

Hello and Welcome

- Turn your video off
- Mute yourself to reduce background noise, but unmute to ask questions
- You can also use the chat function to ask questions
- The webinar will be recorded
- There is a Q & A session at the end so please interact



Guidance for your SME - how to improve efficiency and reduce energy costs

Agenda

- 10:00 - 10:05 - Start and housekeeping
- 10:05 - 10:25 - Overview of the challenges and opportunities regarding business energy use (Eloise Cuff)
- 10:25 - 10:30 - Q&A
- 10:30 - 10:50 - How insulation can help you reduce the cost of energy bills (David Robson)
- 10:50 - 10:55 - Q&A
- 10:55 - 11:10 – Green funding grant opportunities (Matthew Dillow)
- 11:10 - 11:15 - Q&A
- 11:15 - 11:25 - Case study: Middlemarch Environmental (James Calow)
- 11:25 - 11:30 - Q&A
- END



Energy use: challenges and opportunities

Eloise Cuff

Senior Energy Consultant

Anthesis



GREENTALK LIVE WEBINAR: GUIDANCE FOR YOUR SME – HOW TO IMPROVE EFFICIENCY AND REDUCE ENERGY COSTS

OVERVIEW OF THE CHALLENGES AND OPPORTUNITIES REGARDING BUSINESS ENERGY USE

Eloise Cuff

Senior Energy Consultant,
Anthesis

15th June 2022



INTRODUCTION

AGENDA

OVERVIEW OF THE CHALLENGES AND OPPORTUNITIES REGARDING BUSINESS ENERGY USE

Introduction

Green energy tariffs

Improving energy efficiency

- Owned buildings

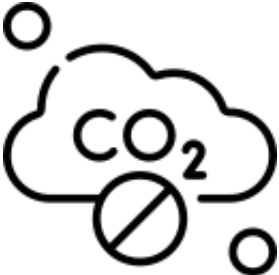
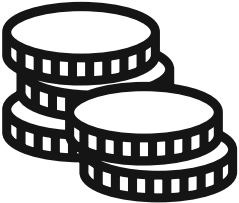
- Leased buildings

- Engagement with landlords/buildings managers

On-site generation

Support available

TOPIC DRIVERS



GREEN ENERGY TARIFFS

WHAT IS A GREEN TARIFF?

Tariffs can be labelled as “green” when the energy supplier matches all or some of your units of electricity with energy that has been generated from a verified renewable source such as:

- Solar
- Wind
- Hydroelectric



“HOW “GREEN” ARE GREEN TARIFFS?”

DO YOUR RESEARCH:

For every MWh of renewable electricity generated, a REGO certificate is assigned to it **BUT...**

- The certificate and energy don't have to be sold together
- Suppliers can claim they are selling renewable energy when they may only be buying the certificate
- Just purchasing the certificate means the energy sold is no different to the general energy mix in the grid

The greenest tariffs come from suppliers that buy renewable electricity and its accompanying REGO certificates directly from renewable generators.

- GEUK
- Good Energy
- Ecotricity



IMPROVING ENERGY EFFICIENCY



“WHAT IF I DON’T OWN MY BUILDING?”

“WHAT IF I HAVE NO CONTROL IN THE BUILDING I LEASE?”

It comes down to the **contractual negotiation** on lease renewal or acceptance.

Here are what Anthesians have identified as primary considerations for green leases:

- Lease Term
- Cost Share Agreements
- Efficiency Requirements
- Utilities Transparency

Useful sources of information:

[UK Green Building Council \(UK GBC\)](#)

[Clean Energy Buyers Association \(CEBA\): Commercial Real Estate Principles](#)

[Minimum Energy Efficiency Standards \(MEES\)](#)

