



Liffey Valley



CHAMBER NEWS

The Voice of Business in South Dublin County



South Dublin CHAMBER

IN BUSINESS FOR BUSINESS

January/February 2016



Sherri Brennan

As we look forward to 2016 we can reflect on the sustained Economic Growth in Ireland and across our county. We look forward to a year of not only sustained but also expanded economic growth. Creating an environment for economic success right across the county will be a key factor for us moving forward.

Business is the key to future growth and prosperity in our communities. Our members are active participants in our communities. Members, big and small, create employment which is key to building communities. They pay

commercial rates which provide the community and business infrastructure. They pay taxes for vital services and most importantly they pay salaries. Our members, both large and small, are making a difference. The Economic Profile produced by South Dublin County Council in 2014 clearly shows the diversity and dynamism of the business mix in our county.

To realise our ambition of full employment we support and work closely with our Institute of Technology which will soon evolve into the Technical University Dublin. Its responsiveness to both student and industry needs sets the Institute apart in being an economic driver in our county. We are also pleased to be rolling out a comprehensive training programme led by our LEO, Local Enterprise Office for those seeking to upskill or reskill. This follows the Training Survey for 2015 that we undertook with South Dublin County Council and LEO as part the Sustainable Business Programme that we run in conjunction with South Dublin County Council.

Our Chamber is part of Chambers Ireland, EUROCHAMBRES and the World Federation of Chambers. Chambers are by far the biggest and most influential business organisation in the world. In the Economic Profile for South Dublin County 21% of businesses export, with 75% of those exports going to the UK.

Politically 2016 will be an interesting year. We have started our pre-election meetings. The issues that challenge our members and those that empower them are being articulated by the Chamber and these are on our website for those who would like to see them.

It is the 100th Anniversary of 1916. We can be proud of how far we have come. At times the journey has been difficult but we have made it. As a business community we play our part in the growth and development of our country and look to the future with renewed hope and ambition.

Sherri Brennan
President

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Lobbying / International

Submission on the National Skills Strategy



South Dublin Chamber, in association with South Dublin County Council, recognises the need to engage with local businesses and to determine the level and type of business activity, level of exports, employment requirements. In particular their training needs going forward in order that they may sustain and grow their businesses. To this end in 2014 a major survey was undertaken whereby 4500 individual businesses were directly interviewed and asked to complete a comprehensive business survey. From the survey a detailed database of business activity in the area was established.

In 2015 South Dublin Chamber, again in association with South Dublin County Council and the Local Enterprise Office, conducted a further detailed survey in order to determine more detailed data on the existing and future training needs of businesses. See the Chamber website for more details.

Zero Hour Contracts



The University of Limerick (UL) carried out a study into the prevalence of zero hour contracts (ZHC) and low hour contracts (LHC) in the Irish economy and their impact on employees.

The report finds that zero hour contracts are not extensive in Ireland. There is evidence of so-called If and When contracts. Both types of contract involve non-guaranteed hours of work.

South Dublin Chamber would urge all businesses to read the report, see link below, and inform themselves of its recommendations.

www.djei.ie/en/consultations

Action Plan for Jobs in Dublin



On Stage: Criona Ní Dhálaigh, Lord Mayor of Dublin and Richard Bruton, TD, Minister for Jobs Enterprise and Innovation.

The Department of Jobs, Enterprise and Innovation are now embarking on the development of a Dublin Region Action Plan for Jobs. The Dublin plan is likely to be somewhat different from the already completed Regional Action Plans, given the scale and scope of the agenda.

South Dublin Chamber participated in a Stakeholder Forum designed to shape the Dublin Action Plan with the Minister for Jobs, Enterprise and Innovation, Richard Bruton, T.D. in attendance.

The Public Services and Procurement (Social Value) Bill 2015

This bill requires public bodies to have regard to the economic, social and environmental well-being in connection with public services contracts and for related matters.



If a public body enters into a public service contract or is concluding a framework agreement for the provision of services, the purchase or hire of goods or the carrying out of works, it is obliged before beginning the procurement process to consider the following:

How the deliverance of the contract will meet community benefit requirements.

How the proposed procurement might improve the economic, social and environmental well-being of the relevant area.

How, in conducting the process of procurement, it might act with a view to securing that improvement.

The Living Wage

Since July 2011, the national minimum wage for an experienced adult employee is €8.65 per hour. From 1 January 2016 the statutory minimum wage will increase to €9.15.



A living wage however is intended to establish an hourly wage rate that should provide employees with sufficient income to achieve an agreed acceptable minimum standard of living. In that sense it is an income floor; representing a figure which allows employees to afford the essentials of life. The Living Wage proposed is €11.50/hour.

