



NEWRY CHAMBER

SINCE 1820

Annual Report 2022
Accounts Review 2021

“The Chamber is at the heart of the local business community and I know through my job which involves travelling North and South, other business communities admire the work and leadership of businesses in the area in supporting and investing in their own community.”

“It is why I joined the Chamber and why we have an active membership base. We all share the same vision and ambition for our city and the wider region, in terms of investment, entrepreneurship and employment.”

Julie Gibbons,
President, Newry Chamber

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Chamber Officers 2022

President:	Julie Gibbons
Vice President:	Edwina Flynn
Past President:	Emma Mullen
Treasurer:	Kieran Grant
Chief Executive:	Tony McKeown



President's Message

It is a much-used cliché, but the past year has been a whirlwind. It's hard to believe that I am reporting to you on my first year as President. It's a year when we slowly emerged from the dark clouds of the pandemic.

But it has also been a year when we faced new economic challenges. Higher energy costs because of the war in Ukraine, spiralling inflation and increasing interest rates have all added to the cost of doing business. Brexit, the Protocol and political uncertainty have all combined to create a challenging business environment.

Despite this I am pleased to report on a very positive year for the Chamber. Thanks to the dedicated work of our Chief Executive, Tony, and his team, we have over 300 members, which is a significant increase on last year. Our Corporate Patrons have increased to 32, which is an outstanding achievement and a real endorsement of the value and strength of Chamber membership.

Our financial position remains strong and the profile of the Chamber has never been higher, with more than 17,500 followers on our social media platforms.

The strong interest in Newry Chamber is because we are an active and supportive Chamber, standing up for the interests of our members and promoting the Greater Newry Area as a place to do business.

The Chamber is at the heart of the local business community and I know through my job which involves travelling North and South, other business communities admire the work and leadership of businesses in the area in supporting and investing in their own community.

It is why I joined the Chamber and why we have an active membership base. We all share the same vision and ambition for our city and the wider region, in terms of investment, entrepreneurship and employment.

But it is important that others, particularly at a political level hear, understand, and share our vision for a vibrant and growing region.

In the last month alone, we have met the House of Lords European Affairs Committee on the Protocol; the Secretary of State for Northern Ireland, Chris Heaton-Harris MP, on the Protocol and the wider economic challenges our

businesses face and the Taoiseach, Micheál Martin TD on the role Newry plays in the All-Ireland economy.

We are the business voice of the Greater Newry Area and we will ensure your voice is heard where it matters. As a Chamber we recognise the need to also support you in your day-to-day business, through regular updates and advice, as well as a variety of networking opportunities and events.

Doing business is about exploring new opportunities. Our role is to provide the space for members to network and generate new business opportunities. After a period when we couldn't meet in person, it was great to be able to put in place an interesting and hopefully stimulating events programme for 2022.

For me, there were many highlights.

The Employee & Team Awards held in September held a special place. The past few years have seen the toughest times for our businesses and our community. After all we have been through, it was great to have the opportunity to recognise the commitment, hard work and loyalty of the teams and employees who make Newry a great place to do business.

My Banquet Lunch in October was a great opportunity to recognise the business leaders who have made an inspirational contribution to the Greater Newry Area. I was delighted that the first President's Awards went to the late Brian Conlon and the late Lord Ballyedmond. Both in their own unique way epitomise the entrepreneurial spirit, drive and determination which is at the heart of the Newry Business Community.

It is the success of companies like FD and Norbrook that inspire other businesses and I was delighted that in June we were able to hold this year's NI Small Business Conference, as a live event in the Canal Court Hotel & Spa. It was a great opportunity for our small businesses to learn from a range of organisations and business leaders as they shared their expertise and knowledge.

The strength of our Chamber is that we are at the heart of our community. We recognise that business can only succeed if we have a strong vibrant and inclusive local community.



President's Message

We have been proud and active members of the Daisy Hill Pathfinder Group, which has evolved into the Daisy Hill Future Group chaired by Conor Patterson. The announcement that Daisy Hill Hospital has been strengthened by plans to develop it as a Regional Elective Surgery Hub, securing A&E and most importantly surgical capability, is a major win for this area.

We represent our members through partnerships and civic engagement such as representing our members on the Newry City Centre Regeneration Stakeholder Group, the Council Economic Forum Group, the Labour Market Partnership or leading the Greater Newry Vision Group. All of which ensures that our business voice is at the heart of and helps shapes the decisions about the future of the Greater Newry Area.

Supporting local charities has always been central to what we do. This year was no different.

I was delighted that with your help we raised over £10,000 for Southern Area Hospice, Life & Time, Women's Aid Armagh Down and St Vincent de Paul.

As I reflect on the last 12 months of my role as Chamber President and the many businesses I have met across the region, I have a real confidence in our future and in the amazing potential Newry and its surrounding hinterland has.

We may face the challenges of higher interest rates and energy costs, as well as continuing political uncertainty. However, I believe no matter what challenges we face, the fundamentals of a strong Newry economy, supported by a resilient, dynamic and focused business community will ensure our region continues to grow and prosper.

