

[REDACTED]

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**From:** [REDACTED]  
**Sent:** 28 May 2019 14:53  
**To:** [REDACTED]  
**Subject:** FW: Cabinet Secretary - Visit to Crosswinds

**From:** [REDACTED]  
**Sent:** 28 May 2019 11:19  
**To:** [REDACTED]  
**Subject:** FW: Cabinet Secretary - Visit to Crosswinds

**From:** [REDACTED]  
**Sent:** 12 April 2019 15:44  
**To:** [REDACTED]  
**Subject:** Re: Cabinet Secretary - Visit to Crosswinds

[REDACTED]

John isn't on Twitter in a professional capacity and we will be launching Crosswind on social media around the time of the visit. I'll get that across as soon as it's ready.

[REDACTED]  
Crosswind Developments

Email [REDACTED]

Tel [REDACTED]



On Fri, 12 Apr 2019 at 11:39, [REDACTED] wrote:

Thanks [REDACTED],

That is really helpful and sounds like it will be a good visit. Please see the attached biography of Richard Rollison who will be supporting Mr Mackay. There will also be one other member of Mr Mackay's office with him.

Can I also get Crosswind's and/or John's professional twitter handle?

[REDACTED]

From: [REDACTED]

Sent: 12 April 2019 11:04

To: [REDACTED]

Subject: Re: Cabinet Secretary - Visit to Crosswinds

[REDACTED]

Apologies for the delay. We were waiting to confirm the location for arrival which is now the Fire Training Centre at Edinburgh Airport which is located at the end of Turnhouse Rd. I've attached a map as it's accessed via the Maybury Rd at the Maybury roundabout as opposed to the usual way to approach the airport. The FTC is at the very end of Turnhouse Road, almost by the runway, and is on the right. It is signposted when you get there.

As a bit of background, the proposed visit came about after our CEO John Watson met the minister at the Edinburgh Chamber of Commerce dinner last month.

Crosswind was set up to develop 150 acres around the airport into residential, commercial and retail developments and as part of that, we want to create a dedicated Digital Quarter to make Edinburgh more attractive to global and local technology companies given the unique connectivity of the site both nationally and internationally.

We're also in discussions with City of Edinburgh Council, Scottish Enterprise, Edinburgh and Heriot Watt universities among others as we develop our plan and have a meeting with the Scottish Government's chief planner scheduled for early May.

We will begin formal consultation next month with a view to submitting a planning application later this year. There are a lot of developments in West Edinburgh but Crosswind is the only brownfield site and has already secured financial backing from our parent company so we're in a good position to progress subject to planning permission.

I've attached the press release from last month to explain the background to the development in more detail. I've attached a suggested itinerary along with biogs of the main Crosswind Board attendees. We're planning to spend the first part explaining the background and plan for Crosswind in the context of the West Edinburgh strategy.

We've also got some new branding to unveil around the name for the site which we'll show the minister are also aiming to have the first cut from some economic analysis we've had done on the number of jobs,

economic value of the Crosswind development with particular emphasis on our plans for a 'Digital Quarter'.

We're proposing a visit to the Crosswind South site. There's nothing on there just now though there's a fair bit of work being done nearby by the airport but will give you an idea of the size and scale. We'll provide transport and hi-viz clothing.

We're also proposing to bring a photographer if that's ok. We will be doing a news release on our economic study later that day as well as the new site branding and possibly our proposals to create a temporary space for tech start ups in a hangar we are kitting out. John has discussed the latter with Steve Dunlop of SE. We will share all this with you before April 23.

I believe the minister has met the other Crosswind board members in their other capacities. We may be joined for part of the visit by Gordon Dewar, Edinburgh Airport CEO who he also knows.

You can find more info at our website <https://www.crosswinddevelopments.com/>

If you want to discuss any of this before you brief the minister or afterwards, give me a call [REDACTED] I'm in a meeting until 12 today but free after that.

Finally, the only thing we need from you is a list of attendees from your side.

Best wishes

On Thu, 11 Apr 2019 at 11:26, < [REDACTED] > wrote:

[REDACTED]

I have been passed the visit of Mr Mackay to your Crosswinds site on the 23rd of April to organise from our side. I will need to brief Mr Mackay on this visit, so if I could get the following information by tomorrow afternoon that would be great.

I am looking for information to confirm timings, location, meeting point, itinerary, who he will be meeting and the purpose of the meeting. This will help to ensure everything goes smoothly and we make the best use of time.

Would you be able to send this information to me by tomorrow - alternatively if you think it would be better to speak, please let me know a suitable time and number to call you on.

Many thanks  
[REDACTED]

[REDACTED]  
Head of Capital Investment Policy  
Directorate for International Trade and Investment  
Scottish Government  
5 Atlantic Quay  
[REDACTED]  
[REDACTED]

[REDACTED]

\*\*\*\*\*

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Tha am post-d seo (agus faidhle neo ceanglan còmhla ris) dhan neach neo luchd-ainmichte a-mhàin. Chan eil e ceadachd a chleachdadh ann an dòigh sam bith, a' toirt a-steach còraichean, foillseachadh neo sgaoileadh, gun chead. Ma 's e is gun d'fhuair sibh seo gun fhiosd', bu choir cur às dhan phost-d agus lethbhreac sam bith air an t-siostam agaibh agus fios a leigeil chun neach a sgaoil am post-d gun dàil.

Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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[REDACTED]

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**From:** [REDACTED]  
**Sent:** 28 May 2019 15:54  
**To:** [REDACTED]  
**Subject:** Amended Timing Crosswinds Site Visit - 14:00 to 15:00

-----Original Message-----

**From:** [REDACTED]  
**Sent:** 17 April 2019 12:16  
**[REDACTED]**  
**Subject:** Amended Timing Crosswinds Site Visit - 14:00 to 15:00

Hi [REDACTED]

I am afraid that the Cabinet Secretary will only be able to make the site visit to Crosswind for one hour - between 14:00 and 15:00. Apologies for this. Would it be possible to get an updated itinerary through by tomorrow morning?

Many thanks

[REDACTED]

[REDACTED]  
Head of Capital Investment Policy  
Directorate for International Trade and Investment Scottish Government  
5 Atlantic Quay  
[REDACTED]  
[REDACTED]  
[REDACTED]

**March 12 2019**

## **STRATEGIC DEVELOPMENT OF EDINBURGH SITE TO ATTRACT JOBS AND INVESTMENT**

A plan to bring thousands of jobs to Edinburgh and attract global technology companies while helping develop home-grown digital businesses has been unveiled.

A dedicated 'Digital Quarter' will be the centre point of the 150-acre Crosswind site development near Edinburgh Airport.

The development of this strategically important, brownfield site will open up derelict land, build affordable housing, develop commercial properties and create local amenities.

Working with other agencies, the company behind the plan, Crosswind Developments, aims to create a unique Scottish 'digital community' which would augment Edinburgh's existing qualities as an attractive location for global companies.

The Digital Quarter would provide the kind of transport connections, offices, housing and leisure facilities that global technology companies expect when choosing where to locate, allowing Edinburgh to better compete with key existing European destinations.

The Crosswind site is within easy reach of much of Scotland's main population centres and is located next door to Edinburgh Airport which has more UK and international connections than any other Scottish airport.

John Watson, chief executive of Crosswind Developments, said the site offered a unique opportunity.

"Scotland, and Edinburgh in particular, should be an ideal location for global technology jobs but without a dedicated approach to creating the kind of environment technology companies are looking for, it's much harder to bring that investment here," he said.

"These companies want modern, state of the art offices, world class connectivity, an environment that is attractive to its workforce with easy access to global connections. A pool of high quality graduates is another important factor.

"Crosswind is, perhaps, one of the best connected, undeveloped sites in Scotland with immediate access to air, rail and road transport. It will have a focus on the kind of housing, working space and leisure facilities that people demand.

"Working with others, we believe we can make this part of Edinburgh one of the most attractive locations in the world for these companies while also nurturing home grown start-ups."

While many global technology firms are located in large cities, smaller centres are becoming popular as a smaller footprint allows shorter commutes, easier access to amenities and a better work/life balance. Cities like Amsterdam, Dublin and Berlin have all been successful in attracting the kind of firms the Digital Quarter could house.

"We will be working closely with all our partners, and the local communities, to ensure that our plans meet all their needs," said Mr Watson.

"This is a fantastic opportunity not just for Edinburgh but the whole of Scotland. Our relationship with Edinburgh Airport will help us develop strong UK and international connections and gives the site a unique advantage."

Mr Watson has joined other developers and delegations from the City of Edinburgh Council and the Scottish Government at MIPIM, the world's largest event for property developers and investors, which is taking place in Cannes this week.

Crosswind, which was set up by infrastructure investment giant Global Infrastructure Partners which also owns Edinburgh Airport, operates as an independent company with its own board of directors and is now moving into the consultation and planning phase of the project.

Alistair Darling, the former Chancellor of the Exchequer and an Edinburgh MP for 28 years, chairs the Crosswind board which includes Lesley Sawers, the Equality and Human Rights Commissioner for Scotland who has over 30 years experience at a senior level within both the public and private sectors, Andrew Sutherland, the Joint Managing Director of Miller Developments who brings extensive experience of the commercial property and housing sectors, investment specialist Andrew Gillespie-Smith and Mr Watson.

The development is expected to generate a significant capital investment in Edinburgh and Scotland's economy. The project aims to fit its ambitions with the Scottish Government and the City of Edinburgh Council's economic strategies and would strengthen the economic resilience of the local communities surrounding the site.

Crosswind has been working with a number of partners on the plans including Lichfields Planning Consultants, engineering and development consultants Mott MacDonald, Corstorphine + Wright architects, commercial estate agents Cushman & Wakefield, legal advisers Shepherd & Wedderburn and design agency Project.

