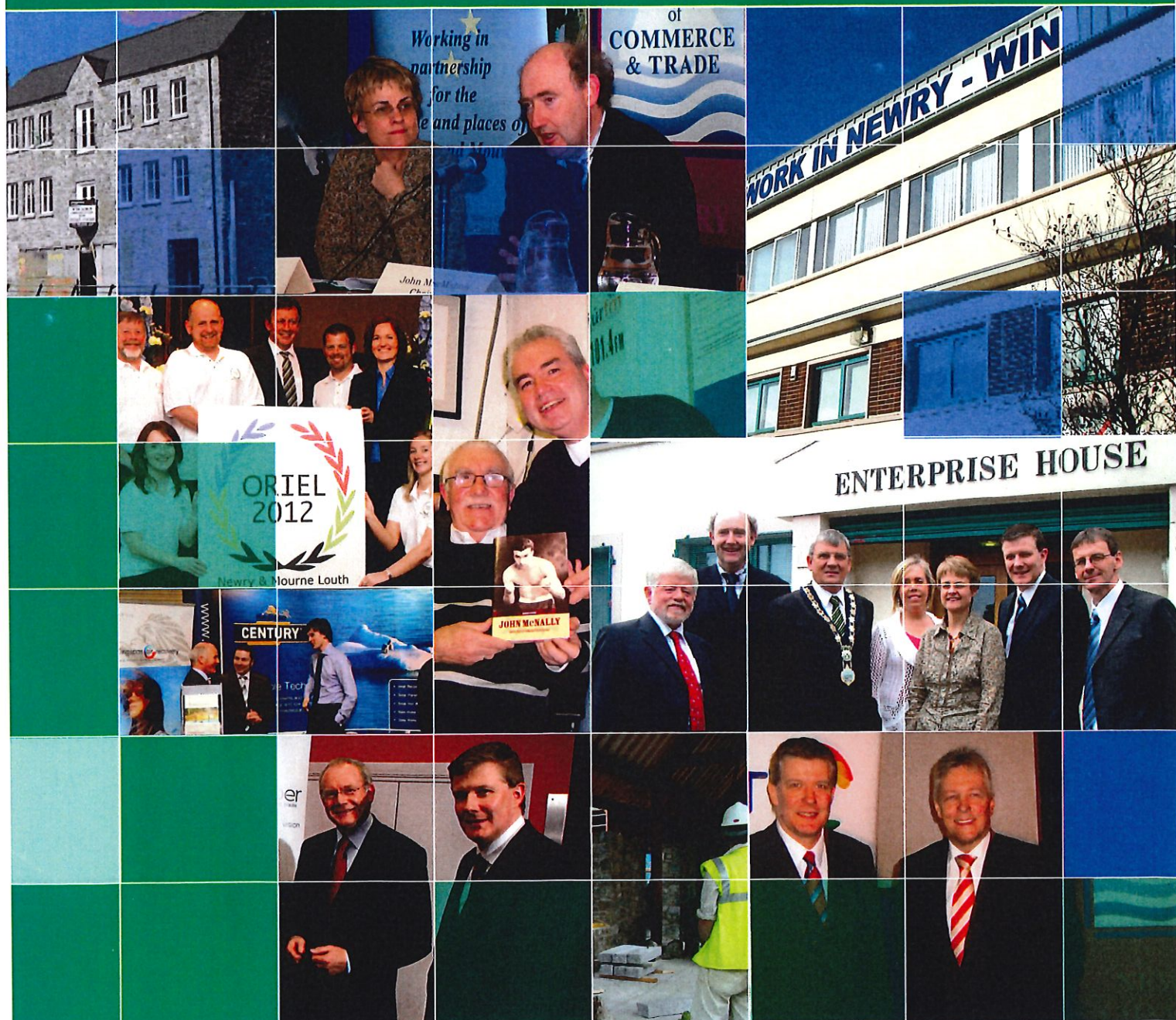


ACTIVITY REPORT 2007-08



Win - Work In Newry & mourne

Newry and Mourne Co-operative Limited
incorporating
Newry and Mourne Developments Limited and
Newry and Mourne Enterprise Agency

STAFF / AGENDA

2007-2008

THE ENTERPRISE AGENCY ACTIVITY REPORT

NEWRY & MOURNE CO-OPERATIVE



incorporating

NEWRY & MOURNE ENTERPRISE AGENCY

www.nmea.net

presented at the thirty-seventh Annual General Meeting of
NEWRY & MOURNE CO-OPERATIVE LIMITED incorporating
NEWRY & MOURNE ENTERPRISE AGENCY and
NEWRY & MOURNE DEVELOPMENTS LIMITED
Held at WIN Conference Centre, Newry at 5.00pm on
15th December 2008.

AGENDA

1. Apologies.
2. Minutes of last Annual General Meeting.
3. Chairman's Report.
4. Enterprise Agency Report.
5. Financial Director's Report.
6. Auditor's Report.
7. Elections to Board of Directors.
8. Election of Corporate Representatives to Annual General Meeting of Newry and Mourne Developments Ltd.
9. To re-appoint Fitzpatrick & Kearney Accountants as Auditors to the company.
10. Guest speakers; Two businesses supported by the Enterprise Agency.

By Order of the Board, Peter McEvoy, Vice-Chairman.

BOARD OF DIRECTORS

Chairman: John MacMahon

Vice-Chairman: Peter McEvoy

Secretary: Kevin Starrs

Directors: Dr Conor Patterson, Michael Hughes, Joe Magill, (R.I.P November 2008), Gordon Coulter, Jim McCart, Peter Fitzsimmons, Kevin Magill, Ronan Dennedy, Davy Hyland and Councillor Geraldine Donnelly.

BANKERS

Ulster Bank, Hill Street, Newry.

