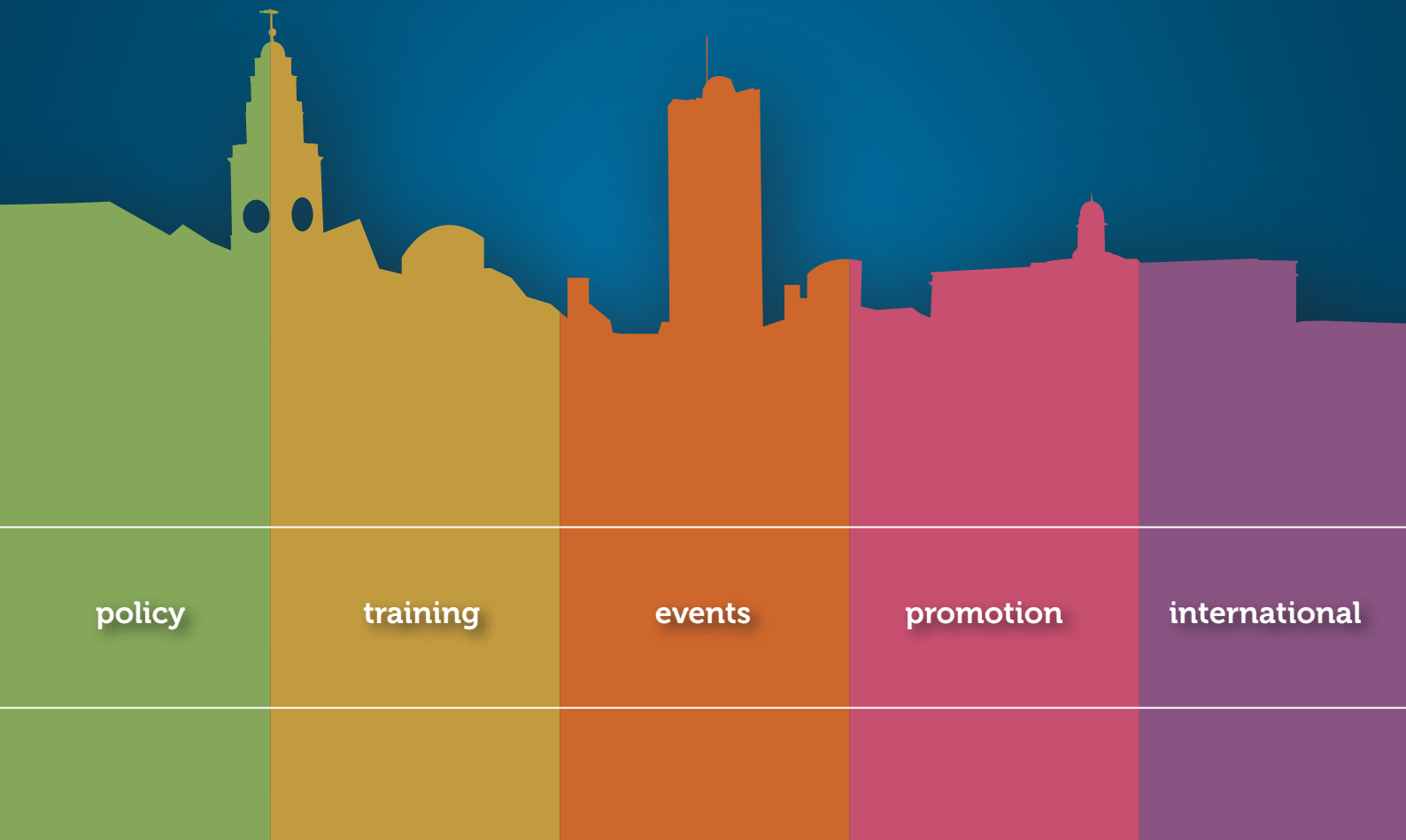




**Cork  
CHAMBER**  
IN BUSINESS FOR BUSINESS

**works**  
for your business

# CORK CHAMBER ANNUAL REPORT 2010



policy

training

events

promotion

international

# notice of AGM

The 192nd Annual General Meeting of the Cork Chamber of Commerce will be held on **Monday 9th May 2011 in the Imperial Hotel, Cork at 5.45pm.**

## AGENDA

- To consider and, if thought fit, to adopt the Report of the Board as laid before the meeting.
- To consider and, if thought fit, to adopt the audited Annual Statement of Accounts and Balance Sheet, as presented by the Board.
- To hear an address by the President.
- To elect a President.
- To hear the result of the election of the Board.
- To consider any resolutions set out in the Agenda.
- To consider any other business proper to an Annual General Meeting.

By order of the Board

**David A. Power,**

Honorary Secretary.

<b>02</b>	President's Message
<b>03</b>	Board Members, Corporate Policy and Member Services Council
<b>04</b>	Chief Executive Report
<b>06</b>	Staff
<b>08</b>	Events
<b>09</b>	PR
<b>10</b>	International Trade
<b>12</b>	Training
<b>13</b>	Policy
<b>17</b>	Promotion
<b>18</b>	Directors' Report & Financial Statements
<b>30</b>	Appendices
	Policy Committees
	Policy Lists
	Training Committees
	Training Diaries
	Events Diary



## president's message



**Ger O'Mahoney**, President Cork Chamber

Reflecting on the year that has been, I think it is fair to say that 2010 has been a very productive year for Cork Chamber. The Chamber has continued to build on the strides that it has made over the last number of years, further developing its offering and the services that it provides to our members. We have continued to make considerable investments in the areas of member services and activity development; we have been increasingly active in lobbying on issues of importance for the region and have grown our focus on policy development and research. This investment is instrumental so that we can continue to build upon the value that we provide to our members. It will remain a key priority for us.

2010 was not an easy year, but we have emerged at the end of it still standing and that is testament to the quality and innovation that is present in the business community in Cork. It is this quality and innovation that will ensure the Cork region goes from strength to strength as a business hub.

It remains my view that the need for public sector reform is urgent and it is encouraging to see this feature prominently in the programme for government. Now is the opportunity to get reform right. I believe we need a granular plan for reform in the public service – a plan which those responsible for it can be measured. Accountability on this is a prerequisite.

Similarly, we need to look at how business is done in Ireland – and how we can make it easier for us all to do business. My own view is that a fresh look at regulation is needed. By starting from scratch and looking at how agencies engage not only with themselves, but also with the business community,

we can frame our regulatory system in a practical manner, one where costs, time and energy can be reduced.

Throughout my time as President of Cork Chamber, I have continually strived to focus on the positives, and have encouraged our members to keep telling their own positive stories and communicating their successes. It is vital that we continue to do so. Despite the challenges that currently exist, the positives are out there, both in terms of the overall Irish economy and in terms of our indigenous businesses in Cork. Our exports, our competitiveness, and foreign direct investment into the country are all improving. We need to ensure that we not only remember these positives but that we also communicate them to as many people and as often as we can.

As I come to the end of my term as President of Cork Chamber, I would like to express my sincere thanks to all who have supported and helped me in my role. I have thoroughly enjoyed my time as President. I have never been more convinced of the benefits that the Chamber brings to its members, and I am immensely proud of the work that has been done over the very challenging last two years.

I would like to take the opportunity to thank the Chamber Board, the Chairpersons and Committee members who have served the Chamber through 2010, and indeed all of the Chamber staff for their hard work and commitment. I look forward to continuing to work with you in the years to come.

