

NEWRY & MOURNE
CO-OPERATIVE LIMITED



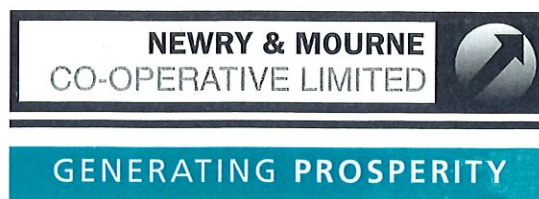
GENERATING PROSPERITY

NEWRY & MOURNE CO-OPERATIVE
NEWRY & MOURNE DEVELOPMENTS PLC
INCORPORATING
NEWRY & MOURNE ENTERPRISE AGENCY
A COMMUNITY BASED PROJECT



Annual Report

1998-99



NEWRY & MOURNE Co-OPERATIVE

NEWRY & MOURNE DEVELOPMENTS PLC

INCORPORATING

NEWRY & MOURNE ENTERPRISE AGENCY

Annual Report

1998-99
FINANCIAL STATEMENT

Annual Report

NEWRY & MOURNE CO-OPERATIVE

The Twenty Fifth Annual General Meeting of

**NEWRY & MOURNE
CO-OPERATIVE LIMITED**



Incorporating
NEWRY & MOURNE ENTERPRISE AGENCY

Held in Confederation of Community Groups,
Ballybot House, 24 Cornmarket,
Newry, Co. Down at 7.00pm on 9th December 1999

AGENDA

1. Apologies.
2. Minutes of Last Annual General Meeting.
3. Chairman's Report.
4. Enterprise Agency Report
5. Financial Director's Report.
6. Auditor's Report.
7. Elections to Board of Directors.
8. Election of Corporate Representatives to
Annual General Meeting of Newry and Mourne
Developments PLC.

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

BOARD OF DIRECTORS

Chairman: John MacMahon

Vice-Chairman: Sheila McGuigan

Secretary: Kevin Starrs

Directors: Conor Patterson, Michael Hughes,
Joe Magill, Gordon Coulter, Peter McEvoy, Councillor Jim
McCart, Peter Fitzsimmons, Kathleen Magee, Kevin Magill,
Ronan Dennedy.

BANKERS

Ulster Bank, Hill Street, Newry

AUDITORS

Fitzpatrick & Kearney,
10c Marcus Square, Newry

SOLICITORS

Donnelly, Neary & Donnelly
Downshire Road, Newry

NEWRY & MOURNE CO-OPERATIVE STAFF 1998/1999

Conor Patterson	Chief Executive
Liam Quinn	Financial Controller
Michael Durkin	Senior Business Development Executive (Manufacturing & Technology)
Paul McCormack	Senior Business Development Executive - Part-Time (Manufacturing & Technology)
Sharon McGrath	Programme Manager - Territorial Employment Pact
John O'Hare	Programme Manager (Newry/Dundalk Business Linkage Programme)
Barbara Whitfield	Senior Business Development Executive
Jennifer Malone	Business Development Executive (Property)
Gráinne Moody	Business Development Executive
Enda Magill	Business Development Executive (Community Development)
Clodhna Geraghty	Business Development Executive (Community Development)
Declan Carroll	Planning & Research Executive
Rachael McCamley	Development Officer (Peace & Reconciliation)
Patricia Phillips	Office Services Co-ordinator
Maria Coyle	Finance Officer
Michelle Frost	Receptionist
Deirdre Goss	Receptionist

Chairmans Report

This is the twenty-fifth Annual Report of Newry & Mourne Co-operative. It is an honour to have been the Chairman of the organisation in what was its twenty-sixth year of activity and to have been involved in co-ordinating the service to the public provided by the Co-operative and Enterprise Agency division during 1998/99.

The Co-operative's role in contributing to job creation and to the prosperity and social stability of Newry, South Down and South Armagh was a significant one during the year. Our Board and Executive team have further developed the Co-operative position as a stakeholder in the creation of a brighter future for our young people.

1998/99 saw major investment by the private sector in Newry, particularly in retail and leisure. The Quay's complex for example represented the largest single private investment in Newry this century (some £55 million). The arrival of Sainsbury's, Roches, B&Q, the Omniplex Cinema and many more new shops has brought an undoubted vibrancy and confidence to Newry. Unemployment has fallen to single figures and emigration has almost ceased. The reversal in fortunes in such a short period of time is remarkable, to the extent that Newry's economic development has been featured by the media nationally and internationally in the last year.

