

The Voice of Business in South Dublin County

Address from Brian Buckley President South Dublin Chamber

Coming to year end is always a time of reflection and a time to consider what lies ahead. It has been a very tough year for many of our members and the country as a whole. The economic problems were compounded by the lack of clarity on many of the key economic issues.

Finally we have an overview of the situation and a process to address it moving forward facilitated by the EU and the IMF.

We have been here before in challenging economic times and we addressed them and created employment, services and products that served us all well, we can do it again.



Pictured: Brian Buckley Chamber President

As a trading nation with an open economy we were always going to be hit hard by a worldwide recession the good news is our exports are doing well and starting to grow.

Locally we can support each other and through our Chamber we can learn how to further develop our business, we can gain contacts to expand our markets locally, nationally and internationally. The Chamber is also the place to meet other members of your own profession and industry to share knowledge and information.

The coming year offers us a new start, we face a big challenge. Part of this challenge is a new opportunity to grow our businesses in new ways.

Together through the Chamber we can help each others business, influence the local and national economy and create new partnerships and synergies.

On behalf of South Dublin Chamber I wish you a peaceful Christmas and a successful New Year.

Brian Buckley President

December 2010

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 Awards

and more...



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South Dublin County Council - Economic Development SPC



South Dublin County Council has 6 Strategic Policy Committees (SPCs) structured around the main functions of Council. The task of the SPC is to assist and advise the Council in the formulation, development, monitoring and review of policy. The SPCs are Arts, Culture & Gaeilge, Education and Libraries, Economic Development (including Planning), Environment, Housing and Social Development, Sport, Recreation, Community Affairs (including Parks) and Transportation. The membership of these committees was approved by the Council in December 2009.

This Economic Development SPC is made up of eleven County Councillors and six non-Council members. The meetings are chaired by Councillor Eamonn Tuffy. The non-Council members include a representative from the following sectors Trade Union, Community / Voluntary, Development / Construction, Environmental / Conservation as well as Farming / Agriculture. In addition I was proposed by the Chamber as the Business / Commercial sector representative on the committee.

The new SPC for Economic Development and Planning held its first meeting on 17th February 2010. It had been some time since the previous meeting of the SPC in April 2009. The agenda at the first meeting included presentations on the Heritage Plan for South Dublin County, New Draft Taking in Charge Policy, Development Plan, Report on Development Plan process and an update on the Energy Plan for South Dublin County. Following this meeting a working group was set up to examine access to the countryside and rights of way. This working group held a number of meetings and submitted a report to the SPC.

The second meeting in May reviewed the following: report of the sub-group on rights of way, Development Plan update, Intellectual Enterprise Zones (IEZ) presentation and the Think Local Campaign.

The third meeting, held in September, received updates on the previously discussed Development Plan, Taking in Charge Policy and IEZs. A work plan for the SPC is was reviewed and two new working groups were agreed in relation to Economic Policy for South Dublin County and Traditional Urban Centres.

The latest meeting held in November reviewed reports from the working groups, the launch of the Dublin Mountains Way and the Metro West Railway Order Application.

Approaching nearly a year on the committee I look forward to further discussion in the working groups and committee meetings.

South Dublin County Sports Partnership



Pictured (I-r): Ian Talbot, Chief Executive, Chambers Ireland; Minister for Environment, Heritage & Local Government, John Gormley T.D.; Mayor of South Dublin County Council Eamonn Maloney; Angus Laverty, Public Affairs Manager, An Post.

Dublin County Sports Partnership (SDCSP) had a very successful night recently in two awards for which it was shortlisted, both for the same programme - Link 2B Active. In the Chambers Ireland Excellence in Local Government Awards, SDCSP won the Supporting Active Communities category and in the Irish Healthcare Awards, held on the same night, SDCSP received a commendation in the Best Public Healthcare Initiative category. SDCSP was the only winner from the

shortlisted nominations from South Dublin County in the Chambers Ireland Awards.

The Link 2B Active programme targets those who are economically disadvantaged (unemployed/ on disability benefit/ lone parents etc.) to try and ensure that they can participate in health-enhancing physical activity in local facilities, regardless of income levels. This also works to the benefit of local facilities as many of the participants take up the offers at off peak hours.

