



NEWRY CHAMBER
OF COMMERCE & TRADE

Annual Report 2018

Accounts Review 2017

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Paul Convery,
President,
Newry Chamber of Commerce & Trade

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Chamber Officers 2018

President:	Paul Convery
Vice President:	Emma Marmion
Past President:	Michael McKeown
Treasurer:	Aidan Malone
Chief Executives:	Mary Meehan (until 31st July) & Colm Shannon (from 1st September)



President's Message

From the excitement of our Christmas Charity Dinner last December which raised over £80,000, to hosting former Taoiseach Bertie Ahern at the Chamber's Annual Gala Dinner in October, my first term as President has been a year of contrasts but above all very positive.

As a city and region, we have faced many challenges however as President of the Chamber I am proud that as we come to the end of 2018 the Greater Newry area remains one of Northern Ireland's fastest growing regions. An area renowned for its entrepreneurial spirit, dynamic business leaders and talented workforce our businesses have continued to prosper.

Throughout the year the cloud of Brexit has been an ever-present shadow on business growth and development. Lack of clarity from government about the future relationship with the EU, planning for what the future holds post 29th March 2019 has been difficult for many of our members' businesses.

To exploit the opportunities and continue to generate growth we now need resolution to Brexit and to the border issue. We need the governments to live up to their commitments of no hard border.

In the absence of a border and the infrastructure which surrounded it, our businesses have flourished. We do not want to go back to a period of barriers, borders and bureaucratic customs checks, which will make our businesses uncompetitive and our area unattractive to visitors, investors and the people who want to do business with us.

The Chamber has worked closely with government at a local and national level to ensure the voice of the Newry area is heard. Business success cannot be delivered without the support of central and local government, but we need the support of active and engaged public representation. We sincerely hope that in the coming months we will see local ministers return to give the direction and make the decisions Northern Ireland needs to move forward.

We may not have devolved government at Stormont but we are fortunate to have a forward thinking local Council in the Newry Mourne and Down District. The way in which they have embraced the opportunities presented by the Belfast Region City deal will hopefully result in a significant investment in the Greater Newry Area. In the past year the Chamber has worked closely with the Council to ensure the view of members are heard and understood. The Council's ambitious plans for the city and their tourism initiatives for the surrounding region will help grow our economy. This will be good for business, citizens and the increasing number of visitors to the area.

The Southern Relief Road is a key priority for our members. As a Chamber we welcomed the recent announcement of the preferred route for the road. It is another vital step in the delivery of this important infrastructure project. Once completed the new road will make a real difference to the economic prosperity of the area, improve journey times to Warrenpoint Port and reduce congestion in and around Newry.

Having just returned from China I believe there are real opportunities to do business with this vast country. I represented the Chamber in signing our historic friendship agreement with the City of Changchun and I am confident that the opportunity for partnership with China is significant.

We have opened the door to a city of more than 6 million people and with the new 'silk route' railroad directly from Europe to Changchun and with China embracing their 'Open window' policy there has never been a better time for companies from this region to look East and expand their export capability.

Business growth helps all parts of our local economy. The halo effect of wealth creation has a far-reaching impact, with businesses large and small benefiting and the local community benefiting from additional employment opportunities. Several local businesses made significant job announcements during the year and this all points to Newry being a great place to do business in and is a positive sign for future growth.

As businesses our members recognise the value employees are to their success. In September I was delighted to host the Chamber's first ever employee awards. Great employees deliver business success and it is important that we recognise and celebrate this. Having an awards programme that recognises and values the efforts of employees is something the Chamber has wanted to do. The interest in the event far exceeded our initial expectations, which clearly points to our businesses wanting to say a big thank you to their staff.

Finally, I would like to say thank you to Mary Meehan, our former Chief Executive Officer, who left the Chamber in August. On behalf of the Chamber I wish Mary every success in her future career.

Paul Convery,
President,
Newry Chamber of Commerce & Trade



Chief Executive's Message

As the recently appointed Chief Executive, this is my first Annual Report. I am indebted to my predecessor Mary Meehan and the dedicated team I inherited of Jessica Kane and Jarlath Meehan for the Chamber's work during 2018. It was a year when the Chamber embarked on the delivery of a new vision and strategy agreed last year and with a new Board and Council structure to support and oversee the Chamber's work.