**Ger O'Mahoney**  
President

# board 2010/11

## PRESIDENT:

**Ger O'Mahoney**  
Deloitte

## VICE PRESIDENT:

**John Mullins**  
Bord Gáis

## HONORARY SECRETARY:

**David A. Power**  
McCarthy Insurance Group

## HONORARY TREASURER:

**Barrie O'Connell**  
KPMG

## BOARD MEMBERS:

**Tony Barry**  
Barry's Tea

**John Bowen**  
Bowen Group

**Paul Duffy**  
Pfizer Ireland Pharmaceuticals

**Paul Hands**  
Qumas

**Gillian Keating**  
J.W. O'Donovan Solicitors

**Kevin Mills**  
Casey Communications

**Dr. Michael Murphy**  
UCC

**Denise O'Callaghan**  
Delicious - The Gluten Free Bakery

**Michael O'Connor**  
Cork BIC

**Frank O'Mahony**  
Frank O'Mahony Business Consultants

**Robin O'Sullivan**  
H+A Marketing + PR

**Mark Whitaker**  
Johnson & Perrott Motor Group

## CORPORATE POLICY COUNCIL

Ger O'Mahoney	Deloitte President Cork Chamber
John Mullins	Bord Gáis Vice-President Cork Chamber & Chairman, Economic & Regional Development Committee
David A. Power	McCarthy Insurance Group Honorary Secretary, Cork Chamber
Kevin J. Murray	Kevin J Murray & Co. Ltd Chairman, Transport & Infrastructure Committee
Brendan Keane	FMC International Chairman, SRI Committee
Michael Lynch	KPMG Chairman, Fiscal Services Working Group
Eoin Motherway	Bank of New York Mellon Chairman, Financial Services Working Group
Ruairi Roddy	Thomas Crosbie Holdings Chairman, TMT Committee

## MEMBER SERVICES COUNCIL

Gillian Keating (Chair)	J.W. O'Donovan Solicitors
Paul Hands	Qumas
Pat O'Flynn	Ofactum Group
Kevin Mills	Casey Communications
Denise O'Callaghan	Delicious, The Gluten Free Bakery

# chief executive's report



Conor Healy, Chief Executive Cork Chamber

In line with economic conditions across the country, and to a lesser extent internationally, the economic environment in the Cork region continued to prove difficult throughout 2010. While some sectors within the Chamber membership are experiencing the most challenging of business circumstances, in contrast other areas of indigenous business, primarily those engaged in export markets, are experiencing significant levels of growth. The multinational sector in the region continues to go from strength to strength with new companies establishing in Cork and existing operations expanding and broadening the range of activities being undertaken.

On the whole the Cork region is showing strong resilience economically and if appropriate policy measures are taken nationally we will be well positioned to benefit from an international upturn over the coming years. While at times it is understandably difficult to do so we must all continue to identify the positives and take every opportunity to get the message out to our business colleagues, particularly overseas, that despite our national debt position considerable opportunities exist and we are very much open for business.

From the perspective of Cork Chamber this environment, while difficult, has challenged us to focus on providing as comprehensive a range of services as possible to all our members regardless of industry sector. In my view the role of the Chamber has never been more important than it is currently. Cork Chamber works to deliver an unrivalled range of services and benefits to our members, all aimed at boosting the bottom line. We are fully committed to assisting our members through this tough economic climate with our work in the area of **Policy**, making use of our extensive contacts and expertise to engage key decision makers to ensure the best for Corks economic development, offering subsidised

**Training** available for all your staff, **International** services to help you meet partners abroad and **Export Documentation** services to ensure your goods arrive in a compliant format, not to mention the many **Networking** opportunities through our busy events schedule and **Promotion** to a highly targeted business community through our website, e-bulletin, linked-in, twitter and Chamberlink magazine.

Specifically in terms of policy development, influencing and lobbying the Chamber has been to the forefront in representing the interests of the Cork business community and particularly our 1000 members who employ over 80,000 people in the region. As a signal of our commitment to this key area of activity the Chamber in 2010 increased our resources through the recruitment of one additional policy executive resulting in Cork Chamber now having the largest compliment of professional policy and research staff of any Chamber in the country. This investment is already proving positive in terms of increased output and activity.

Similarly across all services the Chamber has strived to provide value for money through expanding the variety of activity, reducing event charges and providing an extensive range of events free of charge. On behalf of our members we have also dedicated additional resources towards advancing our links with international partners in locations where the region has strong civic links such as China and the United States and in the year ahead we also hope to forge new links with another major economy, India. We are also particularly focused on enhancing our relationships with overseas embassies based in Ireland and we believe that this international activity will over time result in increased business and tourism opportunities for the region. ([contd. >](#))

The Chamber is all about its membership base and in this regard I would like to thank each of the members for their support, activity and vibrancy through 2010 and as always encourage you to engage and communicate with us constantly on the issues of most importance to your business. I would also like to express my gratitude and appreciation to all of our sponsors and supporters throughout 2010. Without your support much of what we do could not be achieved.

The Chamber benefits enormously from the enthusiasm, commitment and professionalism of the Chamber team and would like to thank them for their ongoing dedication.

Finally, I would like to recognise the voluntary contribution of time and expertise afforded to the Chamber by many of our members and particularly the crucial role played by the Chamber President, Board, Chairs and Members of Committees and Task Forces in supporting Cork business.

**Conor Healy,**  
Chief Executive Officer

#### KEY HIGHLIGHTS OF 2010 ACTIVITIES FOR MEMBERS INCLUDE:

- Over **50 events**, catering for 3,500 attendees with half of these events **free** for members
- **104 representative meetings** to influence business policy with key stakeholders
- A total of **3,405 training days** held with 797 attendees
- **580 partner organisations** in over 47 countries through our Enterprise Europe Network
- Over **375 export certificates** issued per month
- **13,100 business partnering** opportunities in our international database
- **944 Tweeters** following our Twitter account and **560 members** on **LinkedIn** Group
- Access to **60 national chambers** throughout Ireland and over **2000 international chambers**

“

I joined Cork Chamber in December 2009 to meet new Business contacts and to promote my Business. I was very impressed at the professionalism of the Chamber from the beginning. I am a firm believer in networking and I am a member of many other networks.

My experience with other networks was not as positive as I felt there was too much pressure for a large amount of money for a very low return. Business is done through the Chamber by building relationships on your terms and not in a forced manner where it does not last. The Cork Chamber team has been very helpful in facilitating these connections. I am delighted to be associated with Cork Chamber, and I would encourage business people to join and use this network effectively by going to the events and getting to know both members and the chamber team.

Ruth Gaffney, Personal Financial Advisor, New Ireland Assurance

”

# cork chamber staff



**Conor Healy**  
Chief Executive

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

T: (021) 450 9044  
E: conor@corkchamber.ie



**Imelda Mulcahy**  
Export Documentation Manager

Imelda is responsible for the issue/ notarisation of both EU and Arab Irish Certificates of Origin, as well as ATA Carnets. She is also responsible for the design of Chamberlink and other publications.

T: (021) 453 0130  
E: imelda@corkchamber.ie



**Sarah O'Donovan**  
Executive Assistant

Sarah is executive assistant for both the President and the Chief Executive as well as providing administrative services for all Chamber activities.