The programme was launched just over a year ago and is currently being offered by 20 local sports facilities in South Dublin County and has attracted over 1,500 participants to date. It has now been replicated in other counties around the country and the Irish Sports Council plans to roll it out nationwide in 2011.

For further information check out the website - www.sdcsp.ie.

The South Dublin Chamber's representative on the Sports Partnership is Marc Thornton of DTA Marketing.

Think Local 2010

Think Local is an initiative of South Dublin County Development Board which South Dublin Chamber is part off and strongly supports.

Think Local helps create and develop community awareness of the advantages and benefits of supporting local businesses and community facilities. This Christmas make a special effort to support local businesses and services in South Dublin County.

YOU can make a difference to your economy in South Dublin County.

WHY THINK LOCAL?

- Great value and offerings on your doorstep
- Helps maintain jobs and may increase employment
- Its environmentally friendly not to travel far for services and products
- More money is reinvested here in the county
- Opportunities are created so Entrepreneurs can thrive in this county





Award Winners announced for FBD Business Awards in association with South Dublin Chamber

FBD and South Dublin Chamber announced on the 18th November the winners in each of the 4 categories of the FBD Business Awards in association with South Dublin Chamber 2010.

Best Customer Service category was Clark

Best Community Involvement Action category was Maud's Merry Maids

Best Recession Beating Idea category was The Handyman Directory:

Best Use of IT category was Noel Recruitment

Highly Commended

Sage Ireland have been Highly Commended in the Best **Customer Service Category**

Sage Ireland have been Highly Commended in the Best **Recession Beating Category**

Green Day Drainage Services have been Highly Commended in the Best Recession Beating Category

Leman Solicitors have been Highly Commended in the Best Use of IT Category

The finalists were selected by Spotcheck, an

independent firm of consultants in Northern Ireland who sifted through a large number of entries through all sectors of business, with a thorough evaluation process including, where relevant, mystery shopping.

John Bourke, Regional Manager with FBD Insurance, sponsors of the awards said "FBD are committed to excellence in business and we are delighted to be in a position to acknowledge and reward progressive businesses for their dedication, vision and contribution to South Dublin. The quality and number of applicants to these awards demonstrated a real appetite from businesses to get involved and promote their enterprises.

Brian Buckley, President, South Dublin Chamber affirmed that: the Chamber is pleased to celebrate all that is good and vibrant in the Business Community in South Dublin County. It is encouring to hear the many success stories that make up our business community. It is great to see how strong Irish business is and we believe this strength and innovation will ensure we continue to be successful.

Pictured (I-r): 1. Maud's Merry Maids receiving their award – L/R Dermot McGuickin, Maud's Merry Maids, Brian Buckley, President South Dublin Chamber, Maud Chitiza-McGuickin, Maud's Merry Maids and John Bourke, Regional Manager, FBD.

- 2. Clark receiving their award, L/R Michael Kilcullen, Clark, Steven Farrell, Clark, Brian Buckley, President South Dublin Chamber, Deirdre Coughlan-Murray, Clark and John Bourke, Regional Manager, FBD
- 3. Noel Recruitment receiving their awards, L/R Breda Miley, Noel Recruitment, Brian Buckley, President South Dublin Chamber, Mark Staunton, Noel Recruitment and John Bourke, Regional Manager FBD
- 4. The Handyman Directory receiving their award, L/R Daniel Halpin, The Handyman Directory, Brian Buckley, President South Dublin Chamber, Dave Bernes, The Handyman Directory and John Bourke, Regional Manager, FBD









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Noel Recruitment are delighted to announce their success at the recent NRF Recruitment Industry Awards 2010:

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Greenday Drainage Services - why we joined South Dublin Chamber?



We are very new members - 2 months in fact! Our introduction to the Chamber was as a guest of our law firm Lemans at a business breakfast in association with Newmarket Partnership Accountants.

