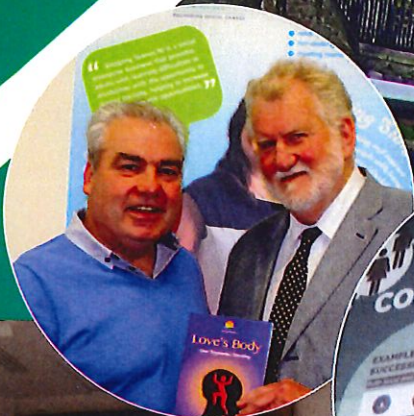


NEWRY & MOURNE
CO-OPERATIVE AND ENTERPRISE AGENCY



ACTIVITY REPORT

2015-16

WIN - Work In Newry & mourne

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

Newry and Mourne Co-operative is a Charity
(Charity number: XT25288).

Newry and Mourne Enterprise Agency is a member of
Enterprise Northern Ireland, the federation of Local
Enterprise Agencies.

STAFF / AGENDA

2015-16 NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT

NEWRY & MOURNE CO-OPERATIVE AND ENTERPRISE AGENCY



incorporating
NEWRY & MOURNE ENTERPRISE AGENCY
www.nmea.net
presented at the forty-fourth 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 5.30pm on the
14th December 2016

AGENDA

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

By Order of the Board, Kevin Starrs, Hon. Secretary

BOARD OF DIRECTORS

Chairman: Peter McEvoy
Vice-Chairman: Kevin Starrs
Secretary: Michael Hughes
Directors: Gordon Coulter, Ronan
Dennedy, Geraldine Donnelly,
Brendan Jackson, Davy Hyland, Jim
McCart, John MacMahon, and
Kevin Magill.

BANKERS

Ulster Bank, Hill Street, Newry.

AUDITORS

Fitzpatrick & Kearney,
10c Marcus Square, Newry.

SOLICITORS

Donnelly, Neary & Donnelly,
Downshire Road, Newry.

Newry & Mourne Co-operative & Enterprise Staff 2015-16

Dr Conor Patterson	Chief Executive
Liam Quinn	Financial Controller
Kieran Mathers	Innovation Programmes Manager
Jennifer Malone	Business Development Executive (Property)
Colin Hanna	Information, Research and Computer Technology Co-ordinator
Stephen McClelland	Senior Social Economy Advisor
Pauline Coghlan	Work4Uplus Programme Manager
Maeve McParland	Education to Employment Programme Manager
Patricia Phillips	Office Services Co-ordinator
Maria Coyle	Finance Officer
Michelle Frost	Receptionist

Newry and Mourne Co-operative is a Charity
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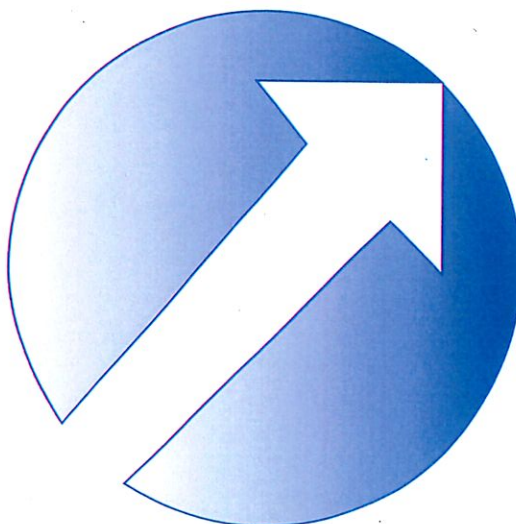
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WIN - Work In Newry & mourne



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CHAIRMAN'S REPORT

2015-16 - NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT

At the beginning of the 2015-2016 financial year, in April 2015, as we looked ahead to plan our programme of work none of us in the Co-operative & Enterprise Agency could have anticipated the political changes and challenges which would unfold in 2016. That said, we were early to foresee the risks to our border region's economic and political stability posed by a UK withdrawal from the EU. With our partners in the Newry Chamber of Commerce and Trade and Newry Mourne and Down District Council we began work in the summer of 2015 scoping out the implications of a 'Brexit', helping to organise the first high profile debate in Britain or Ireland, on the upcoming 'In/Out' referendum. We continued to support Newry Chamber of Commerce in its deliberations which ultimately resulted in its decision in March 2016 to actively campaign for a 'Remain' vote and to nominate our Chief Executive, Dr Conor Patterson, as its representative on the Northern Ireland Remain campaign team. Conor quickly became the Remain campaign's spokesperson on border issues and as that perspective gained traction he was regularly interviewed by the national and international media. As a result Newry was described in the Irish Times as "Ground Zero in the Brexit debate in Ireland". As a result of this intensive lobbying effort the challenges posed to the border region economy and the architecture of the Good Friday Agreement peace settlement went from being a minor consideration to one which was at the very heart of the debate in London, Dublin and Brussels.

My reflection on the Co-operative's role is that our effort was ethical, technically robust, brave and competent – values on which the organisation was founded. If ever there was a case, to paraphrase a well known proverb, of "cometh the issue cometh the organisation", this was it! In the 1970's our response to the disregard of government for our area was to organise a series of ground-breaking self help initiatives. We stood our ground then, believing in the enormous potential of our people. Having contributed with others to the transformation of our area, from a European record high rate of unemployment rate of almost 30% in 1972 to 2.5% in 2016, we were not going to countenance decades of 'sweat equity' being put at risk by people who had no interest in the well being of our people. If the Co-operative's founders had had a crystal ball back then this is exactly what they would have wanted the organisation to do – to lead!

