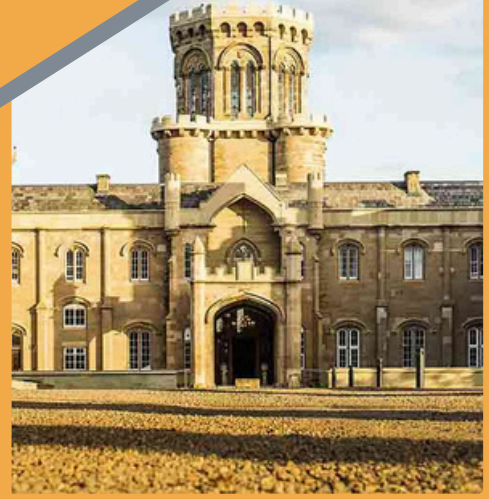




HOSPITALITY
ENERGY SAVING
& SUSTAINABILITY



**REVOLUTIONISING
SUSTAINABILITY IN THE
HOSPITALITY INDUSTRY**
Services Brochure



HOSPITALITY
ENERGY SAVING
& SUSTAINABILITY

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HOSPITALITY ENERGY SAVING LIMITED
REGISTERED IN ENGLAND
AND WALES 10655365

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WHY CHOOSE US?

At Hospitality Energy Saving & Sustainability, we are dedicated to revolutionising the hospitality industry's approach to energy consumption and sustainability. With decades of experience in the sector, we have become industry leaders, providing comprehensive expertise tailored to the unique energy challenges of foodservice operations. We specialise in offering end-to-end solutions for any business where people go to eat, drink, sleep, be entertained or trained - from small cafes, pubs, and large hotels to stadiums, universities and healthcare facilities.

PROUD TO WORK WITH



3 month paybacks

ROIs of 200%

20 years average sector experience

10-20% energy reductions as standard



Kitchen electrification done right

It isn't just about swapping gas for electric, it's about reviewing what you actually need & aligning equipment, practices & menus

We've been GMs, chefs, project managers, maintenance managers, all in hospitality

We know this industry like no one else, we know how to engage with your teams

Turn ambition into action

Whether you're aiming for net zero, or just want to slash your energy bills, we take your sustainability goals and turn them into actionable, measurable outcomes - fast

Cut through the technology sales pitches

We've tested more energy-saving tech than anyone else in the industry. We know what works, under what conditions & how to make it work for you

