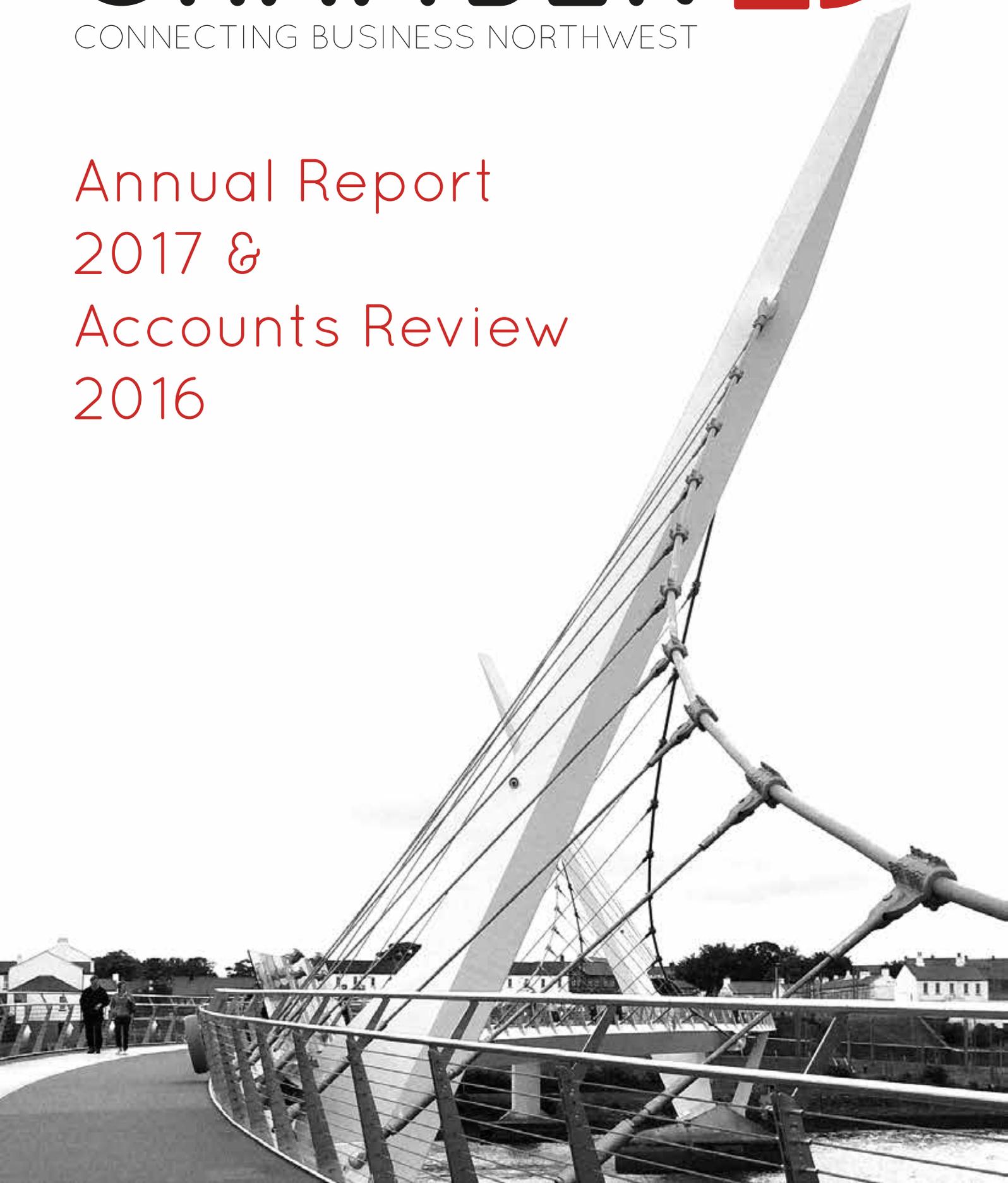


LONDON DERRY CHAMBER



CONNECTING BUSINESS NORTHWEST

Annual Report 2017 & Accounts Review 2016





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Chamber Officers

President	George Fleming
Vice President	Jennifer McKeever
Deputy Vice President	Brian McGrath
Past President	Gavin Killeen

