



The business women from Larne and Cavan pictured at the recent CALIN workshop which took place at the Cavan Crystal on March 7th.

Girls get ahead on cross-border trade

How to market anything from bridal headgear, insect farms and outdoor lighting provided the main talking point for a group of 25 female entrepreneurs in a Co Cavan hotel last week. The subject formed the latest training session in the CALIN initiative, a cross-border business skills development programme between Larne and Cavan, appropriately named after cailin, the Irish word for girl.

Developed by Larne's enterprise agency LEDCOM in partnership with Cavan County Enterprise Board, CALIN (Cavan and Larne Integrated Network) aims to help women grow their business and develop cross-border and European trade opportunities. The programme, funded by Border Action under the EU Programme for Peace and Reconciliation, has been running since last October. Special thanks to Helena Collins and Win for their support for this programme. CALIN is delivered through a series of residential training sessions, briefing sessions and a number of networking events held in Larne and Cavan. Topics covered in the training sessions include sales, marketing, exporting and work-life balance.

The programme will close with a final workshop in Armagh next month, which will address issues such as handling conflict in the workplace, sexism in work and dealing with sectarianism. More information on CALIN can be obtained from Aileen Fogarty, Cavan County Enterprise Board on Tel: 049 4377200 or email: aileenfogarty@cceb.ie



Lorraine's new neck piece 'TARAGH' which recently received an index award at Showcase.

Cavan Company receives Award at Showcase

From her workshop in Ballyjamesduff, Lorraine designs an unusual, yet beautiful collection of costume jewellery, which with the combined use of slate, sterling silver and genuine Swarovski crystals create an unmistakable style unique to Lorraine.

She takes her inspiration from Ancient Ireland, which can be seen within her designs, designs which would not look out of place in ancient times, yet with her imagination and creativity she has given them a very modern feel. The designs vary from simple but eye catching pendants to a range of intricate high fashion pieces. Lorraine says "I have always had a love for Celtic art & the Celtic period & I am delighted to have been able to find a way to express this into my designs."

In the past couple of years Lorraine has attended various Trade Conventions, where buyers from around the world have shown a great interest in her work, including The Autumn Fair in the NEC Birmingham and more recently, Showcase Ireland in the RDS, Dublin, where her new neck piece titled, TARAGH (shown) was given an Index Award (one of the Best New Products 2007).

Lorraine welcomes visitors to her workshop or alternatively you can contact her on; Tel: 049 8545730, Email: simplyslate@ireland.com

Pictured at the recent launch of the West Cavan/Fermanagh Development Project

L-R: Mr John Spence, FUPB; Minister Brendan Smith, T.D.; Mr Jack Keyes, County Manager; Cllr. Peter McVitty, Chairman, Cavan County Council. Back Row from L- R: Mr Vincent Reynolds, CEO, Cavan CEB; Ms Eilish McLaughlin, Special Projects Officer; Mr Paddy McGinn, Manager, Border Action; Cllr. Eddie Feely.

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Innovate & Grow!

In today's globally competitive environment, no business, large or small, can survive without innovating. This was the resounding message delivered at the Innovation and Competitiveness Conference, organised by Cavan County Enterprise Board, which took place on Wednesday last (March 7th) at the Slieve Russell Hotel, Ballyconnell, Co. Cavan. Over 420 delegates from around Ireland, North and South, attended the conference, chaired by TV3's Alan Cantwell, which aimed to alert businesses of the need to consider innovation within their daily business activities. The message sent out to business delegates was clear - innovation and competitiveness are inextricably linked and these areas cannot be taken lightly by any business, if it is to survive and prosper.

Keynote Speaker at the event, Mr Sean Quinn, Chairman & Managing Director of the Quinn Group, shared an insight into the successful growth of the Quinn Group speaking on Innovation: The Quinn Way. The Quinn story stood as inspiration to all delegates, reminding conference goers that innovation is not always about white coats and laboratories but is a continuous and unrelenting challenge for small business owners and sometimes the path to success lies in doing the small things right and a dedication to continuous development and growth.



Mr Sean Quinn, key note speakers at the Cavan County Enterprise Board organised conference on Innovation & Competitiveness addressing over 400 delegates on the day.

