



CHAMBER NEWS



South Dublin CHAMBER

IN BUSINESS FOR BUSINESS

The Voice of Business in South Dublin County

Welcome to 2014

Business people are committed and resilient and we celebrate the ending of 2013 and the start of 2014 with a renewed determination to do well. This year marks the 30th Anniversary of our Chamber and I look forward to celebrating this achievement with you on the 11th of July the date the Chamber was founded

We welcomed 56 new members to the Chamber last year. Each and every one makes for a stronger business network for us all. We welcomed business delegations from Norway, Britain and Canada and we look forward to our own Trade Mission to Manchester in May 2014. I do hope you can join us and see what possibilities may exist to grow your business. We are delighted that our members continue to find markets for their products overseas, as evidenced by the constant enquiries about our Export Documentation Section.

Our continued focus on bringing businesses together was evident by our 177 B2B meetings throughout our County. A sincere thank you to the Chamber members who give freely of their time to ensure all participants have the opportunity to do more business. Thank you also to the organisers of Ladies B2B Start-Up Support Competition and to the speakers in our Don't Lunch Alone programme.

Training and seminars provided our members with knowledge and expertise on a wide range of issues from Motivating Staff in a Recession thorough to Cloud Computing and Health and Safety. We also launched a new service for members, Chamber VAT Back.

Communications is key for a Chamber, and with the drive of our Marketing Committee we had a very successful launch of our new Website and App in VUE Cinema in Liffey Valley Shopping Centre, all made possible through the sponsorship of Arachas. This coupled with the growth of our social media covering LinkedIn, Facebook and Twitter means that we can share more news with members.

Business can only succeed in a regulatory environment which allows them to grow. One of our core activities is influencing and communicating our members' needs to local and national Government. At national level we worked through Chambers Ireland and their policy team on issues such as access to finance for our members, Taxation, Job Creation, and the National Plan. Locally we welcomed a new County Manager and highlighted issues under his control such as commercial rates and water charges.

Together as a business community we can share knowledge and experience; we can buy from and sell to each other. We can be part of the job creation so badly needed

Michael McBennett President

January 2014

30 Years
1984-2014



Pictured: Michael McBennett – President

COMING SOON
SD Chamber Manchester Trade Mission
 7th and 8th May 2014
 Led by Minister Brian Hayes TD
 Supported by South Dublin County Council

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Chamber Council Meeting setting Lobbying Representative Priorities



The Chamber Council is the Governing body of the Chamber

At a recent meeting of the Chamber Council, the Council met with Danny McLaughlin the new County Manager. The meeting covered a wide range of topics from the costs of doing business including commercial rates through to ways of increasing business in the county. The manager shared his views on the ways the Chamber and County Council could work together to achieve our common goal of a more vibrant and sustainable business environment in the county.

The Chamber would like to acknowledge our appreciation of Liffey Valley Shopping Centre who hosted this meeting.

If you would like to know more about the chamber council or its work please email business@sdchamber.ie

County Manager Danny McLoughlin discussing business issues with the Chamber Council at their September meeting

Chamber meets with Ministers Frances Fitzgerald TD and Brian Hayes TD



*Above left L/R Peter Byrne CEO, South Dublin Chamber, Minister Frances Fitzgerald TD, Michael McBennett President, South Dublin Chamber
Above right L/R Peter Byrne CEO, South Dublin Chamber, Minister Brian Hayes TD, Michael McBennett President, South Dublin Chamber*

The Chamber President Michael McBennett and Chamber CEO Peter Byrne recently met with Minister Frances Fitzgerald TD. The meeting provided the Chamber with the opportunity to brief the Minister on the work of the Chamber and the issues affecting business.

The Minister for her part provided insight and overview of the government's plans for economic recovery and shared experiences of her engagement with the local business community. The key issues discussed concerned road infrastructure particularly Newlands Cross, employment creation, finance for business and export opportunities

The Chamber President and CEO recently met with Minister Brian Hayes TD to discuss the budget and issues affecting our members both nationally and locally

The meeting which was held in the Chambers offices covered the key issues including finance available to business, creating employment, taxation and vat. This meeting followed on from the Chambers pre budget submission and is part of the Chambers series of meetings aimed at increasing awareness of the business needs in the current difficult situation.

Local Government Bill

Chamber CEO Peter Byrne met with Deputy Dowds TD to discuss the forthcoming Local Government Bill.