T: (021) 453 0131  
E: sarah@corkchamber.ie



**Barbara-Anne Richardson**  
Marketing & Commercial Services Manager

Barbara-Anne manages the marketing and positioning of Cork Chamber as the leading business organisation in the region. This role includes responsibility for sponsorship, advertising and digital media activities.

T: (021) 453 0140  
E: barbara-anne@corkchamber.ie



**Margaret Good**  
Accounts & Administrator

Margaret manages all accounting and finance functions for the Chamber.

T: (021) 453 0134  
E: accounts@corkchamber.ie



**Lucy O'Donoghue**  
Membership Development & PR Manager

Lucy is responsible for membership recruitment and development, as well as being responsible for Chamber PR.

T: (021) 453 0145  
E: lucy@corkchamber.ie



**Leigh Gillen**  
Events Manager

Leigh is responsible for the creation, organisation and administration of the extensive calendar of events throughout the year.

T: (021) 453 0133  
E: leigh@corkchamber.ie



**Alma Murnane**  
Policy & Research Manager

Alma manages the Policy & Research function of the Chamber and is responsible for the overall development and co-ordination of strategies and policies in the areas of stakeholder and policy development, public affairs, governance of policy structures and the continued development of strategic linkages and co-operation with regional and national stakeholders.

T: (021) 453 0147  
E: [alma@corkchamber.ie](mailto:alma@corkchamber.ie)



**Katherine Fitzpatrick**  
EU, Trade & Innovation  
Services Manager

Katherine is responsible for international trade and innovation at Cork Chamber. A key aspect of this work is the management of the Enterprise Europe Network centre, which aims to increase the competitive and innovative capacity of Europe's SMEs. Other areas of work include trade missions, market information seminars & various EU projects.

T: (021) 453 0137  
E: [katherine@corkchamber.ie](mailto:katherine@corkchamber.ie)



**Seán O'Leary**  
Policy & Research Executive

Seán works closely with the Policy & Research Manager to support and contribute to Cork Chamber's policy and research activities, including the Chamber's policy committees, as well as the ongoing lobbying and representation activities of the Chamber.

T: (021) 453 0143  
E: [sean@corkchamber.ie](mailto:sean@corkchamber.ie)



**Siobhan Horan**  
EU, Trade & Innovation  
Services Executive

Siobhan is responsible for assisting the Enterprise Europe Network Manager with the EU, trade and innovation activities at Cork Chamber. This includes answering enquiries and providing assistance to companies looking for information on EU and trade issues, as well as assisting with EU projects.

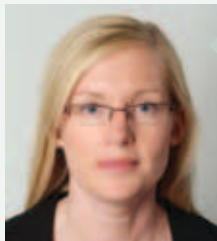
T: (021) 453 0138  
E: [siobhan@corkchamber.ie](mailto:siobhan@corkchamber.ie)



**David Bennett**  
Policy & Research Officer

David works closely with the Policy and Research Manager to support and facilitate the ongoing lobbying and representation activities of the Chamber.

T: (021) 453 0144  
E: [david@corkchamber.ie](mailto:david@corkchamber.ie)



**Emma Walsh**  
Training Services Manager

In her role as Training Services Manager, Emma manages Biznetcork Skillnet and Munster Finuas Network. She is responsible for the overall management of the learning networks and for ensuring that training and networking activity is closely aligned to the business goals of member companies.

T: (021) 453 0142  
E: [emma@corkchamber.ie](mailto:emma@corkchamber.ie)



**Tara Mullally**  
Biznetcork Network Administrator

Tara works closely with the Training Services manager and manages all the reporting elements of the Biznetcork network, membership, website management, financial management, liaising with network members and trainers. She is also the FETAC coordinator for Biznetcork Skillnet.

T: (021) 453 0141  
E: [tara@corkchamber.ie](mailto:tara@corkchamber.ie)

## events

“Cork Chamber has developed in the last few years into a vibrant, energetic and ambitious enterprise. From the outset, the team are welcoming, accommodating and above all, eager to promote our company. From the breakfast meetings to the speed networking events, the promotional opportunities to the monthly magazine, there is a steady stream of potential business. The Chamber team manages to create a constant positive vibe and that's saying something in these challenging times. For Adapt IT, its characteristics have proved invaluable.

Peter Bradley, Adapt IT

”

We work on a programme of over 50 events each year to deliver genuine commercial opportunities, enhance the flow of knowledge and develop a supportive business community in Cork. Whether it's at our annual dinner in the City Hall, a business breakfast with high profile speakers, or a seminar on utilising Social Media, our members enjoy invaluable access to the people and information that can move their business forward, regardless of the sector they work in. These events worked for over 3,500 people last year with 60% of our members doing business at an event in 2010. With 50% of events free to members, it is a great value way to meet potential customers.

Highlights of the 2010 events calendar include a successful Annual Dinner with over 900 guests enjoying the atmosphere at City Hall, running a Business Intelligence Series with a focus on maximising technology for efficiency and growth, hosting a range of guest speakers.

We would like to thank all those who supported the events throughout the year, in particular our committee members who gave selflessly of their time to ensure each event went off to plan!

The full diary of events and committee members can be viewed in Appendix 7 and 8 and also online at [www.corkchamber.ie](http://www.corkchamber.ie)

“

Since moving to Cork in 2009, I have been able to meet, literally, hundreds of Cork business people through Cork Chamber events. I have attended business breakfasts, business conferences, Chamber lunches, Business after Hours events and the Chamber Annual Dinner and at each event I have made very useful business contacts which have helped me greatly in enhancing the profile of the Cork Independent, in keeping my finger on the pulse of what's happening in business and indeed, in doing actual real business with people I have met. The business done at these events in one year has paid for the Chamber subscription for the next thirty years! Good value, I think.

If you are in business in Cork, you need to be a member of Cork Chamber, it's the business.

Jarlath Feeney, Managing Director, Cork Independent

”



**Chamber: Most Cork businesses feel confident with no staff cuts envisaged**

**By Niamh Hennessey**

JUST over two-thirds of Cork businesses are confident about the future with three-quarters saying they have no intention of cutting staff numbers over the next 12 months.

Cork Chamber president Ger O'Mahoney said while this is a welcome development, many people will be eager to see this renewed confidence expressed into job creation.

"At the very least, current employment will have to be maintained in order to provide a sound foundation for future growth," he said.

The latest Cork Chamber economic trends survey of 130 companies said more than half of respondents feel their business is not being curtailed by credit restrictions when compared with 12 months ago, where 70% had reported serious credit restrictions.

The main difficulties being faced are with bank overdrafts and the non-processing of loans.

"Of those extremely seeking bank finance, two-thirds are seeking it for working capital. "This can be attributed to

**CORK CHAMBER IN THE MEDIA IN 2010**

A total of 68 press releases were issued in 2010 with extensive coverage in local, regional and national print, radio and online media.

This coverage highlighted areas related to Policy, Chamber events, awards programmes, job announcements in the Cork region, Enterprise Europe Network events and projects, Training services and overseas agreements signed by the Chamber.

Many high profile radio interviews were given during the year to RTE, Today FM, Newstalk, 96FM, C103FM and RedFM on a wide range of business issues by the Chamber President and Chamber Chief Executive in addition to requests for editorial comment for national and local newspapers and business magazines.

Examples of this coverage can be found here.