Ends

For further details email [REDACTED] or contact [REDACTED] on [REDACTED]

Notes to Editors;

Pictures of the site can be downloaded from the Contact page at [www.crosswinddevelopments.com](http://www.crosswinddevelopments.com)

Crosswind is a 150 acre site in and around the defunct Runway 12/30 at Edinburgh Airport. The runway has been decommissioned and is not in use.

MIPIM is **Marché International des Professionnels d'Immobilier**. It is hosted by Reed MIDEM and includes an exhibition area, networking events and conference sessions over a period of 4 days.

There were 90,000 technology roles in Scotland in 2017. The Scottish Government wants to target 150,000 digital jobs in Scotland by 2021

Edinburgh was recently named the UK's top city for start-ups and attracts more foreign investment than any other tech cluster in the UK, outside London. According to Tech Nation Edinburgh has 92% growth potential.

Edinburgh hosts the largest number of tech firms in Scotland (25%)

Technology firms contributed £5bn to the Scottish economy in 2016 and GVA is forecast to grow by 38% by 2024.



**Crosswind site visit****Cabinet Secretary for Finance, Economy and Fair Work, Derek Mackay MSP**

Date: April 23 2019

Time: 1400-1600

Venue: Fire Training Centre, Turnhouse Road, Edinburgh

**Attending****Scottish Government**

Derek Mackay MSP

TBC

**Crosswind Board**

John Watson, CEO

Andrew Sutherland, Non-Executive Director

Professor Lesley Sawers, Non-Executive Director

**Crosswind Staff**

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

**Others**

TBC Gordon Dewar, CEO Edinburgh Airport

[REDACTED], Lichfields (planning advisers to Crosswind)

Rep of Mott Macdonald (infrastructure advisers to Crosswind)

TBC - Photographer

**Itinerary****1400:** Cabinet Secretary arrives at Fire Training Centre, Turnhouse Rd.

Met by John Watson at reception. Meets Andrew Sutherland and Lesley Sawers in conference room.

**1405-1445:** Cabinet Secretary taken through background to West Edinburgh developments including Crosswind plan, new branding of site, Biggar Consulting economic analysis report findings and Crosswind consultation timetable.**1445-1530:** Site visit to Crosswind South and Gogar Burn. Transport and hi-viz clothing provided**1530-1545:** Return to FTC.**1600:** Cabinet Secretary departs.

## **Crosswind biographies**

### **John Watson**

John is chief executive of Crosswind Developments has over 20 years experience working with FTSE-100 and global companies.

John joined Global Infrastructure Partners (GIP) as an Operating Principal in 2013 and Chief Commercial Officer of their investment, Edinburgh Airport Limited. John works with a number of GIP investments worldwide.

Prior to joining GIP, he was managing director of Lloyds Banking Group's £50bn SME Lending portfolio and a founding Board Director of the Business Growth Fund plc. After qualifying as a Chartered Accountant with PwC Corporate Finance, John joined 3i plc. He has subsequently held a number of executive and non-executive positions globally.

John is Vice President of Edinburgh Chamber of Commerce, a Trustee of Entrepreneurial Scotland Foundation, Non Executive Director of Institute of Directors and a member of the ICAS Governing Council.

### **Dr Lesley Sawers O.B.E**

Lesley is as non-executive director of Crosswind and has over 30 years' experience working at senior levels within the private, public and third sector.

She was appointed Equalities and Human Rights Commissioner for Scotland in 2016. She is also Deputy Chair of the Scottish Environmental Protection Agency and a Trustee of Glasgow Life.

Previous senior public appointments include Chair of the Royal Mail Advisory Board for Scotland and Chair of Action for Children, Scotland.

She was Vice Principal and Pro Vice Chancellor for Business, Enterprise and Innovation at Glasgow Caledonian University and CEO of the Scottish Council for Development and Industry, Scotland's leading economic development think-tank.

Lesley has a PhD in Socio-Economics and holds two Honorary Doctorates. In 2017 she was awarded an OBE for services to business and equalities.

### **Andrew Sutherland**

Andrew is a non-executive director of Crosswind and has more than 30 years experience in the world of commercial property and development.

He joined Miller Group in 1992 and was appointed Joint Managing Director in 2004 with primary responsibility for the company's strategic direction and its development/investment activities in the office, mixed use, and industrial sectors throughout the UK, as well as several retail investments in mainland Europe.

He is a Chartered Member of the Institution of Civil Engineers and Governor of the Erskine Stewart's Melville College in Edinburgh, one of the UK's largest private schools where he chaired the Buildings' Committee. He was Assistant on the Master's Court of the Edinburgh Merchant Company where he was also a trustee on various charitable committees. He was also chairman of the Scottish Property Federation and Policy Committee member and a member of the Regeneration Committee of the British Property Federation.

**From:** [REDACTED]  
**Sent:** 28 May 2019 16:27  
**To:** [REDACTED]  
**Subject:** FW: Ministerial Briefing (2019) - DM - Crosswind Developments - Edinburgh - 23 April 2019 (A24133040)

-----Original Message-----

**From:** [REDACTED]  
**Sent:** 18 April 2019 11:43  
**To:** Cabinet Secretary for Finance, Economy and Fair Work <[CabSecFEFW@gov.scot](mailto:CabSecFEFW@gov.scot)>  
**Cc:** [REDACTED] Economy <[CommunicationsEconomy@gov.scot](mailto:CommunicationsEconomy@gov.scot)>; Government Car Service <[Government\\_Car\\_Service@gov.scot](mailto:Government_Car_Service@gov.scot)>; [REDACTED]  
**Subject:** RE: Ministerial Briefing (2019) - DM - Crosswind Developments - Edinburgh - 23 April 2019 (A24133040)

[REDACTED]

As discussed Crosswind has shortened the meeting to one hour. I have amended the engagement timing and the itinerary.

Regards

[REDACTED]

-----Original Message-----

**From:** [REDACTED] > On Behalf Of Cabinet Secretary for Finance, Economy and Fair Work  
**Sent:** 17 April 2019 09:40  
**To:** [REDACTED]  
**Subject:** RE: Ministerial Briefing (2019) - DM - Crosswind Developments - Edinburgh - 23 April 2019 (A24133040)

Hi [REDACTED]

We were under the impression that this visit was from 14:00 - 15:00, and only have diary space for this. Would it be possible to have the briefing amended to fit this hour slot, in Edinburgh Airport?

Many thanks

[REDACTED]

Assistant Private Secretary to:  
Derek Mackay MSP, Cabinet Secretary for Finance, Economy and Fair Work The Scottish Government | St Andrew's House | Edinburgh | EH1 3DG  
0131 244 5990

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Cabinet Secretary for Finance, Economy and Fair Work  
Derek Mackay MSP



Scottish Government  
Riaghaltas na h-Alba  
gov.scot

T: 0300 244 4000  
E: [scottish.ministers@gov.scot](mailto:scottish.ministers@gov.scot)

Mr John Watson  
Chief Executive Officer  
Crosswind Developments  
Edinburgh Airport  
Terminal Building  
EH12 9DN

[REDACTED]  
[REDACTED]

Our ref: 2019/0006843  
March 2019

Dear Mr Watson,

Thank you for your email of 1 March 2019 inviting Derek Mackay MSP, Cabinet Secretary for Finance, Economy and Fair Work, to a meeting to follow up on topics you both discussed at the Edinburgh Chamber of Commerce Business Awards on 28 February 2019.

Mr Mackay would be pleased to accept your invitation. Please contact his office at [CabSecFEFW@gov.scot](mailto:CabSecFEFW@gov.scot) or on 0131 244 4456 to make any necessary arrangements.

Yours sincerely,

[REDACTED]  
PRIVATE SECRETARY

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[www.gov.scot](http://www.gov.scot)



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[REDACTED]

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**From:** [REDACTED]  
**Sent:** 28 May 2019 15:23  
**To:** [REDACTED]  
**Subject:** Amended Timing Crosswinds Site Visit - 14:00 to 15:00

**From:** [REDACTED]  
**Sent:** 18 April 2019 09:42  
**To:** [REDACTED]  
**Subject:** Re: Amended Timing Crosswinds Site Visit - 14:00 to 15:00

[REDACTED]

Here's a revised itinerary. We will do a very short presentation at the start to put the development into context and only make one stop on the site visit, probably at the southern end, for photographs.

We are proposing that John Watson will drive the Cabinet Secretary around the site with the Deputy Director and Andrew Sutherland, the Crosswind non-executive, in the Crosswind car. A second car will follow with the photographer and I. The ground is a bit rough in places but we'll pick a place that's not too rough for the stop.

We've just received the first draft of the economic analysis report and will be working through it to produce the main lines for the day of the visit. We'll be producing a news release which I'll share with you and anyone else you feel is appropriate asap.

We probably won't have the Crosswind Twitter up by the time of the visit but John Watson does have a Twitter account and it's @johnwatson888

[REDACTED]  
Crosswind Developments

[REDACTED]  
[REDACTED]



On Wed, 17 Apr 2019 at 12:16, <[REDACTED]> wrote:  
Hi [REDACTED]

I am afraid that the Cabinet Secretary will only be able to make the site visit to Crosswind for one hour - between 14:00 and 15:00. Apologies for this. Would it be possible to get an updated itinerary through by tomorrow morning?

Many thanks

[REDACTED]

[REDACTED]

[REDACTED]

Directorate for International Trade and Investment  
Scottish Government  
5 Atlantic Quay

[REDACTED]

[REDACTED]

[REDACTED]

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Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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Cabinet Secretary  
visit April ...