CLEAN ENERGY BUYERS ALLIANCE (CEBA): COMMERCIAL REAL ESTATE PRINCIPLES



BUILD COLLABORATION AND PARTNERSHIP
BETWEEN TENANTS AND LANDLORDS



PROVIDE ACCESS TO RENEWABLE
ENERGY OPTIONS



ENSURE TRANSPARENCY OF ENERGY
USE PER TENANT



PROVIDE RENEWABLE ENERGY OPTIONS
THAT DRIVE THE GREATEST IMPACT



PRIORITIZE ENERGY
REDUCTION & EFFICIENCY



ENGAGE IN PUBLIC DISCLOSURE
AND BENCHMARKING

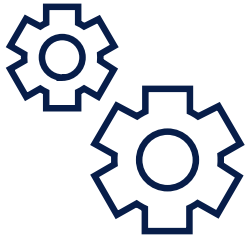


“I OWN MY BUILDING / HAVE CONTROL IN MY BUILDING. WHAT CAN I DO?”

ENERGY EFFICIENCY TIPS FOR BUSINESSES

1. UNDERSTANDING YOUR CONSUMPTION

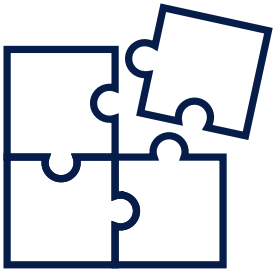
- Record monthly meter readings
- Half-hourly meters and smart meters
- Energy bills - are your readings based on estimates? Provide **actual** readings to get an **accurate** picture of consumption and satisfaction that you are paying for what you have used
- Walk around your building to understand what is consuming energy and where you need to put your focus



ENERGY EFFICIENCY TIPS FOR BUSINESSES

2. COMMON AREAS WHERE EFFICIENCY CAN BE IMPROVED

- Lighting
- Heating controls
- Pipework insulation
- Point of use water heater
- Aerated taps
- Solar film on windows
- Server room cooling
- Fridge use



ENERGY EFFICIENCY TIPS FOR BUSINESSES

3. HAVING A ROBUST PLAN IN PLACE

- Intentions should be set by senior management
- Employee engagement
- Environmental Champions
- Annual updates
- Frame action around an energy management system
- [ISO 50,001](#)



ON-SITE GENERATION



SOLAR PHOTOVOLTAICS (PV): CONSIDERATIONS

Energy usage

Hot water demand



Location

Storage

Cost vs. time

Building condition

SUPPORT AVAILABLE

SPRING STATEMENT 2022

23/03/2022

3.13 Green reliefs for Business Rates – At Autumn Budget 2021 the government announced the introduction of targeted business rate exemptions from 1 April 2023 until 31 March 2035 for eligible plant and machinery used in onsite renewable energy generation and storage, and a 100% relief for eligible low-carbon heat networks with their own rates bill, to support the decarbonisation of non-domestic buildings. The government is bringing forward the implementation of these measures and is announcing that they will now take effect from April 2022. Local Authorities will be compensated for the loss of income as a result of these measures and will receive new burdens funding for any administrative and IT costs. Business rates are England only and the devolved administrations will receive Barnett consequential funding in the usual way.

ENERGY TECHNOLOGY LIST (ETL)

- List of energy-saving products for businesses and public sector
- Monthly updates
- ~60,000 products assessed so far
- 56 technology categories
- Department for Business, Energy and Industrial Strategy (BEIS)

Find the list here:

[ETL](#)