# international trade

“

98% of our products are exported and documentation is the engine of exports in global trade. As a result we constantly use the facilities of the Cork Chamber Export services and are extremely happy with the helpful, prompt and efficient service provided.

Michael Ryan, Managing Director,  
Marigot Ltd t/a Celtic Sea Minerals

”

Cork Chamber goes further to ensure success for our members engaged in cross-border trade, helping you set up meetings and foster relationships with partners through the Enterprise Europe Network, made up of almost 600 organisations in 47 countries worldwide.

Cork Chamber also provides a comprehensive certification service to our exporters, through the issuing of certificates of origin and the certification of commercial documents required by customs and/or your clients. The Chamber also issues ATA Carnets for professional equipment, commercial samples and international trade fairs/exhibitions.

In line with overall growth in the export sector, 2010 saw a 30% increase in certification issued by the Chamber, with electronic products showing the highest growth. This was followed by drink concentrates, while the largest destinations were India and Russia. There was also an increased use of the ATA Carnet facility, with the Chamber producing paperwork for a host of items including Maureen O'Hara's wardrobe, Racing Cars, Photography Equipment among others.

## ENTERPRISE EUROPE NETWORK ACTIVITIES IN 2010

The Enterprise Europe Network (EEN), based in Cork Chamber, provides services to SMEs in the areas of EU and international trade, as part of a European Commission project. During 2010, the Enterprise Europe Network completed its' third year of activities and provided services to Cork Chamber members in the following areas:

- Advice and assistance with enquiries relating to EU topics, including legislation, EU funding, and standardisation
- Assistance in identifying opportunities abroad, including trade fairs, trade missions, business matching events and business partnering requests
- Giving SMEs the opportunity to pass on their feedback to the European Commission on problematic areas of EU legislation and suggestions for future amendments to legislation

## HIGHLIGHTS 2010:

### 13-15 April – Innovation and Entrepreneurship study visit to Brussels

In April the Enterprise Europe Network coordinated the Chamber study visit to Brussels, with a delegation that included representatives of UCC and CIT as well as the SME, Multinational and Semi-State sectors. The visit involved meetings with a number of high-level experts in the European Commission, working in the fields of R&D, Entrepreneurship, Innovation, Education and Science. The purpose of the visit was threefold:

- To learn more about existing EC policies and programmes in the fields of innovation and entrepreneurship
- To see where Cork fits in the current European picture with a view to benchmarking our region and getting feedback and suggestions on what we could be doing better
- To use the visit as a springboard for future collaboration among all partners for the development of the Cork region

### 21 May – Embassy Networking event hosted in conjunction with the Department of Foreign Affairs

The Enterprise Europe Network continued to develop relationships with the foreign Embassies throughout the course of the year by holding individual meetings with Ambassadors, trade counsellors and delegations from: Belgium, India, Bulgaria, Romania, Poland, Czech Republic, Latvia, Argentina and Estonia.

Furthermore, the EEN team worked with the Department of Foreign Affairs to host a networking event in City Hall, where companies were invited to meet the Ambassadors, Consuls and diplomatic staff of over 30 Embassies.

### **25 May – 1 June – EU SME Week**

As part of EU SME Week the Enterprise Europe Network invited companies to book 1-1 meetings with the EEN team to talk about any specific queries they may have about the EEN services.

### **6-12 September – Shanghai Trade Mission**

In September 2010 the Enterprise Europe Network coordinated the Cork Chamber trade mission to Shanghai. Ten companies travelled on the trade mission, as part of an overall delegation of approximately 50 people from Cork who travelled out to China the same week, including representatives of Cork City Council, UCC, CIT, and Culture Ireland as well as TRASNA and the Cork Music Ensemble. The Chamber programme included a day at Shanghai EXPO, where all Cork organisations collaborated to host a reception to promote Cork to key business, government and educational organisations from Shanghai and beyond. The Chamber delegation met with two sister Chambers in Shanghai and signed a Memorandum of Understanding (MOU) with the Hangzhou Chamber of Industry and Commerce.

There were several business-matching events with the Chambers and also with the Enterprise Europe Network-Central China. Furthermore, the delegation met key people from the Irish state agencies in Shanghai (Enterprise Ireland, IDA, Tourism Ireland, Bord Bia) who advised and informed the group about the current economic climate in China and trade relations between Ireland and China.

### **6-8 October – CORKMEET 2010**

In 2010, the EEN once again collaborated with Cork County Council and the Cork Enterprise Boards to organise and host CORKMEET 2010. The business-matching event took place from 6-8 October in the Radisson Blu Hotel, Little Island. Over 350 participants took part in the event which included a packed schedule and plenty of activity over the three days. On the first day of the event, around 180 participants got the opportunity to meet with representatives of 19 of Cork's large, indigenous companies as well as numerous MNCs, resulting in over 500 introductions, while on the main day of business-matching, a total of almost 2600 meetings took place.

The theme of the CORKMEET conference, which was chaired by George Hook and featured Sean Gallagher as keynote speaker, was "Connecting with your Customer".

### **PROJECTS:**

#### **Network of Ambassadors for Female Entrepreneurship**

As part of an EU-funded project the Enterprise Europe Network Selected three Chamber members to act as Ambassadors for Female Entrepreneurship. The project identified two target groups that might benefit from encouragement from female role-models in business, namely the unemployed and students. The Cork Ambassadors gave up their time to attend workshops with a number of groups to talk to them and offer advice about the pros and cons of being a female entrepreneur.

#### **Promotion and Communication**

The Enterprise Europe Network continued to promote its services through presentations and hosting stands at a number of third-party events, including: The Entrepreneur Show (April 2010, Dublin); Accessing and Using EU Innovation Supports (Organised by Shannon Chamber of Commerce in Association with The European Institute of Public Administration) (May 2010, Shannon); The Midwest Showcase (October 2010, Limerick); Ulster Bank "Small Business Can" event (November 2010, Cork).

# training

“**The Munster Finuas Network is responsive and adaptive to the needs of our business. Through the network we have organised highly technical training courses as well as courses which focus more on our employees softer skills. In all instances, the quality of the courses delivered has been of the highest standard.**

Avril Kelly, Managing Director, Citco Fund Services, Ireland Ltd.

”

As part of a range of strategic services to members, Cork Chamber offers subsidised, enterprise-led training through its two State-funded training networks, Biznetcork Skillnet and Munster Finuas Network. Our extensive suite of tailored training courses helps equip companies with the skills required to meet the challenges of today's dynamic business environment, thereby increasing their competitiveness and optimising their business performance. Both networks are funded by member companies, the Training Networks Programme and the Finuas Networks Programme respectively, initiatives of Skillnets Ltd. funded from the National Training Fund through the Department of Education and Skills.

Biznetcork Skillnet, hosted and promoted by Cork Chamber for over ten years, is a regional training network which provides cost-effective, tailored training to companies across all industry sectors based in Cork City & County. During 2010, Biznetcork Skillnet ran 52 training courses where 567 people from over 100 companies were trained across a broad range of general business subject areas including management development, IT skills, sales/marketing, finance, communications and more.

The Munster Region is a thriving hub for a growing cluster of progressive organisations operating in the International Financial Services sector. Munster Finuas Network is a training network which was set up in 2009 to develop key skills in the areas of investment/fund management, banking and capital markets, compliance and insurance. The network has now expanded to work with companies in Wexford and Kilkenny, as well as the original member companies in Cork, Kerry, Limerick and Waterford.