**PS Minute**  
**ADVICE FOR: DEREK MACKAY**

<b>MACCS Case Number:</b>	2019/0006843	<b>Respond by: 18/03/2019</b>	
<b>Correspondent/Organisation:</b>	John Watson, Chief Executive, Crosswind Developments		
<b>Date and time of Event:</b>	tbc		
<b>Location of Event:</b>	tbc		
<b>Overview of invitation and audience profile:</b>	Cabinet Secretary met Mr Watson at the Edinburgh Chamber of Commerce Awards Dinner on 28 February 2019. Mr Watson would like to follow up on the discussion and requests a meeting. Mr Mackay has indicated he is keen to meet Mr Watson.		
<b>Has the Minister been asked to attend of behalf of FM?</b>	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	Don't Know <input type="checkbox"/>
<b>RECOMMENDATION:</b>	Accept		
	<p><b>Comments:</b> We have been advised by PO that Mr Mackay wants to accept this invitation.</p> <p>The conversation is likely to focus on the recent announcement of a Digital quarter at Edinburgh Airport: <a href="https://www.insider.co.uk/news/crosswind-development-edinburgh-airport-lichfields-12314470">https://www.insider.co.uk/news/crosswind-development-edinburgh-airport-lichfields-12314470</a> and plans to develop housing near Edinburgh airport: <a href="https://www.insider.co.uk/news/crosswind-development-edinburgh-airport-lichfields-12314470">https://www.insider.co.uk/news/crosswind-development-edinburgh-airport-lichfields-12314470</a></p>		
	If recommendation is to accept, has this advice been agreed with your Head of Division? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>		
<b>Has another Minister been asked to attend:</b>	No		
<b>Main theme that the event supports:</b>	Wealthier and Fairer		
<b>Main purpose of attending:</b> <i>(Tick as many as apply)</i>	<ul style="list-style-type: none"> <li>• Explain new policy or a major policy shift <input type="checkbox"/></li> <li>• Reinforce or illustrate existing policy <input type="checkbox"/></li> <li>• Improve relations with stakeholders <input checked="" type="checkbox"/></li> <li>• Encourage participation in consultation <input type="checkbox"/></li> <li>• Recognise contribution to policy implementation <input type="checkbox"/></li> <li>• Announce funding <input type="checkbox"/></li> <li>• Other (please specify): <input type="checkbox"/></li> </ul>		
<b>Main message to communicate:</b>	The Scottish Government continues to work with the business community to build a fairer and more prosperous Scotland.		
<b>Most appropriate type of Ministerial input:</b>	No specific role being a follow up meeting.		

## PS Minute

<b>Private Office view:</b>	Accept	
	Private Office contact:	[REDACTED]
<b>Communications Office view:</b>	Comments:	View not required as advised by PO to accept.
	Communications Office contact:	[REDACTED]
<b>Action Officer:</b>	[REDACTED]	



[REDACTED]

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**From:** [REDACTED]  
**Sent:** 28 May 2019 15:57  
**To:** [REDACTED]  
**Subject:** Cabinet Secretary - Visit to Crosswinds

-----Original Message-----

**From:** [REDACTED]  
**Sent:** 11 April 2019 11:26  
**To:** [REDACTED]  
**Subject:** Cabinet Secretary - Visit to Crosswinds

[REDACTED]

I have been passed the visit of Mr Mackay to your Crosswinds site on the 23rd of April to organise from our side. I will need to brief Mr Mackay on this visit, so if I could get the following information by tomorrow afternoon that would be great.

I am looking for information to confirm timings, location, meeting point, itinerary, who he will be meeting and the purpose of the meeting. This will help to ensure everything goes smoothly and we make the best use of time.

Would you be able to send this information to me by tomorrow - alternatively if you think it would be better to speak, please let me know a suitable time and number to call you on.

Many thanks

[REDACTED]

[REDACTED]

Head of Capital Investment Policy  
Directorate for International Trade and Investment Scottish Government  
5 Atlantic Quay

[REDACTED]

[REDACTED]

[REDACTED]

## Note of Visit to Crosswind Developments – Edinburgh Airport

23 April 2019

Participants	
Derek Mackay	Cabinet Secretary FEFW
[REDACTED]	Private Office
Richard Rollison	Deputy Director, Manufacturing & Industries, SG
John Watson	Crosswind Board, Crosswind Board
Andrew Sutherland	Non-Executive Director, Crosswind Board
Professor Lesley Sawyers	Non-Executive Director, Crosswind Board
Gordon Dewar	CEO Edinburgh Airport
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff

John Watson welcomed the Cabinet Secretary and participants introduced themselves.

The Cabinet Secretary received a powerpoint presentation on the Crosswinds Development showing the plans for the development of an international digital quarter on the site the development and anticipated economic impacts defined through recent economic analysis.

In discussion, the project's focus from the outset on sustainability, including sustainable transport given proximity to tram network, and inclusive growth was emphasised. This was welcomed by the Cabinet Secretary.

Following the discussion, the Cabinet Secretary was driven around the site with stops at key points.

Richard Rollison

[REDACTED]

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**From:** [REDACTED]  
**Sent:** 28 May 2019 16:23  
**To:** [REDACTED]  
**Subject:** FW: MACCS - 2019/0006843 - meeting with John Watson of Crosswind Developments  
**Attachments:** S20190006843.PDF; C20190006843.rtf; F20190006843.doc

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**From:** [REDACTED]  
**Sent:** 27 March 2019 16:52  
**To:** Cabinet Secretary for Finance, Economy and Fair Work <[CabSecFEFW@gov.scot](mailto:CabSecFEFW@gov.scot)>  
**Cc:** [REDACTED]  
**Subject:** MACCS - 2019/0006843 - meeting with John Watson of Crosswind Developments

[REDACTED]

Further to my colleague Sharon's email below, [REDACTED] in copy has very kindly agreed to lead on briefing on the conversation with John Watson once agreed.

Many thanks

[REDACTED]

[REDACTED] | Strategic Business Engagement Team  
Scottish Government | Business Engagement & Regional Economic Development Division | Economic Development Directorate | 3rd Floor | 5 Atlantic Quay | 150 Broomielaw | Glasgow | G2 8LU

[REDACTED]

[www.scottishbusinesspledge.scot](http://www.scottishbusinesspledge.scot)

Twitter: @scotgoveconomy #ScotBizPledge



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**Sent:** 18 March 2019 16:29  
**To:** Cabinet Secretary for Finance, Economy and Fair Work <[CabSecFEFW@gov.scot](mailto:CabSecFEFW@gov.scot)>  
**Subject:** MACCS - Copy of case 2019/0006843 documents - meeting with John Watson of Crosswind Developments

Hi [REDACTED]

Please see attached copy of MACCS case 2019/0006843 documents which has now been submitted for authorisation.

Please note that we have been advised by PO that Mr Mackay would like to accept this invitation. It is for this reason I have provided a letter to accept only.

Grateful if you could copy me in on the response.

Please let me know if you require any further information.

Kind regards,



## Note of Visit to Crosswind Developments – Edinburgh Airport

23 April 2019

Participants	
Derek Mackay	Cabinet Secretary FEFW
[REDACTED]	[REDACTED]
Richard Rollison	Deputy Director, Manufacturing & Industries, SG
John Watson	Crosswind Board, Crosswind Board
Andrew Sutherland	Non-Executive Director, Crosswind Board
Professor Lesley Sawyers	Non-Executive Director, Crosswind Board
Gordon Dewar	CEO Edinburgh Airport
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff

John Watson welcomed the Cabinet Secretary and participants introduced themselves.

The Cabinet Secretary received a powerpoint presentation on the Crosswinds Development showing the plans for the development of an international digital quarter on the site the development and anticipated economic impacts defined through recent economic analysis.

In discussion, the project's focus from the outset on sustainability, including sustainable transport given proximity to tram network, and inclusive growth was emphasised. This was welcomed by the Cabinet Secretary.

Following the discussion, the Cabinet Secretary was driven around the site with stops at key points.

Richard Rollison

[REDACTED]

---

**From:** [REDACTED]  
**Sent:** 28 May 2019 11:07  
**To:** [REDACTED]  
**Subject:** FW: Ministerial Briefing (2019) - DM - Crosswind Developments - Edinburgh - 23 April 2019 (A24133040)

-----Original Message-----

**From:** [REDACTED] > On Behalf Of Cabinet Secretary for Finance, Economy and Fair Work  
**Sent:** 17 April 2019 09:40  
**To:** [REDACTED] Cc: Cabinet Secretary for Finance, Economy and Fair Work <CabSecFEFW@gov.scot>  
**Subject:** RE: Ministerial Briefing (2019) - DM - Crosswind Developments - Edinburgh - 23 April 2019 (A24133040)

[REDACTED]

We were under the impression that this visit was from 14:00 - 15:00, and only have diary space for this. Would it be possible to have the briefing amended to fit this hour slot, in Edinburgh Airport?

Many thanks

[REDACTED]

Assistant Private Secretary to:  
Derek Mackay MSP, Cabinet Secretary for Finance, Economy and Fair Work The Scottish Government | St Andrew's House | Edinburgh | EH1 3DG  
0131 244 5990

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-----  
**Sent:** 15 April 2019 11:21  
**To:** Cabinet Secretary for Finance, Economy and Fair Work <CabSecFEFW@gov.scot>  
**Cc:** Minister for Trade, Investment and Innovation <MinisterTII@gov.scot>; DG Economy <DGEconomy@gov.scot>; Quinlan K (Kevin) <Kevin.Quinlan@gov.scot>; McAllan M (Mary) <Mary.McAllan@gov.scot>; Pathirana S (Stephen) (Dr) <Stephen.Pathirana@gov.scot>; Rollison R (Richard) <Richard.Rollison@gov.scot> [REDACTED] Communications Economy <CommunicationsEconomy@gov.scot>; [REDACTED] >; Government Car Service <Government\_Car\_Service@gov.scot>; Business Engagement <businessengagement@gov.scot>  
**Subject:** Ministerial Briefing (2019) - DM - Crosswind Developments - Edinburgh - 23 April 2019 (A24133040)

Resent to amend an error in the engagement timing.

