



ENWORKS
2001–2010+

ENWORKS

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We would like to thank the Northwest Regional Development Agency and the European Regional Development Fund for their support, all of our board members past and present, our delivery partners across the region and the businesses who are demonstrating the reality of making environmental practice profitable.


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“For most business people, sustainable development has been positioned in the wrong psychological box – the one labelled ‘regulation and red tape’, ‘constraint on business’, ‘increased costs’ or ‘high risks’. Only during the last few years have we seen the other box – labelled ‘opportunity’, ‘innovation’, ‘increased market share’ and ‘stronger brands’ – opening up in such a way as to provide wealth creators with an entirely different and far more positive proposition.

Given the dominant role of business in the world today, this particular mindset transition is critically important; however necessary or desirable something may be, it is unlikely to obtain the necessary traction in today’s world unless the business community can be inspired and motivated to get behind it.”

Jonathon Porritt CBE
Capitalism as if the world matters



“The pressure on business is greater than ever. Climate change is now a reality. Energy and material costs continue to escalate and economic instability is having a major impact on business growth. In this climate of uncertainty, there is a danger that companies revert to business as usual. This would be a wasted opportunity and a fatal mistake. When the pressure is on, it is those companies who can change and innovate that will ultimately thrive and survive.

ENWORKS has been working to change the way businesses operate in the Northwest since 2001. Our work enables companies to gain a competitive edge through environmental improvements. With the support of the Northwest Regional Development Agency, we have been able to work with thousands of companies to change their outlook and improve their performance. Our work delivers results for the businesses themselves, for the economy and for the environmental quality of the region. We have achieved a great deal since 2001 but our work is far from done. There are thousands of businesses who continue to need our support to make environmental practice profitable.”

**Todd Holden
Director, ENWORKS**

**The
ENWORKS
Vision**

An improved environment and economy for the Northwest, achieved through the engagement of business in environmentally sustainable business practice.

Our internationally recognised, award-winning business support has made ENWORKS a leading authority on environmental business issues.

We help businesses to become more resource efficient, to reduce their carbon impact and increase their productivity. We enable companies to convert environmental pressures into competitive advantages and, in doing so, we are saving Northwest businesses millions of pounds each year.

This is achieved through a combination of practical advice, awareness-raising activities, tailored on-site support, plus training, all focused on creating cultural change throughout the business workforce.

ENWORKS is a positive response to the challenges posed by climate change and resource scarcity, or security of supply, and we're now supporting over 1,000 companies each year from all corners of the region to respond to these pressures. As such, ENWORKS is helping to transform the region into a low carbon economy.

This publication provides an overview of our work, our model of delivery and our role in the region. It also highlights some of the lessons we have learnt over the past eight years, some of the factors we consider as key to delivering successful business support and some of the challenges that we see on the horizon.

We hope that it will inspire action and act as a catalyst for change.



The Case for Change

Climate change has moved from a small concern for a few people, to a huge concern for all of us. The drivers and sense of urgency are far greater than ever before.

In recent years, the economic impacts of climate change have become better understood. The Stern Review clearly states that inaction on climate change could dampen global economic output by between 5 and 20 percent every year this century. Furthermore, a 2008 report by Deloitte calculated that if the Northwest fails to adapt to climate change, there could be a potential loss of £72bn to the regional economy over the next 12 years.

Climate change is now widely recognised as the biggest market failure in human history and, as such, will have profound impacts on our economic prosperity if not enough timely action is taken. One of the effects of this market failure is that businesses have limited experience in resource management, plus limited resources to tackle the issue, and so do not prioritise action in this area.

To help tackle this failure, the market needs input and investment from organisations such as ENWORKS. Left unchecked, it will not respond quickly enough to the challenge.

As our understanding of the risks posed by climate change, resource scarcity and security of supply continues to grow, the services offered by ENWORKS become more pertinent, more topical and more crucial to individual businesses and the whole of society than ever before.

Better resource efficiency means a healthier balance sheet. Cutting fuel and energy use, saving water, minimising packaging and reducing material use all saves money. During periods of economic uncertainty, greater efficiency is even more vital for business survival. When every penny counts, implementation of low-cost measures that can achieve an increase in productivity and cut costs can be a lifeline for businesses.

When applied collectively, simple improvements in business practice can not only make a major difference to the future prosperity of the region but can also contribute significantly to tackling climate change and resource scarcity.