While we are located just off the Old Naas Road, we didn't network in the area as we service clients all over Ireland. Eamonn McShea, managing director says "we realised at this Chamber event the amount of possible clients in our immediate area but even more importantly the skills and

resources that we needed to promote and manage our business in these challenging times."

Since we joined we have met and used a marketing consultant who has revamped our brand and our marketing material, stationary supplier, image consultant as well as an internet expert. Eamonn continues "what is interesting is that these suppliers are local and trustworthy — I see them every week at the morning networking events - so we regularly discuss our needs and how the projects are progressing." A fellow director has already got leads at the B2B breakfasts.

We will be attending the Christmas lunch and bringing clients and am assured of a warm welcome. We entered the recent FBD sponsored South Dublin Chamber awards and were highly commended for our recession busting idea on our drainage service with cctv and evidence of unblocked drains.



Eamonn says - "I am of the opinion that there is still good businesses working hard in these times and they will move forward and reinvent all aspects of selling. I encourage everyone to buy local and buy Irish. I would like to wish members a happy Christmas and as we say "have a beautiful day - have a Greenday".

And that is just the first 2 months.....

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Pictured (l-r): David Bunworth, Managing Director, Bord Gais Energy, Philip Lacey, IT & Projects Director, All n One

Good News from our Members

South Dublin Chamber members **All n One** Ltd have been voted Best Contact Centre Supplier 2010.

Last Saturday evening at The Irish Contact Centre & Shared Services Awards they not only picked up this prestigious award, but also won Best New Product or Service 2010 for their Business Express E-Learning Management System. The judges noted that this new product is already proving itself within several national companies and has also been taken up by a semi-state organisation. It enables companies to train staff cost effectively and without lengthy lead times.

Already Highly Commended in 2009 in the Contact Centre Supplier of The Year Category, it came as no surprise to the judges that they walked away with this award in 2010.

The judges were particularly impressed with All n One's commitment to innovation, research and forward thinking. Their focus is on providing unmatched levels of client support, clearly demonstrated by strong customer testimonials.

For further information contact Chris Thomson on 01 429 4000 or chris@allnone.ie

BE is a modular web based solution and in 2009 they launched BELMS, the Business Express Learning Management System



Dublin Innovation Week

South Dublin Chamber participated in Dublin Innovation week by hosting a seminar on "Innovation in Challenging Times". The event was hosted by a new member of the Chamber Áras Chrónáin Irish

Cultural Centre in Clondalkin. The seminar looked at how innovation can be utilised in a cross section of businesses.

Our speakers were Mark Staunton from Noel Recruitment who spoke about 'Innovation in Recruitment, Orla Doyle, Innovo Training & Development who spoke about 'Innovation in Training' Padraig Hanley, Managing Director GT Energy, spoke about 'Innovation in the Energy Industry' and Brian Ó Gáibhín, Oifgeach Forbartha, Áras Chrónáin Irish Cultural Centre spoke about 'Innovation and the use of Irish Language in Business'

Through their different approaches it was clear that innovation comes in many different forms. The Chamber would like to thank Áras Chrónáin Irish Cultural Centre for hosting this event.





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Dubai opportunities for Business

Chamber CEO Peter Byrne as part of European CEO's meeting met with Dubai Chamber and other UAE Chambers to discuss business opportunities between both our Chambers. More information will be circulated shortly on how members can do business in the UAE.

If your you are interested in doing business in the UAE or in this region please contact mary@sdchamber.ie



Pictured (I-r): Peter Byrne, CEO South Dublin Chamber and Mr Omer Khan, Dubai Chamber of Commerce

China Business Opportunities

Through the work of ITT Dublin our Chamber has the opportunity of developing business links with China. Our Institute of Technology in Tallaght has strong educational links with the City of Nanjing and following some meetings of our members we are meeting key members of the Nanjing business community to see what is possible in terms of business between our two areas and in working together in other markets.

If you would like to know more or have an interest in doing business in Nanjing China please contact mary@sdchamber.ie

Managing Stress with Regular Exercise

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Our workplace has transformed due to changed economic circumstances and many people now are working under pressure they have not had to deal with before. When we experience stress our bodies react to it and if left unchecked it can cause illness. From both a personal and a company perspective it beholds us all to learn how to deal with stress so that it does not become an illness requiring time off work and damage to our own well being.