Peter Byrne and Colm O'Connor briefed Deputies on the Sustainable Business Programme and South Dublin Chamber.



L/R: Colm O'Connor, Sustainable Business Programme and Peter Byrne, CEO South Dublin Chamber

Inter Trade Ireland "Meet the Buyer Event" October 2015



L/R: Peter Byrne, CEO South Dublin Chamber; Martin Toner, The Golf Specialist and Shirley McCay, Director of Trade and Investment for UKTI.



Cooperative Agreement with Florida - USA



Delegates from South Dublin County and Greater Tampa Chambers and Local Authorities

Presidents and CEOs of Greater Tampa Chamber of Commerce (Florida) and South Dublin Chamber signed a Cooperative Agreement at County Hall in September 2015.

This agreement commits both Chambers to develop and strengthen relationships between Chambers and their members to promote and broaden economic development.

Following the signing of the agreement, our Treasurer Gerard O'Reilly, in his capacity as Partner with Crowe Horwath, returned from a successful business trip to Tampa Bay to follow up with some of the businesses who he met there, so the relationship is real and active. We look forward to welcoming Tampa Chamber back to the county in 2016.



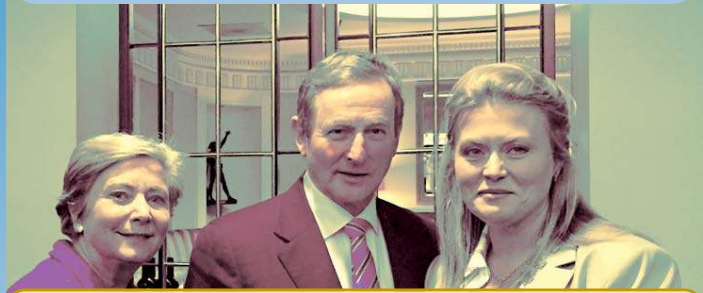
Crowe Horwath LLP Partner John Bryne, Tampa Chamber President Bob Rohrlack, and Crowe Horwath LLP Partner Gerard O'Reilly

Sherri Brennan and Micheál Martin TD



Sherri Brennan, Chamber President and Micheál Martin TD, Leader of the Fianna Fáil Party

Chamber meets An Taoiseach Enda Kenny TD and Francis Fitzgerald TD Minister for Justice



L/R: Francis Fitzgerald TD Minister for Justice; An Taoiseach Enda Kenny TD and Sherri Brennan, Chamber President

South Dublin Chamber and Irish Australian Chamber of Commerce sign MoU



L/R: Danny McLoughlin, Chief Executive South Dublin County Council, Guss O'Connell, Deputy Mayor South Dublin County, Ruth Adler, Australian Ambassador, Sherri Brennan, President South Dublin Chamber, Peter Byrne, CEO South Dublin Chamber.

In November at the Citywest Hotel a Memorandum of Understanding was signed between South Dublin Chamber and the Irish Australian Chamber of Commerce.

The MoU will facilitate the building of a relationship that will allow both Chambers to promote and grow the trade between the two countries and to ensure support for those who travel to work in both countries.

Chamber Delegation meeting Pat Rabbitte TD and Councillor Mick Duff in Dáil Éireann



Chamber Delegation meeting Pat Rabbitte TD and Councillor Mick Duff in Dáil Éireann

EUROCHAMBRES



EUROCHAMBRES represents over 20 million businesses in Europe through 45 members (43 national associations of Chambers of Commerce and Industry and two transnational Chamber organisations) and a European network of 1700 regional and local Chambers. More than 93% of these businesses are small and medium sized enterprises (SMEs). Chambers' member businesses employ over 120 million. EUROCHAMBRES strives to improve the general conditions in which businesses operate, to facilitate access to markets within and beyond the EU and to ensure the availability of human, financial and natural resources.

Economic Profile Survey of South Dublin County 2014

During April – June 2015, a focussed survey of local business owners and managers was carried out across South Dublin County, following on from the economic profiling survey carried out across 4500 business premises in South Dublin 2014. These businesses then went on to complete a detailed series of Questions as part of the survey.

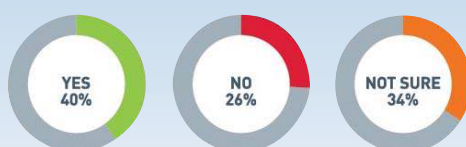
The information below gives a summary of the responses that were given to a sample of questions posed to respondents.