Chamber Council Members

Ian Crowe
 Roy Devine
 Pdraig Canavan
 Tracy Hegarty
 Steven Lindsay
 Peter McCartney
 Niall McCaughan
 Donna Moran
 Gareth Reid
 Redmond McFadden
 Dawn McLaughlin



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[@Derry_Chamber](https://twitter.com/Derry_Chamber)

www.londonderrychamber.co.uk

028 7126 2379



President's Message

I have been very honoured and privileged to play a leading role with the Chamber of Commerce in the ongoing development of this city and region. My year as President has allowed me to promote, discuss and lobby for the continued commercial progression and development of the North West with people of the highest influence on this island of Ireland and beyond.

We have endured a lot of uncertainty during the last twelve months with the impending exit of the United Kingdom from the European Union. As a result the Chamber has been heavily involved at all levels of government in the UK and the Republic of Ireland, lobbying for our unique situation in the North West, as well as engaging with many European media organisations.

Despite the doom and gloom of the media on Brexit, we have many indigenous entrepreneurial businesses in the North West who are driving the commercial heart of this region onwards and upwards, both in turnover and employment on a national and international stage. Diamond Corrugated, Airporter, O'Neill's Sportswear to name a few, all growing and leading the North West's entrepreneurial spirit to success in many different walks of life.

In January 2017, we moved into our new office accommodation at 16 Bishop Street and introduced the Chamber's new Entrepreneurial Hub in partnership with Inner City Trust on the top floor of the building. This allows fledgling companies to avail of low cost city centre office space to get them started. Our first tenant has been Megan Canavan and her IT company Scattr; she has just completed her first year in business.

This has been in keeping with my theme as President for 2017, growing entrepreneurship in the region and to this end the Chamber has run a number of

Entrepreneurship in Action' visits, highlighting some of the region's most successful home-grown companies, with our most recent one being with Patrick McGonagle's company Pakflatt.

Other visits this year have included AE Global, Learning Pool, Airporter, and Fleming Agri. These are all very diverse businesses, which display strong leadership and excellent teamwork in their operations. These events have been very well attended and the feedback has been tremendous.

Through these entrepreneurial forums, a lack of welding & fabrication skills was identified for the region's engineering companies. The Chamber collaborated with the North West Regional College (NWRC) and has now established a Welding Academy in the NWRC and our thanks to Leo Murphy and Nicola Curry from the NWRC and to the DCSDC for their assistance with getting this up and running.

The Londonderry Chamber has always been a strong lobbyist for the educational development of the area with the growth of the university student numbers at Ulster University at Magee and the development of apprenticeships and skills at North West Regional College. This is essential for the region to support the immediate and growth skills needs of the existing indigenous businesses and investment companies in the area.

After many years of the Chamber campaigning, we are at last seeing movement on the infrastructure to the North West with work already started on the A6 road to Belfast and there are plans to start the A5 to Dublin in early 2018. The City of Derry airport now enjoys daily return flights to London providing

global connectivity and the Foyle Port continues to prosper and grow with some very exciting plans for the future with the potential of bringing cruise ships to the region.

It has been a great honour to have been President of the Londonderry Chamber of Commerce for 2017. I am delighted that I have shared the stage and dined with auspicious guests at the President's Lunch with James Nesbitt, the Leadership Dinner with Rory Best and the President's Dinner with the Taoiseach and Peter Boyle of Argento. These were all well supported by members and friends of the Chamber; my thanks to all who donated a massive £8,188 for The President's three charities, The Foyle Hospice, The Air Ambulance NI and the Wooden Spoon Charity

I would also like to thank the Officers in the Chamber for their support throughout the year and the hardworking Chamber staff. As I hand over to Jennifer McKeever, our incoming President, I wish her well for the coming year and my continued support for 2018 and beyond.

George Fleming
President of Londonderry Chamber of Commerce



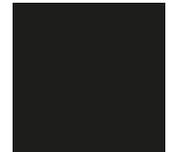
Chief Executive's Review of 2017

It never ceases to amaze me how busy Chamber life can be, as well as, how engaged the many Chamber members are. As we look to 2018 and the many challenges it may bring we can also look to the future and see the many opportunities that are possible and with many more events planned there will be plenty of time to share your opinions, network and learn.

