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Summer 2013



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Lobbying and Representation

A key part of the Chambers work is bringing the issues that effect businesses to the attention of those who can address them. We not only highlight the issues, we challenge those responsible to do something about it.

The easier and more economically sustainable it is to do business the more companies will stay in business and grow and the more people will be employed. As a Chamber we realise that a core contribution the business community can make to society is to reduce unemployment and give people the pride they gain from meaningful work.

Among the issues we are working on are, access to capital, Improvements to the Employment and Investment Incentive Scheme (EIS), consolidation of existing HR legislation and reduction in business costs such as rates.

You can see the Chamber's work on these and many other business issues on our website www.sdchamber.ie

Your comments and observations are always welcome email: business@sdchamber.ie

Chambers Ireland



CHAMBERS IRELAND
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South Dublin Chamber is an active member of Chambers Ireland. Through Chambers Ireland we can address, at a national level, issues affecting our members, such as legislation and taxation.

Alternative 10 Point Plan

In the Budget 2013, the Government proposed a 10 Point Tax Reform Plan aimed at helping small businesses and increasing the availability of credit for SMEs. While Chambers Ireland welcomed these measures, it is our belief that the policies and incentives should be further improved in order to produce positive outcomes. We have produced an Alternative 10 Point Plan with the aim of stimulating job creation and improving Ireland's business environment.

For more details see:
<http://www.chambers.ie/media/news/2013/04/10/alternative-10-point-plan-for-micro,-small-and-medium-sized-enterprises-launched/>

Chambers Ireland also recently released a Submission on Local Enterprise. As the largest business organisation in Ireland, we have a unique understanding of the concerns and needs of the entire business community. The submission highlights what we believe to be the main areas in which local authorities can improve their relationship with the small business communities in which they serve. We believe the government should be more sympathetic to the needs of all types of businesses, including assisting businesses to further facilitate job creation. Since we recognise both the needs of the community and work with local authorities, Chambers must be vital to this process, contributing to the goal of becoming the best small country in the world to do business.

Budget 2014

Now that the Government's budget day has been brought forward to October 2013, Chambers Ireland has completed extensive consultations around the network on our Pre-Budget Submission for 2014. We will launch the document in due course.

Procurement

Recently a Chamber delegation met with Chief Procurement Officer Paul Quinn on issues facing business, including the need for government support of SMEs by ensuring that tender requirements are set up in a way that is conducive for SMEs to successfully tender for business.

For more Chambers Ireland news, please visit www.chambers.ie

Smile Resource Exchange



L/R: Andrea Carroll, Sustainable Business Executive. Loman O Byrne, South Dublin County Enterprise Board. Mayor Cathal King. John Quinlivan, Director of Environment, South Dublin County Council. SORCHA O Brien, Environmental Awareness Officer, South Dublin County Council. Michelle Green, SMILE.

SMILE Resource Exchange held a free Resource Exchange service for business at an event in Tallaght Stadium on 25th April 2013, hosted by South Dublin Chamber and South Dublin County Council, as part of the Business Sustainability Programme.

SMILE stands for Saving Money through Industry Links & Exchanges. The Resource Exchange is a network of businesses that reuse each other's surplus products, by-products and reusable items, in order to save money and help the environment by diverting waste from landfill.

A key focus of the initiative is to encourage businesses to identify new business opportunities that may come from using another company's unwanted resources. Potential exchanges are identified through SMILE networking events, an online exchange facility (www.smileexchange.ie) and the SMILE support team.

SMILE Resource Exchange is funded by the Environmental Protection Agency under the National Waste Prevention Programme and this event was co-sponsored by South Dublin County Council and South Dublin County Enterprise Board, and supported by South Dublin Chamber. Following the event attendees received a report detailing all those in attendance at the event and the details of all the potential exchanges. This will help support the follow up between the businesses after the event.

However whether you made it to the original event, or just wished you had, there are even more opportunities to connect, with a SMILE networking events happening in July 2013, and in coming months. Check out www.smileexchange.ie for more details.

Did You Know?