We don't just diagnose - we deliver

We fix things for you, not just tell you what's wrong



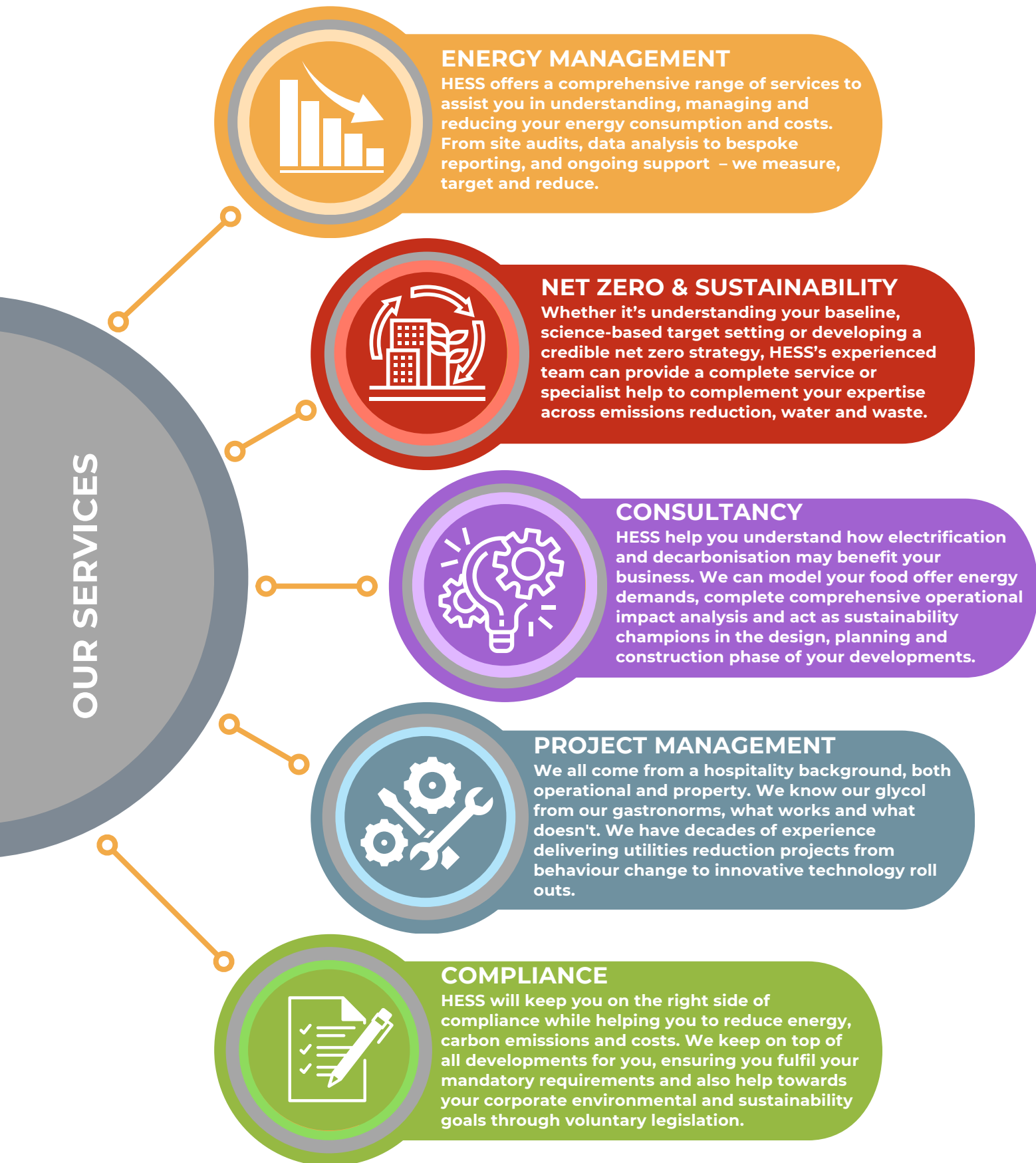
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WHAT WE DO

We drive profitability by reducing energy consumption and increasing sustainability.



ENERGY MANAGEMENT

With the current state of the industry, there has never been a more urgent need to manage the costs your business faces. Energy is frequently the second largest overhead for the hospitality and food service sector (after labour). Understanding your energy consumption is the primary way to identify energy-saving opportunities, reduce costs and increase profits.



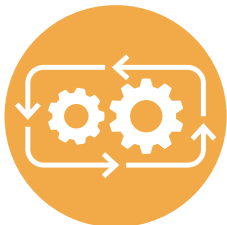
SITE AUDITS & ENERGY EFFICIENCY

No stone is left unturned during our energy audits. We are hospitality professionals and know the way you work and the operational pressures you are under. In addition to our site visits and tailored reports, we offer ongoing analysis and support, and track recommendations and associated actions at the site level and estate wide, so you never lose sight of your progress and targets.



DATA COLLECTION, ANALYSIS, VALIDATION & REPORTING

We operate our own bespoke energy dashboard, giving you granular visibility over your organisation's energy use and control over your reporting. Using the available consumption and invoicing data, we identify excessive consumption and areas of opportunity, as well as monitor performance following visits / saving activity. Our mantra is "target, measure and reduce".



OPTIMIZING EXISTING BUILDING CONTROLS & SYSTEMS

We ensure that existing controls and equipment works as they should and that the settings and operating times are aligned with site operations (you could get your M&E contractor to do this - but they're probably the ones that left it like that in the first place...!). We also don't forget about the people and provide training at head office, management and staff levels in the appropriate specification and use of kit.