I was very privileged to find myself in Number 10 Downing Street on International Women's Day, I got an opportunity to discuss the UK's decision to leave the European Union with the Prime Minister, Theresa May. I explained that as a Cross Border City region the impact of border controls would have a severe impact on not only the economy but also the quality of life in general.



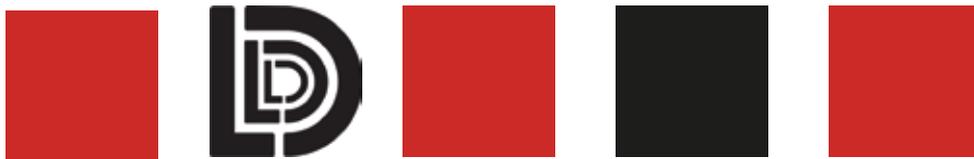
I was also invited to Washington to celebrate St Patrick's Day in the White House. I was part of a wider business delegation who were there to promote Northern Ireland as a great place to do business. Ann McGregor, Chief Executive of the Northern Ireland Chamber and I had the opportunity to engage with senior people involved in the Washington Ireland Programme, the State Department, the Northern Ireland Bureau, as well as attend the reception at the White House, which was a very grand affair and included addresses by the Vice President, Mike Pence, the President Donald Trump and the An Taoiseach, Enda Kenny. Later Ann and I spoke to the Taoiseach and the Irish Ambassador, Ann Anderson.



Both the President and Vice President of the Chamber found themselves engaging with a number of key stakeholders, including UK, Irish and NI permanent representations, main political groupings and Committee Chairs, some of the EU's negotiating team, influential think tanks and some of our local and Irish MEPs in Brussels in early May. They also had the chance to listen to those shaping the Article 50 negotiations on how they plan to deal with the specific problems Brexit causes Northern Ireland. They, like I, have on every occasion, ensured that our voice was heard.



George Fleming, the President, introduced a series of networking events entitled 'Entrepreneurship in Action', sponsored by First Trust Bank. The series aimed to bring people together to create a supportive and informative network encouraging the sharing of experiences and knowledge. With events at Fleming Agri, AE Global and Airporter, all were deemed a great success where much was learnt from each of the very different business owners and directors.



BDO Ireland held a series of workshops in February and April focusing on communication skills for sales personnel, understanding finance, refocusing on core messages and a marketing strategy and succession planning for family owned businesses.

An Employers Breakfast meeting at the Ulster University in February, was held in partnership with Ulster University as part of their Work Experience and Entrepreneurship week the title of this event was 'Economic Outlook and Managing Brexit'.



The superbly attended President's Lunch was held in mid-February and we were delighted to have featured keynote speaker James Nesbitt, pictured below.



At the beginning of March we launched the 2017 North West Business Awards with principal sponsor Bank of Ireland UK. This event brought together past winners, Chamber members, potential applicants and award sponsors too.



In March, there was a Speed Networking event, held at the Maldron Hotel and sponsored by the City of Derry Airport and a Meet the Buyer in the City Hotel, which was managed on behalf of Derry City and Strabane District Council as part of Enterprise Week after a successful tender application. This event brought together 24 public and private sector buyers and 55 suppliers for a series of pre-scheduled meetings. 79 individual timetables were created and distributed for 144 meetings, with an additional 72 meetings scheduled during the morning for the open session.



Also in March was 'Doing Business in the United States', held in partnership with Derry City and Strabane District Council and Invest NI and was facilitated by U.S. lawyer Michael Burke.

Michael covered key areas such as contracts in the U.S., when, where, and how to form a U.S. affiliate business; insulating the Northern Irish parent company from U.S. business and legal risk and related issues.

March also saw a tourism partnership and a Causeway and Golf Learning Day, in partnership with Visit Derry and with the kind support of Airporter.



A Leadership Dinner with renowned rugby captain, Rory Best, held in April was very engaging and insightful. Thank you to sponsors Greg Mitchell Motors, Fleming Agri Products and Hasting Everglades Hotel.



October saw the 60th Annual President's Dinner where we were both honoured and delighted to have An Taoiseach, Leo Varadkar TD as our keynote speaker. Also speaking at the Dinner was Peter Boyle, founder of Argento.