For more information go to: www.sdchamber.ie/235,showNewsPlus/

Employment Outlook

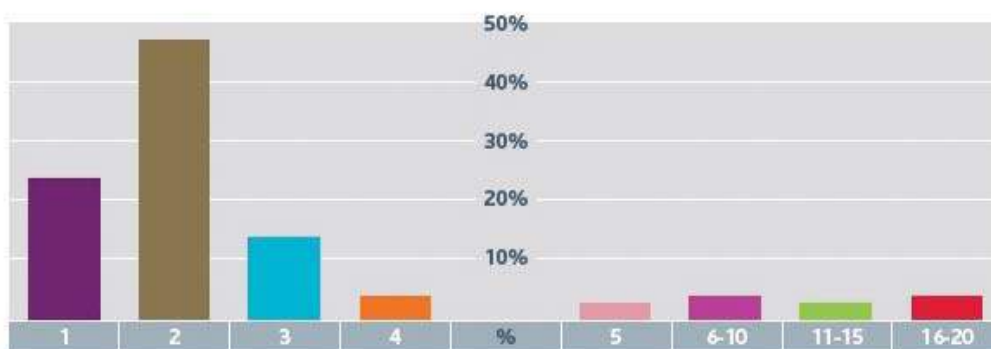
Do you intend to take on new staff in coming months?

40% of business owners were sure that they would be recruiting in coming months, with only 26% saying that it looked unlikely.



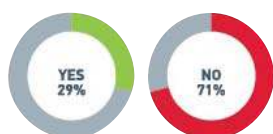
If Yes, how many staff do you intend on recruiting?

47% of business owners indicated that they would be taking on 2 staff during the coming year. This is a very positive indicator of growth in the country. Over 30% of businesses indicated that they would be taking on between 3-20 staff.

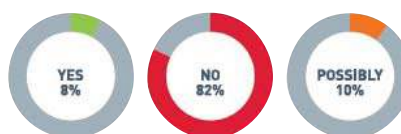


Exporting

Does your company export?



If no, does your company have plans to export



Almost 30% of businesses who responded are currently exporting with 18% of those not currently exporting expecting that they may export in the future.

Apprenticeships

Are apprenticeships relevant to your organisation

Skilled trades were identified by respondents as a priority training areas, with over a quarter of businesses recognising that apprenticeships were particularly relevant to the operation of their business



Sustainable Business Programme



A partnership programme between South Dublin Chamber and South Dublin County Council.

Arising out of the very successful 2014 Economic Profiling Survey it became clear that businesses require substantive training in order to develop and grow. As part of the programme and in continued support of businesses it was decided to undertake a detailed training survey.

Over 200 businesses actively participated in the survey which provided detailed quantitative data on future training requirements in the county. A focus group was established to further investigate and analyse data from the survey. An outcome of the work undertaken in the focus group it became clear that businesses need specifically tailored training courses timed to suit business needs.

As Sustainable Business Executive, Andrea Carroll has met and supported close to 600 businesses over the last five years. She has provided advice to businesses covering a diverse range of current business issues.

A recent initiative in 2015 was the LEO South Dublin Business Support Helpline whereby the Sustainable Business Programme operated a business support helpline, accessible to all businesses in the county and answered business queries within a guaranteed 24 hour time limit, acting as a pathway between businesses and LEO.

If you wish to contact the Business Sustainability Programme in the coming months please contact ruth@sdchamber.ie or colm@sdchamber.ie.

Tourism



Following the merger of South Dublin County Tourism Ltd with South Dublin Chamber, South Dublin Chamber Tourism Industry Group was established. This group will reflect the tourism

industry needs as part of a new tourism strategy for our county. The group is chaired by Brian O'Gáibhín who previously chaired the Tourism Board. The new plan for tourism in our County, "A Tourism Strategy for South Dublin County 2015-2020" predicts the potential for an increase of 2500 new jobs in the sector, the doubling of current spend from

domestic and international tourists to €62m by 2025 and the prospect of reshaping perceptions of this part of Dublin. The strategy will serve as the roadmap to unlock the potential of South Dublin County and develop the tourism economy over the next five years.

It is estimated that the tourism sector employs approximately 2,500 in the county and that tourism spend is circa €26m from about half a million bed-nights.

For further information on the South Dublin Chamber Tourism Industry Group email tourism@sdchamber.ie or call 01 462 2107

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Profile – RaymondBrian Strategies



RaymondBrian Strategies offer a unique and exciting service in the IT industry, providing independent, impartial IT advice to SMEs.

RaymondBrian strategies provide IT Director services cost effectively to organisations. Ray Armstrong (Director) at RaymondBrian Strategies has a focus on service delivery to clients. Ray says, "We do not sell technology (hardware or software) so our service really is impartial. We find our clients the right IT solution and we save time, cost and effort. We provide clear IT action plans that lead to successful IT investments and projects. We provide independent IT advisory, project and vendor management services".

