

# ENWORKS

**Vision:** 'Improving the environment and economy of the North West by engaging businesses in environmentally sustainable business practice.'

Visit us online: [www.enworks.com](http://www.enworks.com).

## Who are we?

ENWORKS provides award-winning **environmental business support** to thousands of companies across the North West of England. We are a unique, not-for-profit service, delivering publicly-funded support to businesses of **all sizes and sectors**.

Two-thirds of our support is targeted at SMEs, which typically need the most support. We help them first to understand their environmental impacts and then to take action to improve their performance. We help companies to convert environmental pressures into competitive advantages, to reduce their carbon dependency and to invest in sustainable development.

Since 2001 ENWORKS has invested over £46 million in **North West businesses** through a series of successful environmental business support programmes, either through direct funding or through investments leveraged from other private and public sector sources.

We recently completed one three-year programme of support (2007-2010) and secured additional funding from the Northwest Regional Development Agency (NWDA) and the European Regional Development Fund (ERDF) to provide **resource efficiency** support until March 2013.



## Our origins

ENWORKS was **established a decade ago** as a positive response to the challenges of climate change, resource scarcity and security of supply. It joined the **Economic Solutions Group** on 1 April 2011, having previously been accountable to national environmental and regeneration charity, Groundwork UK.

Prior to 2001, access to environmental advice in the North West was fragmented, muddled and inconsistent, with very little learning from one project to the next. Our goal from the outset was to remove duplication from the marketplace and to banish the postcode lottery of support; to deliver cost-effective, accessible and high-quality support, which was locally embedded, co-ordinated regionally and linked into national initiatives.

## What do we do?

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

- Reducing environmental risks
- Cutting costs
- Increasing profitability
- Safeguarding jobs
- Creating new jobs
- Retaining sales contracts
- Winning new contracts
- Improving corporate reputation

By helping companies to use resources such as energy, materials and water more efficiently, and to reduce the amount of residual waste that ends up in landfill, we help them to make more with less and to become more sustainable.

## Our services

All our support is tailored to individual business needs, rather than a 'one-size-fits-all' or 'one-off' solution. Our focus is always on value for money and demonstrating measurable returns on investment. Depending on the scope a business has for making improvements, our support can include:



### On-site reviews

Experienced ENWORKS advisers visit businesses to carry out comprehensive on-site **resource efficiency reviews**. Each opportunity for improvement is researched and quantified, including financial and environmental savings and any relevant payback periods, and presented in a bespoke report.

Reviews are followed up by **ongoing, hands-on assistance** with implementing the recommendations, including help with monitoring and reporting, securing finance where necessary, and accessing technical support from specialist consultants.

### Bespoke software

The **ENWORKS Online Resource Efficiency Toolkit** is an award-winning piece of software that businesses we work with have access to. It has been designed to help busy managers to understand, log, quantify, prioritise, manage and track their savings and to report on their progress in real time.

The Toolkit also gives ENWORKS a robust audit trail, with all our results traceable back to individual business improvements. It uses Defra CO<sub>2</sub> conversion factors, so our calculations are fully transparent and aligned to national protocols. The software has been widely recognised as best practice and has been adopted by other regional development agencies and the Welsh Assembly Government. As the most comprehensive data set of its kind it has also provided data for research by DECC, BIS and Defra.

### Training and networking events

ENWORKS hosts over 40 training and networking events each year, at venues across the North West. The workshops and courses are delivered by experienced ENWORKS advisers and external consultants and cover a wide range of environmental topics to facilitate wider knowledge and skills transfer. Many of our courses are accredited or certified by professional bodies such as the Chartered Institution for Wastes Management (CIWM) or the Chartered Institute of Environmental Health (CIEH).

### Information services and advice

ENWORKS also manages a range of information services for businesses, ranging from telephone advice to online references and tailored e-bulletins of environmental business news and case studies. The **ENWORKS Green Intelligence** service is delivered directly to the inboxes of more than 1,200 business people across the North West each fortnight. Content is personalised to include only the topics a reader has chosen to read about.

Businesses can sign up to Green Intelligence, free of charge, at: [www.greenintelligence.org.uk](http://www.greenintelligence.org.uk).

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Our main focus is on resource efficiency but we also help businesses to address issues such as:

- Corporate responsibility
- Environmental risk management
- Legal compliance
- Climate change adaptation
- Sustainable procurement
- Energy security
- Making supply chains more sustainable
- Improving biodiversity
- Accessing environmental funding
- Environmental policies
- Environmental management systems
- Tendering for new contracts

## Partnership model

Our tried and tested partnership model brings together **partner organisations** and **consultants** from across the North West to deliver support to businesses. The partnership is governed by a high-profile **board** of regional influencers, policy-makers and business leaders and co-ordinated by a **central management team**.

We currently deliver the majority of our support through advisers based at seven partner organisations:

- Cumbria Rural Enterprise Agency (CREA)
- Food Northwest
- Groundwork Pennine Lancashire
- Groundwork Oldham & Rochdale
- Groundwork Manchester, Salford, Stockport, Tameside & Trafford
- Groundwork Cheshire
- Groundwork Merseyside.

The scope of ENWORKS support is deliberately broad and **covers all aspects of business operations**, from product design and procurement, to process efficiency, administration and premises, through to distribution and residual waste management.

