



īru uzņēmējs: «Brexit»
realitāte, bet ir svarīgi
saglabāt skaidrību un
mieru

BUSINESS BRIEFS

Local and national business news and views

TAX TIPS

Stephen Elliott
Tax PD - FPA
Accountants Ltd

If termination pay-
employee's tax free
100%

ter payments are made
for all sorts of reasons,
being understood as
a genuine termination
or a payment in lieu of
notice or a payment for
early departure. It is the
first two which are tax
free. The third is not.
The first two are tax free
if the payment is made
on or before the date of
termination. The third is
not. The first two are tax
free if the payment is made
on or before the date of
termination. The third is
not.

Local social enterprise initiatives celebrated



OVER 50 social enterprises and their supporters attended a celebration at the Newry & Mourne Enterprise Agency. The event was part of the Social Enterprise Awards ceremony, which is an important programme of support helping individuals and groups explore new social enterprise ideas to help them find sustainable, socially responsible solutions to local social problems.

Local social enterprises are people who are driven by a social purpose. They are not just businesses, they are businesses with a social purpose. They are businesses that are driven by a social purpose. They are businesses that are driven by a social purpose. They are businesses that are driven by a social purpose.

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

2017-18 NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT

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 Monday
the 10th December 2018.

AGENDA

1. Chairman's Business, 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. The appointment of Auditors to the company.
11. Remembering Jim McCart - Jim McCart Suite dedication ceremony.

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 MBE, Ronan Denny, Geraldine Donnelly, Brendan Jackson, Davy Hyland, Jim McCart (deceased June 2018), John MacMahon, Kevin Magill and Frank O'Connor.

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 2017-18

Dr Conor Patterson	Chief Executive
Liam Quinn	Financial Controller
Kieran Mathers	Innovation Programme Manager
Jennifer Malone	Business Development Executive (Property)
Colin Hanna	Information, Research and Computer Technology Co-ordinator/International Relations Co-ordinator
Stephen McClelland	Social Economy Advisor
Pauline Coghlan	Work4Uplus Programme Manager
Ciara McKenna	Work4Uplus Programme Administrator
Maeve McParland	Education to Employment Programme Manager
Patricia Phillips	Office Services Co-ordinator (Retired September 2017)
Maria Coyle	Finance Officer
Michelle Frost	Receptionist
Carol Magee	Administrator
Saoirse Gregory	Web Design & ICT Support

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

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JIM McCART RIP

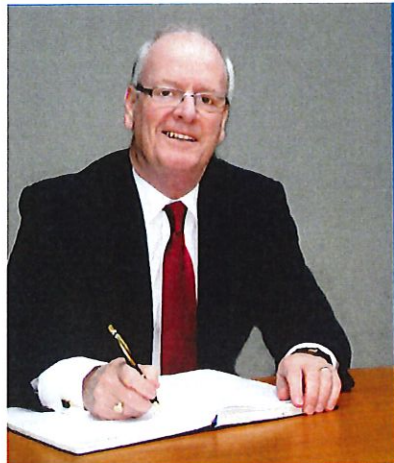


Long serving Board member, Jim McCart, died on the 3rd June 2018. Jim attended a meeting in December 1972 in the Ardmore Hotel in Newry of citizens who wanted to do something to overcome the scourge of unemployment in the Newry area, the outcome of which was the setting up of the Newry and Mourne Co-operative Society. Jim served for almost 40 years as a director of the Co-operative and Enterprise Agency. He was Northern Ireland's longest serving Councillor when he retired from Newry and Mourne District Council. He was a mine of information and advice. He would put challenges into context by referring to other earlier situations where similar issues had arisen and resolutions had been arrived at. He was very much the wise older man whose counsel was invaluable to the Board and the executive team, not least when it came to the affairs of Warrenpoint and its Port. At the AGM the Board will formally name a training room at the WIN Conference Centre the 'Jim McCart Suite' in his honour.

RETIREMENT OF PATRICIA PHILLIPS



After 41 years' service to the Co-operative and Enterprise Agency Patricia Phillips retired at the end of September 2017. Patricia was not just the longest serving employee of the Co-op but the longest serving employee in the N. Ireland Local Enterprise Agency network. Patricia's dedication and unrivalled people skills were recognised at a special dinner in her honour at the Canal Court Hotel in Newry on the 30th of September 2017.



CHAIRMAN'S REPORT

2017-18 - NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT

It would be remiss of me in reflecting on the last year not to acknowledge the passing of one of our long serving volunteer Directors, Jim McCart. Jim's perspective, wisdom, ethical compass and plain old friendship is simply irreplaceable. Jim was rightly credited as one of Warrenpoint's greatest champions. But in remembering him it is important to do justice to his internationalism, his belief that all men and women are equal before God, his sense of fair play, his commitment to non-violence and his intellect and experience of civic life stretching back to the late 1940's. He used to often reflect in Board meetings that too often lessons from history were overlooked by people who thought theirs was a unique time and that they had an exceptional destiny. He was disturbed by the implications of Brexit and strongly supported the efforts of the Co-operative & Enterprise Agency to deploy evidence, practice experience and cogent argument to speak truth onto those who had the power to ensure that needless political and economic damage was not wrought by a false prospectus which offered no evidence to justify its claims.

A big part of the free service which the Enterprise Agency provides to entrepreneurs, which has transformed the lives of thousands, is the writing of business plans to turn their ideas into reality. These are supported by extensive market research and financial projections. Government departments, funding bodies, banks, potential business partners, all require an 'economic appraisal and business plan' to accompany a proposition for their support. Yet those proposing the greatest shift in the political direction of the UK since the Second World War, Brexit, offered only the vaguest of rhetorical assertions. Some of them in Government, some of them so-called political leaders who behind a wall of bureaucratic obfuscation had developed a programme of partisanship which sought to de-legitimise every perspective other than their own sense of superiority, engaged as the last year ticked remorselessly towards March 29th 2019 in self-righteous 'group think'. Jim McCart would have said that when the mindset of a group of people narrows to reject co-operative working and collaborative critique and they press on regardless of the negative consequences rather than admit they might be wrong, history tells us that this always leads to the weakening not the strengthening of their position.

