



THE YEAR IN REVIEW

CAVAN COUNTY
ENTERPRISE BOARD

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Cavan County Enterprise Board is funded by the Irish Government and part-financed by the European Union under the National Development Plan, 2000-2006.

It is that time of year again time to reflect on the year just ending and lay plans for the year ahead. This has been an extraordinarily busy and productive period for our board and executive. The creation of the cross border and European partnerships, ongoing development of Cavan Innovation & Technology Centre, the launch of Bréifne coupled with our focus on strategic economic initiatives and the delivery of day-to-day responsibilities and functions, has resulted in an exciting time for all concerned.

In the context of the general economic development of the county, the ongoing and highly impressive developments by the Quinn Group and the opening of the new Radisson SAS Hotel and Wellness Centre on the Farnham Estate warrant special mention.

In relation to our core functions, and in addition to direct grant aid provided to client companies, an increasing focus is now placed on training and development of owner/managers and core employees in enterprises throughout the county. The CEB, through its training and development schedule, endeavours to provide relevant programmes which focus on identified client needs. Programmes delivered included, Taxation, Work/Life Balance, Management Development programmes, Marketing & Sales, E-Commerce Marketing, Time Management, Business Planning etc. Five Start Your Own Business Programmes were also delivered throughout the year. In line with government policy, our focus is now on promoting innovation, competitiveness and marketing competencies within enterprises throughout the county. In

the context of cross border partnerships, 'Tradelinks' is a major business development programme being rolled out by the border counties CEBs and Local Enterprise Agencies in Northern Ireland. Cavan CEB co-ordinates the delivery of the programme in the central border east region. New cross border collaborations in 2006, include the Create and CALIN programme. The Create programme is designed to encourage people from the creative sector to consider commercialising the creative talents into a new business idea. Cavan CEB partners with Louth CEB in the South and Castlereagh and Glenwood Enterprise agencies in the North. The CALIN programme, run in conjunction with Larne Enterprise Agency, aims to encourage the growth of female owned businesses in Cavan and Larne by facilitating networking, workshops and mentoring for the participants.

Leverage of funding from E.U. and other international programmes constitutes an important part of the CEBs activities. Throughout 2006, the board collaborated with various bodies in responding to calls for proposals and most notable is the securing of funds of over €400,000 from Enterprise Ireland to aid the development of a high tech office facility in Cootehill. During 2006, Cavan CEB also secured funding from Border Action, under the EU programme for Peace and Reconciliation for the West Cavan Regeneration Project. This project has seen the appointment of a Special Projects officer dedicated to supporting the economic development needs of west Cavan.

November 2006, saw the launch of Bréifne by Minister Noel Dempsey, T.D.,

Minister for Communications, Marine and Natural Resources. Cavan CEB have been centrally involved in the development of Bréifne, a cross border tourism company established to market West Cavan, North Leitrim, South Fermanagh, North Sligo and North Roscommon as one region under the brand name Bréifne. The project is supported by the five local authorities, the Geological Surveys of Ireland and Northern Ireland, the University of Ulster and Cavan Enterprise Board. During 2006 Bréifne created page interactive website with extensive tourist information and a vast array of geological, archaeological, cultural, ecological and historical information relating to the region. Bréifne also has produced a major travel guide and 30 minute film showcasing the region. A series of interpretative signs have been designed and located at sites throughout the region.

The work of Cavan County Enterprise Board is facilitated and supported by many public and private organisations, all of whom are too numerous to mention. As a statutory agency with responsibility for micro/small business development, Cavan CEB is funded by the Irish Government and part-financed by the European union under the National Development Plan 2000 – 2006. The board works in close collaboration with all of the other enterprise support agencies, notably Enterprise Ireland and FÁS, as well as local development bodies, including Cavan Monaghan Rural Development Co-Op Society Ltd and Cavan Partnership Company Ltd. In all of its activities,

Cavan CEB is generously supported by Cavan County Council through its elected members and executive, and many of the developments undertaken over the past thirteen years could not have been achieved without this support.