Most of our clients employ us as their retained energy management and sustainability resource. This means we act as part of your team and are not influenced by any external commissions or incentives. Everything we do is driven by delivering the best results possible and you'll have access to all of the skill and expertise within our team

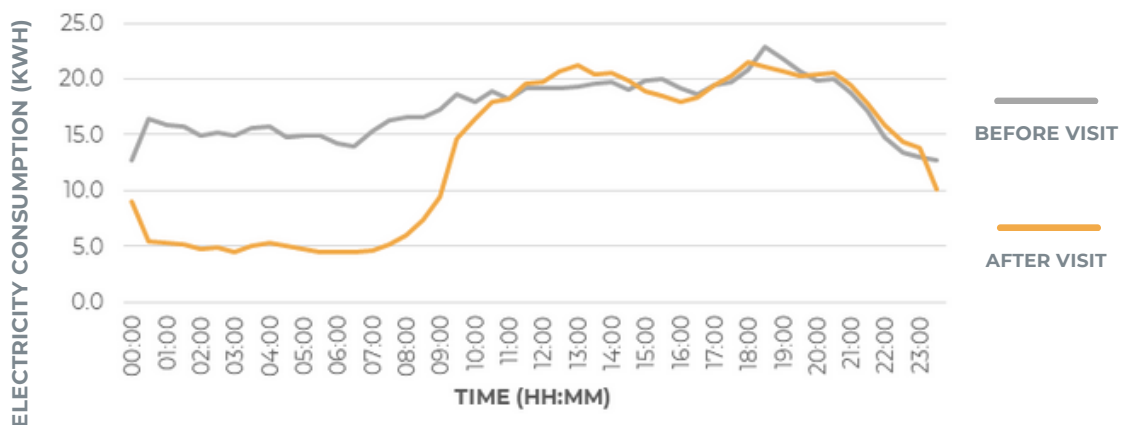
*"We love the granular understanding of our sites."
- Managing Director, Splendid Restaurants*



SUCCESS STORY: ENERGY AUDITS

In our quest for energy efficiency, we conducted a routine audit at a typical pub. What we found underscores the power of small changes. By adjusting time controls, modifying temperature settings, and changing pre-trade practices, we put this pub on track to save nearly £50,000 annually. The key takeaways: turning off the overnight air conditioning alone amounted to £18,000 yearly savings, while optimising temperature settings added £10,000 more. Simple shifts in equipment activation practices saved over £12,000, and relatively minor fixes like door seals and timer upgrades contribute an additional £2,500. This case illustrates how paying attention to the details can lead to substantial long-term savings, reinforcing the importance of detailed energy audits by hospitality professionals in enhancing sustainability and profitability.

OUR ENERGY AUDITS



Using bespoke, targeted strategies we can enable you to take appropriate action to reduce consumption from day one. Whether you are a single or multisite business, our audits and action plans ensure immediate paybacks in bill and cost reduction.

*Since we instructed HESS "our estate-wide gas consumption is down 13% and electricity use has fallen by 14%."
- Chief Executive, Fuller's*

NET ZERO & SUSTAINABILITY

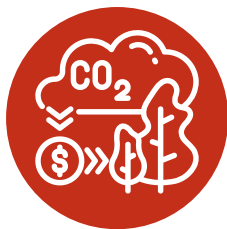
Sustainability & Net Zero are rapidly becoming elements of business that can't be ignored. Everyone from investors to guests are expecting businesses not only to be working in a sustainable way, but also to be demonstrating what they are doing and the goals they have set themselves.

We have the experience to help you design and execute a credible, science-based strategy to coordinate activities across your operations and value chains in line with your sustainability ambitions. We work across all facets of sustainability, from waste and water to environmental, social, and corporate governance (ESG).

We'll work with you and your stakeholders to define scopes, develop targets, and implement roadmaps. Whether its achieving specific milestones in scope 3 emissions reductions, or delivering costed, structured pathways to achieving zero carbon operations, our expert teams can help you.



**SCIENCE BASED
TARGET SETTING**



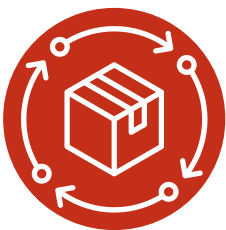
**OFFSETTING &
INSETTING**



WASTE



WATER



**LIFE CYCLE &
EMBODIED
CARBON
ASSESSMENTS**



**SUPPLY CHAIN &
SCOPE 3**



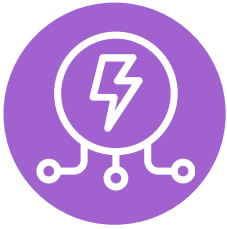
**NET ZERO
STRATEGY**



**ENVIRONMENTAL,
SOCIAL AND
GOVERNANCE
SUPPORT**

CONSULTANCY SERVICES

We are unique in the industry.