The Dinner was a highly successful event, and donations to the chosen charities of North West Air Ambulance and Foyle Hospice were record-breaking.



A Round Table Lunch was held with Damian Green MP in November. This was an opportunity to have exclusive access to a key influencer in the UK Government, with the main topic of discussion being Brexit.

The Chamber of Commerce will continue to give our members an active forum and we will continue to put them and the North West region to the fore in all our work and deliberations in the upcoming year. If you have any issues or ideas that you wish to share with us - please feel free to contact me directly at sinead@londonderrychamber.co.uk

Chamber Executive Team



Sinead McLaughlin - Chief Executive

The Chief Executive is responsible for the operational activities of the Chamber, working with the President, the Board of Directors and in developing the overall strategic plan of the Chamber and its implementation.

t: 028 7126 2379

e: sinead@londonderrychamber.co.uk

Carol Kelly - Business Operations Manager

Carol oversees financial matters for the Chamber managing the accounts, tax and payroll functions. She also looks after the Chamber's export support function providing help for companies as they explore trade in new markets. Carol's exceptional organisational ability is extremely helpful for members as they navigate the challenges of international trade.

t: 028 7126 2379

e: carol@londonderrychamber.co.uk



Mary Miller - Recruitment & Membership Services

Mary's role is to recruit new members and her natural ability to build relationships allows her to engage with potential members and demonstrate just how they can benefit from being part of the Chamber. She ensures that members integrate into Chamber's network and continue to derive benefits from being part of the organisation.

t: 028 7126 2379

e: mary@londonderrychamber.co.uk

Lorraine Allen - Events Manager

Lorraine combines creative thinking with attention to detail which ensures the Chamber's calendar of events provide substantial networking opportunities and benefits in terms of their learning, development and social needs. Planning events from conception to delivery, Lorraine liaises with sponsors, venues and suppliers. Her professionalism in the field of events management mean that the Chamber events are delivered to the highest standard.

t: 028 7126 2379

e: lorraine@londonderrychamber.co.uk



Shauna Buchanan - Marketing & Events Co-ordinator

Shauna engages with members to ensure they take advantage of the Chamber's key platforms including the website, ezine and social media. In addition, Shauna oversees marketing collateral for event promotions and also provides support in the delivering of Chamber events.

t: 028 7126 2379

e: shauna@londonderrychamber.co.uk

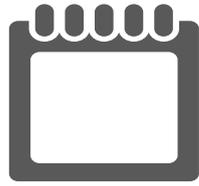
Aine Quigley - Accounts Administrator

Aine has the responsibility of receiving and verifying billing and requisitions for goods and services, processing bank deposits and reconciling financial statements. Aine builds relationships with external suppliers and customers and supports the finance team with her expertise.

t: 028 7126 2379

e: shauna@londonderrychamber.co.uk





1,124 Attendees at 33 Events

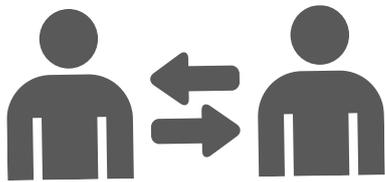
70 applications for North West Business Awards



2 issues of CONNECTED Magazine

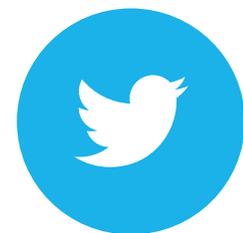
2017 In Numbers

320 guests at The President's 60th Annual Dinner



41 New Members

1,628 Followers On Facebook



5,526 Twitter Followers

LONDONDERRY CHAMBER



CONNECTING BUSINESS NORTHWEST

JOIN US AND REAP THE BENEFITS

MAKE NEW BUSINESS CONTACTS

Business Briefings
Masterclasses
Seminars
In Camera's with key government representatives

Speed Networking Events
Cross Border Networking Events
Business Awards
President's Annual Lunch
President's Annual Dinner



PROMOTE YOUR BUSINESS

Patronage of the Londonderry Chamber
Event Sponsorship
Advertising opportunities

Promote your news and events on our website, ezines & social media
Access to the Member's Directory services on our website

INTERNATIONAL TRADE SERVICES

Heavily discounted export documentation services
Information Services
International trade advice



INFLUENCE LOCAL POLICY

Regular contact with MP's, MLA's, and Government Ministers including 'In Camera' events
Business Surveys