The Case for Change

“Humanity already possesses the fundamental scientific, technical and industrial know-how to solve the carbon and climate problems for the next half century.” Conclusions of the Pacala and Socolow Study, Princeton University



Northwest and UK

£72bn costs

Failure to adapt and respond to the climate change challenge could cost the Northwest economy £72 billion.

Deloitte

£713m savings

Northwest businesses could save £713 million per annum through no cost and low-cost resource efficiency improvements.

DEFRA

£15bn a year

Waste costs UK industry at least £15 billion a year. The real cost of waste is often 5 to 20 times the cost of disposal alone, once the value of raw materials, energy and wasted labour is taken into account.

Envirowise

£6.4bn savings

UK businesses could save £6.4 billion per annum through no cost and low-cost resource efficiency improvements.

DEFRA

50% savings

Managed efficiently, businesses can save up to 50 percent of their water costs through implementing simple and inexpensive water minimisation measures.

Environment Agency

£7m a day

UK industry is still wasting almost £7 million a day on poor energy efficiency. Experience shows that energy costs can usually be reduced by at least 10 percent and often by 20 percent, by simple actions that produce quick returns.

The Carbon Trust

The Case for Change

“All across the world, in every kind of environment and region known to man, increasingly dangerous weather patterns and devastating storms are abruptly putting an end to the long running debate over whether or not climate change is real. Not only is it real, it’s here, and its effects are giving rise to a frighteningly new global phenomenon: the man made natural disaster.” President Barack Obama



Global

5 to 20% every year

Inaction on climate change could dampen global economic output by anywhere from 5 to 20 percent every year over the course of this century.

[The Stern Review](#)

130 fold reduction

By 2050 carbon dioxide emissions need to be 6 grammes of CO₂ per US dollar of global GDP. Today they are 768 grammes of CO₂ per US dollar.

[Sustainable Development Commission](#)

52,000 lives

The European summer heat wave of 2003 claimed 52,000 lives*. By the middle of this century such extreme temperatures will be normal and by the end of the century they will seem mild.**

*[The Worldwatch Institute](#)

**[Nature Magazine](#)

40% increase

Global carbon emissions have increased by 40 percent since 1990 (the Kyoto Protocol ‘base year’).

[Sustainable Development Commission](#)

zero emissions

Each one of us is a cause of global warming, but each of us can become part of the solution: in the decisions we make on what we buy, the amount of electricity we use, the cars we drive and how we live our lives. We can even make choices to bring our individual carbon emissions to zero.

[An Inconvenient Truth, Al Gore](#)

80% cut

The world’s first Climate Change Act commits the UK to an 80 percent reduction in CO₂ by 2050.

The Origins of ENWORKS

Business support was fragmented, of variable quality and lessons were not being learnt. A co-ordinated approach was needed to achieve real results.

ENWORKS was set up in 2001, the direct result of research by the Environment Agency into the provision of environmental support to businesses across the Northwest.

The research revealed that over 180 different organisations were delivering these services, yet despite their best intentions, this was leading to a major duplication of effort and the quality of the services available was inconsistent.

Projects were being funded on a local basis, leading to patchy, disjointed geographical coverage, creating huge variations across the region and turning environmental support into a postcode lottery. It was not a learning environment, which led to local projects continually reinventing the wheel.

The whole delivery mechanism needed shaking up, with a pressing need to create a co-ordinated and coherent service that would be quality assured and available to all Northwest businesses, regardless of their size, sector or location.

The Environment Agency and Groundwork Northwest recognised the need for change and formed a cross-sector, independent partnership to define a new approach to delivering region-wide environmental business support.

The vision and approach for ENWORKS was set out by this partnership board and has remained consistent from the initial outset:

To provide environmental support to companies in the Northwest
To provide a consistently high quality service that meets business needs
To avoid duplication of effort and maximise effectiveness
To rigorously monitor and measure the impact of our services
To improve the region's skills and knowledge on environmental management
To decouple environmental degradation from economic growth
To make environmental practice profitable

ENWORKS Today

Our work clearly delivers benefits for the regional economy and the environment, but at its heart it's about helping individual companies change the way they do business.

We support businesses in many different ways. Companies are all different and that's why our support is bespoke, not product led. ENWORKS provides realistic advice and practical support that delivers results. Our model is not about a single product, or a single intervention, it's about finding solutions that work for each individual company and being there over time to help implement improvements.