**THANK
YOU**

CONTACT

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COVENTRY & WARWICKSHIRE GREEN BUSINESS PROGRAMME

MIDLANDS
ENGINE



Q&A



How insulation can help you reduce the cost of energy bills

David Robson

Chief Executive Officer

InstaGroup





**Insulation and Energy Efficiency - Future Proofing Buildings
and Rising Energy Bills** with Dave Robson



Battersea Power Station, London



Potato Wharf, Manchester

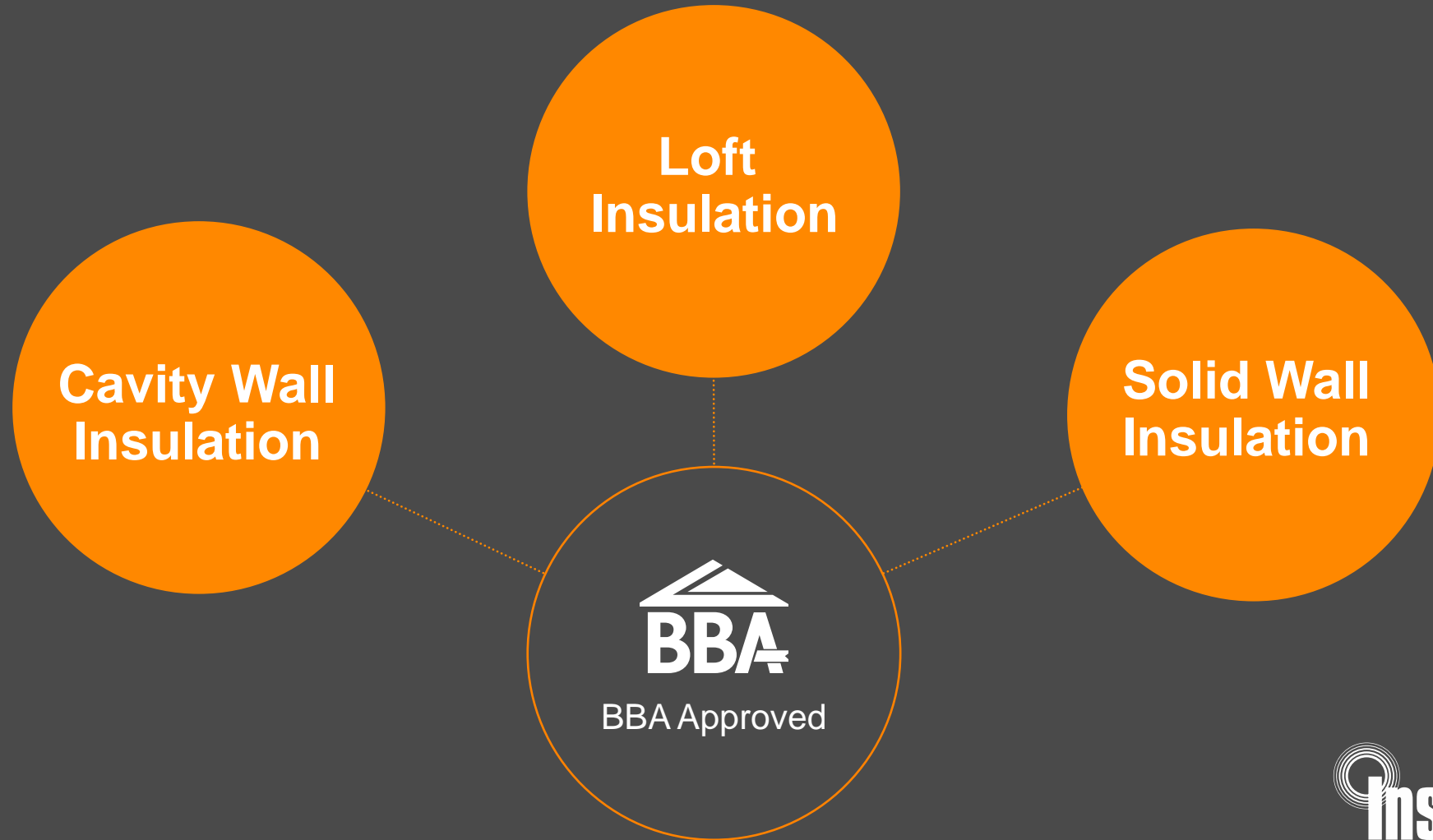