During the year a number of key policy issues were forefront in the work of the Chamber. Brexit and avoiding a hard border have been the top priority for the Chamber. The Chamber has worked hard to ensure that Newry's voice is heard in Dublin, London and Brussels. As we near the year end we hope that a deal will be done that avoids a hard border or indeed any barriers to the movement of people and trade, north-south or east-west. Our businesses need clarity and we hope that the Brexit deal will deliver a future trading relationship which delivers economic growth and prosperity for our region.

Much has been made in the Brexit debate about future trading opportunities. As a city and region, Newry with its strong trading tradition has always been an outward looking region. Our President's visit to the city of Changchun as part of the Council's visit to China, was a real opportunity to develop closer trading relationships with people and businesses in China. In the coming months the Chamber will follow up on the links and relationships developed during this visit, which we hope will deliver future business opportunities for the Newry area.

Events are an important part of our programme of work. With over 180-member businesses the Chamber recognises the importance of providing training, business advice and support, as well as networking opportunities. More than 2,000 attended events run by the Chamber, including events on trade, GDPR, Cyber Security and visual merchandising, as well as company visits.

The Chamber's strength comes from its network of contacts both locally and nationally. As well as training and business support, a number of important networking events were held during the year, with the President's Banquet in October the highlight. In line with our vision we took the opportunity to use these events to raise the profile of Newry as a region and promote the image and brand of Newry. The Chamber's new video, which was launched at the President's Banquet, will be used in the year ahead to promote the area as a premier destination for retail, tourism, investment, entrepreneurship and employment and as a happy, healthy place to live and work.

Social media is a valuable tool to businesses, large or small. During the year training and support was provided on how businesses could make better use of social media. We are proud that the Chamber's Facebook is one of the most followed Chambers in Northern Ireland on Facebook and that we have a strong presence across all the social media platforms. Our social media platform is available for members to promote their businesses and many of our members have availed of this opportunity. The Chamber's social media platform will be central to our communications activities in 2019 and we will also look at including social media training in our 2019 business support programme.

Looking to 2019, as the new Chief Executive I look forward to working positively with our membership to deliver on the Chamber's vision and strategy.

Colm Shannon,
Chief Executive Officer,
Newry Chamber of Commerce & Trade

Corporate Patrons - Supporting the Chamber's Vision

The launch of the Corporate Patrons Programme in May 2018 was an early demonstration of the Chamber's new strategy and vision. It demonstrates a strong partnership between the Chamber and key businesses in the area.

Our vision for the Chamber is to be the leading regional voice for business in the Greater Newry Area, promoting the area as a premier destination for retail, tourism, investment, entrepreneurship and employment and as a happy, healthy place to live and work.

The three year Patrons Programme provides us with much needed commercial support to bring our products and services to a new level, as we strive to drive through leadership and innovation on behalf of our membership of Newry Chamber.

The support from all our Corporate Patrons signify and underline the great strength and respect that Newry Chamber of Commerce & Trade enjoys and this support is greatly appreciated.

Gold Patrons

mac group

Silver Patrons

Autoline Insurance Group
Firmus Energy
First Trust Bank
MJM Group
Norbrook Laboratories

Bronze Patrons

Bank of Ireland UK
First Derivatives plc
Belfast City Airport
Granite Exchange
Matt D'arcy & Co
Media Lightbox
Newry, Mourne and Down District Council
PKF-FPM
Ulster Bank
Warrenpoint Port



Paul Convery, President of Newry Chamber and Mary Meehan, Former Chief Executive of Newry Chamber with our Silver Corporate Patrons.
Back Row L-R: Paul Convery, President of Newry Chamber, Mary Meehan, Former Chief Executive of Newry Chamber and Oliver Hughes, First Trust Bank.
Front Row L-R: Angeline Murphy, Firmus Energy, Niamh McAteer, MJM Group, Julie Gibbons, Autoline Insurance Group and Emma Marmion, Vice-President of Newry Chamber.
(Missing from photo Norbrook Laboratories)



Paul Convery, President of Newry Chamber and Mary Meehan, Former Chief Executive of Newry Chamber with our Bronze Corporate Patrons.
Back Row L-R: Mark Eaglesham, Belfast City Airport, Feargal McCormack, PKF-FPM Accountants Ltd, Paul Convery, President of Newry Chamber, Philip McNeill Ulster Bank, Mary Meehan, Former Chief Executive of Newry Chamber and Michael McKeown, Granite Exchange.
Front Row L-R: Bronagh O'Reilly, Matt D'Arcy & Co, Cllr Roisin Mulgrew, Chairperson of Newry, Mourne and Down District Council, Clare Guinness, Warrenpoint Port, Geraldine O'Hagan, Bank of Ireland UK.
(Missing from photo - First Derivatives plc and Media Lightbox)



L-R: Paul Convery, President of Newry Chamber, Michelle Boyle, Senior Accountant at Gold Corporate Patron, mac group and Former Chief Executive of Newry Chamber, Mary Meehan.