Finally, as President I can't do my job without the support of several people. To the Board and Chamber Council thank you. I really appreciated your advice, support and guidance.

To my Vice President, Edwina Flynn for her active support in helping me through this year. Thank you. The next year will fly but I have no doubt you will make a great President when the time comes for me to pass on the baton in December 2023.

Thank you to all our sponsors and organisations who helped us with events during the year. To our members and Corporate Patrons, thank you for your commitment and sharing our vision for the future of Newry.

Last but not least, to the Chamber staff. Tony and his dedicated team of Jessica and Jarlath for the immense amount of work they get through and their support to me. A particular thank you to Jessica.

Many of you will know that Jessica left us last month to take up a new role in the Civil Service. She will certainly be the Civil Service's gain and our loss. She has been the constant in the Chamber since I joined and has made an immense contribution to building the Chamber to what it is today. I am sure you will join me in wishing Jessica a very successful career in the Civil Service.

It is important that we have a strong team to support our members and I am delighted to report that we have appointed Ursula Savage to replace Jessica. Ursula will take up the position of Deputy Chief Executive and I am sure you will join me in wishing her every success in her new role.

Julie Gibbons
President, Newry Chamber



Chief Executive's Message

I am delighted to be delivering my second report as CEO having taken up the post in August 2021. I am honoured to be in this role, representing a Chamber with a history stretching back over 200 years.

The Chamber's longevity is due to being adaptable and responsive to the needs of the local business community. This was clearly demonstrated during the Covid-19 pandemic. The Chamber was a highly trusted source of information, we brought together a range of stakeholders and were effective in lobbying for essential support for members.

In early January, we carried out a strategic review to ensure our annual programme reflected the right priorities. We very much wanted to continue to be the leading voice for business in the Greater Newry area, promoting the area as a happy, healthy place to live, work, study, shop, visit and invest.

We also wanted to provide useful membership services, work with a range of stakeholders and partners, continue to lobby on your behalf and play an active part in the wider community of Greater Newry. This report will focus on these areas.

We have seen a significant increase in membership from 196 to 301 over the last 18 months. These include everything from start-ups to family businesses, national and international brands from across the Greater Newry Area and beyond.

I am delighted to say the Corporate Patron Scheme has expanded over the last year too. We have increased patrons from 19 to 32 as members were attracted by the additional benefits and wanting to support the Chamber further.

We are particularly grateful to Shelbourne Motors who became our sole Gold Corporate Patron. They have invested heavily in creating a world-class motor dealership in Newry. They have backed this up with getting involved with the local business community and we wish them continued success.

We have now 9 Silver Corporate Patrons and 22 Bronze Corporate Patrons. Thank you for your generous support. The Corporate Patron Scheme is a key part of providing the funds to allow the Chamber to carry out its work.

In terms of policy priorities for the Chamber, I would like to highlight four themes. These include Brexit/Protocol, cost of living/cost of doing business crisis, skills shortage and infrastructure.

Firstly, on Brexit and the Protocol, we have consistently called for a negotiated settlement between the UK Government and the EU. We have made the point that the Greater Newry Area has the most to lose from any hardening of the land border. We have presented our member's views to numerous stakeholders, many of whom have come to Newry to talk directly to us.

This has included Chris Heaton-Harris MP, Secretary of State for Northern Ireland, Micheál Martin TD, Taoiseach, The House of Lords European Affairs Committee, a foreign office delegation from London and the Westminster BIES committee. We are hopeful that our lobbying efforts will help deliver a solution to give businesses the certainty they desire.

As the year progressed, rapid inflation, energy price hikes and the war in Ukraine have created a perfect storm for businesses and their employees. We conducted a series of meetings with all the main political parties. We also joined with 16 other NI business groups to raise our concerns and suggested a range of solutions for Westminster and Stormont to consider.

The relationship with other business groups has been built up over the last few years. Regular online and offline meetings are held to share ideas and we have created a unified voice of the business community.

Another key issue for members is a skills and people shortage that is impacting on the growth potential of many firms. We have brought together businesses with school principals and Southern Regional College to promote a more collaborative approach. Our young people need to know there are lots of local career opportunities for them and what skills are required.

The Chamber has played an active role in the Newry City Centre Regeneration Stakeholder group. We are hopeful that progress will be made soon and that we will start to see some of the projects come out of the ground. Members were kept informed of these plans via a series of city centre walks in conjunction with representatives of the Department for Communities.

The Chamber is well known for its extensive and varied events programme. This year was no different. Our major events are designed to inspire our members using expert speakers to showcase best practice. We organised our first ever Digital Marketing Conference, with over 200 delegates at the Canal Court Hotel & Spa.



Chief Executive's Message

Our International Women's Day Lunch returned to the fabulous Killeavy Castle Estate. The sold-out event featured some fantastic female leaders who shared their personal stories. This event is now well established in the Chamber's calendar and we are already planning for next year.

The Annual Cross-Border Conference was held in March and was once again very informative. This was organised in partnership with the Dundalk Chamber of Commerce and was supported by InterTradelreland, Newry, Mourne and Down District Council and Louth County Council. Due to Covid restrictions at the time of launching the conference, the decision was made to have an online only event.

