

Scotland Market Engagement & Training Programme

11 December 2025

KEY PERFORMANCE INDICATORS 2025/6

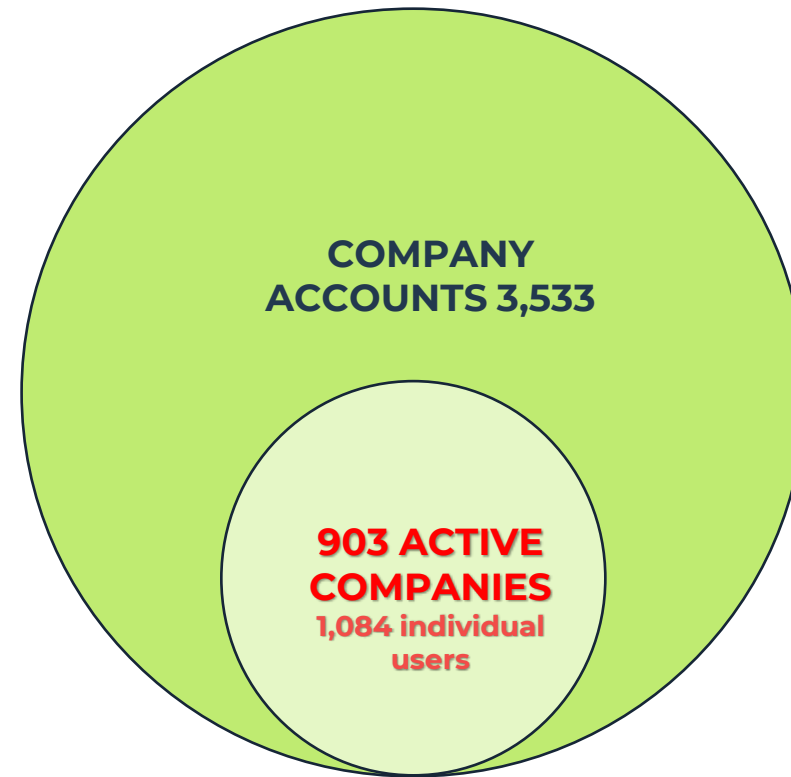
Deliverables Target	Q1	Q2	Q3	Q4	2024-2025	TARGET
Active companies (Scotland region)	573 (123B/51S/ 110G)	718 (120B/56S/ 114G)	759 (126B/50S/ 111G)	1100	897 (76B/43S/ 100G)	1,100
Active individuals (Scotland region)	556	1049	1,123	2,150	1,729	2,150
No. of Partner priority suppliers (Scotland market)	765	765	767	750	634	750
Learners @ training (<i>cumulative</i> over the year) (Number of individuals attending training and webinars)	267	314	496	1000	957	1000
Resource Views (<i>cumulative</i>)	6,835	13,222	14,847	15,000	13,806	15,000
Virtual Conferences (inc. collaboration with other groups) (<i>cumulative</i>) (Average of 500 learners @ each) (1)	1	2	3	3	3	3
Training workshops x 4 (Average of 20 learners) (<i>cumulative</i>)	1	1	2	3	5	3
Webinars (1 hour) x 12 (Average of 150 learners) (<i>cumulative</i>)	5	7	9	10	11	10
Assessments + re-assessments total (corporate in region) <i>Cumulative</i>	210 14% increase in maturity	240	590	400	843	400
Bronze, Silver & Gold members	284	290	287	325	219	250