ELECTRIFICATION & DECARBONISATION

40% emissions savings are to be gained by electrifying hospitality and food service operations, but operators often experience a jolt fearing higher costs. Our holistic approach however has helped clients realise 5-year savings of 30% (around £96,000 per site!).



MENU MODELLING & OPERATIONAL IMPACT ANALYSIS

It is challenging to relate decisions on what, when and how you cook to energy and carbon reduction. Our award-winning model enables assessment of menus (on an ingredient level), sales, equipment capacity and cooking demand and distribution. We analyse cook times, space and labour requirements along with energy, carbon and cost to deliver your food offer in the most energy efficient way. Our work in this area has led to detailed life cycle analysis published in academic peer-reviewed journals.



ADVISORY SERVICES

We advise on any and all aspects of energy efficiency and carbon reduction in hospitality and food service, not just commercial business. We have consulted on university central processing kitchens, school and hospital catering services and academic research projects, recently contributing to government updates to the Energy Technology List (ETL) and the Non-Domestic National Energy Efficiency Data Framework (ND-NEED).



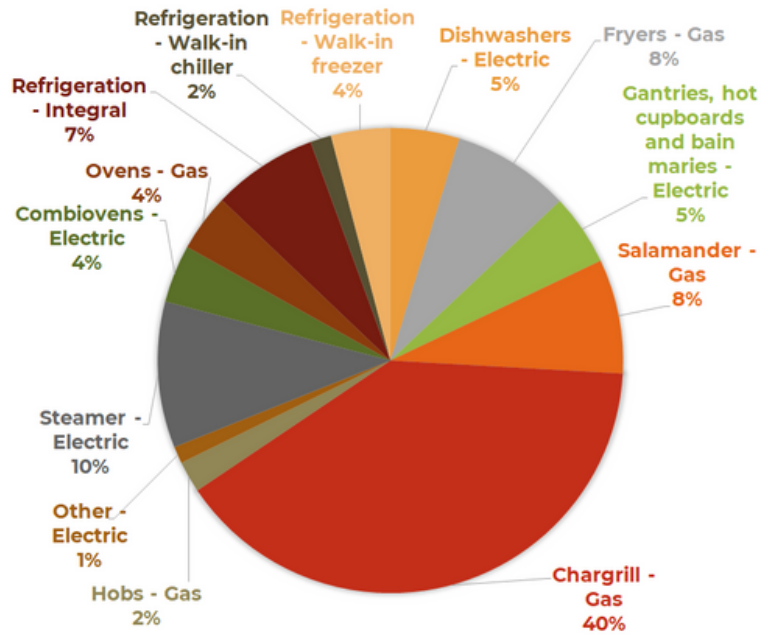
SUSTAINABILITY CHAMPIONS IN DESIGN AND BUILD

As sustainability champions, we can take your design, build and fitout projects from concept to completion, ensuring an integrated approach to sustainability. We work with BREEAM assessors, mechanical, electrical, and power consultants, ecologists, architects and construction specialists to put sustainability at the core of your design.



CASE STUDY: THE FOSSIL-FREE KITCHEN

Net zero carbon strategies for design and operation are not only an urgent planetary need, but they are increasingly sought after by investors, guests/customers, and employees. Reducing the energy and carbon emissions of your hospitality operations are vital components of these plans and targets - consider cooking withOUT gas for example.



"I have never worked with such a passionate team of consultants who knew their subject so well."
 - Director of Campus Services, Imperial College London

Benefits of Electric Cooking

- Lower energy costs
- Reputational benefits
- Improved indoor air quality
- Faster cooking time
- Better working environment
- Easier to clean
- Reduced carbon emissions
- Regulatory benefits

When multiple pieces of gas-fired equipment are replaced with electric kit sometimes running costs and capital costs might be increased. However if the whole operation is considered, from the knock-on impact on ventilation requirement to the cleaning and labour costs, huge savings can be realised - even more if you think outside the box rather than just consider like-for-like replacements. We've helped hundreds of UK operators realise these enormous savings.