However, a new Cross-Border Business Cruise was arranged for June. This brought together six local Chambers of Commerce. Over 200 guests were entertained in the beautiful surroundings of Carlingford Lough. This sent out a very positive message from the business community about co-operation and building connections during the ongoing discussions on the Protocol.

The NI Small Business Conference was held in June at the Canal Court Hotel & Spa. The full-day event had over 20 speakers covering six core themes.

My highlight of the year was the Newry Chamber Employee & Team Awards held in September. We had over 160 entries across 21 categories. Reading through these applications demonstrates the quality of the individuals and businesses, large and small, that we have in this area.

Some 430 guests attended the Gala Awards Ceremony. Congratulations to all the winners and thank you to our category sponsors. The Biennial Greater Newry Business Awards will return in 2024.

The busy autumn period also included our Annual President's Banquet which celebrated Newry's 20th Anniversary of achieving City Status. Once again, thank you to long term event sponsors, Ulster Bank and Canal Court Hotel & Spa.

The afternoon featured a panel discussion with those involved in the City Status Bid, Keynote Speaker Dr Jayne Brady MBE, the first ever Female Head of the NI Civil Service and the inaugural President's Awards. These awards were created to recognise individuals who have contributed significantly to Newry's commercial development. Posthumous awards were made to Brian Conlon from First Derivatives and Lord Ballyedmond from Norbrook Laboratories.

Other new initiatives this year included company visits hosted by members. In particular, thank you to Kukoon Rugs for an inspirational demonstration of their lean practices.

We launched a new podcast series, hosted by Deborah Loughran, called Talk Better Business. Each episode features an interview with a leading personality from one of our members as well as the latest Chamber developments. All six podcasts are available to listen to on Spotify at any time.

Our wider community activity has included a Laptop for Schools initiative. Old computers are donated by members, refurbished and then offered to schools. We are happy to take donations at any time.

I am also delighted to say that we raised almost £10,000 for charities during this year. This was the proceeds from three draws held at our major events this year. Southern Area Hospice, Life & Time, Women's Aid Armagh Down and St Vincent de Paul were very grateful for our support.

In selling our region and the businesses that make up our membership, it is important to recognise the value of the Chamber's social media platforms. We continue to see good growth in engagement.

Our Facebook Page has reached 6,000 followers, we have now over 2,400 followers on Instagram, 5,100 on LinkedIn and 3,600 Twitter. This totals over 17,500 followers overall and 22% increase YOY.

To conclude, I just want to thank a few people who have supported me this year. I have really enjoyed working with President, Julie Gibbons and the Board of Directors. I also want to thank everyone of the Chamber Council for their commitment and support.

Finally, to my team, Jessica and Jarlath. They are great ambassadors for the Chamber. They are highly thought of by our members and it is easy to see why. They respond quickly to any request, deliver every project with professionalism. At all times looking to enhance the Chamber's reputation.

Thank you to Jarlath and Jessica.
Finally, I look forward to working with you all in 2023.

Tony McKeown
Chief Executive, Newry Chamber

Newry Chamber - A Year in Pictures

NI DIGITAL MARKETING CONFERENCE

On Thursday 24th February 2022, we held our first ever NI Digital Marketing Conference with over 250 delegates attending the in-person event in Canal Court Hotel & Spa.

The programme covered topics including Apprenticeship Programmes, Google Ads, Inbound Marketing, TikTok, Video Marketing, LinkedIn, Social Media, Influencer Marketing, E-Commerce, Websites and Supercharging Your Digital Content.

Thank you to our sponsors, Newry, Mourne and Down District Council and Southern Regional College. Important events such as this, where industry experts provide invaluable tips for local businesses to take away and implement would simply not be possible to put on without your input, collaboration and support.



ANNUAL CROSS-BORDER CONFERENCE



There was a great turnout at our Annual Cross-Border Conference on Wednesday 9th March 2022 held in partnership with Dundalk Chamber with over 300 delegates attending online.

Topics covered at the conference included Trading North/South, The Economic Outlook Post-Covid & Brexit and Newry-Dundalk: A Prospectus For Growth.

We would like to thank all of our partners, Newry, Mourne and Down District Council, Louth County Council, InterTradelreland, Louth Local Enterprise Office and M1 Corridor for their continued support which without, this vital conference simply wouldn't be possible.

INTERNATIONAL WOMEN'S DAY

Over 180 delegates attended our International Women's Day Event on Friday 11th March 2022 in the beautiful Killeavy Castle Estate with our two keynote speakers, Moyagh Murdock and Annette Kelly and our three panel speakers, Gemma Murphy, Edwina Flynn and Maureen Hutchinson.

It was truly humbling to listen to our incredible range of speakers who spoke honestly about their own individual journeys and shared their inspirational stories.

Huge thanks to our sponsors, Newry, Mourne and Down District Council and Jack Murphy Jewellers. Thank you to all of the local businesses who provided prizes for our charity raffle, raising over £2,000 for our charity partners, Southern Area Hospice and Life & Time.



