by his observation that old people have an aversion to living in retirement living ‘age ghettos’. He previously worked in the Alternative Investment team at JLL.

Nigel Saunders is passionate about multi-generational living and has been one of the driving forces behind Pozzoni’s designs for a theoretical high-rise, mixed-use scheme with senior and general needs living alongside care, leisure, a primary school and other community facilities. Nigel is also part of the Greater Manchester Combined Authority’s Ageing Hub ‘Housing & Planning Group’.

Gavin has 15 years of experience in real estate investment and development, working for institutional investment and development firms. Previously Gavin was an Associate Partner at real estate private equity fund Brockton Capital, London. Prior to Brockton, Gavin was a Senior Vice President at Mesirow Financial Real Estate, Chicago, responsible over a four-year period for residential and mixed-use developments.

Kevin is a Chartered Director with the Institute of Directors and joined Audley in May 2013, progressing to his current position as Managing Director Development in 2017. Kevin is responsible for the Development arm of the business. His key responsibilities include construction, planning, real estate sales, all related financing and budgets. He is also a Non-Executive Director for Two Rivers Housing.

Michael established ARCO on behalf of its founding members in 2012, and is a regular contributor to parliamentary inquiries, sector conferences and the press. ARCO’s work is focused on tackling issues around regulation and policy, self-regulation, public awareness and supply of high quality retirement communities. Prior to ARCO, Michael worked as a public sector consultant and journalist.