Our focus is clearly set on reducing the use of energy, materials and water, to make more with less, and to reduce the amount of waste going to landfill. Supporting companies to become more resource efficient is at the core of our services.

For some companies, targeted and timely information is enough to achieve this; for others, training and skills development is key; while for others, on-site support from a qualified environmental auditor is required to identify and help capitalise on efficiency improvements throughout the business operations.

Beyond resource efficiency, we also help businesses to address green travel planning, climate change risk management and adaptation, corporate responsibility, and preparing for new environmental legislation.

Because we address all aspects of resource efficiency – energy, materials and water use, plus waste management – alongside the wider spectrum of other environmental business issues, we are able to provide intensive support to the whole business community, including smaller businesses, that is cost effective and delivers high value for money to the public purse. For every £1 invested by the UK in our work, we generate £10 bottom-line savings for Northwest businesses.

ENWORKS Today

ENWORKS is about practical delivery and getting results. Our aim is to challenge misconceptions and to turn awareness into action.

Typically, we work to identify the environmental risks and opportunities facing a business and, more often than not, our recommendations are quite straightforward. Just changing the way things are done can have a big impact.

Around two-thirds of our savings are generated by simple, no cost or low-cost actions or changes in practice. More in-depth improvements, including product re-design or investment in new technology, can also bring benefits and ENWORKS is experienced at helping businesses in these areas too.

Whatever the improvement, we always support companies to quantify the savings they're making. We feel this is essential in order to challenge the prevailing perception that improving environmental performance is a business cost, not a business benefit.

We also challenge the incorrect assumption that once a business is aware of its environmental opportunities and risks it will act. We know from our experience, and from an independent survey of 2000 Northwest businesses, that information alone rarely inspires action.

In this survey, over 85 percent of businesses said resource efficiency is important to them, however, only 20 percent have plans to improve their performance over the next 12 months.

In stark contrast to this, over 90 percent of businesses working with ENWORKS say they will implement some or all of the recommendations made, and over 85 percent say the impact will be over and above anything they would have done otherwise.

A key element of our approach is the longevity of the support that we offer. We're not about one-off interventions or quick-fix solutions. We recognise that companies need ongoing support, so we work with our clients for weeks, months or even years.

We provide help until the business has embedded environmental management into its core business activities and has the knowledge, skills, experience and confidence to move forward without our support.

Companies across the Northwest are turning environmental pressures into business benefits. Here are just five examples of how companies are making environmental practice profitable with the support of ENWORKS.

ENWORKS delivers its advice through a broad partnership of private and third sector organisations, the companies highlighted in the case studies have been directly supported by:

- CREA (Cumbria Rural Enterprise Agency)
- Groundwork Cheshire
- Groundwork Manchester, Salford, Stockport, Tameside and Trafford
- Groundwork Merseyside
- Groundwork Pennine Lancashire

Tullis Russell

Tullis Russell Coaters, based in Cheshire, manufacture high quality coated security papers and boards for export into the global marketplace.

The company wanted to reduce its waste disposal costs and so first reviewed the material flows through its production processes, refining them to reduce consumption by 300 tonnes a year with an associated annual saving of over £230,000. Following on from this, process waste was segregated and a baler was purchased at the cost of £22,000. This saves the company £36,000 a year. The baler also enabled more specialist waste to be segregated, meaning that historical difficulties with recycling were overcome and an additional £16,000 per year is saved on disposal costs.

A drive to increase the company's energy efficiency has also been successful, with £69,000 of annual savings being made, reducing CO₂ emissions by around 800 tonnes each year. These savings have been achieved through increasing boiler efficiency, reducing energy losses in production and through focused analysis of electricity demand. Further energy saving plans, for example to install variable speed drives, are being investigated and should create additional annual savings of over £100,000 and 1,300 tonnes of CO₂, all with a payback period of less than one year.

In total, Tullis Russell has invested around £85,000 to achieve annual savings of over £370,000. In doing so it has improved its productivity and competitiveness, reducing its carbon footprint by 17 percent from last year and its waste to landfill by 61 percent over the last three years.

Annual Savings	Achieved	Pipeline	Total
Cost Savings (£)	373,000	183,000	556,000
CO ₂ (tonnes)	800	1,300	2,100
Water (m ³)	50	22,500	22,550
Materials (tonnes)	500	750	1,250
Waste* (tonnes)	300		300

* waste diverted from landfill through reuse, recycling, composting or energy recovery

Manchester Rusk Company

Manchester Rusk Company, based in Greater Manchester, manufactures a range of premier seasonings, sauces and marinades and is a UK market leader.