As I write there is a long way to go on the Brexit issue and we have much more to do. We have already given evidence to parliamentary committees in Westminster, the Oireachtas and the French

National Assembly. We will not be cowed. We will not be negative. We have a positive message – the 'Work In Newry' way – success founded on open-mindedness, collaboration, being outward-looking and not being constrained by borders or sectarianism. So while we will continue to work for *Work In Newry and Mourne* – WIN, we will also disseminate our perspective, share our extensive experience with agencies of Government and others who have the 'power to transform', because in that approach, we believe, lies the pathway to success for Northern Ireland and prosperity and stability for all citizens on this island.

Even in this year of uncertainty we have helped 118 new businesses to set up in Newry and Mourne, and 10 social enterprises to expand their non-profit services to citizens. We have provided 'life path' guidance to hundreds of young people, many struggling against adversities; and we have shared knowledge with leading practitioners from across the globe.

I would like in conclusion to thank my fellow voluntary directors for their continued support. I would like to recognise the expertise and dedication to our mission of our executive team, led by Dr Conor Patterson. I would like also to thank all of those who helped us during the year: Down Business Centre, the Department for Social Development/Department For Communities, the Newry Neighbourhood Renewal Partnership, Newry Mourne and Down District Council, The Big Lottery Fund, Invest Northern Ireland, Newry Chamber of Commerce and Trade, the County Armagh Development Trust, Kilkeel Development Association, the Confederation of Community Groups, Enterprise Northern Ireland, the Louth County Council Local Enterprise Office, the Meath County Council Local Enterprise Office, the EU Commission, our European 'Knowledge Alliance' partners (The University of Bucharest, Romania, the University Politecnica of Valencia, Spain, the Mindshare innovation organisation, Paris, the Canice Consulting team, UK, the University Industry Innovation Network, Amsterdam, the Univations innovation support organisation, Germany, the University of Halle/Wittenburg, Germany and the University of Szczecin, Poland) and of course our local politicians and our local press.

Peter McEvoy
Chairman

14th December 2016

Section I

PROVISION OF WORKSPACE

15-16 NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT

PROVISION OF WORKSPACE

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 and service delivery.

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

I. PROVISION OF WORKSPACE

I.1 Affordable workspace - vital economic infrastructure

In 2015/2016 WIN Business Park, Warrenpoint Enterprise Centre, Flurrybridge Enterprise Centre on the A1/N1 Newry to Dublin road in South Armagh, Binnian Enterprise Centre in Killeel and the RDC at WIN provided 192,830 sq.ft. of light industrial and office space, within which approximately 625 people were employed. The Enterprise Agency also managed the Forkhill Enterprise Centre for the Forkhill Area Development Association (FADA) providing a further 8,000 sq ft of affordable workspace for 9 companies employing 22 people. At Flurrybridge, the Enterprise Agency now manages almost 60,000 square feet of high quality light industrial workspace. The Flurrybridge site is co-owned with the County Armagh Development Trust (CADET) under the auspices of a joint venture company, Oriel Developments Ltd. Our efforts at Flurrybridge are supported by the Louth Local Enterprise Fund which sits on the Board of Oriel Developments Ltd.

Binnian Enterprise Centre in Killeel was built as a joint venture with Killeel Development Association, under the auspices of a joint venture company, Binnian Developments Ltd.



WIN – a modern, enterprise beacon

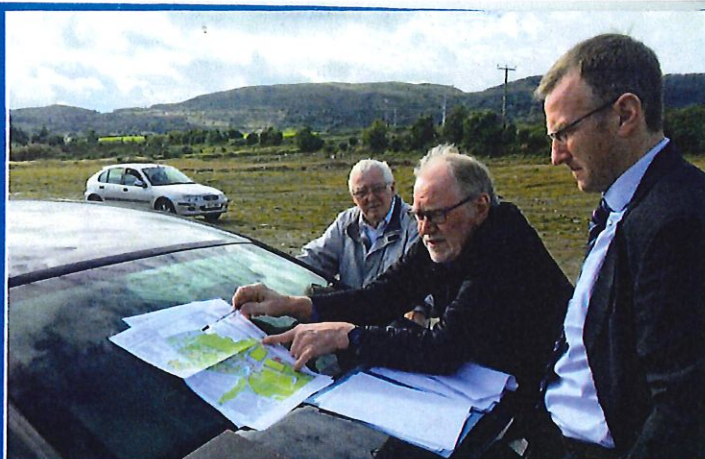


Together with the Forkhill Area Development Association (FADA) and Newry and Mourne and Down District Council the Enterprise Agency continued to make the case for the construction of a business centre on part of the site of the former military base in Forkhill.

Section 2

BUSINESS DEVELOPMENT AND EMPLOYMENT CREATION

WIN - Work In Newry & mourne



Scoping out a major social enterprise community development project in Newry

2. BUSINESS DEVELOPMENT AND EMPLOYMENT CREATION

2.1 Business Start training and counselling during financial year 2015/2016

Developing the skills of business owner/managers is the key to their future business success.

In the period from April 2014-March 2016 the Agency provided a comprehensive service package to support the creation of new businesses in Newry & Mourne, delivering the Invest NI-funded business start-up programme which is branded as 'Regional Start', as part of the Enterprise Northern Ireland network of Enterprise Agencies. The Programme offered people considering self-employment the opportunity to access specialist advice and training. It was a free and confidential service, the objectives of which were to:

- Raise the number and quality of business starts in Northern Ireland.
- Provide support to all entrepreneurs including those who will trade exclusively within the local market.
- Provide one-to-one assistance.
- Increase survival rates for all new starts.
- Stimulate a more enterprising society through promotion of self-employment.