The founding principles of this organisation are co-operative working, a belief that we can learn from others, a recognition of our own humility, an understanding that the challenges faced by the human race can only be solved by working together not by a Darwinian survival of the fittest race for gated superiority. This is a time globally, not just in Britain, Ireland or the EU, of uncertainty. In this time of political and economic flux, the Newry region's journey of transformation is worthy of attention. And Newry's story of transformation has indeed been the focus of attention from the world's media. That story has been put in the context of the battle for ideas in the world today to journalists from across the globe by representatives of this organisation. This is reported in this year's Activity Report.

What our area and this organisation demonstrate is that the answer to being economically marginalised (Newry once had the highest unemployment in Europe) is not to develop a rationale based on blaming others, not to promote myths of superiority but to take responsibility to be more outward-looking and to learn from others. That's what the Work In Newry and Mourne mission has always been about – seeking out people who we can work with to better ourselves while offering them the respect of a fair return for their effort. That's not to say there weren't structural economic issues that had disadvantaged our area, not the least of which was it being pressed tight up against a hard border for most of the 20th century. We made the case to the British and Irish governments to the EC/EU and to international investors that if a way could be found to allow us to trade freely and to co-operate across jurisdictions, if the under-investment in transport links which were the legacy of decades of enforced

isolationism could be addressed, we would do the rest. And so it was. Our people went out and found new business partners, new markets, new investors, burned the midnight oil to create thousands of new businesses, some employing thousands and trading around the globe. Unemployment, the curse that inspired the creation of this organisation, was driven down to just 2% in 2018, below the Northern Ireland, British and EU averages. Our experience is testament to how international joint working can enable economic disadvantage to be overcome. Our view is now that of the vast majority of the business community, the academic community, the medical community, the voluntary sector and of the wider population in Northern Ireland. There is now an unprecedented cross community, cross sectoral business sector consensus that if Brexit is to progress, Northern Ireland should have a special set of arrangements which allow it, uniquely, to continue to export its produce into Britain and the Irish Republic and EU without hindrance and which protect citizenship rights and the North/South joint working which are enshrined in the Good Friday Agreement. The Withdrawal Agreement 'Backstop' protocol which has been the focus of so much attention in the latter part of this year exists in part because of the lobbying of this organisation in highlighting the implications of a hard Brexit for border communities and in helping to draft a set of proposals on which the Backstop was ultimately based.

It is unfortunate that Brexit has had to dominate my message this year but in my defence it has presented our area with a set of unprecedented challenges and it has similarly absorbed almost all of the 'bandwidth' of every government department and NGO in Britain and Ireland this year and filled the pages of most newspapers on a daily basis.

This Activity Report speaks to the determination of the Enterprise Agency team not only to take on the Brexit challenge but to continue to deliver a package of interventions to help our people, in particular our young people, to achieve their full potential. I urge you to read through the detail of the various initiatives reported here. I believe them to be inspired in their effectiveness and that that inspiration in turn is the product of the Enterprise Agency team's commitment to the well-being of an area which in the past suffered the collateral damage of decisions taken by people who didn't care about the consequences for Newry, South Down and South Armagh. They are determined to use the skills and education which their forbearers were unable to secure to safeguard the gains that we have made. Behind all the facts and figures are hundreds of people who this year were the better for working with our dedicated team led by Dr Conor Patterson. The longest serving member of that team Patricia Phillips, retired this year after 41 years of service. She represented with elegance the very best of the Co-op.

In conclusion, I would like to thank my fellow voluntary directors for their continued support. I would like to thank all of those who helped us during the year: the 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 Communities, Enterprise Northern Ireland, the Louth County Council Local Enterprise Office, Dundalk Chamber of Commerce, the Meath Local Enterprise Office, SRC, the European Union, our local politicians and the press, local, national and international. Finally I would also like to acknowledge the genuine efforts to address our concerns by officials of the Irish and British Governments and the European Union.

