

## 7.15 David's introduction

Hello, good evening and welcome.

I'm your chairman for this evening – I'll be introducing each speaker and keeping us to time.

For those of you who do not know me, my name is David Bosley; I run Boscomms Ltd, am a committee member of *Wallingford in Business*, and the Wallingford representative on the Oxfordshire Town Chambers Network

<Say a bit more about yourself and your company if you like!>

Thank you for attending this evening's event, which is especially for owners of small to medium sized businesses and sole traders who are intrigued by the following question

- "Can you make money from Climate Change, whilst helping reduce its impact?"

which of course is, and always has been, the key to the energy debate. At last, tonight will give you the information to help you to answer that question for yourself. I guarantee you will come away with new ideas for financially effective energy management that will reduce your client's carbon footprint to a whisper and change your business forever.

If tonight's inspiration triggers an idea you can put into a short business plan, you can enter the FSB's Climate Change competition, which has a cash prize of £1,500. The deadline is the 3<sup>rd</sup> November – you still have time, so get your creative head on! Ask Sue Priest for more information on entry.

You will see from the screen behind me that tonight has many sponsors and supporters who all have a green agenda to drive business forward. It's a surprising cross-section of businesses, public and private, large and small.

I am positive that you will enjoy this evening's presentations and I believe that each speaker will make a contribution to your own business plan and how you can use the challenge of climate change to generate new commercial opportunities for your business.

Later this evening, after you have heard from our speakers, you will have the opportunity to ask questions of our expert panel. We aim to finish promptly at 9.00, but I'm sure many of this evening's presenters and experts will be happy to stay on a little longer to talk to you.

**Housekeeping:**

The fire exit is over there (point) and we are told to assemble

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Please turn your mobile phones off or to silent...thanks.

The toilets are.....

There is lots of lovely food over there still uneaten, so please help yourselves later...we don't want it going to waste.

You will also find some feedback forms on your chairs...it is very beneficial to get a response to these events and I know Sue is wanting all of you to complete and leave your feedback form.....put it another way, if you want to get out of the room at 9.00, that's your pass-out !

Anyway, back to this evening's business....

**7.20** Intro' FSB and Business Link

I would like to ask Robin Lawrence, Chair of the South East Region of the Federation of Small Businesses, and Alan Frost of Business Link to say a few words.

Robin and Alan, please come on up.

**Words from Robin Lawrence of the FSB and Alan Frost of Business Link**

Thank you, Gentlemen.

So to our speakers.

## 7.25 Sue Priest, Ems2

Firstly I would like to introduce the driving force behind these events, Sue Priest.

- Sue is the Founder and Managing Director at Ems2 – Emissions Strategy Solutions Limited.....the company's mission is to make a difference by stimulating business growth relating to climate change
- She has been helping companies in the UK and overseas with climate change consultancy since 2003
- Sue holds an MSc in Information Systems Design and Management and an MBA from the London Business School
- She has a background in technical and senior innovation roles at large corporates including Invensys and Fujitsu, but began her career locally, working in Space Science as a programmer at the Rutherford Appleton Laboratory where she helped to discover new stars

Ladies and Gentleman, Sue Priest.

### Sue's Presentation

Thank you Sue. It looks like, whether or not you believe the science, it would be unwise to ignore climate change in business planning.

## 7.40 Keith Sexton Amey

So to our next speaker, Keith Sexton.

Keith joined Amey in 2000 and leads on Amey's health, safety and environmental policies, having begun his career working for the Health and Safety Executive, with responsibility for the enforcement of UK Health and Safety at Work legislation.

Keith is driving the agenda of environment and climate change and has notably helped to raise Amey to 'Gold Band' status within the BITC Environment Index. Keith recognises the challenges that companies face as the environment agenda explodes and hopes to position Amey as a company which can demonstrate best practice in this area.

Keith has a first degree in Engineering, a Post Graduate Diploma in Occupational Health and Safety and a Masters Degree in Environmental

Management. He is a Fellow of both the Institution of Occupational Safety and Health and the Institute of Environmental Management, as well as being a Chartered Environmentalist....pew!

In his 'spare' time Keith plays golf and enjoys running.

Please welcome Keith Sexton from Amey

### Keith's presentation

Thank you Keith. I am sure there are one or two companies in the audience who would like to do business with Amey, now they know the sort of things they need to consider and climate change is certainly a crucial one.

We now move on to our case study presentations...these are from owners of 3 small businesses of very different types all of whom have changed as a result of recognising the opportunities presented by Climate Change.

The first is from Helen Bartlett of One Stop Automation.

### 7:55 One Stop Automation (Helen Bartlett)

One Stop Automation Ltd consist of three people, they are Roderick Craig, who is a director. He has 35 years of rural business management experience and provides the guidance aspects of running a small business. Richard Bartlett the managing director. Finally, Helen Bartlett, who is also a director, and deals with the financial administration of the business.