AUDITORS

Fitzpatrick & Kearney,
10c Marcus Square, Newry.

SOLICITORS

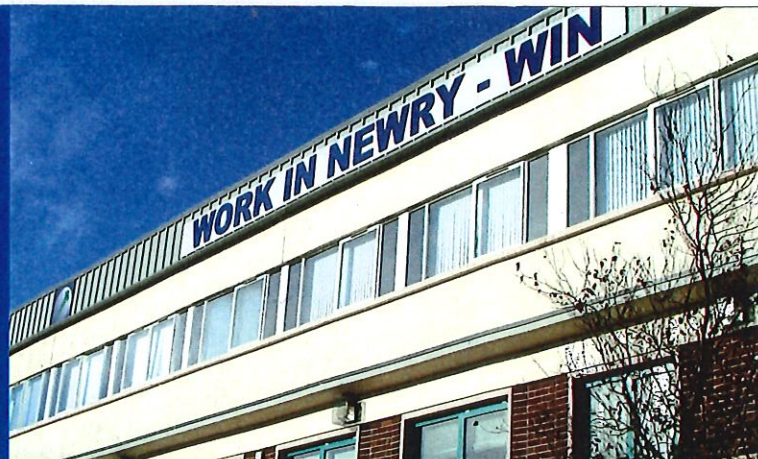
Donnelly, Neary & Donnelly,
Downshire Road, Newry.

Newry & Mourne Co-operative Staff 2007/2008

Dr Conor Patterson	Chief Executive
Liam Quinn	Financial Controller
Kieran Mathers	Tradelinks Programme Manager
Paul McCormack	Border Vision Programme Manager
Jennifer Malone	Senior Business Development Executive (Property)
Colin Hanna	Information, Research and Computer Technology Co-ordinator
Stephen McClelland	Social Economy Advisor
Pauline Coghlin	Senior Finance Officer
Jane Magill	Tradelinks Administrator
Patricia Phillips	Office Services Co-ordinator
Maria Coyle	Finance Officer
Michelle Frost	Receptionist
Maeve McParland	Assistant Business Development Executive
Ann Marie O'Kane	Border Vision Programme Executive
Danny Hughes	Caretaker.

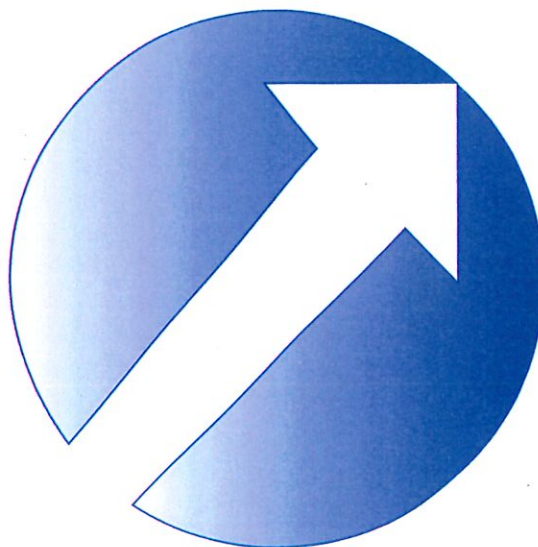
(NOTE: Barbara Whitfield and Deirdre Landy continued their secondments during the year as Manager and Finance Officer respectively of the Newry and Mourne Local Strategy Partnership).

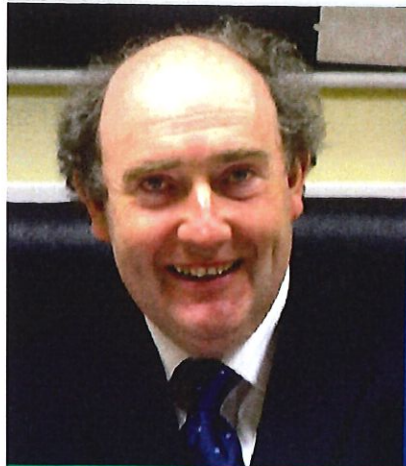
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CHAIRMAN'S MESSAGE

2007-2008

THE ENTERPRISE AGENCY ACTIVITY REPORT

I reflect on the economic development efforts of the Co-operative during the last year with a sense of pride but also with sadness as at the end of November 2008 the death occurred of Joe Magill, a founder Director and former President of the Co-operative. Joe was also a founder of Newry Credit Union in 1963. It is no exaggeration to say that these two pioneering organizations transformed the prospects of many people in Joe's beloved Newry and beyond. Social justice was his lifelong concern. It was a privilege to work with him in the Co-operative and more so to call him a friend. In my view the most that any of us can hope for when we leave this world is that we leave behind a positive legacy and he certainly did that. He was an active voluntary director of the Co-operative for thirty six years and it's President from 1981-1988. I would like to dedicate the achievements set out in this report to Joe.

In the 2007/2008 financial year the economic crisis which subsequently engulfed the world was already beginning to unfold in the District. The Co-operative's Enterprise Agency team, aware of the difficulties which were being experienced in the small business sector locally, put a major effort into expanding the Enterprise Agency's free independent advice service to new and existing businesses (including non-profit social enterprises). It brought forward a suite of programmes targeting Newry's most disadvantaged neighbourhoods where the effects of the gathering economic storm were already being felt. It also completed the construction of high-quality low-cost workspace accommodation at Flurrybridge and Kilkeel to provide those who were prepared to face into the economic headwind and start a new business, as well as those who were trying to stay in business by downsizing, with affordable high quality premises.