Peter McEvoy
Chairman

10th December 2018

Section I

PROVISION OF WORKSPACE

17-18 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

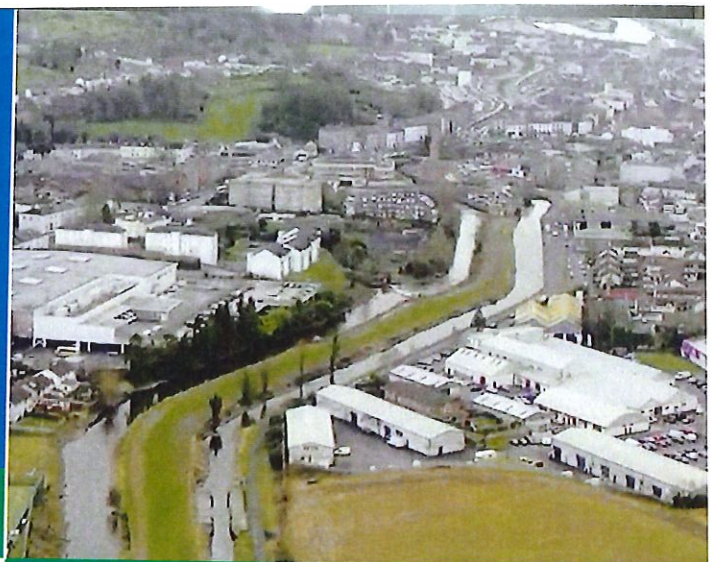
I. PROVISION OF WORKSPACE

I.1 Affordable workspace - vital economic infrastructure

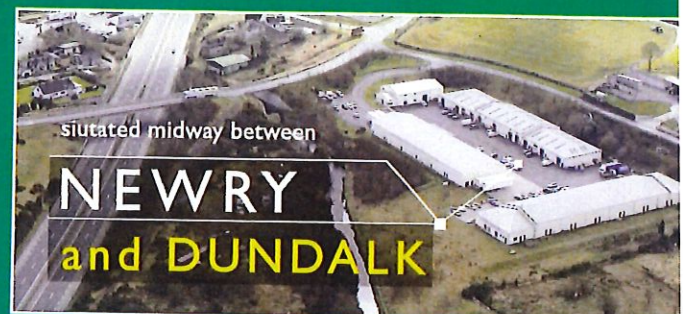
In 2017/2018 WIN Business Park in Newry city centre, Warrenpoint Enterprise Centre next to Warrenpoint port, Flurrybridge Enterprise Centre on the A1/NI Newry to Dublin road in South Armagh, Binnian Enterprise Centre at the harbour in Kilkeel and the Regional Development Centre at WIN provided 192,830 sq.ft. of light industrial and office space (96% of which was occupied during 2017/2018), within which approximately 680 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 24 people. At Flurrybridge, the Enterprise Agency now manages almost 60,000 square feet of high quality light industrial workspace, all of which was fully occupied during the year. 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 is represented on the Board of Oriel Developments Ltd.

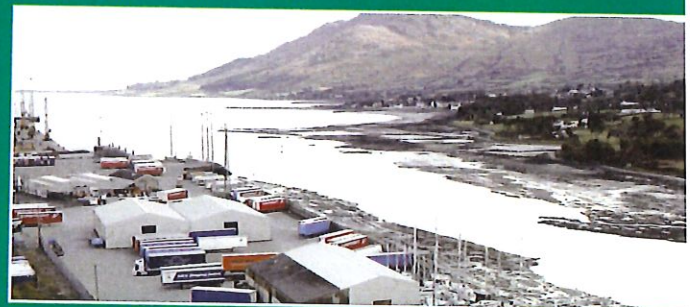
Binnian Enterprise Centre in Kilkeel was built as a joint venture with Kilkeel Development Association, under the auspices of a joint venture company, Binnian Developments Ltd. During 2017/2018 all of the



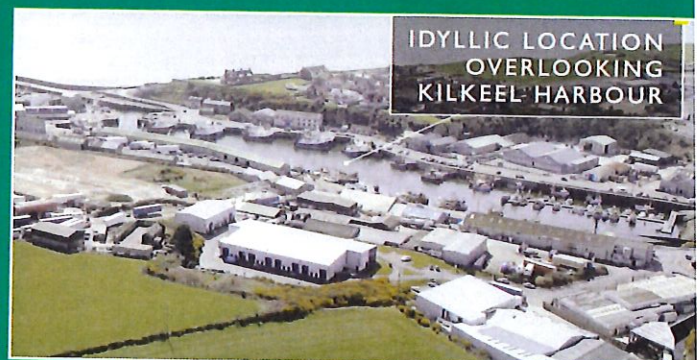
WIN Business Park, Newry



Flurrybridge Enterprise Centre



Warrenpoint Enterprise Centre, South Down



Binnian Enterprise Centre, Kilkeel, South Down

available workspace at the site was fully occupied.

During the year planning permission was secured for the refurbishment and extension of a unit at the front of the main WIN block to accommodate a specialist innovation centre, the *ThinLab*. An application for £246,000 in grant aid was submitted to the Department for Communities to fund this ambitious project.

Together with the Forkhill Area Development Association (FADA) and Newry and Mourne and Down District Council the Enterprise Agency continued during 2017/2018 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

2. BUSINESS DEVELOPMENT AND EMPLOYMENT CREATION

2.1 Business Start training and counselling during financial year 2017/2018

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

In the period from April 2017 - March 2018 Newry & Mourne Enterprise Agency continued to provide a comprehensive service package to support the creation of new businesses in the Newry & Mourne area (i.e. South Down, Newry City and South Armagh). Our strategy remains:

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

In 2017 the Enterprise Agency and its partner in the Newry and Mourne and Down District, Down Business Centre, along with the other 26 enterprise agencies in the Enterprise Northern Ireland (ENI) network, won the tender to deliver the Go-For-It NI Business Start-Up Programme. The Programme is jointly funded by all of the District Councils in Northern Ireland and the Economy Department. This has been part of a shift of responsibility for local economic development from Central Government and Invest NI to District Councils.

Liam Quinn continued to lead this effort for NMEA providing specialist finance training and advice. From April 2017 – March 2018 NMEA helped entrepreneurs in South Down, Newry and South Armagh to produce an average of 9 new start business plans per month (109 start-up business plans were completed over the twelve months from April 2017).

As a result of this support an estimated 76 new businesses were established during the year in the Newry & Mourne area despite the economic uncertainties associated with Brexit, creating an estimated 102 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, 9473 people in the Newry and Mourne area have received business start-up support in Newry and Mourne from Enterprise Agency staff.

In the seventeen years from April 2001 to March 2018 the Enterprise Agency has helped 2294 new businesses to set-up in South Down, Newry City and South Armagh creating 4106 jobs and generating tens of millions in additional income for our local economy every year.

2.2 The 'Exploring Enterprise' Programme

Between April 2017 and March 2018 Newry and Mourne Enterprise Agency along with Down Business Centre delivered the Department for the Economy and Newry Mourne and Down District Council-funded Exploring Enterprise

Seminar for
Social
Enterprises
at the WIN
Conference
Centre



SENMD
Clients
Women's
Aid and Ark
Community
Gardens



Senior Social
Enterprise
Advisor,
Stephen
McClelland



Programme. 'Exploring Enterprise' was a pre-business start programme the aim of which was 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 businesses. The Programme was open to anyone of any age not in full-time education, employment or training, with low or no qualifications. Participants had the opportunity to secure a QCF level 2 qualification in *Understanding Business Enterprise* (accredited by the CCEA).

During the year 12 people had personal development pre-assessments completed, with 11 of those going on to complete the training modules required by CCEA to obtain the accredited qualification. All 11 successfully qualified and graduated with a Level 1 certificate in "Understanding Business Enterprise."