One Stop is fundamentally an Engineering consultancy, where its services are tailored to its customers' requirements and expectations.

Helen and Richard started the business on the second week of their honeymoon! They say this is exceptionally useful for remembering to do the end of year accounts!

Ladies and Gentleman, Helen Bartlett

### One Stop Automation Presentation

Helen, many thanks for your presentation. <Feel free to add any other comments you may have from watching it>

And so to our second case study.

## . 8.10 STL Business Communications (Philip Donigan)

Philip is Sales Director at STL.

He was born in the North West, educated in the Middle East and found his partner in Sweden.

He now lives in Oxfordshire with his partner and baby son.

His career path included a successful stint in lawn mower repair!

### STL Business Communications Presentation

Philip, many thanks. <Feel free to add any other comments you may have from watching it>

Last but not least, may I introduce our third case study speaker.

## 8.25 Chris Sebire (Quick-2-Find)

Chris is the founder of Quick-2-Find. He worked in technology since 1999 when he quit his job as International Marketing Director of The Ryvita Company to launch his own Internet Slimming & Fitness Club "Tummybutton". Selling out just before the bubble burst, he moved into business transformation for a few years before coming back into technology with Quick-2-Find in 2004.

Chris has a reputation for accepting any challenge thrown down to him which resulted him jumping off Bloukrans river bridge near Cape Town, which is the worlds highest commercial Bungee at 216 metres, when aged 50! He also rode an ostridge while on that trip.

Ladies and Gentleman, Chris Sebire!

### Quick-2-Find Presentation

Chris, many thanks for your presentation. <Feel free to add any other comments you may have from watching it>

## 8.40 Introduce the Q&A session and expert panel

As mentioned at the start of the evening, it is now your chance to ask a question to our expert panel or even one of our previous speakers.

I would like to now briefly introduce our expert panel representing

- Envirowise
- Business Link
- Ems2

Roger Wilson, Envirowise

Roger is the Technical Advisor for Envirowise, a government business support programme that delivers free, independent advice to UK businesses to help them become more resource efficient and save money.

He is a Chartered Engineer, Chartered Environmentalist and Registered Environmental Auditor. He joined the consultancy sector after an extensive career with Alcan in Banbury. His own core specialism is environmental management systems

Since 1994, Envirowise has helped UK industry save more than £1 billion. Advice spans training events, publications, on-line tools and direct business support. This assistance enables companies to increase profitability, approach sustainability and reduce climate change impact.

We have heard a lot in recent months about nationalising the banks, well Roger tells me he is old enough to have worked in a nationalised manufacturing industry!

Alan Frost, Business Link

Alan Frost is a Sustainable Business Advisor with Business Link - who work with SMEs across the Milton Keynes, Buckinghamshire and Oxfordshire area (that is, enterprises with up to 250 employees) helping them to become more sustainable as businesses by identifying ways that they can

- Reduce their use of resources
- save energy and

- ensure the workforce is as productive as possible by looking at the people side of being sustainable in terms of training requirements.

Business Link helps businesses by diagnosing needs in a company and then identifying the appropriate referral route for the best advice for that business.

Since joining the local team in 2007, Alan has seen a large increase in the number of businesses wanting to engage with the Sustainable Business Agenda, however he believes this is still only the tip of the iceberg.

Alan once worked as a tree surgeon's assistant when travelling and says that this job made him realise how fragile the environment can be and how we can help prevent further damage if we really try.

David Dant, BC Strategies

David started BC Strategies in 2006 with the aim of bringing business continuity management to the SME market.

Having worked as a consultant to large organisations both in the UK and in California he has seen how conditions brought on by climate change has affected organisations risk management programmes.

As an example, he was previously in a great position to provide hands on advice to a client, as whilst carrying out a risk survey at an industrial unit, a fire started in the electrical wiring in one of his machine shops.

And finally, Sue – you already know Sue.

Q&A

When you ask a question, please let us know your name and business and to whom you direct the question, if it is specific to one person.

So. Any Questions, please?

**8:55** Thank you's and feedback forms

- Firstly thank you for your attendance. It would have been difficult without an audience! This is our last roadshow event and we are proud to say over 300 businesses have taken part !
- Thank you to our sponsors and supporters for their contributions and to Sue for organising this event.
- Thank you to Mike Kirby of MK Photography for all his support in taking photos gratis for the roadshow (point at Mike he will be at the back)
- FSB is running a number of these seminars across Oxfordshire until the end of October, so please spread the word to others whom you think would wish to attend. There are some flyers by the door with future dates on them.
- If you think you have an idea which you can make into a short business plan – let Sue know and she will send you the information, or look on the FSB Oxfordshire website which also has the competition rules.
- And finally, may we ask you to complete the feedback forms and return them to Sue. As an incentive, read the back of the form – someone will be getting free advertising!

Thank you and please continue to have a good evening.

**9:00** close