Park Hill, Sheffield



Elephant Park, London

Thermal Insulation services



Our Network

**60 members across
our network**

**A quality brand
that you
can trust**

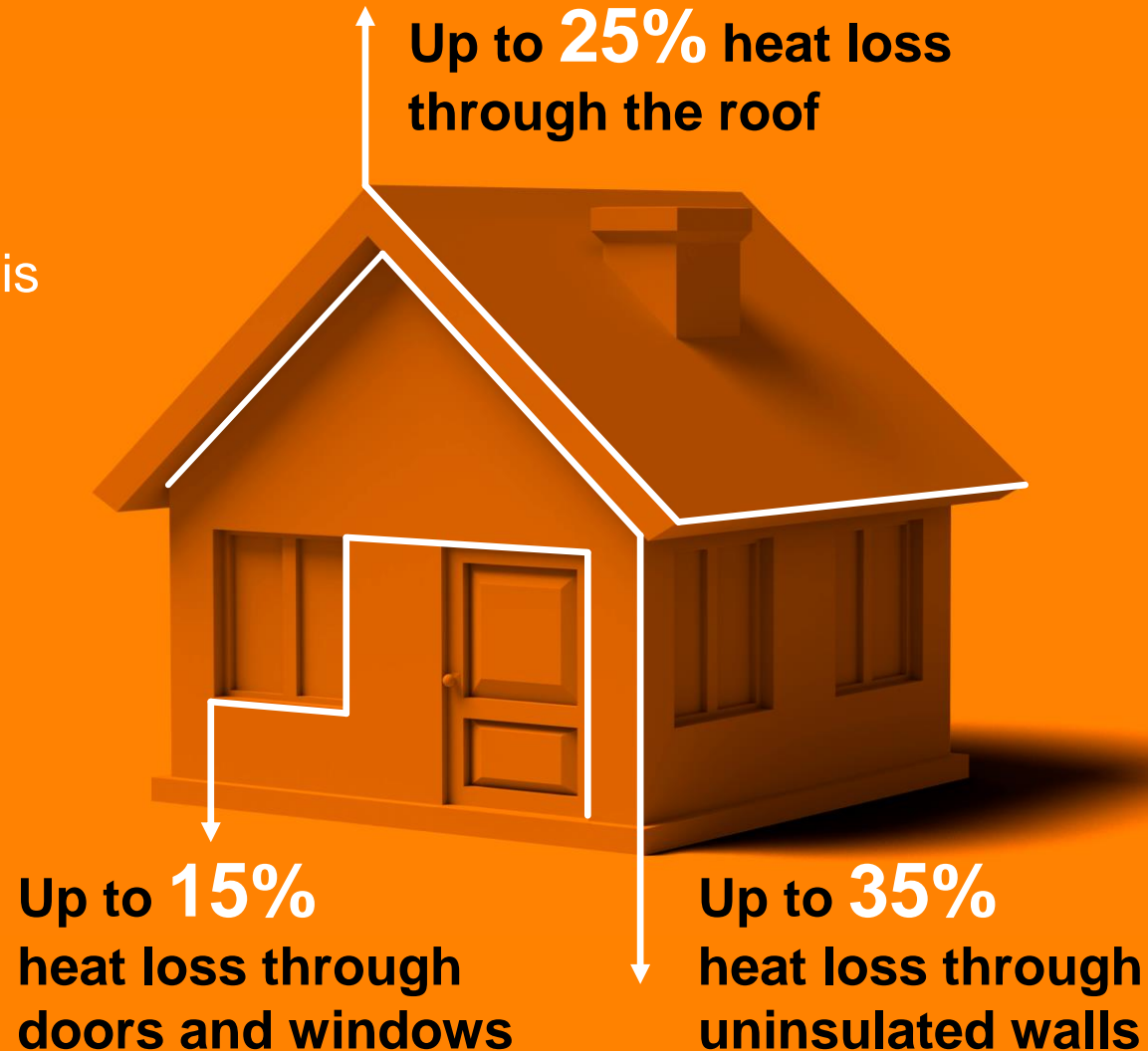


**Quality controlled
and constantly
audited**

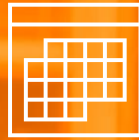
**Strict onboarding
process**

Fabric First

A **fabric first** approach is aimed to maximise the performance of the buildings external envelope.