"mac group is the proud Gold Corporate Patron for Newry Chamber of Commerce & Trade. We as a business recognise the need to create strategies, forge relationships and provide a clear vision for the future and we are delighted to support the excellent work of the Chamber, who have clearly demonstrated this throughout the past 12 months."

Throughout the last year, the Chamber has continued its commitment in supporting local businesses within Newry, creating new links throughout the island of Ireland and beyond, while continually lobbying for inward investment to ensure local businesses can remain focused and share experiences during this period of uncertainty. The next 12 months will be challenging, but I have no doubt with the guidance and support of the Chamber, Newry businesses will continue to flourish and prosper in the year ahead."

Michelle Boyle,
Finance Manager



Michael McKeown, Past President of Newry Chamber and Director of Matt D'arcy & Co with Martina McArdle, Company Accountant of mac group at the launch of our Corporate Patrons Programme.



Brian McConville, Chairman of MJM Group and Oliver Hughes, Head of Asset and Invoice Finance at First Trust Bank at the launch of our Corporate Patrons Programme.

Events & Making Connections

MEET THE RIGHT PEOPLE

We have tailored our events calendar to meet the varied requirements of a modern business, establishing networking breakfasts for the early starters, speed networking for quick connections and networking lunches and dinners for building new and developing existing relationships.

GET IN THE KNOW

Newry Chamber events are run for the benefit of our members and the wider business community. We constantly aim to provide businesses in the region with the opportunity to attend events that cover topics that are of relevance within their sector and enabling individuals to meet with like-minded people.

CONNECTING

Our evergrowing directory of members is the secret to the continued success of our networking events. Members of Newry Chamber employ thousands of people locally, nationally and internationally, providing attendees with a wide range of potential networking opportunities.

ROUNDTABLE EVENTS

Our roundtable events provide opportunities to hear from influencers from the local, national and international political and economic arenas. Some of our speakers this year have included:

- Tánaiste & Minister for Foreign Affairs & Trade, Simon Coveney TD
- Minister for the Cabinet Office, David Lidington MP
- Member of the European Parliament for Northern Ireland, Diane Dodds MEP
- Member of the Bank of England Monetary Policy Committee, Silvana Tenreyro
- Chinese Consul General in Belfast, Madam Wang Shuying
- Permanent Secretary for the Department of Infrastructure, Peter May
- The Low Pay Commission
- Dominic Raab, Secretary of State for Exiting the European Union

ANNUAL PRESIDENT'S BANQUET

Our Annual President's Banquet with Former Taoiseach, Bertie Ahern was attended by 300 representatives from the local business community and is undoubtedly one of the highlights of the business calendar in the region.

GREATER NEWRY AREA EMPLOYEE AWARDS

The awards programme was initially established with the aim of showing appreciation and rewarding the commitment, loyalty and service of employees from across the Greater Newry Area. With more than 60 nominations and 230 employees from 45 businesses and organisations in attendance, the awards were an overwhelming success and we are already looking forward to the next edition in 2020.

THE BIG APPRENTICESHIP EVENT

Working in partnership with the Southern Regional College, this event has continued to grow over the last few years. More school leavers are now seriously considering a wide range of apprenticeship opportunities underpinning the fact that University is not the only option to young people wishing to obtain higher level qualifications and skills. Our members who participated in the event created a total of 52 apprenticeships across various sectors including Construction, Finance and Pharmaceuticals.

SOCIAL NETWORKING EVENTS

Our Annual Golf Classic took place this year at Warrenpoint Golf Club for our first ever shotgun start with over 20 teams from local businesses in attendance. This remains a key networking event for us.



The Chamber's first Employee Awards was a real success with 230 employees from 45 businesses attending the awards ceremony in September. Pictured at the awards are Paul Convery, President of Newry Chamber, Colm Shannon, Chief Executive of Newry Chamber with the 11 winners from the inaugural Greater Newry Area Employee Awards in September.



Madam Wang Shuying, Chinese Consul General in Belfast hosts representatives from Newry Chamber including Mark Bleakney, Invest NI Southern Regional Manager, Jerome Mullen, Honorary Consul of Poland in NI, Paul Convery, President of Newry Chamber and Colm Shannon, Chief Executive of Newry Chamber at their new premises.



