

Making an impact in Cumbria

£10.1m

Business cost savings to date

43,000

Tonnes of CO₂e savings to date

398

Local jobs saved and created

£21.5m

Sales safeguarded and won

1,374

Local businesses assisted



ENWORKS



The ENWORKS partnership is a unique, internationally recognised, environmental business support service, working with businesses in **Cumbria** and across the North West since 2001.

ENWORKS works in partnership with specialist advisers at the award-winning Cumbria Rural Enterprise Agency (CREA) to help hundreds of Cumbrian companies every year.

Our hands-on support helps businesses to turn environmental risks into opportunities and to grow and thrive, by:

- **Cutting costs**
- **Boosting productivity**
- **Improving profitability**
- **Creating and safeguarding jobs**
- **Retaining sales**
- **Winning new contracts**

We offer businesses free, on-site reviews to identify opportunities for improving resource efficiency, along with ongoing practical help with implementation, tailored information services, and a range of training and networking events.

We also help businesses to use the ENWORKS Online Resource Efficiency Toolkit. This bespoke software allows them to prioritise and manage their improvement actions and to report on the resulting cost and resource savings in real time.

Our focus is firmly on improving resource efficiency – making more with less – but we also address pertinent issues such as: corporate responsibility, environmental risk management, legal compliance, carbon footprinting, climate change adaptation, greening supply chains and sustainable procurement.

It's not rocket science

Resource efficiency means a healthier balance sheet. In times of economic uncertainty it is crucial for business survival.

Low-cost measures to increase productivity, cut costs and boost jobs and sales can be a lifeline to businesses and organisations, addressing the fundamental issues of:

- **Risk**
- **Reward**
- **Reputation**

The market failure associated with improving environmental performance means businesses often lose out on financial and reputational rewards by failing to take action. Instead they become increasingly vulnerable to environmental and financial risks.

A survey commissioned by the NWDA in 2009 revealed that, without support, just 20% of North West businesses said they hoped to improve their resource efficiency in the following 12 months. Most were only looking at low impact initiatives and it is unlikely that all of those were implemented.

Left alone, most local businesses will fail to take effective action, even if they know it is important. Simple, low-cost efficiency improvements can make a major difference to future prosperity at a local level.

“What impresses me most about projects such as ENWORKS is they truly are becoming the change that’s needed in the world.”

Al Gore, former US Vice President



1,374

Local businesses assisted

ENWORKS has already helped 1,374 businesses in Cumbria to reduce their costs and environmental risks, and to reap the benefits of improved environmental performance.