The **fabric first** approach also considers the interaction between the different insulation products.



Prepare for Winter



Thank you

david.robson@instagroup.co.uk



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Q&A



Green funding opportunities

Matthew Dillow

Business Development Manager

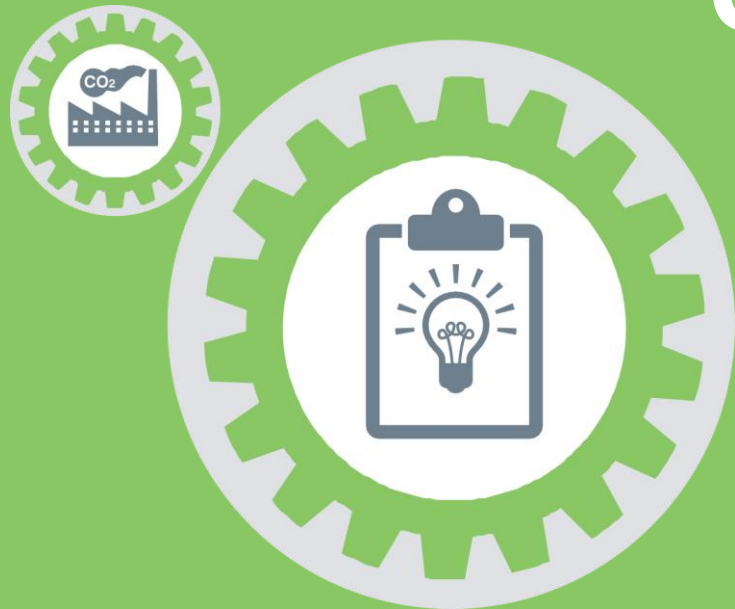
Climate Change and Sustainability, Coventry City Council



Green Business Programme

COVENTRY & WARWICKSHIRE
GREEN BUSINESS
PROGRAMME

Matthew Dillow
Business Development Manager
Coventry City Council



Energy costs and Covid pose 'existential threat' to UK's small businesses

Context

Energy bills crisis: five UK business groups demand urgent action
Chiefs of CBI, BCC, IoD, Make UK and FSB say 'rocketing' charges will delay economic recovery from Covid

70% of SME business owners believe that the cost of their energy bill impacts the growth of their business.

Energy crisis:

- Real concerns over rising energy costs and future-proofing/protecting their business premises & jobs.
- SME's already economically damaged from Covid.
- Govt campaigns from business groups to support SMEs (via business rates/energy price cap?)



Small firms need support with energy costs

Business leaders in Coventry and Warwickshire say small firms need help with rising energy costs – as well as individuals.

Benefits

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Green Business Programme is part of



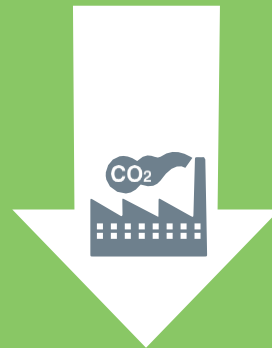
Started in
2016

ERDF
funded
scheme

SMEs engaged in the programme experience a variety of benefits, namely:



