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**Summer 2006  
Newsletter**



**Rita Guinan,  
Chief Executive Officer**

## 2005 Outcome

During 2005 the Tipperary North County Enterprise Board recorded 5,467 contacts at their Nenagh and Thurles offices, processed 34 applications for grant assistance and approved financial support for 17 projects. The grants approved were awarded to 9 new start-up operations and 8 existing business expansions.

Capital grants to the productive sector accounted for 86% of the approvals which is consistent with current National Policy where aid should be confined to projects in the manufacturing and internationally traded services sectors and in particular projects that in time can graduate to the Enterprise Ireland portfolio. There were no Feasibility study grant offers in 2005 and Capital grants accounted for 91% of Board approvals with Employment grants accounting for just 9% of the annual allocation.

In 2005, the Board received a total allocation of €761,090 from the Department of Enterprise Trade and Employment. The Measure 1 cash allocation of €231,714 was fully paid out and grant assistance of €315,051 was committed to 17 promoters in the form of capital and employment grants. The approved grants should yield a capital investment of €838,910 in the County over the next 12 months.

The Board was awarded a budget of €183,193 to support Entrepreneurial and Capability Development. This budget was supplemented by income generated from course fees totalling €20,000. Forty three separate initiatives encompassing business skills training courses, seminars, workshops, coaching and mentoring schemes as well as other interventions such as website development grants, design audits, exhibition opportunities, schools enterprise programmes and general enterprise awareness activities were implemented. In all 1,115 individuals participated in the Board's Measure 2 schemes during the year.

The Board's Employment Survey of grant-aided enterprises highlighted that during 2005 10 micro-enterprises ceased trading while 1 relocated outside of the County, resulting in a loss of 21 jobs (17 full-time & 4 part-time). These losses were off-set by 46 new jobs (34 full-time & 12 part-time) which were created in enterprises supported by the Board leaving a net increase of 25 jobs.

Full Annual Review available on [www.tnceb.ie](http://www.tnceb.ie).

## MAKING CONNECTIONS... Doing Business Locally



**Speakers and attendees at the 'Making Connection' Event Back left to right, Cllr Mattie Ryan, Chairman Mid West Regional Authority, Rita Guinan, Eamon Ryan, Alexis Kelly, Michelle O'Dwyer. Front left to right Limerick Deputy Mayor Lily Wallace, Siobhan O'Connell, Prospect Architects & President Limerick Branch Network Ireland, Celia Larkin and Alison Herbert.**

The Enterprise Boards from North Tipperary, Limerick City and County came together to organise a unique inter-county event at the Castletroy Park Hotel on Tuesday 2 May last. 'Making Connections' incorporated a trade fair/exhibition by 45 female entrepreneurs from the three CEB areas and culminated in an address by Celia Larkin, Image and Personal Branding Coach. This event was organised to promote interaction between female entrepreneurs, create a showcase and trade opportunity to promote new enterprises, launch new products, increase market profile and generally do business.

Business sectors on display included I.C.T., Professional Services, Retail, Fashion, Recruitment & HR, Health & Beauty, Tourism/ Catering, Home/ Garden/ Leisure as well as Craft and Manufacturing.

Eamon Ryan, C.E.O. Limerick City CEB acted as MC and other speakers on the evening included Alison Herbert, National President Network Ireland, Michelle O'Dwyer, University of Limerick, Alexis Kelly, The Wine Buff & President North Tipperary WIB Network, Limerick Deputy Mayor Lily Wallace and Rita Guinan C.E.O. TNCEB.

**The North Tipperary Women in Business Network meets on the first Tuesday of every month at 8pm in the Abbey Court Hotel, Nenagh.**

## Maximising ICT for business



Anthony O'Reilly, North Tipperary Broadband Co-ordinator (centre) demonstrating how to use internet telephony to participants at the 'Maximising ICT for business' seminar held in Nenagh.

In today's business world individuals must be aware of the huge time and cost savings that the Internet can bring to them and must strive to utilise the applications that have become available as a result of technological advances so as to ensure that they remain competitive in the market place. Tipperary North County Enterprise is committed to raising the awareness of the benefits of ICT for businesses and as a result organised a series of seminars entitled "Maximising ICT for Businesses" in

association with North Tipperary Broadband group. Information evenings took place in Nenagh and Thurles and were designed to illustrate the business benefits of internet applications. Topics covered included Revenue on Line (ROS), Electronic Banking, Supply chain management, Internet telephony and Data backup. Participants were afforded the opportunity to experience first hand the benefits of each application and pose questions relevant to their personal situation. More information on Broadband in Tipperary from Anthony O'Reilly, North Tipperary Broadband Co-ordinator, [aoreilly@tipperary.com](mailto:aoreilly@tipperary.com).

### 25 firms participate in Accredited Management Development Training

The Board are presently running two intensive management development programmes for owner/managers in the County. A total of 25 firms and 30 participants are availing of the opportunity to enhance their management capability on two separate programmes running in Nenagh and Thurles. The two programmes were promoted earlier in the year at breakfast events held in both towns. The Thurles breakfast was held in conjunction with Thurles Chamber and was attended by over 30 individuals. The keynote address on the morning was delivered by Pdraig Cleary of Mayday Management who outlined the rationale for the programme and the benefits for participants.