Political stability and the surging economy of the Republic have had an economically beneficial effect on our region. No longer are we on the periphery of a State whose priorities were not to our advantage. We are now able to exploit our geographical situation midway between Belfast and Dublin, as the pivot between the North and South.

The location of Xerox in our sister town, Dundalk, is a great boost to our region. Not only does it offer high calibre employment opportunities and the potential for lucrative supply contracts, it puts the east coast border region on the map as one of Europe's premier locations for high technology foreign investors. The arrival of Xerox will, I believe, be an enormous influence on the location decisions of future investors.

However, while Newry & Mourne will undoubtedly benefit, the location of Xerox in Dundalk has also served to highlight the negative effect of currency and taxation disparities between North and South. The Co-operative has concentrated much effort in the last year on lobbying for these disparities to be addressed. They distort trade patterns and they are most certainly preventing Newry & Mourne from achieving its potential economically.

We must continue to strive to create more jobs and more prosperity in our region because there remain within it areas of concentrated deprivation where people's quality of life has not improved along with the majority and where there is a sense of alienation that will, unless it is addressed, have disturbing social consequences for us all in the future.

Therefore we must concentrate on ensuring that the improvement in our local economy is not a short lived phenomenon and that we bring diverse employment opportunities for all our people; that we enable our firms to compete with the

best; and that in all of this we work to improve the quality of life of the weaker and the less advantaged in our society. The Co-operative's vision is of a prosperous Newry & Mourne in which all its citizens are able to fulfil their potential and so enjoy a good quality of life.

The provision of low cost high quality workspace remains important to us because we believe it forms an essential component of the infrastructure of a successful economy. To that end, during the year we began an expansion at WIN to make a further 30,000 square feet of manufacturing and business service units available to small businesses. We also secured, with ROSA, funding for a 20,000 square feet business park at Flurrybridge near Jonesborough, and we extended Warrenpoint Enterprise Centre by 2,000 square feet.

In this, the last year of the 20th Century, the Co-operative itself has been re-evaluating its role and the contribution it can make to the community in the year ahead. We hope to diversify the Co-operative's range of activities, most notably by investing in commercial enterprises in which the Co-operative will be the principal shareholder.

Our long term vision for the Co-operative is of an independent, politically non-aligned, non-profit-taking foundation, contributing to prosperity and well-being for all the people of our region.

In pursuit of this goal, the Co-operative, through the Enterprise Agency, has placed great emphasis on its partnership with Newry & Mourne District Council, LEDU, DANI, the IFL, and other agencies.

Our ability to pursue this collaborative agenda has, to a considerable degree, been made possible by the commitment of the Newry & Mourne District Council. I would like to pay special tribute to our Councillors and their officials for their efforts on behalf of the people of Newry, South Down and South Armagh.

I would like to thank our Chief Executive, Conor Patterson, and the staff of the Co-operative and Enterprise Agency. The range of activities listed in this report and the influence which the Co-operative, as a relatively modestly resourced organisation, has been able to exercise, testifies to the quality of our team and their commitment to the community.

Finally, I would like to thank my fellow Directors for their continued voluntary commitment to the ideal of the Co-operative which remain as relevant today as they were in the early 70's.

John McEllen



The Enterprise Agency - Activity Report

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

Our main objectives are: 1) to increase the stock of new businesses and increase the competitiveness of existing businesses in the Newry & Mourne area; and 2) to assist in the strategic development of the region by advising on the efficient allocation of resources, promoting the region as an investment location, and contributing to central and local government policy making. The range of initiatives which we are now involved in is outlined below.

1. PROVISION OF WORKSPACE

1.1 LOW COST WORKSPACE - VITAL ECONOMIC INFRA-STRUCTURE

In 1998/99 WIN Business Park, Warrenpoint Enterprise Centre and the RDC at WIN provided 82 business units for 75 businesses, occupying approximately 70,000 sq. ft. and employing 350 people. During the year the level of occupancy in the three centres was 100%.