A key part of the Chambers agenda on the issue of rates is greater flexibility and fairness in the charging of rates. The new bill will be important in this context.

Peter Byrne CEO South Dublin Chamber meeting with Robert Dowds TD, Member of the Public Accounts Committee

Lobbying, Influencing and Representing your Business

As a Chamber we represent the views of our members on a wide range of issues that affect business these range from business costs through to legislation that inhibits business growth.

The priorities are set by our Council which is made up of 27 business people and informed by our sub committees and communicating with members. We have a dual role in addressing issues currently affecting members and in offering leadership and offering insight into policy that will make for better business in the future.

We are pleased that a key piece of infrastructure is now being addressed. After many years of hard lobbying Newlands Cross Intersection is under construction. This will make a significant impact on local traffic in the county and also a significant impact on the national road network. We are fortunate to be located in the South Dublin Council area as we have easy access to the major road arteries such as the N4, N7 and the M50. This accessibility and mobility offers potential for all business particularly those who need transportation of products and services.

We continue to be vigilant and work with South Dublin County Council on local road issues that emerge throughout the year and consult widely with our members in these areas. A key piece of lobbying this year relates to signage and in particular how we use signage to increase footfall in the retail space.

South Dublin consulted on Youth Guarantee proposal

On the 22nd November 2013, a regional consultation seminar on the Youth Guarantee was held at the Maldron Hotel, Tallaght. The aim of this consultation seminar, has been to gain a local assessment on youth unemployment in the area, ahead of Ireland's application to the European Youth Guarantee fund at the end of this year. It is hoped to bring at least one third of Ireland's allocation, estimated this week by Minister Joan Burton at €64 million, to Dublin.

At Tallaght's event hosted by MEP Emer Costello, Minister Pat Rabbitte TD gave delegates an update on youth unemployment in Tallaght, one of the worst affected areas in Dublin. Eamon Maloney TD then chaired a panel discussion on the local implementation of a Youth Guarantee which included Dr Phil Mulvaney of ITT Dublin, Peter Byrne of South Dublin Chamber and Loraine Mulligan of SIPTU.



Peter Byrne CEO presenting at the Youth Guarantee Conference in the Maldron Hotel Tallaght on 22nd November 2013

Don't Lunch Alone



L/R Peter Byrne CEO, South Dublin Chamber, Simon McKeever, Director of Trade and Investment, British Embassy, Michael McBennett, President South Dublin Chamber and Paul Caplis, Head of Investment, British Embassy

Don't Lunch Alone – Developing Business in the UK
Simon McKeever, Director of Trade and Investment, and Paul Caplis, Head of Investment, at the British Embassy did a presentation on Developing Business in the UK at a recent Don't Lunch Alone, hosted by DCU Ryan Academy and sponsored by Citywest Business Campus

Ireland's prospects for economic recovery will be largely determined by its ability to continue developing trade and investment opportunities with its key export and inward investment markets – not least the UK. Britain is Ireland's largest trading partner while Ireland is Britain's 5th largest export market. Blessed by cultural similarities, strong business links and family ties, and with a renewed focus by both governments, trade and investment between Ireland and the UK has been quietly revolutionised in recent years.

Promoting Trade
In 2013 South Dublin Chamber worked with Chambers from the UK, Norway, Finland, Canada, Switzerland and Russia

Trade Mission

South Dublin Trade Mission to Manchester, England on 7th and 8th May 2014

South Dublin Chamber is the lead agency in a trade mission to Manchester, England in May 2014, which will be led by Minister Brian Hayes TD. We will be running this mission in conjunction with the British Irish Chamber of Commerce and the Greater Dublin Chamber.

To date support for the mission has been offered by United Kingdom Trade and Investment (UKTI) Manchester Chamber of Commerce and South Dublin County Council. South Dublin Chamber has established a planning team to manage this project, this committee is chaired by John O'Farrell, Director of Operations, Citywest Hotel, Conference, Leisure and Golf Resort.

This trade mission will be open to all businesses. A series of promotional talks will be undertaken regularly to help businesses prepare for the trade mission.

For further information please contact Mary Grassick on 01 4585235 or mary@sdchamber.ie



L/R Rebecca Wardell, Acting Director of United Kingdom Trade and Investment and John O'Farrell, Director of Operations, Citywest Hotel, Conference & Leisure Centre at the Chambers Trade Mission sub-committee

Export Documentation



If you are an Exporter are you aware that South Dublin Chamber can authorise your Export Documentation?