Reduced energy bills and maintenance costs



Reduced carbon emissions



Reduced waste disposal costs



Improved working conditions



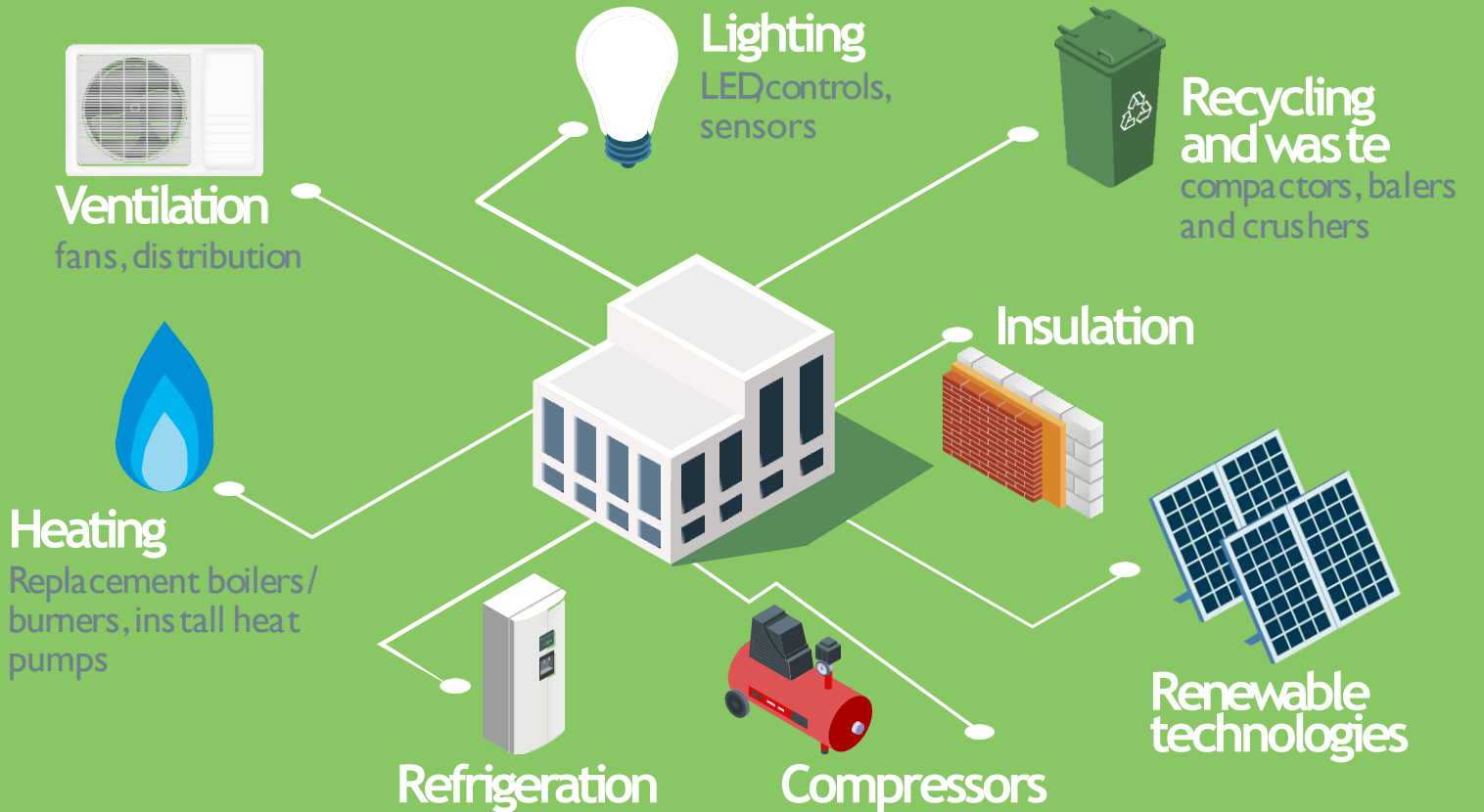
Increased competitiveness, profitability, and efficiency



What we offer

We offer eligible businesses grants of between £1k and £50k to fund up to 40% of the cost of installing energy efficiency measures.

Free of charge energy audit, worth £840



1 year left!!

