

Making an impact in Greater Manchester

£41.5m

Business cost
savings to date

172,100

Tonnes of CO₂e
savings to date

4,148

Local jobs saved
and created

£82.4m

Sales safeguarded
and won

3,470

Local businesses
assisted



ENWORKS



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

ENWORKS works in partnership with specialist advisers at environmental charities, Groundwork Oldham & Rochdale and Groundwork Manchester, Salford, Stockport, Tameside and Trafford (MSSTT).

Together we help hundreds of businesses across Greater Manchester every year, 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, climate change adaptation, greening supply chains and sustainable procurement.

It's not rocket science

Better resource efficiency means a healthier balance sheet. In times of economic uncertainty it is particularly 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 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 they should. Simple, low-cost efficiency improvements can make a major difference to future prosperity at a local level and help to meet national and international climate change obligations.

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

AI Gore, former US Vice President



3,470

Local businesses assisted

ENWORKS has already helped 3,470 businesses in Greater Manchester to reduce their costs and environmental risks, and to reap the benefits of improved environmental performance.



£19.5m

Investment in local businesses

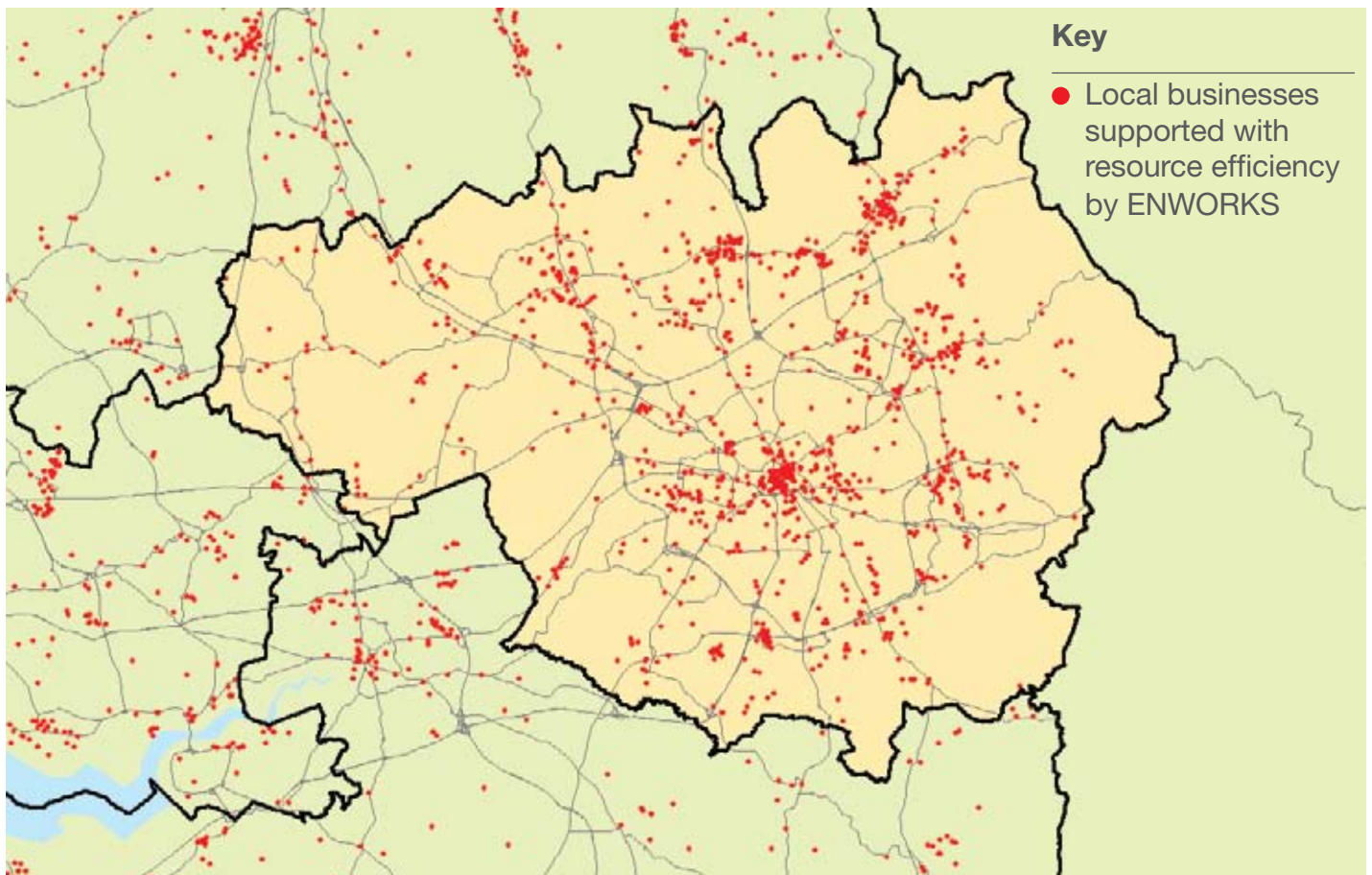
Since 2001, £19.5 million has been invested in Greater Manchester businesses through the ENWORKS partnership, primarily by the NWDA and ERDF.