In addition RaymondBrian Strategies have a complimentary service on their website whereby business people can ask a question in relation to IT. Is there an area of IT you do not understand, or an area of IT that is having a negative impact on your business? Ask the question and receive a complimentary answer from an IT director.

www.raymondbrian.ie/index.php/ask-a-complementary-question

Contact Ray Armstrong, Director, RaymondBrian Strategies Ltd through email information@raymondbrian.ie or by phone on 087 6014405 or via their website www.raymondbrian.ie

B2B Networking Meetings



Lucan B2B Network Meeting, Lucan Spa Hotel

The Lucan B2B networking meetings are held every 2nd Thursday, the first meeting of 2016 was held on 7th January.

The Lucan meetings are chaired by Feargal McCarthy and hosted by the Lucan Spa Hotel, N4, Junction 4A, Lucan, Co Dublin www.lucanspahotel.ie



M50 B2B Network Meeting, Red Cow Moran Hotel

The M50 B2B networking meetings are held every 2nd Tuesday, the first meeting of 2016 was held on 12th January.

The M50 meetings are chaired by Paul Cullen and hosted by the Red Cow Moran Hotel, Red Cow Complex, Naas Road, Dublin 22. www.redcowmoranhotel.com

For more information please see our website www.sdchamber.ie/events or contact mary@sdchamber.ie

Oireachtas na Gaeilge 2015 at Citywest Hotel



L/R: Ciaran Kilkenny and Brian Ó Gáibhín, Chair South Dublin Chamber Tourism Industry Group

After an absence of 20 years South Dublin County was delighted to welcome Oireachtas na Gaeilge back to the capital. The highly successful event was held in the Citywest Hotel from 28th October to November 1st 2015.

Chamber Networking Event



L/R: Colm O'Brien, Head of Carambola and Author; Chamber President Sherri Brennan; Matt Lee, General Manager, Musgrave MarketPlace Robinhood; Peter Byrne, CEO South Dublin Chamber; Anthony Nolan, Sales Manager, Musgrave MarketPlace Robinhood

Why Should Businesses Attend Chamber B2B Networking Meetings?

Attending Chamber B2B networking meetings will increase your business profile; you will become part of a network of like minded business people committed to helping each business flourish.

You will give and receive business referrals from trusted members of your network. In addition your peers will provide valuable support on business issues.

Networking skills were identified as a key area of personal development in our recent Training Survey and training on networking skills will be delivered as part of the Sustainable Business Programme in 2016.

The Chamber B2B meetings provide a welcome environment to network and develop business connections. Members who attend on a regular basis highly value not only the business generated from the meetings but the comradery and support of their peers.



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Mr Eoin Parry - General Manager
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Mr Peter Carroll - Managing Director
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Chambers Ireland



Chambers Ireland acts as the umbrella body for Chambers of Commerce in Ireland. Chambers Ireland recently held a meeting with political party representatives prior to the upcoming election. The five key topics addressed were

- Supporting our business and entrepreneurs
- Investing in our physical infrastructure
- Investing in our social infrastructure
- Planning and economic development
- Global economy and trade



All Members of the South Dublin Chamber have the right to use the "Member of South Dublin Chamber" logo on their websites / emails / printed materials, etc. For

more information on becoming a member of South Dublin Chamber and obtaining your copy of the logo contact: mary@sdchamber.ie

Chamber hosts Team Hope 2015



The Chamber was pleased as part of our contribution to the Christmas spirit to have supported Team Hope 2015 by providing office space and facilities for this year's shoe box campaign.

South Dublin Chamber Annual Christmas Lunch Sponsored by Bank of Ireland



L/R – Danny McLoughlin, CEO South Dublin County Council, Brigadier General Paul Fry Irish Air Corp, Sherri Brennan President South Dublin Chamber, Guest Speaker Shane Jennings, British Ambassador Dominick Chilcott, Mayor Sarah Holland, Stuart Dwyer, Charge d' Affaires US Embassy, Peter Byrne, CEO South Dublin Chamber



Guest Speaker Shane Jennings and Sherri Brennan, President South Dublin Chamber



Martin Kavanagh, Bank of Ireland, Event Sponsor



Alan Sullivan, Meditec Medical and Guest Speaker -Shane Jennings



L/R: Mayor Sarah Holland, Lt.Col. Mick Moran, Irish Air Corp, Sherri Brennan, President South Dublin Chamber



Members and Guests Enjoying the Lunch



Brigadier General Paul Fry, Irish Air Corp and Guest Speaker Shane Jennings