£3.1m

Investment in Cumbria

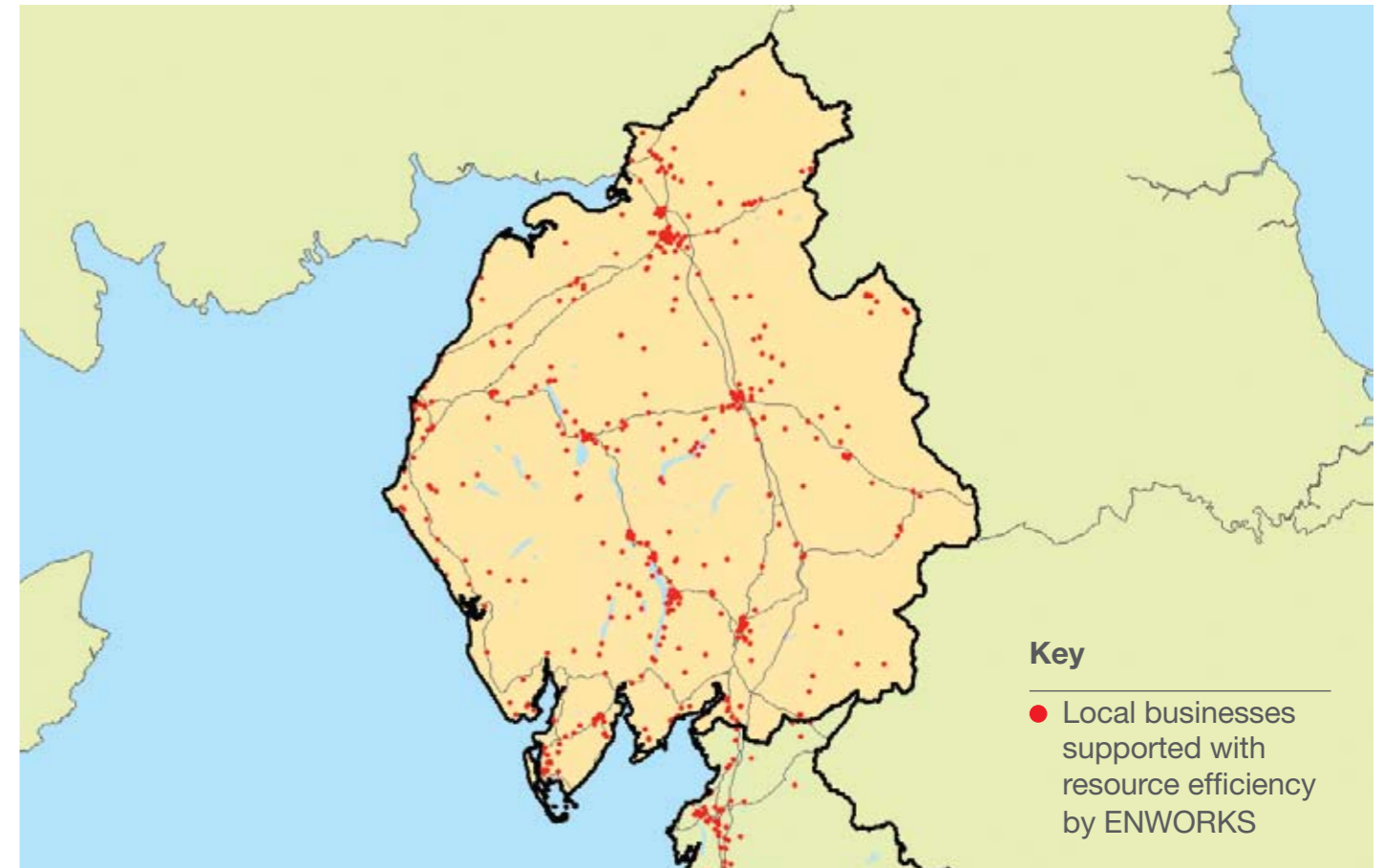
Since 2001, £3.1 million has been invested in Cumbrian businesses through the ENWORKS partnership, primarily by the NWDA and ERDF.



£10.1m

Business cost savings to date

We have funding secured until March 2013 and are continuing to invest in Cumbria to help its businesses to realise millions of pounds of further cost savings.



“The ENWORKS advisers at CREA are extremely professional and knowledgeable and always respond to my queries promptly. Without a doubt the support given to us by CREA has been invaluable.”

Sandra Reid, compliance manager at Lyon Equipment Ltd, Tebay

“Having someone from outside the industry looking at our business highlighted a lot of activities that can be improved that I wouldn’t have picked up on.”

Andrew Stephenson, sales manager at Handy Concrete Ltd, Workington

ENWORKS is already helping local businesses in **Cumbria** to achieve amazing things, and we have plans to do much more...

“ENWORKS is one hell of a story! This is the sort of stuff that makes me feel amazingly inspired. It is the stuff of incremental impact reduction, in a way that’s delivering real value for wealth creators, for shareholders, for businesses, for communities and for the environment. It is a tremendous achievement.”

Sir Jonathon Porritt CBE, co-founder of Forum for the Future

£4.5 million

Private investment leveraged



- We help local businesses of all sizes to make smart investments.
- We’ve already helped 282 businesses to invest £4.5 million in resource efficiency, which has generated cost savings of £10.1 million to date.
- We’ve also identified £22.2 million of fresh investment opportunities, with an average payback of just 18 months.

£18.7 million

Business cost savings per year



- We help local businesses to boost their bottom line.
- We’ve achieved £4.3 million of annual cost savings (including 34% at zero capital cost) and we have another £14.4 million in the pipeline.
- From these achieved annual savings we’ve already accrued £10.1 million of cumulative cost savings to date in Cumbrian businesses.

