

Making an impact in Cumbria

£15.4m

Business cost savings per year

68,000

Tonnes of CO₂e savings per year

380

Local jobs saved and created

£20.6m

Sales safeguarded and won

1,233

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.

We work 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 free on-site reviews with practical advice and ongoing assistance, tailored information services and networking and learning events. We also help businesses to use our bespoke software, the ENWORKS Online Resource Efficiency Toolkit, to prioritise and manage improvements, and report on the resulting savings in real time.

We focus on improving resource efficiency – using less to make more – but we also address issues such as corporate responsibility, environmental risk management, legal compliance, carbon footprinting, climate change adaptation, supply chains, sustainable procurement and energy security.

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

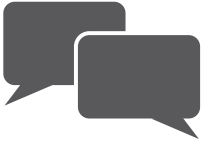
The market failure associated with improving environmental performance means businesses often lose out on financial and reputational rewards by failing to take action. Instead they become increasingly vulnerable to environmental and financial risks.

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



1,233

Local businesses assisted

ENWORKS has already helped 1,233 businesses in Cumbria to reduce their costs and environmental risks, and to reap the benefits of improved environmental performance.



£3.1m

Investment in Cumbria

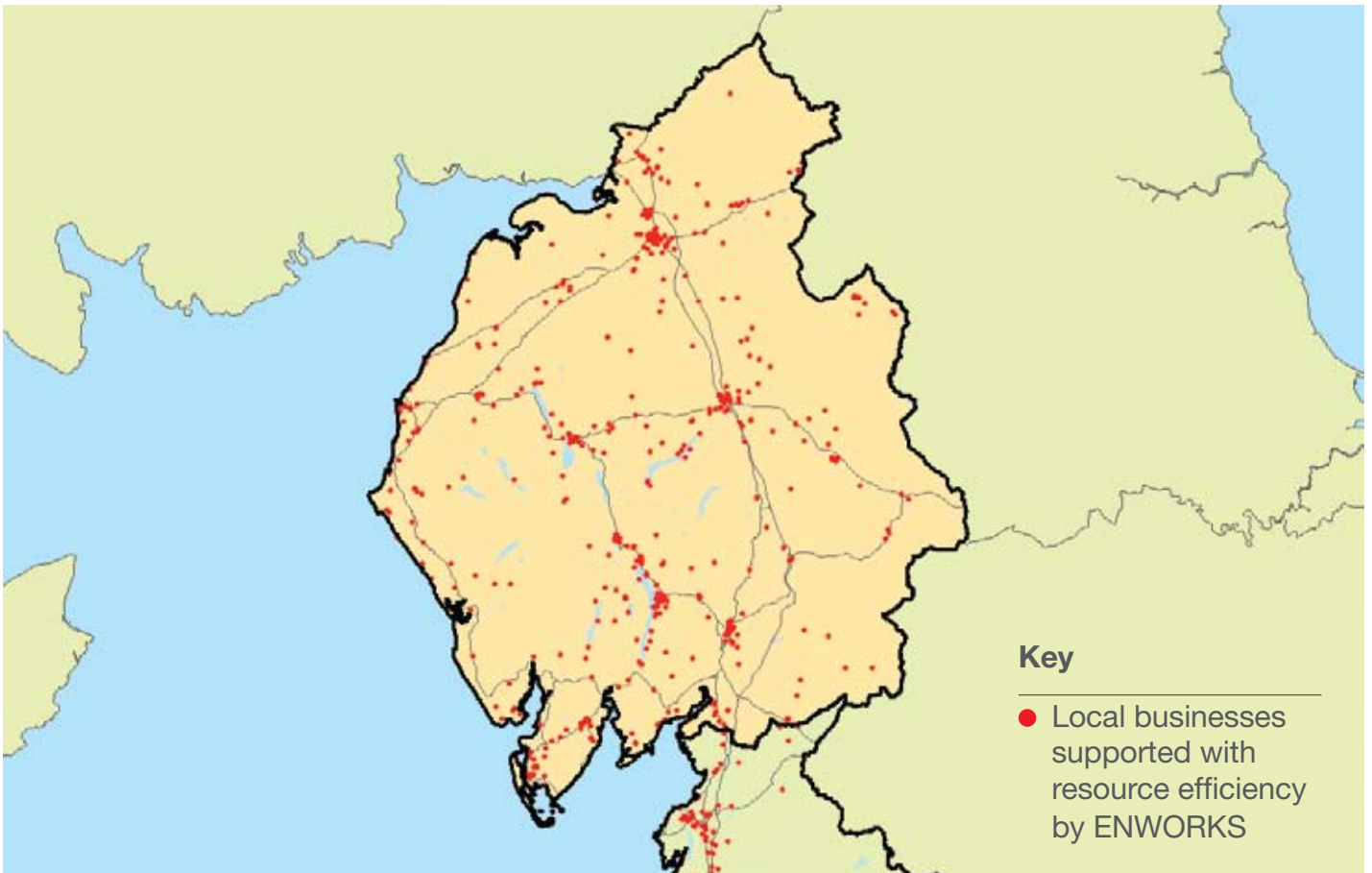
Since 2001, £3.1 million has been invested in Cumbrian businesses through the ENWORKS partnership, primarily by the NWDA and ERDF.