While those efforts have in my view had a positive impact on the local economy, the resources of the Co-operative are very limited when set against the scale of the challenge ahead. Sustainable economic growth will only be secured in this region if the Government concentrates more of its economic development funds on harnessing the enterprise of local people who are committed not just to the profitability of their businesses but also to the welfare of their communities. I believe that the long-term

economic fortunes of Newry and Mourne will be determined by the success of our local entrepreneurs. We have learned that foreign investment can too often be a transitory phenomenon. Local entrepreneurs understand that as well as making money they have a contract with their community – they live locally, their children go to school locally, they spend locally. There is no question that they will be more committed to staying the course in difficult times. There is also no question that the most successful businesses in this area remain those started and owned by locally-based people. Government agencies must now move much more decisively towards re-directing more resources to supporting local enterprise and nurturing social capital. Our Chief Executive, Dr Conor Patterson, has comprehensively demonstrated in his prize-winning doctoral research that the secret of economic success lies in the investment by communities of so-called social capital (i.e. volunteering and "public service"). There is no better manifestation of that principle in action than the Co-operative. On behalf of the past and present directors of the Co-operative I call on the Government to now form an alliance for economic renewal with the Co-operative and other local enterprise agencies as well as local councils. This means re-prioritising budgets to favour locally-led economic development over the promotion of foreign direct investment.

The Co-operative's mission to "WIN", to create "Work in Newry and Mourne", is as relevant today as it was 36 years ago. My fellow Board directors continue to voluntarily commit their experience and judgment to that mission. I want to thank them and I also want to acknowledge the continued dedication of our executive team led by our Chief Executive, Dr Conor Patterson. I would also like to thank Newry & Mourne District Council, as well as the various EU administering bodies, Invest Northern Ireland, the Department of Social Development the Department of Enterprise Trade and Investment and the Louth County Enterprise Board who have provided support during the year for the Co-operative's activities.

John MacMahon 12th December 2008

Section 1

PROVISION OF WORKSPACE

07-08 THE ENTERPRISE AGENCY ACTIVITY REPORT



The new block which was completed at Flurrybridge

THE ENTERPRISE AGENCY DIVISION'S Mission Statement is "to contribute to the growth and prosperity and thus the social and political stability of the Newry & Mourne region by undertaking enterprise, business, economic and community development initiatives independently and in partnership with others"

Our two main objectives are:

- 1) To increase the stock of new businesses and increase the competitiveness of existing businesses in the Newry & Mourne area; and**
- 2) to assist in the strategic development of the region by advising on the efficient allocation of resources, promoting the region as an investment location, and contributing to central and local government policy-making.**

The range of initiatives which we are now involved in are outlined in this Report under the following headings:

- Provision of workspace
- Development of new business and employment
- Cross border partnerships and trade development
- Community development
- Influencing policy and promoting the region
- Enterprise Northern Ireland

1. PROVISION OF WORKSPACE

In 2007/2008 WIN Business Park, Warrenpoint Enterprise Centre, Flurrybridge Enterprise Centre, at Jonesborough Binnian Enterprise Centre, Kilkeel and the RDC at WIN provided 144 light industrial and office units, occupying approximately 169,000 sq. ft. and employing approximately 600 people.

1.2 Expanding workspace provision

During the year the building of a new 20,000 sq. ft. block of light industrial and office units was completed at Flurrybridge Enterprise Centre. Flurrybridge Enterprise Centre is a joint venture between the Co-operative and the ROSA Trust under the auspices of a joint venture company ORIEL DEVELOPMENTS LTD. The Flurrybridge Enterprise Centre offers 36,500 sq. ft. of workspace which can accommodate up to 20 manufacturing and tradable services businesses..

The Flurrybridge site is in a highly significant strategic location mid-way between Newry and Dundalk on the main road. It is bound on one side, just 200 metres away, by the Newry/Dundalk

dual carriageway and on another by the access road into Jonesborough from the dual carriageway.

In March 2008 work began on a new €400k 4,000 ft² block of specialist food units at the Binnian Enterprise Centre. The Centre is owned by Binnian Developments Ltd, a joint venture company formed between Newry & Mourne Co-operative and Kilkeel Development Association. It is managed by the Enterprise Agency. Binnian Enterprise Centre now accommodates 9 businesses employing 60 people. John MacMahon, Conor Patterson, Peter McEvoy and Jim McCart, assisted by Liam Quinn, and Jennifer Malone represent the Co-operative on the Board of Binnian Developments Ltd.

During the year plans to develop community enterprise centres at Carnagat and in the Meadow area of Newry through joint ventures between the Co-operative and the Carnagat Community Association and the Whitegates Community Business were approved by the Newry Neighbourhood Renewal Partnership and a funding allocation for both proposals was included in its 2008-2011 Action Plan.

On behalf of the Forkhill Area Development Association (FADA) the Enterprise Agency has managed the Forkhill Enterprise Centre since it was built. During the year the Agency worked closely with FADA to promote a plan for the development of an enterprise centre on the site of the former Forkhill Army base. It is intended to form a joint venture partnership between the Co-operative and FADA to bring this historic project forward.

During the year it was also decided to suspend the phase 3 redevelopment of Warrenpoint Enterprise Centre until a better funding package could be secured.

2. BUSINESS DEVELOPMENT AND EMPLOYMENT CREATION

In 2007/2008 the Enterprise Agency provided a comprehensive service package to support business development in Newry & Mourne:

2.1 Business Start training and counselling

Developing the skills of business owner/managers is the key to their future business success. This year our business counselling service for prospective start-up companies provided under the Start A Business Programme, assisted 397 local people, which means that a total of 7,077 people have

Section 2

BUSINESS DEVELOPMENT AND EMPLOYMENT CREATION

WIN - Work In Newry & mourne

availed of this service since 1984. The Start A Business Programme offers people considering the self-employment option the opportunity to access specialist advice and training. It is a free and confidential service available to anyone considering the option of self-employment. The programme is funded by Invest Northern Ireland.