PS/Cabinet Secretary,

Please find attached an engagement briefing for the Cabinet Secretary's visit to the Crosswind Developments site at Edinburgh Airport on 23 April.

Regards

[REDACTED]

[REDACTED]

[REDACTED]

Directorate for International Trade and Investment Scottish Government

5 Atlantic Quay

[REDACTED]

[REDACTED]

[REDACTED]

**MINISTERIAL ENGAGEMENT BRIEFING: DEREK MACKAY**

<b>Engagement title</b>	Visit to Crosswind Developments – Edinburgh Airport
<b>Engagement timings</b>	Tuesday 23 April, 14:00-15:00
<b>Organisation</b>	Crosswind Developments
<b>Venue and full address</b>	Fire Training Centre, Turnhouse Road, Edinburgh. The Fire Training Centre at Edinburgh Airport is located at the end of Turnhouse Rd. It is accessed via the Maybury Rd at the Maybury roundabout as opposed to the usual way to approach the airport. The FTC is at the very end of Turnhouse Road, almost by the runway, and is on the right. It is signposted when you get there.
<b>Background/Purpose</b> (including invitation history)	You have accepted an invitation to meet John Watson, the Chief Executive of Crosswind Developments at their Edinburgh site following a meeting at the Edinburgh Chamber of Commerce Business Awards on 28 February 2019. This follows the unveiling of plans in March 2019 on the proposals for a Digital Quarter on the site: <a href="https://www.bbc.co.uk/news/uk-scotland-scotland-business-47537820">https://www.bbc.co.uk/news/uk-scotland-scotland-business-47537820</a>
<b>Relevance to core script</b>	<ul style="list-style-type: none"> <li>• Our aim is a strong economy built on growing, competitive and innovative business; that is environmentally sustainable and inclusive, and provides opportunity for all of our people and communities.</li> <li>• The Scottish Government is pro-business, pro-development and pro-growth.</li> <li>• The Scottish Government will continue to work with businesses and organisations to build a fairer and more prosperous Scotland.</li> </ul>
<b>Meeting attendees</b>	You may be joined for part of the visit by Gordon Dewar, Edinburgh Airport CEO.  Contact number for any issues is John Penman 07590 484304
<b>Supplementary information</b>	<b>Annex A</b> – Background and Biography <b>Annex B</b> – Summary and Lines to Take <b>Annex C</b> – Crosswinds Development – Edinburgh Airport – Planning Status
<b>Twitter handles of main representatives and organisations</b>	@ProfLesleyS @Gordon_Dewar
<b>Official support:</b>	Richard Rollison, Innovation, Investment and Industries, 07920595470



## BACKGROUND AND BIOGRAPHY

### Agenda

You have accepted an invitation from John Watson, Chief Executive of Parabola, to participate in a site visit of Crosswind Development's proposed Digital Quarter site at Edinburgh Airport. Crosswind has new branding to unveil around the name for the site which it will show you. Crosswind are proposing that John Watson will drive you around the site with Richard Rollison and Andrew Sutherland, the Crosswind non-executive, in the Crosswind car. A second car will follow with the photographer.

They are finalising an economic analysis report and will be working through it to produce the main lines for the day of the visit. They propose producing a news release which will be shared. You may be joined for part of the visit by Gordon Dewar, Edinburgh Airport CEO.

### Itinerary

**1400:** Cabinet Secretary & Deputy Director arrive at Fire Training Centre, Turnhouse Rd. Met by John Watson at reception. Meets Andrew Sutherland, Lesley Sawers and Gordon Dewar in FTC conference room.

**1405-1425:** Short presentation on Crosswind plan, new branding of site, Biggar Consulting economic analysis report findings and Crosswind consultation timetable.

**1425-1455:** Site visit to Crosswind South. Transport and hi-viz clothing provided. One stop on visit to take photographs.

**1455:** Return to FTC.

**1500:** Cabinet Secretary departs.

### Members in attendance

Attendees	Role
John Watson	Crosswind Board, Crosswind Board
Andrew Sutherland	Non-Executive Director, Crosswind Board
Professor Lesley Sawyers	Non-Executive Director, Crosswind Board
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
Gordon Dewar (tbc)	CEO Edinburgh Airport
tbc	Representative of Mott MacDonald, infrastructure advisor to Crosswind

### Project Background

The project is being undertaken by Crosswind Developments, which was set up by Edinburgh Airport owners Global Infrastructure Partners (GIP) as an independent company with its own board of directors. It is chaired by former chancellor of the exchequer Alistair Darling, and includes Lesley Sawers, the Equality and Human Rights Commissioner for Scotland. Ownership of the Crosswind brownfield site is due to be transferred soon from GIP to the developers.

Crosswind was set up to develop 150 acres around the airport into residential, commercial and retail developments and as part of that, they want to create a dedicated Digital Quarter to make Edinburgh more attractive to global and local technology companies given the unique connectivity of the site both nationally and internationally. They are in discussions with City of Edinburgh Council, Scottish Enterprise, Edinburgh and Heriot Watt universities among others as it develops its plan and have a meeting with the Scottish Government's chief planner scheduled for early May. Crosswind will begin formal consultation next month with a view to submitting a planning application later this year. It has financial backing from the parent company so is in a strong position to progress subject to planning permission. The site is a sensible site to develop with infrastructure such as a runway already in place.

## **Sensitivities**

Edinburgh's Strategic Development Plan (SDP), Local Development Plan and the NPF all identify Edinburgh Airport / West Edinburgh as a strategic growth area. The SDP is sitting with Scottish Ministers for approval. The development would require to align with the West Edinburgh Transport Appraisal (WETA) study. There would be likely be a need for additional transport infrastructure and developer / parties will still need to contribute to WETA, even with the proposed £20 million City Deal contribution. The Airport / Crosswind has indicated it would work with the Council on a link road from Gogar roundabout. There are multiple landowners including Murray Estates, the airport, Royal Highland Society, Council plus smaller landowners with slightly different priorities.

## **Biographies**

### **John Watson**



John is chief executive of Crosswind Developments has over 20 years experience working with FTSE-100 and global companies.

John joined Global Infrastructure Partners (GIP) as an Operating Principal in 2013 and Chief Commercial Officer of their investment, Edinburgh Airport Limited. John works with a number of GIP investments worldwide. Prior to joining GIP, he was managing director of Lloyds Banking Group's £50bn SME Lending portfolio and a founding Board Director of the Business Growth Fund plc. John is Vice President of Edinburgh Chamber of Commerce, a Trustee of Entrepreneurial Scotland Foundation, Non

Executive Director of Institute of Directors and a member of the ICAS Governing Council.

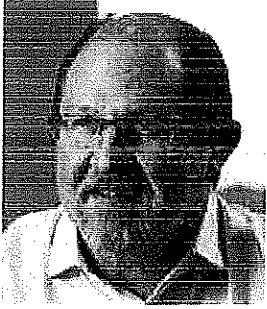
### **Dr Lesley Sawers O.B.E**



Lesley is as non-executive director of Crosswind and has over 30 years' experience working at senior levels within the private, public and third sector. She was appointed Equalities and Human Rights Commissioner for Scotland in 2016. She is also Deputy Chair of the Scottish Environmental Protection Agency and a Trustee of Glasgow Life. Previous senior public appointments include Chair of the Royal Mail Advisory Board for Scotland and Chair of Action for Children, Scotland. She was Vice Principal and Pro Vice Chancellor for Business, Enterprise and Innovation at Glasgow

Caledonian University and CEO of the Scottish Council for Development and Industry.

## **Andrew Sutherland**



Andrew is a non-executive director of Crosswind and has more than 30 years experience in the world of commercial property and development. He joined Miller Group in 1992 and was appointed Joint Managing Director in 2004 with primary responsibility for the company's strategic direction and its development/investment activities in the office, mixed use, and industrial sectors throughout the UK, as well as several retail investments in mainland Europe. He was also chairman of the Scottish Property Federation.

## SUMMARY AND LINES TO TAKE

### Top Lines

- We want to help businesses take advantage of the opportunities that come from established strengths, innovation and technological change.
- We have doubled our investment in the economy, have the most competitive business rates system in the UK, and supporting sectoral and business growth.
- We want Scotland to be the best place to live, work, do business and invest.
- Scotland has huge economic potential; we are determined to work with business to unlock it.
- The economy is transitioning – with or without Brexit

### Support for the Scottish economy

- **£600m** investment in Scotland's colleges and over **£1bn** for Scotland's universities.
- We will increase annual **Infrastructure investment** year on year, so that **by 2025/26 it is £1.5 billion per year higher than 2019/20**. This will mean investment will be around **£7 billion** higher than current spending projections.
- Over **£5bn of capital investment** including the expansion of elective centres, dualling the A9 and A96, investment in the **National Manufacturing Institute** and in City Region Deals.
- £130m towards the establishment of a **Scottish National Investment Bank** – total spend of £2bn over decade.
- Total business rates relief package worth more than **£750 million**.
- Support our **export plan** 'A Trading Nation' backed by £20 million of investment, to help boost overseas exports and provide additional help to businesses considering overseas trade.
- We will continue to invest in our **Digital Infrastructure**, awarding the £600 million contracts to ensure superfast broadband to every business and home in Scotland.
- On **Low Carbon Transport**, we will invest £15m to add 1,500 more electric charge points in homes/ businesses/council premises.
- We will increase the **Low Carbon Transport Loan Fund** from £8m to £20m to enable more to switch to electric and ultra-low emission vehicles.