398

Local jobs saved and created



- We have a proven ability to drive job security and local job creation.
- We treat the environment as a business opportunity and we’re playing a key role in shaping the future employment outlook of local areas.
- We’ve so far helped Cumbrian businesses to safeguard 281 jobs and to create 117 more.

91,800 tonnes

CO₂e savings per year



- We’re specialists at helping businesses to reduce their carbon footprints.
- We’ve achieved 31,500 tonnes of annual savings in Cumbrian businesses and we have another 60,300 tonnes in the pipeline.
- From these we’ve already accrued 43,000 tonnes of cumulative savings to date, which is equivalent to the amount you would emit by driving a Hummer from Carlisle to the moon, 330 times.

£21.5 million

Sales safeguarded and won



- We make environmental improvements that give local companies a real competitive advantage.
- We support local businesses to meet their supply chain needs, to retain contracts, and to access new markets.
- We’ve already helped companies in Cumbria to safeguard sales of £15.5 million and to win contracts worth £6 million more.

864,900 m³

Water savings per year



- We help businesses to protect precious natural resources by reducing water consumption in products, processes and facilities.
- We’ve achieved 433,400 m³ of annual savings in Cumbrian businesses and we have another 431,500 m³ in the pipeline.
- From these we’ve already accrued 1.5 million m³ of cumulative savings to date, which is equivalent to filling over 630 Olympic swimming pools.

274

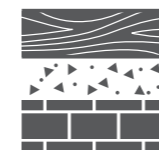
Adults trained



- We facilitate knowledge and skills transfer to ensure that environmental improvements in local businesses are sustainable in the long term.
- We run regular training and networking events throughout the year, tailored to clients’ needs.
- Our workshops and courses cover a wide range of topics, including risk management, regulations, process efficiency and driving cultural change.

147,500 tonnes

Material savings per year



- We take a fresh look at how materials are procured and used, to help businesses to make more with less.
- We’ve achieved 70,900 tonnes of annual savings in Cumbria and we have another 76,600 tonnes in the pipeline.
- From these we’ve already accrued 322,500 tonnes of cumulative savings to date, enough to build more than 124 Blackpool Towers.

101,600 tonnes

Waste diverted from landfill per year



- We help businesses to increase their re-use, recycling and recovery rates, by treating residual waste as a fresh resource or income stream.
- We’ve achieved 54,300 tonnes of annual savings in Cumbrian businesses and we have another 47,300 tonnes in the pipeline.
- From these we’ve already accrued 140,900 tonnes of cumulative savings to date, the weight of about 20,120 African elephant bulls.

Lakes Leisure

Total cost savings: £81,200 pa

Lakes Leisure is a charitable trust, providing leisure and outdoor pursuit facilities across the South Lakeland area. It manages sites in Kendal, Ulverston and Windermere.

Since 2008, the trust has been supported by CREA advisers, with ENWORKS funding, to implement a wide range of successful resource efficiency improvements across its three sites.

Initiatives have included: fitting low-energy lighting and variable speed drives to pool water circulation pumps; installing low-flow shower heads and low-flush toilet cistern devices; fitting timers on vending machines to reduce energy consumption; and implementing waste segregation and recycling practices for unavoidable wastes.



Operations manager, Dawn Garnett, said:

“We run three different leisure centres, each with a unique environmental footprint. It has been really useful to have CREA to help us decide on the best options to improve environmental performance and save money.

“There’s still more to do and we are looking at other ways we can cut energy use, conserve water and increase recycling.”

Plans to install rainwater harvesting systems, pipe lagging and renewable energy technologies such as wind turbines are now being considered.

Resource efficiency has already saved Lakes Leisure £38,400 a year, and identified improvements yet to

be implemented will save another £42,800 a year.

The identified and achieved cost savings together come with annual environmental savings of 204 tonnes of CO₂e, 2,000m³ of water and 378 tonnes of waste diverted from landfill.

