

Fermanagh Enterprise Ltd

Annual Report

Year Ended 31 March 2017

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1.0 INTRODUCTION

This is a summary of Fermanagh Enterprise Limited, Annual Report for the year ending March 2017.

This Report was adopted by the Board at a meeting of Directors on 16 May 2017.

This summary Report is laid out according to the distinct areas of operation and programme delivery which has occurred during the year.

2.0 WORKSPACE

2.1 Buttermarket Occupancy

- Occupancy 100% (2016 96%)
- 22 Firms
- 34 Jobs

Table 1 - Summary of Current Occupancy Details

Table 1 - BUTTERMARKET OCCUPANCY – MARCH 2017

Unit No	Unit Holder	Start Date New Tenants (in this year)
1	Ann McNulty Pottery	
2	Raku & Canvas	
3	Fresh Focus Killadeas Day Care	
4	Marjorie Leonard Art Gallery	
5	Lorna Smyth Embroidery Artist	
6	Rebecca's Coffee Shop Store	
7	Ken Ramsey Picture Framing	
8	Fable Heart	
9	Stitch-in-Time	
10	Material Things	
11	Angelic Crystal Realm	
12	William Ellis Watch Repair	
13	The Natural Beauty Pot	
14	Jo Tinney Art Studio	
15	Ken McBride Photography	
16	Angela Kelly Jewellery	
17	Frances Morris Art Studio & Gallery	
18	Holistic Energies	
19	Tranquillity 1-2-1 Holistic Therapies	
20	Lunny Imaging	
21	Marius Blake Associates	
Coffee Shop	Rebecca's Coffee Shop	
Craft Shop	Collage Collective	

2.2 Enniskillen Business Centre Occupancy

Over the year, average occupancy was 96% (2016 90%)

Table 2 - Summary of Current Occupancy Details

Table 2 - ENNISKILLEN BUSINESS CENTRE OCCUPANCY – MARCH 2017

Unit No	Unit Holder	Licence	Start Date New Tenants (in this year)
1	Speedy Cabs	✓	
2	Plant Machinery and Commercial Advertising	✓	
3	Dylan Quinn Dance Theatre	✓	
4/5/6	ICBAN	✓	
7	Theresa Monaghan Psychotherapy	✓	
8/9/10/11	Corrigan and Co Limited	✓	
12	Fitness Matters	✓	
13	Fermanagh Enterprise Ltd – IT Suite		
14/15/16/17	Western Health and Social Care Trust	Lease	
18/19	The Pilates Studio	✓	
20	Enterprise Catering	✓	
21	Polliwogs Paint Pots	✓	
22	Tops Barber Shop	✓	
23	Sign Design	✓	
24	Jo Jingles Music Centre	✓	
25	McNutt Plumbing & Heating	✓	
26/27	Lakeland Electrical Services (NI) Ltd	✓	
28/29/30	Fermanagh Flooring	✓	
31	HSC Authority/Trust Condition Management Programme	Lease	
32	proPARAMEDICS	✓	
33	Fermanagh GAA	✓	March 2017
34	Fabric Fashion	✓	
35/36	SMC Services	✓	
37/39	Tempo Turning	✓	
38	Ai Services (NI) Ltd	✓	
40	Ciara Jones Photography	✓	
41/42/43/44	Fermanagh Community Transport	✓	
45/46	Digi Repairs (UK & Ireland) Ltd	✓	
47	Western Health and Social Care Trust	Lease	
48a	McCrystal Delivery Ltd	✓	June 2016
48b			
49	Mobile Computer Services /Dave's RC	✓	
50	Pat Nolan Woodwork	✓	
51	R H Financial Matters	✓	
52	Powder and Pout Beauty Salon	✓	
53	Contessa Ltd	✓	
54	Paul Cooke Auctions	✓	January 2017
55	Blue Noise Design	✓	
56	Adult ADHD NI	✓	
57	Smart Pain Resolution	✓	
58	Drink Wise, Age Well	✓	
59	JH Counselling	✓	
60	First Choice Selection Services Ltd	✓	
61	Me Unlimited	✓	
62/63	Care Plus	✓	

Details of 3 Tenants who downsized during the period are:- Jenny's Home Bakes; Pat Nolan Woodwork (*temporary use only*); and CD Consulting.

2.3 Killyhevlin Business Centre Occupancy

Over the year, average occupancy was 81% (2016 72%).