Under the Start A Business Programme, from April 2007 to March 2008 we provided 20 training courses for 261 people; as a result of which, 207 new businesses were established in the Newry & Mourne District (33% more than in 2006/2007) creating an estimated 380 jobs and a combined annual turnover of £7.2m. This represented 6% of new businesses started in Northern Ireland under this flagship programme, almost 50% more than what would have been expected on a pro-rata basis. This continued to be among the highest rates of business start-up in Northern Ireland.

Of these new businesses 94% were located in Targeting Social Need (TSN) areas, 60% were retail-based, 9% were in health and personal services and 2% were in manufacturing. 29% of these new owner/managers had been economically inactive or unemployed before coming onto the Start A Business Programme, in a year when the general unemployment rate in the District was consistently at or close to 3%.

Through the Start A Business Programme between April 2001 and March 2008, the Enterprise Agency has helped 1,184 new businesses to set-up in the District creating 2,500 jobs generating tens of millions in additional income within the local economy.

Of the businesses which were assisted through to start-up, in 2007/08 69% of their owner/managers declared themselves to be "Catholic". The remainder declared themselves to be "Protestant", "Hindu" or "Other" or would not disclose their religious/political affiliation.*

2.2 The Social Entrepreneurship Programme

During the year the Enterprise Agency managed the Invest NI-funded Social Entrepreneurship Programme in the Southern Region (i.e. in the District Council areas of Newry & Mourne, Banbridge, Craigavon, Down and Armagh City and District).

* These statistics are published under Northern Ireland's Equality Legislation. Newry & Mourne Enterprise Agency serves all the people of Newry & Mourne regardless of gender, religion, political affiliation or location within the District



iur-FM: One of the Social Enterprises supported under the SENAM programme



Media Ireland which produces iur TV, Newry's community-based TV station – supported under the SEP programme

"Social Enterprises" are non-profit-taking public-good organisations running commercial activities to generate income for their mission. More than 27 such social enterprises were supported through the programme during the year including:

- | | |
|--------------------------------|-------------------------------|
| • The Bosco After Schools Club | • 80/20 Recycling |
| • Kids Kabin | • Chapel Road Community Group |
| • The Armagh Allotments | • Media Ireland |
| • Stretch and Play Co Ltd | • The Falcon Club |
| • Appleby Print It | • Resource Kilbroney |
| • Cnocnafeola Centre | • iur-FM |
| • Step by Step | • Newry City Catering |
| • The Southern Area Hospice | • The Mega Mobile |
| | • Boys Brigade |

One of these new social enterprises, Media Ireland, Newry's community-based TV and radio station, was the first social enterprise from Northern Ireland to be short-listed for an "Edge Upstart" award, an initiative of "Edge" and the New Statesman.

2.3 The Social Economy Newry and Mourne (SENAM) Programme

During the year on behalf of the Newry and Mourne Local Strategy Partnership the Agency managed the Social Economy Newry and Mourne Programme. During the year support was provided to 25 social enterprises in Newry and

Section 2

BUSINESS DEVELOPMENT AND EMPLOYMENT CREATION

07-08 THE ENTERPRISE AGENCY ACTIVITY REPORT

Mourne by Agency staff, Pauline Coghlan and Stephen McClelland. That support took the form of business mentoring, the identification and development of new trading opportunities and the organization of study visits and trade events. In addition specialist help was secured by the Agency for local non-profit-taking businesses from the Social Economy Belfast Partnership, the School of Social Entrepreneurs at the University of Ulster and the Ulster Community Investment Trust. Organisations assisted by the programme during the year included:

- | | |
|--------------------------------------|--|
| • Jade Ltd | • Friends of Millview |
| • Ti Chulainn Centre | • Mourne Stimulus |
| • Southern Area Hospice Services | • Camphill Community Mourne Grange |
| • Newry & Mourne Community Transport | • Sure Start South Armagh |
| • Kilkeel Development Association | • The Coach House |
| • Gosford Housing Association | • Cnocnafeola Centre |
| • Altnaveigh Tartan Enterprises | • Society of St Vincent De Paul |
| • Shop Mobility | • Iur-FM |
| • Crossfire Trust | • Whitegates Community Business Development |
| • Action Mental Health New Horizons | • Newry & District Community Service Council |
| • Orana Surestart | • Annalong Community Development Association |
| • Dominican Playgroup | • Orana Family Centre |
| • Ballyholland GAC | |

As a result of the support provided to them by the SENAM programme the 25 participating social enterprises in Newry and Mourne increased their combined turnover by £250,000, created 21 new jobs and increasing their pool of volunteer workers by one-third. These social enterprises now generate an annual income of £6.5 m all of which funds the provision of services in the local community. Together they provide 278 full-time jobs and employ a further 689 volunteer workers..

2.4 Local Strategy Partnership (Peace and Reconciliation Programme)

During 2007/2008 the Agency continued, as part of a Consortium which it formed with Newry & Mourne District Council in 1995, to manage and administer the Local Strategy Partnership (LSP), guiding the investment of Peace II Funds in Newry & Mourne up to December 2008. Since 1995 the Agency and District Council have together with a Board of Voluntary Directors co-ordinated the



Regenerating disadvantaged communities.



Chairman, John MacMahon and Northern Ireland Social Development Minister, Margaret Ritchie.

allocation of £8.2m of Peace monies to projects and programmes which have contributed to political and social stability and peace in the Newry and Mourne District. Under the auspices of the Consortium, a Co-operative employee, Deirdre Landy, worked as a Finance Officer for the Local Strategy Partnership and Barbara Whitfield was seconded from the Co-operative to the post of LSP Programme Manager.