During 2010, Munster Finuas Network ran 28 training courses over 99 training days. All 338 of those trained were employed by member companies, 98 of whom attended courses certified by the Institute of Bankers.

Training for both groups is organised based on demand from companies themselves. The networks provide a cost-effective, responsive solution to their needs, through the provision of a range of both open and in-company training courses. Significant cost efficiencies, achieved through a combination of Skillnets grant funding and a highly competitive public procurement process, are passed on to our members in the form of reduced training rates. Professional, market-experienced trainers apply proven training methodologies and best practice at all times.

As part of the Skillnets funding model, both networks offer free training places on most courses to the unemployed.

A complete list of training courses provided during 2010, and an overview of the Steering Group members of both networks, are included in the Appendices.

## policy & research activities

Cork Chamber is in the business of influencing policy, with a dedicated department whose mandate is to influence policy at both a regional and national level with the view to establishing a business environment more conducive to the operations of its membership.

Cork Chamber takes a strategic interest in regional economic development and policy formulation across a range of areas and in 2010 has developed strong policy and communication positions on a range of issues deemed to be important to Cork Chamber members.

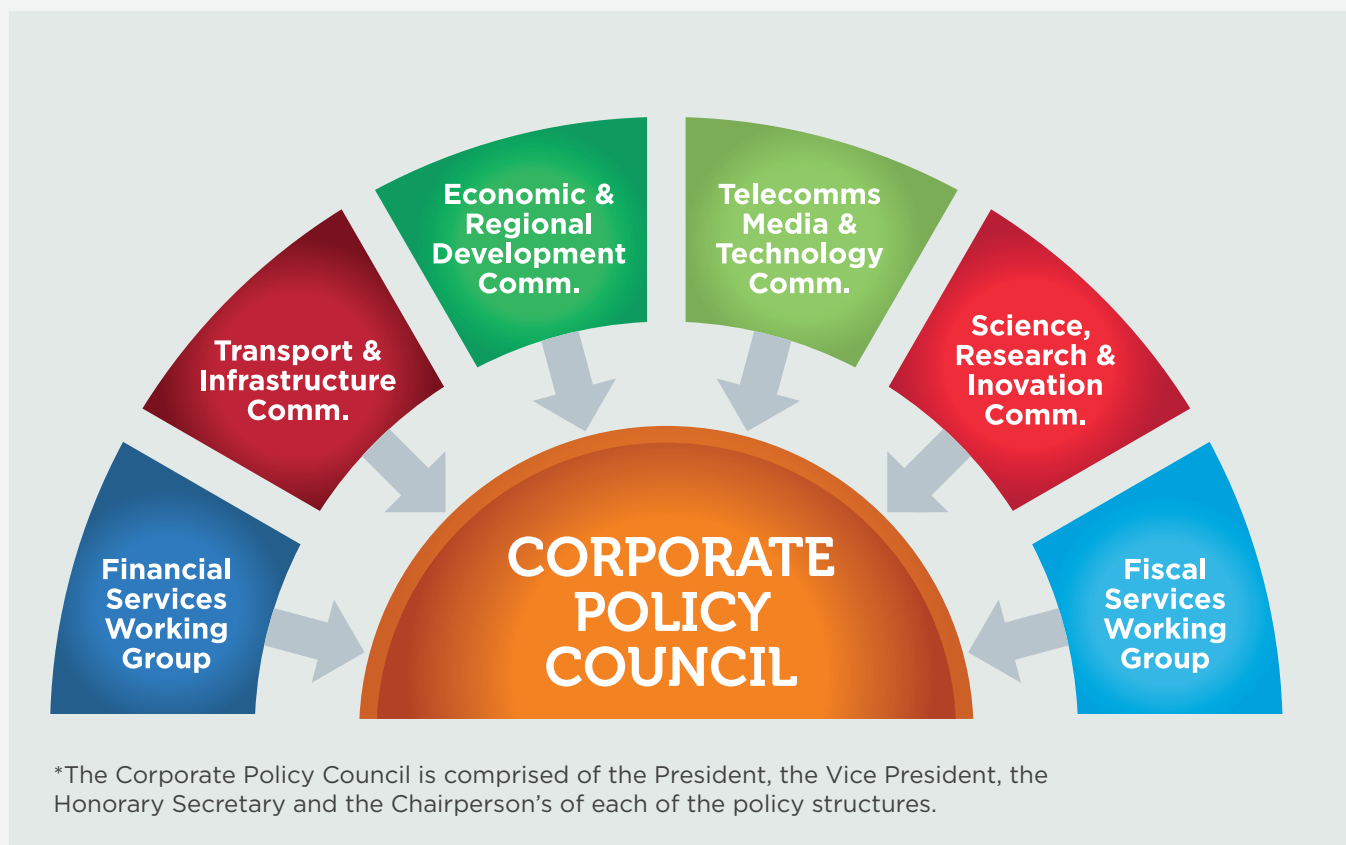
Through a combination of the expertise of key business people sitting on the Chamber's Policy Making Structures (Appendix 1) and the Chamber's Policy & Research department, the Chamber is heavily involved in the business of influencing policy.

In terms of the Chamber's policy committees and working groups, Figure 1 outlines the range of policy areas which the Chamber engages in and represents our members interests on. The policy structures aim to act as mechanisms in which Chamber members can engage in the public policy process for the betterment of the region and Cork's business community.

The new policy making structures have ensured the continued success of Cork Chamber over the course of 2010, in contributing to the sustainable economic and social development of the Cork region and developing the Chamber's organisational capacity for advocacy. The next section outlines some of the areas which we as a Chamber have worked on to secure these gains.

At this point, we would like to take the opportunity to thank members who have taken advantage of the engagement opportunities with the Chamber's policy activities through either active participation on the policy structures, contributing to the many surveys issued by the Chamber and inputs to the various consultations on submissions.

It has been very much appreciated by the Chamber. We also look forward to engaging with members who would like to become involved in policy activities in 2011. Should you wish to do so, please contact the Chamber's Policy and Research Team.



# policy & research activities

## HOW CORK CHAMBER HAS WORKED TO SECURE POSITIVE DEVELOPMENTS FOR THE CORK REGION AND ITS MEMBERSHIP IN 2010

### INFLUENCING ACTIVITIES

In terms of influencing government policy, influencing activity is a precondition to influencing success and a crucial tool in successful economic development. The following section presents a summary of “influencing activities” carried out on behalf of Cork Chamber members in 2010 to show how the Chamber has been working to secure a more favourable business environment for Cork’s business activity.