So what can I do, well first acknowledge that you are under stress be clear where it stems from, writing it all down is a powerful way to clarify stress creating factors or situations. See if it is at all possible to reduce the stress. A conversation with colleagues or managers can be very helpful. Remember what stresses one person may not stress another so listen to others with an open mind and be clear on your own situation. Take action: Taking frequent effective exercise is one of the best physical stress-reduction techniques available. Exercise not only improves your health and reduces stress caused by unfitness, it also relaxes tense muscles and helps you to sleep.

Exercise has a number of other positive benefits you may not be aware of:

- It improves blood flow to your brain, bringing additional sugars and oxygen that may be needed when you are thinking intensely.
- When you think hard, the neurons of your brain function more intensely. As they do this, they can build up toxic waste products that can cause foggy thinking (you may have experienced the feeling that your brain is covered by a fog). By exercising, you speed the flow of blood through your brain, clearing toxins and helping you think clearer and quicker.
- Exercise can cause release of chemicals called endorphins into your blood stream. These give you a feeling of happiness and positively affect your overall sense of well-being. This gives you the energy to confront the challenges that lie ahead.

There is also good evidence that physically fit people have less extreme physiological responses when under pressure than those who are not. This means that fit people are more able to handle the long- term effects of stress, without suffering ill health or burnout. A good starting point for getting exercise and for having a plan that suits you is your local gym. The Chamber has several members that are well worth a visit and could be the start of a fitter less stressed you in 2011.





South Dublin County Council deserves great credit along with its partners for its involvement in The Grand Canal Way Green Route from the 3rd Lock, Inchicore to 12th Lock, Lucan incorporating a 110kV circuit essential for future energy supplies.

The project delivers a high quality green pedestrian and cycle path providing an alternative mode of transport; power supply to South Dublin County, stimulating further economic activity. Good public lighting and CCTV ensure it is a pleasant and safe environment for people to enjoy the walkway. Communication ducts for future technology purposes have been put in as part of the forward planning which is a feature of this project.

The partnership approach taken in this project has delivered a green, sustainable and cost effective route benefiting business and community needs in South Dublin County and Dublin City.

The partners in this project were South Dublin County Council, ESB Networks, Dublin City Council and Waterways Ireland

Networking Evening

JP Kennedy, Managing Director, Tile Style, Europe's Largest Tile & Stone Showroom, Ballymount Retail Centre, Dublin 24 welcomed Chamber members to a very successful network evening on 5th October 2010 for South Dublin Chamber members.

Guest speaker for the evening was Ian Cleary, RazorCoast, Using Social Media for your Business Ian Cleary outlined Social Media, Facebook, Twitter and LinkedIn, does it really work for business or is it just another fad?, what it is, how it works and what it may do for you.

This was followed by Q&A and a very impressive tour of Tile Styles showroom.

Inter Chamber Speed Networking Event



South Dublin Chamber in association with Fingal Dublin, Dun Laoghaire Rathdown, Newbridge, Bray and D15 Chambers held a Speed Networking event which was kindly hosted by eircom, Heuston South Quarter, St John's Road, Dublin 8.

Over 85 attendees were there on the night and a lot of new business contacts were made. David Walsh, Director of Regional Accounts gave a presentation on the night.

Pictured above left (l-r): David Donnelly, President D15 Chamber, Peter Byrne, CEO South Dublin Chamber, Tony Lambert, CEO Fingal Dublin Chamber, David Walsh, Director of Regional Accounts eircom.

Appeal for Computer Equipment

We in Old Bawn Community School a South Dublin Chamber member, have always strived for excellence and to offer the best educational service we can. One aspect of improving our service over the last year has been to introduce into the school a web based package for recording student attendance, academic achievement and progress data to facilitate greater student attainment levels and tailored education services to individual student needs.