2.5 LEADER + (rural development programme)

During the year the Enterprise Agency completed a programme funded by the LEADER+ rural development initiative which delivered business mentoring support to 30 micro-enterprises based in South Down and South Armagh. These businesses were operating in a range of sectors: 30% were in manufacturing and the rest were in ICT, waste recycling, childcare, and printing/design. 50% were from South Armagh and 50% from South Down. 25% were owned and managed by women. The Managing Authority for the LEADER+ Programme across Northern Ireland was the Department of Agriculture and Rural Development. In Newry and Mourne the implementation of the LEADER+ Programme was guided by a LEADER Action Group on which Conor Patterson and Councillor Geraldine Donnelly both served.

The Enterprise Agency was also active during the year in facilitating UK-wide and cross-border co-operation between LEADER Groups.

Section 3

CROSS BORDER PARTNERSHIPS AND TRADE DEVELOPMENT ACTIVITIES

WIN - Work In Newry & mourne

3. CROSS BORDER PARTNERSHIPS AND TRADE DEVELOPMENT ACTIVITIES

3.1 Border Vision

Border Vision was a programme which the Agency delivered in partnership with the Louth County Enterprise Board. It was funded by Co-operation Ireland up to June 2008. Border Vision was a networking programme which developed company co-operation on a cross-border basis through a series of seminars, workshops, mentoring and trade exhibitions. It sought to enhance company competitiveness through a series of sectoral clustering initiatives with an emphasis on environmental technologies and information and computer technologies. A New and Emerging Information Technologies business cluster was established with 12 members with a combined turnover of 5 million euro and 110 employees, along with an Environment Technologies business cluster which had a combined turnover of 34 million euro and 300 employees. A further cluster, Oriel 2012, provided a collaborative platform for local companies interested in taking advantage of the business opportunities presented by the London 2012 Olympics.

In November 2007, in partnership with Dundalk Chamber of Commerce, the Border Vision team hosted a major conference on the economic development potential of the Newry/Dundalk region at the Ballymascanlon Hotel. Northern Ireland Regional Development Minister, Conor Murphy MP, and the Irish Republic's Environment Minister, John Gormley TD, both spoke at the conference.

In February 2008 an exhibition of goods and services produced by local renewable energies and waste solutions firms was organized in Dundalk by the Border Vision team. Enviro Expo 08 was the sixth show in the Newry/Dundalk Expo series which has assisted many companies in Newry and Mourne and Louth to develop cross-border trade. More than 50 firms showcased their products and services at Enviro Expo 08. More than 400 commercial visitors came to the event to explore business opportunities. The event was also the platform for the launch of the industry-led ECO-REGION initiative which is seeking to establish the Newry/Dundalk region as a centre of excellence in the use of renewable energies and environmentally sustainable products.



Enviro Expo 08



Conor Patterson and Joe English of the Louth County Enterprise Board with the Irish and British Ambassadors to Lithuania in Villnius during the September 2007 Enterprise Network East mission to the Baltic States.

3.2 The Tradelinks Programme

(A partnership between Enterprise Northern Ireland and the six County Enterprise Boards in the Irish Republic located along the border)

During the year the Enterprise Agency continued to manage through Kieran Mathers (Programme Manager) assisted by Jane Magill, the important cross-border Tradelinks programme. Tradelinks provided £4m of support to micro-enterprises across Northern Ireland and the six border counties in the Republic. The programme was funded by the Interreg Programme, the International Fund for Ireland, Invest Northern Ireland and the border County Enterprise Boards in the Republic. It was the largest programme of its kind on the island. Across the 12 counties 682 companies received

Section 4

COMMUNITY DEVELOPMENT

07-08 THE ENTERPRISE AGENCY ACTIVITY REPORT

support from Tradelinks. These companies reported that as a result of their participation in Tradelinks they had created 800 new jobs and generated over £30m in additional sales.

The Programme's objectives were to:

- address barriers to cross-border trade;
- enhance employment generation opportunities;
- develop the exporting capability of local companies;
- investigate the opportunities afforded by new technologies and new markets;
- assist with new product development.

During 2007/2008 in Newry and Mourne Tradelinks funded the Enterprise Agency to provide mentoring support to 40 local companies. That support was co-ordinated by Colin Hanna.

3.3 Enterprise Network East

The purpose of this programme (which ran to June 2008) was to develop trade and civic links between the east border region and central and eastern Europe and Scandinavia. The programme which was co-ordinated by Newry and Mourne Enterprise Agency brought together all the Local Enterprise Agencies and County Enterprise Boards in the east border region, i.e. Ards, Armagh, Banbridge, Craigavon, Down, Louth, Monaghan and Newry and Mourne.

Among the activities led by the Enterprise Agency during the year under this programme were a fact-finding mission to Berlin in June 2007 and an East Border trade mission to Lithuania in September 2007.

4. COMMUNITY DEVELOPMENT

4.1 Housing

During the year the Co-operative secured full planning permission for the construction of 14 town-houses on land within the curtilage of the WIN estate (i.e. adjacent to Cochrane's Row). The Co-operative Board has long been concerned about the shortage of housing in the Newry area. When the property market stabilizes the Board will decide on the best course of action to ensure that 14 new houses are built on the site.



The Oriel 2012 Partnership which was co-ordinated by the Agency



The refurbishment of 3 Canal Quay was completed during the year



Housing redevelopment underway in lower Canal Street

4.2 Canal Street Regeneration

In 2007/2008 the Agency continued to manage the Heritage Lottery-funded regeneration programme in the lower Canal Street area of Newry. During the year major refurbishment projects were completed at 3 Canal Quay, 5-7 Canal Street and 19 Sugar Island. Also during the year substantial house improvements were completed in mid and upper Canal Street by the Northern Ireland Housing Executive and schemes to bring 40 new social housing units in Canal Street/ New Street/Sinclair Street got underway. Also during the year a major environmental improvement scheme was completed around the Newry Canal at Canal Quay and Sugar Island.