Speaking after the conference, Mr Vincent Reynolds, CEO, Cavan County Enterprise Board CEO expressed his delight at the success of the event saying 'In organising this conference we aimed to promote innovative thinking and competitiveness in small companies across the Country. This has been undoubtedly achieved and delegates have derived food for thought and inspiration to move their businesses forward.' He went on to say that 'Innovation and competitiveness are dominating themes of the National Development Plan 2007 - 2013. Development of the knowledge economy is one of the key challenges facing developed countries such as Ireland. It is imperative that knowledge and information is shared with all to empower businesses to make the changes required. Finally, Mr Reynolds went on to thank all the speakers, in particular, Mr Sean Quinn for taking time out of his busy schedule to share his experiences. He also expressed sincere gratitude to his colleagues in the Border County Enterprise Boards, the BMW Regional Assembly, European Union, the ADEP programme and the International Fund for Ireland for their support in organising this conference and ensuring its success.

Other speakers at the conference included Chief Economist with Friends First, Mr Jim Power; Mr Martin Cronin, CEO, Forfas; Mr Barry Winkless, Services and Innovation Manager, EBS; Professor Ian Robertson, Professor of Psychology, Trinity College Dublin and Mr Tom McEnaney, Business Editor with the Irish Independent. Addressing the theme of the day, speakers dealt with the topics of the Irish and world economies; government policy on Innovation and Competitiveness, practical lessons on Innovation, managing your mind to innovate and what gets noticed by the media. Presenting the findings of research on the barriers facing businesses in the border region, Mr Peter Quinn, Consultant and former GAA president on the research piece said 'Businesses in the Border region and nationally are experiencing difficulties taking up the innovation challenge - lack of resources, fragmented information and advice being some of the main obstacles. However, there is help out there through government agencies such as the County and City Enterprise Boards and Enterprise Ireland'.



Speakers at the recent conference on Innovation and Competitiveness conference in the Slieve Russell from L- R: Mr Barry Winkless, Services & Innovation Manager, EBS; Mr Alan Cantwell, TV3; Mr Vincent Reynolds, CEO, Cavan CEB; Mr Sean Quinn, Managing Director of the Quinn Group; Mr Tom McEnaney, Business Editor, Irish Independent; Mr Martin Cronin; CEO, Forfas; Mr Jim Power, Chief Economist, Friends First.



Student Enterprise Awards Final

St. Clare's College Ballyjamesduff scoop first prize for the second year at the Cavan Student Enterprise Awards

Cavan County Enterprise Board's annual Student Enterprise Day took place on Wednesday 28th February. Over 220 students and their teachers attended the event held in the Cavan Crystal Hotel. Part of the Cavan County Enterprise Board's student enterprise programme, the highlight of the day was the presentation of the student enterprise awards. The winner in the junior, intermediate and senior categories will go on to represent Cavan in the all Ireland Student Enterprise Awards in May. Over fifteen prizes were awarded, during the presentation ceremony, with a fabulous engraved Erne Crystal Plaque and a cash prize from the Cavan County Enterprise Board. There were three different groups - Junior, Intermediate & Senior - with five categories in each group - best display, award for innovation, two runner-up awards and the overall winner. Cavan County Enterprise Boards' Vincent Reynolds CEO, Jim Fox Assistant CEO and Aileen Fogarty - Business Advisor - presented the prizes.

In the Senior Group - St. Clare's College Ballyjamesduff were overall winners - for the second year running - with their business idea - "SoBright" - a web-site containing information on solar energy including how to use renewable energy in your own home. Their teacher and business mentor Miss Yvonne Kilkenny joined the winning students to celebrate their victory. The intermediate group winners were from Bailieborough Community School with their business "Tick Tock Clocks" - The production of hand crafted clocks using materials such

as metal, unwanted C.D.'s, plastic & cutlery. Mr. Mathias Winkler was the teacher who nurtured this business idea in the school and was with the students to enjoy their win.

Victorious in the junior group were Loreto College, Cavan with their business idea "Mini Medics" - they produced a mini first aid kit which can easily fit in the handbag, kitchen drawer, car or school bag and is called the "ouch pouch". Ms. Carmel Dolan, their teacher joined in the celebrations with the students after the announcements of the winners were made. The judging panel had the onerous task of adjudicating on all the 21 projects and had to choose the winners. They interviewed the students on their product, viewed the products and tested them before retiring to deliberate for over an hour to emerge with the winning list. The judging panel included Anne Caldwell - Enterprise Ireland, Jim Lawlor - Lawlor Financial Services, Nicola Murphy - Business Advisor - Leitrim Enterprise Board and Joe McLoughlin - Director of Community & Enterprise - Cavan County Council.