2.3 The Newry Mourne & Down Social Enterprise Programme

Funded by Newry, Mourne and Down District Council, the Social Enterprise Newry Mourne Down Programme (SENMD) was managed and delivered by Stephen McClelland of Newry & Mourne Enterprise Agency in partnership with Down Business Centre.

During the 2017/2018 the SENMD programme addressed social need by helping social entrepreneurs and community groups to build their capacity to develop sustainable social enterprises which would ameliorate social problems and improve the lives of citizens. The SENMD programme provided 1,000 hours of mentoring to 120 individuals and 95 organisations. NMEA's bespoke expert mentoring helped 12 new not-for-profit companies to set-up 8 of whom commenced trading during 2017/2018. These new social enterprises created 12 new jobs and opportunities for 40 people to take up volunteering for the first time. SENMD also helped to lever £65,000 of revenue funding and £2,000,000 of capital funding for its social enterprise clients. Organisations supported during 2017/2018 included, The Good Space, Centred Soul and Habitat Restore in Newry, the Community Hub in Saintfield, PACT in Ardglass, Made in Mourne in Killeel, Nurture the Mournes and Carlingford Lough Sailability in Warrenpoint and An Tobar and ROGHA in South Armagh.

SENMD also worked in partnership with a number of organisations to promote the social enterprise 'model' including: Newry, Mourne and Down District Council, SH&SCT Trust, the County Down Rural Community Network, the Institute of Fundraising, the Newry Chamber of Commerce & Trade, Social Enterprise NI, and the Social Farming Support Service (DAERA). One of the most memorable highlights of the year was the success of one of our programme participants Jacinta Linden of SPACE, in winning the Northern Ireland Social Enterprise Leader of the Year Award.

Section 3

CROSS BORDER AND TRADE DEVELOPMENT ACTIVITIES AND TRANSNATIONAL PARTNERSHIPS

17-18 NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT



International Relations Co-ordinator, Colin Hanna, working with YouthNest partners.

2.4 Collaboration with Newry Mourne and Down District Council

In December 2017 Newry Mourne and Down District Council approved a Service Level Agreement (SLA) between the Council and NMEA and Down Business Centre to enable both organisations to work alongside Council officials in the delivery of 'economic initiatives' in the District.

The first initiative undertaken under the auspices of this SLA was the completion of a survey of vacant commercial properties in Newry and Downpatrick and its presentation within a dedicated interactive online platform.

2.5 Community Planning

During 2017/2018, Newry & Mourne Co-operative and Enterprise Agency was actively involved in the District Council's Community Planning framework the aim of which was to assist Newry, Mourne and Down District Council in the conception and delivery of a strategy to promote the well-being of the District and to make more efficient use of scarce resources.

The Agency is represented by Stephen McClelland on the *Economic Development, Regeneration and Tourism* thematic group, the *Community and Voluntary Sector Stakeholder Group* and the *Newry DEA*. Their deliberations focused on big issues which matter to citizens like health, education, employment, citizen safety and the environment.

3. CROSS BORDER AND TRADE DEVELOPMENT ACTIVITIES AND TRANSNATIONAL PARTNERSHIPS

3.1 The Cross Border Co-Innovate Programme

During the year, Intertrade Ireland and Enterprise Northern Ireland appointed NMEA's Kieran Mathers (as Manager) and Maria Coyle (as Senior Administrator) to co-ordinate three of the five strands of the €16.5m EU-funded NI/Rol/Scotland Co-Innovate Programme. From 2018 – 2021 Co-Innovate will help 1056 companies across the 12 northern-most counties in Ireland to become more innovative and thus more competitive. The NMEA team co-ordinated the delivery of that Co-Innovate support to companies through Northern Ireland's Local Enterprise Agencies (including NMEA) and the Rol border county Local Enterprise Offices.

In September 2016 the Special EU Programmes Body secured an agreement from the UK and Irish Governments and the EU that funds would be guaranteed to the Project beyond the envisaged departure of the UK from the EU in March 2019, until the Programme's cycle of measures was completed in 2021.

By April 2018, across the 12 county region being managed by Kieran, 65% of the target number of companies had been recruited and had begun their innovation journey through the Co-Innovate Programme. Kieran Mathers represented both ENI and the Rol Local Enterprise Organisations on the Co-Innovate Programme Management Committee which comprised representatives from Intertrade Ireland, Enterprise Ireland, the Local Enterprise Office Network, Highlands and Islands Enterprise, Scottish Enterprise and the funding authority, SEUPB.

3.2 EU YouthNest Programme

In August 2017 the NEMA international relations team was selected to participate in the EU-funded transnational YouthNest Programme. The purpose of the project was to design and develop a transnational virtual 'incubator' for young entrepreneurs from the EU's rural areas. In 2019 the YouthNest platform will be accessible free of charge to development agencies across the EU via the European Commission. NMEA's partners in the project are the Concello de Vedra in Spain, the Business Development Friesland organisation in the Netherlands, the Commune di Capannori in Italy, the Associação Juvenil de Deão in Portugal and the Obec Zemplínske Hámre in Slovakia.

10 Newry & Mourne-based young people interested in entrepreneurship will get the opportunity to spend two weeks in an 'enterprise incubator' in one of three EU regions in 2019.

3.3 East Transfrontier Region Innovate Accelerate Programme

In the autumn of 2017 NMEA established the cross border InnovateAccelerate Programme having secured funding for the initiative from Newry Mourne and Down Council, Louth County Council and Meath County Council. The Programme will support 7 companies in Newry and Mourne which have innovation potential, are interested in cross border trade and are seeking help to limit the damage Brexit might cause their businesses.

The Programme was also designed to complement the Co-Innovate Programme. InnovateAccelerate targeted companies which didn't get selected for support under the Co-Innovate Programme which had set a very high bar with respect to the 'innovativeness' of a company's development plan. NMEA's view was that companies should not be abandoned because they needed more development support to meet the Co-Innovate benchmark.



