



Liffey Valley

CHAMBER NEWS



South Dublin CHAMBER

IN BUSINESS FOR BUSINESS

Summer 2016

The Voice of Business in South Dublin County

LOBBYING • NETWORKING • INFLUENCING • INCREASED EXPOSURE • LEARNING & TRAINING • CORPORATE CITIZENSHIP • BEING INFORMED



Sherri Brennan,
President of the South Dublin Chamber

A key function of our Chamber is to represent the views of our members on issues that affect business. We registered as a Lobbying organisation under the new Lobbying Act and to date have made two returns in line with the legislation. This legislation allows us to see who those voices are and who they speak on behalf of.

Our business community is an integral part of the wider community and we need to share our ideas, innovation and concerns with those that provide

the decision making structures of our country. We do this with local Government, South Dublin County Council and with National Government with executive and elected members of both. In 2016 we are focusing on:

- Job Retention / Job Creation.
- Taxation.
- Credit for businesses, many of whom are still experiencing severe cash flow difficulties.
- Illegal trade which undermines many local legitimate businesses.
- Business costs such as rates, energy and transportation, along with national taxation policies that hinder growth and development.
- We promote education and training to ensure we keep a skilled and vibrant workforce in our county.
- We are also lobbying on infrastructure needs such as roads and water.

The decision of Britain to leave the EU is a worrying one. Business needs a high degree of certainty to flourish and this decision, coupled

with elections in many of our key trading partners, we see uncertainty rising. Any of our members who trade with the UK or have logistical input involving the UK will now need to review their forward plans. The Chamber is here to help, either through advice or directing you to the relevant agency that can provide assistance.

Trade is a key component of our local and national economy and to this end we led a Trade Mission to Tampa, Florida in June of this year. Our primary objective of the Trade Mission was to deepen business contacts, engage more closely with the Greater Tampa Chamber of Commerce and to promote South Dublin County as a place to do business and for people to visit, not just as a base in Ireland but as a gateway to the UK and mainland Europe. We are pleased we achieved these objectives and would like to thank all those who participated, particularly our Mayor Sarah Holland who was excellent in offering reasons our county was the place to locate and do business. As a sign of improvement in our economy we continue to see growth in the export documentation service which we provide to exporters in the county on behalf of the Department of Enterprise and Trade.

When we look at the difficulty of finding good employees, increased traffic, greater spending we see a transformed landscape, one in which we can start to believe again. As business people we tend to be more optimistic than most. A challenge for us all, both private and public sector was to do what needed to be done, better, faster with less resources. This is not a sustainable economic model and we paid a high price, business wise, community wise and personally. It is therefore uplifting to see the progress that has been made in the last few months. We now need to reinvest again to grow our businesses and enjoy the rewards of our success. This will only be possible through good national leadership, reduced uncertainty and proper fiscal management at the macro and micro level.

Sherri Brennan
President

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South Dublin Chamber Establishes Business Links to Norway



L/R: Conor Healy CEO Cork Chamber, Karl Gardner Irish Ambassador to Norway, Peter Byrne CEO South Dublin Chamber and Jerry O'Donovan Second Secretary Irish Embassy Norway

Following an invitation from Oslo Chamber to present investment and business opportunities in Ireland, South Dublin Chamber and Cork Chamber met with Oslo Chamber and the Irish Ambassador to Norway. Ambassador Gardner is keen to hear from businesses who are interested in Norwegian Irish trade. South Dublin Chamber has hosted trade delegations from Norway in the past and has strong links with Oslo Chamber.

If you have a business interest in Norway or are interested in exploring same please contact our Embassy in Oslo or contact us here in the Chamber to see what assistance is available.

Thank You British Ambassador



L/R Peter Byrne CEO, Sherri Brennan President, British Ambassador Dominick Chilcott and Michael McBennett Past President, South Dublin Chamber.

The British Ambassador to Ireland Dominick Chilcott concludes his term in the coming weeks. The Ambassador has been a very strong supporter of building, growing and supporting business links between Britain and Ireland. Having addressed Chamber members at our "Investing in the UK Seminar" and attending various functions, the Ambassador has given of his time freely to support our work.