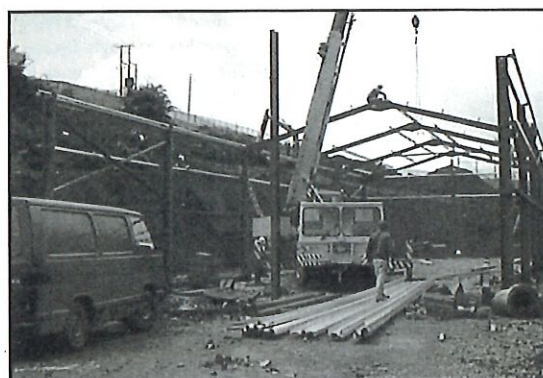
1.2 EXPANDING WORKSPACE PROVISION

During 1998/99 work on a refurbishment programme for the derelict area of WIN Business Park which had in previous years been occupied by Community Industries was completed creating 6 office and 3 manufacturing units at a cost of approximately £350,000. Work was also completed on a 2,000 sq. ft. (20%) extension to the Enterprise units at Warrenpoint Enterprise Centre.

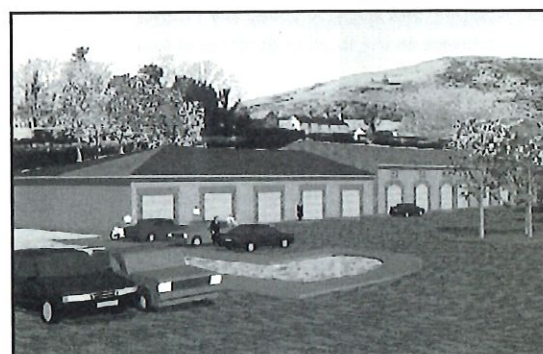
A major (18,500 sq. ft.) workspace expansion at WIN got underway in the middle of March 1999 and funding was secured for the development of a 20,000 sq. ft Enterprise Park at Flurrybridge (promoted as a partnership with ROSA, the Regeneration of South Armagh, under the auspices of a joint holding company ORIEL DEVELOPMENTS LTD).



The new Linenhall House complex



New manufacturing units under construction at WIN



An artist's impression of the proposed Border Enterprise Park at Flurrybridge (construction due to get underway in February 2000)

The Enterprise Agency - Activity Report

2. DEVELOPMENT OF NEW BUSINESS AND EMPLOYMENT

In 1998/99 the Agency was involved in a wide range of activities to support business development in Newry & Mourne:

2.1 COUNSELLING

This year our business counseling service for prospective start-up companies was provided under the Business Start Programme to 106 local people which means that a total of 4305 people have availed of this service since 1984. Under equal opportunity legislation we are required to monitor the perceived cultural/religious affiliation of clients assisted under the programme. During the year 32% of those counselled were from the Protestant community. The Protestant community accounts for approximately 20% of the population of Newry and Mourne. This is a free and confidential service, which we are able to provide because of support from LEDU; it is provided to anyone considering the option of self-employment.

2.2 TRAINING

2.2.1 BUSINESS START

Developing the skills of managers and employees is the key to business success. It is therefore important that anyone considering the self-employment option takes the opportunity to complete Business Start Training.

From April 1998 to March 1999 we provided 10 training courses for 93 people. Business Start training is funded by LEDU and is free of charge to participants.

During the year the Agency in partnership with the District Council and LEDU helped to set up 87 new businesses in Newry & Mourne through the Business Start Programme, creating 132 jobs.



A new partnership with Newry and Mourne District Council was formed to deliver assistance to new businesses under the Business Start programme.

2.2.2 OTHER TRAINING

The Agency also delivered training through a number of other target programmes: 1) the Enterprise Training for Part-time Business Programme which provided training for 15 people; 2) the KITE Programme for Killeel Development Association; and 3) the NOW/WILL Programme for Southern Group Enterprises Ltd.

2.2.3 NORTHERN IRELAND BUSINESS DEVELOPMENT CONSORTIUM

During the year the Agency joined a consortium of Enterprise Agencies in Counties Armagh and Down with a view to jointly bidding for public sector tenders.

2.3 NEWRY & MOURNE ENTERPRISE FUND

The Enterprise Fund is now in its fourteenth year and has made a significant impact in terms of financial support for new businesses in the area. To date the Fund has made 295 loans totalling £463,050. The recipients of the Fund have been able to raise further financial support from local banks, LEDU and the Princes Youth Business Trust. In the year under review 8 projects were approved for financial support. The Fund is an integral part of the Agency's activities but particular mention should be made of our external finance committee members, Mr R Connolly, Ulster Bank and Mr P Kane, FM Systems.

2.4 COMMUNITY BUSINESS PROGRAMME

The Enterprise Agency manages and administers the Community Business Start-up Programme for LEDU in the Southern Region (i.e. in the District Council areas of Newry & Mourne, Banbridge, Craigavon, Armagh City and District and Down) up to March 2000.