4.3 Newry Neighbourhood Renewal

On behalf of the Newry Neighbourhood Renewal Partnership the Co-operative undertook to co-ordinate the implementation of a series of economic renewal actions in

Section 4

COMMUNITY DEVELOPMENT

WIN - Work In Newry & mourne

Newry West. During the year two three-year programmes which will be led by the Co-operative were approved: Work 4 U (which aims to improve the employability of 14-24 year olds) and the Integrated Spatial Information System (ISIS) which will map available development sites in Newry West. The Neighbourhood Renewal Programme also made a commitment in principle during the year to fund a major refurbishment of Block A at WIN (including the WIN Conference Centre) and to fund the development by 2011 of two new community enterprise centres, at Carnagat and the Meadow in Newry.

4.4 General support to the Community/Voluntary sector

Newry & Mourne Co-operative was active in community development throughout 2007/2008:

- The Co-operative's Enterprise Agency division played a pivotal role in the administration of the Local Strategy Partnership.
- The Co-operative was represented on and hosted meetings of the Newry Neighbourhood Renewal Steering Committee.

During 2007/2008 the Co-operative worked closely with its host community in Mourneview, Murphy Crescent and Canal Street in Newry:

- The Co-operative sponsored some activities organised by the Greater Linenhall Community Association. The Co-operative also supported the efforts of the Greater Linenhall Community Association in securing development resources for the Mourneview Park/Canal Street area.

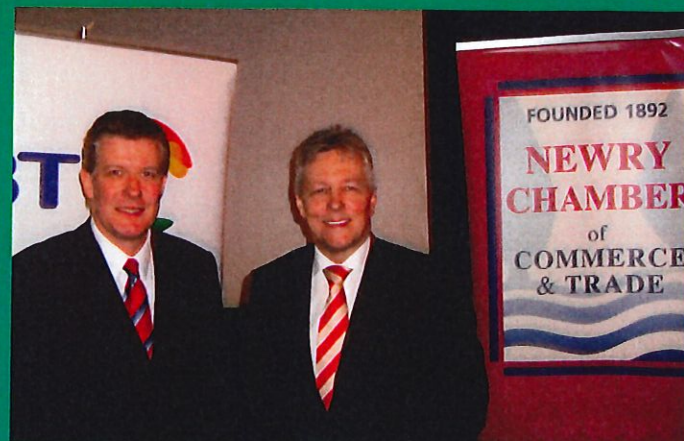
4.5 Financial support to good causes

During the year the Co-operative contributed to the following campaigns or organisations:

- Down GAA
- Royal Mail Make A Wish
- Special Olympics
- Kilimanjaro Charity Climb
- Hope Education
- Boots 'n' Paddes Special Olympics
- Newry Hospice
- St Joseph's High School
- Mayor's 2008 Cycle
- Midway FC
- Newry Musical Society
- Greater Linenhall Area
- Barcroft Community Association
- MacManus Court



Presenting the Greater Newry Vision to Northern Ireland's Deputy First Minister, Martin McGuinness, MLA



Presenting the Greater Newry Vision to Northern Ireland's Finance Minister, Peter Robinson, MLA



Presenting the Greater Newry Vision to Northern Ireland's Economy Minister, Nigel Dodds, MLA

Section 5

INFLUENCING POLICY AND PROMOTING THE REGION

07-08 THE ENTERPRISE AGENCY ACTIVITY REPORT

5. INFLUENCING POLICY AND PROMOTING THE REGION

During the year Newry & Mourne Co-operative and its Enterprise Agency division exercised considerable influence in lobbying for increased resources for economic and social development in Newry & Mourne and the east border region more generally:

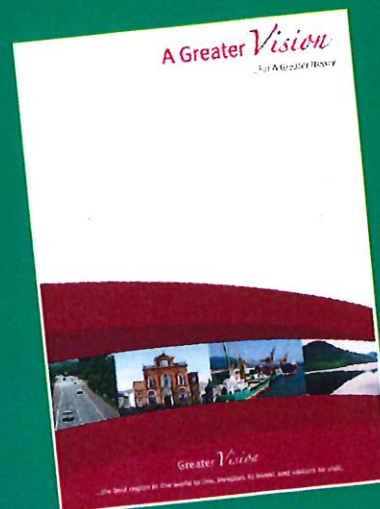
5.1 Directorships

Chairman, **John MacMahon**, was a Director of Oriel Developments Ltd and a Director of Binnian Developments Ltd. He also represented the Co-op on the Enterprise Northern Ireland Council.

Dr Conor Patterson, Chief Executive, served as a Co-operative representative on the Enterprise Northern Ireland Council; he also served during the year as Secretary and the Vice-President of the Newry Chamber of Commerce and Trade; Secretary of Oriel Developments Ltd; Secretary of Binnian Developments Ltd; a Director of the South Down/South Armagh LEADER Action Group; a member of the Newry Neighbourhood Renewal Steering Committee; a Supervisory Board member of the Ulster Community Investment Trust; a member of the Northern Ireland Equal Monitoring Committee; and a member of the PLATO Louth/Newry & Mourne Steering Committee. In addition, during the year he was appointed by the Minister for Employment and Learning as a Governor of Southern Regional College. He also continued to serve on the influential Northern Ireland LEADER+ Monitoring Committee and co-ordinate the UK Leader+ Network in Northern Ireland. **Peter Fitzsimons** served during the year as a Board member of Enterprise Northern Ireland and also as Chairman of NICO, the body which sells the expertise of the Northern Ireland public sector overseas. **Michael Hughes** represented the private sector as a Board member on the Newry & Mourne Local Strategy Partnership. **Gordon Coulter (M.B.E.)**, as well as being a Director of Kilkeel Development Association, represented the CBI in Newry & Mourne and in that capacity was also appointed as a Director of the Local Strategy Partnership. **Ronan Kennedy**, Chief Executive of the Louth County Enterprise Board, was a member of the PLATO Louth/Newry & Mourne Steering Committee and a Board member of Oriel Developments Ltd. **Peter McEvoy** was Chairman of the Newry branch of the SDLP and a Director of Binnian Developments Ltd. **Jim McCart** served as a Director of Binnian Developments Ltd and a Governor of St Mark's High School, Warrenpoint. **Councillor Geraldine Donnelly** was a Director of the Newry and



Social Development Minister, Margaret Ritchie, MLA, on a visit to WIN to discuss the Greater Newry Vision.