"Our low-carbon kitchen is cooler, calmer, cleaner, cheaper...and better for the planet too!"
 - Head of Bars & Dining, University of Reading

	Gas	Electric	Saving (actual)	Saving (%)
Capital costs	£44,214	£54,369	-£10,155	-23
Energy	£33,446	£21,054	£12,392	37
Cleaning - staff	£9,673	£5,616	£4,057	42
Cleaning - chemicals	£11,660	£6,890	£4,770	41
Total yearly running costs	£54,778	£33,559	£21,219	39
5-year running costs	£273,892	£167,797	£106,095	39
Total 5-year costs	£318,106	£222,166	£95,940	30

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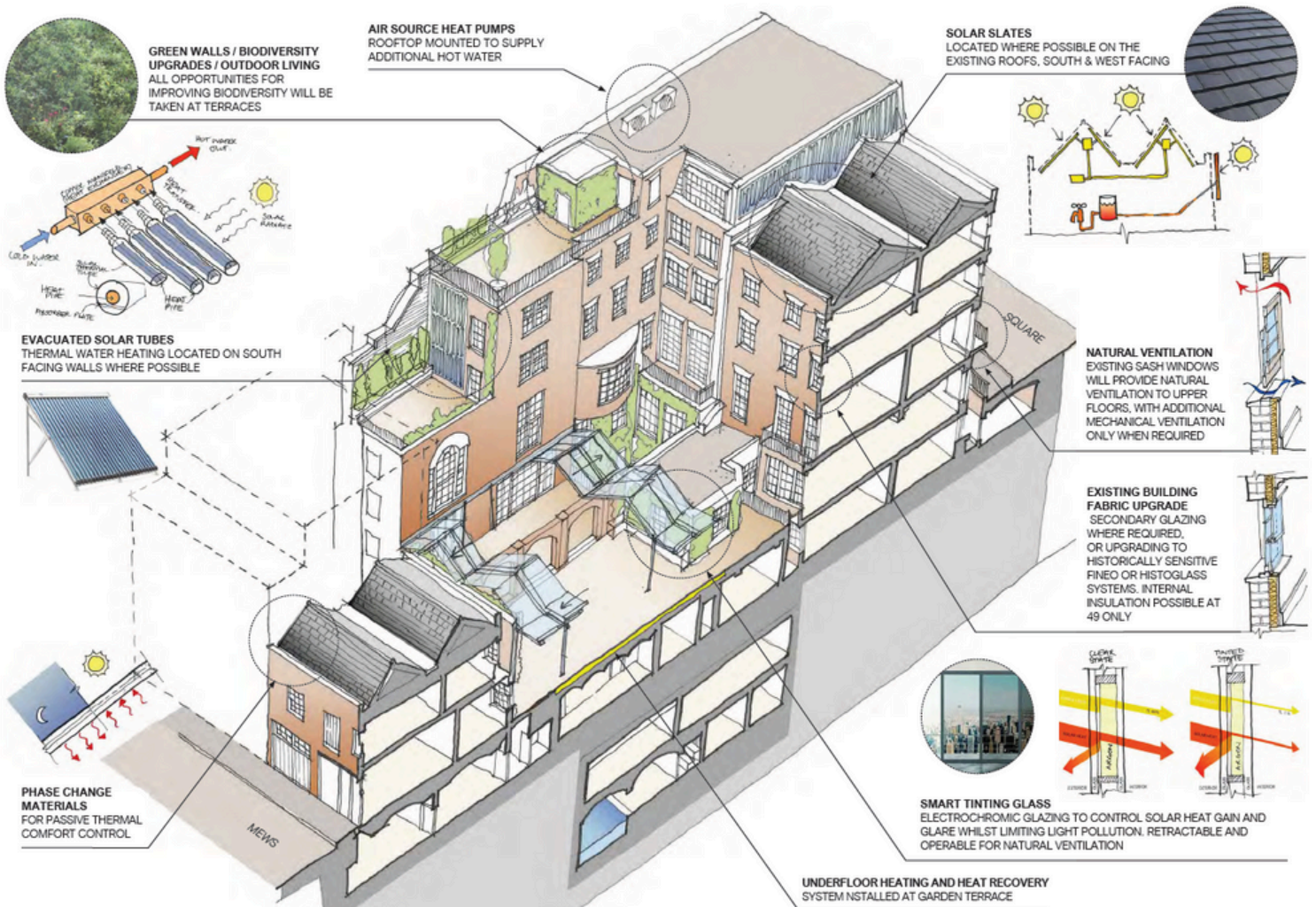
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SUCCESS STORY: MAYFAIR PRIVATE MEMBERS CLUB



In a recent design project we took a grade II listed private members club redevelopment in the heart of Mayfair through a comprehensive approach that extended beyond the specific requirements of the planning processes, BREEAM, Part L, and other targeted certifications. We have achieved sustainable outcomes that address the broader context of environmental, social and economic sustainability, developing 8 sustainability themes and 57 specific objectives, each with measurable key performance indicators. These ranged from net-zero operations, promotion of social value and low-carbon transport, supporting biodiversity and climate resilience, minimising waste and fostering a circular economy.