The level of support offered to different businesses varies according to their needs and their scope for making improvements, but our focus is always on **ongoing assistance** and **value for money**.

## Structure

Our unique structure allows us to participate in both local and national stakeholder discussions, and to access and influence resource allocation and policy:



## Achievements

Overall, ENWORKS is helping businesses with identified **annual savings** of:



**£148 million**  
Cost savings



**800,000 tonnes**  
CO<sub>2</sub>e savings



**6.1 million m<sup>3</sup>**  
Water savings



**3.1 million tonnes**  
Material savings



**518,000 tonnes**  
Waste diverted from landfill



**3,300**  
Adults assisted with  
environmental  
training



**7,450**  
Jobs created and safeguarded



**£228 million**  
Sales increased or  
safeguarded

## Breakdown of ENWORKS impact

Type of Saving	Annual Savings			Total Accrued Savings to Date
	Pipeline	Achieved	Total	Achieved
<b>Cost</b>	£116,419,917	£32,224,892	£148,644,809	£97,001,235
<b>CO<sub>2</sub>e / tonnes</b>	672,025	129,070	801,095	461,819
<b>Water / m<sup>3</sup></b>	4,463,357	1,649,943	6,113,300	5,061,745
<b>Materials / tonnes</b>	694,618	2,446,818	3,141,436	17,765,913
<b>Waste / tonnes</b>	415,919	102,384	518,303	255,686

*N.B. These figures are rising all the time. The above figures were calculated on 5 August 2011.*

**£21 million** - Total capital investment ENWORKS has leveraged from private businesses so far, to fund resource efficiency improvements that will bring savings for many years to come.

## Value for money

Nationally ENWORKS is leading the way in offering value-for money environmental support to businesses.

An independent evaluation of our most recent three-year programme confirmed that our support was the **most cost-effective of its kind** compared to the UK's other regional and aggregated national programmes. From an investment of £9 million over the same period ENWORKS generated a net additional **Gross Value Added (GVA)** to the economy of **£178 million**.

*Updated: August 2011*

## Average savings per business

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

- £64,400 in cost savings
- 300 tonnes of CO<sub>2</sub>e
- 448,800 kWh of electricity / natural gas
- 3,300 m<sup>3</sup> of water
- 11,800 tonnes of materials
- 160 tonnes of waste diverted from landfill

## Funding

The table below shows the value of the current three-year ENWORKS programme, showing total funding and a breakdown for the financial years 2011/12 and 2012/13.

It also includes a breakdown of ENWORKS' funding for SME-only support (co-financed by the ERDF and NWDA) and its support for non-SMEs (NWDA finance only):

	Total programme (2010-2013)	2011/12	2012/13
SME (ERDF co-financed)	£2,313,154	£2,500,657	£2,020,302
Non-SME (NWDA only)	£6,996,872	£714,341	£380,000
<b>Total funding</b>	<b>£9,310,026</b>	<b>£3,214,998</b>	<b>£2,400,302</b>

## Beneficiaries

ENWORKS beneficiaries in the North West:

- 11,400** North West businesses supported by ENWORKS since 2001.
- 5,800** North West businesses supported with full ENWORKS resource efficiency support (i.e. on-site reviews, Toolkit access and ongoing support with making improvements).
- 3,300** Adults assisted by ENWORKS training and skills development to date.
- 1,200** Business people receiving Green Intelligence bulletins each fortnight.
- 26,400** Individual resource efficiency improvement actions identified by ENWORKS resource efficiency advisers and recorded on the ENWORKS Online Resource Efficiency Toolkit.

ENWORKS beneficiaries at a national level:

- 9,280** UK businesses with savings recorded on the ENWORKS Toolkit.
- 33,900** Individual resource efficiency improvement actions recorded on the ENWORKS Toolkit.
- £353m** Resource efficiency related cost savings currently logged on the ENWORKS Toolkit.

## External recognition

### **Eddie Awards for Environmental Excellence**

Shortlisted for Carbon Reduction, 2011  
(awaiting results in Nov 2011)

### **North of England Excellence Awards**

Shortlisted for Sustainability Award, 2011  
(awaiting results in Nov 2011)

### **UK IT Industry Awards**

Shortlisted for Environmental Project of the Year  
for the ENWORKS Toolkit software, 2011  
(awaiting results in Nov 2011)

### **Sustainable Energy Europe Awards**

Finalist in Consuming category, 2011

### **Business Green Leaders Awards**

NGO of the Year Award, 2011

### **European Commission**

Best Practice Environmental Support, 2009

### **Ashden Awards for Sustainable Energy**

Energy Efficiency, 2007

### **Regeneration and Renewal Awards**

Economic Development Project of the Year,  
2007

### **SustainIT Awards**

Climate Change and Environmental Efficiency  
Award, 2006

### **European Commission**

Recognised for Best Practice Principles of  
Sustainable Development, 2005

### **Success Northwest Awards**

Exceptional Contribution to Environmental  
Excellence, 2005

### **Regeneration Excellence in England's Northwest Awards**

Good Practice in Regeneration, 2005

### **European Social Fund**

Merit Award for Sustainable Development,  
2005

## Contacts

ENWORKS  
Lee House  
90 Great Bridgewater Street  
Manchester  
M1 5JW

T: 0161 237 4181

E: [info@enworks.com](mailto:info@enworks.com)

[www.enworks.com](http://www.enworks.com)



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