

Friday 6 December 2013  
Business Design Centre, London

## Accessing Regional Retrofit Opportunities



Across London, investment programmes for low carbon retrofit and onshore renewables are being planned and emerging, particularly for public sector housing stock, together with mechanisms for encouraging and servicing private homeowner demand alongside this. The 2012 Energy Act created a legislative stick in that property with F and G ratings will be non-lettable after April 2018. However it also introduced significant carrots in the shape of the Energy Company Obligation and Green Deal. Taken together this can drive widespread action to improve the energy performance of the building stock, bringing with it significant environmental, social and economic benefits for the whole region.

The market may be fast developing, but our knowledge and understanding of how to retrofit effectively at scale is straining to keep up: meanwhile consumers and business owners lack trust in unproven technologies, workmanship and the overall "product offer". Retrofit London will draw upon the expertise of experienced retrofitters and disseminate best practice from clients who have already piloted retrofit projects, providing social housing stock landlords, businesses and other local stakeholders with strategic and practical support to better develop their approach.

Retrofit London aims to bring together hundreds of stakeholders from across the region to build momentum around low carbon building retrofit. The event will:

- Bring together the whole regional value chain – demand and supply side
- Share best practice in generating demand and effective delivery at scale
- Cover housing, non-domestic and public sector buildings

The programme features a domestic stream, primarily aimed at Registered Providers and local authorities, and a non-domestic stream, targeting building owners, occupiers and policy makers. The focus in the morning is on understanding the demand side; what will influence householders and businesses to start to invest in retrofit? The afternoon then examines how customer barriers can be overcome in order to drive large scale retrofit across the region. The closing plenary gives an exclusive insight into how retrofit contracts are let and what organisations are looking for in the local supply chain.

The event is essential for both clients and the supply chain of contractors, specifiers and manufacturers targeting retrofit work in the region. Featuring an exhibition of partners, service providers and retrofit products too, there is a major focus on networking and knowledge sharing.

SUPPORTED BY  
**MAYOR OF LONDON**

In Partnership with:  
 Institute for Sustainability

National Partners:



Platinum Sponsors:





TIME DURATION SESSION

**8.30** 1 Hour **REGISTRATION AND EXHIBITION**

**9.30** 1.15 Hour Welcome from the Chair: **Ian Short**, Chief Executive, Institute for Sustainability

**Keynote address:**

**Shannon Lawrence**, Director of Energy Initiative, C40 Cities Climate Leadership Group

The C40 Cities Climate Leadership Group is a network of the world's megacities committed to addressing climate change. Shannon Lawrence will open the conference with a global view of retrofit and insights into the ways in which London is leading the international field.

**Driving Change in London**

From the global to the local: the retrofit market in London is growing, but why? And what will influence it in the longer term? Our panel will set the scene for the day's discussions by exploring the drivers for change. How will future policy, social change and the economic climate affect the market for retrofit in London?

**PANEL DISCUSSION**

**Stephen Tate**, Assistant Director – Government and International Relations, Greater London Authority

**Agememnon Otero**, Director, Brixton Energy

**Andrew Raingold**, Executive Director, Aldersgate Group

**Tim Reeder**, Regional Climate Change Programme Manager, Environment Agency and London Climate Change Partnership

**10.45** 30 mins **COFFEE AND EXHIBITION**

**11.15** 1 Hour **SEMINAR 1A**

**Engaging retrofit: getting your customers to take action**

Retrofit needs to shift up a gear if we're to meet our carbon reduction targets. But how can we successfully do this and still remember the most important piece of the jigsaw – the customers themselves. Our panellists share their top three lessons from engaging with people on retrofit, before we open the session to questions from the floor.

**Chair: Mark Baigent**, Project Director Housing, Royal Borough of Greenwich

**Panel discussion with representatives from:**

- **The Health Sector: Steve Shaffelburg**, Strategic Public Health Advisor, Tri-Borough Public Health – Westminster City Council
- **The Domestic Sector: Jessica Sherlock**, London Borough of Haringey
- **The Commercial Sector: Nicky Wightman**, Consultant – Corporate Real Estate, Savills
- **The Trade: Russell Smith**, Director, Parity Projects

**SEMINAR 2A**

**Regulation is your friend: opportunities for the retrofit supply chain**

From 2018, F and G rated properties – across both the domestic and non-domestic sectors – will be unlettable. Do your clients know this legislation is coming? How can you prepare them – and your own business – to respond?