Liam Quinn led this effort providing specialist finance training and advice. From April 2015 – March 2016 the Agency assisted entrepreneurs to produce an average of 14 new start business plans per month (i.e. 169 start-up business plans were completed over the twelve months from April 2015).

As a result of this support an estimated 118 new businesses were established during the year in the Newry & Mourne District despite a challenging economic climate, creating an estimated 165 jobs. An independent evaluation of this form of support in Northern Ireland has concluded that the survival rate of the early stage businesses which take advantage of it is 80%.

Since 1984, 9,189 people in the Newry and Mourne area have received business start-up support in Newry and Mourne from Enterprise Agency staff.

With funding from Invest Northern Ireland in the fourteen years from April 2001 to March 2016 the Enterprise Agency has helped 2,134 new businesses to set-up in the District creating 3,864 jobs and generating tens of millions in additional income for our local economy every year.

2.2 The 'Exploring Enterprise' Programme

Between September 2015 and March 2016 Newry and Mourne Enterprise Agency along with Down Business Centre delivered the



One of the many social enterprises being supported by the Programme.

Department of Employment and Learning and Newry Mourne and Down District Council-funded Exploring Enterprise 3 Programme 'Exploring Enterprise' was a pre-business start programme to help improve the prospects of unemployed and economically inactive people by helping them to enhance their employability or to explore the possibility of setting up their own business. The Programme was open to anyone of any age not in full-time education, employment or training, with low or no qualifications and provided an opportunity for them to gain a QCF level 2 qualification in Understanding Business Enterprise (accredited by the CCEA).

During this period 20 people had personal development pre-assessments completed, with 18 of those going on to complete the training modules required by CCEA to obtain the accredited qualification. All 18 successfully qualified and graduated with their level 2 certificates.

2.3 The Social Enterprise Innovation Programme

During the year, Newry, Mourne and Down Council provided funding for a Social Enterprise Innovation Programme (SEIP) managed and delivered by Newry & Mourne Enterprise Agency in partnership with Down Business Centre and with the support of the Workwest Enterprise Agency. This Interim SEIP filled the gap created by the ending of the Invest NI Social Enterprise Programme. It addressed the needs of community and voluntary organisations which were in transition from grant dependency to trading. The Programme provided core capability social enterprise start-up support to 5 new social enterprises and strategic social innovation support to 4 community and voluntary sector organisation in the Newry, Mourne and Down District Council area. The Programme used a social innovation, design thinking

Section 2

BUSINESS DEVELOPMENT AND EMPLOYMENT CREATION

15-16 NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT



Some of the thousands of citizens who used the facilities at the Downpatrick Social Enterprise Hub

approach, bringing together leading third sector organisations with the capacity, capability and ambition to develop new ideas. With cuts across the sector it is crucial that new and innovative social enterprise ideas are able to emerge and develop. Organisations supported included Down Community Arts, St Vincent DePaul, Clanrye Group, Saintfield Development Association, The Health & Wellbeing Company and Music Initiatives NI.

2.4 Youth Social Enterprise Programme

The Youth Social Enterprise programme was a pilot initiative funded during the year by the Health and Social Care Board. The Programme focused on young people in the care system in Northern Ireland helping them to improve their life chances after leaving the care system. Newry & Mourne Enterprise Agency worked in partnership with LEDCOM, Omagh Enterprise Company and the Southern Health & Social Care Trust in the delivery of the Programme. Newry & Mourne Enterprise Agency worked with 10 young people in the care system to build their personal skills and confidence helping them develop a number of social enterprise business ideas. One idea was taken forward by the group to full business plan stage. This phase of the Programme culminated in the young people presenting their idea at the WIN Conference Centre to a group of 50 key

stakeholders and potential funders of the business.

2.5 The South Eastern 'Social Enterprise Hub'

The Agency, working in partnership with the West Belfast Local Enterprise Agency, Workwest, delivered a third year of support to community groups and voluntary organisations through Social Enterprise Hubs in Downpatrick, Lisburn and Bangor. A total of eleven Hubs have been established across nine Social Investment Zones with £4 million of funding from the Executive's Delivering Social Change Fund. The Social Enterprise Hub Signature Programme tackles poverty, dereliction and unemployment by encouraging social enterprise business start-up within local communities. The Downpatrick Hub managed by NMEA's Stephen McClelland has worked with 100 social entrepreneurs and social enterprises and has had 10,000 visits to its premises in the last year. The Hub offers advice and support on setting up a social enterprise and developing ideas. It provides shared working space and hot-decks; training suites and meeting rooms and social enterprise training and support. There is also test trading and retail space office support services and access to PC's and WIFI.



Justice Minister, David Ford, visiting The Hub in Downpatrick.