The company has implemented a range of measures to reduce their carbon footprint including: introducing energy efficient packaging machinery; investing in the latest compressed air technology; fitting energy efficient lighting in the main warehouse and factory; and fitting electronic timers on all water heating and cooling units. These simple actions are saving the business over £5,000 per annum.

They have also increased their waste recycling, saving over £10,000 per year in landfill costs, and diverted further organic waste from landfill to an anaerobic digestion facility producing renewable energy, saving a further £1,500 a year on landfill charges. They have also refined their ordering policy for customers to maximise the efficiency of distribution, lowering fuel costs by 50 percent, and switched their packaging to a biodegradable material, which has been a hit with their key customers.

In total, the business has invested just over £15,000 to achieve annual savings of over £20,000. They now place environmental performance right at the heart of what they do and their strong credentials have delivered increased sales of £2 million, with a further £2 million of safeguarded sales, in the last two years alone. Testament to their hard work, the company won the 'Environmental Awareness Award' at the European Business Awards in Rome this year.

Annual Savings	Achieved	Pipeline	Total
Cost Savings (£)	21,000	225,000	246,000
CO ₂ (tonnes)	45	12	57
Waste* (tonnes)	70		70

Yorkshire Copper Tube

Yorkshire Copper Tube, based in Merseyside, produce copper and copper alloy products, supplying both the United Kingdom and many countries worldwide.

Keen to reduce its carbon footprint, the company has succeeded in making significant energy savings through simple behavioural changes. Firstly, the business reviewed its policy of always deploying 'stand-by' mode for transformers across the site, changing this to switching them on only when needed. This has created annual savings of £36,000 and 140 tonnes of CO₂ with no capital investment. Secondly, the business looked at its compressed air systems and reduced the pressure settings without negatively affecting use, saving over £8,000 per year. These achievements have driven the company on to identify further energy saving actions on lighting and heating that could deliver additional annual savings of over £30,000.

Yorkshire Copper Tube has also benefited from reviewing its waste management processes. Segregating waste, particularly from production, has enabled the company to recycle more, diverting over 30 tonnes per year from landfill and saving around £9,000. The same segregation practices has enabled the company to reduce the costs of hazardous waste disposal by an additional £26,000 a year. Investigations are now underway to expand the range of wastes being recycled and to maximise the cost savings to the business.

Overall, the company has achieved annual cost savings of almost £80,000, reducing CO₂ emissions by almost 500 tonnes per year with virtually no investment.

Annual Savings	Achieved	Pipeline	Total
Cost Savings (£)	80,000	44,000	124,000
CO ₂ (tonnes)	490	130	620
Materials (tonnes)	12	24	36
Waste* (tonnes)	100	105	205

Langdale Leisure

Langdale Leisure, based in Cumbria, provides first class hotel and leisure facilities in the heart of the Lake District.

Resource efficiency has become a driving force within the company, helping them to gain recognition for their good practice within the tourist industry. Simply raising awareness of energy efficiency amongst staff and improving servicing of equipment have reduced energy consumption by over £20,000 per year. Installation of a biomass boiler has generated around £30,000 of savings each year, with a payback period of just under four years.

The use of water has been reviewed leading to bathrooms being upgraded with water efficient fittings and several processes, including pool cleaning and laundry being changed, saving over £25,000 a year from an investment of only £5,000.

The business has also addressed its waste management practices. Firstly, favouring the repair and reuse of items as opposed to sending them to landfill, creating savings of around £20,000 from an initial outlay of £5,000. Secondly, the company has started segregating and recycling a range of different waste streams, ensuring nothing is overlooked. These actions are diverting over 175 tonnes of waste from landfill each year and saving around £8,000.

Altogether, Langdale Leisure has achieved annual cost savings of over £110,000, with an associated annual saving of 750 tonnes of CO₂ and is already making plans for further innovations in this area.

Annual Savings	Achieved	Pipeline	Total
Cost Savings (£)	110,000	4,000	114,000
CO ₂ (tonnes)	750	20	770
Water (m ³)	2,900		2,900
Waste* (tonnes)	175		175

J&J Ormerod

J&J Ormerod, based in Lancashire, manufactures high quality kitchens and bedrooms and is a leading supplier to some of the best outlets in the furniture industry.