### We are investing in Scotland

- Plans are underway to establish **Scottish National Investment Bank** which will focus on providing long-term patient capital for key economic investments, guided by a mission-orientated approach set by Government.
- The Cabinet Secretary FEFW launched a consultation paper for SNIB to help shape the objectives, purpose, priorities and governance of the Bank, as well as its relationship with Ministers and stakeholders.
- FM announced, plans to introduce **National Infrastructure Mission (NIM)** to steadily increase Scotland's annual infrastructure investment until it is £1.5 billion per year higher by the end of the next Parliament than in 2019-20.
- This increase is **additional 1% of current Scottish GDP** per year, raising Scottish investment to internationally competitive levels; boosting broadband, transport, and low-carbon energy; and supporting inclusive economic growth.  
By **2025/26** this commitment is estimated to mean around

### Business Rates

- The Budget recently passed by the Scottish Parliament will deliver a below-inflation increase in the poundage, at a lower rate than the multiplier in England for 2019-20.
- This will ensure that over 90 per cent of properties in Scotland pay a lower poundage than they would in other parts of the UK in 2019-20.

- Our decision to forego a revenue-neutral revaluation and match the English non-domestic rates multiplier in 2017 saves Scottish businesses £88 million a year – boosting jobs and investment across the country.
- This budget also offers the most generous package of reliefs in the UK worth over £750 million.
- Our Small Business Bonus Scheme continues to be the most generous in the UK, with over 100,000 properties taken out of rates altogether. We accept that there may be scope for improvement to the Scheme, and will commission an independent evaluation of the Scheme this year.

### **Edinburgh City Deal and Data-Driven Innovation**

- The Scottish Government fully recognises the national importance of the Edinburgh & South East Scotland City Region Deal for data infrastructure and is keen to ensure that the benefits reach across Scotland.
- The Minister supports the collaboration between the Scottish Government, the Data Lab and the University of Edinburgh. This include establishing a UNICEF Data for Children Hub in Scotland and a Data and Informatics Partnership.

**Contact: [REDACTED]**

### **We support development and increasing capital investment**

- New commercial property – and the maintenance of existing properties – helps to **support investment, jobs and economic activity across Scotland.**<sup>1</sup>
- The Fraser of Allander Institute has estimated that the **total economic contribution** of commercial property activity - construction, repair and maintenance, and real estate - **is worth £4.8 billion**. That equates to **3.7% of Scotland's economic output** and supports around **92,000 jobs**.
- **Propositions with a Gross Development Value (GDV) of over £2 billion are being marketed through the Invest in Scotland Portfolio**, included in the portfolio from Edinburgh is the International Business Gateway and Bioquarter.
- **For the first time, Scotland had a single Scottish pavilion at MIPIM Cannes 2019**. A joint presence between the public and private sector (Cities of Glasgow, Edinburgh and Aberdeen as well as the Scottish Cities Alliance, SE and the Scottish Property Federation) allowing us to showcase the investment opportunities and supportive policies in place to maintain and increase investment in Scotland. **Crosswind's plan for the Digital Quarter was unveiled at MIPIM 2019**

### **Foreign Direct Investment**

- Scotland remains top destination for foreign direct investment in UK outside London and top for R&D investment
- Scotland is a strong investment proposition, with **4 top 200 universities**, one of Europe's most highly educated workforces, high quality of life and lower costs for doing business
- We have a leading supportive environment, including competitive business rates, clear planning and legal systems and access to finance in global hubs in Edinburgh and London

**Contact: [REDACTED]**

## Crosswind Development, Edinburgh Airport – Planning Status

### Proposal

This briefing relates to proposals for the redevelopment of the existing auxiliary “cross wind” runway at Edinburgh Airport. At present, all vehicular traffic to the airport uses the existing Eastfield Road from the A8 Glasgow Road. The available details of the Crosswinds Development set out that the auxiliary runway would be redeveloped to provide a new access road to serve the airport, along with further business and residential development. The second runway closed in 2018. The site is shown at annex 1.

Gordon Dewar, Edinburgh Airport Chief Executive, has previously (2017) been reported in the press that he: *expected the development to include “high-end” offices at the southern end of the site, with light industrial units and warehouses at the north end, such as for use by companies flying goods in and out. He said a “relatively modest” amount of housing would be included to complement a major residential development just to the east of the site, around Turnhouse Road.*

In March 2019, proposals for a digital quarter were announced by Crosswind Developments. It was reported that they hope to apply for outline planning permission either later this year or in early 2020. Crosswind Developments chief executive John Watson stated the development “*will have a focus on the kind of housing, working space and leisure facilities that people demand,*” and that “*Scotland, and Edinburgh in particular, should be an ideal location for global technology jobs but without a dedicated approach to creating the kind of environment technology companies are looking for, it's much harder to bring that investment here.*”

### Scottish Government Planning Status

#### *Notification of Major Housing Applications Direction*

The land surrounding the airport is subject to The Town and Country Planning (Notification of Major Applications) (Housing Proposals) within West Edinburgh Direction 2016. A map is shown at annex 2. The Direction was given in view of the national importance of West Edinburgh, which is identified in the National Planning Framework 3 (NPF3) as a significant location for investment, with Edinburgh Airport, the National Showground and the Edinburgh International Business Gateway (EIBG). The NPF3 sets out that development will require continued co-ordination and planning to achieve a successful business-led city extension which fulfils its potential for international investment, new jobs and high quality place. This means any planning applications in the area shown on the map, and meeting the definition have to be notified to Scottish Ministers before determination. This Direction does not commit Scottish Ministers to calling in any such application, but it does reserve their right to intervene in the processing of the application.

The site, along with the remainder of the land surrounding the Airport is included within Annex A of The National Planning Framework 3 which sets out that Strategic Airport Enhancements at Edinburgh are to be designated as National Developments where the development meets listed criteria, the most relevant of which here is criteria *c construction of buildings for business, general industrial or storage and distribution use where the gross floor space is or exceeds 10,000 square meters or the development is or exceeds 2 hectares in the area identified for associated business development at Edinburgh, Glasgow and Prestwick Airports.*”

### Edinburgh City Council – Edinburgh Local Development Plan

The Relevant planning policies of the City of Edinburgh Council are set out in the adopted Edinburgh Local Development Plan (November 2016). Policy Emp4 Edinburgh Airport is set out in this development plan and applies to this land. This supports the development and enhancement of the airport within the defined boundary. Proposals for ancillary services and facilities will only be permitted where it can be demonstrated that these have strong and direct functional and locational links with the airport and are compatible with the operational requirements of the airport. All development proposals within the airport boundary must accord with the West Edinburgh Strategic Design Framework. Land to the north of the existing airport boundary is safeguarded to provide a second main parallel runway, if required in the future, to meet air passenger growth forecasts. Within this area, green belt policy will apply (policy Env 10). Proposals which would prejudice the long-term expansion of Edinburgh Airport will not be supported.

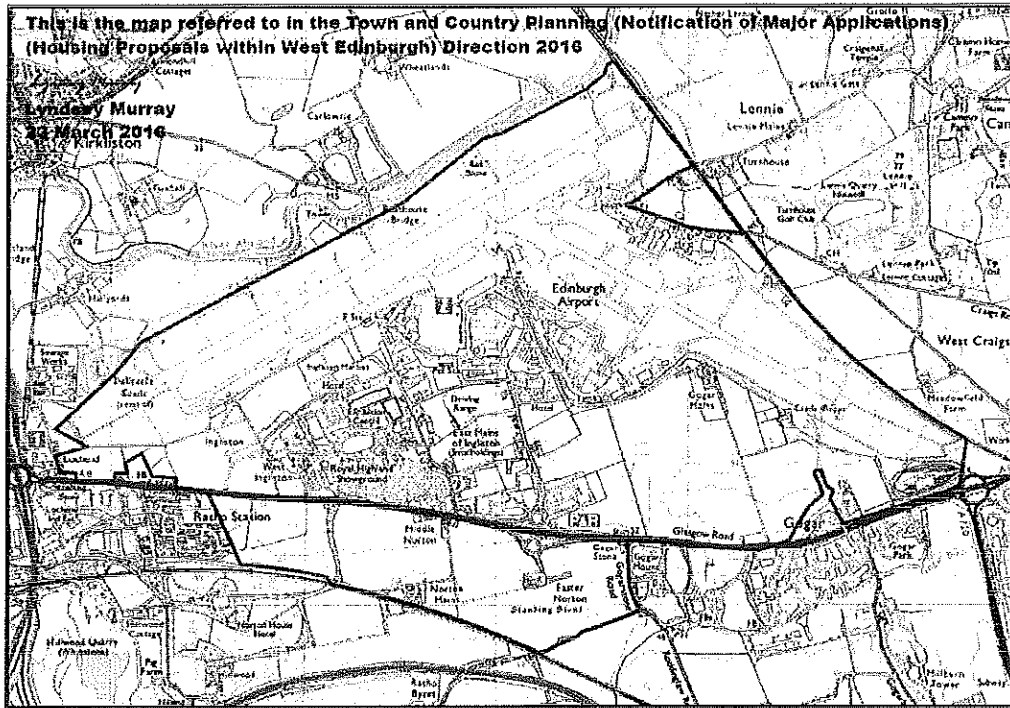
#### Housing – Establishment of Acceptability

The contentious issue with this development, and for that matter the Edinburgh International Business Gateway will be the degree, if any of Housing, permissible. This has not been established yet. It is a matter for City of Edinburgh Council to consider in the first instance. The EIBG site is designated as a Special Economic Area in the Council LDP, and also identified in the LDP for New Housing Proposals, subject to the number of housing to be confirmed through the master plan process. The Crosswinds site is identified as a Special Economic Area, but does not carry a Housing designation at this time, rather it is part of site EMP 4, which is the designation encompassing the operational airport. No planning applications have been lodged at this time. It would in the first instance be for City of Edinburgh Council to consider the detail of any future planning application. Scottish Ministers may have a role in future planning decisions.