Thank you Ambassador and your team in the Embassy and UKTI for the encouragement and support to build stronger business connections particularly for our SME members

Successful Trade Mission to the US

The Mayor of South Dublin County Council, Sarah Holland lead a delegation from South Dublin County on an official visit to the City of Tampa, Florida, USA from the 30th May to 3rd June.

The Trade Mission, organised by South Dublin Chamber, comprised of representatives from the political, educational and business sectors in South Dublin County including the Mayor of South Dublin County, Sarah Holland, Ms. Sherri Brennan, President and Mr. Peter Byrne CEO of South Dublin Chamber, Mr. Thomas Stone, President of the Institute of Technology Tallaght, Mr. Daniel McLoughlin Chief Executive and Mr. Frank Nevin, Director of Economic, Enterprise and Tourism Development, South Dublin County Council along with business members of the Chamber and Chairs of the Councils SPCs.

When Mayor Holland took office, she outlined her intention to use her role as an ambassador to promote the benefits of South Dublin County as far afield as possible and to promote civic, educational, business and tourism links within Ireland and abroad. One of South Dublin County Council's and South Dublin Chamber's key objectives is to work with enterprise support agencies to increase foreign direct investment into South Dublin County and increase employment opportunities for those living in the county.

The aim of the Sister Cities Agreement of Partnership signed by the Mayors of South Dublin County and Tampa City is to improve global cooperation, promote cultural understanding, and stimulate economic development.

This agreement will enable South Dublin County and the City of Tampa to work together, to build a long and lasting friendship that will promote sustainable partnerships that will benefit our respective citizens and develop even further the goodwill that exists between Ireland and the United States of America.

Chamber members now have the opportunity of receiving the full support of the Greater Tampa Chamber of Commerce if they wish to do business in Florida as part of an inter Chamber agreement. This agreement also ensures both Chambers, South Dublin and Tampa promote investment and tourism in the others region.

We look forward to working with the Greater Tampa Chamber of Commerce and are pleased that two Chamber members have already visited the Greater Tampa Chamber of Commerce and engaged with the Chamber in support of their business.



Brexit – What Happens Next?

The vote by the UK to leave the European Union and the change in leadership and key Ministers has created a great deal of uncertainty, in particular, for those who trade or have supply chain logistics involving the UK. We can see the immediate impact of a weakening sterling in the cost to our exporters.

You may be asking yourself what does this mean for me and my business. In short, at this point no one can be totally clear on that answer. No one has left the European Union before (technically Greenland did but they had a very small localised economy) and therefore we cannot look to practice and precedent for guidance.

When Britain invokes Article 50 to leave a timeline will be defined and the future relationship of Britain and the EU will be mapped out. This process will largely throw light on what the consequences for you and your business will be.

In our joint economic profile survey of our County undertaken in 2014, 21% of the business in the county are exporting, of these 75.6% are exporting to the UK so it is a critically important market for our members.

The Chamber will assist you in planning for a changed future environment as the future relationship is determined.

The UK vote to leave is a very significant blow to the EU. It is creating a period of uncertainty and instability in Europe. We need the Irish Government, EU institutions and central banks to do all in their power and remit to minimise financial, economic and political instability. Our challenge going forward is to ensure Irish interests are safeguarded in British EU exit negotiations. Ireland must be centrally involved in these

negotiations as we have the strongest trading relationship with the UK in the EU.

We will work to bring certainty to the emerging environment facing employers. This can be achieved through:

- A comprehensive and quickly concluded trade agreement between the EU and the UK whilst recognising the unique relationship between the UK and Ireland.
- The continuation of the long-established Common Travel Area between Britain, Ireland and Northern Ireland.
- A comprehensive and quickly concluded trade agreement between Ireland and the UK, preserving fully the long established free movement of capital, people, goods and services.
- Delivery by the EU on its commitment to increase the EU's competitiveness through reduced administrative burdens and compliance costs on business and repealing unnecessary legislation, as well as pursuing an active and ambitious policy for trade.