The Greater Newry Vision

Mourne Leader Local Action Group and a director of the regeneration of South Armagh (ROSA). **Liam Quinn** served during the year as the Vice-President of Newry Credit Union. He was also a member of the Board of Governors of St Colman's College and acted as a voluntary financial advisor to the Confederation of Community Groups. **Jennifer Malone** represented the Co-op on the Prince's Youth Business Trust Southern Region Steering Committee.

5.2 The Greater Newry Vision

The Agency had a central role in promoting the Greater Newry Vision, alongside representatives of the Newry Chamber of Commerce and Trade, Newry and Mourne District Council, the Local Strategy Partnership, Newry and Kilkeel College of Further and Higher Education, the Department of Social Development and Invest Northern Ireland. In 2007/2008, Dr Patterson presented the Greater Newry Vision to five Northern Ireland Ministers and two Ministers in the Irish Republic as well as to a delegation of senior US politicians with an interest in Ireland.

Section 6-9

ENTERPRISE NORTHERN IRELAND (ENI)

WIN - Work In Newry & mourne

5.3 The Labour and Education Forum

During the year the Agency played an active role in the Newry and Mourne Labaour and Education Forum, hosting meetings and helping to develop the Careers Opportunities In Newry (COIN) website. It also completed a major survey of the local labour market which included an analysis of the higher education destinations of 2007 A-level completers. An updated survey was due for publication at the end of 2008.

5.4 Exchange of Experience

During the year the Agency hosted visits to WIN by:

- The Bank of England's Northern Ireland Agent and Member of the UK Monetary Policy Committee, Mr Phil Eckersley.
- Northern Ireland Minister for Social Development, Margaret Ritchie, MLA

6. ENTERPRISE NORTHERN IRELAND (ENI)

The Agency was one of the founders of Enterprise Northern Ireland which represents the interests of Northern Ireland's 32 Local Enterprise Agencies, contributes to policy making and develops and implements Northern Ireland-wide business development programmes. During the year Co-op Director Peter Fitzsimons served on the Board of Enterprise Northern Ireland.

As well as representing Enterprise Agencies and the interests of their client base in discussions with government and others, Enterprise Northern Ireland co-ordinates the delivery of a portfolio of high quality programmes through all of its Local Enterprise Agency members across Northern Ireland. Collectively Enterprise Northern Ireland members have 220 staff, are assisted by 335 voluntary directors, have 2m square feet of workspace under their management, and have 5,000 active client companies. The network operates from 40 centres across Northern Ireland.

7. OFFICE SERVICES

Our Office Services, which include telephone answering, a postal service, word processing, photocopying, colour printing and fax are available to businesses, community organisations, voluntary organisations and individuals.

8. QUALITY ACCREDITATION

The Enterprise Agency has been registered as an ISO 9002 (BS5750) quality assured body since June 1989. During the year the Agency had its internationally recognised accreditation renewed by the UK National Quality Assurance (NQA) organisation following an in-depth audit of its systems.

The ISO 9002 Operational Manual includes procedures for:

- Managed Workspace
- Training
- Office/Secretarial services
- Business Start
- Business Counselling
- Peace & Reconciliation
- Social Enterprise Support
- Newry & Mourne District Council Programmes
- Cross-Border Programmes
- Supplier Approval/Purchasing
- Quality Audit

Each procedure is subject to internal audits twice yearly and external audits once a year. In addition specific contracts are subject to third party audits which form part of the monitoring process.

9. WIN CONSULTANTS

www.winbiz.net

The purpose of this division is to, where appropriate, tender for commercial work and to secure market rates.

Its aims are:

1. To secure an independent income which the Co-operative can then invest in projects which support economic development and social harmony in Newry & Mourne, and
2. To enable the Co-operative to operate more effectively beyond Newry & Mourne, in Ireland, Britain and in international markets.

As well as deploying the skills of the Co-operative's team, WIN Consultants uses the skills of a wider network of associates involved in community and business development in the region.

Section 10-11

BOARD OF DIRECTORS & ENTERPRISE AGENCY STAFF 2007/08

2007-2008

THE ENTERPRISE AGENCY ACTIVITY REPORT

10. NEWRY & MOURNE CO-OPERATIVE - BOARD OF DIRECTORS



Chairman
John
MacMahon



**Vice-
Chairman**
Peter McEvoy



Secretary
Kevin Starrs



**Executive
Director**
**Dr Conor
Patterson**



Director
**Michael
Hughes**



Director
Joe Magill
R.I.P.
(November 2008)