Certificates of Origin
Some countries require a Certificate of Origin with imports. An authorised Certificate of Origin provides this proof, South Dublin Chamber is authorised by the Department of Jobs, Enterprise & Innovation to issue Certificates of Origin. The type of Certificate required varies according to the destination of the goods e.g. member States of the Arab League require an (Arab-Irish Certificate of Origin). European Union countries require a European Union Certificate of Origin (EU Certificate).

Export Documentation / Certificates of Origin Certified Online
It is possible to have Certificates of Origin / Export Documentation certified online. Tradecert.com is an online export documentation and certification service providing compliant trade documentation to Irish Exporters.

Once you are registered to use the system you simply log in and enter all details. Shortly after your online submission we will apply our official Chamber stamp and signature digitally.

Benefits of the System
Save money on couriers, post and staff time
There are no additional costs to your company for this service

For further information contact Marcella or Mary at 01 4622107 or email marcella@sdchamber.ie or mary@sdchamber.ie

St. Johns Board of Trade

South Dublin Chamber has enjoyed close links with St Johns Board of Trade for many years. As part of last year's trade mission to Ireland they stopped by the Chambers office to catch up and discuss further co



Peter Byrne CEO meeting with Nancy Healey, CEO St John's Board of Trade, Newfoundland, Canada

operation. Canada is a country many business people are now seeing as a good opportunity. Our links are strongest with the Province of Newfoundland and Labrador. Our good working relationship with the Ireland Canada Business Association offers us linkage with the other Canadian provinces.

Is your business ready for SEPA?

SEPA will standardise euro electronic payments across Europe. In total, there are 33 countries in the SEPA area. These are the existing 28 EU member states of the European Union, together with Iceland, Lichtenstein, Monaco, Norway and Switzerland.



The 28 countries of the European Union are: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and the United Kingdom.

SEPA which was due to come into full effect on 1st February 2014, has now been extended by six months. It will change the way euro electronic payments are processed across Europe. It will mean that you can make and receive payments seamlessly, collect a direct debit on any euro account or make a credit transfer to any euro account within SEPA.

The main changes that SEPA brings are?

- Existing national payment schemes will be closed down, following which euro electronic payments will be processed through new SEPA schemes.
- By that stage, all national direct debits and credit transfers must be SEPA-compliant. This will include everything from staff payroll to paying creditors or receiving a euro electronic payment from customers within SEPA.
- National sort codes and account numbers will be replaced by an International Bank Account Number (IBAN) and a Business Identifier Code (BIC).

eircom briefs South Dublin Chamber on its eFibre Roll-out Plan

Paul Bradley, Head of Corporate Affairs in eircom spoke to the Chambers Council at their November meeting. In his presentation Paul highlighted the benefits, scale and availability of high speed broadband. Following a series of questions and discussions the Chamber Council welcomed this initiative and highlighted how important it is for the county to be able to access such high speeds. Following the meeting Peter Byrne, Chamber CEO, congratulated eircom on the roll out of eFibre and said "he looked forward to accessing speeds of up to 70Mb. This project will be a great success for the county when it is completed and a great success for eircom to have delivered it".

For further information on eircom's eFibre products and services, business customers should log onto www.eircom.ie/business/efibre or call 1800 303 499



L/R Pat McLaughlin, President ITT Dublin (Deputy President South Dublin Chamber), Paul Bradley Head of Corporate Affairs, eircom and Michael McBennett President, South Dublin Chamber.

Update on Sustainable Business Programme

2013 was a busy year for Sustainable Business Executive with South Dublin Chamber, Andrea Carroll. As well as holding regular one to one meetings with local businesses, stakeholders and organisations in the County assessing the needs of local businesses, she also represented business interests on a wide range of committees and at various events. These include the Economic Development Working Group for South Dublin, as well as to the Economic Development SPC in South Dublin County Council.

Andrea was heavily involved in the development, marketing and judging of the Chamber Ladies B2B Network Start-Up Business Competition, which was launched on 24th July 2013, and the winner announced on 14th November 2013. Andrea was interviewed on Dublin South FM 93.9 on 24th October about the competition and local supports for business, along with Ann Kelsey (former Chair of the Ladies B2B) about the competition. A podcast of the interview can be downloaded from the Chamber website www.sdchamber.ie. She was profiled in the Sunday Business Post about the competition. As part of the Marketing Committee for South Dublin Chamber, Andrea will be looking at a Strategic Marketing Plan for the marketing of the Chamber in 2014, both online and offline.