“We were initially drawn to HESS due to their unrivalled expertise in foodservice, but we were equally impressed with their knowledge outside of kitchen and leisure facilities. This project had significant heritage constraints but together we've managed to make substantial improvements in the fabric and systems of this complex development, providing lower running costs and carbon emissions”
 - Director of Planning - New Projects



PROJECT MANAGEMENT

Our projects team has a combined total of more than 60 years experience rolling out tried and tested energy reduction technologies, as well as fostering innovation in the sector through a number of research and commercial partnerships. There's a lot of innovative technology out there but not all of it is suited to every business. We can tell you what works, what doesn't, and in what circumstances.

DELIVERING COST SAVINGS

We deliver equipment & CAPEX projects to the highest standard, ensuring that the project specifications are utilising controls and equipment that deliver the best lifecycle costs and operational efficiency, not just lowest purchase cost. We have extensive knowledge and practical experience of energy, emissions and cost saving projects across all areas, and we don't forget about the people - bringing the users of equipment along for the ride with appropriate training and engagement is vital for success



**FOODSERVICE
EQUIPMENT**



**CELLAR &
BEVERAGE SYSTEMS**



**LED
LIGHTING**



**HEAT RECOVERY
SYSTEMS**



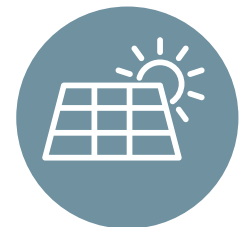
**WORKFORCE
ENGAGEMENT &
BEHAVIOUR
CHANGE**



**SMART BUILDING
TECHNOLOGIES &
BMS SYSTEMS**



**KITCHEN
VENTILATION
SYSTEMS AND
BUILDING HVAC**



**BUILDING FABRIC &
LOW CARBON
ENERGY
GENERATION**

SUCCESS STORY: CELLAR CONSUMPTION

After a period of helping our client understand their energy consumption, we submetered some key businesses and conducted a number of technology trials to reduce the consumption of their cellar. An average energy reduction of **39.6%** was found across the cellar management system, the post mix and remote optimisation of the beverage chiller, resulting in a successful estate-wide rollout.

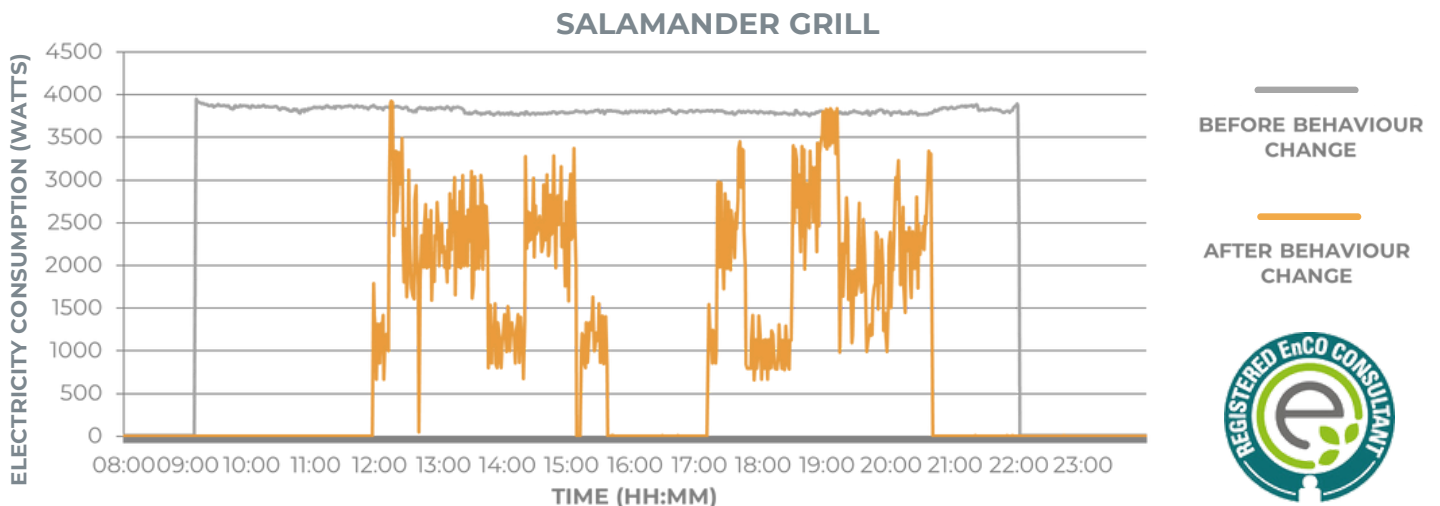
"Through installing energy saving equipment and encouraging best practice, HESS have reduced average consumption across the pub estate by 14%."
- McManus Pub Co