The main aim of the Programme is to establish and develop community based businesses which will be economically sustainable. Enda Magill manages the Programme. New Groups supported during the year included:

The South Armagh Community Initiative; Keady 2000; MARCIA; Armagh Unemployed Group; Down Transport; Steve Ltd; Mourne Activity Breaks; South Armagh Social Enterprise Group; Zero8teen; Nai Scoil Ard Mhacha; NSF Banbridge; Cumann na Meirleach, Iniscora Ironing Services Ltd.

The following community businesses began trading during the year as a result of the assistance provided by the Agency and LEDU:

- Brownlow Maintenance Services Ltd
- Vincents Downpatrick Ltd
- OZANAM Enterprises Ltd



Members of Cumann na Meirleach with whom the Community Business team have been working

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2.5 PEACE & RECONCILIATION PROGRAMME

During 1998/99 the Agency continued to service the Peace & Reconciliation District Partnership Programme in Newry & Mourne, as part of the Consortium formed with Newry & Mourne District Council.

By March 1998 the District Partnership had committed £4.2 million to projects and programmes in the Newry & Mourne area. The impact of the programme right across the region, the efficiency of its delivery and the innovativeness of its strategic approach were remarked upon publicly by the Secretary of State.

During the year the Consortium of Newry & Mourne Enterprise Agency and Newry & Mourne District Council was re-appointed by the District Partnership to continue implementing the programme up to 31 December 2001.

2.6. PESCA PROGRAMME

In January 1999 the Agency's contract was renewed with the Department of Agriculture NI to administer and manage the Northern Ireland PESCA Programme, which provides EU aid to fishing dependent communities in Northern Ireland. By 31 March 1999 100% of the three year PESCA Programme budget had been allocated and the role of the Agency had been changed to assisting project implementation and the monitoring and evaluation of projects. An independent mid-term evaluation of the Programme by Edinburgh based Nautilus Consultants during 1998 stated that: *"The high proportion of individuals and private sector applicants compared to other regions is encouraging and a credit to the delivery organisation. All parties involved in the delivery of the Programme have developed good working relationships."* The success of the PESCA Programme was in no small measure due to the efficiency and dedication of Barbara Whitfield.

2.7 TERRITORIAL EMPLOYMENT PACT

In April 1998 the Agency was formally appointed by Newry and Mourne District Council and the European Commission to administer Northern Ireland's only Territorial Employment Pact. A strategy was submitted to the European Commission in June and 250,000 Ecu allocated on its approval in July 1998. In October following the appointment of Sharon McGrath as

Programme Manager, an Action Plan was submitted to Brussels in December 1998 detailing how the Pact in Newry and Mourne proposed to develop innovative new approaches to the problem of imbalances in the labour market.

2.8 NEWRY AND MOURNE DISTRICT COUNCIL LOCAL ECONOMIC DEVELOPMENT STRATEGY

During 1998/99 the Agency was the principal deliverer of measures in Newry & Mourne District Council Local Economic Development Strategy. During the year the Agency implemented the following programmes to which Newry & Mourne District Council made a financial contribution:

- Newry & Mourne Ambassadors Club
- Export Development in TSN Areas
- Enterprise Training for Part-time Businesses
- Rural Outreach Programme
- Manufacturing Effectiveness Programme
- Entrepreneur Linkage Programme
- Newry & Mourne Business Education Partnership
 - Cross Border:
 - Newry/Dundalk Business Linkage Programme
 - Product Transfer Programme
 - PLATO Programme

Several of these programmes were co-funded by LEDU.

Details of these Programmes are set out below:

2.8.1 NEWRY AND MOURNE EXPATRIATE NETWORK (AMBASSADORS CLUB)

During the year the Agency expanded its expatriate Network, the Newry & Mourne Ambassadors Club to include more than 400 members across the world. The Club is a network of graduates and business people originally from the Newry & Mourne area now living overseas who wish to be involved in regeneration initiatives in the area and to be kept informed of the development of the area's business and trade. It is hoped that some of these may be encouraged to return home to set up in business. A news bulletin for expatriates, "Vision 21", was published each quarter during 1998/99 and distributed to some 1,200 expatriates and key influencers each quarter.

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2.8.2 EXPORT DEVELOPMENT PROGRAMME IN TSN AREAS

This Programme was co-funded by the Peace & Reconciliation District Partnership. Its focus was on young companies with export potential. They were provided with mentoring, a business plan and assistance to attend overseas joint venture brokering events. In addition, it enabled the Agency to represent the interests of more than 20 Newry & Mourne companies at trade events in Europe. During 1998/99 the Agency represented Newry & Mourne companies at the following European trade fairs:

- Apeldoorn, Holland
- Valencia, Spain
- Dortmund, Germany.