She attended the Department of Jobs, Enterprise and Innovation event on 14th November 2013 in the Red Cow, learning more about the supports available to help businesses to take on staff, as

well as another event held in Dublin Castle on 22nd October 2013 – the One Stop Shop for Business Event. In addition Andrea was part of a panel of leading Women in Business at the Synergy Centre in IT Tallaght on 13th November along with Fiona Cranley of ITT, Rachael James of Enterprise Ireland and Ann O'Dea, founder of Silicon Republic (pictured).

L/R Fiona Cranley, ITT Dublin, Andrea Carroll, South Dublin Chamber, Rachel James, Enterprise Ireland, Ann O'Dea, Silicon Republic



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+
audit
+
a lot of work
for accountant
=
possible bill
from revenue
+
definite bill
from accountant

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Start-up Support Competition Winner

Enterprising Neuroscientist, Áine Behan, wins Business Support Package worth almost €7,000 from South Dublin Chamber.

The winner of the Start Up Support Competition was announced at an exciting event held in Miele, Citywest Business Campus on 14th November 2013. With tough competition from a range of new business ventures, Áine Behan of new science-related enterprise (Cortechs Connect) was revealed as the winner of the prize fund worth almost €7,000.

Áine's prize will include one to one mentoring and advice in a range of areas including marketing, accountancy, legal and HR, a management and administration software package and training worth over €2,500, stationery design and print and even a style consultation, all provided by the members of the South Dublin Chamber Ladies B2B Network. In addition she will receive a years' membership of South Dublin Chamber, including access to their 6 Business to Business (B2B) Networks.

Ann Kelsey (former Chairwoman of the South Dublin Chamber Ladies B2B Network) explained the true benefit of the prize to a startup business like Áine's: "Many business owners, when starting out, want guidance but feel that they cannot afford professional advice. They want to know more about marketing, recruitment, sales, IT and many other specialist areas. We put together a package for a business starting off, to give them the advice that they really need at the beginning. We also wanted to show the real strength of businesses owned by Women and the importance of working in a network."

Áine Behan is a trained neuroscientist and research lecturer with a strong belief in using the enterprise of neuroscience with technology to inspire, impart knowledge and see people push themselves to reach their full potential in life. This is the philosophy behind her new business. Her plan is to take her expertise in neuroscience out of the lab and couple it with technology that can read brainwave activity in such a way to create next-generation brainwave-sensing games that will engage and improve the mind.



L/R Sherri Brennan, Skip Trans and Vice President South Dublin Chamber, Ann Kelsey, Econatural, Áine Behan, Cortechs, Alison McCormick, AIB, sponsors of the B2B Networks

Ann Kelsey, Econatural.ie

Ann Kelsey of Econatural.ie (www.econatural.ie) (member of South Dublin Chamber and previously Chair of the Ladies B2B Network and Competition Committee), and Andrea Carroll, (Sustainable Business Executive with South Dublin Chamber) went into the studio at



L/R Ann Kelsey, Econatural.ie and Padraic Marren, Dublin FM 93.9

Dublin South FM 93.9 to discuss the Ladies B2B Network Start-up Competition, the Chamber and how we help businesses. They were on the lunchtime business show, the Business Eye.

Winner profile: Áine Behan, Cortechs



"I am a trained neuroscientist; within Cortechs, I am coupling my experience with advancing mainstream technologies that read brainwaves to improve the response of adults and children to cues of focus, attention and stress within in a game-based environment."

"Receiving this award means a great deal to me and it's a great honour to be part of this South Dublin Chamber network who show great camaraderie for fellow businesses at my early stage. Winning this award will increase my chances of success given the support provided across so many disciplines and hands-on advice, mentoring and a wealth of experience from successful female entrepreneurs that have made it before me."

Exciting News for the B2B Network Meetings



Ladies & Tallaght B2B Networks Merge

The Ladies B2B and Tallaght B2B have joined forces and merged networks. They will become a joint B2B Network on 8th January 2014. The merging of these two networks will open up new networking opportunities for businesses unable to attend early morning meetings.

The meetings will be hosted in the Maldron Hotel Tallaght every second Wednesday evening from 6.00pm – 7.30pm.