Mr. Vincent Reynolds, CEO, Cavan County Enterprise Board said how heartened he was to see so many innovative and good business ideas being showcased at our Student Enterprise Day. With the Cavan County Enterprise Board's aim to foster and develop enterprise awareness in secondary school students and to use the experience of setting up and running an enterprise as the primary means of learning about self-employment as a

career option in the longer term - he said that listening to some of the young entrepreneurs being interviewed today he felt that they are definitely achieving that aim. Some of the new businesses being showcased included an A-Z booklet on how to baby-sit, Handmade mosaic tiled picture frames, environmentally friendly greeting cards, Creative Plaster Moulds, luxury handmade scented soaps, decorated glass wear, fresh fruit smoothies and juices and a very popular display stand showcased the production of home made hand-crafted baked goods. As well as the Student Enterprise Awards the Cavan Student Enterprise Day affords the opportunity for the Cavan Secondary School Students to learn other skills. An interactive seminar was given by two award winning film directors - Andrew Freedman and Ken Wardrop where the students were shown short films, heard how they were made and were introduced to the business element of film making.

The students then had the opportunity to take part in a martial art and were given a master class in Capoeira - a traditional Brazilian martial art, and Poi - the art of dance with ribboned weighted chains - to the sounds of the Happy City Samba Band. This proved to be a very popular element to the day and the students from all participating schools in Co. Cavan went home practicing their new skills.

A number of members of the County Council also attended on the day to offer their congratulations to the young student entrepreneurs.



The students from Loreto College Cavan with their teacher Ms Carmel Dolan with their mini company - 'Mini Medic' who won the junior award at the Cavan Student Enterprise Awards.



The students from Bailieborough Community School with their mini company - 'Tick Tock Clock' who won the intermediate category at the Cavan Student Enterprise Awards.



The students from St. Clare's College, Ballyjamesduff receiving their winning award from Mr Vincent Reynolds, CEO, Cavan CEB with their winning mini company - 'SoBright' which won the Senior award at the Cavan Student Enterprise Awards.

Photographs by Colm Connaughton.

Upcoming Training Opportunities

Doing Your Own Market Research

Aimed at: Individuals with a new business idea.
Objectives: To enable participants to conduct their own market research by understanding the market research process.
Contents: Introduction to market research, Areas to research and sources, Interpreting the information, presenting the data.
Date: March 14th (3 workshops).
Time: 7.00pm to 10.00pm
Cost: €30 per person

New Product Development

Aimed at: Aimed at individuals thinking of starting a business or currently in business.
Objectives: Techniques for idea generation, Idea evaluation, Market analysis, Starting a business.
Date: TBC
Time: 7.00pm to 10.00pm
Cost: €30 per person

Stress Management

Aimed at: Individuals wishing to develop and enhance their stress management skills and improve their personal effectiveness.
Contents: Causes of Stress, Coping Strategies, Stress in the Workplace, Action Planning.
Includes: Lunch
Date: April 3rd 2007
Time: 10.00am to 5.00pm
Cost: €25 per person

Develop a Marketing Plan

Aimed at: Owner/Managers of small business.
Objectives: To provide business owners and new business start ups with a marketing plan for their business.
Contents: Market research, marketing media, marketing strategy, Marketing techniques.
Includes: Two mentoring visits.
Date: Commencing April 3rd 2007 (6 workshops).
Time: 7.00pm to 10.00pm
Cost: €50 per person

Selling Your Product on the Internet

Aimed at: Owners/Managers of small business.
Objectives: To introduce participants to selling on the internet.
Contents: Ecommerce websites, Open source Ecommerce software, Merchant accounts, Costs and opportunities, How to market your website.
Includes: One mentoring visit.
Date: Commencing March 27th 2007 - 4 nights.
Time: 7.00pm to 10.00pm
Cost: €40 per person

FURTHER INFORMATION

All training will take place at Cavan Innovation & Technology Centre, Dublin Road, Cavan. All courses will take place between March 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

Tax Brief - Budget 2006

VAT

If turnover is <€1m VAT can be paid on receipt of monies and not on receipt of invoice. Also the VAT registration thresholds have been increased from €27,500 per year for services to €35,000 and from €55,000 to €70,000 for goods.

Preliminary Tax

SME's are exempt from paying in their 1st year of business

Research & Development

Credits can be extended to 2009 or by 3 years. (This is a scheme whereby companies can qualify for a 20 percent tax credit for additional expenditure on R&D which can be set against their corporation tax liability).

Ecommerce Support Scheme 2007

Cavan County Enterprise Board is making available website development funding for small businesses with up to ten employees. The support is designed to help small business part-fund the cost of creating or developing a commercial web presence or enhance the businesses e-commerce capability. The number of grants available in 2007 is limited to 15 so early applications are advised.

If you would like further information please contact Aileen on 049 4377200. Full details on the range of grants available including application forms, eligibility guidelines can be found on www.cavanenterprise.ie