3.4 EU Age Factor Transnational Project.

During the year NMEA partnered Newry Mourne & Down District Council in its participation in the EU-funded transnational project, the purpose of which is to improve the IT skills of over 50's to improve their employability.

Section 4

COMMUNITY DEVELOPMENT

WIN - Work In Newry & Mournie

4. COMMUNITY DEVELOPMENT

4.1 Big Lottery-funded WORK4UPLUS Programme

The five year Work4Uplus Programme ended on the 31st October 2017. This £500,000 programme was funded by the UK Big Lottery's *Reaching Out & Empowering Young People* Fund. It covered the Newry, Mournie and Down, Armagh and Banbridge areas. The Programme targeted young people 'at risk' of becoming disengaged from education or training. A core aim of the Programme was to help improve the confidence and self-esteem of these young people, to develop their life skills and to bring them to a position where they were work ready or able to transition into mainstream education and training. The Agency's delivery partners were Barnardos, REACT and the Education Authority.

In 2017 the 45 young people who participated on the Programme achieved the following:

- 34 Emergency First Aid Certificates
- 12 Level 2 Certificates in Food Hygiene
- 6 ECDL (ICT) Level 1
- 34 Mind Maps completed
- 23 Hour of Code Certificates
- 37 completed CV's
- 12 participated in Volunteering activities
- 12 took up Work Placements
- 27 completed the B+positive Course
- 29 completed Relations & Sexuality course
- 35 Personal Portfolios were completed
- 9 completed the Velotech Cycle Maintenance course
- 33 completed Goal Planning sessions

The impact of these programmes is generally considered hard to measure. NMEA's Pauline Coghlan and Conor Patterson deployed a novel technique, the Rickter Scale, to try to uncover how the young people on the Programme felt about themselves and the world around them and to try to measure how their attitudes had changed as a result of their participation in the Programme. With respect to their behaviour and attitudes our young participants reported significant changes:

- Their confidence levels improved by up to 47%.
- Their view of employment training or education improved by 48%.
- Their ability to deal with difference improved by 21%.
- 20% of them more easily understood 'others point of view'.
- 41% of them were less easily influenced by others.

The 2017 participants celebrated their completion of the Programme with a 'Graduation Day' in Formula Karting Newry where their portfolios, certificates and awards were presented by NM&DDC Chair Gillian Fitzpatrick, one of her last official duties.

An Appreciation Event for those who gave their time to support our



Work4Uplus teambuilding at the WIN "Youth Haven"



Work4Uplus Champion, Buzzard Comics, WIN, Newry



Work4Uplus Nutritional Cooking training & team-buiding

work as 'Champions' and work placement providers was also hosted at WIN Conference Centre during the year. These unpaid volunteers all gave of their time to share their first-hand experience of the real world of employment and to ensure that every participant not only had a period of work experience which improved their long term job prospects but also crucially that they enjoyed themselves.

Following an independent external evaluation of the Programme we shared our practice experience in a 'Lessons Learned' event in September 2017 at NICVA in Belfast with other organisations who work with young people. The event was attended by representatives from 42 organisations operating in the private, public and community/voluntary sectors.

A study by York University estimated that the basic lifetime cost to society of someone becoming a long-term so-called 'NEET' (i.e. Not in Employment, Education or Training) was £160,613. If that person became a convicted offender, the cost could rise to as much as £2,371,000; and if a young single teenage mother had 2 children



E2E Career Pathways Presentation, Newry IMAX Cinema, November 2017



P.7 Pupils from Newry de-stressing in an E2E Mindfulness Session



Building Cultural Bridges Awards Night March 2018



P.7 pupils from the Newry Neighbourhood Renewal Area attending a 'Coder Dojo' at WIN



Building Cultural Bridges Programme Participants visiting the Bru na Boinne Museum, Feb 2018

which ended up in care the lifetime cost of that outcome could be as high as £858,000.

It was estimated in the external evaluation of our 2012-2017 Programme that its impact in terms of young people who had changed their life paths measured against these benchmarks had generated a potential total lifetime cost saving for society in Northern Ireland of £59,123,518, a phenomenal return on the investment made by the Big Lottery in this NMEA initiative.

The external evaluation concluded that:

"Although this is a very challenging and complex Programme, it has either exceeded or met all of its expected outputs and outcomes and not only is it attracting but it is retaining high numbers of young people, which is testament to its success".

These outcomes supported by testimonials from the participants who were all interviewed by an independent assessor, convinced the Big Lottery Fund to offer a further five year financial package to NMEA so that it could continue to deliver this transformative support to young people who had endured adversity from early childhood. On 20th February 2018 NMEA received a letter of offer from The BIG Lottery Empowering Young People Fund for £499,560 for a new Work4UPlus2 five year programme, with a start date of 10th April 2018. It is rare for the Big Lottery Fund to provide financial assistance for what will have been a continuous ten year period by the time the new programme ends.

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

With financial support from the Department For Communities Newry Neighbourhood Renewal Programme in 2017/18 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 economically 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 24 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 2017 under the auspices of the Programme the Agency convened a 'Career Pathways' event at the Newry IMAX cinema which was attended by more than 400 secondary school pupils from the area. It presented the career planning challenge which faces young people today in a novel and very positive way. The Agency's **Maeve McParland** was the Education2Employment Programme Manager.