- Over 100 Lobbying/Representation meetings with key stakeholders (government, political parties, local government officials and elected representatives, key regional and national decision makers) on key business issues with a view to influencing policy (Appendix 3)
- Active dissemination to the media of over 50 policy press releases/opinion pieces, detailing the Chamber’s policy positions on key issues to arouse government’s concern on the needs and wants of Chamber members (Appendix 2)
- Over 70 written representations on policy issues to key decision makers
- 19 Submissions made on key policy issues making recommendations based on input from Chamber membership for a business environment more conducive to the needs of our membership
- 6 Comprehensive Policy Reports based on a solid foundation of evidence based data advocating policies which will benefit the region’s enterprise base and economy
- 4 Economic Bulletin Publications
- 50 meetings of Chamber Policy Committees and Working Groups to articulate the problems being experienced by the Chamber membership and develop and make recommendations on policies which should be presented to decision-makers (Appendix 4)
- 6 policy related surveys, including our quarterly economic trends survey and Business Air Travel survey
- 3 policy related events co-hosted with our regional partners

With regard to local authority rates and charges, the move by both Cork City and County Councils to ring fence 1 per cent of rates income in their 2010 budgets, equivalent to over €1.5 million for an economic development fund for the first time is very much welcomed by the Chamber. This is something the Chamber actively lobbied for and it is our hope that the percentage to be ring fenced can be increased in the coming years. The Chamber also welcomed Cork County Council’s decision to reduce water delivery charges by 3% in 2011 and their foresight in reducing development contribution charges by up to 42% effective from January 1st 2011 in an effort to stimulate job creation and development. The move by Cork County Council to allocate €1 million by Cork County Council from the revenues generated from the Non-Primary Principal Residences (NPPR) Fund to enterprise creation and jobs support in the region is also a welcome development for the Cork region.

### CONSULTATIONS AND SUBMISSIONS IN 2010

**Submissions made in 2010 include the following and all can be accessed via the Policy section of the Chamber website:**

- Submission to An Garda Siochana Cork City Policing Plan 2010
- Submission to Cork City Council Draft Building Telecommunications Access Guidelines
- Submission to Cork County Council Carrigaline Local Area Plan
- Submission to Cork County Council Blarney Local Area Plan
- Submission to Cork County Council Midleton Local Area Plan
- Submission to Chambers Ireland Local Govt. Efficiency Review Group Submission
- Submission to Cork County Council Draft Business Land Availability Study
- Submission to Cork County Council Airport Special Local Area Plan
- Submission to Cork City Council Draft Cork Area Transport Study
- Submission to Cork City Council Smarter Travel Area Bid Letter of Support
- Submission to Cork Local Authorities Corporate Plan 2010 – 2014
- Submission to Lee CFRAMS Flood Risk Management Plan

- Submission to SWRA Regional Planning Guidelines
- Submission to Amendment to Farranferris LAP
- Submission to NRA Ducts Infrastructure Policy
- Submission to Amendements to Airport SLAP
- Pre-Budget Submission
- Submission to Spatial Planning & National Roads Guidelines
- Joint Cork Business Groups' Submission to Cork City & County Councils
- Submission to Councils regarding Ring fencing of Rates for Economic Development

## POLICY REPORTS

The Chamber developed a number of reports such as "Cork's Energy Opportunity", "Telecommunication Priorities for the Cork Area Strategic Plan Area", "Business Air Travel Needs to UK, European and International Markets" and "The Integrated Transport Needs of Cork's Business Community" in 2010. All of these reports were actively presented and disseminated to key decision makers to influence and engineer change for the betterment of the Cork region and the Chamber's membership.

## EXTERNAL REPRESENTATION

Cork Chamber is pleased to act as the regional co-ordinator on behalf of the business and employer pillar (Cork Business Association, Cork Chamber, Construction Industry Federation, Cork Marketing Partnership, IBEC, and other Chambers in the Cork region) in proposing business representatives to sit on the Strategic Policy Committees in both Cork City and Cork County Councils for the lifetime of the current Councils, in addition to coordinating the business community's position on important policy issues affecting the economic development of the region. Cork Chamber wishes to take this opportunity to congratulate all of the business nominees and looks forward to working with them in influencing the overall strategic development of both Councils, from a business perspective.

## CORK COUNTY COUNCIL STRATEGIC POLICY COMMITTEES

Kevin J. Murray	Transport SPC
Conall MacAongusa	Planning SPC
Frank O'Mahony	Economic & Regional Development SPC
Conor Buckley	Tourism SPC
Killian O'Sullivan	Tourism SPC

## CORK CITY COUNCIL STRATEGIC POLICY COMMITTEES

Declan O'Mahony	Planning & Development SPC
Patsy Supple	Housing & Community Services SPC
Kevin Fitzgibbon	Roads & Transportation SPC
Gillian Keating	Roads & Transportation SPC
Sinead Melvin	Environment SPC
Claire Nash	Recreation, Culture & Amenity SPC
Julieann Brennan	Recreation, Culture & Amenity SPC

## GOVERNING BODY OF CIT

Mark Whitaker, Board Member of Cork Chamber was appointed to the Governing Body of CIT in 2010 to represent Cork Chamber.

## CORK AREA STRATEGIC PLAN (CASP)

The Cork Area Strategic Plan is a framework to enable Cork to become a leading European city region - globally competitive, socially inclusive and culturally enriched. John Mullins, Bord Gáis, Vice-President Cork Chamber was appointed to the CASP Steering Committee and Conor Healy, CEO Cork Chamber was appointed to the CASP Economic Group in 2010.

## CITY OF CORK VEC EDUCATION AND TRAINING SUB-COMMITTEE

Niamh O'Driscoll, Fastnet Recruitment was appointed to the City Of Cork VEC Education and Training Sub-Committee in 2010 to represent the Chamber.

## policy & research activities

### CSO ENTERPRISE STATISTICS GROUP

Alma Murnane, Policy & Research Manager, was appointed by Chambers Ireland to represent the National Chamber network on the Central Statistics Office Enterprise Statistics Group in 2010. Comprised of representatives from key Government Departments, State Agencies, Business Organisations and Regional Bodies, the Enterprise Statistics Group plays an important role in assessing the needs and priorities of key national users of business and enterprise statistics. The group advises on the business and enterprise statistics required to support national and regional policy needs, in addition to investigating alternative sources for business and enterprise statistics, in particular with a view to reducing costs and burden.

### PROJECT MONITORING COMMITTEE - IRELAND WALES PROGRAMME

Alma Murnane, Policy & Research Manager, has been appointed by Chambers Ireland to represent the National Chamber Network on the Project Monitoring Committee of The Ireland Wales Programme. The Ireland Wales Programme 2007-2013 has an overall aim of addressing issues relating to innovation, entrepreneurship, the knowledge economy, climate change and community regeneration between both countries.

### CORK CHAMBER POLICY RELATED EVENTS IN 2010

- Cork Chamber/UCC Transition Year Students Enterprise Awards, UCC, April 28th
- Cork Chamber Launch of "Cork to World" Report, 30th June
- Cork Chamber/UCC FSIC/ACOI Event with the Financial Regulator, 15th October

“

When I came to Cork from New York, I knew that IBM had a four decade-long presence in the area. During my time here, we've continued to invest in Cork, including a state-of-the-art Business Continuity facility in Blackpool Business Park, which is already a key contributor to strategic IBM initiatives such as Cloud Computing and Smarter Planet. The Cork Chamber has been pivotal in helping me see how a multinational corporation and the local community truly can work together. I lead a global strategy team, and the the relationships I've made through the Chamber have delivered benefits for our business, not just in Ireland, but throughout IBM worldwide.

Denis Collins, IBM

”

# promotion

Cork Chamber offers a vast range of quality communication mediums and a unique database of corporate customers to offer huge promotional opportunities for all members.

We provide a variety of cost-effective print, electronic and social networking channels to promote your business to the 1,000 member businesses and their 80,000 employees across Cork. Members enjoy free listing in our Business Directory and on our website.

You can join our growing social networking groups at LinkedIn (650 members and growing) and enjoy access to the 955 people who currently follow us on Twitter. You can also advertise your products, services and events through these media, drive new business with our member-to-member discount schemes or sponsor one of our many events.