In conclusion, I wish to sincerely thank our clients with whom we have a positive working relationship. We also look forward to new and emerging entrepreneurs who will join the highly esteemed ranks of the business community of Cavan in the year 2007. I wish all of our clients, present and future, and the business community generally, a very Happy Christmas and a productive and profitable New Year.



Pictured at the recent launch of Bréifne from L-R: Mr. Vincent Reynolds, Chairman, Bréifne, Mr. Peter McVitty, Chairman, Cavan County Council, Mr. Noel Dempsey, T.D., Minister for Communications, Marine and Natural Resources, Mr. John O'Kane, Chairman, Fermanagh District Council.

RECENT APPOINTMENT

Cavan County Enterprise Board in partnership with Fermanagh University Partnership Board has recently been approved funding from Border Action (Peace II) under the programme for Peace and Reconciliation towards the appointment of a Special Projects Officer to assist in addressing the economic and enterprise development needs of West Cavan and areas of West Fermanagh. The overall aim of the programme is to encourage enterprise development in this area and help to address the legacy of the conflict.

Ms. Eilish McLaughlin has recently joined the Board taking up this position of Special Projects Officer for West Cavan. Eilish will be responsible for economic and enterprise initiatives throughout West Cavan, including Swanlinbar, Blacklion, Bawnboy and Dowra and the adjoining areas of West Fermanagh, including the delivery of an enterprise action programme devised for the area. Eilish, who will

work primarily from offices in Swanlinbar and Blacklion acts as a first point of contact for the West Cavan Regeneration Project. Eilish will be contacting enterprises in the area to introduce herself in the coming weeks; in the mean time should you wish to contact her, you can do so on 049 4377200. We wish her every success in her new position.



Eilish McLaughlin, Special Projects Officer.

SPRING TRAINING PROGRAMME 2007

As part of our commitment to provide relevant, affordable training supports for small businesses in County Cavan, Cavan County Enterprise Board is now offering the following training programmes as part of our Spring schedule:

COURSE	DURATION	COURSE	DURATION
<u>TAS BOOKS COMPUTERISED ACCOUNTS</u>	4 evenings and 2 mentoring visits	<u>NEW PRODUCT DEVELOPMENT</u>	4 evenings
<u>SAGE QUICKPAY</u>	1 day	<u>TAXATION FOR SMALL BUSINESS</u>	6 evenings
<u>IMPROVE YOUR SAGE SKILLS</u>	4 evenings and 1 mentoring visit	<u>MANAGING PEOPLE IN YOUR BUSINESS</u>	4 evenings
<u>IMPROVE YOUR COMPUTER SKILLS</u>	6 evenings	<u>PRICING & COSTING</u>	3 evenings
<u>PREPARING A HEALTH & SAFETY STATEMENT</u>	4 evenings plus 1 mentoring visit	<u>CASH COLLECTION FOR SMALL BUSINESS</u>	2 evenings
<u>STRESS MANAGEMENT</u>	1 day	<u>DOING YOUR OWN MARKET RESEARCH</u>	3 evenings
<u>SELLING YOUR PRODUCT ON THE INTERNET</u>	4 evenings plus 1	<u>CULTURAL DIVERSITY IN THE WORKPLACE</u>	1 evenings
<u>DEVELOPING A MARKETING PLAN FOR YOUR BUSINESS</u>	6 evenings plus 2 mentoring visits	<u>SELF ASSESSMENT & VAT RETURNS</u>	1 day
<u>LEGAL ISSUES FOR SMALL BUSINESS</u>	4 evenings	<u>INTRODUCTION TO CAD</u>	10 evenings

FURTHER INFORMATION

All training will take place at Cavan Innovation & Technology Centre, Dublin Road, Cavan. All courses will take place between January and May 2007. Places are limited on these courses, if you are interested, please contact Marcella on 049 4377200 or email info@cceb.ie or log on to www.cavanenterprise.ie for further information

CALIN PROGRAMME GETS UNDERWAY IN CAVAN

Women entrepreneurs in Cavan and Larne are being given a unique opportunity to develop their businesses through a special programme. Cavan County Enterprise Board in partnership with LEDCOM is delivering a new women's programme funded by Border Action under the EU Programme for Peace and Reconciliation.