The company is proud to use only timbers from managed forests in its products and wanted to ensure that the rest of its operations were delivered to similarly high environmental standards. Significant savings have been made in production by optimising cutting templates and altering material specifications, generating over £130,000 of annual cost savings from zero capital investment. Reusing pallets has also saved the company over £120,000 each year, again with no capital investment required.

A range of energy efficiency measures have been implemented, including the installation of wood burners for space heating, saving over £70,000 per year on gas and waste disposal costs. A wireless energy monitoring system was trialled at one site, resulting in annual savings of over £48,000 from a capital investment of £20,000, and has since been rolled out bringing further annual savings of £35,000. Voltage optimisation and surveys to detect leaks in the compressed air systems has further reduced the company's use of electricity, saving over £67,000 per year.

In total, J&J Ormerod has achieved annual savings of over £761,000 and reduced CO₂ emissions by over 2,200 tonnes. This has required a total capital expenditure of just £160,000. The company is now working on new projects that stand to generate annual savings of £225,000 and further enhance the company's reputation and competitiveness.

Annual Savings	Achieved	Pipeline	Total
Cost Savings (£)	761,000	233,000	994,000
CO ₂ (tonnes)	2,200	1,300	3,500
Water (m ³)	200		200
Materials (tonnes)	900		900
Waste* (tonnes)	2,700		2,700



The ENWORKS Partnership

The schematic opposite outlines the ENWORKS model. It consists of three core elements: Governance, Management and Co-ordination and the Delivery to Business.

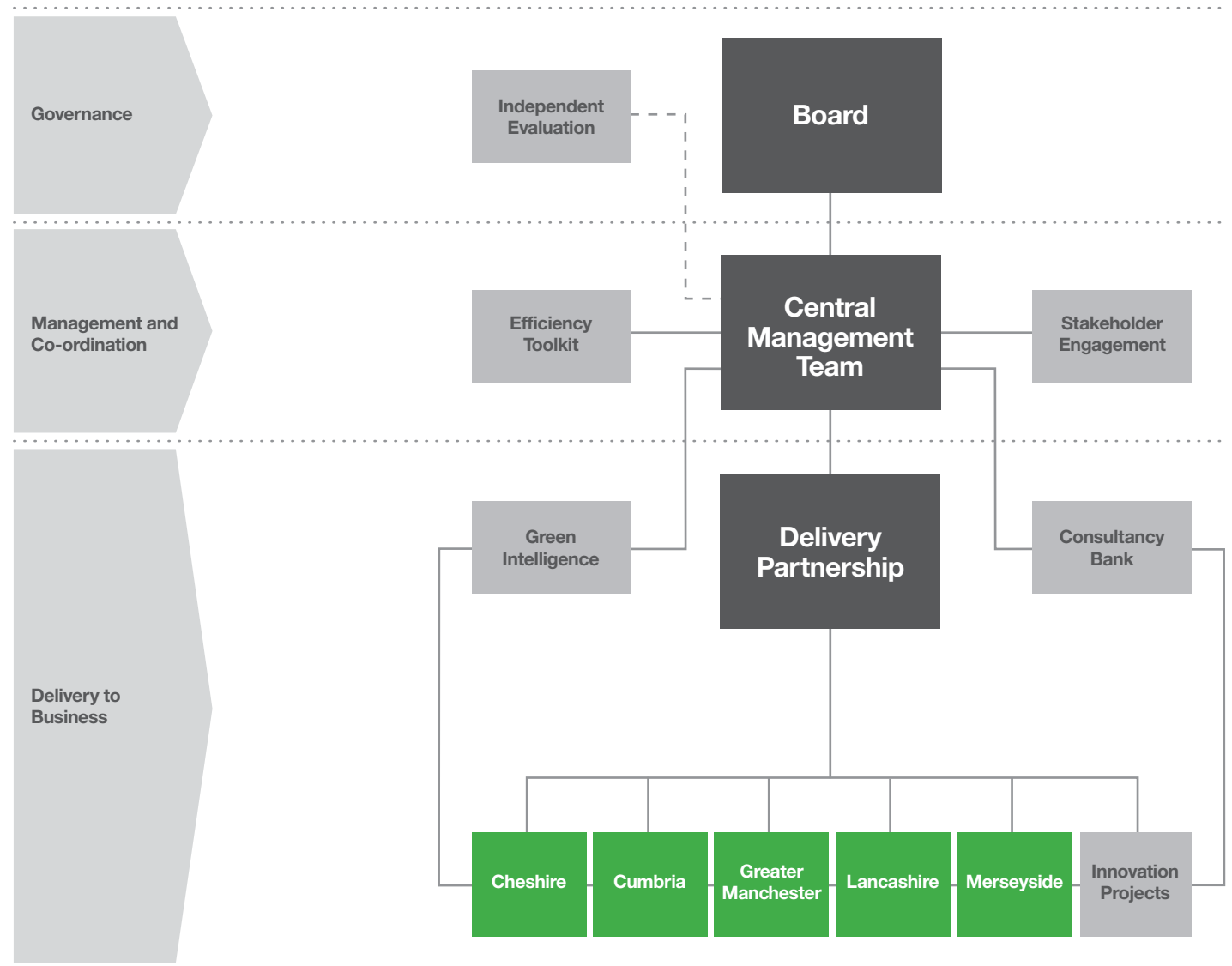
The regional governance model enables us to participate in both national and regional stakeholder discussions and to access and influence regional resources.