Newry Chamber - A Year in Pictures

NI SMALL BUSINESS CONFERENCE

Newry Chamber hosted our NI Small Business Conference on Thursday 9th June 2022 supported by Newry, Mourne and Down District Council and FSB NI.

The conference was accessible to businesses, small and medium sized from anywhere in NI, not just the Greater Newry Area and helped businesses to plan a pathway for growth and recovery.

The programme included a mixture of keynote speaker and workshop sessions, with cases studies providing real-life experiences of small business owners and covered the areas of Funding For Growth, Sales & Digital Marketing, Recruiting & Retaining Talent, The Future of High Streets and Sustainability.



ANNUAL GOLF CLASSIC

Newry Chamber was delighted to host our Annual Golf Classic on Friday 20th May 2022 in the beautiful surroundings of Cloverhill Golf Club kindly sponsored by Digney Grant Insurance Brokers.

The Chamber's Annual Golf Classic is always a sold-out event and this year was no different as there was a great turnout on the day with 20 teams taking part.

The event is always a great opportunity for businesses to reward staff or entertain their clients with a round of golf. We would also like to thank our 18 sponsors of the various tee boxes.

CARLINGFORD LOUGH CROSS-BORDER BUSINESS CRUISE

We had a great evening at the first ever Carlingford Lough Cross-Border Business Cruise on Thursday 16th June 2022 with over 170 guests in attendance.

This unique social event was kindly sponsored by Louth County Council and allowed guests from both sides of the border to network with other local business representatives in the stunning surroundings of Carlingford Lough.

We were delighted to collaborate on this event with colleagues from five other local business groups including Dundalk Chamber, WBR Chamber, Kilkeel Chamber, Drogheda & District Chamber as well as South Armagh Business Improvement Group.

Due to the success of this new networking event, we plan to run it once again in 2023.



Newry Chamber - A Year in Pictures

NEWRY CHAMBER EMPLOYEE & TEAM AWARDS

The very best employees and teams from the local business community across the Greater Newry Area were celebrated at the Newry Chamber Employee & Team Awards 2022.

The awards ceremony took place at the Canal Court Hotel & Spa on Thursday 8th September 2022 with over 430 guests and honoured the achievements of 21 individuals and organisations.

The winners came from organisations of all sizes from start-ups to social enterprises, charities, family businesses right up to the major global players based here. The categories reflected the key sectors in the region including retail, hospitality, professional services, construction, digital, manufacturing and engineering.

The Overall Team of the Year went to Southern Area Hospice Services and Overall Employee of the Year went to Celine Grant from Re-Gen Waste.



PRESIDENT'S BANQUET & 20 YEARS OF CITY STATUS CELEBRATIONS



It was fantastic to be joined by over 200 attendees at our Annual President's Banquet on Friday 21st October 2022 in the Canal Court Hotel & Spa which marked 20 years of city status for Newry.

We were delighted to be joined by our keynote speaker, Jayne Brady, Head of the NI Civil Service who set out her vision for a NI Civil Service and a NI of the future and the part Newry can play.

We would also like to thank our panel of local business leaders involved in the bid for city status including Feargal McCormack, Judith Poucher and Jerome Mullen. Thank you to our two principal sponsors for their support, Ulster Bank and Canal Court Hotel & Spa.

NI ECONOMIC OUTLOOK WITH RICHARD RAMSEY, CHIEF ECONOMIST (NI) AT ULSTER BANK

We heard an insightful, frank economic outlook from Richard Ramsey, Chief Economist (NI) at Ulster Bank on Friday 18th November 2022 at our briefing held in the Canal Court Hotel & Spa as part of NMD Enterprise Week 2022.

The day after the Chancellor's Autumn Statement, Richard provided us with his analysis of the outlook for the local economy and the many challenges coming down the track for local businesses.

Despite the obvious challenges of no local Assembly sitting at Stormont, rapid inflation in particular energy costs, ongoing Protocol talks and the labour shortage, there is optimism and ambition amongst our members.



Our region's strength is its entrepreneurial spirit which has been at the heart of economic growth. There is little doubt, that tough times are ahead but as a business community, we have got through them before and we will get through them again.

Newry Chamber - A Year in Pictures

PROTECTING YOUR BUSINESS ASSETS FROM CYBER THREATS SEMINAR WITH LOUGHTEC

We hosted a thought-provoking cyber security event in partnership with our member, LoughTec in Newry on Thursday 17th November 2022 as part of NMD Enterprise Week 2022.

We heard three informative presentations from Seán McDermott, Brian McCabe and Noel Slane.

Excellent audience engagement and questions allowed for an insightful discussion on the best ways to protect your business from the growing rates of cyber threats.

The big takeaway from the session was, don't do nothing about your cyber security defences, as the size of your business doesn't matter, everyone is a target.



PAINT & SIP NETWORKING EVENT AT STUDIO TWENTY THREE



We held a fantastic Paint & Sip Networking Event held on Thursday 3rd November 2022 with our members, hosted Studio Twenty Three located in the heart of Newry City.

Thank you to Frankie Bannon, Owner of Art Studio 23 for facilitating this taster session for members.

