

## Climate Change and Business Outreach

- Industry and commerce accounts for circa 22% of emissions (162.3 Thousand tonnes of CO<sub>2</sub>e, 312 in 2005)
- Guildford pre Covid was identified as one of the top economies outside London (Lambert Smith Hampton Economic Vitality Index) with a GVA of £5bn
- The Borough is home to influential corporates including Colgate Palmolive, BAE Systems Applied Intelligence, SSTL, Phillips and Allianz. It is also recognised by Government as a ‘Digital Suburb’. Businesses can act as exemplars and advocates
- Our recent business survey identifies a desire for sustainable practices and for networking
- We have companies at the forefront of climate change technology and thought leadership
- We have our own leavers for change – procurement, planning and facilitation



Surrey Technology Centre

# Case Study 1 – Ecopare

- Ecopare are based at The Surrey Technology Centre and have been helped by the Set Squared Partnership
- They provide energy management solutions and audits to commercial, industrial and educational clients (which have included GBC and G-Live)
- Current focus on aligning energy use with occupancy through use of motion sensors and thermographic auditing
- They have delivered over 328 projects with an average of 28% of savings on energy usage

(SOUTH EAST BUSINESS INTERVIEWS)


## INNOVATORS

# PRACTICAL ANSWERS TO ENERGY ISSUES

Like many businesses, Ecopare has had to remain flexible and alert to potential opportunities during the pandemic.

MD Craig Astfalk admits the past year has been challenging, but productive. His company specialises in analysing the energy use of

businesses in three main sectors – industry, education and commerce – and lockdown has opened some interesting doors.

"Many offices, warehouses and commercial premises are now being occupied by only a tiny percentage of staff, yet they are still having to

be lit and heated. We can help, by installing technology which is tailor-made to use.

"When people hear what we do, they come to us and say 'how can we reduce our heating and lighting costs according to occupancy?' We try to find the answers."



» The hall at Queen Anne's School, Reading, which Ecopare upgraded to LED lighting.

Craig, who was born in South Africa, but has lived in the UK for 20 years, has a background in IT for manufacturing systems, but diversified into providing consultancy for the sector. He founded Ecopare, which is based on Surrey Research Park, in 2011 and describes it as a "practical energy management company". The website outlines the range of services as including "thermographic auditing, power quality analysis and smart metering solutions". A key part of those solutions lies in LED lighting, which provides long-lasting, environmentally friendly and cost-effective systems for all sizes of business premises. The results are startling, with up to 80 per cent of savings in some cases.

**WHAT DOES CRAIG'S TEAM OFFER?**

"When we get a request for help, the first thing we do is ask to see energy bills, so we can analyse costs. Then we make an on-site survey, spending up to two days understanding how the building works. We can then offer the company our analysis of the system and how we can help.

If they agree, we will send our in-house electricians and technicians to install the power-saving technology."

Premises left mainly empty during lockdown have benefited from the installation of motion sensors, so that only the sections of the building being occupied are lit or heated. This can be individually monitored from floor to floor of a business, said Craig.

At the moment, Ecopare is operating at part-strength with just four people including Craig's wife Amelia, who keeps a close eye on the admin side of the business. The rest of the small team is furloughed, but Craig is confident business will pick up when the pandemic is controlled and people can return to work.

In the meantime, he and Amelia share home schooling for their 12-year-old daughter and observe a house rule of no business talk after 5pm. Craig is looking forward to returning to his hobby of fly-fishing and his wife to her tennis, but in the meantime they keep fit and enjoy family time walking in the woods near their home outside Guildford.

**“**

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**”**



» Amelia and Craig Astfalk.

**DID YOU KNOW?**

**SURREY RESEARCH PARK**  
A University of Surrey Enterprise

**LOCATION:**  
Guildford, Surrey

**ESTABLISHED:**  
1985

**KEY SECTORS:**  
Technology, science, health, space, engineering

**KEY FEATURES:**

- Furnished offices of all sizes including shared workspaces and self-contained office units.
- Award winning start-up business support available with on-site incubation hub, SETSquared – the global number one university business incubator.
- Access to R&D funding initiatives, leading advisors, recruitment support and training in addition to links with the University of Surrey's knowledge and talent base to maximise business growth and innovation.
- Facilities include a café, meeting rooms, breakout spaces, picnic areas, parking and preferential rates for nearby Surrey Sports Park.

**HIGHLIGHTS:**

- The 170 businesses located on the Park generate over £1 billion of economic activity each year and create 4,000 jobs in Guildford.
- A number of tenants have won the Queen's Award for Enterprise, created global industry firsts and pioneered major medical breakthroughs.

**FURTHER INFORMATION:**  
www.surrey-research-park.com

**For more information on available properties:**  
01483 579 693 [www.surrey-research-park.com](http://www.surrey-research-park.com)



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## Case Study 2 – NVH Global

- NVH Global are an R&D company set up in 1985 who look at innovative water, waste water and energy re-use
- They are developing processes that reduce the high energy costs inherent in desalination (Reverse Osmosis)
- They also have an SPV that has patented the production of hydrogen green energy from water
- The Team in conjunction with the University of Surrey have partnered with Fluor UK Ltd and Air products to create the first fully green bus network using hydrogen cells.



## Business Survey – initial results

- Of those respondents who answered majority are focussed on reducing plastics, improving energy efficiency of premises and energy efficiency of operations.
- Few are doing active monitoring or setting targets for Net Zero
- Third say there are barriers to change including funding, listed building status/landlords or lack of knowledge
- 50% are keen to get more information and advice
- 50% are keen to be part of a local green business network



## Cambridge Clean Tech Network

- Cambridge Cleantech connects innovators, corporates, academics, SMEs and investors for a smarter, more sustainable future.
- This is a membership organization with a busy programme that includes:
  - Access to finance seminars
  - Meet the Buyer – meeting corporates and other organisations looking for green solutions
  - Green Career Fair
  - International events – clean water in Africa
  - Case studies



## Areas to explore: Business Engagement

- **Procurement** - GBC spends £50million a year on goods and services. Our new Procurement strategy has strengthened the need for our suppliers to have strong environmental credentials. Also boosting proportion of local suppliers shortens supply chains
- **Innovation and Sustainability Forum** in conjunction with the University of Surrey. Could follow the Cambridge Clean Tech Network model
- **Establish Guildford Climate Change Charter** - Ask Guildford businesses to sign to support say GSG or other commitments– Could be seen as a mark of quality and credibility
- **Local Climate Change Business Summit** – focus on thought leadership and sharing best practice
- **The University of Surrey’s Centre for Environment and Sustainability** can provide post graduates and academics to work in organisations on green projects. They have also established the Crest Awards for the Environment that celebrate excellence in sustainability
- Identify grant funding through **Grantfinder** and **LoCASE**.