SUCCESS STORY: BEHAVIOUR CHANGE PROGRAMMES

Working with site teams to ensure there is a good understanding of energy best practice is one of the things we do best, whether this is during our site audits, delivering training to site or head office teams, or through innovative estate-wide behaviour change programmes.

Many don't see behaviour change programmes as sustainable or big-win projects, but all technology needs people-power to succeed and it's critical you bring your teams along for the ride. In fact, behaviour change programmes are some of the highest return-on-investment opportunities for increasing profitability.

We designed an award-winning, bespoke energy reduction campaign for a large multisite pub and restaurant group. After initial gap analysis and a range of workshops and assessments, we set about tailoring our best-practice training and engaging workshops to the workforce and we built an army of successful energy and sustainability champions. This isn't just about putting up stickers or writing guides, it's about appropriate incentives and rewards, and building-in momentum to achieve a long lasting change. We've done enough of this to know what works and what doesn't, and pride ourselves on measured and verified results.



During roll out of the campaign in one brand of 180 gastropubs, we captured the above data from the salamander grill. At business-as-usual, the grill consumes 37 kWh and produces 19 kgCO_{2e} at a running cost of £17.15 per day*. Staff became highly aware of the impact of previously seemingly small actions, like turning equipment on only when needed, turning down during the mid-afternoon lull and turning off as soon as service ended, reducing consumption, carbon and costs by 71%. That saving of over £12 per day was equivalent to just over £4,440 per year per site – that's £800,400 savings per year just from grill behaviours!

*based on £0.35/kWh electricity unit rate

OVERALL ESTATE WIDE ENERGY REDUCTION CAMPAIGN SAVINGS:

20% energy reduction through improved behaviour per year

Equivalent to over **£10,980 per site**

1,200 restaurants = saving of £13,175,040 per year

Low cost, immediate payback

REPORTING AND COMPLIANCE

Knowledge is power, and in the hospitality and food service sector this can't be overstated. As we move forward governments worldwide are turning more and more to taxation and legislation to increase the pressure on businesses to be more carbon aware. We can help you turn this increased cost into an opportunity for your business.

Our proactive, collaborative partnerships mean that you are always ready for whatever legislation is coming - rather than rushing to change, you'll be ready and prepared. You'll be able to make informed decisions about how best to help your business meet each target in the most manageable, cost effective and sustainable way.

OVER A THIRD,
35% 

of consumers now say that when making a purchase a product must be naturally sourced, local or sustainable.

 **79%**


of consumers say they are more inclined to choose responsible companies, products and services.

 **80%**

of employees want to work for companies that commit to ambitious corporate social responsibility.



Investors seek certainty that business models will continue to be relevant in a net-zero economy (Taskforce for Climate Related Financial Disclosures, TCFD)

47% 

of internet users worldwide say they have ditched products and services from a brand that violated their values. Protecting the environment topped that list.

The UK government has set legally binding targets to significantly reduce the country's greenhouse gas emissions by 2050. The Climate Change Levy, the Energy Savings Opportunity Scheme (ESOS), Streamlined Energy and Carbon Reporting (SECR), UK Emissions Trading Schemes (UKETS) and Minimum Energy Efficiency Standards (MEES) for landlords are just a few of the schemes that you must now be prepared for in your business.