Links with media
Government consultation responses
Representation

SAVE MONEY

Member-to-member discounts



New Members in 2017

Academy for International Science & Research
Assumpta Breslin Associates
Big Moo Design
BMI Regional
Complete AV Solutions
Conexus Recovery & Field Services
Dell EMC
Devine Mortgage & Insurance Services
DS Environmental Services
EHA Group
Evide CIC
Fitzroy Solutions Ltd
Foster Care Associates
Frylite Ltd
GB Engineering
GlobalTec NI Ltd
Grofuse Ltd
Harry's, Craft Village
Harry's Shack
Highland Radio
JT Physiotherapy Ltd
Kelsius
KMC Fire & Security
Launch Pad Recruits
Marble Hill Soaps Ltd
McAllister Group
Multishower GB Ltd
O'Neills International Sports Co. Ltd
PR Team
Sector 3 Management Solutions
Sole Purpose
Stage Beyond
Strabane Training Services
Taggart Homes
talentsocial
The Playshed
Turley
Vogue Car Sales
Waterhouse Financial Planning
Zymplify Ltd

Why should you join the Chamber?



Make new business contacts



Start selling globally



Promote your business



Influence local policy



Save money

Events Review

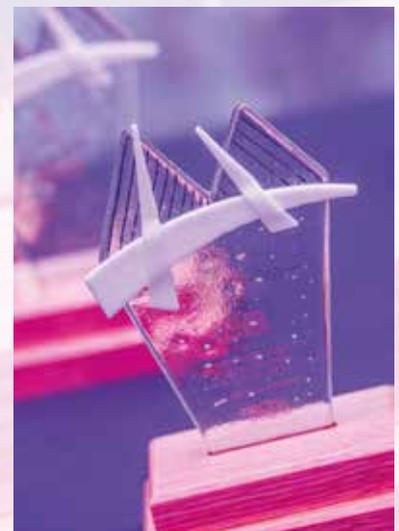
In 2017 Londonderry Chamber of Commerce hosted a busy and varied events calendar for members, including conferences, breakfast briefings, workshops and networking events to the prestigious gala night of the President's 60th Annual Dinner.

The various different event formats provided many opportunities for our members to attend events in numerous different venues across the city and region before, during, and after the working day. In addition to the majority of events free of charge to Chamber members, 1,871 members attended 33 events over the course of 2017.

Attendee feedback is central to our events planning process and allows the Events Manager to ensure the correct mix of sector focus and event type which will continue to meet the needs of our members.

We would like to thank everyone who sponsored our events throughout the year and thank our members for their ongoing support.

If you have any feedback, or if you are interested in any promotional or sponsorship opportunities, please contact Lorraine on 028 7126 2379 or email lorraine@londonderrychamber.co.uk.





2017 Events Listing

January 2017

Get To Know Your Chamber
Entrepreneurs In Action - AE Global
Entrepreneurs In Action - Learning Pool

February 2017

North West Business Awards Launch
Back To Basics Series of Workshops
 Sales
 Finance
 Marketing
President's Lunch
Speed Networking
Cafe Conversations

March 2017

Doing Business in the USA
Meet The Buyer 2017
SCATTR - Mobile Video Marketing

April 2017

Entrepreneurs In Action - Airporter
Leadership Dinner with Rory Best
Workshop - Succession Planning

May 2017

North West Business Awards
Workshop - Director Responsibility
EURES Breakfast

June 2017

Cafe Conversations - Translink
Cafe Conversations - Paddy Nixon

August 2017

EURES Employer Incentives

September 2017

Speed Networking
Entrepreneurs In Action - Pakflatt

October 2017

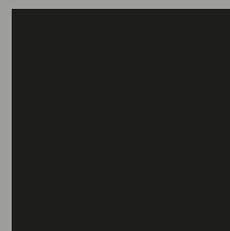
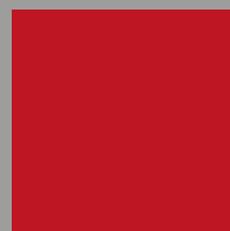
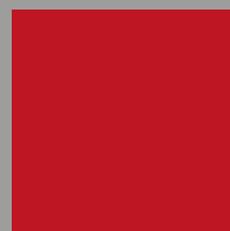
EURES Tax Seminar
60th Annual President's Dinner
Data Compliance & Regulation Workshop