Section 3

CROSS BORDER PARTNERSHIPS AND TRADE DEVELOPMENT ACTIVITIES

WIN - Work In Newry & Mournie

3. CROSS BORDER AND TRADE DEVELOPMENT ACTIVITIES AND TRANSNATIONAL PARTNERSHIPS

3.1 The IOTA Programme

During part of 2015/2016 NMEA co-ordinated the delivery of the East Border Region EU Interreg Partnership's IOTA Business Innovation Programme. Through the programme the Agency was responsible for co-ordinating a drive to encourage more innovative thinking among unemployed/under-employed graduates and among established small businesses, working in partnership with the Louth and Monaghan County Enterprise Boards, Dundalk Institute of Technology, the Local Enterprise Agencies in Armagh, Ards, Banbridge, Craigavon, North Down, Down and Newry and Mournie, and the Southern Regional College and South Eastern Region College. The budget for the initiative which ran until July 2015 was £488,150. Kieran Mathers was the IOTA Programme Manager.

IOTA's emphasis was on Innovation as a driver of business achievement and wealth creation.

The programme focused on:

Innovation fostering the development of new ideas leading to new or improved products, new or improved services or new or improved business processes that add value and create wealth.

Opportunity providing an opportunity to programme participants to hone their new ideas through one-to-one sound boarding with experienced business mentors

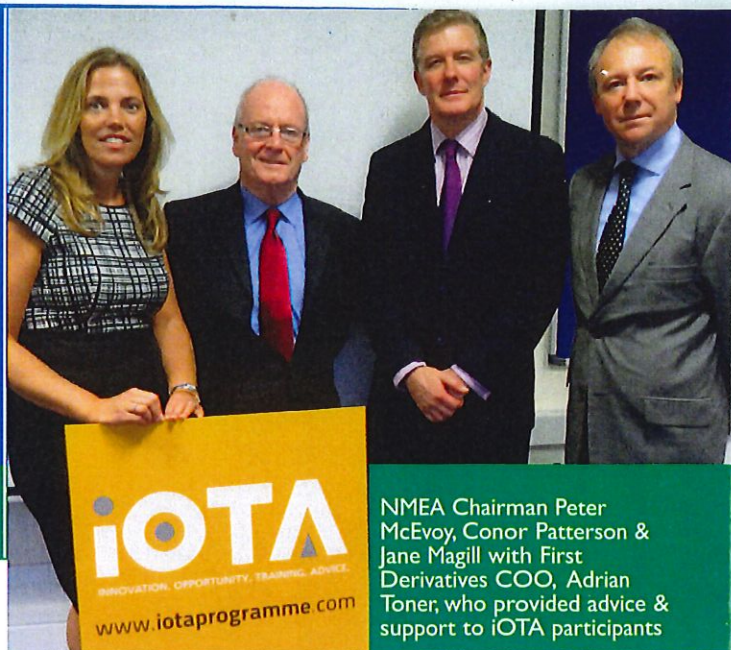
Training in innovation and business skills to give participants the necessary knowledge and the confidence to use this knowledge to reap commercial reward from their ideas

Advice mentoring from experienced business experts to provide steering and help to resolve uncertainties and unknowns and sign post your route to achieve your goals

Across the entire region iOTA supported 140 prospective innovative entrepreneurs and 211 established companies. 38 of these clients were based in the Newry and Mournie district.

Newry & Mournie Enterprise Agency participants reported the following outcomes:

- 15 have developed new products
- 5 have developed new processes
- 12 have entered new markets including cross-border markets
- 37 jobs were sustained
- 8 new jobs were created
- 6 participants developed a new business



NMEA Chairman Peter McEvoy, Conor Patterson & Jane Magill with First Derivatives COO, Adrian Toner, who provided advice & support to iOTA participants

3.2 The EU Innovation Alliance Programme (SHIP)

During the year NMEA in partnership with the Louth and Meath Local Enterprise Offices (and supported by Down Business Centre) jointly co-ordinated the EU Commission-funded INNOVATION ALLIANCE (SME and HEI in Innovation Partnership 'SHIP') transnational partnership project. This was one of only six such projects funded by the EU Commission from a pool of 238 submitted from across the EU. NMEA's partners in the project were:

- The Louth Local Enterprise Office
- The Meath Local Enterprise Office
- The University of Bucharest, Romania
- The University of Valencia, Spain
- The Mindshare innovation organisation, Paris
- The Canice Consulting team, UK
- The University Industry Innovation Network, Amsterdam
- The Univations innovation support organisation, Germany

The overall budget for the initiative was €563,362.

The aim of the INNOVATION ALLIANCE was to build sustainable collaborative relationships between Higher Education Institutes (HEI's), SME's and innovation support organisations (such as NMEA) and to reshape the traditional roles of HEI's and SME's by breaking down barriers so that SME's could in the future access and utilise academic research to boost their innovation capacity and competitiveness. NMEA guided by the crossborder Newry Mournie Down Louth Meath Innovation Alliance which it jointly co-ordinated drew up a number of supports for local SME's including a specialised innovation training programme. This 'innovation transfer' training course focused on securing funds from the EU Horizon 2020 Programme.



THE
INNOVATION
ALLIANCE

The Newry Mournie Down, Louth/Meath Innovation Alliance was one of only four such EU-sponsored alliances established across Europe and it was the only one which was cross-border. Our partners co-ordinated three other alliances, in Spain, Romania and Germany. These alliances drew on the support of more than 70 stakeholder organisations in five EU countries. They concentrated their efforts on addressing the difficulties experienced by SME's seeking to gain access to HEI research. Among the organisations participating in the Newry Mournie Down Louth & Meath Alliance were Queens University Belfast, Southern Regional College, Dundalk Institute of Technology, Intertrade Ireland, Newry Mournie and Down Council, Louth County Council and Meath County Council. Colin Hanna managed NMEA's participation in the initiative. On behalf of the EU Innovation Alliance Partnership, Conor Patterson facilitated a Workshop at a major international innovation conference in Berlin in June 2015. Work continued on this initiative until the end of 2016.