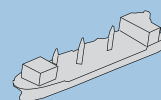
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Launch of the new website for South Dublin Chamber



L/R: Peter Byrne CEO, South Dublin Chamber. Billy Redmond, Arachas, Cera Ward, Google Ireland, Minister of State, Alex White TD, Michael McBennett, President South Dublin Chamber, Peter Nicholson, OGX

Global Audience for new Chamber site.

Minister of State, Alex White TD was the guest of honour as South Dublin Chamber launched their new website with a fanfare at the Vue Cinema Complex in Liffey Valley. The big screen showed off the new site in all its glory, but it was the Chamber's new smaller screen iPhone & Android Apps which were the focus of a lot of attention.

Chamber Chief Executive Peter Byrne explained why the technology is so important for the Chamber;

"Increasingly, the web is the first point of contact that any customer will have with a business. This is no different for a Chamber than it is for a bookstore or a bank. We need to be sure that our website is a strong representation of the work that we do to promote business in our region. The website allows us to showcase our services to members. In particular it allows us to promote key services such as Chamber HR, Export Documentation Services, the Chamber Training Programmes. Member businesses are also featured heavily on the site, with the clear aim being to help grow business for these companies. The new Apps are an even more exciting development for us. They allow us to be available to our members at all times. Now they can have the resources of the Chamber in their pocket."

Sponsor of the Chamber Website, Arachas Insurance, were represented at the launch by Billy Redmond, Group Development Director. "Arachas is delighted to be associated with South Dublin Chamber's new website and App. Like the Chamber, Arachas is Irish owned, independent and dedicated to supporting business and giving them the reassurance that they need to grow. Communication is key in the service that we offer and we recognise what a great tool this new website can be for members."

The website is likely to have a broader audience than just Dublin, according to Chamber President Michael McBennett;

"Because the Chamber brand is global, when people in Berlin or Washington want to learn about doing business in a region in Ireland, one of the first places they will look for is the local Chamber. Since we were founded back in 1984, we have been providing information about business in South Dublin to business leaders around the world. This website will help us to promote the region as a vibrant centre of commerce. Proving the point, the presentations at the launch included messages of support from business leaders in Oslo and Geneva Chambers."

The new website is www.sdchamber.ie and the Apps can be found in Apple's App store and in the Android Market.



Minister Rabbitte presents Impact Ireland (Metals) Ltd with the AS 9100 award.



Pictured above, at the premises of Impact Ireland (Metals) Ltd on Wednesday 22nd of May 2013 are, Peter Byrne CEO South Dublin Chamber, Pat Rabbitte TD Minister for Energy Natural Resources and Communication with Tom Scarff, Quality Manager and Don Clarke Managing Director of Impact Ireland (Metals) Ltd.

Chamber member Impact Ireland (Metals) Ltd was awarded AS 9100 - Requirements for Aviation, Space and Defense Organizations. The standard is specifically written by the aerospace industry in a concerted effort to improve quality and assure the integrity of supplies to the industry. It is based on the tested and proven foundation of ISO 9001, which it supplements with specific additional requirements necessary to address civil/military aviation and space needs. www.impactirl.ie

Pageboy Contact Centre



At a recent visit to a member company Pageboy Contact Centre, Peter Byrne CEO South Dublin Chamber had the opportunity to see at first hand the professional operation of the Centre and to meet with Ken Colley MD to hear how this Irish owned and run business is growing and providing many other Chamber members with an excellent service.

L/R: Ken Colley MD Pageboy Contact Centre, Peter Byrne Chamber CEO and Sarah Hughes Contact Centre Manager, Pageboy. Photos taken by Pixillum Photography

THK Manufacturing of Ireland Limited Opening Ceremony



From left to right: Tommy Fanning (IDA Ireland), Mayor Cathal King, Akihiro Teramachi (Group Chief Executive, THK Co., Ltd), Klaus-Dieter Matthes (Group Chief Executive Indunorm) and Tetsuya Hayashida (President of THK Europe)

On the 2nd May 2013, Michael McBennett (President) and Peter Byrne (CEO) South Dublin Chamber along with the Mayor of South Dublin County Council, Cathal King and representatives from IDA Ireland attended the opening ceremony of Chamber member THK's new extension to their Whitestown facility in Tallaght.