£15.4m

Business cost savings per year

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...

£19.8 million



Private investment leveraged

We help businesses to make smart investments. We have already helped Cumbrian companies to invest £2.7m in environmental improvements, which is saving £3.8m per year, and we've identified another £17.1m of investment opportunities to generate savings of £11.6m a year.

380



Local jobs saved and created

We have a proven ability to drive job creation. We treat the environment as a business opportunity and are playing a key role in shaping Cumbria's future employment outlook. We have already helped to create 100 new jobs in Cumbrian businesses and to safeguard a further 280.

£20.6 million



Sales safeguarded and won

We make environmental improvements to give local companies a competitive advantage. We help them to meet supply chain requirements, retain contracts and access new markets. So far we have helped to retain £15.4m of sales in Cumbria and to secure new contracts worth £5.2m.

238



Adults trained

We facilitate knowledge and skills transfer to make our support sustainable in the long term. We host up to 40 training events a year in the North West, tailored to different businesses and circumstances, helping with risk identification, efficiency improvements and driving cultural change.

“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

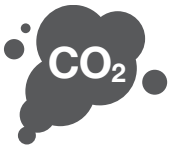
£15.4 million



Business cost savings per year

Our support helps business to boost their bottom line. We have achieved £3.8m of annual cost savings for businesses in Cumbria. These are accruing every year, with £7m saved to date, and we’re already working on another £11.6m of identified savings.

68,000 tonnes



CO₂e savings per year

We’re specialists at reducing carbon footprints. We’ve reduced CO₂e emissions from Cumbrian businesses by 14,000t a year - like driving a small car from Carlisle to Cairo, 20,000 times. This has added up to 27,000t to date and we’re busy helping with another 54,000t of annual savings.

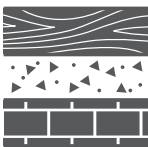
740,000 m³



Water savings per year

We help Cumbrian businesses to protect precious natural resources. By reducing water usage in products, processes and facilities we’ve achieved savings of 418,000m³ a year - enough to fill 296 Olympic-sized swimming pools – and we’re working on further annual savings of 322,000m³.

106,000 tonnes



Material savings per year

We take a fresh look at how materials are used. We’ve helped Cumbrian businesses with annual savings of 71,000t (or 27 Blackpool Towers) by reducing re-work and wastage and reviewing procurement, and we’re tackling extra savings of 35,000t a year that we’ve already identified.

59,000 tonnes



Waste diverted from landfill per year

We help local companies to cut out waste streams and treat residual waste as a new resource or income stream. Through re-use, recycling and recovery we’re saving 52,000t a year from landfill – that’s the weight of 7,400 adult African elephants – and we’re already busy with another 6,000t.

Case Studies

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 worked with CREA as part of the ENWORKS programme and implemented 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 is saving Lakes Leisure £38,400 per year and work

is ongoing to implement further improvements to generate another £42,800 of annual savings. The total cost savings come with annual CO₂e savings of 204 tonnes, 2,000 m³ of water savings and 377 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

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 Environmental Support Network, 2009

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

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

SustainIT Awards – Climate Change and Environmental Efficiency, 2006

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 shows that we are out-performing all regional programmes of this nature, with the lowest cost per unit of increased sales and cost savings in business in the UK. We also achieve better overall value for money than the aggregate data from all key national environmental programmes.

A lasting impact

ENWORKS is supporting businesses in Cumbria and across the North West with the transition towards a vibrant, sustainable and low carbon economy for the future.

From every £100 invested in ENWORKS we create annually recurring savings in North West businesses of:

£1,200 in costs

8 tonnes of CO₂e

55 m³ of water

30 tonnes of materials

7 tonnes of waste diverted from landfill

£800 of sales safeguarded

£136 of new sales won

Across the North West, ENWORKS is helping to generate total annual savings of over:

£120 million in business costs

669,000 tonnes of CO₂e

4.6 million m³ of water

3 million tonnes of materials

380,000 tonnes of waste diverted from landfill

We have already created and safeguarded 7,376 jobs, and increased and safeguarded sales worth £213 million.

And that is just the beginning. There is so much more that can be done...

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

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