

Prepared by Ems2 for the Federation of Small Businesses, Oxfordshire Branch.

Roadshow Dates

- 12th May: Didcot Cornerstone Arts Centre
- 26th May: Witney Corn Exchange
- 2nd June: Thame Spreading Eagle Hotel
- 24th June: Chipping Norton Crown and Cushion
- 21st Jul: Abingdon Council Chamber, Guildhall
- 18th Aug: Faringdon, Faringdon Business Centre
- 15th Sept: Oxford City, Town Hall
- 30th Sept: Henley Henley River & Rowing Museum
- 8th Oct: Wantage Lains Barn
- 27th Oct: Wallingford, South Oxfordshire District Council offices

Want to recommend the roadshow to an associate?
Tel: 0845 600 9 006
Or email:

info@businesslinksolutions.co.uk
Events are open to all owners of small to medium sized businesses and sole traders, they are free and a buffet is provided

All events are 7pm-9pm with arrival from 6:40pm.

Supporters

Oxfordshire Economic Partnership

Federation of Small Businesses

Business Link

Oxfordshire Town Chambers Network

Envirowise

Cherwell District Council

South Oxfordshire District Council

West Oxon District Council

Oxford City Council

Vale of the White Horse District Council



Make Money from Climate Change: Roadshow Review

Issue 1

May 2009

Climate Change Creativity = New Profits

The first of the free **Make Money from Climate Change** events was full to capacity on 8th April 2009.



Delegates in Exeter Hall, Kidlington

Delegates, business owners and sole traders, who gathered at Exeter Hall, Kidlington, heard reasons to go green and create new business opportunities into the bargain. Patricia Wainwright of Amey explained how its procurement process demands that suppliers consider their climate change im-

pact. Businesses who do this will get a competitive edge. Inspirational guest



Speakers at Kidlington 1-r: Martin Fenn of Oakwood Builders, Timon Colgrove of Hunts Printers, David Wilsdon of Green Accountancy, Patricia Wainwright of Amey and organiser on behalf of the FSB, Sue Priest of Ems2.

speakers from traditional companies who had transformed their own business described their journey; why and how they made the change. Adding just a touch of imagination, delegates can now do the same with their own com-



Expert Panel: Roger Wilson of Envirowise, David Dant of BC Strategies and Operation Ostrich, Alan Frost of Business Link and Kevin Zwolinski of Click-on Logistics

panies. The event concluded with a question and answer session with expert panelists who provided their perspectives on, amongst other things, how to identify your niche opportunity.



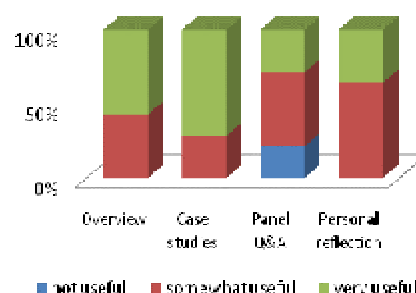
Our local MC for the evening, Mike Foster of A1 Group, based in Kidlington, pictured with Sue Priest

Low Carbon Economy—here we come!

The feedback from the event showed that business owners in Oxfordshire really **are** interested in making money from climate change.

The real-life case studies were the most popular feature of the evening. This is good news for future delegates, as wherever possible, we will include three

different case studies, all drawn from the local area. 80% of delegates who completed feedback forms said they would be actively



making changes as a result of the event.

Download the roadshow!

To download presentations from all events, register/logon to www.ems2.com and go to "climate secrets/low carbon innovations". Each month, it will be updated with the latest case studies.

Amey's Low Carbon Agenda



Patricia explaining why Amey needs its suppliers to go low carbon in both operations and products.

Group Advisor for Environment and Corporate Responsibility, Patricia Wainwright joined Amey in May 2007, relocating from Harrogate, and is based in the Oxford Headquarters on the Science Park.

Her work life has been varied. First in the teaching profession then in Sustainable Development, Corporate Responsibility and Environmental Management.

This second career includes working as a Principal Sustainable Development Officer for a Local Authority; as a Sustainability and Environmental Consultant for a national land engineering consultancy, and a short stint as Corporate Responsibility Manager for the Yorkshire and Humber-side Division of Business in the Community.

Patricia's presentation

included details of Amey's procurement process.

Actively seeking to engage with smaller, more local businesses, Amey's government projects have a strong focus on environmental compliance. Climate change is a key driver.

Businesses seeking to supply Amey should take climate change very seriously.

Cash and the Climate



David Wilsdon, Green Accountancy.

David Wilsdon, founder of Green Accountancy, was previously a partner or Director at large and national firms.

He found that many small businesses wanted help with reducing their environmental impacts and presenting their green credentials.

Green Accountancy

helps and encourages small businesses to reduce their environmental impacts.