Colin Hanna, NMEA, with Key Innovation and Employment Alliance partners, including Intertrade Ireland, Louth and Meath County Councils and Enterprise NI, Drogheda, February 2016

3.4 Cross Border Innovation Programme

Inspired by the Innovation Alliance a collaboration was initiated with Intertrade Ireland as a result of which a comprehensive programme of support for companies with innovation potential was drawn up which ultimately led to an ambitious plan for a large scale (€18m) multi-agency support initiative which was submitted for EU funding in October 2015 followed by a detailed business plan submission in March 2016. Kieran Mathers and Conor Patterson represented all of Northern Ireland's Local Enterprise Agencies and the southern border county Local Enterprise Offices on a working group which also included Intertrade Ireland, Scottish Enterprise and Highlands & Islands Enterprise, as well as the higher education sector. During this effort, from which all of the enterprise network in Northern Ireland would ultimately benefit, Kieran Mathers salary was part-funded by Enterprise Northern Ireland.

In October 2016 the Special EU Programmes Body secured final approval from the UK and Irish Governments to allocate €16.5m to the Project. It will run until 2021 and NMEA will play an important strategic role in co-ordinating the delivery of the initiative.

3.5 The EU Employment Alliance Programme (REAL)

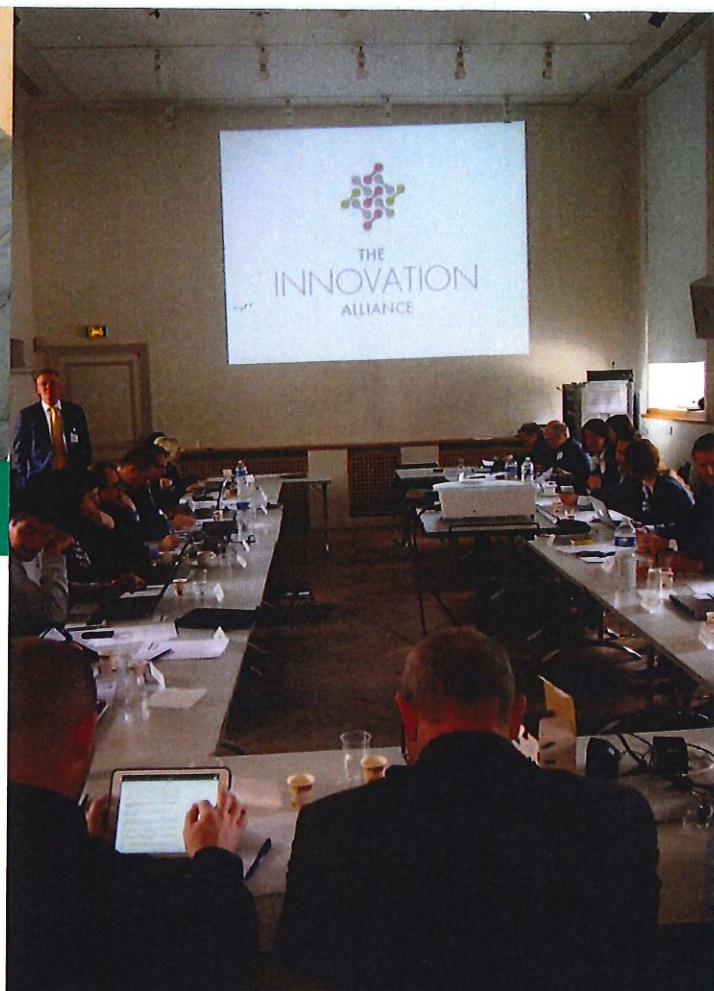
During the year NMEA (supported by Down Business Centre) the Louth Local Enterprise Office and the Meath Local Enterprise Office, secured funding from the EU Commission to establish a cross border Employment Alliance ('REAL') Project. The overall budget available to this transnational Project was €219,338. This NMEA/DBC/Louth/Meath project worked with higher & further education stakeholders, statutory agencies and business organisations to draw up new ways of empowering young unemployed or underemployed humanities graduates north and south of the border as well as in other EU regions to become innovators, entrepreneurs and high value employees. Among the Employment Alliance partners were Queens University Belfast, Southern Regional College and Dundalk Institute of Technology.



The Newry Mourne Down Louth Meath Alliance was one of only two pilot cross-border 'employment alliances' in the EU. The other Alliance brought together the University innovation unit, Univations, in Halle in Germany and the University of Szczecin in Poland.

The EU Commission remitted the cross border alliance to identify the 'disconnects' which disadvantage humanities graduates in the labour market and to produce an Action Plan to address their needs.

NMEA worked on creating an open-access, classroom and on-line training course to teach young humanities graduates currently mismatched with demand in the labour market the innovation skills which could open doors to profitable work in the creative industries, either as entrepreneurs or highly productive staff members. Colin Hanna managed NMEA's participation in the initiative. Work continued on this initiative until the end of 2016.