Cedar Manor Hotel

Total cost savings: £8,700 pa

Built in 1854 as a country retreat, the new owners of family-run SME, Cedar Manor Hotel in Windermere, have worked closely with a local ENWORKS adviser from CREA to reap the benefits of resource efficiency improvements.

These have included replacing an old boiler with two more efficient condensing boilers, fitting draft proofing and thermostatic valves on all radiators, and improving roof and pipe insulation. Water saving devices, low energy light bulbs with dimmer switches and timers, and double glazing have all been installed, and recycling practices have been improved.

The hotel has now begun to upgrade its refrigerators and other appliances to ‘A’ rated, energy efficient alternatives, and to install dual-flush toilet systems and low-flow shower heads to reduce water usage. Cedar Manor Hotel is



benefiting from savings of £5,500 a year in heating and lighting bills and another £100 a year in water bills. The business’ annual running costs have fallen by £5,600 and ongoing work could save a further £3,500 a year.

The total cost savings come with annual CO₂e savings of 51 tonnes and 310 m³ of water savings a year.

Managing director, Jonathan Kaye, said:

“We have a keen personal interest in the environment but our visitors also want to know what we’re doing at the hotel.

“With CREA’s support and accreditation we can now show our customers what we are doing and how well we are performing.”

Green leadership

BusinessGreen Leaders Awards – NGO of the Year, 2011

UK IT Industry Awards – Environmental Project of the Year medallist, 2011

North of England Excellence Awards – Sustainability Award, 2011

Ashden Awards for Sustainable Energy – Ashden Award for Energy Efficiency, 2007

Regeneration and Renewal Awards – Economic Development Project of the Year, 2007

ENWORKS is leading the way in delivering value-for-money environmental business support. Over the years we have been recognised as best practice in our field by a number of prestigious bodies:

European Commission – Best Practice Principles of Sustainable Development, 2005

Success Northwest Awards – Exceptional Contribution to Environmental Excellence, 2005

Regeneration Excellence in England’s Northwest Awards – Exemplar Status for Regeneration Good Practice, 2005

European Social Fund – Merit Award for Sustainable Development, 2005

Learning Northwest Awards – Outstanding Workforce Development Campaign, 2002

ENWORKS has already influenced local and national environmental policy. We regularly contribute data, learning and experience to high profile reports and research projects, for bodies such as BIS, DECC and Defra.

Our most recent independent evaluation reveals that we have outperformed all other regional programmes of this kind for cost-effectiveness, and achieved better overall value for money than the aggregate data from all the national environmental programmes.

A lasting impact

On average, for every business ENWORKS has supported with resource reduction or waste management, we have achieved savings to date of:

£65,700 in cost savings

312 tonnes of CO₂e

460,100 kWh of electricity/gas

3,400 m³ of water

11,800 tonnes of materials

175 tonnes of waste diverted from landfill

Over the last 10 years ENWORKS has helped businesses in the North West of England to achieve cumulative savings to date of:

£105 million in business costs

500,200 tonnes of CO₂e

743.6 million kWh of electricity/gas

5.5 million m³ of water

18.4 million tonnes of materials

285,200 tonnes of waste diverted from landfill

We have also safeguarded and created 7,490 jobs, and safeguarded and won sales worth £231.4 million.

ENWORKS is helping the UK to meet its Climate Change Act targets, and to reduce pressures on scarce resources and local waste collection and disposal services.

We are all being challenged to demonstrate value for money, reduce our carbon dependency, create jobs for the future and increase private sector investment in sustainable development.

At a local level, ENWORKS delivers a tried and tested model of support in Cumbria that works for individual companies across all sectors, with tangible, timely and measurable results that speak for themselves.

“The support we have received from CREA, through ENWORKS, has helped us to retain a minimum of £300,000 of sales and to help safeguard 32 full-time, permanent jobs, at a time when the print sector has been struggling.”

**Dick Stoddart, environmental manager
at Reeds Printers, Penrith**

Contacts

CREA

Michael Hamer
Environmental Project Manager
T: 01768 891 555
E: michael@crea.co.uk
www.crea.co.uk

ENWORKS

Samantha Nicholson
Programmes Director
T: 0161 245 4764
E: samantha@enworks.com
www.enworks.com



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