Before setting up the business, David undertook two years of study at Oxford University in Environmental Conservation.

In 2007 David created Green Accountancy.

His business uses an environmental focus to help clients grow their business, reduce costs, increase efficiency and save tax.

The beauty of it is that going green goes hand-in-hand with these client objectives.

Building a better Britain



Martin Fenn of Oakwood Builders and Joinery

Martin Fenn runs a Oakwood Builders and Joinery which employs over 30 staff.

Specialising in up-market refurbishments and renovations - both traditional and eco, the last kitchen they made was on TV, channel 4,

Grand Designs!

Oakwood offer eco-building at the highest possible level.

In addition to their services being green, Oakwood strives to make its own operations more environmentally friendly:

- Producing its own bio-diesel
- Recycling a lot of their own waste
- Investing in wind turbines to generate electricity for the offices and
- Using a wood-pellet boiler for heating.



The Case for FSC Certification



Timon Colgrove of Hunts Litho and Print

The only presenter to use a video rather than powerpoint slides, Harley-Davidson fan, Timon Colgrove of Hunts Litho and Print, played a Greenpeace video in support of buying Forestry Stewardship Council certified timber. Hunts went on a journey to become greener, and found themselves able to make cost savings into the bargain.

Whatever you think of climate change, the video

showed that it makes sense to manage rainforest timber to protect endangered species such as gorillas. But FSC timber used for printing makes carbon-sense too.

Hunts now capture new ideas and suggestions from staff, who are very involved in the green agenda.

Timon had a book recommendation for the delegates; suggesting they all read Michael Crichton's *State of Fear*.

The IPCC website has the latest information about the science and findings around climate change including graphs and reports.

Ask the Experts

Our case study speakers will change over the period of the roadshow, however our expert panel, plus Sue Priest and Amey representatives are all with us for the duration.



New grandfather, Roger Wilson of Envirowise



Alan Frost of Business Link

The expert panel is available to answer questions that may occur to delegates but are not necessarily to do with innovation. This could in-

clude advice on operational energy saving.



L-r: David Dant of BC Strategies / Operation Ostrich, Alan Frost of Business Link, and Kevin Zwolinski of Click-on Logistics

Behind the Scenes

A number of people not mentioned or pictured, are helping to organize the roadshow, and I would like to say a few thank you's.

Iain Nicholson of the Oxfordshire Town Chambers network has helped identify all our "MCs" for the roadshow, as well as putting us in touch

with local chambers and groups. This has enabled us to give the roadshow a truly local touch.

Holly Firmin of Envirowise and Jane Ollis of Business Link have also been very helpful, especially with bookings, the flyers and the feedback slips.

Jenny Fenn of SODC, Sue Garrett and Karen Matthews of CDC, Will Barton of WODC and Charlie Morris-Marsham of Oxford City Council have all been a great help.

Finally, to Alison Nicholson of OTCN who took all the Kidlington photos—thank you Alison.



The first two towns...

The Bicester Chamber hosted the first Make Money from Climate Change event in 2008, MC was Ben Jackson.

This was followed by The Banbury and District Chamber, hosted by Claire Kingsbury. Both events were supported by Cherwell District Council, Envirowise and Business Link, with Ems2 providing the introduction.

All speakers and organizers are providing their time free of charge for the roadshow. Presentations from Banbury and Bicester are available now for download on the ems2 website.

GET INSPIRED!

Already inspired? SPREAD THE WORD—



Sneak Preview

Eco-Coffins—you know it makes sense.

Didcot First and the Didcot Chamber of Commerce are in cahoots with Sue Priest to organize the Didcot leg of the roadshow on 12th May.

Case study speakers include a “non-printer”, a builder with a difference—making the best use of rainwater—and a funeral director using special low-carbon coffins and living memorial burials. **Venue:** Cornerstone Arts Centre, Didcot.

Eco-Posh

The Lord of Cornbury Manor will show another side to managed office space at the Witney event of 26th May.

Our MC for the evening will be Mike Leggett, of Witney Bigger Breakfast fame, and other case studies include an innovative new flood warning device. **Venue:** Witney Corn Exchange.

Good for Oxon PLC

The FSB has over 2,000 members in Oxfordshire; though the roadshow is open to non-members, too.



Barry Wheatley, Chair, FSB Oxfordshire at Exeter Hall, Kidlington.

During the past year, FSB Oxon Chair, Barry Wheatley, has led an initiative to lobby businesses, consumers and

MPs to Keep Trade Local. This and the Make Money from Climate Change roadshow, are intended to help smaller businesses survive and thrive. As more than half of new innovations come from small businesses, the roadshow should help Oxfordshire's economic development. Get more FSB info from: Karen.Durcan@fsb.org.uk



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