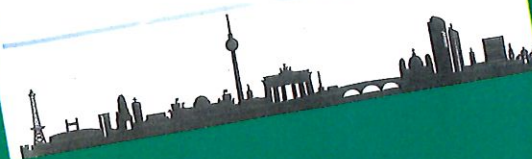


NMEA leading an international 'Innovation Lab' future planning session for SMEs, Paris

2015 UNIVERSITY-INDUSTRY INTERACTION CONFERENCE



UNIVERSITY-INDUSTRY
INTERACTION 06/2015
BERLIN, GERMANY



The World Innovation Conference in which NMEA played a leading role

Section 4

COMMUNITY DEVELOPMENT

WIN - Work In Newry & Mournie

4. COMMUNITY DEVELOPMENT

4.1 Big Lottery-funded WORK4UPLUS Programme

During the year the Agency continued to manage and co-ordinate the delivery of the £500,000 Work4UPlus programme in the Newry, Mournie and Down, Armagh and Banbridge District Council areas. The programme is funded by the Big Lottery's *Reaching Out Empowering Young People's Fund*, targets young people who are 'at risk' of becoming disengaged from education or training, of becoming involved in criminal activity, anti-social behaviour, drug or alcohol misuse.

A core aim of the programme is to help improve young people's confidence and self-esteem, develop skills and achieve work readiness, with the help of the Agency's delivery partners; Barnardo's REACT and the Education Authority. Now in its fourth year, up to March 2016 the Work4UPlus programme supported over 170 young people to improve their confidence develop their skills and improve their future life prospects. The Agency's Pauline Coghlan is the Programme Manager supported by Maria Coyle, Programme Administrator.

Programme activities including: volunteering projects within the local community, work experience with local employers, developing CV's and personal statements, producing anti-bullying videos, setting up 5 pre-enterprise businesses and producing their own Work4UPlus comic.

The Programme targets are measured by both hard and soft outcomes. Of those who completed the Programme to date, the hard outcomes included:

- 96 young people achieved a L1 or L2 in one or more of the following subjects: Application of number, Communication and ICT
- 37 young people achieved a level 2 in Food Safety in Catering
- 41 young people obtained a certificate for Emergency First Aid
- 70 young people obtained certificates for completing 'The Hour of Code' and introduction to computer science
- 21 young people obtained certificates for the B-positive course in mental health awareness
- 19 young people obtained certificates for completing a relationship and sexual health course

The softer outcomes, which are harder to measure include the results of assessments carried out with the young people before starting and after completion of the Programme activities. In terms of their behaviour and attitudes the young people reported quite significant changes including:

- Confidence levels improved by up to 43%.
- View of employment training or education improved by 48%
- Overall health improved by up to 31%
- Being less easily influenced by others improved by 52%



The Work4Uplus Alternative Careers Fair, Canal Court Hotel, Newry, February 2016



Recognising the contribution of the Work4Uplus Champions

The young people feel better, their confidence and their relationships have improved. They can now see others points of view and deal with difference better. All of this allows them to feel more optimistic about their future employment /training or education options.

All of the young people's results were acknowledged and celebrated with a 'Graduation Event' in Formula Karting, where Pauline Coghlan presented them with their completed portfolio, including any certificates and achievements they had earned during their time on the Programme.

To help assist the young people identify potential opportunities in the world of employment, the Work4UPlus programme held a large 'Alternative Careers Event' in the Canal Court Hotel in February 2016. 82% of attendees were aged 14 - 16 years old and 18% were 17 - 21 years old. Work4UPlus had fantastic support from local businesses, training providers and other organisations, who willingly came along to show young people that regardless of the adversities they may have faced in the past they could still achieve great things in their lives if they were determined enough to explore the alternatives with a positive attitude.

An appreciation event, was held at the WIN Conference Centre for all our "Champions" and work placement providers who played such an important role in the Work4UPlus Programme. They gave each of these young people their first experience in the world of employment and they put great effort into ensuring that it was enjoyable for them.

A Work4UPlus reference group made up of statutory, voluntary and referral organisations, met quarterly during the year. It heard from specialist guest speakers including: Dr Lisa Bunting from Queens University Belfast and Lee Kane Regional NI Anti-bullying co-ordinator.

Section 4

COMMUNITY DEVELOPMENT

15-16 NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT

4.2 Newry Neighbourhood Renewal – EDUCATION TO EMPLOYMENT PROGRAMME (E2E)

With financial support from the Department of Social Development's (now the Department for Communities) Newry Neighbourhood Renewal Programme in 2015/16 the Agency delivered the Education to Employment initiative to introduce young people from the Newry Neighbourhood Renewal Area (i.e. the half of the urban area of Newry which is designated as falling within the most disadvantaged 10% of small areas in Northern Ireland) to the workings of the modern economy and specifically to the world of work and to provide them with guidance on the career and personal development pathways available to them.

The Programme had four distinctive elements: class study visits, work placements, mentoring provided by local 'business champions', and career guidance events. The Programme targeted secondary school pupils aged 11-18 years living in the Newry Neighbourhood Renewal Area and Primary 7 pupils attending the 5 primary schools which service the Newry Neighbourhood Renewal Area. A group of 25 Primary 7 pupils from the Neighbourhood Renewal Area participated in a 'Coder Dojo' Programme, the aim of which was to demystify computer coding and to encourage an interest in mathematics and computing.

In November 2015 under the auspices of the Programme the Agency convened a 'Career Pathways' event at the Mourne Country Hotel in Newry which was attended by more than 500 secondary school pupils from the area. It presented the career planning challenge which faces young people today in a novel and very positive way. Among the speakers were local entrepreneurs, Graeme Finegan of Grounded Espresso Bars and Clare Vallely of The Rug House. The Agency's Maeve McParland was the Education To Employment Programme Manager, supported by Patricia Phillips.