The central management team not only provides a single, regional contact point, but also ensures that the region's businesses have access to a comprehensive and consistent service that is quality assured.

Our diverse network of delivery partners gives us local knowledge, accountability and credibility, plus a wide range of skills and experience. Each element is described in more detail on the following pages.

In addition to the strategic links that the board provide, we work closely with Business Link Northwest to ensure environmental advice and support is firmly embedded within the region's business support offer. A key part of this is the management and delivery of Environment Connect, which is the environmental brokerage arm of Business Link.

We are also engaged with the Business Support Simplification Programme (BSSP), a national initiative that is being implemented at regional and local level.



The Board

The role of the ENWORKS Board is to provide leadership, to set clear and challenging goals, to scrutinise what we do and, ultimately, to influence the environmental business agenda in the Northwest.

Since its establishment in 2001, the membership of the board has continually evolved as the environmental and business agenda has changed.

Having senior level representation from a wide range of stakeholders gives us access to a broad range of knowledge, skills and networks, ensuring that our work is embedded within the region's infrastructure and strategies.

The independence of the board has also been crucial to our success, enabling us to put the interests of the Northwest region as a whole, rather than those of any one organisation, to the forefront of the agenda.

Focusing on the whole of the region ensures that we provide support not only to those businesses located in the region's major conurbations, but also to those businesses that are harder to reach and so vital to the rural economy.

What we achieve with this governance model and remit is a genuinely regional programme, open to all businesses of all sizes in any sector, and one that is focused on improving the economy and environment of the Northwest for the good of all.

Central Management Team

The role of the central management team is to translate the board's vision and the region's priorities into a workable, practical model of business support. This includes agreeing strategic priorities with our key stakeholders, securing regional funding, and establishing and maintaining a partnership of delivery organisations.

The team also define the service offer and continually trial both new approaches to service delivery and new variations of support services ensuring our offer consistently meets business needs and policy objectives.

The team also directly provide a range of services to support our delivery partners and the businesses they assist. These include our Green Intelligence information service, the ENWORKS Online Resource Efficiency Toolkit and a bank of specialist consultants.

Managing our funding streams to ensure we deliver value for money is also the team's remit, alongside monitoring and measuring our performance, quality assuring and evaluating the effectiveness of what we do. We find good practice and disseminate it throughout the partnership and ensure that we openly learn lessons as we go.

Delivery Partnership

ENWORKS provides support to over 1,000 companies each year, primarily through five sub-regional partnerships of not-for-profit organisations.

Delivering support through a network of organisations means that wherever a business is based, there will always be a support-provider nearby that understands and can respond to local need and is locally accountable. This flexibility enables us to respond more easily to policy and funding changes at local, regional and national levels.

To supplement this, we have a bank of private sector consultants that can be drawn on for specialist, technical advice and extra capacity where needed. A number of Innovation Projects allow us to investigate the value for money of more novel, and therefore higher risk, models and types of intervention.

Where appropriate, our partners utilise the services provided by national delivery bodies, rather than duplicating what's already on offer. We therefore bring additional value to our businesses, from programmes such as The Carbon Trust, The National Industrial Symbiosis Programme and Business in the Community, by looking for ways to collaborate, not compete.