We would like to take this opportunity to thank the following sponsors for their support in 2010.

“

The Kilkenny Group has been a member of the Cork Chamber for more than 4 years. The Group has found the membership to be an important platform to create a stronger profile and build local business relationships. Kilkenny have hosted and attended the business after hours events throughout 2010; meeting other Cork business people has proved insightful particularly in a difficult trading environment.

I would highly recommend the Chamber for businesses wanting to expand and develop in the greater Cork area.

Gregory O' Gorman, Marketing Manager, Kilkenny Group

”
























# financial statements

## directors & other information

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### BOARD OF DIRECTORS AT 21 MARCH 2011

Tony Barry  
John Bowen  
Paul Duffy  
Paul Hands  
Gillian Keating  
Kevin Mills  
Michael Murphy  
John Mullins  
Denise O'Callaghan  
Barrie O'Connell  
Michael O'Connor  
Gerard O'Mahoney  
Frank O'Mahony  
Robin O'Sullivan  
David A. Power  
Mark Whitaker

### SECRETARY AND REGISTERED OFFICE

David A. Power  
Fitzgerald House  
Summerhill  
Cork

### REGISTERED NUMBER:

13918

### AUDITORS

PricewaterhouseCoopers  
Chartered Accountants and Registered Auditors  
No 1 South Mall  
Cork

### SOLICITORS

Barry M O Meara & Son  
18 South Mall  
Cork

### BANKERS

AIB Bank  
66 South Mall  
Cork

Bank of Scotland  
46 Grand Parade  
Cork

Bank of Ireland  
32 South Mall  
Cork

# financial statements

## directors' report

The directors submit their report together with the audited financial statements for the year ended 31 December 2010.

### Statement of directors' responsibilities

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable Irish law and Generally Accepted Accounting Practice in Ireland including the accounting standards issued by the Accounting Standards Board and published by The Institute of Chartered Accountants in Ireland.

Irish company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently
- make judgements and estimates that are reasonable and prudent
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors confirm that they have complied with the above requirements in preparing the financial statements.

The directors are responsible for keeping proper books of account that disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements are prepared in accordance with accounting standards generally accepted in Ireland and with Irish statute comprising the Companies Acts, 1963 to 2009. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### Books of account

The measures taken by the directors to secure compliance with the company's obligation to keep proper books of account are the use of appropriate systems and procedures and employment of competent persons. The books of account are kept at Fitzgerald House, Summerhill, Cork.

### Principal activities and review of the business

The company operates as a business representative organisation in the Cork area.

The profit and loss account and balance sheet for the year ended 31 December 2010 are set out on pages 22 and 23. Profit on ordinary activities before taxation amounted to €65,329 (2009: €97,978). A profit of €65,329 (2009: €97,978) is retained in the balance on the profit and loss account.

### Principal risks and uncertainties

The principal risk affecting the company would be a decline in economic activity in the Cork area.

### Events since the year-end

There have been no significant events affecting the company since the year-end.

### Future developments

The company expects to continue to develop its activities.

### Political donations

The Electoral Act, 1997, requires companies to disclose all political donations to any individual party over €5,079 in value made during the financial year. The directors, on enquiry, have satisfied themselves that no such donations in excess of this amount have been made by the company.

### Going concern

The directors, after making enquiries, have a reasonable expectation that the company has adequate resources to continue operating for the foreseeable future. This reflects their assumptions about the company's trading prospects and finance available to the company for the future. For this reason, the going concern basis continues to be adopted in preparing the financial statements.

# financial statements

## directors' report

### Directors

The names of the persons who are currently or were directors at any time during the year ended 31 December 2010 are set out below. Except where indicated, they served as directors for the entire year.

Tony Barry	
George Barter	(retired 10 May 2010)
John Bowen	
Mary Blyth	(retired 10 May 2010)
Paul Duffy	
Roger Flack	(retired 10 May 2010)
Paul Hands	
Brendan Keating	(retired 10 May 2010)
Gillian Keating	
Kevin Mills	
Michael Murphy	
John Mullins	
Denise O'Callaghan	
Barrie O'Connell	
Michael O'Connor	
Patrick O'Flynn	(retired 10 May 2010)
Gerard O'Mahoney	
Frank O'Mahony	
Robin O'Sullivan	
David A. Power	
Alf Smiddy	(retired 10 May 2010)
Mark Whitaker	

### Auditors

The auditors, PricewaterhouseCoopers, have indicated their willingness to be re-appointed in accordance with Section 160 (2) of the Companies Act, 1963.

### On behalf of the board

Barrie O'Connell  
Gerard O'Mahoney

21 March 2011

# financial statements

## independent auditors' report

We have audited the financial statements on pages 22 to 28. These financial statements have been prepared under the accounting policies set out in the statement of accounting policies in note 2 on page 24.

### Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the directors' report and the financial statements in accordance with applicable Irish law and the accounting standards issued by the Accounting Standards Board and published by The Institute of Chartered Accountants in Ireland (Generally Accepted Accounting Practice in Ireland) are set out in the Statement of Directors' Responsibilities on page 19.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland). This report, including the opinion, has been prepared for and only for the company's members as a body in accordance with Section 193 of the Companies Act, 1990, and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

We report to you our opinion as to whether the financial statements give a true and fair view, in accordance with Generally Accepted Accounting Practice in Ireland, and are properly prepared in accordance with Irish statute comprising the Companies Acts, 1963 to 2009. We state whether we have obtained all the information and explanations we consider necessary for the purposes of our audit and whether the financial statements are in agreement with the books of account. We also report to you our opinion as to:

- whether the company has kept proper books of account;
- whether the directors' report is consistent with the financial statements; and
- whether at the balance sheet date there existed a financial situation which may require the company to convene an extraordinary general meeting; such a financial situation may exist if the net assets of the company, as stated in the balance sheet, are not more than half of its called-up share capital.

We also report to you if, in our opinion, any information specified by law regarding directors' remuneration and directors' transactions is not disclosed and, where practicable, include such information in our report.

We read the other information contained in the directors' report, and consider whether it is

consistent with the audited financial statements. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

### Opinion

In our opinion the financial statements:

- give a true and fair view, in accordance with Generally Accepted Accounting Practice in Ireland, of the state of the company's affairs as at 31 December 2010 and of its profit for the year then ended; and
- have been properly prepared in accordance with the requirements of the Companies Acts, 1963 to 2009.

We have obtained all the information and explanations which we consider necessary for the purposes of our audit. In our opinion proper books of account have been kept by the company. The financial statements are in agreement with the books of account.

In our opinion the information given in the directors' report on pages 19 and 20 is consistent with the financial statements.

**PRICEWATERHOUSECOOPERS** 

**Chartered Accountants and Registered Auditors, Cork**

22 March 2011

# financial statements

profit & loss account: year ended 31 December 2010

	Notes	2010 €	2009 €
<b>Turnover</b>		1,446,240	1,366,845
Direct costs	3	<u>(519,714)</u>	<u>(413,889)</u>
<b>Gross profit</b>		926,526	952,956
Administrative expenses		<u>(870,459)</u>	<u>(863,851)</u>
<b>Operating profit</b>	3/4	56,067	89,105
Interest receivable		<u>9,262</u>	<u>8,873</u>
<b>Profit on ordinary activities before taxation</b>		65,329	97,978
Tax on profit on ordinary activities	5	<u>-</u>	<u>-</u>
<b>Profit retained for the financial year</b>	10	<u>65,329</u>	<u>97,978</u>

Turnover and operating profit arose solely from continuing operations.  
There were no recognised gains and losses other than those dealt with in the profit and loss account.