Director
**Gordon
Coulter**



Director
Jim McCart



Director
**Peter
Fitzsimmons**



Director
Kevin Magill



Director
**Ronan
Dennedy**



Director
Davy Hyland



**Director
Councillor**
**Geraldine
Donnelly**

11. NEWRY & MOURNE ENTERPRISE AGENCY - STAFF 2007/08



**Dr Conor
Patterson**
Chief Executive



Liam Quinn
Financial Controller



Kieran Mathers
**Tradelinks Programme
Manager**



Jane Magill
**Tradelinks Programme
Administrator**



Jennifer Malone
**Senior Business
Development
Executive (Property)**



Colin Hanna
**Information, Research
and Computer
Technology
Co-ordinator**



**Stephen
McClelland**
**Social Enterprise
Advisor**



**Paul
McCormack**
**Border Vision
Programme
Manager**



Pauline Coghlan
Senior Finance officer



**Ann Marie
O'Kane**
**Business Development
Executive**



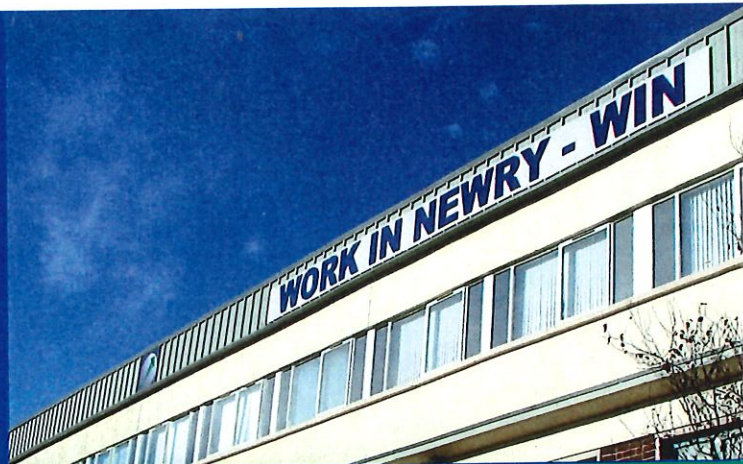
**Maeve
McParland**
**Assistant
Business Development
Executive**



Michelle Frost
Receptionist

Section 12-13

STAFF AND ADVISORS 2007/08



12. NEWRY & MOURNE ENTERPRISE AGENCY - STAFF 2007/08



Patricia Phillips
*Office Services
Co-ordinator*



Maria Coyle
Finance Officer



Danny Hughes
Caretaker



**Barbara
Whitfield**
*seconded as the
Programme Manager
of the Newry &
Mourne Local Strategy
Partnership*



Deirdre Landy
*seconded as the
Monitoring and
Evaluation
Officer (part-time) of
the Newry and
Mourne
Local Strategy
Partnership*

13. ASSOCIATE ADVISORS 2007/08

The Agency also contracts a number of Associate Advisors to provide additional specialist support. In 2007/2008 they were:



Declan O'Hare
*Associate Advisor
(Marketing)*



Kevin Jennings
*Associate Advisor
(Finance)*



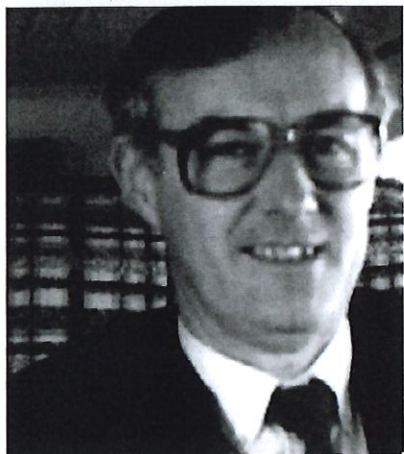
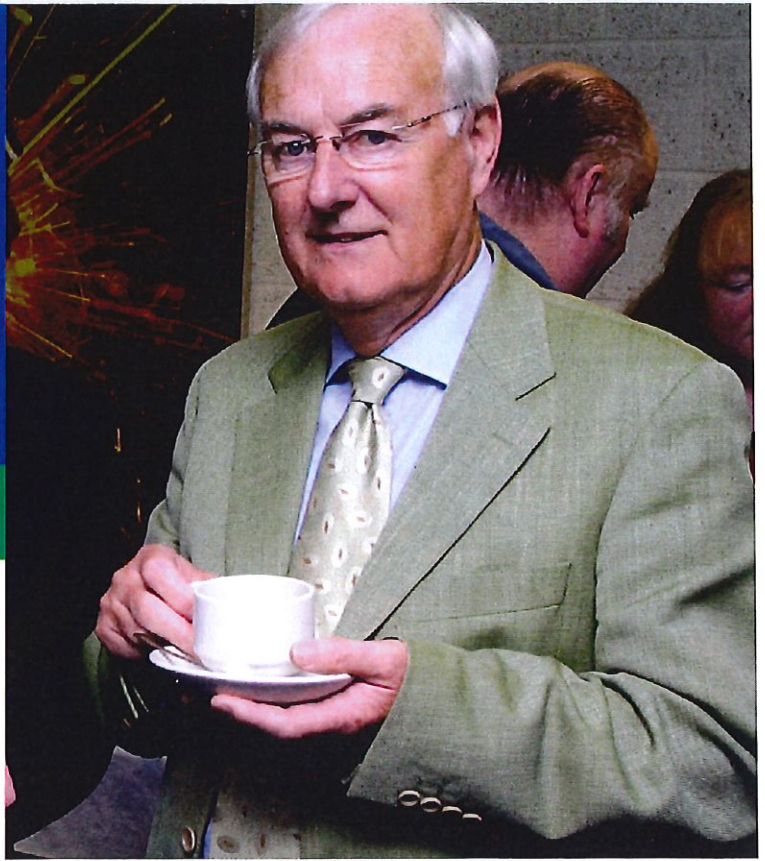
Patricia Jennings
*Associate Advisor
(Market Research)*



Sylvia Gilpen
*Associate Advisor
(Marketing)*

JOE MAGILL:

A LIFETIME OF SERVICE
TO HIS COMMUNITY





Win - Work In Newry & mourne

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 Canal Quay,
 Newry
 Tel: 028 302 67011
 Fax: 028 302 61316
 web: www.nmea.net
 email: info@nmea.net