THK is the world's leader in linear motion products and they have been manufacturing in Ireland since 1992. Their Whitestown facility produces precision rolled ballscrews for the European, Turkey, North and South American markets.

This new extension combined with an additional €2m investment in machinery will add some 20 skilled jobs in the foreseeable future.

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New County Manager



Daniel Mc Loughlin joined the Local Government Service as a Clerical Officer with Leitrim County Council in 1982 and has since worked with Sligo, Offaly and Wicklow County Councils as well as holding the position of Town Clerk in Trim, Arklow and Bray. Mr. Mc Loughlin joined Meath County Council in 1996 where he held the positions of County Secretary and Director of Service before leaving to take up duty as Leitrim County Manager in 2002. Prior to joining South Dublin County Council, Mr. Mc Loughlin was Westmeath County Manager from 2006 to 2013. He was educated at St. Mel's College in Longford and holds a BA in Public Administration and a MA in Local Government Management from the Institute of Public Administration.

Newlands Cross Upgrade

South Dublin Chamber welcomes the announcement that work will begin on the N11 Arklow/Rathnew Road Improvement Scheme and the N7 Newlands Cross Junction Upgrade Scheme, following the signing of the Public Private Partnership

The Chamber has for a long time campaigned to have Newlands Cross upgraded in order to serve both the county and national transport needs. The Newlands Cross upgrade is an essential piece of infrastructure that will benefit many companies doing business in Ireland. It is the final pinch point for commuters on the road between Belfast, Dublin and Cork.

We look forward to an on time and in budget project being completed and allowing for a true free flow transport system between Cork, Dublin and Belfast.

Economic Strategy for the County

The Economic Development Working Group met in the Chambers offices recently and among the issues discussed were, the Economic Strategy for South Dublin County, Business Sustainability, Branding for our County and Procurement.

This group reports to the County Development Board and is made up of agencies such as Enterprise Ireland, South Dublin County Council, South Dublin County Enterprise Board, South Dublin Chamber, South Dublin County Partnership, SFA, Partas and South Dublin Tourism Board.

The committee is chaired by Chamber CEO Peter Byrne and the work is facilitated by Anne Byrne South Dublin County Council

If you would like more information on the work of this committee please contact the Chamber or the County Development Board



Pictured: Frank Nevin, Director of Development, Economic & Transport Planning, South Dublin County Council

Business Sustainability Project Update Summer 2013



*Andrea Carroll,
Sustainable Business Executive*

A partnership programme between South Dublin Chamber and South Dublin County Council, led by Sustainable Business Executive, Andrea Carroll.

The Business Sustainability innovative project began in 2011, with the appointment of Andrea Carroll to the position of Sustainable Business Executive with South Dublin Chamber, to provide direct support to local business, and to ensure that support for local businesses in South Dublin is effective and efficient. Andrea is an

expert in the area of corporate sustainability, lecturing in NUI Maynooth on the topic for over 4 years, as well as having run her own business. The aim of this programme is to empower businesses to consider the sustainability and long term future of their business in spite of the recession in Ireland and globally.

The programme provides a range of services and resources to small business and has also made possible the provision of some local authority services through the Chamber, rather than their through the offices of the public service. In addition this programme taps into the services and resources already available to businesses county-wide, whether Chamber members or not. Many of these services were not previously available to business (e.g. Social Media training from Local Authority Experts and tailored Energy Reduction programmes) without cost.

An important principle of this project is to act as an effective conduit for connecting people, business and organisations. The results to date are impressive with over 300 small and medium sized businesses being serviced by the programme. These businesses are now in a stronger position to not only survive but to grow.