Table 3 - Summary of Current Occupancy Details

Table 3 - KILLYHEVLIN BUSINESS CENTRE OCCUPANCY – MARCH 2017

Unit No	Unit Holder	Start Date New Tenants (in this year)
1	Liberty HR	
2	Marks Mechanical Services	June 2016
3	Time For You	May 2016
4	Donal Corrigan Construction	April 2016
5	Airidas Tattoo	
6	Photovision Photography	
7	Mind Yoga & Rehab Studio	
8	O H Project Management Services Ltd	
9/13/17	<i>Fermanagh Enterprise Ltd – Reception/Stores</i>	
10	Red Cross	
11	Fermanagh Neuromuscular Therapy & Sports Injury Clinic	
12	Grainne Moane Hair & Makeup	April 2016
14/15	Cafe JD	June 2016
16	Cafe JD	
18	Charm Buddy Ltd	
19	Erne Counselling Services	November 2016
20	SugarProjects	
21		
22	G.J Gartland Chartered Accountants	
23/24	Roofscape Limited/Pimsmart	
25	Martin Insurance Ltd	April 2016
26	HenorStag.com	March 2017
27	PFPEALTH	
28	Fermanagh GAA	March 2017
29	Enniskillen Auction Store	February 2017
30	Enniskillen Auction Store	May 2016
31	Siemens Wind Power Ltd	
32	Tony's Kitchen	June 2016
33	Castle Foods Services	
34	Grab-A-Cab	

Details of Tenants who relocated, downsized and ceased trading during the period, can be summarised as follows: -

3 relocated - Fermanagh Counselling Service; OHW Drinks; Trory

2 downsized - Nick Meeke PFP Wealth; Charm Buddy Ltd

1 ceased trading - Fitness & Performance Training

3.0 REGIONAL START

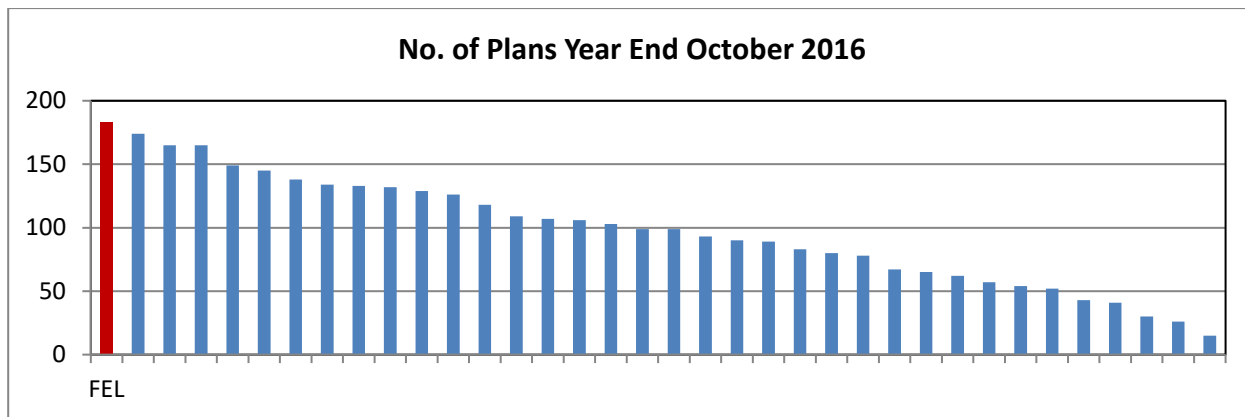
Regional Start ended on 21 October 2016. During the period from April 2016, a total of 108 individuals were assisted in the completion of a Business Plan against a target of 108.

The bar chart in **table 4** below shows the Northern Ireland wide number of Business Plans against Delivery Agencies for the year from November 2015 – October 2016.

Fermanagh Enterprise Limited is the Agency with the highest delivery at 183 plans.

Table 4 – Chart showing Number of Business Plans against Delivery Agencies

Table 4 – NUMBER OF BUSINESS PLANS AGAINST DELIVERY AGENCIES, NOVEMBER 2015 - OCTOBER 2016



4.0 NEW BUSINESS START PROGRAMME

40 plans have been delivered under the Business Start Programme in the period from 1 November 2016 – 31 March 2017.

5.0 EXPLORING ENTERPRISE 3 PROGRAMME

EE3P is funded by ESF, DEL and ENI and is intended to assist people who want to return or enter the labour market.

The Programme which is free to participants provides access to a qualified business mentor and workshops in Confidence Building, Generating a Business Idea and Exploring the World of Enterprise.

There are three mandatory CCEA modules:-

- Understand Enterprise and Enterprising Skills;
- Understand the Personal Qualities and Abilities for Business; and
- Understand the Opportunities and Risks in Running a Business.

On successful completion of the Programme, the participant is awarded a Level 1 QCF qualification in Understanding Business Enterprise.

A new Exploring Enterprise Programme began in April 2016 with 12 participants registering and receiving mentoring, followed by a 5 day training course in June and the completion of a Level 1 Qualification in Understanding Business Enterprise. There was follow up one to one mentoring which finished in December 2016. 5 participants have registered self-employed, 2 have gained employment and 3 are undertaking further training. A second Programme also had 12 participants, 3 of whom became self-employed, 2 gained part-time employment, 1 is undertaking further training and 4 have successfully completed.