The 'Career Pathways' event at the Mourne Country Hotel, Newry, November 2015



Work4Uplus trainees graduate.



Highlighting the challenges facing young people in the District



Some of the Young people who attended the Alternative Careers Fair Event, February 2016.



Education To Employment 'Champion', Neil Rooney, with students at St Joseph's High School, Newry

Section 4

COMMUNITY DEVELOPMENT

WIN - Work In Newry & mourne



Conor Patterson with Liam Hannaway, NMDDC CEO and Conor Murphy MLA

The following businesses in Newry hosted placements for pupils from the Newry Neighbourhood Renewal Area during the year:

- Mourne Gymnastics
- Hair City
- The Bulls Gym
- Slack Press
- Royal Mail
- Need of Meats
- SAFE Engineering
- KMS Sports
- 5 FM
- Grounded Espresso Bar
- Newry & Mourne Enterprise Agency
- Newry Chamber of Commerce and Trade
- Grafton Recruitment
- Hair Traffic
- The Canal Court Hotel
- The Costume Corner
- Citizens Advice Bureau
- Intertrade Ireland
- The Newry Reporter
- PJ O'Connor Accountants
- Milligan Reside Larkin Architects
- Newry & Mourne District Council
- Teleperformance
- Unique Furniture Design
- MJM Marine
- Prestige Employment Services
- The Rug House
- Giggles Daycare
- Crilco Sweets
- National Building Supplies
- John MacMahon & Co Accountants
- BHP Accountants
- NSPCA
- East Coast Adventure Centre
- East Coast Coaches

4.3 Other support to the Community/Voluntary sector

Newry & Mourne Co-operative and Enterprise Agency was formally approved as a charity in April 2016. The organisation was active in community development throughout 2015/2016:

- Throughout the year the Co-operative was represented on and hosted meetings of the Newry Neighbourhood Renewal Partnership.
- In April 2015 Conor Patterson chaired a conference on policing in Newry and provided support to community associations working to develop a strategy for improved engagement between citizens and the police service.
- The Co-operative worked closely with Newry Mourne and Down



District Council's migrant support team to provide resources to help 'new citizens' not born in Northern Ireland to more effectively access the local labour market.

- Led by Liam Quinn, the Co-operative co-ordinated the very successful Newry City Marathon in May 2015.
- The Co-operative sponsored a prize at the St Joseph's High School's annual achievement recognition event.
- The Co-operative sponsored an annual prize for business planning on the Business Studies course at Southern Regional College.
- In November 2015, Conor Patterson facilitated a workshop on citizenship with a group of Irish Travellers.

Throughout 2015/2016 the Co-operative worked closely with its host community in Mourneview, Murphy Crescent and Canal Street in Newry.

4.4 Financial support to good causes

During the year the Co-operative made contributions to the following:

Newry City Marathon
St Joseph's Boys' High School
Newry Musical Society
Ballyholland GAC
MacMillian Cancer
Bosco Golf Classic
Bosco Ladies Football
Greater Linenhall Area Community Group
Ann McGeeney Trust Fund
SE Hub
St John's Bosco
Newry Musical Feis
Down GAA

Section 5

INFLUENCING POLICY AND PROMOTING THE REGION

15-16 NEWRY AND MOURNE 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, **Peter McEvoy**, was Northern Ireland treasurer of the SDLP. He also represented the Enterprise Agency on the Enterprise Northern Ireland Council.

Dr Conor Patterson, Chief Executive, sat on the Board of Enterprise Northern Ireland and served as a Co-operative representative on the Enterprise Northern Ireland Council. He continued during the year to serve as a member of the Maze Long Kesh Development Corporation. In August 2015 he completed 8 years of voluntary service as a Governor of Southern Regional College. During the year Conor also served as the Secretary of Oriel Developments Ltd, the Secretary of Binnian Developments Ltd, a member of the Newry Neighbourhood Renewal Partnership and a co-opted advisor to the Board of the Confederation of Community Groups in Newry. In September 2015 Conor joined the Board of Trustees of the Murphy Trust. **John MacMahon** served as a Director of Oriel Developments Ltd and a Director of Binnian Developments Ltd. **Gordon Coulter (M.B.E.)**, as well as being a Director of Kilkeel Development Association, was a Director of Binnian Developments Ltd and represented the CBI in Newry & Mourne. **Ronan Denny**, Manager of the Louth County Enterprise Fund, served as a Board member of Oriel Developments Ltd. **Jim McCart** served as a Director of Binnian Developments Ltd and sat on the Board of Governors of St Marks High School in Warrenpoint. **Geraldine Donnelly** served on the Strategic Management Board overseeing the re-development of the former Forkhill Army Base. **Liam Quinn** served during the year on the Board of Newry Credit Union and on the Board of Governors of St Colman's College. **Jennifer Malone** sat on the Prince's Youth Business Trust Southern Region Steering Committee.

5.2 EU Referendum/Brexit

2016 saw unprecedented political changes not least among them the EU referendum result and its aftermath. Ahead of the vote the NMEA Board decided to support the decision taken by Newry Chamber of Commerce at a special EGM in March 2016 at WIN to campaign for the UK to remain in the EU. At that meeting Chamber members voted 100% in favour of a motion to support the Remain Campaign and Conor Patterson was nominated as the Chamber spokesperson on Brexit. Thereafter followed a period of intense high profile activism focused on highlighting and mitigating the risks for the Newry border region of a UK withdrawal from the EU.