The Sustainable Business programme also helps businesses that may not typically consider Chamber membership to acknowledge/understand role of the Chamber within the business community, as well as giving access to those not in typical recruitment cycles to understand the other functions of the Chamber (including lobbying and representation). The Business Sustainability Programme has required South Dublin Chamber to engage in new ways of working with Local Government to help businesses survive and grow, and offers the opportunity to share resources with local Government for the benefits of the wider business community. This programme represents business interests on local committees and organisations.

Frank Nevin, director of Planning and Economic Development in South Dublin County Council said of the programme: "A core function of the Business Sustainability programme, which has been approved by the members of SDCC in their Annual Budgets since 2011, is to illustrate the cost effectiveness of other options such as new technologies and efficient use of energy, transport and marketing." With support from all sides, including your Chamber and Local Authority the Business Sustainability Programme is set to grow. If you would like to find out more about the programme contact Andrea Carroll to arrange a confidential one to one discussion: andrea.carroll@sdchamber.ie or 087-0658468.

International

Chamber UK Trade Mission Spring 2014

The Chamber will be leading a trade mission to the UK in the Spring of 2014. This trip will cover a wide variety of business sectors including services, manufacturing and hospitality. We will be working with Enterprise Ireland, UK Trade and Investment and the British Irish Chamber of Commerce to offer our members the best preparation and business opportunities possible.

In the Autumn we will commence with a series of preparatory seminars enabling those who are new to exporting or those who wish to brush up on their skills an opportunity to hear from the experts. We will also be hosting an information evening for those who already are exporting to the UK or other countries on what they might expect from the trade mission.

If this is something your business is interested in please register your interest with mary@sdchamber.ie and we will keep you informed.

British Irish Race Day



Presentation of the King George V cup were, from left, Daniel Moloney; Steve Aiken, CEO British Irish Chamber of Commerce; Simon Coveney TD, Minister for Food, Agriculture and the Marine; Pat Downes, Giltown Stud; HE Ambassador Dominick Chilcott; Mary Moloney; Michael Halford, Trainer.

The British Irish Chamber of Commerce held the British Irish Race Day at Leopardstown Racecourse on 7th June, 2013.

Attended by members, friends and guests of honour Minister for Agriculture, Food and the Marine Simon Coveney, TD and HE Ambassador Dominick Chilcott, the race day was a superb opportunity to network and interact across senior levels of government and business.

Both Minister Coveney and Ambassador Chilcott expressed their support for the Chamber's endeavours in the food and agribusiness sector. By engaging the key stakeholders in business and government across the Islands, the Chamber is focused on growing the €1 billion worth of goods and services which is traded weekly between the UK and Ireland.



Russian Chambers of Commerce



Pictured is Peter Byrne, CEO and Antonio Savoschev, St Petersburg Chamber of Commerce and Industry



Pictured is Dr Victor Afanasenko, President Chamber of Commerce and Industry of Pushkin and Pavlovsk and Mr Peter Byrne, CEO of South Dublin Chamber.

Less than 4% of our exports go to the BRIC countries: Brazil, Russia, India and China. It's an untapped market for Ireland.

South Dublin Chamber has deepened its relationship with two Chambers in Russia, these are St Petersburg Chamber of Commerce and Industry and The Chamber of Commerce and Industry of Pushkin and Pavlosk. Through your membership of South Dublin Chamber and with the support of Enterprise Ireland there may be opportunities you can grow your business in Russia.

If you are interested in our joint agreement with St Petersburg Chamber of Commerce and Industry and The Chamber of Commerce and Industry of Pushkin and Pavlosk please contact Mary Grassick in the Chamber for further information.

Bi-Lateral Agreement between South Dublin Chamber and Norwegian Chamber



Pictured: Peter Byrne CEO South Dublin Chamber, Mayor Cathal King, Harald Minge, CEO, Stavanger Chamber of Commerce and Industry

South Dublin Chamber and Stavanger Chamber of Commerce and Industry signed a bi-lateral agreement on the 12th April 2013. The agreement was witnessed by South Dublin County Mayor Cathal King. This agreement ensures that our members doing business in Stavanger and Norwegian members doing business in Dublin will be supported by each other Chamber. The agreement also facilitates the Chambers working together to promote Trade, Tourism and Commerce.