£41.5m

Business cost savings to date

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



“Since January 2008 Groundwork has supported us through the ENWORKS programme. This has helped us to win new business to the value of £2 million, as well as safeguarding existing contracts, also to the value of £2 million.”

Dave Wheeler, production manager at Manchester Rusk Company Ltd, Wythenshawe

“Support from Groundwork has undoubtedly assisted us in maintaining significant energy efficiency related contracts and securing local government work. In addition to the energy cost savings, the ENWORKS programme has enabled us to become more competitive.”

Margaret O’Neill, marketing manager at Paton Brown Ltd, Manchester

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

£5.8 million



Private investment leveraged

- We help local businesses of all sizes to make smart investments.
- We've already helped 1,234 businesses to invest £5.8 million, to generate annually recurring cost savings of £41.8 million.
- We've also identified £34.3 million of fresh investment opportunities, with an average payback of just 11 months.

4,148



Jobs safeguarded 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 local businesses to safeguard 3,324 jobs and to create 824 more.

£82.3 million



Sales safeguarded and increased

- 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 safeguarded £49.1 million of sales and helped to win contracts worth £33.2 million, with an average payback of just 11 months.

1,378



Adults trained

- We facilitate knowledge and skills transfer to ensure that environmental improvements in local businesses are sustainable in the long term.
- We deliver up to 40 training and networking events a 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.

“Groundwork has produced excellent ENWORKS survey reports for us, which have indicated very good opportunities for saving costs and generating profits to boost our bottom line – making us leaner, smarter and more environmentally friendly.”

Michael Lundy, technical director at Meditex Supplies Ltd, Oldham

“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

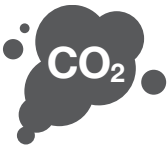
£48.8 million



Business cost savings per year

- We help local businesses to boost their bottom line.
- We’ve achieved £11.3 million of annual cost savings (including 56% at zero capital cost) and we have another £37.5 million in the pipeline.
- From these achieved annual savings we’ve already accrued £41.5 million of cumulative cost savings to date in Greater Manchester businesses.

193,700 tonnes



CO₂e savings per year

- We’re specialists at helping businesses to reduce their carbon footprints.
- We’ve achieved 44,600 tonnes of annual savings in Greater Manchester businesses and we have another 149,100 tonnes in the pipeline.
- From these we’ve already accrued 172,100 tonnes of cumulative savings to date, which is equivalent to the amount you would emit by driving a Hummer from Manchester to the moon, 1,300 times.

2.2 million 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 737,300 m³ of annual savings in Greater Manchester businesses and we have another 1.4 million m³ in the pipeline.
- From these we’ve already accrued 2 million m³ of cumulative savings to date, which is equivalent to filling over 830 Olympic swimming pools.