Citywest B2B Network

Citywest B2B Network (formerly Greenogue B2B) meet every 2nd Friday morning with the first of their meetings for 2014 being held on Friday 10th January in Citywest Hotel, Conference & Leisure Centre from 7.00am – 8.30am.

Lucan B2B Network

The Lucan B2B Network meet every second Thursday in the Lucan Spa Hotel. The first meeting of 2014 is on Thursday 9th January from 7.00am – 8.30am

Calmount B2B Network

Calmount B2B Network meet every alternate Friday to Citywest B2B Network the first of their meetings for 2014 is on Friday 17th January. Their meetings are held in the Link Business Centre, G1 Calmount Park, Ballymount, Dublin 12 from 7.45am – 8.45am

M50 B2B Network

The M50 B2B Network meet every Tuesday morning in the Red Cow Moran Hotel from 7.00am – 8.30am. Their first meeting in 2014 will be on Tuesday 7th January 2014

The B2B Networks are going from strength to strength, why not pay a visit to these meetings in the New Year and see how they can help your business.

We would like to warmly thank AIB for their continued sponsorship of the B2B Networks in 2014

For further information on the B2B Networks please contact Mary at 01 4585235 or mary@sdchamber.ie



Good News Story: Opus Print & Promotions



L/R Andrew Tunney, Aisling Campbell, Rachel Greene, Amy Jones

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Good News Story: Henkel Ireland



L/R Brian McGovern, Henkel Ireland, Minister Brian Hayes TD; Mark Hamlin, Henkel Ireland

Henkel invests in Irish infrastructure Several million invested in 2013

Henkel, the company behind many well-known global brands such as Pritt, Sellotape, Unibond, Loctite, Right Guard and Schwarzkopf, has made a significant investment of several million euro upgrading its Irish operations.

This includes the construction and installation of replacement process plant in Ballyfermot, upgrades to machinery at

the Tallaght Manufacturing Facility and the beginning of a phased approach to replacing the roof in Tallaght.

Mark Hamlin, Operations Director, said: "We are pleased to be able to continue the strong development of our Irish operations in Dublin. It is right that our facilities match our status as the leading manufacturer of consumer and engineering adhesives. This investment reinforces our commitment to operate to the highest standards in a safe, modern and professional environment".

Minister of State for Public Service Reform and the Office of Public Works, Brian Hayes, TD visited the plant and was given a tour of the new upgrades: "This is a significant investment and demonstrates Henkel's commitment to Ireland and to its nearly 400 strong workforce. Health and Safety matters are of a paramount importance and the government supports any measures which make sure employees across the country work safely."

Mark Hamlin concluded: "We plan to continue to further enhance to our Irish operations over the next three years and beyond".

About Henkel: Henkel operates worldwide with leading brands and technologies in three business areas, Laundry & Home Care, Beauty Care and Adhesive Technologies. Founded in 1876, Henkel holds globally leading market positions both in the consumer and industrial businesses with well-known brands such as Persil, Schwarzkopf and Loctite. Henkel employs about 47,000 people and reported sales of 16,510 million euros and adjusted operating profit of 2,335 million euros in fiscal 2012. Henkel's preferred shares are listed in the German stock index DAX.

Good News Story: GT Energy Ltd

Did you know that South Dublin may have an everlasting supply of renewable energy?

GT Energy Ltd, a company which began its life in South Dublin, were recently granted planning permission by Manchester City Council to develop the UK's first deep geothermal well doublet heat generating plant at a site in the heart of Manchester city. It is expected that when completed in late 2014 or early 2015 the plant will produce a virtually everlasting 10 to 15 megawatts of base load renewable heat energy. The company, whose chairman is South Dublin Chamber Council member Con McCarthy, hopes to supply heat to some of Manchester's biggest heat users like Manchester City University, a number of hospitals in the city centre as well as to large local authority housing estates. According to the company this will be the first of a number of plants that will be built in what is known as the Cheshire Basin, an underground geological structure very similar to what the company believes lies beneath South Dublin. The company is already in discussions with Stoke on Trent Council as well as a number of others in the area.



Pedraig Hanly, GT Energy talking to BBC News



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Your Chamber gets Social

Did you know that South Dublin Chamber is representing and communicating with you on Social Media too? You can connect with us on Facebook, Twitter and LinkedIn.