6.0 CO-INNOVATE PROGRAMME

The Co-Innovate programme is a new Cross Border Research and Innovation (R&I) initiative funded under the European INTERREG VA Programme.

The Programme aims to increase the proportion of SME's engaged in cross-border research and innovation in the INTERREG eligible region of Northern Ireland, Border Region of Ireland and Western Scotland.

InterTradeIreland is the lead partner for the project and we have a role, via Enterprise NI, in recruitment and workshop provision and an initial Business Review. Businesses will receive 10 days mentoring from a specialist mentor.

The Programme is planned to start this summer and run until 2022.

7.0 CONSULTANCY

7.1 ENI Small Business Loan

Year to date, 8 clients have been successful in gaining Loan Support through the ENI Small Business Loan. These clients are eligible for 15 hours Mentoring during their first year.

Businesses assisted were: -	Painter and Decorator	£3,000
	Auctioneer	£4,000
	Aquatics and Exotic Pets	£4,000
	Memorials	£6,000
	East European Food Shop	£5,000
	Stock for Trade Fair (Craft Products)	£22,000
	Garden Furniture Manufacturer	£8,000
	Soft Furnishings – repair & manufacture	£5,000

8.0 SOLAR PV

We received confirmation from NIE of completion of the substation upgrade and approval of a 50 kW connection in August.

This has enabled completion of the upgrade to 50 kW at Lackaghboy. Both sites now have 50 kW installations which appear to be performing slightly better than predicted.

9.0 CHARITABLE STATUS

As documented in our Business Plan and in keeping with our status as a Charitable Organisation, the expertise and experience of the staff have been provided free of charge to a range of individuals, community groups, schools and stakeholder organisations. This has been recorded and can be broken down as shown in *table 5*.

Table 5 - STAFF HOURS FOR FREE PUBLIC BENEFIT SINCE 1 APRIL 2016

April 2016 – March 2017	Duration
Business Advice and Support	315.5 Hours
Local Development	115 Hours
Schools and Colleges	39 Hours
Equipment and Room Usage	75 Hours
TOTAL	544.5 Hours
Enquiries – by telephone	1,932
Enquiries – in person	828

10.0 ENTERPRISE AWARENESS

10.1 Company Profile

Maintaining adequate profile throughout the County and beyond to ensure maximum awareness among clients and others was a key corporate strategic objective during the year.

Contributions to the local press may be summarised as follows:-

- a) 25 press releases, 9 photographs and 67 advertisements.
- b) The Organisation was also associated and mentioned in at least 130 local press items during the year.
- c) A social networking presence was maintained with approximately 77 social media organic posts and 4 paid promotional posts.

10.2 Partnership Working

The Agency maintained a strategic involvement with all relevant local enterprise and economic development bodies. Staff were proactively involved in a range of operational projects/programmes and served on a range of committees and worked in partnership with a range of organisations which included:-

- Enterprise Northern Ireland
- Enniskillen Neighbourhood Renewal Partnership
- Fermanagh and Omagh District Council
- Rural Development Programme
- Schools
- Banks
- Invest Northern Ireland
- InterTradeIreland
- Princes Trust
- GREBE Industry Advisory Group
- Co-Innovate
- ICBAN
- Northern Ireland Enterprise Agencies
- Enterprise West
- Cross Border Enterprise Boards

11.0 SUPERFAST BROADBAND

An opportunity has arisen to vastly improve connectivity within businesses (funded by DEARA), as part of the Rural Business Investment Scheme called 'The Rural Connection Vouchers Scheme' which is run by Belfast City Council and has been designed to provide businesses with financial support to install a high speed internet connection. We have been successful in registering 39 businesses on our Lackaghboy site in a Group Application which has now been approved – the Killyhevlin site is deemed ineligible. This does not involve any cost, as each business is eligible for a connection voucher to the value of £3,000 which contributes to the installation of Superfast Broadband – an investment of £117,000 in the service infrastructure of the Business Centre. Payments are made directly to the installation company and the VAT is paid by Fermanagh Enterprise Limited.

This initiative is in essence a future proofing of the Business Centre and includes;

- High Speed Wireless Internet access – a dedicated leased line for 3 years.
- Fibre connection into each unit, supported by an internal wireless router for each business.
- Internet speeds of up to 500mbit/s across the Business Centre which is significantly faster than anything available at present for most budgets.
- It is anticipated that this installation will be completed by 1 September 2017.

12.0 QUALITY

Our ISO International Quality Standard was verified by Independent Audit on Wednesday, 14 September 2016.

13.0 MANAGEMENT SERVICES TO DERRYLIN ENTERPRISES LIMITED

The agency continues to provide management support to Derrylin Enterprises Limited where occupancy remains at 100%.