Due to the success of this new networking event, we plan to run it once again in 2023.

NEWRY CHAMBER, PART OF THE DAISY HILL FUTURE GROUP

We were pleased as part of the Daisy Hill Future Group to help launch the Daisy Hill Development Pathway with politicians, community representatives and medical experts earlier in the year.

These representatives plus a member of the Bengoa Expert Panel, representatives from Daisy Hill Pathfinder Group, Newry Chamber, Newry & Mourne Enterprise Agency all form part of the new Daisy Hill Future Group who set out their vision for Daisy Hill Hospital at a press conference at the Thinklab.



The vision is that *'Daisy Hill Hospital will be a major acute healthcare hub providing safe accessible services for the citizens in the east border region.'*

AMBASSADOR CIRCLE INITIATIVE LAUNCHED IN NEWRY



Newry Chamber joined forces with Visit Belfast, Invest NI and Tourism NI on Thursday 23rd June 2022 to launch a new 'Ambassador Circle' for the Newry, Mourne and Down District, enlisting local champions to help promote the city region and attract high-profile business events.

Many of Newry's leading local and international business names supported the launch at the city's Canal Court Hotel & Spa including FD Technologies, MJM Marine and STATSports.

As part of the initiative, local businesses are now being invited join and to pledge their support by holding their own business events in Newry, supporting the development of local industry events and by encouraging customers, suppliers and the wider diaspora to develop or attend local events.

Newry Chamber Political Roundtable Discussions

NEWRY CHAMBER WELCOMES TAOISEACH, MICHEÁL MARTIN TD TO NEWRY

We were delighted to welcome Taoiseach, Micheál Martin TD to Newry on Friday 18th November 2022, the day he announced the Narrow Water Bridge Project will be put out to tender.

The meeting was facilitated by the Chamber and kindly hosted by Norbrook Laboratories. It was attended by representatives of the local business community, covering topics including economic development, skills, infrastructure, connectivity and healthcare provision.

Julie also praised the positive cross-border relationships which exist in the region, including Newry and Dundalk Chambers' as well as the partnership approach between Newry, Mourne and Down and Louth Councils.



NEWRY CHAMBER MEETS WITH SECRETARY OF STATE FOR NI

On Wednesday 16th November 2022, we held a constructive meeting with Secretary of State for Northern Ireland, Chris Heaton-Harris MP on his first official visit to Newry. The meeting took place at the offices of AbbeyAutoline in the city and it was attended by Chamber Board members and some leading local employers.

We had a wide-ranging discussion around the priorities and the opportunities for organisations operating in the Greater Newry Area. Members discussed the Protocol and also raised issues on corporation tax, rates, energy costs and infrastructure/city deal projects. We do hope to continue our engagement with the Secretary of State in the future.

NEWRY CHAMBER MEETS WITH FORMER MINISTER OF STATE FOR NI

Newry Chamber met with the Former Minister of State for NI, Conor Burns MP on Wednesday 20th April 2022 in Newry. The Former Minister met with local business leaders and had a walk around the city to discuss the regeneration projects earmarked through the Belfast City Region Deal.

We set out our priorities for Newry and the wider region based on the key issues experienced by businesses in the areas of healthcare, housing, infrastructure and skills.



Newry Chamber Political Roundtable Discussions

NEWRY CHAMBER MEETS WITH FORMER FINANCE MINISTER, CONOR MURPHY MLA

We were delighted to have the opportunity to discuss our short and long-term vision for the Greater Newry Area with Former Finance Minister, Conor Murphy MLA earlier in the year. President, Julie Gibbons & CEO, Tony McKeown also presented our '2022 & Beyond - Our Future Vision' document to Minister Murphy which outlined our priorities in the areas of skills, infrastructure and tourism.



We also discussed the key priorities for our members on increased costs, labour shortages and uncertainty around trading arrangements as well as stressing the importance of political stability to the local business community.

CHAMBER MEETS WITH FORMER ECONOMY MINISTER, GORDON LYONS MLA



Newry Chamber was delighted to host the former Economy Minister, Gordon Lyons on his visit to Newry City on Wednesday 12th January 2022. The meeting took place at AbbeyAutoline offices in Newry and he was briefed on all the latest developments in the local business community.

We stressed that the most significant issue for our members was a people and skills shortage which is impacting our growth. This is something that we would like to work with the Department for the Economy NI on. We look forward to welcoming the Minister back to Newry again to meet our wider membership.

NEWRY CHAMBER ROUNDTABLE DISCUSSIONS WITH LOCAL POLITICAL PARTIES

Newry Chamber held a series of roundtable discussions with representatives from our local political parties throughout the summer including Sinn Fein, DUP, Alliance, UUP and SDLP. The focus of the meeting was the cost-of-living crisis. Discussions included a range of challenges and opportunities.

Other issues discussed included housing need in the region, planning reform, infrastructure investment and staff shortages. We gave all of the political parties a very clear view on the issues faced by businesses and their staff. Through continued dialogue we can come up with solutions to address the challenges.