NB: There are 7,502 active company accounts across the UK

Scotland Region **(located in Scotland)**



Scotland Market **(trading in Scotland)**

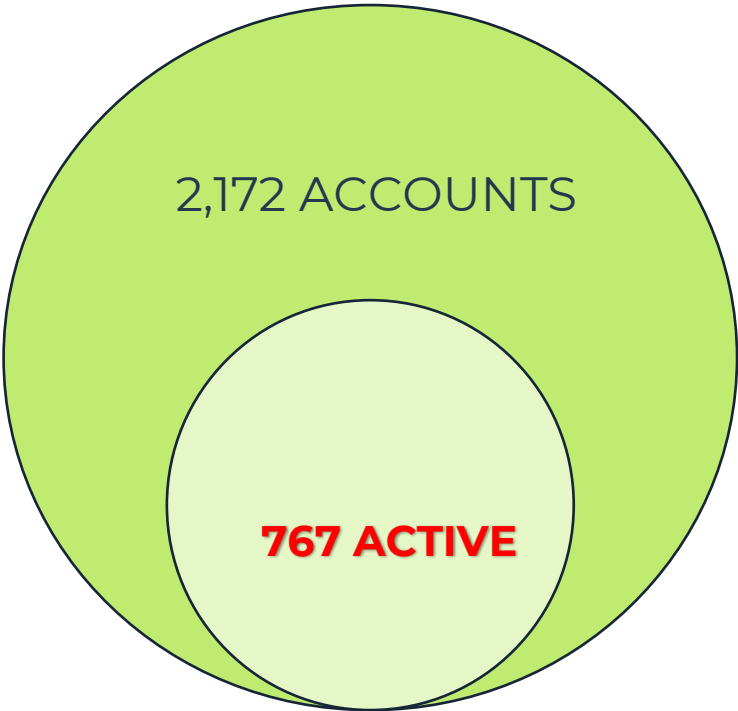


Target = 1000 Active Scottish Companies by March 2026

BASED IN SCOTLAND



BASED ANYWHERE IN UK



*Target = 750 Active Priority Supplier Members
in Scotland by 31 March 2026*

Scotland Training Plans Sept 2026-2027

Type	Date /Time	Scottish Leadership Group: Delivered Training Sessions Sept – Dec 2025	Speakers	Targets
Virtual Conference	24 September 10:00-12:00	New from Old: Retrofitting Traditional and Heritage Buildings	Glasgow Uni, Glasgow Womens Library, BE-ST Heritage Env Scotland Clark Contracts	240
Linked in	29 September to 5 October	Scotland Climate Week #ScotClimateWeek	(release VC recording on linked in)	
Webinar	4 October 11:00-11:45	Scotland Suppliers – Business Benefits of the School	School	10
Webinar	1 October 10:00-11:00	Sustainable Site Set Ups in Scotland	Sam Walker (facilitate) McLaughlin and H , Scottish Water and Robertson	53
Webinar	14 October 12:00-13:00	Business Benefits of FIR in Scotland with Equate Scotland on leadership in STEM and retential being the crucial issue	FIR, Sokhi Watson, Equate Scotland	21
Webinar	22 October 11:00-12:00	Develop your Carbon Action Plan with the Scottish Business Climate Collaboration	Zero Waste Scotland and Andrew Wilson, School	12
Virtual Conference	5 November 10:00-12:00	Commercialising Low Carbon and Circular Materials (Scotland, Waste, COP)	Mark Turner, Nick Ribbons ZWS, Michelmersh,Kinoteq, CIVIC	338
Webinar	25 November 11:00-12:00	Community Wealth Building: Anchoring the Built Environment in Scotland	Centre for Local Economic Strategies / Balfour Beatty – Naila /Robertson Sarah Longlands CLES	52
Webinar	2 December 11:00-12:00	Net Zero and Skills in Scotland: Challenges & Opportunities across the Value Chain - CITB and Skills Development Scotland	CITB Scotland outlook, SDS on types of courses and opportunities for the value chain, partners	57
Webinar	3 December 13:00-14:00	Understand, Report and Measure Your Carbon	Scottish Business Climate Collaboration	55