November 2017

'Mind' Your Business Workshop
How To Grow Sales Workshop
Round Table Lunch with Damian Green
Budget Breakfast Briefing

December 2017

132nd Annual General Meeting & Christmas Drinks



Chamber Sponsors 2017

Londonderry Chamber of Commerce would like to take this opportunity to thank our sponsors in 2017, without their support we would be unable to deliver such a comprehensive service to our members:

Corporate Sponsors:



Corporate Patrons:



Event Sponsors:



LONDONDERRY CHAMBER OF COMMERCE (INCORPORATED)**BALANCE SHEET
AS AT 31 DECEMBER 2016**

	Notes	2016 £	£	2015 £	£
Fixed Assets					
Tangible Assets	4		2,729		4,014
Investments	5		1		1
Current Assets					
Debtors	6	85,200		104,892	
Stock		200		200	
Cash at Bank and in Hand		<u>106,160</u>		<u>80,106</u>	
		191,560		185,198	
Creditors: amounts falling due within one year	7	<u>48,059</u>		<u>26,896</u>	
			<u>143,501</u>		<u>158,302</u>
Net Assets			<u>146,231</u>		<u>162,317</u>
Reserves					
Reserves at 1 January 2016			162,317		161,965
Surplus (Deficit) for Year			<u>(16,086)</u>		<u>352</u>
Reserves at 31 December 2016	8		<u>146,231</u>		<u>162,317</u>

For the financial year ended 31 December 2016 the Chamber was entitled to exemption from audit under section 477 Companies Act 2006. No member of the Chamber has deposited a notice, pursuant to section 476, requiring an audit of these financial statements under the requirements of the Companies Act 2006.

The Council acknowledge their responsibilities for ensuring that the company keeps accounting records which comply with section 386 of the Act and for preparing financial statements which give a true and fair view of the state of affairs of the Chamber as at the end of the financial year and of its profit or loss for the financial year in accordance with the requirements of sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to accounts, so far as applicable to the Chamber.

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

Signed on behalf of the Council on 22 September 2017

Gavin Killeen
Director

Company Registration No. R486

LONDONDERRY CHAMBER OF COMMERCE (INCORPORATED)

**INCOME AND EXPENDITURE ACCOUNT
YEAR ENDED 31 DECEMBER 2016**

	Notes	2016		2015	
		£	£	£	£
Income					
Members Subscriptions	2		73,116		75,170
Rents and Services	2		1,200		2,825
Project Event Management	2		16,936		6,368
Fees from Certs. of Origin	2		11,434		10,498
Eures Salary Contributions	2		18,818		18,262
Eures Activity	2		1,497		3,114
Sponsorship	2		13,324		24,788
Connected Magazine	2		17,687		21,710
Business Lunches/Events	2		26,190		18,636
Other income	2		10,000		-
			<u>190,202</u>		<u>181,371</u>
Administration Expenses					
Printing and Stationery		3,179		3,815	
Postage		678		1,542	
Telephone		4,302		3,058	
Staff Salaries and Consultant's fee		147,737		137,952	
Staff Expenses, Recruiting and Training		6,733		5,029	
Bad Debts		10,673		15,079	
Subscriptions and Donations		848		199	
Insurance and Legal Fees		474		447	
Bank Charges and Interest		1,349		1,542	
Lobbying and PR		131		60	
Electricity and Heating		480		1,750	
Office Equipment Maintenance		6,004		2,420	
Website Development and CRM costs		5,228		5,793	
Rent and Rates		13,170		(2,419)	
Maintenance of Chamber House		1,573		1,256	
Miscellaneous and Cleaning		2,913		3,185	
		<u>205,472</u>		<u>180,708</u>	
Depreciation	4	1,285	<u>206,757</u>	<u>1,055</u>	<u>181,763</u>
			(16,555)		(392)
Interest receivable					
Bank Deposit Account			<u>586</u>		<u>930</u>
			(15,969)		538
Corporation Tax			<u>117</u>		<u>186</u>
Surplus/(Deficit) after taxation			<u>(16,086)</u>		<u>352</u>