We would like to thank the British Irish Chamber of Commerce, Chambers Ireland, Department of An Taoiseach, British Embassy in Dublin and the Irish Embassy in London for the information and support they have given over the past weeks as we seek to understand the issues involved in the debate and understanding the effect it may have on our members.

If you would like to discuss any concerns you may have regarding the decision of Britain to leave the EU please contact the Chamber.

Lobbying and Submissions

The Chamber has been very active in the last quarter on your behalf, lobbying and working on initiatives to develop and grow our business economy. A sample of this work is outlined further on in this newsletter, following on from the work outlined in our previous newsletter.

In addition you will find much information on our website www.sdchamber.ie or you can go onto the Lobbying Website www.lobbying.ie which was formed in response to the implementation of the Lobbying Act 2015. On this site you will find details of all the lobbying activities carried out in Ireland, by individuals and organisations. On your behalf South Dublin Chamber has carried out over 460 individual lobbying acts during 2016, on areas including:

- Education and Training (e.g. Increased Supports for SMEs)
- Economic Development and Industry (e.g. Economic Development Supports in South Dublin)
- Trade (e.g. developing international links including the UK and Australia)
- Tourism (e.g. implementation of the South Dublin Chamber Tourism Strategy)
- Budgetary Matters (e.g. Reduction of Commercial Rates in South Dublin)

Submission re the National Minimum Wage, to the Department of Jobs, Enterprise and Innovation as part of the Low Pay Commission Consultation process

South Dublin Chamber fully supports the work of the Low Pay Commission in determining the appropriate National Minimum Wage, and assisting low paid workers in the economy. However in determining the appropriate National Minimum Wage, the

competitiveness of business and the national economy must be considered.

We recommended that the Low Pay Commission give due consideration to the ability of the SME sector to absorb a rise in wage costs without creating a negative impact on competitiveness.

Submission re Call for Consultation on Education and Skills, to the Department of Education and Skills

Promoting Creativity and Entrepreneurial Capacity in Students
South Dublin Chamber advocates for the strengthening of links between local schools, third level institutions and the business community which we consider an innovative way of generating a framework within which students can experiment with ideas and business models. Technological innovation is a prerequisite for an advanced economy, where attracting FDI and growth in the indigenous SME sector is dependent on a knowledge and understanding of STEM (Science, Technology, Engineering and Maths).

Meeting the Skill Needs of the Future
South Dublin Chamber supports any structural changes to the Department of Education and Skills that foster innovation and introduce the necessary changes required to deliver a first class education system developed to suit a modern first world economy and society. We also support our Institute of Technology Tallaght, a proactive institute responsive to industry needs.

In recent research we identified that 26% of businesses in South Dublin identify apprenticeship development as a priority. As such we are very supportive of action to develop an Apprenticeship Council for the good of the local economy.

Corporate Members Dinner

We would like to thank the Air Corps for their hospitality in hosting our Corporate Members Dinner. This event allowed for our Corporate Members to meet and hear first hand the important work our Air Corps does. We also had the opportunity to visit the Air Corps museum and learn of the role the Air Corps has played in the years since the foundation of our state. Thank you to Brigadier General Paul Fry for addressing our members and the warmth of the welcome.



Brigadier General Paul Fry and Peter Byrne CEO at the recent Corporate Members' dinner in Irish Air Corps Headquarters, Casement Aerodrome, Baldonnel, Co Dublin

South Dublin Chamber Welcomes Incoming Mayor Gus O'Connell & Thanks Outgoing Mayor, Cllr. Sarah Holland

Congratulations to Cllr. Gus O'Connell on his appointment as the new Mayor of South Dublin County. Gus has a great history of service to the county and we look forward to working with him in his new role for the benefit of the local business community and economy, which will provide further resources for the local community.



Incoming Mayor Gus O'Connell

South Dublin Chamber would like to thank Cllr. Sarah Holland for her time and service to the County as Mayor. During her time she made a significant contribution to the growth and development of our local economy, with the promotion and support of our local businesses. This support has also helped to provide ongoing benefits for the local community. In addition, we would like to thank her for her leadership on the trade delegation who travelled to Tampa, Florida during May 2016.