ESOS

SECR

TCFD

ISO

EPCs

MEES

UKETS



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WHO WE ARE



RICHARD FELGATE

Richard: the former Head of Energy Management at Mitchells & Butlers, shifted energy from an expense to a lucrative opportunity within the company's profit structure. Across 1,500 properties and 40,000 employees, he spearheaded an enormous cultural shift transforming energy from an expense to an opportunity. Serving as the former Chairman of the Energy Managers Association, he influenced legislation and championed energy management in various sectors, all while achieving impressive multi-million pound annual savings and reducing relative energy consumption by over 20%. Richard is also a registered ESOS lead assessor.



SIMON COCKS

Simon: is a seasoned expert in energy management within the hospitality sector, adept at optimising building and equipment efficiency. With experience as a pub/restaurant manager, he not only understands how buildings and equipment are used but also excels in identifying weaknesses in proposed solutions and successfully managing large-scale projects. He is a fellow of the Energy Managers Association and has won awards for innovation in energy reduction technology.



DR SAMANTHA MUDIE

Sam: a hospitality industry standout, Sam holds a groundbreaking doctorate in energy-efficient commercial kitchens and has published 8 academic peer-reviewed papers on a range of foodservice sustainability strategies. She wields practical engineering expertise, energy benchmarking, computational modelling, and systems analysis to deliver remarkable savings. Her "Energy Conscious Organisation (EnCO) Practitioner" qualification reflects her skill in behaviour change programs.

WHO WE ARE

We are the leading energy management team in the hospitality sector with over 150 years of combined experience in the industry. Our diverse team includes former restaurant general managers, mechanical and electrical project managers in entertainment and leisure facilities, a world-leading academic expert in energy savings in food preparation operations, regional training chefs and a former head of sustainability at the largest pub and restaurant group in the UK. Even our business support manager has worked in hospitality for her entire career!

"HESS are an absolute pleasure to work with. Their reports are all very clear, and I was blown away by their knowledge of all the equipment and their positive engagement with our teams." - Company Secretary and Head of Legal, Hall & Woodhouse Limited

OUR OPERATIONAL EXPERTS



Heather: ensures efficient daily operations as our Business Support Administrator, drawing from over a decade of experience, primarily as an assistant manager in restaurants. Her diverse background across multiple sectors drives business growth, optimising processes, and cultivating strong client and partner relationships.

HEATHER CADDICK



Amanda: has broad hospitality experience spanning operations, management, event planning, and culinary roles, with a keen focus on commercial and financial management. Her understanding of both front and back-of-house dynamics greatly benefits HESS customers.

AMANDA WEIS



Dan: a sustainability enthusiast with an MSc in Environmental Science, focused on climate science and governance. With over six years of experience in cocktail bars, pubs, hotels, and restaurants, he understands the hospitality sector intricately. As Sustainability Manager, he leverages his expertise to drive sustainability initiatives for clients and the industry.

DAN SPEAKMAN



Anika, armed with a master's in climate change, stands at the forefront of sustainability consulting. Her expertise offers innovative solutions for businesses navigating the challenges of environmental responsibility. Anika's forward-thinking strategies pave the way for a greener, more resilient future.

ANIKA PATEL

OUR TECHNICAL EXPERTS

Will and Tony have spent over 60 years tending to the plant rooms, pipework, distribution boards, boilers and electrical supplies of 5-star hotels, leisure centres, pubs, pools, schools and offices. They have planned, executed and supervised electrical and plant maintenance projects in some of the UK's top destinations, making them the perfect fit for auditing, understanding and improving the energy efficiency of your facilities and systems.



TONY WHEATLEY



WILL GORDON

OUR DATA EXPERTS



MARIO MORARIU



ANDREW MUDIE

Mario and Andrew excel in data analysis, from uncovering patterns and opportunities to producing insightful reports and recommendations. Mario brings proficiency in a range of software and data management systems, and Andrew brings the scientific approach and effective communication of findings to your team. Together they provide precise identification of wastage and ensure the best returns and savings for clients.





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HOSPITALITY
ENERGY SAVING
& SUSTAINABILITY

THE HOSPITALITY EXPERTS FOR:

- REDUCING ENERGY CONSUMPTION
- CARING FOR THE ENVIRONMENT
- REDUCING CARBON EMISSIONS
- BECOMING MORE SUSTAINABLE
- INCREASING PROFIT