

bringing some consultations, or service, roles which may have used external providers for in-house has provided cross pollination where an enquiry from one service will generate a design project. This in-house approach has also ensured a far more efficient approach to projects providing best value to clients.

95 block 9 Architects

No. of chartered architects: 5 Staff Total: 8

96 JAMstudio Ltd

No. of chartered architects: 1 Staff Total: 4



Marie-Louise Dunk
Chartered Architect/Director

What would you like to see change in 2018?

I have a long list of items – most of them regarding the taxation situation for properties! Firstly I think the Land and Buildings Transaction Tax needs to be looked at – it has completely killed off residential property sales in the North East, which is not good news for anyone and as a result isn't raising anything like the revenues predicted; secondly I'd like to see our government actually do something really helpful for existing home owners who don't want to move, but do want to improve – remove the current 20% rate of VAT on home improvements, which would help owners of older properties refurbish them and make them more energy efficient in the process; and third on the list is to revise down the business rates on shop fronts on our high streets, and at the same time revise them up for out of town shopping centres.

Can architecture change the world?

Yes, as long as there is the political will to do so and some notion of efficacy can be brought into our planning system. We like to talk about how innovative we are as a nation, and yet I can't really see any innovation in how our planning system works and how construction is funded – what would be great would be to have some really bold policies that encourage low cost home building on a decent scale – there should be a combination of tax incentives to free up useful land in good places and different financial models explored to facilitate groups of individuals to come together and be able to build communities for themselves – as is already done in other countries such as the Netherlands.

Are you optimistic for the future?

Yes, hugely. The last couple of years have been very challenging in the North East thanks to the oil downturn; we are now much smaller than we have been, which has allowed us to rethink our direction and invest in new technologies. We are implementing the use of BIM more



This well-insulated family home was built to a tight budget by JAMstudio

and more in projects and are starting to see the results of this for sure! Being small again means we can get back to first principles – offering our clients a very tailored, personal and completely bespoke service, and being more selective about the type of projects we take on as a practice. For me personally its meaning I am more hands on with projects rather than drowning in the day to day practice management, which is always a headache as you grow. Cutting overheads has also had the interesting side effect of making us more profitable, so we are feeling more financially secure, which in turn is allowing us to invest in new software and extra training. I think 2018 could well be our most interesting year yet!

97 icecream architecture

No. of chartered architects: 0 Staff Total: 6

98 Robin Baker Architects

No. of chartered architects: 1 Staff Total: 3

99 Fife Architects

No. of chartered architects: 1 Staff Total: 2

100 Inkdesign Architecture

No. of chartered architects: 3

Staff Total: 7



Maurice Hickey
Managing Director

Can architecture change the world?

No, people change the world. Architecture has a significant influence on shaping the environment that people live within, but without people there is no architecture.

What distinguishes your practice from others?

Our ability to build open and honest relationships with our clients. While our projects and our team have grown in size over the last few years, the practice still offers our clients a personal relationship.

How will you achieve further growth?

We have been fortunate to sustain steady growth year on year. Whilst the majority of our work comes to us via recommendation, even the larger projects, we're implementing a targeted marketing strategy that will open up the practice to potential clients currently unaware of what we can offer.



Above & Below - Abbotsford House by Ink Design saw rear and side extensions added to a 19th century Giffnock home



Methodology

- Efficiency points weight:**

<40 000 GBP fees income/head	10
<50 000 GBP fees income/head	20
<60 000 GBP fees income/head	30
<70 000 GBP fees income/head	40
>70 000 GBP fees income/head	50
- Staff points:**
Staff points have weight 1:1
- Qualified architects points**
Qualified architects points have weight 1:2
- Awards points including the following schemes:**
RIAS awards
RBA awards
SDA awards
Awards weight 1:10