The range of organisations in our delivery partnership has changed over time, depending on the expertise required for particular projects, but our approach to these organisations does not change. We have always seen the relationship as a partnership, not simply a contractual arrangement. We work closely with our partners to continually improve our services. Outreach and integration are also worked on at sub-regional level, to ensure Northwest businesses are receiving the best possible service.

Measuring Success

We don't do fluffy. We need to be able to prove what we have done and why it worked.

We help companies to quantify and track their cost savings and environmental improvements over the long term. By monitoring and measuring the benefits of our support we provide a compelling business case for change.

To support this, we have developed the ENWORKS Online Resource Efficiency Toolkit. This bespoke piece of web-based software enables companies to record and prioritise the improvement actions that could be undertaken, track their progress as improvements are implemented, and measure and report on the environmental benefits and cost savings generated.

Put simply, the toolkit enables us to determine, with just a few clicks of a mouse, the economic and environmental impact of almost 15,000 improvement actions in over 3,000 Northwest businesses.

The toolkit has also proven to be an invaluable project management tool. It helps to identify good practice, and to track and report in real time the cost and resource savings generated by each delivery partner, at a project-wide level or for the region as a whole.

Testament to the value, ease of use and adaptability of the toolkit is the fact that it has been adopted by several other English RDAs and the Welsh Assembly Government, with additional interest in uptake from other parts of the UK.

Data from the Toolkit has also been used to inform the work of DEFRA, BERR, the Cross-RDA carbon accounting group and the work of the region's local authorities.

Delivering Results

We're saving Northwest businesses over £430,000 per week and supporting them to increase this to over £1.4 million per week.

Cost savings are generated by a reduction of energy, water and material use and through reducing waste sent to landfill.

The table below shows the annual savings that we have already helped Northwest businesses to achieve, plus the savings that are in the process of being implemented.

Annual Savings	Achieved	Pipeline	Total
Cost Savings (£)	£23m	£52m	£75m
CO ₂ (tonnes)	50,000	200,000	250,000
Water (m ³)	2.75m	850,000	3.6m
Materials (tonnes)	2.4m	500,000	2.9m
Waste* (tonnes)	56,000	68,000	124,000

*waste diverted from landfill through reuse, recycling, composting or energy recovery

Delivering Results

On average, businesses that implement our recommendations save £9,000 per improvement action, that's £20,000 per company, or £400 per employee.

£75 million

Cost savings each year.

3.6 million

Tonnes of water saved each year – the equivalent of 1,440 Olympic swimming pools.

3,000

Employees have received training.

250,000

Tonnes of CO₂ not emitted each year – the equivalent of driving from Manchester to London nearly five million times.

124,000

Tonnes of waste diverted from landfill every year.

6,800

Jobs have been created or safeguarded.

2.9 million

Tonnes of solid, liquid and gaseous materials not used every year – the equivalent of 1,120 Blackpool Towers.

1,000

Businesses receiving advice and support each year.

£133 million

Sales have been increased or safeguarded.

Looking Ahead

Looking forward our priority is to extend the reach of our services to ensure as many Northwest companies as possible are taking steps to make environmental practice profitable.

Whilst we have already made a big impact, delivering £10 of bottom-line savings to the Northwest economy for every £1 invested, there are still many thousands of companies who could benefit from our support and from improved environmental performance.

At a national and international level, rising targets for carbon reductions and numerous fiscal and regulatory measures are increasing the pressure on businesses to change the way they work and to play their part in tackling climate change and resource depletion.

We need to keep prioritising what we do, reaching out to new companies to make sure that we bring the biggest possible benefits to the Northwest economy and environment with the public resources that are available.

The pressure will remain on companies to change, adapt and respond to new issues, whilst remaining profitable. One of the challenges we face therefore, is to help businesses to respond positively to these pressures.

As reinforced by an independent survey of Northwest businesses, without support only 20 percent of businesses plan to improve their use of energy, materials or water over the next 12 months; and the level of change planned is minimal, with the majority investing less than £2,000 and aiming to recoup only this much, at best, in return. This level of change will not produce the scale of results needed to help meet regional or national government targets or contribute significantly towards the transformation into a low carbon economy.

ENWORKS can play a crucial role in changing this situation. Our support is proven to be a catalyst for long-term change in business, demonstrating clearly that tailored support, not just awareness-raising, will lead to real behavioural and cultural change.