In order for this system to be implemented successfully it is imperative that a computer be provided for every classroom. In the last budget any funding we would have to purchase these computers was cut. I would like to appeal to any local business that has any excess PC's or laptops, with the minimum of a Pentium 4 processor (needed to run the software) that are no in use, to consider donating them to this school. Your company name can be advertised in our quarterly newsletter to parents and in our yearbook. The benefit of these computers to this school will be huge.

If you have any equipment to donate please do not hesitate to contact us on 01 4520566 or obcsdays@eircom.net

We look forward to hearing from you.

Paul Crone Principal

Marketing Mailshot

For just €275 + VAT members can have an A4 flyer distributed to approximately 650 contacts on our mailing list.

This price is based on a minimum of 4 participants per mailshot. A Chamber branded letter is included in the mailing to introduce each of the offers included.

> If you wish to be included please contact Mary at 4585235 or email mary@sdchamber.ie



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Use Your Chamber Membership To Your Advantage

The key to using South Dublin Chamber events is to effectively spread the word about your business and to attend as many events as possible. Regular attendance at events will ensure your name, as well as your product or service, are established in people's minds.

Chamber events are an ideal opportunity to meet and network with your fellow Chamber members.

Would you like to advertise to all Chamber Members?

The member to member offer page on www.sdchamber.ie is exclusively available for members and offers genuine discounts on products and services between members. Members can advertise FREE for 1 month.

Member to Member Offers

Please supply information to mary@sdchamber.ie

When looking for products or services, remember to do business with other Chamber members and avail of their special discounts.

Member Companies who have Gym facilities:

Citywest Health and Leisure Centre

Saggart Co Dublin Tel: 4010700 www.citywesthotel.com

Clarion Hotel Dublin Liffey Valley SanoVitae

Liffey Valley Dublin 22 Tel: 6258080

www.clariondublinliffeyvalley.com

Dunboyne Castle Hotel & Spa

Seoid Maynooth Road Dunboyne Co Meath Tel: 8013500 Fax: 4366801 www.dunboynecastlehotel.com

Finnstown Country House Hotel Leisure Centre

Newcastle Road Lucan Co Dublin

Tel: 6010700 Fax: 6281088 www.finnstown.com

Green Isle Conference & Leisure Hotel

Newlands Cross Dublin 22 Tel: 412 3725 www.greenislehotel.com

Tulfarris Hotel & **Golf Resort Annex Treatment Rooms**

Blessington Lakes Co Wicklow Tel: 045 867600 www.tulfarris.com

Arena Leisure

Whitestown Way Tallaght Dublin 24 Tel: 4610830 www.arenaleisure.ie

Westpark Fitness

Greenhills Road Tallaght Dublin 24 Tel: 4626911 www.westpark.ie



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- Sponsor an Event Staff Fundraising
- Charity of the Year Partnership
- Cause Related Marketing Campaign



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Budget Breakfast Briefing - sponsored by LHM Casey McGrath

8th December 2010 Date/Time: 7.30am - 9.30am Venue: Maldron Hotel Tallaght, Whitestown Way,

Tallaght, Dublin 24 LHM Casey McGrath

FREE to Chamber members - Full Irish Breakfast Served

Annual Christmas Lunch sponsored by Bank of Ireland Tallaght

10th December 2010 12.30am - 3.30pm Date/Time:

Venue: Louis Fitzgerald Hotel, Newlands Cross,

Naas Road, Dublin 22

Guest Speaker: Christy Kenneally, the well-known Irish TV

presenter, scriptwriter and author

Cost: €60 per person / €600 table of ten

Don't Lunch Alone

Presented by:

Date/Time: 25th January 2011 12.30pm - 2.00pm Chamber Training Room, Whitestown Business Venue:

Park, Dublin 24

Presented by: The Biz Clinic

Credit Management Tool Kit - Management of Topic:

the cash credit cycle in today's environment

FREE to Chamber members - Light Lunch Included

To reserve your place at any of the above events please contact Mary at tel: 01 4585235 or mary@sdchamber.ie

Don't Lunch Alone



Would you like to present your business at a Don't Lunch Alone in 2011

There were 17 Don't Lunch Alone presentations in 2010 with over 200 members benefiting from the free lunchtime training.