Like our page on Facebook and we will keep you up to date with all the local goings on in South Dublin – with a focus on community as well as business. We have over 170 followers and growing all the time, so if you're on Facebook don't forget to come over and LIKE your Local Chamber.

Did you know that we tweet, tweet, tweet? Twitter offers a great opportunity to connect with the media, government and other organisations, as well as celebrities! We tweet to our 723 followers and growing whenever we hear of something exciting happening, which is most days – we have tweeted over 550 times!

South Dublin Chamber is also on LinkedIn – as well as our Chamber Group page, which is open to Members only, we also have a company page that is kept up to date with the latest news and activity from the Chamber. We have over 120 members on LinkedIn in the Group (South Dublin Chamber), and almost 500 followers on our South Dublin Chamber Company page.

Don't forget to Check out the fully revamped website www.sdchamber.ie and search South Dublin Chamber in the Apple iStore or in the Google Play Store to download your Chamber App!



Website

Our new Website (www.sdchamber.ie) and App (South Dublin Chamber) were launched on 20th March, 2013, in VUE Cinema by Minister Alex White and Cera Ward of Google. As a Membership Organisation supporting businesses in the South Dublin and wider area, we support the development and progression of business, and businesses, in our area. As such the website was designed to be user friendly, accessible, progressive, modern and professional. We're leading by example, encouraging businesses to get online, with our website the core of our Digital and Social Media strategy. This site is the cornerstone of our corporate communication strategy and an important enabling tool for us to keeping in touch with members and the public.

For Member and Non-Member Businesses, the innovative nature of the site keeps people coming back. Our records tell us that 45% visitors return regularly. Have you logged in? As a member of South Dublin Chamber you can access the Members Area with your login, just insert your registered email address and request a new password if you don't have one, to access content such as:

- Links to all our social media profiles
- Information on our lobbying and research priorities
- Member to Member Offers
- Downloadables specifically tailored to the issues facing your business
- Details on the use of the Members Logo
- Access to Members Directory

WEBSITE STATS

2500 pages were viewed per month
650 visitors to the website per month
3 minutes is the average time spent on the website
75% of visitors to our site come either directly or referred through Google with referrals from other sites growing all the time

Chamber App - Have you got it?

South Dublin Chamber was the first Chamber in the country to have the Chamber App, have you downloaded it yet? It can be downloaded from the Apple AppStore or from the Google Play Store.



Chamber Marketing Committee



Hard at work on developing and enhancing the Chamber branding and communications they took the time to review:

1. The Website, Chamber App for Android and iPhone and Social Media Communications
2. Our Event Schedule for 2014
3. The Chamber Marketing Plan for 2014
4. Development of Chamber Export Documentation Services

Members of the Marketing Committee are:

- Marc Thornton (DTA Marketing)
- David Kennedy (The Echo Newspaper)
- Tom Fitzpatrick (Link Design Studios)
- Peter Nicholson (OGX)
- Joe Heron (Murray Consultants)
- Peter Byrne (CEO – South Dublin Chamber)
- Andrea Carroll (Sustainable Business Executive - South Dublin Chamber)
- Mary Grassick (Project Manager - South Dublin Chamber)

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Jobs Plus

Department of Social Protection launches scheme to increase employment

Save up to €10,000 for each new employee recruited with JobsPlus.

JobsPlus is an employer incentive scheme, from the Dept of Social Protection, that encourages and rewards employers who offer employment opportunities to the long term unemployed. JobsPlus is a simple scheme for employers to access, offering up to €10,000 for a qualifying recruit, payable on a monthly basis over a two year period.

Simply apply to become an approved JobsPlus employer by completing the online JobsPlus application form on www.jobsplus.ie or email jobsplusinfo@welfare.ie



A great opportunity to join the ultimate business network plus lots of extras!

Modern, clean, industrial units and offices available for let in South Dublin area. This 6 acres, landscaped business campus located in the heart of Tallaghts main road network and only 5 minutes from the M50. The campus is owned and managed by Ronsin Property in conjunction with South Dublin Chamber.

Free membership of the South Dublin Chamber to tenants.

Get valuable help promoting your business and marketing, as well as developing sales opportunities through the 6 B2B Networks. Up to 200 events & seminars each year on specific business issues with keynote speakers. Regular information and business support. Commercial services including export documentation, human resources and other cost saving services are also available through South Dublin Chamber.