As a result of the programme two Newry & Mourne companies signed trade deals during the year : Newry Hydraulics and NA Distribution.



Conor Patterson, Michael Durkin and Paul McCormack pictured at a joint venture agreement contract signing between Newry Hydraulics and Schieffer Ltd of Germany.



Michael Durkin pictured at a deal signing ceremony between NA Distribution and Aerometal SA of Barcelona.



Some of those who participated in an Agency organised Seminar on the Dutch market

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2.8.3 ENTERPRISE TRAINING FOR PART-TIME BUSINESSES

Following a successful pilot programme in South Armagh, this programme for part-time businesses wishing to develop into full-time trading was mainstreamed across Newry & Mourne. During the year 15 part-time business owner/managers received advice and counseling.

This programme was co-funded by LEDU and the Department of Agriculture Northern Ireland.

2.8.4 RURAL OUTREACH PROGRAMME

This programme enabled the Agency to hold a monthly surgery in Crossmaglen and in various centres in South Down for people considering starting or expanding a business. The Agency was also able to provide on-site counselling more generally for people interested in accessing grants for community development, as well as students interested in a career in business. This programme was co-funded by LEDU/

2.8.5 MANUFACTURING EFFECTIVENESS PROGRAMME

Also part funded by LEDU, this programme provided a unique, practical service to local manufacturers. It provided technical advice on restructuring production lines, saving energy, scrap reduction and productivity increases. As an example of its impact one company employing 25 people was saved from clo-

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sure. The 3 companies assisted achieved improvements in production efficiency ranging from 25%-50%.

2.8.6 ENTREPRENEUR LINKAGE PROGRAMME

This programme secured additional funding from the Rural Development Council to deliver 4 actions:

- Business Prompt
- Business Linkage
- Business Excellence
- Doing Business trade event

2.8.7 NEWRY & MOURNE BUSINESS EDUCATION PARTNERSHIP

The Agency is the managing agent for the Business Education Partnership in Newry and Mourne. The Business Education Partnership links all Newry & Mourne's 16 post-primary schools and representatives of the business community in the region. The aim of the Business Education Partnership is to: (a) improve the employability and achievement levels of our young people, and b) provide schools with a sharper economic focus by facilitating collaboration with the commercial/industrial community.

Among the activities of the Business Education Partnership during 1998/99 were:

- a series of Enterprise Awareness events for pupils aged 14-16
- an industrial placement programme for teachers in the region
- a science and technology awareness raising event
- preparation for a major careers convention later in 1999
- a cross community cultural awareness programme for pupils and teachers.

The Newry and Mourne Business Education Partnership was presented with an award by Education Minister, John McFall, during the year for the innovative programme of activity it had delivered



Members of the Newry and Mourne BEP who received an award from Education Minister, John McFall and British Telecom.

2.9 LEDU ACTION PLAN

LEDU co-funds several of the District Council sponsored initiatives listed above. LEDU is also the principal funder of:

- The Business Start Programme
- The Community Business Programme
- Both of which are referred to earlier in this report.

In addition LEDU was the funder of the following pilot initiative:

THE BUSINESS INCUBATION PROGRAMME

The BIP provided intensive assistance to two new companies with growth potential during the year.

3. CROSS BORDER PARTNERSHIPS AND ACTIVITIES

3.1 NEWRY & MOURNE/LOUTH PRODUCT TRANSFER PROGRAMME

This major joint initiative between the Enterprise Agency, the Louth County Enterprise Board and International Business Initiatives Belfast aims to introduce new products and/or manufacturing processes into the Newry & Mourne/Louth region under licence from North America. Twenty-four companies were recruited onto an intensive programme of assessment, training and market research.

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In October 1998 the Agency co-ordinated with the Louth County Enterprise Board a trade mission to Chicago and Pittsburgh. 10 companies from Newry and Mourne and County Louth participated along with civic leaders from both areas. At least two signed trade deals resulted from the mission.



Some of those who participated in the Trade Mission to Chicago and Pittsburgh organised by the Agency and the Louth County Enterprise Board - October 1998

3.2 NEWRY/DUNDALK BUSINESS LINKAGE PROGRAMME

During the year, this major programme to stimulate trade, business co-operation and Government Agency collaboration between Newry and Dundalk co-ordinated a series of information sharing conventions of business, statutory and community sector organisations from Newry and Dundalk.