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COMMUNITY DEVELOPMENT

WIN - Work In Newry & Mournie

4. COMMUNITY DEVELOPMENT

Under the auspices of the Education 2 Employment Programme, the following businesses in Newry hosted placements for pupils from the Newry Neighbourhood Renewal Area or provided other support direct to pupils in schools during the year:

- Dennison Commercials
- M Colgan & Sons
- Confederation of Community Groups
- The Cabbage Patchers
- Need of Meats
- Carneyhall Kennels
- Serenity Beauty Rooms
- George Preston Flowers
- Lily and Lace Florist
- EGO Hair and Beauty
- Thee Beauty Spot
- Lighten Up Hair
- Identity Hair Studio
- Newry IT Solutions
- Rascals and Ruffians
- The Funhouse
- Clanrye Autos
- Field Motion
- Upper Cuts Warrenpoint
- ICATU
- PIPS
- Blue Zone Technologies
- Cloud 9 Cafe
- Berling
- Shauna Faye
- Grounded
- Finnegan & Son
- Prestige Recruitment
- REIM
- The Funhouse

4.3 Newry Neighbourhood Renewal Partnership

Throughout the year the Co-operative was represented on and hosted meetings of the Newry Neighbourhood Renewal Partnership. The members of the Partnership during the year were:

The Drumalane & Quayside Close Community Association, Ballybot Community Association, Barcroft Community Association, Martin's Lane Community Association, Carnagat Community Association, Derrybeg Community Association, Meadow and Armagh Road Community Association, the Greater Linenhall Community Association, the Three Ways Community Association (High Street), the Department For Communities, Newry Mournie and Down Council, Newry & Mournie Enterprise Agency, the Confederation of Community Groups, Southern Regional College, The Southern Health & Social Services Trust, The Northern Ireland Housing Executive.



✓ The Newry Good Relations Circle, March 2018



4.4 The Building Cultural Bridges Programme

The Building Cultural Bridges Programme delivered by Newry & Mournie Enterprise Agency, managed by Pauline Coghlan, was a short programme funded and completed during the year. It was funded by the European Union's PEACE IV Programme through the Northern Ireland Executive Office.

This was an inter-generational cross-community programme which sought to bring people together to learn IT skills and meet new people while exploring those aspects of heritage and culture which united and divided them.

Our target was to recruit 50 participants but as the programme proved to be very popular and demand was high, we ended up with 62 people engaging with the programme. 36 group training sessions were delivered, covering teambuilding, creative skills and IT, in particular the constructive use of iPads, phones and android systems. This was followed by 12 e-twinning sessions using Facetime and Skype.

Inspired by the Belfast *Flags of Hope* concept the participants produced "peace bunting" which was displayed at our 'Celebration of Culture Event'.

The Programme included cultural heritage site visits to:

- The Boyne Valley Visitors Centre.
- The Bru na Boinne Visitors Centre.
- The Ulster Museum Belfast.
- Parliament Buildings, Stormont, home to the NI Assembly, followed by a tour of Belfast City Hall.

The intergenerational cross community 'Celebration of Culture' event brought everyone together to reflect on their experience of the Programme and to award certificates for training modules completed. The 'Markethill Musicians', a cross-community junior

Section 4

COMMUNITY DEVELOPMENT

17-18 NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT

school band, played tunes traditionally popular in the Protestant/Unionist/Loyalist community and the Catholic/National/Republican community.

4.5 The Newry Mourne Down Faith-Based and Church Programme (GLUE)

In November 2017 NMEA in partnership with the former CEO of the NI Mediation Network and former Victims Commissioner, Brendan McAllister, the former CEO of the Community Relations Council and current Professor of History at Ulster University, Dr Duncan Morrow and former Deputy Leader of the Ulster Unionist Party, Danny Kennedy, won a tender to deliver a three year 'Faith-Based and Church Programme' in the Newry Mourne and Down District. The initiative, which we named 'GLUE' (*Growing Leadership which can Unite Everyone*), seeks to improve relations between law enforcement agencies north and south of the border and various faith and political communities. It is funded by the EU Peace IV Programme. The Programme will establish six *Good Relations Circles* across the District. The first of two of these in Newry and South Armagh, with almost 40 members, began a series of reflections in March 2018. Groups will be established in South Down, Mid Down, East Down and Cross Border in 2019 and 2020. Pauline Coghlan co-ordinates the Programme.

As part of its commitment to inter-community good relations work, NMEA also participated in an experience exchange programme coordinated by Altnaveigh House in Newry ("Newry – A Shared City for Everyone"); and meetings were held with influential faith leader, the Reverend John Dunlop.

4.6 Technical Support to Newry Credit Union.

The Co-operative and Enterprise Agency was founded by among others a group of citizens who had in 1964 set up the Newry Credit Union and there has been a close mutually supportive relationship between the two organisations ever since. Liam Quinn has been a bridge between the Agency and the Credit Union for 18 years, serving at various points during that period as an unpaid Director, Credit Union President and Treasurer. Recognising Liam's experience, his commitment to the ethics of the Credit Union movement and his expertise as a chartered accountant the Credit Union continued until November 2017 to contract Liam to guide the organisation through a major restructuring programme which it was required to carry out during the year by the UK Financial Regulator.

4.7 Other support to the Community/Voluntary sector

Newry & Mourne Co-operative and Enterprise Agency was active in community development throughout 2017/2018:

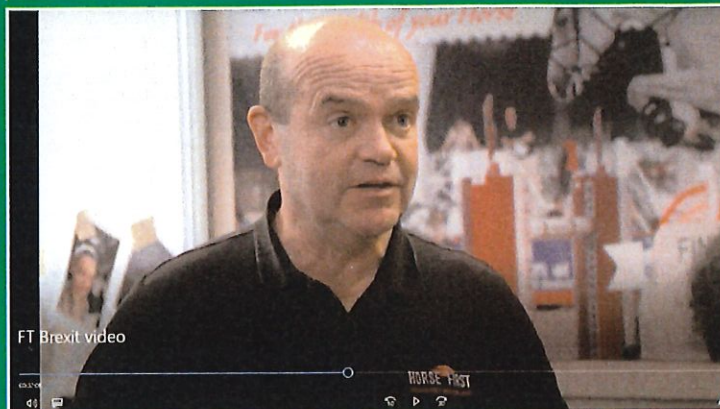
- The Co-operative sponsored a prize at the St Joseph's High School's annual achievement recognition event.