Supporting local retailers is important to the Chamber, we have run a number of events throughout the year for our members and the wider business community within the retail sector including our Christmas Retail Masterclass with Mags McAlpin from Creating Retail Magic NI.



Newry Chamber was delighted to be a key partner once more in the delivery of the Big Apprenticeship Event in March with a total of 52 apprenticeship opportunities created across 14 of our members who were in attendance.

Back Row (L-R): Sylvia Moorehead, Business Support at SRC, Andrew Watson, Higher Level Apprentice with Ernest and Young Belfast, Stephen McDowell, Level 3 Joinery Apprentice with MGM Group, Niamh McCartan, HR Generalist at Rockwell Collins, Michelle Flynn, Learning and Development Officer at Rockwell Collins and Michelle Billham, SRC - Business Support.

Front Row (L-R): Dr. Lillian Cromie, Director of Science and Qualified Person, Norbrook Laboratories, Terry McGonigal, Director for Finance and Planning at SRC, Cllr Roisin Mulgrew, Chair of Newry, Mourne and Down District Council, Mary Meehan, Former Chief Executive of Newry Chamber and Stuart Moore, Higher Level Apprentice with Ernest and Young Belfast.



Paul Convery, President of Newry Chamber welcoming and addressing 300 attendees at the Annual President's Banquet in October. At a time when North-South Relations are vital to maintaining the favourable trading conditions which have greatly benefitted businesses on both sides of the border, the banquet was given added significance with the attendance of former Taoiseach Bertie Ahern as Keynote Speaker.

Putting Newry in the Picture

Through lobbying and representation, partnership and engagement the Chamber, through our various programmes and initiatives is focused on the continuous support and promotion of the Newry brand.



Brexit and ensuring that Newry's voice is heard in the debate has been a key policy objective for the Chamber. In February, the Chamber worked in partnership with Dundalk Chamber, Newry, Mourne and Down District Council, Louth County Council and the Local Enterprise Offices in Newry and Louth to deliver a Post Brexit International & Cross Border Conference. L-R: Frank Pentony, Director of Services at Louth County Council, Liam Hannaway, Chief Executive of Newry, Mourne and Down District Council, Cllr Roisin Mulgrew, Former Chairperson of Newry, Mourne and Down District Council, Paul Convery, President of Newry Chamber, Cllr Colm Markey, Chair of Louth County Council, Simon Coveney TD, Tánaiste & Minister for Foreign Affairs and Trade, Michael Gaynor, President of Dundalk Chamber and Mary Meehan, Former Chief Executive of Newry Chamber.



Mary Meehan, Former Chief Executive of Newry Chamber with over 20 local business women in attendance at our International Women's Day Breakfast Briefing in March and Keynote Speakers including our very own, Emma Marmion, Vice President of Newry Chamber and Director of Prestige HR and Siobhán Connolly, Director of Dellilites.

The Chamber works to provide both business and social networking opportunities for our members. Pictured at our Annual Golf Classic at Warrenpoint Golf Club in May are Mary Meehan, Former Chief Executive of Newry Chamber with Cathal Grant, Managing Director of event sponsors, CGDM Construction and the winning team from Fitzpatrick & Kearney Chartered Accountants.



The introduction of GDPR in May was a significant challenge for businesses large and small. In partnership with Ulster Bank over 100 local business representatives attended our GDPR Breakfast Briefing.



The Charity highlight for Chamber is the Charity Christmas Dinner. The event raised more than **£82,250** for local causes, bringing the total raised during the past 18 years to just over £1.3m. Pictured with the Chamber Committee are special guests, Brian Kennedy and Gerry Kelly at the Famous Toy Mountain.

A Local Voice For Local Issues

The Chamber is an important voice for local businesses. During the year representations were made on key policy issues including CCTV, Brexit, Newry Regeneration and the enhancement of services at Daisy Hill Hospital.

CCTV CONSULTATION

A key priority during the year was the issue of CCTV. Members expressed serious concerns about the possible removal of CCTV from the city centre. A survey of our members on the issue generated an even higher response than a similar one on Brexit, demonstrating how sensitive the issue of CCTV is to our membership. Their concerns about the possible removal were across a broad range of factors including health and safety, image and attractiveness of the city centre.