Eligibility criteria

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Are you eligible to access the Green Business Programme? What you need:



Located within
Coventry &
Warwickshire



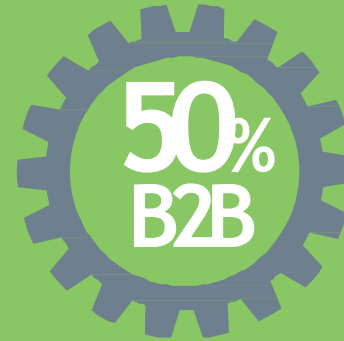
Employ
fewer than
250 people



Have an annual
turnover of less
than €50m



Received no
more than
200,000 euros
of De Minimis
public aid over
a three year
period



Have at least 50%
of sales through
business to
business
(can be flexible)



Operation not
under a franchise
business model



Trading
minimum 12
months

What happens during an audit

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- | | |
|------------------------|---|
| We attend: | a site visit is conducted at your business premises by one of our Business Advisors |
| We discuss: | operating hours, number of staff, age of building etc |
| We review: | your energy bills for the last 12 months |
| We identify: | areas or items where efficiency improvements can be made: heating, lighting, insulation, machinery etc. |
| We explain: | how the programme works, how to claim, etc |
| We deliver: | an energy audit report which includes analysis of current energy use alongside energy efficiency recommendations; the report also identifies grant value and payback periods for each recommendation. |
| We support you: | your allocated Business Advisor will offer support and advice throughout the whole process |

Application process

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GREEN BUSINESS
PROGRAMME



Achievements

COVENTRY & WARWICKSHIRE **GREEN BUSINESS** PROGRAMME

Started in
2016

To date:
we've
offered support to

288 
businesses

We've paid over 
£2,788,332
grant claims


Carbon saving:
13,595
tonnes / per year

At least **60 jobs**
directly created because
of energy-efficient
machinery part-funded
by the programme.

1,950
members in
the network



Since 2018,
30 events have
been hosted by
the programme



Tel: 02476 972 026

Email:

businesssustain@coventry.gov.uk

• www.coventry.gov.uk/businesssustain

We help our clients with:

- ✓ Bespoke environmental management advice
- ✓ Registers of environmental and health and safety legislation
- ✓ Legal compliance audits
- ✓ Support to maintain accreditations such as; ISO 14001, ISO 45001 & ISO 9001 certification



Any questions?