Conor Patterson

CEO, NEWRY & MOURNE ENTERPRISE AGENCY

BREXIT NEWS



FT Brexit video



Conor Patterson and other community representatives meeting Taoiseach, Leo Varadkar and Tánaiste, Simon Coveney, Dublin, February 2018



Westminster, Newry, Brussels

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- The Co-operative sponsored an annual prize for business planning on the Business Studies course at Southern Regional College.

Throughout 2017/2018 the Co-operative worked closely with its host community in Mourneview, Murphy Crescent and Canal Street in Newry.

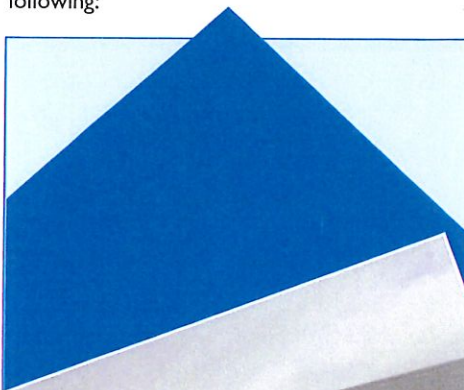
4.8 Financial support to good causes

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

Head Injury Support
Confederation of Community Groups – Shinning Light Awards
Carrickcruppen GFC
St Joseph's Boys High School
Centred Soul
Prostate Cancer
St John's Bosco GFC
Young Enterprise
Bosco Youth Club



Newry Chamber of Commerce meeting UK Deputy Prime Minister, Damian Green, Autoline, Newry, October 2017



THE DE-EUROPEANISATION OF BORDER CONFLICTS:
The Effect of Brexit on Territorial Borders and Boundaries
FRIDAY 24 JANUARY 2019, CARLTON HOUSE TERRACE, DUBLIN 1, IRELAND



Post Brexit International & Cross Border Conference

MC: Jonathan Healy, Presenter at Newstalk
13:00 Registration
14:00 Welcome by Cathaoirleach Louth County Council, Cllr Colm Markey
15:05 Welcome by Cllr Roisin Mulgrew, Chair of Newry, Mourne & Down Council
16:10 Opening Address by Tánaiste and Minister for Foreign Affairs & Trade, Simon Coveney
16:30 Continuing Risks from Brexit, Oliver Mangan, Chief Economist at AIB
16:55 Facilitated Panel Discussion
• Anne Lannigan, Head of the Brexit Unit, Enterprise Ireland
• David Roberts, Head of Economics Team, Invest NI
• Colm Gribben, CEO of Viltira
• Graham O'Rourke, CEO of Aphix Software Ltd
• Dr Conor Patterson, PRO at Newry Chamber of Commerce
• Paddy Malone, PRO at Dundalk Chamber of Commerce
17:40 Q&A Session
18:55 Local fundina, Thomas McEvoy, Head of Enterprise, Local Enterprise Office, Louth County Council

IRLANDE LA PEUR DU BREXIT

A un an du départ annoncé du Royaume-Uni de l'Union européenne, le spectre de la séparation inquiète les habitants de l'île verte. Dans le Nord, la paix est encore fragile.

de notre envoyée spéciale, Catherine Gouëset, avec Crispin Rodwell (photos)



BREXIT

Section 5

INFLUENCING POLICY AND PROMOTING THE REGION

17-18 NEWRY AND MOURNE ENTERPRISE AGENCY ACTIVITY REPORT



Meeting Michel Barnier

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. Considerable effort was devoted to supporting the ultimately successful lobbying campaign by Newry Chamber of Commerce, Newry Mourne and Down Council and the Confederation of Community Groups to retain a 24/7 Emergency Department at Daisy Hill Hospital in Newry.

5.1 Directorships

Chairman, Peter McEvoy, was treasurer/fund-raiser for 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. 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, a trustee of the Murphy Trust, a Director of Newry Chamber of Commerce and Trade, a Board member of the Creative Spark Incubation Centre in Dundalk, a member of the Greater Newry Vision Partnership and a co-opted advisor to the Board of the Confederation of Community Groups in Newry. **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 Killeel Development Association, was a Director of Binnian Developments Ltd. **Ronan Denny**, Manager of the Louth County Enterprise Fund, served as a Board member of Oriel Developments Ltd. **Jim McCart** continued until his death in June 2018 to serve as a Director of Binnian Developments Ltd, a Director of WBR Credit Union and to sit 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 as Vice Chairman and acting Chairman of 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

During 2017/2018 Conor Patterson held meetings with political stakeholders in N. Ireland, the Irish Republic, Britain and the EU as well as giving multiple press interviews to highlight the challenge which Brexit posed for the Newry border region, among them:

- An Taoiseach, Leo Varadkar
- An Tánaiste, Simon Coveney
- Rol Europe Minister; Helen McEntee
- Michel Barnier
- Katrina Williams, UK Brexit Team, Brussels
- Martin Fraser; Department of the Taoiseach
- Eamonn Molloy, Department of the Taoiseach
- Fergal Mythen, Department of Foreign Affairs.
- Sabine Weyand, European Commission Brexit Taskforce, Brussels
- Emer Deane, Irish Government Office, Brussels
- Mairead McGuinness MEP (FG), Vice President of the European

Parliament

- Diane Dodds, MEP (DUP)
- Martina Anderson MEP (SF)
- Jim Nicholson MEP (UUP)
- Brian Hayes MEP (FG)
- Matt Carthy MEP (SF)
- Sean Kelly MEP (FG)
- Liadh Ní Riadh MEP (SF)
- EU Commissioner for Agriculture and Rural Development, Phil Hogan
- Alan McCulla, Anglo North Irish Fish Producers Association
- Representatives of the CBI, UFU, Manufacturing NI, NI Retail Association.
- Steve Aiken (UUP MLA)
- The Alliance Party Brexit team
- The SDLP Brexit Team
- Dr Alasdair McDonnell
- The Sinn Féin Brexit Team
- NI Secretary of State, James Brokenshire MP
- UK Deputy Prime Minister; Damian Green MP
- Rol Revenue Commission
- David Gavaghan
- Jonathan Powell
- Dr Austen Morgan
- Rob Murphy (Customs Expert)
- Permanent Secretary, UK Department of Transport
- The US Consul
- The German NTV Chanel
- TFI, TF3, France
- The Economist
- Stern magazine, Germany
- RTÉ TV News
- ITN News
- Channel 4 News
- TV3 News
- BBC Newsline
- BBC Good Morning Ulster
- BBC Radio 5 Live
- German Public Radio
- BBC Persia
- Euro News
- Radio Latvia
- The Financial Times
- The Guardian
- Polish TV News
- L'Express Magazine, France