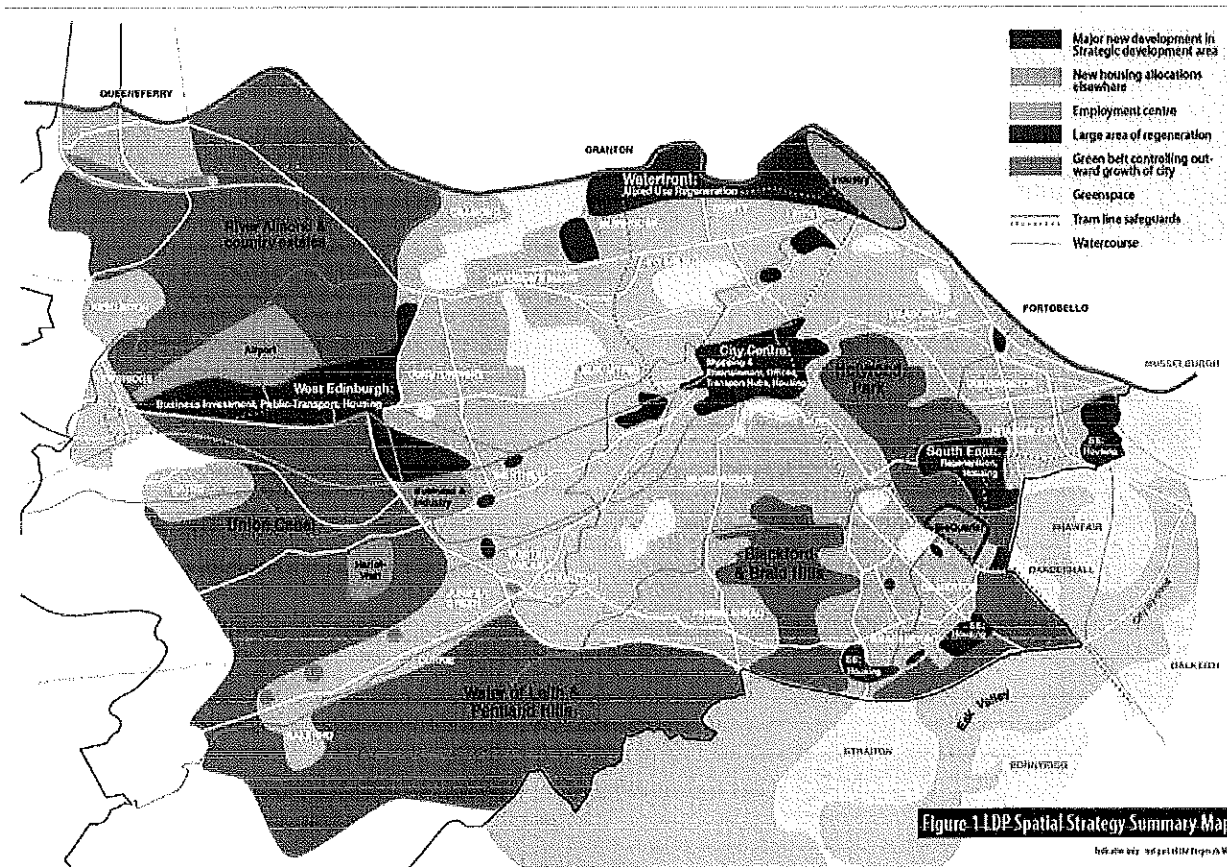
#### CROSSWIND SITE EXTENT (BBC/CROSSWIND)



WEST EDINBURGH DIRECTION (Scottish Government)



EDINBURGH LOCAL DEVELOPMENT PLAN – Spatial Strategy (CEC)

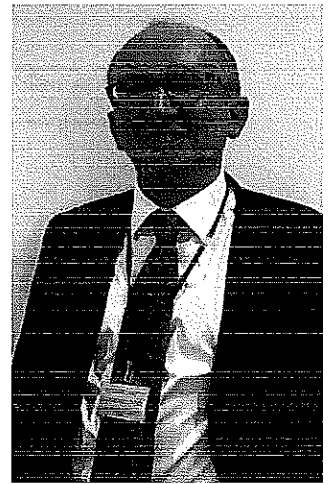


[REDACTED]



**Richard Rollison**  
**Deputy Director for Innovation, Industries and Investment**

Richard Rollison has been Deputy Director of Innovation, Industries and Investment with the Scottish Government since October 2016 leading policy and a team of around 40 to support business and industry, boost innovation and create an entrepreneurial culture. Prior to becoming Deputy Director, Richard headed up the Government's International Trade and Investment Policy Team. He has held a number of Scottish Government posts since 2003 ranging from strategy and foresight work to regeneration to reforming the police service. Before working for the Scottish Government Richard held a variety of posts in local government. Richard is a graduate of Edinburgh and Glasgow universities.



**From:** [REDACTED]  
**Sent:** 28 May 2019 15:15  
**To:** [REDACTED]  
**Subject:** FW: Amended Timing Crosswinds Site Visit - 14:00 to 15:00

**From:** [REDACTED]  
**Sent:** 17 April 2019 13:14  
**To:** [REDACTED]  
**Subject:** Re: Amended Timing Crosswinds Site Visit - 14:00 to 15:00

[REDACTED]

That's fine. I'll send over an updated itinerary later today.

On Wed, 17 Apr 2019 at 12:16, [REDACTED] > wrote:  
Hi [REDACTED]

I am afraid that the Cabinet Secretary will only be able to make the site visit to Crosswind for one hour - between 14:00 and 15:00. Apologies for this. Would it be possible to get an updated itinerary through by tomorrow morning?

Many thanks  
[REDACTED]

[REDACTED]  
Head of Capital Investment Policy  
Directorate for International Trade and Investment  
Scottish Government  
5 Atlantic Quay  
[REDACTED]

[REDACTED]

[REDACTED]

\*\*\*\*\*  
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Tha am post-d seo (agus faidhle neo ceanglan còmhla ris) dhan neach neo luchd-ainmichte a-mhàin. Chan eil e ceadachd a chleachdadh ann an dòigh sam bith, a' toirt a-steach còraichean, foillseachadh neo sgaoileadh, gun chead. Ma 's e is gun d'fhuair sibh seo gun fhiosd', bu choir cur às dhan phost-d agus lethbhreac sam bith air an t-siostam agaibh agus fios a leigeil chun neach a sgaoil am post-d gun dàil.

Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile.

Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

\*\*\*\*\*

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[REDACTED]

Crosswind Developments

Email: [REDACTED]

[REDACTED]



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For more information please visit <http://www.symanteccloud.com>

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**MINISTERIAL ENGAGEMENT BRIEFING: DEREK MACKAY**

<b>Engagement title</b>	Visit to Crosswind Developments – Edinburgh Airport
<b>Engagement timings</b>	Tuesday 23 April, 14:00-15:00
<b>Organisation</b>	Crosswind Developments
<b>Venue and full address</b>	Fire Training Centre, Turnhouse Road, Edinburgh. The Fire Training Centre at Edinburgh Airport is located at the end of Turnhouse Rd. It is accessed via the Maybury Rd at the Maybury roundabout as opposed to the usual way to approach the airport. The FTC is at the very end of Turnhouse Road, almost by the runway, and is on the right. It is signposted when you get there.
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<b>Relevance to core script</b>	<ul style="list-style-type: none"> <li>• Our aim is a strong economy built on growing, competitive and innovative business; that is environmentally sustainable and inclusive, and provides opportunity for all of our people and communities.</li> <li>• The Scottish Government is pro-business, pro-development and pro-growth.</li> <li>• The Scottish Government will continue to work with businesses and organisations to build a fairer and more prosperous Scotland.</li> </ul>
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<b>Official support:</b>	Richard Rollison, Innovation, Investment and Industries, 07920595470

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**1455:** Return to FTC.

**1500:** Cabinet Secretary departs.

### Members in attendance

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Andrew Sutherland	Non-Executive Director, Crosswind Board
Professor Lesley Sawyers	Non-Executive Director, Crosswind Board
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
[REDACTED]	Crosswind Staff
Gordon Dewar (tbc)	CEO Edinburgh Airport
tbc	Representative of Mott MacDonald, infrastructure advisor to Crosswind

### Project Background

The project is being undertaken by Crosswind Developments, which was set up by Edinburgh Airport owners Global Infrastructure Partners (GIP) as an independent company with its own board of directors. It is chaired by former chancellor of the exchequer Alistair Darling, and includes Lesley Sawers, the Equality and Human Rights Commissioner for Scotland. Ownership of the Crosswind brownfield site is due to be transferred soon from GIP to the developers.

Crosswind was set up to develop 150 acres around the airport into residential, commercial and retail developments and as part of that, they want to create a dedicated Digital Quarter to make Edinburgh more attractive to global and local technology companies given the unique connectivity of the site both nationally and internationally. They are in discussions with City of Edinburgh Council, Scottish Enterprise, Edinburgh and Heriot Watt universities among others as it develops its plan and have a meeting with the Scottish Government's chief planner scheduled for early May. Crosswind will begin formal consultation next month with a view to submitting a planning application later this year. It has financial backing from the parent company so is in a strong position to progress subject to planning permission. The site is a sensible site to develop with infrastructure such as a runway already in place.

## **Sensitivities**

Edinburgh's Strategic Development Plan (SDP), Local Development Plan and the NPF all identify Edinburgh Airport / West Edinburgh as a strategic growth area. The SDP is sitting with Scottish Ministers for approval. The development would require to align with the West Edinburgh Transport Appraisal (WETA) study. There would be likely be a need for additional transport infrastructure and developer / parties will still need to contribute to WETA, even with the proposed £20 million City Deal contribution. The Airport / Crosswind has indicated it would work with the Council on a link road from Gogar roundabout. There are multiple landowners including Murray Estates, the airport, Royal Highland Society, Council plus smaller landowners with slightly different priorities.