Your lunch hour can be a very productive time if you "Don't Lunch Alone". This is a free event for members and such has been its success that we will be running them every two weeks in 2011.

Dates for B2B Network Meetings

January 2011

M50 B2B: Thursday 6th, 13th, 20st & 27th - 7.00am

The Red Cow Moran Hotel

Tallaght B2B: Wednesday 5th & 19th - 7.00am

The Synergy Centre, ITT Dublin

Greenogue B2B: Friday 14th & 28th - 7.00am

Greenogue Business Plaza, Greenogue

Business Park

Lucan B2B: Thursday 6th & 20th - 7.00am

Lucan Spa Hotel, Lucan, Co. Dublin

Ladies B2B: Wednesday 12th & 26th - 5.30pm

meetings start at 6.00pm promptly in Miele

Gallery, 2024 Bianconi Avenue, Citywest

Business Campus

B2B Network Meetings are free to Chamber members. For further information on the B2B Networks contact Mary at tel: 01 4585235 or email: mary@sdchamber.ie

Launch of Lucan B2B Network



The fifth B2B Network was launched recently through the Lucan Branch of the South Dublin Chamber. The meetings are held in the refurbished Lucan Spa Hotel and the turnout for the first meeting was very impressive.

The Lucan B2B is targeting businesses located in and around the Lucan Area who are interested in promoting their

business to other local traders and businesses. The meetings will be held every second Thursday in the Lucan Spa Hotel at 7.00am. The next meeting is on Thursday 9th December.

The meetings will start back after the Christmas break on Thursday 6th January 2011, and then every second Thursday thereafter.

For more information on the Lucan B2B or to find out how you can get involved in the Lucan Branch contact Jimmy Sheehan on 01 601 0005.

Welcome to our New Members

Action Community Enterprise (Training and Advice)

AIB plc Lucan (Bank)

Áras Chrónáin Irish Culture Centre (Promotion & Development of all aspects of the Irish Language)

Beauty by Louise (Beauty Salon)

Bowman McCabe Solicitors (Legal Services)

Brazil Financial Planning Ltd (Financial Advisor)

Carraig Safety Consultants Ltd (Safety Consultants/Trainers)

Chair & Carpet Care (Carpet & Upholstery cleaning also marble and tile care)

Citywest Business Centre (Serviced Office and Meeting Rooms Provider)

Conversation Piece Ltd (Telecommunications, Voice & Data)

CornerHouse Creative Ltd (Graphic Design & Print)

Eastern Plumbing & Heating (Gas & Oil Heating, All Plumbing Work)

Econatural Ltd (Online Eco Store, specialists in Eczema clothing for children & adults)

Edward J O'Brien Solicitors (Legal Services)

Electrical Waste Management Ltd (Recycling & Waste Management)

Executive Vending Ltd (Vending Machine Supplies)

Firm Thinking (Strategic Marketing Consultants)

Greenday Drainage Services (Services Drainage, Plumbing and General Maintenance)

Greenlight Electrical Services (Electrical Services) Hibernian Digital Solutions (Print Industry)

Insure Plus Ltd (Corporate General Insurance Broker)

IPC Consulting (Management Consultancy)

Irish Life (Financial Advice/Life Assurance (Protection Pension, Savings)

Just Bead It Designs (Custom made handcrafted jewellery)

Just Print (Printing)

Leman Solicitors (Legal Service) Lucan Spa Hotel (Hotel) Maldron Hotel Citywest (Hotel) Martone Press Ltd (Printing & Design) Officegenie.ie (Office Supplies & Furniture)

Opus Print & Promotions (Print/Promotional Items)

P&K Building Services (Building maintenance, attic and bathroom renovations)

Pauric McGroder Photography (Photographer) RazorCoast (Internet Marketing / Social Media Consulting)

River Café (Restaurant)

Roof Records (Sound recording studio) RoseHill Insurance Ltd (Insurance Broker)

Smarttech (IT Services, Telecommunications, Phone Systems)

Sulus Training Services (Training Provider)

Systemnet Communications Ltd (Telecommunications / Data)

Tallaght Fiat (Motor Industry)