During the same period Conor and other N. Ireland business people and political representatives spoke about their Brexit concerns in the following formal hearings or on-the-record debates:

- Brexit Debate, The British Academy, London, January 2018.
- Brexit Conference, Carrickdale Hotel, February 2018.
- Northern Ireland Affairs Select Committee Hearing at the offices of Autoline, Newry, October 2017.
- Symposium, Edinburgh University, with Scottish and Welsh Government representatives, November 2017.
- European Commission Brexit Taskforce, Brussels, May 2017.
- Delegation of MEPs from the European Social Democratic Group, Carrickdale Hotel, May 2017.
- Delegation of MEPs from the European Left Alliance, Bagenals Castle Newry, June 2017.
- All Island Civic Dialogues on Brexit, Dublin, September 2017, DKIT April 2018.
- EU Economic and Social Committee Hearing, Ballymascanlon Hotel, June 2017.
- Oireachtas Good Friday Agreement Implementation Committee, Belfast, September 2017.
- Meeting with Michel Barnier and his Brexit Taskforce, Newry, April 2018.

Section 5

INFLUENCING POLICY AND PROMOTING THE REGION

WIN - Work In Newry & mourne

Of particular significance in 2017 was Conor's joint authorship along with Stephen Kelly of Manufacturing NI and Customs expert Rob Murphy of a paper which was submitted to the British and Irish Governments and the EU's Brexit Taskforce led by Michel Barnier; significant elements of which were incorporated into the 'Backstop' provisions in the UK/EU Withdrawal Agreement (i.e. 'Pragmatic Customs Proposals to Support NI Business Post-Brexit')

5.3 Partnership with Down Business Centre

Under the auspices of its collaborative working relationship with Down Business Centre Conor Patterson attended Down Business Centre Board meetings during the year in Downpatrick.

5.4 Newry Chamber of Commerce & Trade

The Agency represented by Conor Patterson played a significant role in supporting the work of Newry Chamber of Commerce during 2017/2018. Conor was appointed as a Director of Newry Chamber of Commerce and Trade in October 2017.

5.5 The Greater Newry Vision

During 2017/2018 the Enterprise Agency again played a central role in promoting the development of Newry City and its hinterland 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, the Department of Agriculture and Rural Development and Invest Northern Ireland. The Partnership was especially active in supporting the case to maintain 24/7 emergency care cover at Daisy Hill Hospital and lobbying alongside Newry Mourne and Down District Council for the prioritisation by Government of the Newry Southern Relief Road project.

5.6 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.

5.7 Hosting International Visits to Newry Mourne.

- The Latvian Ambassador to Ireland visited WIN in May 2017.

6. ENTERPRISE NORTHERN IRELAND

The Agency was one of the founders of Enterprise Northern Ireland which represents the interests of Northern Ireland's 31 Local Enterprise Agencies, contributes to policy making and develops and implements Northern Ireland-wide business development programmes. During the year Conor Patterson represented the Newry Mourne and Down District on the Board of Enterprise Northern Ireland.

Pragmatic Customs Proposals to support NI Business post-Brexit

A foundation paper to assist policy-makers, politicians, customs authorities and business in working together to find practical and workable solutions and avoid a damaging trade border between Northern Ireland and Great Britain or on the island of 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 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 business parks and enterprise centres across Northern Ireland.

7. CONFERENCING & OFFICE SERVICES

Our Conferencing and Office Services, which include conference room hire and servicing, a postal service, word processing, photocopying and colour printing 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 9001 Operational Manual includes procedures for:

- Managed Workspace
- Training
- Office/Secretarial services
- Business Start
- Business Counselling
- 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 which is registered in the Irish Republic is to tender for commercial work and secure commercial rates for our expertise and to bid for EU work.

In so doing we aim:

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 the Republic of Ireland, the EU and other international markets.

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

Section 6-7

BOARD OF DIRECTORS & ENTERPRISE AGENCY STAFF 2017-18



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



Chairman
Peter McEvoy



Vice-Chairman
Kevin Starrs



Secretary
Michael Hughes



Director
John MacMahon



Director
Gordon Coulter, M.B.E.



Director
Jim McCart (R.I.P)



Director
Claire McCullough
(appointed June 2017)



Director
Kevin Magill



Director
Ronan Dennedy



Director
Davy Hyland



Director
Geraldine Donnelly



Director
Brendan Jackson

7. NEWRY & MOURNE ENTERPRISE AGENCY - STAFF 2017-18



Dr. Conor Patterson
Chief Executive



Liam Quinn
Financial Controller



Kieran Mathers
Innovation Programmes Manager



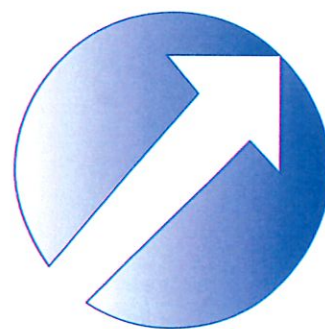
Jennifer Malone
Senior Business Development Executive (Property)



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 (retired)



Maria Coyle
Finance Officer



Carol Magee
Administrator



Saoirse Gregory
Web Design & ICT Support

WIN - Work In Newry & mourne



WIN - Work In Newry & mourne

Newry & Mourne Co-operative & Enterprise Agency
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