Promoting Your Business

SOCIAL MEDIA

Over the past few years, Newry Chamber has focused heavily on growing its online presence across our four social media channels which include Facebook, Twitter, LinkedIn and Instagram.

We have taken every step possible to ensure that all the main social media channels are available to our members to avail of. We are committed to promoting our members and in turn helping them grow their own online presence and have posted hundreds of good news stories on behalf of our members.

Another notable improvement has been the substantial increase in followers, across all four of our social media channels, providing members with the opportunity to promote their news stories to a combined online audience of over 17,500. Newry Chamber is also the most followed Chamber in Northern Ireland on Facebook and Instagram.

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

Facebook	LinkedIn	Twitter	Instagram	All Platforms
15% Increase 827 New Followers	29% Increase 1,164 New Followers	5% Increase 163 New Followers	28% Increase 372 New Followers	17% Increase 2,524 New Followers

The current number of followers across our four social media channels are detailed below:

Facebook	LinkedIn	Twitter	Instagram	All Platforms
6,309 Followers	5,195 Followers	3,681 Followers	2,440 Followers	17,625 Followers

EMAIL MARKETING

Newry Chamber has always been renowned for its active, collective and engaging membership base. Using Mailchimp, we have found success in promoting the latest news to our 300+ members.

Our open rate was 38% which is ahead of the industry average open rate of 20%.

This year, we used the platform to great effect to communicate on a regular and effective manner with our members by providing 50+ Business Updates and promoting our 30+ Networking Events.

WEBSITE

Our website remains an integral part of our communications to members, allowing us to update the news section regularly with press releases and good news stories. There is also an interactive calendar to enable members to register for events. The website enables members to download important resources and links to our enquiry form which allows businesses interested in joining the Chamber to enquire about membership which has led to 60+ new members joining this year.

The percentage increase in activity on the Newry Chamber website in 2022 is detailed below:

Users	Sessions	Page Views	Most Popular Age Groups
7% Increase 997 Extra Users	7% Increase 1,406 Extra Sessions	11% Increase 4,589 Extra Page Views	25 - 34

Various analytical and activity data from the Newry Chamber website in 2022 is detailed below:

Users	Sessions	Page Views	Most Popular Age Groups
15,530	20,749	46,984	25 - 34

2022 IN NUMBERS



**NEWRY
CHAMBER**

SINCE 1820



300+

Chamber Members

OVER
200 Years

representing
Businesses in the
Greater Newry Area

17%

Increase in
Social Media Followers



 **17,500+**

Social Media Followers

2,000+

Attendees at Chamber Events
(in person & virtual)

27%

Increase in
Chamber Membership

50+

Business Updates

30+

Business Events

Finances

Profit and Loss

Newry Chamber of Commerce & Trade
For the year ended **31 December 2021**

ACCOUNT	2021
Revenue	
Annual President's Banquet Income	19,840.00
Business Awards Income	47,440.00
Annual Golf Classic Income	6,030.00
NI Small Business Conference Income	11,000.00
NI Workplace Health & Wellbeing Conference Income	7,008.33
North/South Conference Income	9,166.67
Seminars & Communications Income	775.00
Corporate Patrons	16,000.00
Grants Income	7,000.00
Membership Income	36,409.19
Charitable Donations Income	8,621.00
Total Revenue	169,290.19
Cost of Sales	
Annual President's Banquet Outlay	12,468.90
Business Awards Outlay	25,693.95
Annual Golf Classic Outlay	2,858.70
International Women's Day Outlay	990.00
NI Small Business Conference Outlay	2,291.50
NI Workplace Health & Wellbeing Conference Outlays	2,333.60
North/South Conference Outlay	3,161.06
Seminars & Communications Outlay	3,418.48
Wages & Salaries	80,036.12
Wages & Salaries Furlough	(4,584.19)
Total Cost of Sales	128,668.12
Gross Profit	40,622.07
Administrative Costs	
Advertising & Marketing	1,035.00
Bank & Stripe Fees	536.59
Charitable Donations Outlay	8,621.00
Corporate Patrons Outlays	686.00
Employee Awards Outlays	370.00
Employers National Insurance	3,708.22
General Expenses	683.34
Gifts	621.88
Insurance	1,102.60
IT Software & Consumables	1,417.36
Pensions Costs	(2,270.74)
Recruitment	671.50
Rent	7,200.00
Subscriptions	35.00
The Business of Newry Book Outlays	20.00
Total Cost of Sales	24,437.75
Operating Profit	16,184.32
Profit on Ordinary Activities Before Taxation	16,184.32
Profit After Taxation	16,184.32

Newry Chamber Corporate Patrons 2022

Gold Patrons

Shelbourne Motors



Silver Patrons

AbbeyAutoline

AIB

Canal Court Hotel & Spa

Digney Grant

Firmus Energy

KPMG

MJM Marine

Norbrook Laboratories

Southern Regional College

abbeyautoline

firmus
energy
transitioning to net zero carbon



KPMG

MJM
MARINE



Norbrook

DigneyGrant
Insurance Brokers & Risk Advisors

SRC Southern
Regional
College

Bronze Patrons

ASM Accountants

Bank of Ireland

Bradley NI

Collins Aerospace

CTS

DELI LITES Ireland

Exact Group

FD Technologies

Fisher & Fisher Solicitors

FPM Accountants

Killeavy Castle Estate

Kukoon Rugs

Matt D'arcy Irish Whiskey

McDonalds

McKeevers Chemists

Morgan Fuels

Newry, Mourne and Down District Council

Re-Gen Waste

S&W Wholesale

U105

Ulster Bank

Warrenpoint Port

ASM
CHARTERED ACCOUNTANTS

Killeavy
Castle Estate

kukoon
rugs.com



MATT. D'ARCY & CO., LTD.