Estonian Trade Mission

The British Estonian Chamber of Commerce is organising a Trade Mission to Ireland and Northern Ireland this October.

This year's Trade Mission to Ireland and Northern Ireland is planned to take place between the 1st and the 5th of October, during which two days will be spent in Belfast and two in Dublin. The aim of this trip is to help Estonian companies to find new business partners in Ireland and Northern Ireland, to introduce business opportunities in these regions as well as introduce Estonia through the SmartEST investment conference.

In Dublin B2B meetings will be organised for participating companies and a reception is planned for the delegates in co-operation with the Estonian Embassy in Dublin. The sectors that will be concentrated on are finance (financial services), innovation (e-government, e-health) and innovative manufacturing and tourism. Therefore the participating companies from Estonia will be from these sectors. These are also the target sectors which will be inclusive in the B2B meetings.

For further information contact Mary at mary@sdchamber.ie



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Events being held by South Dublin Chamber during Chamber Week (16th - 20th September 2013)

Tuesday 17th September

Empowering Business Parks through 'Meet the Neighbour'

Wednesday 16th September

Don't Lunch Alone 'Motivating staff in a recession' in DCU Ryan Academy, Citywest Business Campus.

Thursday 19th September

Wine Tasting and guest speaker, Casement Aerodrome, Baldonnel,

B2B Network Meetings

Tuesday 17th September

M50 B2B Network meeting in the Red Cow Moran Hotel at 7.00am

Wednesday 18th September

Ladies B2B Network meeting at 6.00pm

Friday 20th September

Greenogue B2B Network meeting in Greenogue Business Plaza at 7.00am

Being part of a Chamber has wide ranging benefits including:

- Sales Opportunities
- Input into your Chamber's lobbying and policy work
- Services and support
- Opportunities for networking and to attend exclusive events
- Trade
- Business promotion

Coming Soon - South Dublin Chamber Ladies B2B Start Up Competition

The members of South Dublin Chamber Ladies B2B Network have come together to create an exciting competition to provide a complete 'Business Support Package' to one lucky winner. All the advice and support on offer will come from members of the Chamber Ladies B2B, who have experienced the benefits of 'Women supporting Women in Business.' The competition will be launched on 24th July 2013 so keep watching your e-mails and the website (www.sdchamber.ie) for more details.

Google Analytics Training



L/R: Ann Kelsey, Econatural Ltd, Chair of the Ladies B2B, John Abbott, Abbott Consulting, Kathryn Byrne, Your Image Matters, Education officer, Ladies B2B, Roberta Stapleton, eDuce Ltd, Secretary, Ladies B2B

South Dublin Chamber Ladies B2B and the Chamber M50 B2B Networks held a joint Google Analytics Training session in the Green Isle Hotel on 17th April 2013. The training was presented by Abbott Consulting.

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Chamber M50 B2B Network Presentation



*David McKernan,
Java Republic, presenting
at a recent
Chamber M50
B2B Network meeting*

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Events
In autumn 2013 there will be
numerous events held including:
**Chamber Corporate Members
briefing in Dáil Éireann,
Breakfast Briefings,
B2B Open Mornings/Evenings,
2 Network evenings hosted by
Member companies,
Summer BBQ,
Empowering Business Parks through
'Meet your neighbour',
Wine Tasting Evening in
Casement Aerodrome, Baldonnell,
Post Budget Breakfast Briefing,
Annual Christmas Lunch, on
Friday 13th December 2013 in
Citywest Hotel, Dublin**

Other events will be confirmed
throughout the year.
176 B2B Network meetings held in 2013.

Training
The following training programmes have
been held since the start of 2013

**3 Basic First Aid Courses
Excel Training
Introduction to Cloud Computing
PR for Business
Employment Law and Health &
Safety Workshops
Manual Handling Workshop**

Other training scheduled for
autumn 2013 includes:

**Basic First Aid
Don't Lunch Alone
Manual Handling
Sales Training**

Chamber Week
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