Members of the Newry/Dundalk Business Linkage Forum including Board Members John MacMahon, Kevin Magill and Ronan Dennedy meet the Xerox Corporation in Newry

3.3 NEWRY/DUNDALK COMMUNITY LEADERSHIP AND ENTERPRISE DEVELOPMENT PROGRAMMES

3.3.1 COMMUNITY LEADERSHIP/ADVANCED ECONOMIC DEVELOPMENT TRAINING

In March 1998 the Agency launched an innovative training programme for community activists from Newry & Mourne and Dundalk. The Programme was accredited by the Northern Ireland Open college Network at Level III (i.e. providing university entry). The aim of the Programme is to formally validate the experience of community activists and to provide structured training to enhance their ability to engage in community economic development.

The following groups completed the programme during 1998/99.

- Meadow/Armagh Road (Newry)
- Whitegates Community Business (Newry)
- Kilkeel Development Association
- Camlough Regeneration
- Central Mournes Community Association
- Redeemer Parish Council (Dundalk)
- GROW (Dundalk and Drogheda)
- Dundalk Deaf & Hard of Hearing

A second group was recruited early in 1999 for a second programme which will run to early 2000:

- Hilltown Community Association
- Omeath District Development Co Ltd
- Failte Abhaile (Dundalk)
- Cumann na Meirleach
- Newry & Mourne Carers Association
- The Ulster Society (Newry & District)
- West Ferrard Boyne Rural Development Group (Drogheda)
- Drogheda Area Womens Network

3.3.2 SKILLS SURVEY

A major survey of skills shortages in Newry & Mourne and Louth was published in May 1998.

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3.4 PLATO

During the year a new group of 80 small companies from Newry and Mourne and County Louth were recruited onto the Programme setting up a series of mutually supportive groups which were able to draw on free advice and expertise from eleven large parent companies based in the region - Quantum; Heinz; ABB; Coca Cola; Premier Periclase; SCA Packaging; Guinness; Glen Dimplex Group; Harris Ireland; FM Systems and Dundalk Institute of Technology. This group will complete its programme in what is Europe's only cross border PLATO network in November 2000.

- The Agency facilitated an award of £2,000 by the Cadbury Trust to the Mourneview Community Association.
- The Canal Street Group and the Mourneview Community Association were both offered the meeting rooms and administrative services of the Co-operative free of charge;
- The Co-operative provided sponsorship to the Mountainview Football Team in Mourneview/Murphy Crescent
- The Co-operative part sponsored a Christmas Party for the elderly residents of Mourneview/Murphy Crescent.

3.5 APPRAISOR OF PROJECTS IN BORDER COUNTIES

In the course of the year the Agency appraised some 15 projects for Combat Poverty/ADM in the Irish Republic.

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

4. COMMUNITY DEVELOPMENT

The Co-operative was active in community development in Newry & Mourne through the **Community Regeneration Agencies Network (CRAN)**, a partnership of community based regeneration agencies in the Newry & Mourne area. The members of CRAN are Newry & Mourne Co-operative, ROSA (Regeneration of South Armagh), ROMAL (Regeneration of the Mournes Area Ltd), and the Confederation of Community Groups.

- Flax Trust
- St. John Bosco Youth Club
- McManus Court Residents
- Newry Musical Society
- Cancer Research
- Maracycle
- British Blind Sports
- St. Jude's
- Children with Leukaemia
- Kilbroney 2000
- Provision of administrative support for Concern

The Co-operative is also represented at Board level on the District Partnership for Peace & Reconciliation by Mr Michael Hughes.

The Co-operative Enterprise Agency division has played a pivotal role in the delivery of the Peace & Reconciliation Programme in Newry & Mourne which has had a very significant impact on disadvantaged communities and excluded groups across Newry & Mourne.

During 1998/99 the Co-operative has worked closely with its host community in Mourneview, Murphy Crescent and canal Street:

- Jennifer Malone represented the Co-operative on the Canal Street/North Ward Regeneration Group and chairs the Canal Street Heritage Partnership.



The Agency hosted a visit to WIN by pupils of Rathfriland Hill Special School

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5. INFLUENCING POLICY & PROMOTING THE REGION

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

Conor Patterson, Chief Executive, served as Chairman of the Newry & Mourne Economic Forum, a member of the South Down/South Armagh LEADER Action Group, a Board member of Enterprise Newry, a Board member of the Ulster Community Conference Ltd and a member of the PLATO Steering Committee. He also sat on the CBI/IBEC Belfast-Dublin Economic Corridor Task Force.

