



Don't Crumble in the Crunch



Paul Bailey
Head of Property
Leisure Connection Ltd

www.leisureconnection.co.uk



Who is Leisure Connection?

The market leading management company of outsourced leisure, arts, cultural and fitness facilities to local authorities, national sporting bodies and private companies.

Over 60 facilities managed on behalf of 28 Local Authorities across the United Kingdom



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What do we do?

Core business-Public Sector Sports and Leisure facility management

Also Manage two National Sports Centres for Sport England and the Stoke Mandeville Stadium for British Wheelchair Sports Federation.

Also manage seven theatres and arts venues, three nature reserves and three accommodation venues.

Over 4000 employees



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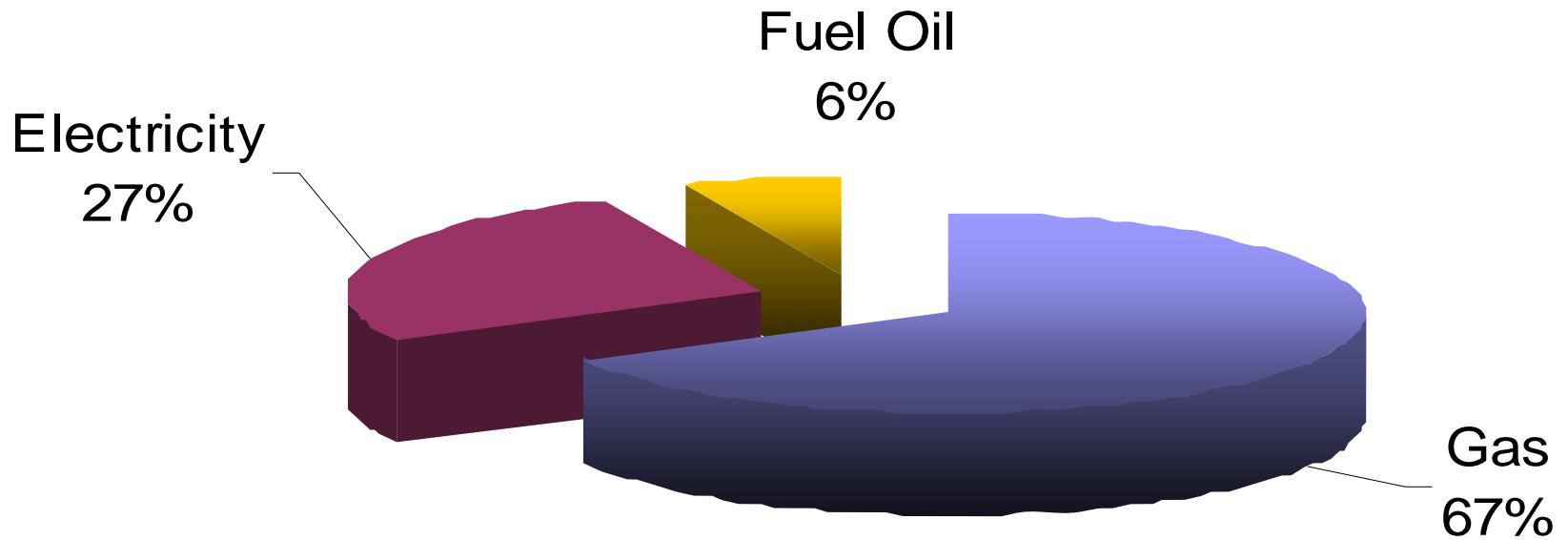
Where do we do it?



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How much Energy do we use?