AGM 2016

Sherri Brennan, President South Dublin Chamber, presenting Ann Horan flowers following her retirement as a board member from South Dublin Chamber. The Chamber thanked Ann for her support and commitment to the Chamber over the last few years.



L to R: Sherri Brennan, President South Dublin Chamber, Ann Horan

Mayor Champions South Dublin as a Place to Invest

At a press conference in Tampa, Florida, Mayor Holland and Mayor Buckhorn outlined how cooperation between our two areas can benefit business. South Dublin County and Tampa have many sectors that can benefit from working together ranging from Tourism to Bio Medical Research and Innovation.



L/R: Mayor Buckhorn, Mayor Holland, Irish Consulate General Shane Stevens

Business Support Funds

South Dublin County Council is offering financial support to businesses around the county under their Business Support Funds, which has been developed in consultation with participant of the Sustainable Business Programme. These grants include:

- Business Support Grant – worth up to €670. All ratepayers, under €10,000 are eligible.
- Industrial Area Improvement Scheme – 50% funding, up to €75,000 possible
- Individual Unit Supports - 50% funding, up to €5,000 possible
- Micro-enterprise Development Fund - 50% funding, up to €75,000 possible
- Micro-enterprise / Start-Up Support – Possible 2 year "rates holiday"

Contact andrea.carroll@sdchamber.ie with any questions, or go to www.sdcc.ie/bsgrant



Ireland's Friendliest Place to Shop

The Chamber is delighted to announce that, as part of the Sustainable Business Programme with South Dublin County Council, Lucan has been nominated as Ireland's Friendliest Place to Shop. Mystery Shoppers will be visiting a number of independent retail stores in Lucan during Summer 2016 as part of the Retail Excellence Awards 2016. Results will be announced in October 2016. Best of luck to everyone involved!



South Dublin Chamber Tourism Industry Group

The SDCTIG continues to meet regularly, working on the development of the varied and attractive tourism offering for the county. We would like to thank all participants for their time and look forward to enjoying the results, including the new festival ideas planned to bring tourism and innovation to the county, and prosperity to our local businesses.

We look forward to a major festival of interest to those who are super fit and those of a more leisurely nature in February 2017.

Autumn Training



Building on the success of the Training Programme carried out under the Sustainable Business Programme, from South Dublin Chamber and County Council, Autumn 2016 sees a diverse and detailed programme of training coming to Chamber members.

Topics will include areas such as Sales, Mediation, Energy Efficiency and MS Office. In addition we are developing a range of in house training options to support local business, including a coaching scheme.

Watch out for further details on the South Dublin Chamber website www.sdchamber.ie

Testimonials from the recent training programme:

This morning's session has to be up there in the top three courses I have ever attended in the past 37 years! 5 star rating. Brilliant.

Liz, Burgmann Packings Ltd

Training course was very beneficial, training programme identified exactly the fears regarding sales and provided practical tips on how to best deal with potential customers.

Aoife, La Touché Training

Thoroughly enjoyed the course. Very well presented in a relaxed atmosphere. It was very informative without being too highbrow. I would highly recommend it.

Peter, Impact Ireland (Metals) Ltd

Industrial Estates Development

South Dublin Chamber has been proactive in working with local business owners on the development of our Industrial Estates, as well as working with South Dublin County Council on the development of Business Support Funds that contribute to the cost of such improvements. These funds contribute up to 60% of total improvement costs. More information on these can be found at www.sdcc.ie/bsgrant. If we can support you in developing your local area please contact Sustainable Business Executive, Andrea Carroll, on andrea.carroll@sdchamber.ie



Networking Evening in Musgrave Marketplace Robinhood



L/R Karen Harrington, AIB, Máire Uí Mhurchú, AIB, Anthony Nolan, Musgrave Marketplace Robinhood, Lt. Col. Mick Moran, Irish Air Corps and Elizabeth McAleer

Maldron Hotel Newlands Cross

Maldron Hotel Newlands Cross recently celebrated the hotel being open for 20 years at the iconic Newlands Cross



L/R: Peter Byrne, CEO South Dublin Chamber, Philip O'Neill, General Manager and Shane Benson, Sales & Marketing Manager, Maldron Hotel Newlands Cross

Lucan B2B Network

The Lucan B2B Network was set up in late 2010 and since then has gone from strength to strength.