We will therefore continue to offer services in which businesses have confidence, which they can access easily and are pertinent to the issues they face. Our support will continue to lead companies in new directions towards improved efficiencies and greater stewardship of their business, and ultimately their wider environment.

In this way we can continue to improve the environment and the competitiveness of the UK economy.

Looking Ahead

ENWORKS has become a green leader. We're now using our expertise and experience to influence the national agenda and support the work of others.

With every part of the UK economy being challenged to reduce carbon dependency whilst increasing productivity, our agenda has moved from the periphery to the core.

In addition, the Business Support Simplification Programme (BSSP), led by national government, is explicit about the need for simplified points of access to business services, less duplication of effort and above all effective support structures.

Within this political and business landscape, ENWORKS provides a model of business support that works for the individual companies, for business support providers, for the region as a whole and for the funding bodies who can expect tangible and measurable results.

In short, ENWORKS is helping to deliver the Northwest's Regional Economic Strategy, the Climate Change Action Plan and national policy priorities.

What's more, this model has the potential to work elsewhere. The model we have developed could be adapted and transferred to other regions across the UK, helping to bring greater efficiency to all corners of the British economy.

The partnership approach is flexible enough to work anywhere for the good of where it's based. The combination of strategic thinking and local delivery ensures that the support offered matches the needs of businesses in that area and the approach can be modified and refined as the business and policy landscape changes.

ENWORKS in a Box

We are often asked to explain how ENWORKS operates, the secrets of our success and to pass on our best practice.

ENWORKS in a Box is an online resource, designed to share our knowledge, the lessons learnt and to provide guidance for other organisations or partnerships that are looking to deliver environmental business support.

ENWORKS in a Box provides access to a range of resources including training materials, reporting templates, delivery manuals and service toolkits that we have produced and vigorously road tested.

Visit www.enworksinbox.com to find out more.



Aiming High

“What impresses me most about these projects is they truly are becoming the change that’s needed in the world.” Former US Vice President, Al Gore

ENWORKS has been recognised as best practice in its field by a range of bodies. The following list describes some of our achievements over the past decade.

Recognised	As a best practice environmental support network by the European Commission (2009).
Winner	Ashden Award for Energy Efficiency (2007) presented by Al Gore.
Winner	Regeneration and Renewal Award for ‘Economic Development Project of the Year’ (2007).
Highly Commended	Regeneration and Renewal Award for ‘Environmentally Sustainable Regeneration Scheme of the Year’ (2007).
Shortlisted	UK CEED Energy Efficiency Award (2006).
Winner	SustainIT e-Well-Being Award for Climate Change and Environmental Efficiency (2006).
Recognised	As best practice on the principals of sustainable development by the European Commission (2005).
Winner	Success North West Award for ‘Exceptional Contribution to Environmental Excellence’ (2005). Run by Government Office for the North West and the Northwest Regional Development Agency.
Given Exemplar Status	RENEW (Regeneration Excellence in England’s Northwest) for ‘Regeneration Good Practice’ (2005).
Winner	European Social Fund Merit Award for ‘Sustainable Development’ (2005).
Winner	Learning Northwest Award for ‘Outstanding Workforce Development Campaign’ (2002).

Thank You

We would like to thank the Northwest Regional Development Agency and the European Regional Development Fund for their support, all of our board members past and present, our delivery partners across the region and the businesses who are demonstrating the reality of making environmental practice profitable.

The ENWORKS Partnership Board

Clive Memmott, Chair,
Director, Robinson Keane

Mark Atherton, Director,
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Northwest Regional Development Agency

Bob Clark, Executive Director,
Cumbria Rural Enterprise Agency

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Ian MacArthur, Regional Director,
Groundwork Northwest
(accountable body*)

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Chris Matthews, Carbon Manager,
United Utilities

Nick Storer, Chief Executive,
Envirolink Northwest

**Paul Stowers, Climate Change
and Energy Officer,**
Government Office for the North West
(Advisory Role)

Previous ENWORKS Chairmen:

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Northwest Regional Development Agency

**Robert Runcie, Director of Flood
and Coastal Risk Management,**
Environment Agency

Justin McCracken, Chief Executive,
Health Protection Agency

*The accountable body for ENWORKS is Groundwork UK, the operating name of The Federation of Groundwork Trusts Ltd, a company limited by guarantee and registered in England.

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