Blaise Brosnan of M.R.I. (Management Resource Institute) delivered the keynote address at the Nenagh breakfast which was also well attended. He spoke of '*Flashlights on the business Dashboard*', which could signal that management are not addressing internal problems such as margin erosion, over dependence on one customer, cash flow problems or poor financial performance. He reminded attendees that "failing to plan is planning to fail". The MRI Management Development Programme involves 25 group training workshops and 3 one-to-one meetings per company. Successful participants can also submit their business plan for accreditation by Waterford Institute of Technology. The Thurles/MayDay programme will be accredited by the Marketing Institute.

The Board took advantage of the breakfast events to promote their Spring training calendar and outline the full range of supports available to encourage and develop micro businesses in the County.



Photographed at the Thurles Breakfast Event on 22 February from left to right Tim Looby, Thurles Chamber, Eleanor Forrest, TNCEB, Pat Donnelly and Paddy Barry, Thurles Chamber, Pdraig Cleary, MayDay Management Consultants, Rita Guinan, TNCEB, Lorna Mason, Circle Safety and Cllr. Seamus Hanafin.



Pictured at the Nenagh Breakfast Event on Thursday 16 February are from left to right: Rita Guinan, C.E.O., TNCEB, Danny Kelly, AIB Roscrea, Brian Colclough, Supervalve, Roscrea, Johnny Cavanagh, Friary Ironworks, Nenagh, Blaise Brosnan, Management Resource Institute, Oliver McLoughlin, Half Price Ink, Nenagh, John Dooley, Dooleys Precast Concrete, Roscrea.

## Student Enterprise Awards 2005/2006

St. Mary's Secondary School Nenagh won the Top Prize in the Student Enterprise Awards Senior Category with Thurles Vocational School winning both the Intermediate and Junior titles. North Tipperary will now be represented at the National Final by 'FLO Accessories' promoted by Orla Kennedy, Louise Devine and Fiona Ryan from St. Mary's Secondary School, Nenagh and in the Intermediate category by 'Bookworms' set up by Amy Ní Dhuibhir, Cionnait Ó Duibhir and Rebecca Ní Chearbhaill. Kevin Moore, Kelly Ní Dhuibhir, Megan Ní Gharmhaile and Allyson Ní Dhuill will represent the County in the Junior category with their entry 'Crann It'.

The National competition involved 10,613 students and 2,579 businesses from 282 schools throughout Ireland. The county winners came through a local competition involving 123 students and 33 business entries from 6 North Tipperary schools. The County final was held on Tuesday 7 March in Thurles and the event was compered by RTE Personality, Ms. Síle Seoige. Mr. Tom Barry, Chairman of the Tipperary North County Enterprise Board presented the prizes on the day. The Board made available a generous prize fund of €2,500 along with silver plates, certificates and medals.

This years adjudicators were Margaret Ryan Assistant C.E.O., Limerick City Enterprise Board, Geraldine Beirne, Business Advisor, Offaly CEB and Pat Donnelly, Executive Officer, Thurles Chamber.



'FLO Accessories', St. Mary's Secondary School, Nenagh winners of the North Tipperary Student Enterprise Awards Senior Category 2005/2006 photographed receiving their silver plate and cheque for €500. Left to right Tom Barry, Chairman TNCEB, Eleanor Forrest, TNCEB, Orla Kennedy, student, Jacinta Kelly, Teacher, Rita Guinan, TNCEB, Louise Devine & Fiona Ryan, St. Mary's Secondary School, Síle Seoige, RTE and Geraldine Manning, TNCEB.



'Bookworms' from Thurles Vocational School, Winners in the Intermediate Category, Tom Barry, Chairman TNCEB, Amy Ní Dhuibhir, Miriam O'Brien (Teacher), Sinead Tuohy, (Teacher), Cionnait Ó Duibhir, Rebecca Ní Chearbhaill, Síle Seoige, Rita Guinan, Chief Executive Officer, TNCEB.

'Crann It', Thurles Vocational School, Junior Category Winners, Photographed left to right: Kevin Moore, Allyson Ní Dhuill, Megan Ní Gharmhaile, Kelly Ní Dhuibhir.



## MICROTRADE MAIN EVENT

In April 2005 MicroTrade hosted a small business networking event at Citywest in Dublin which brought together over 481 delegates for different forms of networking such as micro-to-buyer, micro-to-micro and Speednetworking.

Two local businesses participated in the event - Wright Safety Services, C/o Barry Wright, Templemore and NSC Publishing, C/o Seamus Clifford, Nenagh.

The MicroTrade Programme aims to promote cross-border trade and business co-operation specifically within the micro-enterprise sector. The programme came about as a result of a three-way partnership between InterTradeIreland, the 35 County & City Enterprise Boards and Enterprise Northern Ireland, the umbrella body of the 32 Local Enterprise Agencies in Northern Ireland.