Following representations to Newry, Mourne and Down District Council, the local Council in October agreed to go ahead with the replacement of the current CCTV system, which was welcome news for our members. The Chamber looks forward to working with the Council in the coming months to ensure the new scheme meets the requirements of businesses and retailers in the city centre.



An artist's impression of what new theatre facilities would look like based around Newry Town Hall and the Sean Hollywood Arts Centre.

CITY CENTRE REGENERATION PLANS

The new Civic Centre and the Theatre and Conference Centre are at the heart of the Council's ambitious plans to regenerate Newry City Centre. The plans are part of a broader regeneration plan for the District Council Area.

The Chamber has worked closely with the Council on their plans and facilitated discussions with Chamber members on the benefits of the £20m proposal, as well as seeking assurance that it won't impact on the rates. Members were reassured in discussions with council officials that they feel it will increase rate income from additional businesses, attracted by the regeneration of the area rather than an increase in the rate burden on members.

Both projects are part of the Belfast Region City Deal of which Newry, Mourne and Down District Council is a key player. As a Chamber we hope the Chancellor's announcement in the Autumn Budget will unlock these two important regeneration projects, as well as the Southern Relief Road and the Council's other strategic investment projects.

NEWRY CHAMBER WELCOMES DAISYHILL INVESTMENT

A road map for the future of Daisy Hill Hospital's Emergency Department is now a reality, thanks to a meaningful partnership between the local community, business community, workforce and the Health and Social Care system.

In June, the Department of Health confirmed details of an investment package as part of a long-term plan to sustain and bolster urgent and emergency care at the Newry hospital. It includes an initial £650,000 this year from the Department's Health and Social Care Transformation Fund. The package also includes a £1m capital funding allocation this year from the Southern Health and Social Care Trust, to improve infrastructure at the hospital site.



Newry Chamber representatives on the Pathfinder Group included Michael McKeown, Past President of Newry Chamber and Mary Doran, Past President of Newry Chamber and Founder of Health Matters.

This is an excellent outcome for the local population and for all parties involved throughout the consultation process which led to the establishment of the Daisy Hill Hospital Pathfinder Group. This further underpins the unique partnership approach and model for ensuring that Newry continues to be a happy, healthy place to live and work.

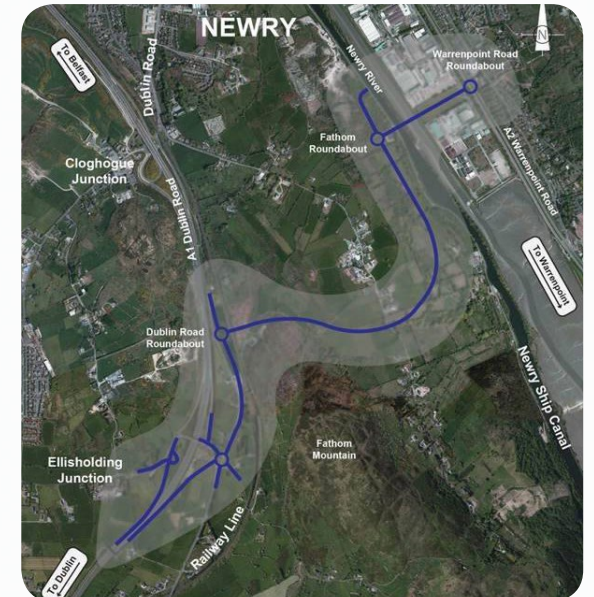
PREFERRED ROUTE IDENTIFIED FOR THE SOUTHERN RELIEF ROAD

The delivery of the Southern Relief Road is seen by the business community as a vital infrastructure project for the Greater Newry Area. The announcement in October of the preferred route was another important step in the delivery of this key infrastructure project.

Once constructed it will be an important link between the key strategic corridor of the A1/N1 Belfast to Dublin route with the A2 and Northern Ireland's second largest port at Warrenpoint Port.

The route will improve journey times and journey time reliability for strategic traffic between the A2 Warrenpoint Road and the A1/N1. It will also significantly improve road safety and traffic congestion within Newry City Centre by providing an alternative route for strategic traffic.

The Chamber will work with the Department for Infrastructure and other stakeholders to ensure the project moves through the various statutory processes to construction as quickly as possible.



The Preferred Route linking the A2 Warrenpoint Road to the Ellisholding Junction on the A1 and starts on the A2 Warrenpoint Road along the frontage of Greenbank Industrial Estate and crosses the Newry River and Canal just to the south of Drumalane Quarry and then heads in a westerly direction towards the A1.