Bradley
NI

MCKEEVERS
CHEMISTS

MORGAN
FUELS

Collins Aerospace

an tAire Mhúin
agus an Duinn
Newry, Mourne
and Down
(District Council)

cts

DELI
LITES

Re-Gen

THE
EXACT
GROUP

FD Technologies

U105

FPM
AN AAB GROUP COMPANY

FISHER
& FISHER
SOLICITORS

Ulster Bank

S&W
WHOLESALE
A whole lot more.

WARRENPOINT
PORT

Newry Chamber Members 2022

AbbeyAutoline	Dish Dash	Kukoon Rugs	PSNI
ABP Food Group	DMC Events	L Connell Flooring	Purple Inc. Design & Print
Acceler8 Business Solutions	Donnelly Neary & Donnelly	Lakeside Group	Q Radio
Across Borders Consulting	Solicitors	Learn Spark Facilitator	Raphael Mason Photography
Adrian Markey Chartered Accountant	Down Business Centre	Lee Opticians	Raymond Mullan
AF Consultancy Ireland	E McNulty & Sons	Legacy Coaching	REACT Safety Training Solutions
AIB	East Coast Coaches	Lighthouse Construction	Real Time Digital
AJ Plumbing Supplies	Ellyvents	Industry Charity	Reavey Financial Services
AJC Security & Energy Solutions	Emerald HR	Lily Bain Bathrooms & Tiles	Re-Gen Waste
Alan Cleland	Emma Quinn Design	Liz Boyle Photography	Resonate Testing
Alina Holyst Chartered Architect	Enhanced Aesthetics Skincare	LoughTee	Rice Office Supplies
All3Studio	Clinic	Luke Curran & Co Solicitors	Rices Hotel
Anjo Wines/O'Reillys Off Sales	Enola Private Clinic	M1 Document Solutions	RNN Communications
Arcadian IT	Evvr Clean	MacAdorey Opticians	Rosemary Connolly Solicitors
Armatile	Exact Group	mac-group	RR Marketing
Around A Pound	F10 Marine	Malone Accounting	Rugby Cubz NI
Art Magennis	Farrell & Farrell Accountants	Malone Construction Services	Rural Business Finance
Ashtree Financial Services	FD Technologies	Masterkrest	S&W Wholesale
ASM Accountants	Felix O'Hare & Co	Masterson Opticians	Seaforde Interiors
Associated Fire Protection (NI) Ltd	Finegan & Son	Matt D'Arcy Irish Whiskey	Seatruck Ferries
Atlanticus Digital	Firmus Energy	Maypole Interiors	Selfish Beauty
Ballylough Consultancy Solutions	Fisher & Fisher Solicitors	McAllister Group	Sennen House
Bank of England	Fitzpatrick & Kearney Accountants	McAllister Interiors	Shelbourne Motors
Bank of Ireland	Fiveways Supermarket	McD Painting & Decorating	Skips R Us
Bare & Bronze	Formula Karting	McDonald's	SMET Building Products
Barry Magill Financial Services	Fortior Insight	McEvoy's	Southern Area Hospice Services
Be Inspired To Be	FPM Accountants	McGahon Surveyors	Southern Health & Social Care Trust
Best Property Services	GAAN Architects	McGuinness Plumbing	Southern Regional College
Biofires Ireland	Gather & Brew	McKeevers Chemists	SP McKeown & Co Accountants
BJF Training Services	George Preston Florist	McNally's Late Night Pharmacy	Spill Resolve
BMC Accountants	Gerry Murphy	McShane & Co Solicitors	Spotlight Style Boutique
Bolster Community	Gilmore's Garage	Mediahaus UK	Staffline Recruitment
Brack Tours	Glamblition Salon	Michael Carlin	STATSports
Bradley NI	Glen Dimplex	Michael Goss & Co Accountants	Steel Lintels Ireland
Brand Elevation	Glena Developments	Michael McCaul Signs	Stephen Begley & Co Solicitors
Brilliant Red	Granco Motors	Michael McKeown	Studio Twenty Three
BT	Grant Fit Out	Mitso	Subway Sandwich Bars
Bureau Buttercrane Ltd T/A TransferLab	Gray Design Architecture	MJM Marine	Tall Paul Marketing
Buttercrane Shopping Centre	Gullion Ltd Loss Assessors & Surveyors	Morgan Fuels	Talon Security
C Clarke Graphics	Haldane Fisher	Motis Ireland	Tara Support Services
Canal Court Hotel & Spa	Hamilton Shipping (Port Services) Ltd	Mourne Dew Distillery	Tassee 2 Ltd T/A Vodafone
Caring Coins Association	Hanna Hillen Estates	Mourne Mountain Adventures	Teds Interiors
Caroline O'Donovan Executive Coach	Hanna Hillen Financial Services	Mourne Mountains Brewery	TGG Fitness
Carson McDowell	Healing Heat	Mourne Office Supplies	The Bridge Bar