County & City Enterprise Boards stand at the MicroTrade Main Event, left to right Louise O'Riordan, Wicklow CEB, Jim Fox, Cavan CEB, Rita Guinan, Tipperary North CEB, Michael Kelly, Carlow CEB, Eleanor Forrest, TNCEB, Sheelagh Daly, Wicklow CEB.

## Food Study

In Autumn 2005 the Board commissioned Momentum Consulting, Drumshambo to undertake a feasibility study to determine the need for dedicated food units in North Tipperary. A sub committee of the Board was set up to co-ordinate the assignment and analyse the findings. The sub committee comprised Pauline Coonan, MCC, Chairperson, Seamus Hanafin, MCC, Jim Ryan, MCC, Lorna Mason, Tim Young, Jimmy Murphy, Tom Barry and Dermott Tobin.

The study involved widespread consultation with agency, business and community groups interested in making application to Enterprise Ireland under the Community Enterprise Scheme. Following the consultative process Slieve Felim Co-operative, Rearcross, applied to the Board for support towards making an application to Enterprise Ireland which was subsequently lodged in April. The group are wished every success in their endeavours to develop food units in Rearcross.



Slieve Felim Co-operative members display the wide selection of food products available in their area.

## New Training Centre

Tipperary North County Enterprise Board opened its new training centre located next to its offices in Connolly Street, Nenagh on 15 February 2006. The building which formally housed the Tourist office has been totally refurbished to provide a dedicated centre conducive for the transfer of knowledge.

The Centre has been designed with an attractive but non-distracting colour scheme, complemented with tasteful artwork and comfortable furniture, and with a full range of technical equipment to guarantee a well delivered training event. Parking is available at the rear of the building.

The Board has organised a comprehensive schedule of training programmes which will be delivered at this venue over the coming months.



Outside and Inside views of the new Training Centre



## Upcoming Training Programmes

Time Management, NLC Training, Terry Harmer, 1 full day workshop

Taxation for the Small Business, Byrne Casey & Associates, 1 half day workshop

SAGE Payroll Training, P.C. Training, 1 full day workshop

Work Life Balance, Carpe Diem, Mary Whelan, 1 full day workshop

Time Management, NLC Training, Terry Harmer, 1 full day workshop

Harnessing Creativity, Design Shannon, 1 half day workshop

Intellectual Property, Design Shannon, 1 evening workshop

Succession Planning, 1 half day workshop

Employment Law, Michael Purtill, Barrister-at-Law, 4 evening workshops

Pricing & Costing, Padraig Considine, 2 evening workshops

Interpreting Your Accounts, Padraig Considine, 1 half day workshop

Other Supports: Research and Development assistance, Design Audits, Temporary Business Advisors, Mentors and Company Development Consultants, e-Commerce Coaching, Website Development Grants, Exhibition Opportunities, Schools Enterprise Programmes and Women in Business focussed initiatives.

**Are you thinking of Starting a New or Expanding an Existing Business? Need to invest in a factory/workshop or new equipment? Do you plan to increase your employment levels? Do you propose to research the viability of a new product or service? If the answer to any of these questions is YES then contact the Tipperary North County Enterprise Board to determine your eligibility for Capital, Employment or Feasibility Study Grant Aid before you incur any expenditure.**

### Product Providers familiarise themselves with the County's top visitor attractions.

North Tipperary Tourism Company with the support of the Board organised a familiarisation trip for tourism product providers in the County in an effort to heighten awareness of the quality tourism products that North Tipperary has to offer.

30 individuals (pictured below) availed of the opportunity to visit a number of the County's top visitor attractions and facilities on 30 March last. Eamonn DeStaffort acted as tour guide on the trip which commenced in Nenagh and went on to Coolbawn Quay, Terryglass, the Dominican Friary in Lorrha, Roscrea Castle, Fiacri House, Crossogue Equestrian Centre and finished with evening tea in Kinane's of Upperchurch.



Tipperary North County Enterprise Board Ltd.

Tipperary Business Directory

Making the connection for Tipperary Enterprises

[www.tipperarydirectory.ie](http://www.tipperarydirectory.ie)

This 'user friendly' directory of products, services and tourist facilities in the county contains:

- contact details,
- business profiles,
- hyperlinks and
- a virtual exhibition of products and service listings.

NDP

The Tipperary North County Enterprise Board is funded by the Department of Enterprise, Trade and Innovation of the State and is part-financed by the European Union under the National Development Plan, 2000-2006

### Board welcomes new Directors

In recent months Tipperary North County Enterprise Board welcomed two new Directors - Ms. Alice Varley, Federation President North Tipperary ICA and Mr. Liam Mullane, Acting C.A.O. Teagasc.



Alice Varley

Alice replaced Ms. Berta Armitage while Liam replaced Mr. David Collins who had been a Director of the Board for 10 years.



Liam Mullane



County and City Enterprise Boards are funded by the Irish Government and part-financed by the European Union under the National Development Plan, 2000-2006