High Quality Commercial Units/Offices to Let



- Unit sizes available:
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- Access to large fully fitted kitchen and canteen area.
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141 companies help celebrate Chamber week

Thank you to the 141 companies who attended various activities during Chamber week. A special word of thanks to the sponsors and hosts during Chamber week.



Sponsors

- The Molloy Group
- Citywest Business Campus

Hosts

- DCU Ryan Academy
- Liffey Valley Shopping Centre
- Meditec Medical
- Air Corps Headquarters, Casement Aerodrome

For further information on any events contact Mary at 01 4585235 or mary@sdchamber.ie



Business Talk and Wine Tasting Event, sponsored by The Molloy Group, hosted by Casement Aerodrome, Air Corps Headquarters, Baldonnel, D 22

L/R Peter Byrne CEO, South Dublin Chamber, Lieutenant Colonel Mick Moran, Air Corps, Maureen O'Hara Sommelier, The Molloy Group, Michael McBennett President, South Dublin Chamber and David Noble, The Molloy Group

Post Budget Briefing



L/R Peter Byrne CEO, South Dublin Chamber, Michael O'Scathail, Newmarket Partnership, Gerry O'Reilly, Newmarket Partnership

Post Budget Briefing presented by Newmarket Partnership www.newmarket.ie

South Dublin Chamber in association with Newmarket Partnership joined members and guests for an analysis of Minister for Finance Michael Noonan TD - Budget 2014. Michael O'Scathail from Newmarket Partnership gave a full analysis of this year's budget and how it will affect both companies and individuals.

'Meet your Neighbour'



South Dublin Chamber held a 'Meet your Neighbour' event in Meditec Medical, Whitestown Business Park in September for Whitestown Business Park and South City Business Park to help forge closer ties between the two parks.

One of the presenters at the event was Frank Nevin, Director of Development, Economic & Transport Planning, South Dublin County Council

Tips for Networking

1. For the business person networking:

- Develops and builds relationships
- Gains knowledge
- Can provide a competitive advantage
- Increases a brand awareness
- Promotes your image

2. How do you get the most from networking?

- Come prepared
- Business cards
- Clear short introduction on the company and your role
- Listen to other people
- Don't only talk to people you know
- Have a clear focus
- Follow-up on contacts after the event

3. Effective networking:

- Start with people with whom you are most comfortable
- Develop relationships, find things in common
- Keep a database of contacts, set goals and measure results
- Act like a host, not like a guest

- Be opportunistic: every interaction is a networking opportunity
- Follow up regularly
- Continuously build new relationship and maintain the ones you have
- Pick referral sources that are useful to your business
- Ask for feedback on your networking skills

4. Making networking work

- Get involved: participate in organisations, events, professional groups
- Never waste someone's time
- Have something of value to contribute or share
- The primary objective of networking should be gain and understanding of others' business needs and sharing yours
- Do not inappropriately use membership lists
- Do not rush into business relationships
- Make sure your business connections run both ways
- Learn the culture of the group
- Debrief
- Follow-up

5. Things to avoid

- Drinking too much
- Humour that may be out of place
- Settling in at the buffet for the free food
- Monopolizing one person
- The wrong clothing
- Moving on too quickly if people seem not important enough
- Being too loud
- Complaining
- Not following through after an event

6. Barriers to effective networking

- Confusing business networking with personal friendship
- Not wanting to talk to strangers
- Waiting too long before contacting
- Waiting till you are introduced by others
- Fear of rejection

7. Chamber networking Events

- 5 B2B Networks
- Breakfast Briefings
- Don't Lunch Alone
- Seminars / Training
- Christmas Lunch

€50 thank you payment

Thank You payment promotion will run from December 1st 2013 – July 31st 2014

South Dublin Chamber are delighted to offer members who recruit or assist in the recruitment of a new member to the Chamber a thank you payment of €50. There is no limit to the number of businesses that a member can recruit or assist in the recruitment of.

The Chamber must be notified by email of any business that is being recruited to prevent additional people claiming a 'Thank You' payment.