## **Biographies**

### **John Watson**



John is chief executive of Crosswind Developments has over 20 years experience working with FTSE-100 and global companies.

John joined Global Infrastructure Partners (GIP) as an Operating Principal in 2013 and Chief Commercial Officer of their investment, Edinburgh Airport Limited. John works with a number of GIP investments worldwide. Prior to joining GIP, he was managing director of Lloyds Banking Group's £50bn SME Lending portfolio and a founding Board Director of the Business Growth Fund plc. John is Vice President of Edinburgh Chamber of Commerce, a Trustee of Entrepreneurial Scotland Foundation, Non

Executive Director of Institute of Directors and a member of the ICAS Governing Council.

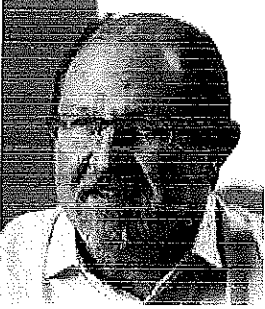
### **Dr Lesley Sawers O.B.E**



Lesley is as non-executive director of Crosswind and has over 30 years' experience working at senior levels within the private, public and third sector. She was appointed Equalities and Human Rights Commissioner for Scotland in 2016. She is also Deputy Chair of the Scottish Environmental Protection Agency and a Trustee of Glasgow Life. Previous senior public appointments include Chair of the Royal Mail Advisory Board for Scotland and Chair of Action for Children, Scotland. She was Vice Principal and Pro Vice Chancellor for Business, Enterprise and Innovation at Glasgow

Caledonian University and CEO of the Scottish Council for Development and Industry.

## **Andrew Sutherland**



Andrew is a non-executive director of Crosswind and has more than 30 years experience in the world of commercial property and development. He joined Miller Group in 1992 and was appointed Joint Managing Director in 2004 with primary responsibility for the company's strategic direction and its development/investment activities in the office, mixed use, and industrial sectors throughout the UK, as well as several retail investments in mainland Europe. He was also chairman of the Scottish Property Federation.

## SUMMARY AND LINES TO TAKE

### Top Lines

- We want to help businesses take advantage of the opportunities that come from established strengths, innovation and technological change.
- We have doubled our investment in the economy, have the most competitive business rates system in the UK, and supporting sectoral and business growth.
- We want Scotland to be the best place to live, work, do business and invest.
- Scotland has huge economic potential; we are determined to work with business to unlock it.
- The economy is transitioning – with or without Brexit

### Support for the Scottish economy

- **£600m** investment in Scotland's colleges and over **£1bn** for Scotland's universities.
- We will increase annual **Infrastructure investment** year on year, so that **by 2025/26 it is £1.5 billion per year higher than 2019/20**. This will mean investment will be around **£7 billion** higher than current spending projections.
- Over **£5bn of capital investment** including the expansion of elective centres, dualling the A9 and A96, investment in the **National Manufacturing Institute** and in City Region Deals.
- **£130m** towards the establishment of a **Scottish National Investment Bank** – total spend of **£2bn** over decade.
- Total business rates relief package worth more than **£750 million**.
- Support our **export plan** 'A Trading Nation' backed by **£20 million** of investment, to help boost overseas exports and provide additional help to businesses considering overseas trade.
- We will continue to invest in our **Digital Infrastructure**, awarding the **£600 million** contracts to ensure superfast broadband to every business and home in Scotland.
- On **Low Carbon Transport**, we will invest **£15m** to add **1,500** more electric charge points in homes/ businesses/council premises.
- We will increase the **Low Carbon Transport Loan Fund** from **£8m** to **£20m** to enable more to switch to electric and ultra-low emission vehicles.

### We are investing in Scotland

- Plans are underway to establish **Scottish National Investment Bank** which will focus on providing long-term patient capital for key economic investments, guided by a mission-orientated approach set by Government.
- The Cabinet Secretary FEFW launched a consultation paper for SNIB to help shape the objectives, purpose, priorities and governance of the Bank, as well as its relationship with Ministers and stakeholders.
- FM announced, plans to introduce **National Infrastructure Mission (NIM)** to steadily increase Scotland's annual infrastructure investment until it is **£1.5 billion per year higher** by the end of the next Parliament than in 2019-20.
- This increase is **additional 1% of current Scottish GDP** per year, raising Scottish investment to internationally competitive levels; boosting broadband, transport, and low-carbon energy; and supporting inclusive economic growth.  
By **2025/26** this commitment is estimated to mean around

### Business Rates

- The Budget recently passed by the Scottish Parliament will deliver a below-inflation increase in the poundage, at a lower rate than the multiplier in England for 2019-20.
- This will ensure that over 90 per cent of properties in Scotland pay a lower poundage than they would in other parts of the UK in 2019-20.



- Our decision to forego a revenue-neutral revaluation and match the English non-domestic rates multiplier in 2017 saves Scottish businesses £88 million a year – boosting jobs and investment across the country.
- This budget also offers the most generous package of reliefs in the UK worth over £750 million.
- Our Small Business Bonus Scheme continues to be the most generous in the UK, with over 100,000 properties taken out of rates altogether. We accept that there may be scope for improvement to the Scheme, and will commission an independent evaluation of the Scheme this year.

### **Edinburgh City Deal and Data-Driven Innovation**

- The Scottish Government fully recognises the national importance of the Edinburgh & South East Scotland City Region Deal for data infrastructure and is keen to ensure that the benefits reach across Scotland.
- The Minister supports the collaboration between the Scottish Government, the Data Lab and the University of Edinburgh. This include establishing a UNICEF Data for Children Hub in Scotland and a Data and Informatics Partnership.

**Contact: [REDACTED]**

### **We support development and increasing capital investment**

- New commercial property – and the maintenance of existing properties – helps to **support investment, jobs and economic activity across Scotland.**<sup>1</sup>
- The Fraser of Allander Institute has estimated that the **total economic contribution** of commercial property activity - construction, repair and maintenance, and real estate - **is worth £4.8 billion**. That equates to **3.7% of Scotland's economic output** and supports around **92,000 jobs**.
- **Propositions with a Gross Development Value (GDV) of over £2 billion are being marketed through the Invest in Scotland Portfolio**, included in the portfolio from Edinburgh is the International Business Gateway and Bioquarter.
- **For the first time, Scotland had a single Scottish pavilion at MIPIM Cannes 2019**. A joint presence between the public and private sector (Cities of Glasgow, Edinburgh and Aberdeen as well as the Scottish Cities Alliance, SE and the Scottish Property Federation) allowing us to showcase the investment opportunities and supportive policies in place to maintain and increase investment in Scotland. **Crosswind's plan for the Digital Quarter was unveiled at MIPIM 2019**

### **Foreign Direct Investment**

- Scotland remains top destination for foreign direct investment in UK outside London and top for R&D investment
- Scotland is a strong investment proposition, with **4 top 200 universities**, one of Europe's most highly educated workforces, high quality of life and lower costs for doing business
- We have a leading supportive environment, including competitive business rates, clear planning and legal systems and access to finance in global hubs in Edinburgh and London

**Contact: [REDACTED]**

## Crosswind Development, Edinburgh Airport – Planning Status

### Proposal

This briefing relates to proposals for the redevelopment of the existing auxiliary “cross wind” runway at Edinburgh Airport. At present, all vehicular traffic to the airport uses the existing Eastfield Road from the A8 Glasgow Road. The available details of the Crosswinds Development set out that the auxiliary runway would be redeveloped to provide a new access road to serve the airport, along with further business and residential development. The second runway closed in 2018. The site is shown at annex 1.

Gordon Dewar, Edinburgh Airport Chief Executive, has previously (2017) been reported in the press that he: *expected the development to include “high-end” offices at the southern end of the site, with light industrial units and warehouses at the north end, such as for use by companies flying goods in and out. He said a “relatively modest” amount of housing would be included to complement a major residential development just to the east of the site, around Turnhouse Road.*

In March 2019, proposals for a digital quarter were announced by Crosswind Developments. It was reported that they hope to apply for outline planning permission either later this year or in early 2020. Crosswind Developments chief executive John Watson stated the development *“will have a focus on the kind of housing, working space and leisure facilities that people demand,”* and that *“Scotland, and Edinburgh in particular, should be an ideal location for global technology jobs but without a dedicated approach to creating the kind of environment technology companies are looking for, it's much harder to bring that investment here.”*

### Scottish Government Planning Status

#### *Notification of Major Housing Applications Direction*

The land surrounding the airport is subject to The Town and Country Planning (Notification of Major Applications) (Housing Proposals) within West Edinburgh Direction 2016. A map is shown at annex 2. The Direction was given in view of the national importance of West Edinburgh, which is identified in the National Planning Framework 3 (NPF3) as a significant location for investment, with Edinburgh Airport, the National Showground and the Edinburgh International Business Gateway (EIBG). The NPF3 sets out that development will require continued co-ordination and planning to achieve a successful business-led city extension which fulfils its potential for international investment, new jobs and high quality place. This means any planning applications in the area shown on the map, and meeting the definition have to be notified to Scottish Ministers before determination. This Direction does not commit Scottish Ministers to calling in any such application, but it does reserve their right to intervene in the processing of the application.