UNIQUE CROSS-BORDER CONFERENCE WELCOMES TÁNAISTE & MINISTER FOR FOREIGN AFFAIRS AND TRADE, SIMON COVENEY TD

A priority for the Chamber through the year was that the message from Newry should be heard at the heart of the Brexit debate. At the beginning of the year a unique conference, the first of its kind, attended by almost 400 people, Tánaiste & Minister for Foreign Affairs and Trade, Simon Coveney TD was heartened to see the continuing close working relationships enjoyed by Louth County Council, Newry, Mourne and Down District Council, the Newry and Dundalk Chambers of Commerce, InterTradelreland and Local Enterprise Offices in Newry and Louth.



L-R: Frank Pentony, Director of Services at Louth County Council, Liam Hannway, Chief Executive of Newry, Mourne and Down District Council, Cllr Roisin Mulgrew, Former Chairperson of Newry, Mourne and Down District Council, Paul Convery, President of Newry Chamber, Cllr Colm Markey, Chair of Louth County Council, Simon Coveney TD, Tánaiste & Minister for Foreign Affairs and Trade, Michael Gaynor, President of Dundalk Chamber and Mary Meehan, Former Chief Executive of Newry Chamber.

A series of round table events was also held during the year with Ministers from the Irish and UK governments and other key stakeholders. In November, the Chamber organised an opportunity for a number of local business to meet the UK's Brexit Secretary during a visit by him to Warrenpoint Port. This provided members with the opportunity to brief the lead Brexit Cabinet Minister of the damage a no deal would do economically and socially to this area.

Promoting Your Business

SOCIAL MEDIA

Over the past Newry Chamber has focused heavily on growing its online presence across our four social media platforms including Facebook, Twitter, LinkedIn and Instagram. We have taken every step to ensure that the best quality promotional tools are available to our members.

Committed to promoting our members, we posted hundreds of news stories online to the benefit of hundreds of companies.

Another notable improvement is the substantial increase in followers across all four of our social media platforms, giving members the ability to promote their news to a total combined online audience of over **6,000**.

Newry Chamber is also currently the most followed Chamber of Commerce in Northern Ireland on Instagram.

The percentage increase across our social media channels are detailed below:

Facebook: Increase in followers of 30%

Twitter: Increase in followers of 21%

LinkedIn: Increase in followers by 65%

Instagram: Increase in followers by 75%



EMAIL MARKETING

Newry Chamber has always been renowned for its active and engaging membership base. Through our direct email marketing via Mailchimp, we have found real success in promoting the latest news and upcoming events from the Chamber and its members. In particular, we have increased the awareness of our events through our monthly newsletter and this is evident with the increase in attendance across all events.

Newry Chamber Open Rate: 31%
Average Industry Open Rate: 20%

A number of specific campaigns have achieved an open rate over 50% which is a strong reflection on both the strength of our content and its relevance to our members.

WEBSITE

With the launch of our new look website last year, Newry Chamber has taken every step possible to show its commitment to providing an unrivalled multifunctional toolkit for both our members and the wider business community.

VIDEO CHANNEL

As you are aware, the use of videos to promote initiatives, news and events has really been the online trend of the past year and the business world has recognized this. As the trend is set to continue into 2019 and beyond, we have established our own YouTube channel with the aim of creating and posting further video content to increase the engagement with a wider audience in a more visually appealing way through this platform.

2018 IN NUMBERS



The most followed
Chamber on Instagram in
Northern Ireland



180+

Chamber Members

2,000+

Attendees at Chamber Events



6,000+

Followers on Social Media

52

Apprenticeships
Created



40+

Press Releases

£85,000+

Raised for Local Charities



66

Entries for the Inaugural
Greater Newry Area
Employee Awards

11

Category Sponsors for
The Inaugural Greater Newry Area
Employee Awards

Newry - A Place To Do Business

THE LOCAL ECONOMY

The Greater Newry Area is one of the fastest growing regions in Northern Ireland. 2018 was yet another positive year for local businesses, with new jobs and expansion plans announced by a number of companies. An important sector in this growth has been Newry's growing tech ecosystem, fuelled by an increasingly energetic and connected creative community. This was given further recognition with the local Council's highly successful Innovat18 conference focusing on the district's expanding digital and creative sector.