Catherine Allison & Co Solicitors	Health Matters (Health & Safety) Ltd	Mourne Scan Clinic	The Car Nerd
Ciaran Rafferty Solicitors	Henderson & Co Accountants	Mulkerns Wines	The Clanrye Group
Clare Hegarty Nutrition	Henderson Foodservice	My Mailbox Services	The Genoa Café
Cloughmor Extreme Adventures	Hinch Distillery	MyLife Bathrooms	The Growth Company
Cloverhill Golf Club	Hourglass NI	Nan Rices	The Hub Newry
CMD	Hughes Foodhall Camlough	Navigator Financial Planning	The Ink Jar Art & Antiques Gallery
Cole Groundwork Contracts	I Am Digital Group	NCC IT Services	The Oliver Restaurant
Collins Aerospace	Iconic Sign Systems	NearyNogs Stoneground	The Physio Group
Colum Lynch Photography	INFORM3 Recruitment	Chocolate	The Play Therapies Centre
Comiskey Cars	Institute of Directors (IoD) NI	Newry & Mourne Enterprise Agency	The Powerhouse Physio & Pilates
Community Advice Newry, Mourne & Down	InterTradelreland	Newry City AFC	The Quays Shopping Centre
Confederation of Community Groups	Invest NI	Newry Credit Union	The Wellbeing Pathway
Corn Dolly	Ireland Craft Beverages	Newry Democrat	The Woodland Trust
Courtney's Newry	J&P Leisure Ltd T/A Max Sports	Newry Foot Clinic	Therese Quinn
CRASH Services	Gaming Centre	Newry Jobs & Benefits Office	Think Studio
Crilly's Sweets	Jack Murphy Jewellers	Newry Junior Chamber	Three Creative Company
CTS	Jacqueline Rooney Art	Newry Reporter	Tony O'Hare
Cunningham Contracts Group	Jerome Mullen	Newry and Down District Council	Trans Europe Express
Custom House Newry	JMK Solicitors	Nicola McGuinness Coaching	Translink
Daly Park & Co Accountants	John MacMahon & Co Accountants	Norbok Laboratories	Transport Compliance NI
Dan O'Hare Commercial	JP Corry	O'Callaghan Planning	Tumbling Paddy
Danske Bank	JR Lighting	O'Hare & McGovern	U105
Declan Magennis & Co Accountants	JumpingClay Newry	OHES Environmental	Ulster Bank
Deirdre Maguire	JV Kelly Menswear	O'Kane Resourcing	Viltra
DELI LITES	KAC Styles	On Computer Solutions	Visit AR Guide
DELI LITES Ireland	Kellys Point Hire	Open Strategic Communication	Vyta
Demac Construction	Kernan Property Services	Oranmac	Warrenpoint Port
Derry Bros Customs Clearance	Kevin Collins Art Gallery & Studio	PaintPVC	Water Solutions Ireland
DFI Beds	Killeavy Castle Estate	Parker Green International	Women's Aid Armagh Down
Digney Grant Insurance	Killowen Contracts	Patterson & Rocks Solicitors	Wood Innovations
	Killowen Distillery	Personal Engraving NI	Workplus
	King Communication	Peter Fitzpatrick	Younique Aesthetics
	KM Therapies	PIP Hope & Support	Zen Orthodontics
	KPMG	Playr-Fit	
		PMK Accountancy Services	
		Pocket Box	
		Power NI	

Newry Chamber Executive Team



Tony McKeown
Chief Executive Officer
Newry Chamber



Ursula Savage
Deputy Chief Executive Officer
Newry Chamber



Jarlath Meehan
Sales & Marketing Executive
Newry Chamber

Newry Chamber Board of Directors



Julie Gibbons
(President)
Managing Director
AbbeyAutoline



Edwina Flynn
(Vice President)
Chief Executive Officer
Wood Innovations Ltd



Emma Mullen
(Past President)
Director of People & HR
EMerald HR



Kieran Grant
(Treasurer)
Financial Director
Warrenpoint Harbour Authority



Deborah Loughran
Managing Director
King Communication



Paul Convery
Head of Business in NI
BT



Dr Conor Patterson
Chief Executive
Newry & Mourne
Enterprise Agency



Gemma Murphy
Partner & Manager
Jack Murphy Jewellers



Gary Digney
Director
FPM Accountants



Jackie Reid
Chief Strategy Officer
DELI LITES Ireland



Cathal Austin
Centre Manager
The Quays, Newry



Jerome Mullen OBE
Honary Consul of Poland
in Northern Ireland



**NEWRY
CHAMBER**

SINCE 1820

**The Voice of Local Business
in the Greater Newry Area**

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