Conor Patterson & Newry Chamber of Commerce, President, Michael McKeown, impress on pro-Brexit campaigner, Boris Johnson MP, the serious concerns of stakeholders in the Newry area about the implications of Brexit



Joint Committee on Jobs, Enterprise and Innovation

Dr Conor Patterson | Chief Executive
Newry and Mourne Enterprise Agency

Houses of the Oireachtas

12 May 2015

Conor Patterson giving evidence to the
Oireachtas Joint Committee on the all-island
economy, May 2015

5.3 Partnership with Down Business Centre

NMEA deepened its collaborative working relationship with Down Business Centre during the year. As part of that commitment Conor Patterson attended Down Business Centre Board meetings in Downpatrick.

5.4 The Greater Newry Vision

During 2015/2016 the Enterprise Agency again played a central role in promoting urban and rural regeneration under the auspices of the Greater Newry Vision Partnership, alongside representatives of the Newry Chamber of Commerce and Trade, Newry Mourne and Down District Council, Southern Regional College, the Northern Ireland Housing Executive, Warrenpoint Harbour Authority, the Southern Health and Social Care Trust, the Department For Communities and Invest Northern Ireland.

5.5 The Labour and Education Forum

During the year the Agency continued to support the Newry and Mourne Labour and Education Forum which brings together educationalists and the business community with a view to helping schools to better meet the needs of employers.

Section 6-10

ENTERPRISE NORTHERN IRELAND (ENI) & ASSOCIATE ADVISORS 2015-16

WIN - Work In Newry & Mournie



6. ENTERPRISE NORTHERN IRELAND (ENI)

The Agency was one of the founders of Enterprise Northern Ireland which represents the interests of Northern Ireland's 30 Local Enterprise Agencies, contributes to policy making and develops and implements Northern Ireland-wide business development programmes. During the year the Chief Executive of the Co-operative and Enterprise Agency, Dr Conor Patterson, sat 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. CONFERENCING AND OFFICE SERVICES

Our Conferencing and Office Services, which include conference room hire and servicing, telephone answering, a postal service, word processing, photocopying, colour printing and fax are available to businesses, community organisations, statutory bodies, voluntary organisations and individuals.

8. QUALITY ACCREDITATION

The Enterprise Agency has been registered as an ISO 9001 (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.

10. ASSOCIATE ADVISORS 2015-16

The Agency also contracts a number of Associate Advisors to provide additional specialist support. In 2015-16 they were:



Kevin Jennings
Associate Advisor
(Finance)



Patricia Jennings
Associate Advisor
(Market Research)



Isobel Kelly
Associate Advisor
(Social Enterprise)



Paul Miller
Associate Advisor
(Innovation)



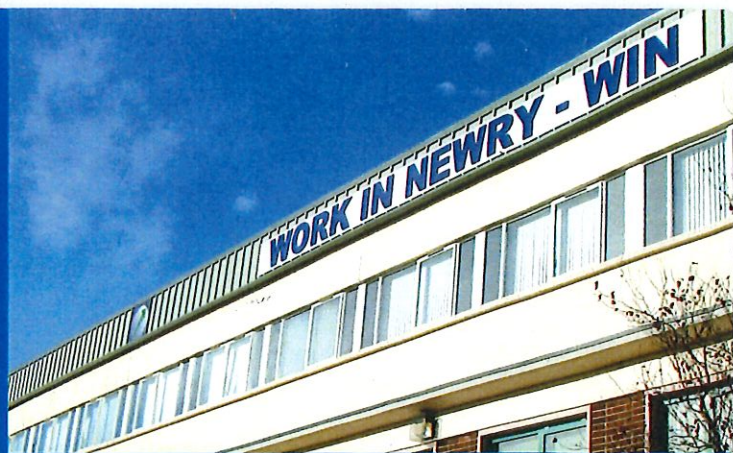
Sean Crawford
Associate Advisor
(Business Planning
and ICT)



Frank O'Hare
Associate Advisor
(Hospitality
Industry)

Section 11-12

BOARD OF DIRECTORS & ENTERPRISE AGENCY STAFF 2015-16



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



Chairman
Peter McEvoy



Vice-Chairman
Kevin Starrs



Secretary
Michael Hughes



Director
John MacMahon



Director
Gordon Coulter



Director
Jim McCart



Director
Kevin Magill



Director
Ronan Dennedy



Director
Davy Hyland



Director
Geraldine Donnelly



Director
Brendan Jackson

12. NEWRY & MOURNE ENTERPRISE AGENCY - STAFF 2015-16



Dr. Conor Patterson
Chief Executive



Liam Quinn
Financial Controller



Kieran Mathers
Innovation
Programmes
Manager



Jennifer Malone
Senior Business
Development
Executive (Property)



Colin Hanna
Information,
Research
and Computer
Technology
Co-ordinator



Stephen McClelland
Senior
Social Enterprise
Advisor



Pauline Coghlan
Work4U
Programme
Manager



Maeve McParland
Education to
Employment
Programme
Manager



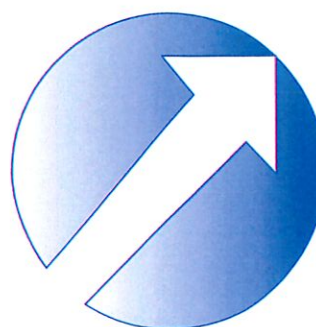
Michelle Frost
Receptionist



Patricia Phillips
Office Services
Co-ordinator



Maria Coyle
Finance Officer





WIN - Work In Newry & mourne

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