In the event of any dispute or misunderstanding of the terms of this offer the CEO's decision will be final. For a copy of the Terms and Conditions or to find out more contact Mary at 01 4585235 or mary@sdchamber.ie

"Members of South Dublin Chamber" logo

All Members of the South Dublin Chamber can raise the profile and reputation of their business by using 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



NEW MEMBERS

Action Coach

The Green House, Hibernian Industrial Estate, Greenhills Road, Tallaght, Dublin 24
Ahmed Rajab - Managing Director
 086 2739411
www.businessmadesimple.com
 Business Coaching

Action Community Enterprise

Bawnogue Enterprise Centre, Bawnogue Road, Clondalkin, Dublin 22
Michael Higgins - Chief Executive Officer
 01 4577458
www.actioncommunityenterprise.ie
 Enterprise Centre

Barefoot Yoga and Fitness

13 Millbank Business Park, Lucan, Co. Dublin
Tara Devitt - Owner
 083 1579543
www.barefootyogastudio.ie
 Yoga and Fitness

Cortechs

125 Belfry Hall, Block D, Citywest, Dublin 24
Aine Behan - Chief Executive Officer
 01 6978159 www.cortechs.ie
 Neurotechnology

Evo Fitness

Greenogue Business Park, Rathcoole, Co. Dublin
Paul O'Callaghan - Managing Director
 087 9480928 www.evofitness.ie
 Personal Training

Greenvalu Limited

Unit 3, Tallaght Business Centre, Whitestown Business Park, Dublin 24
John Price - Director
 086 2572505 www.greenvalu.ie
 Manufacturer & Supplier of Juicers and Health Products

Lee Consulting Services Ltd

6 Main Street, Lucan, Co. Dublin
Harry P. Lee
 01 6155155 www.lee-consulting.com
 Independent Engineer, Motor Consultant

Makin Media Mobile

Saffron Mews, Station Road, Sallins
Darragh Griffin - Owner
 086 1825511
www.makinmediamobile.ie
 Video for the web

Phlok Ltd

14 Kinsealy Business Park, Kinsealy Lane, Co Dublin
Paul Graham - Chief Executive Officer
 086 8167298 www.phlok.com
 Consumer Internet

Punctual Print

7 Main Street, Blessington, Co. Wicklow
Sonia Moran - Sales and Accounts Manager
 087 6611506 www.punctualprint.com
 Design, Print & Signage Company

Sarah Tracey Photography

106 St John's Park, Clondalkin, Dublin 22
Sarah Tracey - Photographer
 01 4571547 www.sarahtracey.ie
 Photographer

Speechcamp

38 The Way, Dunboyne Castle, Dunboyne, Co. Meath
Natasha Arvinte-Hickey - Director/Coach
 086 0585949 www.speechcamp.ie
 Training & Education

Tax Assist Accountants Lucan

Unit 3,4 Main Street, Lucan, Co Dublin
Don O'Connell - Director
 01 9060400 www.taxassist.ie/lucan
 Accountants & Tax Advisors

UV Moore Property Management Ltd

Ballymorefinn, Bohernabreena, Co Dublin
Una Moore - Director
 01 4511764 www.uvmoore.ie
 Property Management

Valeo Foods

Merrywell Industrial Estate, Ballymount, Dublin 12
Rosalee O'Hara - Export Manager
 01 4051500
 Ambient Food Manufacturer

W.P.D. Freight Management

IDA Unit 2, Swords Business Park, Swords, Co Dublin
Liam Davis - Freight & Logistics Consultant
 086 2474396 www.wpdshipping.com
 Freight & Logistics

You-and-yours.com

20 Sallins Pier, Sallins, Co. Kildare
Pat Finnerty - Founder/Owner
 087 1559981 www.you-and-yours.com
 Information Marketing

Details of all our members are available from mary@sdchamber.ie

Events

January

Event:
 Social Media Protocol Seminar

What you will learn

- The impact social networking has on the workplace
- Social networking policies
- Current legislation and the use of social media in the workplace
- Workplace bullying via social networking
- How to protect your company's reputation
- Managing employees access to social networking sites

Date: Wednesday 29th January 2014

Time: 10.00am – 12.00pm

Venue: DCU Ryan Academy, 3013 Lake Drive,

Citywest Business Campus, Dublin 24

Presented by:

Peninsula Business Services

Cost: Free

Other events/training include

- Sales Training
- 12 B2B Network Meetings

February

- Health & Safety Seminar for Business Owner/Directors
- Don't Lunch Alone
- LinkedIn Training
- Basic First Aid
- 12 B2B Network Meetings

March

- Manual Handling Training
- Don't Lunch Alone
- 12 B2B Network Meetings

For further information please contact Mary at 01 4585235 or mary@sdchamber.ie