Levels of entrepreneurial activity are a vital sign of any economy. The Newry area has the fourth highest level of entrepreneurial activity across Northern Ireland, with 6% of our working age population engaged in entrepreneurial activity. This is matched with an investment in training and skills development. The Chamber and our members have in place strong collaborative networks with our local education providers, particularly with the Southern Regional College. Investing in skills and educating our young people to meet the needs of local businesses is vital to ensure the continued growth of our local economy.

As a region we have a strong international focus. With 7 of Northern Ireland's top 100 companies located in the area, many of our larger businesses operate in the global market place. In support of our members the Chamber has recognised the importance of an international dimension and worked closely with the local Council to deliver a joint agreement with the City of Changchun in China. We hope this will open the door for Newry businesses to an important and growing market.

COMPANY VISITS

FACEBOOK VISIT

This year, our main company visit was to the European HQ of Facebook in Dublin. We were delighted to be joined by representatives from over 40 of our members who were provided with the unique opportunity to ask in-house experts with questions specifically related to their respective businesses.



Representatives from over 40 members of Newry Chamber in attendance during our study visit to Facebook's European Headquarters in Dublin.



Attendees of our International Trade Practice Course during the site visit to Warrenpoint Port in March.

WARRENPOINT PORT SITE VISIT

As part of our International Trade Practice Course, our attendees were welcomed to Warrenpoint Port for an educational site visit. The development programme was designed to give those working in exports and imports, the skills and knowledge necessary to be able to operate effectively and cost effectively.

NEWRY CHAMBER SIGNS COOPERATION AGREEMENT WITH THE CHINESE CITY OF CHANGCHUN

In October the Chamber signed an important cooperation agreement with the City of Changchun. The agreement was signed with the Changchun Municipal Committee of the China Council for the Promotion of International Trade, during the Chamber's visit with the local Council to China.

As the capital of Jilin Province, Changchun is the second largest city in Northeast China and the political, economic and cultural centre of the province. The Chamber was in China following an invite from the city of Changchun and as part of Newry, Mourne and Down District Council's trade visit to China.

The purpose of the agreement is to jointly promote the development of economic, trade and enterprise exchanges between the City of Newry and Changchun. It covers the promotion of cooperation in a range of areas including economy, trade and technology.

Several local businesses have key trade links with China and this agreement is an important step in the relationship building between the two countries. We hope that the agreement will result in further exchanges and provide new opportunities for our local businesses.



Newry Chamber President, Paul Convery signs a cooperation agreement with the City of Changchun.



Finances

Newry Chamber of Commerce & Trade
Schedule to the Income & Expenditure Account for the year ended 31 December 2017

INCOME	2017	2016
Members Subscriptions	29,250	26,894
Warrenpoint Golf Outing	4,510	6,290
NI Small Business Conference	0	13,159
Events	852	5,926
Gala Ball	13,340	8,990
Down Royal	10,167	0
Sponsorship	7,500	4,500
Business Awards	46,615	0
Other Income	0	3,360
Total Chamber Income	112,234	69,119
EXPENSES	2017	2016
Advertising & PR	1,122	3,030
Insurance	1,022	978
Bank Charges	1,657	1,081
Bad Debts	1,903	0
Chamber Event Expenses	9,681	11,509
Business Awards Expenses	21,718	0
Newry Golf Classic	1,844	2,204
Race Event Expenses	7,871	0
Staff Training	80	92
Stationery & Postage	1,685	272
Legal & Professional Expenses	875	0
General Expenses & Office Costs	2,917	4,522
Telephone & Fax	660	3,186
Travel Expenses	547	406
Wages, Salaries & Pension Costs	53,010	38,457
Redundancy Costs	1,930	0
IT & Website Expenses	6,508	440
Total Expenses	115,029	66,178
Net Surplus/(Deficit) for the year	(2,795)	2,941