Michael Hughes represented the Co-operative as a Board member on the District Partnership for Peace & Reconciliation. Chairman John MacMahon was a Board member of ROSA. Peter Fitzsimmons was Chairman of the Newry & Mourne Business Education Partnership, a member of the LEDU Finance Committee and a member of the CBI. Gordon Coulter (M.B.E.) was Chairman of Killeel Development Association and Chairman of the Business In The Community Leadership Team in Newry & Mourne. Joe Magill was a Board member of Enterprise Newry whilst Ronan Dennedy was a member of the PLATO Steering Committee and the Newry/Dundalk Business Linkage Forum. Peter McEvoy was Chairman of the Northern Ireland Business Education Partnership Cultural Awareness Working Group. Jim McCart, as well as being a Northern Ireland's longest serving District Councillor, was on the Board of the Warrenpoint Harbour Authority, the Board of Governors of Newry and Killeel Institute of Further and Higher Education, and the Southern Education and Library Board.

During the year the Agency hosted visits to the region by:

- The UK Foreign and Commonwealth Office
- The Canadian Junior Foreign Minister, Mary Ellen Kenny
- The Irish Consul in Chicago

In February 1999 Conor Patterson gave a presentation to An Taoiseach Bertie Ahern on the Newry and Mourne Peace and Reconciliation Programme and on the Territorial Employment Pact.

The Agency devoted considerable effort to promoting a posi-

tive image of Newry nationally and internationally. In that context it co-ordinated visits to and subsequent coverage of the region by:

- The Wall Street Journal
- The International Herald Tribune
- The BBC Money Programme
- The BBC Nine O'clock News
- The American ABC Network
- France 3.



Chairman John MacMahon and Chief Executive Conor Patterson with An Taoiseach Bertie Ahern

6. BUSINESS LIBRARY

The Business Library is a valuable resource for the community providing a wide range of business reference material. It is a free service which business owners, third level students and school pupils are encouraged to use.

As well as being an access point for the EU sponsored Euro Info Centre at Dundalk Institute of Technology, the library is now an access centre for the LEDU sponsored EDNET economic development network in Northern Ireland. The Agency now provides on-line access to information on global trade opportunities, market research, policy development, legislation and tender opportunities as well as access to the Internet.

7. OFFICE SERVICES

Our Office Services which include telephone answering, word processing, desk-top publishing, photocopying, colour printing

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and fax are available to businesses, community organisations, voluntary organisations and individuals. Michelle Frost and Deirdre Goss, our Receptionists handle all our enquiries.

8. QUALITY ACCREDITATION

The Enterprise Agency has been registered as a BS5750 (ISO 9002) quality assured body since June 1991. During the year the Agency had its internationally recognised accreditation renewed by the UK National Quality Assurance (NQA) organisation.

The ISO 9002 Operational Manual includes procedures for:

- Managed Workspace
- Training
- Manufacturing Support Programmes
- Office/Secretarial services
- Self Start
- Business Counselling
- PESCA
- Enterprise Fund
- Peace & Reconciliation
- Newry & Mourne Directory
- Newry & Mourne District Council Programmes
- Community Business
- Cross Border Programmes
- Supplier Approval/Purchasing
- Quality Audit
- Library

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. LEDU CAPABILITY REGISTER

During the year LEDU carried out a comprehensive audit of the capabilities of all Northern Ireland's LEA's, looking at the quality of the workspace provided, their competence as business counsellors and managers of economic development programmes, and their role in the strategic development of their areas. The aim of this exercise was primarily to set benchmark standards for economic and business development delivery agents.

Newry & Mourne Enterprise Agency was ranked by LEDU as a highly competent and efficient "A - class" organisation.

10. NEW STAFF

Paul McCormack

(Senior Business Development Executive - Manufacturing & Technology)



Paul joined the Agency from an engineering company in the Irish Republic where he worked as Production Engineering Manager. As well as having lectured in engineering, electronics and micro-electronics, Paul has set up his own business designing and manufacturing packaging and materials handling machinery. He is a winner of a DTI SMART award for technical innovation. Paul is a graduate of the University of Ulster and the University of Keele.

Rachael McCamley

(Peace & Reconciliation Development Officer)



Rachael joined the Agency from Price Waterhouse where she worked as a researcher. Rachael is an honours graduate of Queens University Belfast.