Speaking about the programme recently, Audrey Murray, Business Development Manager with Ledcom said "the programme is a great way for women business owners to enjoy learning together and to help make their business more successful".

The CALIN programme is designed for women entrepreneurs either self-employed or in senior management with the aim of helping them to grow their business and develop cross border and European trade opportunities.

The programme will be delivered through four residential

training sessions held in both Larne and Cavan. The first residential addressing sales took place in early November in Cavan. The next residential, which is taking place on December 4th and 5th in Larne, aims to facilitate you to grow your business by addressing the topic of growing your business by cross border trade and exporting. This is a residential workshop, over night accommodation and dinner etc is fully funded for by the programme.

The programme is also an excellent opportunity to network with women from Cavan and Larne. Other residential workshops in the programme will address marketing (February 2007) and work/life balance (March 2007). You can join to attend all workshops or choose the topics of more relevance to yourself. We would be delighted if you could attend this or any of the other workshops.

More information on CALIN can be obtained from Aileen Fogarty on 049 4377200 or email aileenfogarty@cceb.ie

CAVAN COUNTY ENTERPRISE FUND

Cavan County Enterprise Fund (CCEF) offers a complete enterprise support package of loan finance, affordable workspace, and business advice, geared towards new and expanding small enterprises. The following workspace is available for leasing.



BLACKLION
3 units from
1757 - 2200
sq. ft.



COOTEHILL
2 units of 1937
sq. ft. each.

Cavan County Enterprise Fund,

Cavan Innovation & Technology Centre, Dublin Road, Cavan.

Tel: 049 4377200 Fax: 049 4377250 Email: info@ccef.ie Web: www.cavanenterprise.ie <<http://www.cavanenterprise.ie/>>

CREATE A NEW FUTURE

Talented people – North and South – are being given an opportunity to create their own careers. The creative industries sector is experiencing exceptionally fast growth in Ireland and is now getting serious government backing across Ireland.

A new £130,000 cross border scheme will help people explore their creative side by looking at jobs or self-employment within the fields of writing and publishing, music, film, video and AV production, visual arts, antiques and crafts, architecture, design and designer fashion.

The CREATE programme is a partnership between Castlereagh Enterprises Ltd, Glenwood Business Centre as well as Louth and Cavan Enterprise boards. The programme is funded through the Cross-Border Consortium under the EU Peace II Programme and part-financed by the UK and Irish Governments.

The first element of the programme will be an overview to the creative industries and core business skills followed by specific training in various areas such as publishing, film or music. There will be two residential workshops as well as trips away to do best practice visits. The final element of the programme will be one to one mentoring from a business advisor with experience within the creative industries who will help participants to put together a development plan.

Once the group has finished the training and mentoring elements, they will be able to participate in a cross border showcase where they will be brought together with employers and further education colleges to explore ideas for the future. The programme participants can then choose to follow this up with further training or qualifications or to find ways to get their creativity noticed.

As part of the programme, a creative industries website will be developed, which will be an interactive forum for people within the industry to communicate.

The programme is free, participants don't need specific experience and employment status is not a relevant factor. "We want people who have a really keen interest in a particular field and we will help them develop their plans for the future," said Vincent Reynolds from Cavan Enterprise Board.

If you are interested in the Create programme, please contact Aileen on 049 4377200. The next intake will take place in January 2006. The areas of interest that will be covered over the final three intakes are Live and recorded music, moving image and visual arts.



Pictured at the recent creative writing in take of the create programme which took place at the Carrickdale Hotel in County Louth, From L – R: Deidre O'Rourke, Heather Brett, Kevin McCann, Aileen Fogarty, Catriona O'Reilly, Elaine Lennon & Philip Doherty.

LOOKING FOR INVESTORS!

Log on to www.businessangels.ie <<http://www.businessangels.ie/>> for more information on the Business Angel Partnership. The Business Angel Partnership matches private investors with pre-screened investment opportunities.

CHECK OUT!

Check out the new Cavan Innovation & Technology Centre website
www.cavanitc.ie