2.2m 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 2.2 million tonnes of annual savings in Greater Manchester and we have another 22,200 tonnes in the pipeline.
- From these we’ve already accrued 17.1 million tonnes of cumulative savings to date; enough to build more than 6,600 Blackpool Towers.

157,900 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 26,200 tonnes of annual savings in Greater Manchester businesses and we have another 131,700 tonnes in the pipeline.
- From these we’ve already accrued 73,600 tonnes of cumulative savings to date; the weight of about 10,500 African elephant bulls.

Case Studies

The Lowry Hotel

Total cost savings: £133,100 pa

The five-star Lowry Hotel in Salford has been working closely with a local ENWORKS adviser from Groundwork MSSTT to improve its environmental performance. A range of opportunities are being implemented to improve resource efficiency and reduce operational costs.

These have included replacing old light bulbs with new, more energy efficient LED bulbs, implementing a computer switch-off policy outside of working hours, and fitting thermostatic controls to radiators to lower ambient temperatures by 1°C. As a result, the hotel is making annual savings of £25,100 in electricity costs and £29,100 in heating bills.

Groundwork is supporting managers with ongoing work to fit water aerators to taps and install



The Lowry Hotel's locally based ENWORKS adviser said:

“There are so many ways that businesses like the Lowry Hotel can benefit from improving resource efficiency. It not only boosts a hotel's reputation with guests but can also result in significant cost savings which can really improve profitability.”

low-flow shower heads to reduce water consumption, and to implement recycling initiatives to divert waste from landfill.

These initiatives could reduce water bills by £19,500 a year and save £23,300 on annual waste charges. An ongoing lighting maintenance programme could save a further £36,100 each year.

The Lowry Hotel is already making annual savings of £54,200 a year on its electricity and heating bills and there is scope for it to save a further £78,900 a year in energy, water and waste bills.

The identified and achieved savings come with annual CO₂e savings of over 400 tonnes and water savings of over 9,700 m³ a year.

INX International UK Ltd

Total cost savings: £53,000 pa

Rochdale-based INX International UK manufactures inks for printing on drinking cans. The business has been supported by a local ENWORKS adviser at Groundwork Oldham and Rochdale to significantly improve its resource efficiency.

Initiatives have included replacing two old compressors and fitting new timer controls and variable speed drive technology to improve energy efficiency. On Groundwork's advice, a low-energy chilling system has also been installed using a loan obtained from the Carbon Trust. The equipment has a payback period of four years, after which annual savings of £39,600 will start to accrue, year-on-year.

A power factor correction unit, thermostatic sensors and roller-door sensor have also been fitted to reduce heat loss from the premises, saving £13,000 a year, and water in



Factory manager, Paul Fox, said:

“We have worked in partnership with Groundwork for over five years as part of the ENWORKS programme. Our adviser has helped with many areas of environmental management at our Rochdale site, from legal compliance, to energy efficiency and waste management.

“In light of the successes our partnership has generated, I would highly recommend Groundwork's services to other businesses.”

the chiller units is now re-used on site to reduce the amount being drawn from the mains supply, saving another £170 a year in water rates.

Further opportunities have been identified to routinely collect and recycle ink buckets from customers after use and reduce the amount of packaging waste generated.

ENWORKS has already helped INX International to achieve annual savings of £52,700 and the bucket recycling initiative could save a further £300 a year in waste charges. The identified and achieved savings come with annual savings of 300 tonnes of CO₂e, 120m³ of water, and one tonne of waste diverted from landfill each year.

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:

BusinessGreen Leaders Awards - NGO of the Year, 2011

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 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

We are supporting businesses in Greater Manchester and across the North West with the transition towards a vibrant, sustainable and low carbon economy for the future.

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 Greater Manchester that works for individual companies across all sectors, with tangible, timely and measurable results that speak for themselves.

“With the help of environmental support from ENWORKS, delivered by our Groundwork adviser, we were able to safeguard 26 jobs and sales volumes to the approximate value of £2 million and to win new contracts, due to greater cost effectiveness in our production processes.”

**Graeme Knox, site manager
at Baerlocher UK Ltd, Bury**

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