

# Objective One case study business support



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The Objective One Business Task Force's vision is to 'Make Cornwall the place to do business in the 21st Century' and its aim is to 'establish Cornwall as a model for sustainable prosperity by creating foundations that support innovation and best practice'.

The projects in the Business Support investment cluster provide support, advice and investment for mainly, but not exclusively, small and medium sized businesses.

This cluster also includes a number of funds that provide tailored services to individual small and medium businesses to assist them with development and growth.

Small and medium sized businesses are essential to the development of the economy of Cornwall and the Isles of Scilly.



Nathan Billings, Capture Energy's technical director

## Capture Energy Ltd

A renewable energy company which has used Objective One backed finance from South West Investment Group (SWIG) for rapid expansion is going from strength to strength.

Capture Energy designs, supplies and installs renewable energy technologies in homes and businesses. The company was set up by Nathan Billings, one of the first renewable energy graduates from the University of Exeter Camborne School of Mines, based at the Combined Universities in Cornwall Tremough Campus.

Eighteen months later the business has moved from a room in Nathan's home to bespoke premises at Pool Business Park. Capture Energy had Objective One support via a £19,000 SWIG loan that was used to build the work unit shell and equip the office.

The company now has three full-time employees, one part-time, an accounts director and uses five sub contracted installers. This team includes two graduates employed under the Unlocking Cornish Potential scheme, also an Objective One project.

And business is booming as the team taps into an increasingly popular market supplying renewable technologies including heat pumps, wind turbines, solar and thermal systems and pellet boilers.

Nathan said: *"The SWIG money has allowed rapid development of our business. We have expanded business outside Cornwall and now do almost as much in Devon and Somerset as in Cornwall. SWIG is a really well run project that meets the needs of small businesses."*

SWIG provides loans to small and medium sized businesses in the region which have viable plans but need to raise more than is possible from the banks and other traditional sources for start-up or growth.

When a loan is repaid, SWIG re-invests it in the local economy by supporting other local businesses.

John Peters, SWIG spokesman, said: *"Capture Energy is meeting the clear needs of a fast-growing market by bringing together the skills and enthusiasm of a young, highly qualified graduate and the experience of a team of successful directors from the local property development and construction trades. I am delighted SWIG was able to help with this venture."*

One business to benefit from Capture Energy's expertise is Tehidy Holiday park which had 12 square metres of solar collectors installed. This helps to provide hot water for washing and showering to around 7,000 thousand people during the season.

The system includes solar collectors on the roof of the Park's toilet block and a new hot water system to supply its showers and washbasins. All showers and taps are self closing to make the most of the hot water. The block serves the Park's 38 camping pitches, which together are occupied for around 7,000 bed nights a year.

Richard Barnes, Tehidy Holiday Park owner, said: *"Our park is set in a beautiful wooded valley near the coast and we already have a number of initiatives in place to make sure we protect both the local and global environment. The solar heating will complement those, and save us money to boot. More and more of our guests are actively seeking out the most environmentally friendly park, so this will also give us a competitive edge."*

**For more information about South West Investment Group (SWIG) visit [www.southwestinvestmentgroup.co.uk](http://www.southwestinvestmentgroup.co.uk).**