**Chair: Ian Potter**, Managing Director, ARLA

**Regulatory drivers: what it means for your properties and your business**

Our speakers have hands on experience in the commercial and domestic rental sectors, and will lift the lid on what the new legislation means and what you can do right now to ensure you don't fall foul of regulation.

**Bill Chandler**, Legal Director, Hill Dickinson LLP

**Dave Princep**, London Landlord Accreditation Scheme

**Panel discussion with:**

**Niazy Kioufi**, Domestic Private Landlord

**Andrew Baker**, Head of Climate Change, London Borough of Harrow





12.15 1.30 Hour **EXTENDED LUNCH, EXHIBITION AND NETWORKING**

13.45 1.15 Hour

### SEMINAR 1B

#### The practicalities of retrofitting London

The challenge of retrofitting London is well documented: "it's all flats, there are too many solid walls, you can't park, and as for planning..." This session looks at how solutions to these challenges are moving into the mainstream across the domestic and non-domestic retrofit sectors.

**Chair: Rachael Hickman**, Programme Manager, GLA

#### Project innovation: De-risking retrofit

One of the UK's leading retrofit practitioners shares his vision of how industry can work together to deliver retrofit cost-effectively and at scale.

**Peter Rickaby**, Director, Rickaby Thompson Associates

#### Planning innovation: Making it work in central London

A practical case study of how retrofitting has been made to work in Westminster through partnership working with the Planning Team.

**David Adams**, Technical Director, Willmott Dixon

#### Product innovation: Tackling London's solid walls

Insulating solid walls is the critical retrofit measure for London. Hear how products are continuing to develop to minimise customer disruption and streamline the installation process

**Richard Bromwich**, Kingspan (INVITED)

### SEMINAR 2B

#### Show me the money: financing retrofit

We have Green Deal and ECO, a Green Investment Bank and a finance market that likes the low risk, steady return of investment in energy efficiency. How can homeowners, social housing providers and businesses access all of this money? And what role can the retrofit industry play in stimulating investment?

**Chair: James Rolfe**, Director of Finance, Resources and Customer Services, London Borough of Enfield

#### Green Deal for homes and businesses

Should we be concerned at the slow start of Government's flagship environmental policy or should we be throwing all our best efforts behind it? And what lessons has the Government learned as the wheels begin to turn on the non-domestic offering?

**Christoph Harwood**, Partner, Marksman Consulting

#### Getting your hands on ECO

The Energy Company Obligation will see £1.3 billion invested by energy suppliers in improving domestic energy efficiency. How can social and private landlords get their fair share, and how can local business gain access to ECO projects?

**Arnout Andrews**, Managing Director, Adecoe

#### Funding alternatives in the non-domestic sector

Aside from the Green Deal, how can the commercial and public sectors finance retrofit improvements? What else is out there, how much does it cost and what's the business risk?

**Duncan Price**, Director, Verco

15.00 30 mins **COFFEE AND EXHIBITION**





15.30 1 Hour

## CLOSING PLENARY

**Chair: Niall Bolger**, Chief Executive, London Borough of Sutton  
Chair, RE:NEW Sponsors Board

**Key Note Address: Matthew Pencharz**, Senior Advisor for Environment and Energy to the Mayor of London  
With responsibility for improving London's building stock, the Deputy Mayor will share his vision for retrofitting the capital and challenge us all to step up that extra gear to deliver against the Mayor's stretch targets.

### Retrofitting at scale in London: driving economic growth

Retrofit is a growth sector in both the domestic and non-domestic arenas – but how can the local supply chain make the most of the opportunities that it offers? How can retrofit help London's businesses to prosper and how can SMEs take advantage of local retrofit markets?

## PANEL DISCUSSION

### How can you make your business attractive to the public sector?

**Jo Gill**, Energy Manager, London Borough of Hillingdon

### Support available to the London supply chain

**Terry McGivern**, Head of Industry Engagement, Institute for Sustainability  
**Roger Simpson-Jones**, Commercial and Procurement Specialist

16.30

## CLOSE

To book a delegate place online visit: [www.retrofit-roadshow.co.uk/book](http://www.retrofit-roadshow.co.uk/book)

### Interested in exhibiting?

Please contact **Amy Pryce** on 01743 290001 or email [exhibit@retrofit-roadshow.co.uk](mailto:exhibit@retrofit-roadshow.co.uk)

For more information visit [www.retrofit-roadshow.co.uk](http://www.retrofit-roadshow.co.uk)