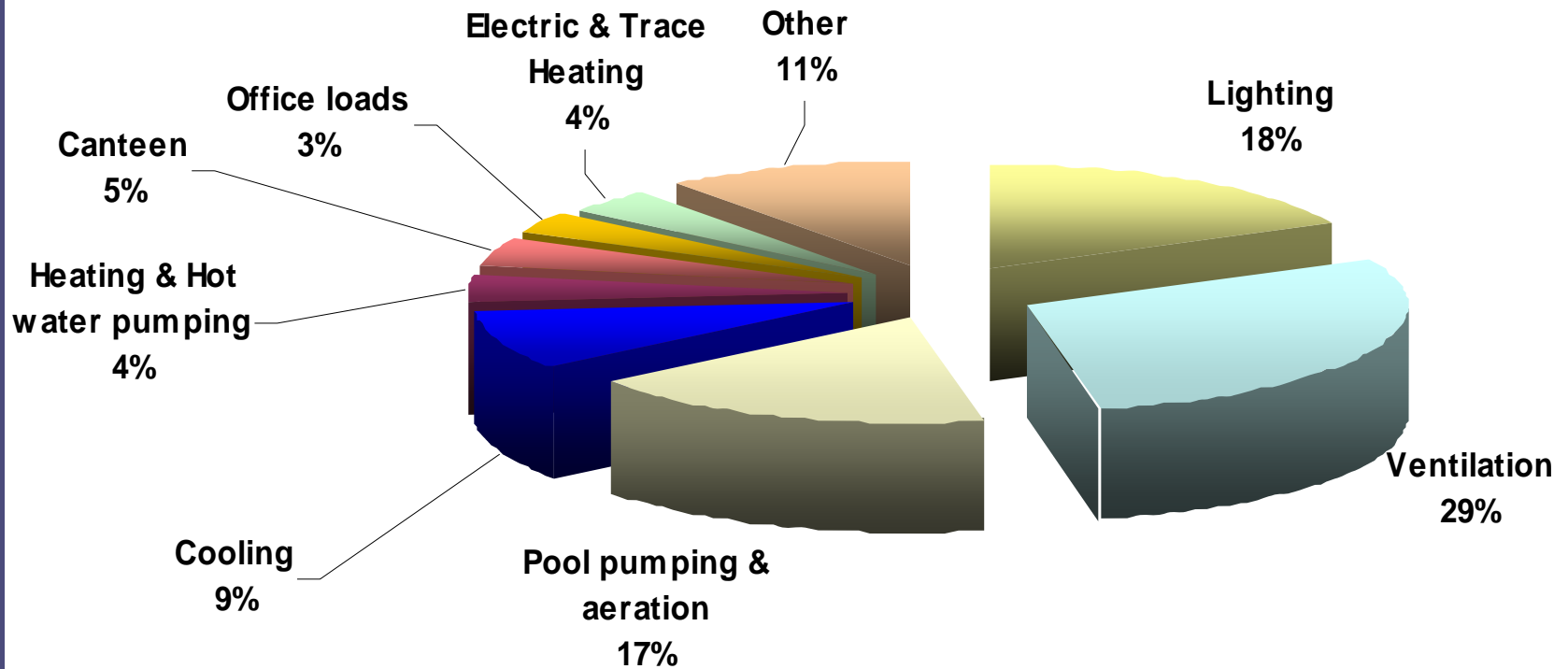


TOTAL	150 GWh
Gas	100 GWh
Electricity	40 GWh
Heating Oil	9 GWh
And Water	1,170,000 m3



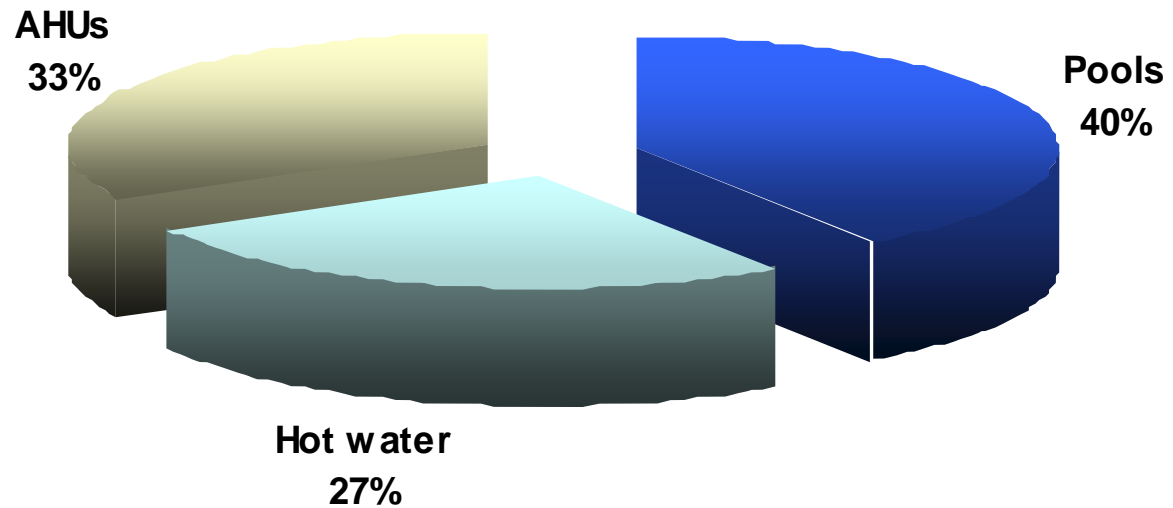
Where does our Electricity go?

Norwich Annual Electrical demand (kWh/yr)



Where does our Gas go?

Norwich Annual Gas demand (kWh/yr)