Clíodhna Geraghty

(Community Business Manager - Part-time)



Clíodhna joined the Agency from Springhill Development Agency in Belfast. She has more than 13 years experience of working in the Community sector in Northern Ireland and the Irish Republic. Clíodhna is an honours graduate of University College, Galway.

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Sharon McGrath

(TEP Programme Manager)



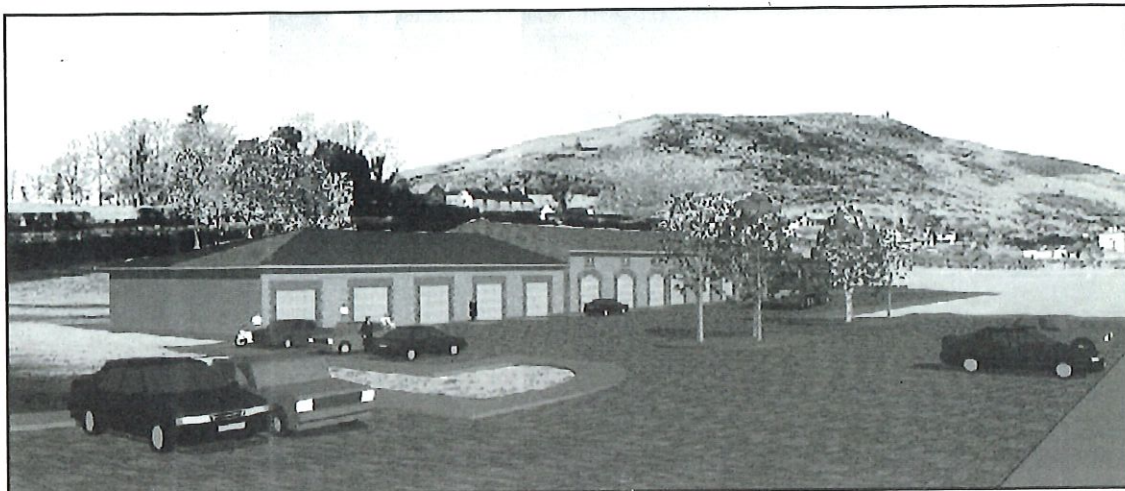
In September 1998 Sharon was appointed as Manager of the European Commission sponsored Territorial Employment Pact having previously been employed by the Agency as Peace and Reconciliation Development Officer. Before joining the Agency Sharon worked in banking and the community development sector in Scotland. Sharon also worked for the Northern Ireland Civil Service. Sharon holds a Commerce degree from the prestigious University of Edinburgh.

Declan Carroll

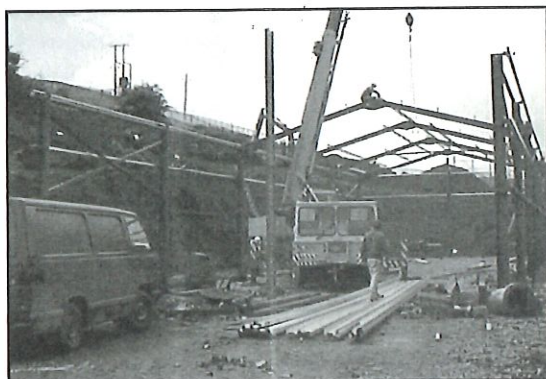
(Planning and Research Executive)



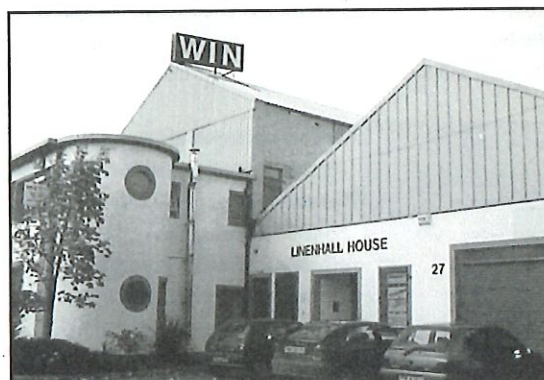
Declan was appointed during the year to co-ordinate socio-economic research and to manage the Agency's on-line business library. He is a History and Politics graduate of Queen's University Belfast and holds a Masters degree in Irish Politics also from Queens. Declan has extensive experience as a researcher. Immediately before joining the Agency Declan was a Practice Manager within the Health and Social Services Trust and a politics tutor at Queens.



An artist's impression of the proposed Border Enterprise Park at Flurrybridge (construction due to get underway in February 2000)



New manufacturing units under construction at WIN



The new Linenhall House complex

Annual Report

1998-99

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