Type	Date /Time	Scottish Leadership Group: Planned / Potential Training Sessions 2026	Speakers	Targets
Webinar	27 January 2026 14:00-15:30	WM3 -Waste Classification & Streetworks Protocol – Technical guidance / checklist	Scottish Gas Networks and Cadent	40
Workshop	4 February 2026 09:30-13:00	Fairness Inclusion and Respect: Allies and Ambassadors in Scotland	FIR and partners	30
Webinar	12 February 2026 14:00-15:00	Retrofit Webinar - Heat in Buildings: Greening the Supply Chain	Speakers invited	40
Workshop	17 February 10:00-12:00	Designing out Waste with Zero Waste Scotland	Mark Turner and Nick Ribbons	10
Webinar	Early Summer 2026	Techniques for Peatland Management and Restoration in Scotland (Scotland Peatland Standard out for consulation)	Mark Turner, NatureScot	40
Webinar	March 2026	H100 Fife – World First Green Hydrogen Network https://www.sgn.co.uk/news/weve-completed-construction-of-our-world-first-green-gas-network and production and storage facility in Fife Energy Park	Maxime Biret SGN	40
Workshop	April / May 2026	Getting to Grips with Plastic	Zero Waste Scotland	40
Webinar	TBC	Energy Transmission Webinar – Low Carbon Solutions	SSE/SPEN tbc /engineering companies etc	100
Virtual Conference	26 November 2026	Modern Slavery Virtual Conference	Multiplex, Balfour Beatty, Kier	1000

Scottish Leadership Group - Sector/ Partner Supplier Events / 2025

Type	Date /Time	Partner
Supplier Event F2F	10 February 09:00-17:00	Morgan Sindall Supplier Day, Dumfries and Galloway College
Partner Event F2F	4 March 12:00-13:00	Industry Transition Accelerator Scotland Partner Webinar
Partner Event F2F	11 March 10:00-15:00	Scottish Water – Net Zero Heroes
Partner Event Online	17 March 13:00-15:00	BE-ST CLF NZ Strategic Working Group
Supplier Event F2F	14 May 09:30-15:00	Building Contractors Training Group AGM (BE-ST, Blantyre) School Presentation
Sector Event F2F	20 May 09:00-17:00	Constructionline Live Glasgow SCSS Stand
Partner Conference F2F /Teams	4 June 14:00-15:30	Scottish Power Sustainability Festival: SP Energy Networks Our Role to Ensure a Fair and Just Transition
Partner and Supply Chain	7 July 11:00-13:00	Speedy Hire Site / Sustainable Site Discussion & Visit Cambuslang
Partner Event F2F	5 September 10:00-15:00	Scottish Water – Net Zero Heroes
Sector Event F2F	3 September 10:00-12:00	Colleges Scotland/ESP Construction Leads - Colleges Forum
Sector Event F2F	17 September 2025 09:00-12:00	Scottish Construction Summit – Glasgow
Sector Event F2F	5 & 6 November 09:00-17:00	BE-ST Festival and Retrofit Conference
Supplier Event F2F	3 December 10:00-16:00	Net Zero Heroes Supplier Day, Scottish Water, Glasgow
Supplier Event F2F	11 December	Department of Transport SME Supplier Day - Glasgow
Stakeholder Event	21 January tbc	Edinburgh Climate Change Compact

Scottish Leadership Group –Training Session Ideas (continued) 2026-27

Type	Date /Time	Planned and Potential Training Sessions 2025	Speakers	Targets
Virtual Conference	2026-27	Tackling Modern Slavery in Scotland – link in with Scotland Against Modern Slavery Movement and current partners involved	Multiplex, SSE, Portakabin etc https://www.scotlandagainstmmodernslavery.co.uk/	100
TBC	2026- 27	Hydrogen Pilots - Scotland	Partner Interest tbc	
TBC	2026-27	PAS 2080 in Scotland	Scottish Water	
TBC	2026-27	Adaptation and Resilience		
TBC	2026-27	2026-27Energy Transmission – Low Carbon Solutions	SSE and Oxecom	
TBC	2026-27	Carbonica – embodied carbon/materials and design (industry roll out)	Morgan Sindall	
TBC	2026-27	PAS 2038 Energy Efficiency/Retrofit	Scape/Morgan Sindall	
		Other ideas to be discussed at business planning meeting		