Drivers

Carbon Reduction Commitment

Cost of energy and uncertainty

Quick wins

Corporate Social Responsibility

CO2 reduction

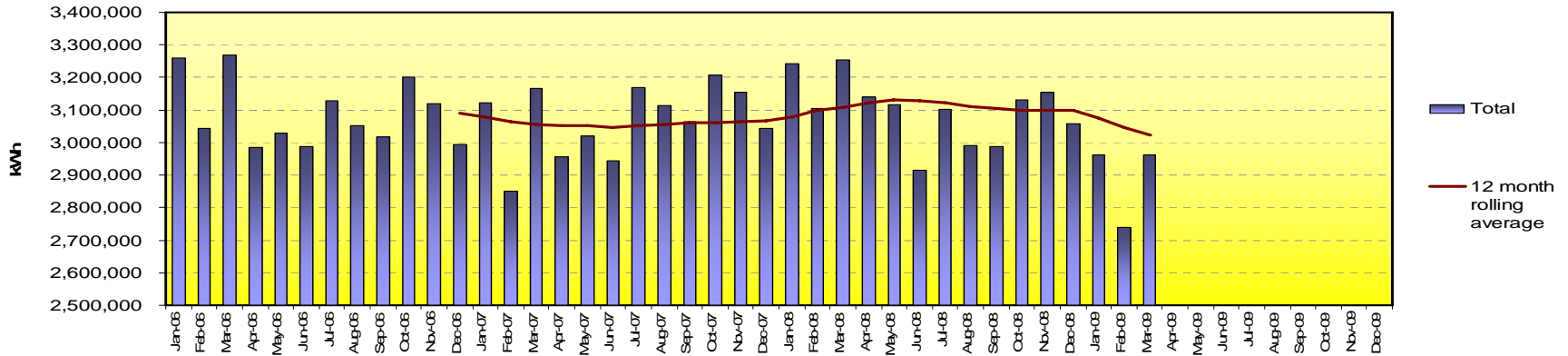


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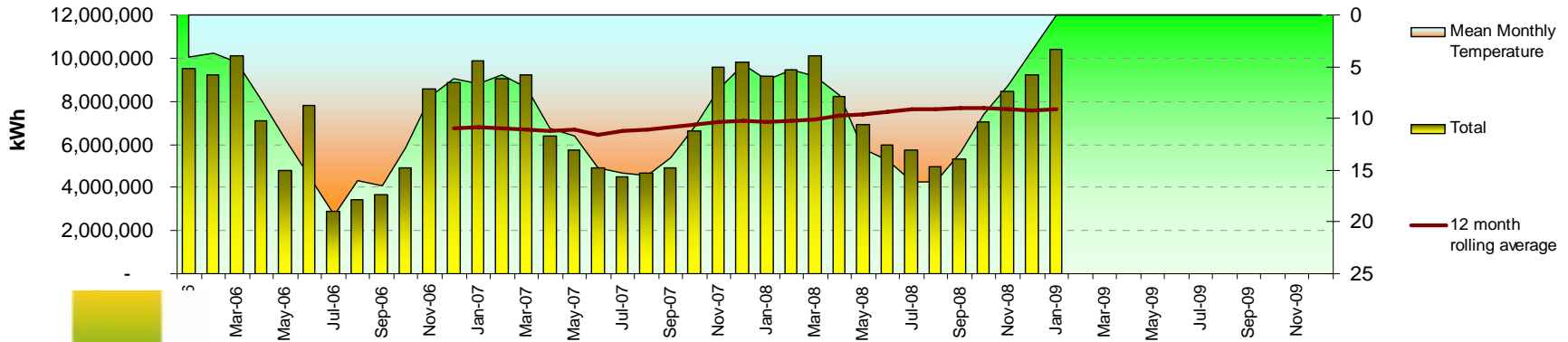


Measure

Like for Like HH Electricity Usage



Like for Like Energy Usage - Gas



Actions



Hearts and Minds

– Leisure Connection

- Board
- Energy Champions Network
- Roadshows, workshops and audits



– Clients

- Engage on funding and joint projects (win-win)
- CO₂ savings

– Customers

- DECs, front of house campaigns, competitions.
- Understand issues



Actions

Technical

– Strategy

- Low hanging fruit first
 - low capital cost
 - quickest paybacks
 - biggest impact

– Progress to date

- trialled technologies on one site for roll out
- trialled 'newer' technologies, some black art but free
- internal Energy Network



Challenges

Credit Crunch, difficult to sell, credit squeeze

Waiting for prices of technology to fall

Confusing technologies, which is better?

Prioritising capital expenditure

Engaging Local Authorities and Customers



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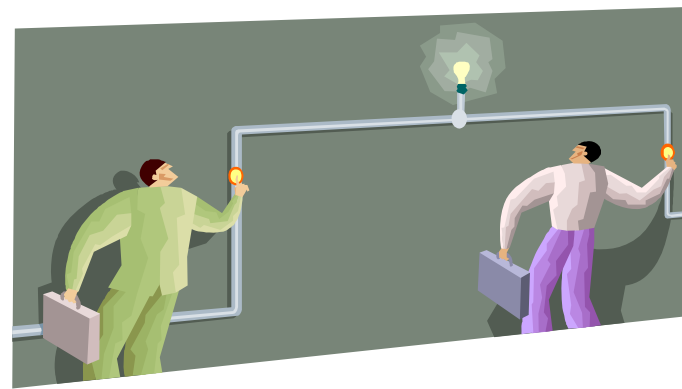


Finally.....

Understand.....

**that we want to buy good technology
the thought process for private sector buyers
that we get very little in the way of grants
we need free trials
we need assistance proving viability.
we need better prices
we need assistance paying
no win, no fee?**

if I am getting this wrong, then you are not letting us know!



LOW CARBON
PERFORMANCE
AWARDS 2009

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