There are a variety of professions within the group, including painters, web designers, photographers, printers, solicitors, accountants etc.

At the Lucan B2B Network, personal as well as professional relationships have been forged. There is a key focus on the social aspects as well as business (the idea is that you do business and refer business to people you know).

Meetings take place every second Thursday at The Lucan Spa Hotel, and despite the early time of 7.00am, each meeting is well attended by 20+ members.



*Feargal McCarthy,
Feargal McCarthy Painting &
Decorating,
Chair of the Lucan B2B Network*

M50 B2B Network

The M50 B2B network meets bright and early every Tuesday morning in the Red Cow Moran Hotel. It is a very warm and welcoming group of active SME owners who constantly look to challenge the status quo, share the incredible wealth of knowledge that exists amongst the group and drive each other's business forward.

Everyone is encouraged to describe their business and its services through their 60 second pitch, build relationships through one to one meetings and challenge each other in a productive way to improve self-development.

Meetings take place every Tuesday morning in the Red Cow Moran Hotel, at 7.00am, each meeting is well attended by members and visitors.



*Paul Cullen,
OGX Group,
Chair of the M50 B2B Network*

If you are interested in attending any of our B2B networks please contact Mary (mary@sdchamber.ie) or 01-4622107. Visitors are welcome to visit two B2B meetings prior to finalising their Chamber Membership.

Sustainable Business Programme



Andrea Carroll

Sustainable Business Programme Manager, Andrea Carroll, returned from maternity leave during May 2016 to resume work on the programme. In her absence Colm O'Connor and Ruth Harkness have been representing the Chamber for the programme – attending events, meeting with local businesses and managing the programmes projects.

During April and May 2016 Colm and Ruth met with 47 business owners directly, as well as representing the

Chamber at 13 events. In addition Colm also participated on the Chambers Tourism Industry Group, and has been working on industrial estates development programme. It is already looking busy for 2016 with a number of further projects on the agenda including: the Training Programme with LEO, a county survey on exporting, development of an international county marketing portfolio, the business support fund for businesses and industrial estates, as well as already having nominated Lucan in the category of Irelands friendliest place under the Retail Excellence awards.



Colm O'Connor and Ruth Harkness

Citywest B2B Network are re-launching in September 2016

Due to requests from members and guests, South Dublin Chamber are delighted to announce that Citywest B2B Network meetings will resume again in September 2016. Tom Dempsey and Sonia Moran will be the driving force behind this network. Both have been networking for many years and see the huge benefits it brings to your business. Networking is key to any business wanting to grow.

They also plan to arrange a number of social events outside of the early hours. Both Tom and Sonia hope that this will be a great opportunity for businesses in the surrounding areas to come together and develop strong business relationships with each other in a trusted network.

It will kick off at 7.30am to 8.30am with an agenda focusing towards finding leads, education and supporting each other in business.

All businesses are welcome to attend, for further information or to book your place contact Mary Grassick by email mary@sdchamber.ie



Tom Dempsey, Workplace Safety Solutions and Sonia Moran, Punctual Print

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Mr Noel Comer, General Manager
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First Annual South Dublin County Business Awards

Celebrating, Showcasing and Acknowledging all that is good in business in the County

The First Annual South Dublin County Business Awards is designed to celebrate the success of business in South Dublin County and to showcase the excellence in different business areas from customer service and innovation to the contribution business makes to the wider community.

There will be 12 categories to cover the range of businesses in the county. This will encompass the very small one person operation through to the large Multinational operations that make up our business community.

Keep an eye on www.sdchamber.ie for further updates or contact mary@sdchamber.ie

Date: Friday 21st October 2016

Venue: Citywest Hotel





South Dublin CHAMBER

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