Newry Chamber - Members 2018

ABP Food Group	Fiveways Shop & Service Station	Newry Conference and Banqueting Centre
Action on Elder Abuse NI	Fleming Metal Recycling	Newry Credit Union Ltd
AJ Plumbing Supplies Ltd	Flexi Work Space	Newry Junior Chamber
All 3 Studio	George Best Belfast City Airport	Newry, Mourne and Down District Council
Anjo Wines Ltd	George Preston Florist	Niall Clarke Oils
Armatile Ltd	Glen Dimplex	Norbrook Laboratories Ltd
Around a Pound	Grafton Recruitment	O'Callaghan Planning
ASM Chartered Accountants	Granco Ltd	O'Hare & McGovern Ltd
Atlas Elite Fitness	Granite Exchange NI	Parker Green
Autoline Insurance Group	Grounded Espresso Bars	Peter Fitzpatrick & Sons Estate Agents
Bank of England	Haldane Fisher	PIPS Hope & Support
Bank of Ireland UK	Hanna Hillen Estates	PKF-FPM Chartered Accountants
Barry Magill Financial Services Ltd	Hanna Hillen Financial Services LLP	PMK Accountancy Services
BDO NI	Health Matters (Health & Safety) Ltd	Police Service of Northern Ireland
Bellini's Newry	Iconic Sign Systems Ltd	Power NI
Bennett Painting Ltd	Independent News & Media PLC	Prestige HR Ltd
Best Property Services	Inner Angel Wellness Clinic	Printline Direct
Bluezone Technologies	InterTradelreland	Purple Inc. Design & Print
Bradley NI	Invest NI	Q Radio Network
Brilliant Red Ltd	Jack Murphy Jewellers	Re-Gen Waste Ltd
BT	JBC Security Services Ltd	Resolute PA
Buttercrane Shopping Centre	JMK Solicitors	Rice Office Supplies
Cahill Brothers	John MacMahon & Co Chartered Accountants	Seatruck Ferries Ltd
Canal Court Hotel & Spa	JR Lighting	Shelbourne Motors
CGDM Construction	JV Kelly Menswear	Signature Hairdressing
Ciaran Rafferty Solicitors	Kellys Point Hire	SmartPA
Clanrye Group	Killeavy Castle Estate	Smet Building Products Ltd
Clanrye Lighting & Electrical Supplies	Kilmorey Care	SoulBia
Cobbles Newry	KPMG UK	Southern Area Hospice Services
Confederation of Community Groups	Lee Opticians	Southern Health & Social Care Trust
Corn Dolly	Lenfestey & Co Chartered Accountants	Southern Regional College
Courtneys Newry	Lily Bain Bathrooms & Tiles	SP McKeown & Co Chartered Accountants
CRASH Services	M1 Document Solutions Ltd	Stephen Begley & Co Solicitors
Crilly's Sweets	mac group	Subway
CTS Projects Ltd	MacAdorey Opticians	SuperValu Newry
Cuchulainn Sportswear	Make Up Pro Store	The Bank Bar & Bistro
Cuchulainn Workwear	Malone Accounting	The Bridge Bar
Da.Re Ltd	Masterson Opticians	The Church Cafe & Bistro
Daly Park Chartered Accountants	Matt D'Arcy & Co Ltd	The HR Elephant
Damolly Developments	Maypole Interiors	The Hub Newry
Danske Bank	McCaul Signs Ltd	The McAllister Group
Declan Magennis & Co Chartered Accountants	McEvoy's	The Newry Reporter
Deli Lites	McGahon Surveyors	The Quays Shopping Centre
Donnelly Neary & Donnelly Solicitors	McNally's Late Night Pharmacy	The Whistledown Hotel
Downtown Radio	McShanes Solicitors	The Wild Rose Boutique
Dundalk Stadium	Media Lightbox	Trans Europe Express Ltd
E McNulty & Sons	Michael Goss & Co Chartered Accountants	Translink
East Coast Marketing Academy	Milestone Rathfriland	UK Export Finance
Environmental Products & Services Ltd	MJM Group	Ulster Bank
EOS Systems	Motis Ireland Ltd	Viltra Wastewater Technology
Exact CNC NI Ltd	Mourne Mountain Brewery	Voxbit Ltd
Fabtops	Mourne Office Supplies	Warrenpoint Harbour Authority
Felix O'Hare & Co Ltd	Murdock Builders Merchants	Weber Shandwick NI
Firmus Energy	Newcel Paper Converters Ltd	Younique Aesthetics
First Derivatives	Newry & Mourne Enterprise Agency	Zen Day Spa
First Trust Bank	Newry Advertiser	Zen Orthodontics
Fisher & Fisher Solicitors Ltd	Newry BID	
Fitzpatrick & Kearney Chartered Accountants Ltd	Newry Computer Centre	

OUR VISION

The leading regional voice for business in the Greater Newry Area, promoting the area as a premier destination for tourism, investment, entrepreneurship and employment and as a happy, healthy place to live and work.

OUR STRATEGY

Provide our members with business support programmes to help them drive their business growth. Representation to key government and civil partners, lobbying on behalf of our members and local businesses.

OUR CULTURE

Continuous support for and promotion of brand 'Newry'.



NEWRY CHAMBER
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