The site, along with the remainder of the land surrounding the Airport is included within Annex A of The National Planning Framework 3 which sets out that Strategic Airport Enhancements at Edinburgh are to be designated as National Developments where the development meets listed criteria, the most relevant of which here is criteria c *construction of buildings for business, general industrial or storage and distribution use where the gross floor space is or exceeds 10,000 square meters or the development is or exceeds 2 hectares in the area identified for associated business development at Edinburgh, Glasgow and Prestwick Airports.”*

### Edinburgh City Council – Edinburgh Local Development Plan

The Relevant planning policies of the City of Edinburgh Council are set out in the adopted Edinburgh Local Development Plan (November 2016). Policy Emp4 Edinburgh Airport is set out in this development plan and applies to this land. This supports the development and enhancement of the airport within the defined boundary. Proposals for ancillary services and facilities will only be permitted where it can be demonstrated that these have strong and direct functional and locational links with the airport and are compatible with the operational requirements of the airport. All development proposals within the airport boundary must accord with the West Edinburgh Strategic Design Framework. Land to the north of the existing airport boundary is safeguarded to provide a second main parallel runway, if required in the future, to meet air passenger growth forecasts. Within this area, green belt policy will apply (policy Env 10). Proposals which would prejudice the long-term expansion of Edinburgh Airport will not be supported.

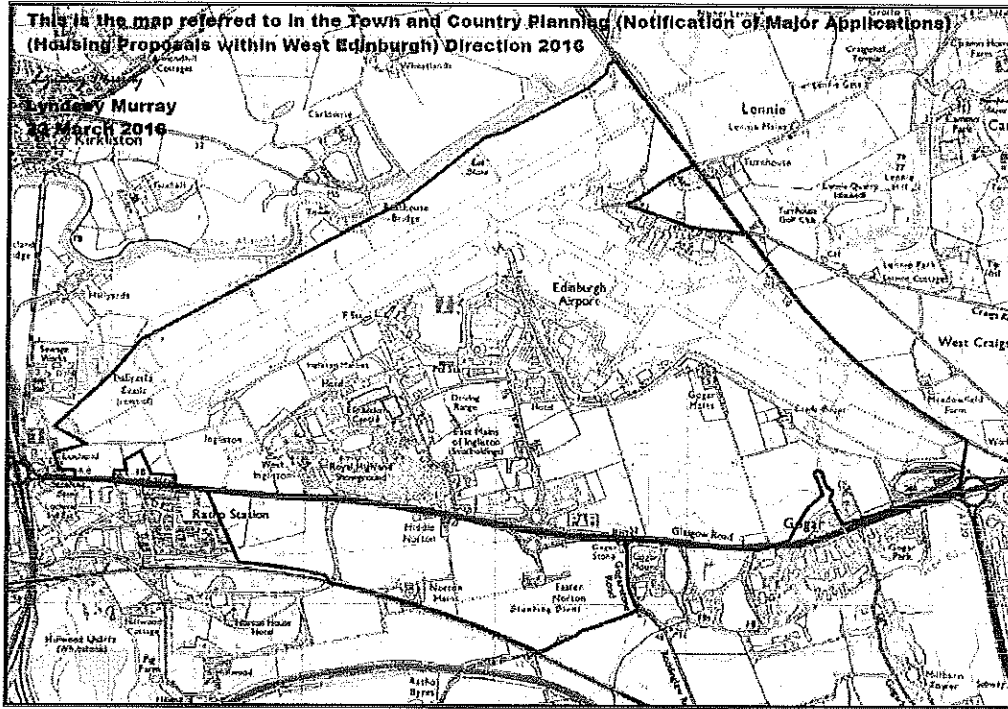
#### Housing – Establishment of Acceptability

The contentious issue with this development, and for that matter the Edinburgh International Business Gateway will be the degree, if any of Housing, permissible. This has not been established yet. It is a matter for City of Edinburgh Council to consider in the first instance. The EIBG site is designated as a Special Economic Area in the Council LDP, and also identified in the LDP for New Housing Proposals, subject to the number of housing to be confirmed through the master plan process. The Crosswinds site is identified as a Special Economic Area, but does not carry a Housing designation at this time, rather it is part of site EMP 4, which is the designation encompassing the operational airport. No planning applications have been lodged at this time. It would in the first instance be for City of Edinburgh Council to consider the detail of any future planning application. Scottish Ministers may have a role in future planning decisions.

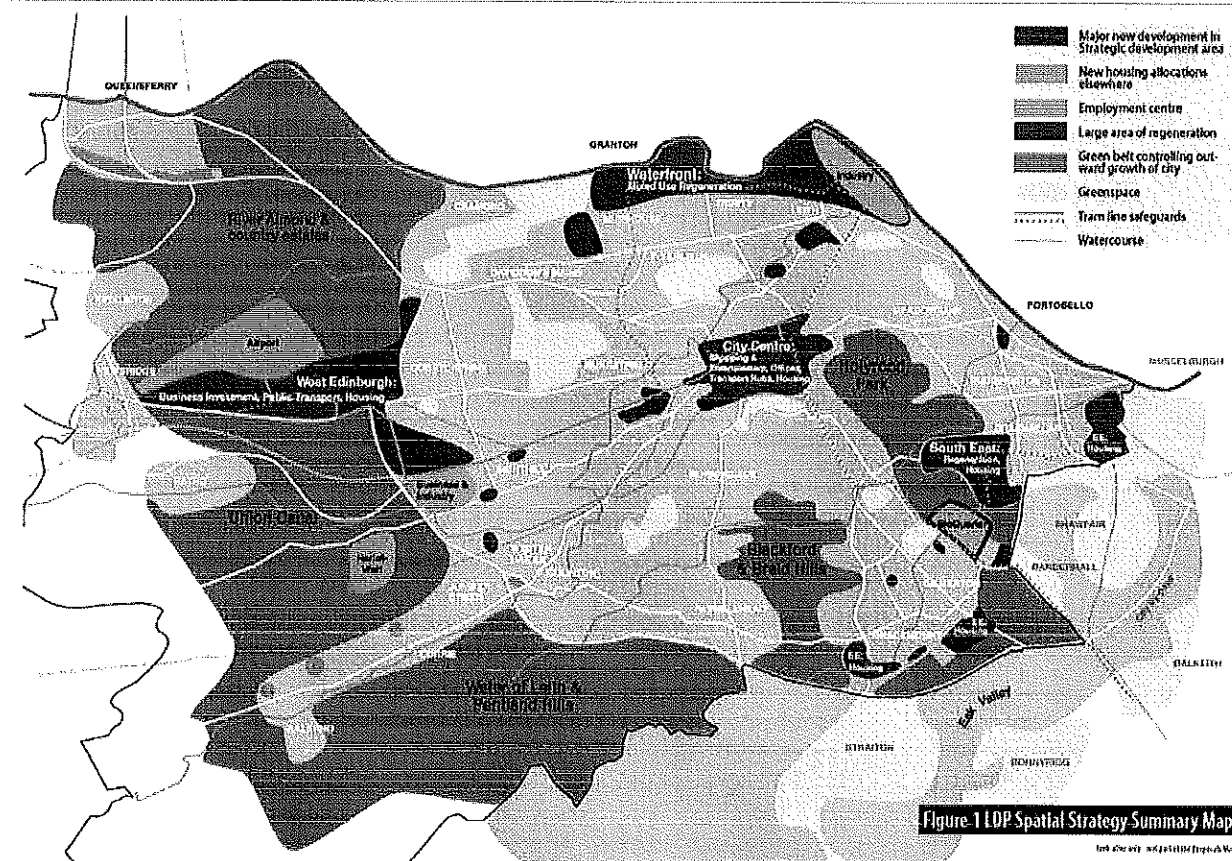
#### CROSSWIND SITE EXTENT (BBC/CROSSWIND)



WEST EDINBURGH DIRECTION (Scottish Government)



EDINBURGH LOCAL DEVELOPMENT PLAN – Spatial Strategy (CEC)



Contact: [REDACTED]

[REDACTED]

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**From:** [REDACTED]  
**Sent:** 28 May 2019 15:43  
**To:** [REDACTED]  
**Subject:** Cabinet Secretary - Visit to Crosswind Developments - Edinburgh

**From** [REDACTED] >  
**Sent:** 12 April 2019 10:14  
**To** [REDACTED] >  
**Cc:** [REDACTED]  
**Subject:** Re: Cabinet Secretary - Visit to Crosswind Developments - Edinburgh

[REDACTED]

I did and I'm finalising the details just now. I'll have something over by 11am if that's ok. If you need to call, I'm on [REDACTED]

On Fri, 12 Apr 2019 at 10:08, [REDACTED] > wrote:

[REDACTED]

Can I please confirm you have received my email and will get back to me? I tried to call you but can't find any numbers online.

Many thanks

[REDACTED]

-----Original Message-----

**From:** [REDACTED]  
**Sent:** 11 April 2019 11:26  
**[REDACTED]** >  
**Subject:** Cabinet Secretary - Visit to Crosswinds

[REDACTED]

I have been passed the visit of Mr Mackay to your Crosswinds site on the 23rd of April to organise from our side. I will need to brief Mr Mackay on this visit, so if I could get the following information by tomorrow afternoon that would be great.

I am looking for information to confirm timings, location, meeting point, itinerary, who he will be meeting and the purpose of the meeting. This will help to ensure everything goes smoothly and we make the best use of time.

Would you be able to send this information to me by tomorrow - alternatively if you think it would be better to speak, please let me know a suitable time and number to call you on.

Many thanks

[REDACTED]

[REDACTED]

Head of Capital Investment Policy  
Directorate for International Trade and Investment Scottish Government  
5 Atlantic Quay

[REDACTED]

[REDACTED]

[REDACTED]

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Tha am post-d seo (agus faidhle neo ceanglan còmhla ris) dhan neach neo luchd-ainmichte a-mhàin. Chan eil e ceadachd a chleachdadh ann an dòigh sam bith, a' toirt a-steach còraichean, foillseachadh neo sgaoileadh, gun chead. Ma 's e is gun d'fhuir sibh seo gun fhiosd', bu choir cur às dhan phost-d agus lethbhreac sam bith air an t-siostam agaibh agus fios a leigeil chun neach a sgaoil am post-d gun dàil.

Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

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[REDACTED]

Crosswind Developments

[REDACTED]

Tel: [REDACTED]



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