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Contact details

Email: greenbusiness@coventry.gov.uk

Website: www.coventry.gov.uk/greenbusiness



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MIDLANDS
ENGINE



Case study

James Calow

Senior Biodiversity Consultant

Middlemarch Environmental Ltd





MIDDLEMARCH

**Coventry & Warwickshire Green Business
Programme
Resource Efficiency Audit**

Middlemarch Environmental Ltd
James Calow – Senior Consultant

Company Profile

Wholly owned by Warwickshire Wildlife Trust

Turnover = c. £6 million for 2021

90 members of staff plus seasonal staff + students

Protected Species & Habitat Survey/Mitigation

Clients – from large PLC's to individuals

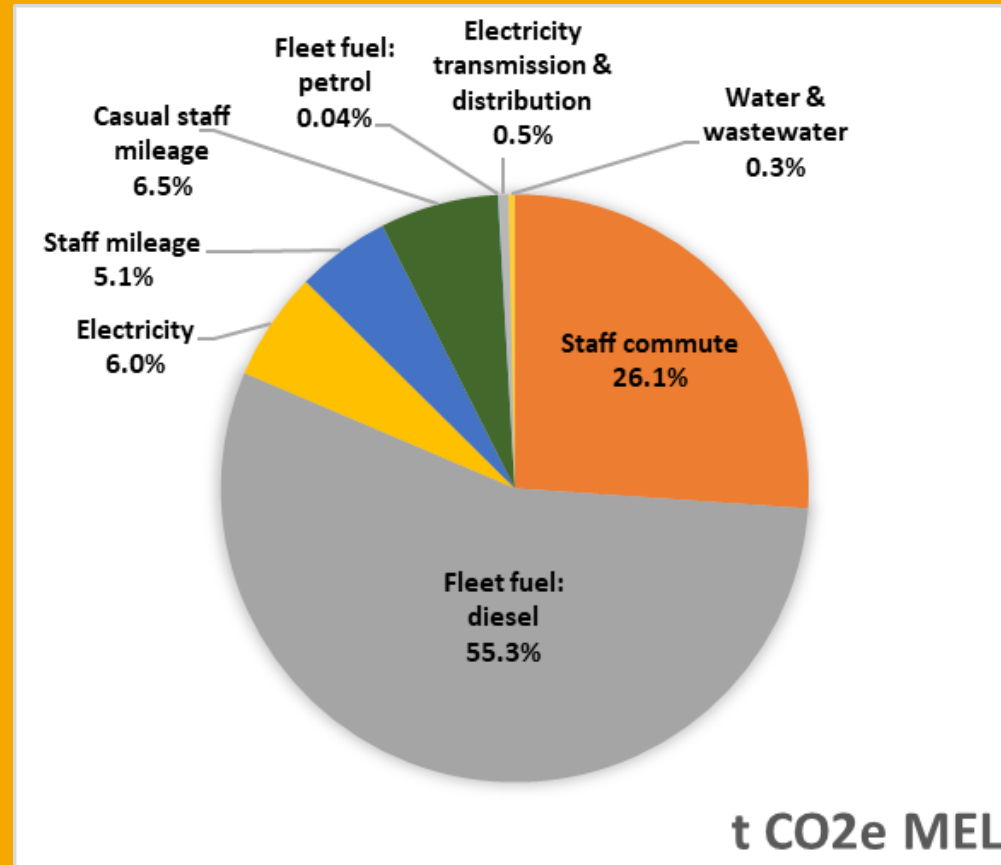
ISO 14001 Environmental Management System – Carbon

Footprint Significant Environmental Aspect

Carbon Reduction Objectives and Targets

	2021	2022	2023
Finance	<ul style="list-style-type: none"> • Workstream leads finance trained • Integrated finance systems and new expenses policy • 'Cost to serve' baseline 	<ul style="list-style-type: none"> • Workstream P&L budgets implemented • Cost mitigation strategy 	<ul style="list-style-type: none"> • 30% of revenue driven by new BNG & NBS services • Overall revenues increased by 30%
Systems & Operations	<ul style="list-style-type: none"> • New fleet strategy • Carbon footprint baseline • Transfer to ISO45001 • KeyedIn scheduling functionality unlocked 	<ul style="list-style-type: none"> • Carbon reduction action plan and reporting process • Registered CIEEM practice 	<ul style="list-style-type: none"> • 60% reduction in operational carbon • Net-zero roadmap • New accommodation strategy, in line with the end of existing property lease

Carbon Footprint within MEL



Carbon emissions for MEL in 2019 totaled **209.1 t CO2e**, (40% of the group total):

- 93% transport and fleet fuel
- 6.7% heat / light / power
- 0.3% water and wastewater

More than half (55%) of MEL emissions can be attributed to fleet vehicles.

Resource Efficiency Audit Report

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GREEN BUSINESS
PROGRAMME



List of energy savings measures (ECMs)

LED Lighting (cost £6,600)

Carbon saving (tonnes) = 3.53

Annual Savings (£) 2,760

Removal of Convection Heaters (£0)

Carbon saving (tonnes) = 3.26

Annual Savings (£) 2,550

Dimplex 400W heaters (£850)

Carbon saving (tonnes) = 2.76

Annual Savings (£) 2,160

40% Grant Funding of ECMs



Resource Efficiency Audit Process and Value

Allowed an independent specialist to conduct a wide ranging and comprehensive review of the energy consumption and carbon impact of our office

All information easily captured and sent electronically. Supported via virtual meeting(s) on Teams. Coventry City Council undertook the complex work of analysing all of the information and making recommendations.

It has comprehensively changed the lighting and heating within the business saving a significant amount of energy and CO2.

The added benefit of the grant support as a subsidiary of a local conservation charity is that this saved money can be re-invested in other local conservation projects so it's a 'win win' situation.

Questions?

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Final Q&A



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 **European Union**
European Regional
Development Fund

Thank you all for joining!

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