Movements in the balance in the profit and loss account are disclosed in note 10 on page 27.

## On behalf of the board

Barrie O'Connell  
Gerard O'Mahoney

# financial statements

## balance sheet: 31 December 2010

	Notes	2010 €	2009 €
<b>Fixed assets</b>			
Tangible assets	6	176,696	152,437
Financial assets	7	10,000	10,000
		<u>186,696</u>	<u>162,437</u>
<b>Current Assets</b>			
Debtors - Amounts falling due within one year	8	246,910	187,337
Bank balances		618,050	646,097
		<u>864,960</u>	<u>833,434</u>
<b>Creditors</b> - Amounts falling due within one year	9	<u>(273,258)</u>	<u>(282,802)</u>
<b>Net current assets</b>		<u>591,702</u>	<u>550,632</u>
<b>Total assets less current liabilities</b>		<u>778,398</u>	<u>713,069</u>
<b>Capital and reserves</b>			
Revaluation reserve	10	130,465	133,322
Profit and loss account	10	647,933	579,747
<b>Members' funds</b>	11	<u>778,398</u>	<u>713,069</u>

### On behalf of the board

Barrie O'Connell  
Gerard O'Mahoney

# financial statements

## notes to the financial statements

### 1 SCOPE OF THE FINANCIAL STATEMENTS

The financial statements have been prepared for the year ended 31 December 2010. Comparative amounts are restated and regrouped, where necessary, on the same basis as those for the current year. The company has availed of the size exemption under Financial Reporting Standard No.1 from preparing a cash flow statement.

### 2 ACCOUNTING POLICIES

#### Basis of preparation

The financial statements have been prepared in euro under the historical cost convention in accordance with accounting standards generally accepted in Ireland and Irish Statute comprising the Companies Acts, 1963 to 2009. Accounting standards generally accepted in Ireland in preparing financial statements giving a true and fair view are those issued in the Accounting Standards Board and published by the Institute of Chartered Accountants in Ireland.

#### Turnover

Income from members' subscriptions is included in the profit and loss account in the year to which it relates.

Receipts from certificates of origin, functions/seminars, publications and funded projects are included in the profit and loss account in the year in which the service is provided.

#### Tangible assets

Tangible assets are stated at cost or valuation less accumulated depreciation. Depreciation is calculated in order to write off the cost or valuation of tangible assets over their estimated useful lives by equal annual instalments.

The rates and bases used are as follows:

Premises - Fitzgerald House	1.5% straight line
Office equipment and computer	33.3% straight line

#### Financial assets

Financial assets are stated at cost less impairment in value.

#### Pension costs

Pension benefits are funded over the employees' period of service by way of contributions to a defined contribution scheme. Contributions are recognised in the profit and loss account in the period in which they become payable.

### 3 EMPLOYEES AND REMUNERATION

The average number of persons employed by the company in the financial year are as follows:

	2010	2009
Administration	11	10
Direct costs	4	4
	15	14

The staff costs are comprised of:

Wages and salaries	612,004	577,172
Social welfare costs	63,023	61,048
Pension costs	11,424	14,838
	686,451	653,058

Disclosed in:

Administration expenses	545,875	494,649
Direct costs	140,576	158,409

### 4 OPERATING PROFIT

	2010 €	2009 €
Operating profit is stated after charging:		
Auditors' remuneration	-	-
Directors' remuneration	-	-
Depreciation	17,012	16,155

### 5 TAX ON PROFIT ON ORDINARY ACTIVITIES

No provision has been made for corporation tax on the assumption, based on precedent that corporation tax on the company's surplus does not arise.

# financial statements

## notes to the financial statements (continued)

### 6 TANGIBLE ASSETS

	Premises	Office Equipment & Computers	Total
	€	€	€
<b>Cost or valuation</b>			
At 31 December 2009	190,461	226,292	416,753
Additions	25,700	15,571	41,271
	<hr/>	<hr/>	<hr/>
At 31 December 2010	216,161	241,863	458,024
	<hr/>	<hr/>	<hr/>
<b>Depreciation</b>			
At 31 December 2009	57,138	207,178	264,316
Charge for year	2,858	14,154	17,012
	<hr/>	<hr/>	<hr/>
At 31 December 2010	59,996	221,332	281,328
	<hr/>	<hr/>	<hr/>
<b>Net book amount</b>			
At 31 December 2010	156,165	20,531	176,696
	<hr/>	<hr/>	<hr/>
At 31 December 2009	133,323	19,114	152,437
	<hr/>	<hr/>	<hr/>

The company's premises Fitzgerald House, is included at a historic open market valuation. The company has availed of the transitional provisions of Financial Reporting Standard No.15 and has not updated this valuation. Therefore Fitzgerald House is included at a historic valuation which was retained on adoption of the standard. The historic cost of Fitzgerald House cannot be determined.

### 7 FINANCIAL ASSETS

	2010	2009
	€	€
Unlisted investment at cost	10,000	10,000
	<hr/>	<hr/>

The unlisted investment consists of shares in West Cork Tourism Co-Operative Society Limited. In the opinion of the directors the net recoverable value of this investment is not less than the cost shown above.

### 8 DEBTORS - AMOUNTS FALLING DUE WITHIN ONE YEAR

	2010	2009
	€	€
Trade debtors	161,080	107,627
Prepayments and sundry debtors	43,813	77,720
	<hr/>	<hr/>
Project funding receivable	42,017	1,990
	<hr/>	<hr/>
	246,910	187,337
	<hr/>	<hr/>

**9 CREDITORS - AMOUNTS FALLING DUE WITHIN ONE YEAR**

	<b>2010</b> €	<b>2009</b> €
Trade and other creditors	103,055	128,976
Annual dinner - prepaid	105,075	92,578
Subscriptions - prepaid	17,009	14,616
Income tax deducted under PAYE/PRSI	16,574	26,110
Value added tax	31,545	20,522
	<u>273,258</u>	<u>282,802</u>

**10 PROFIT AND LOSS ACCOUNT AND OTHER RESERVES**

	<b>Revaluation Reserve</b> €	<b>Profit &amp; Loss account</b> €
At 31 December 2009	133,322	579,747
Profit retained for the financial year	-	65,329
Transfer from revaluation reserve	(2,857)	2,857
	<u>130,465</u>	<u>647,933</u>
At 31 December 2010	130,465	647,933

**11 RECONCILIATION OF MOVEMENTS IN MEMBERS' FUNDS**

	<b>2010</b> €	<b>2009</b> €
Profit retained for the financial year	65,329	97,978
Members' funds at the beginning of the year	713,069	615,091
	<u>778,398</u>	<u>713,069</u>
Members' funds at the end of the year	778,398	713,069

# financial statements

## notes to the financial statements (continued)

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### 12 PENSION COMMITMENTS

The company operates a defined contribution pension scheme for its employees. The assets of the scheme are held separately from those of the company in an independently administered fund.

The pension charge for the year was €11,424 (2009: €14,838). There were no outstanding pension contributions at the balance sheet date.

### 13 TRANSACTIONS WITH DIRECTORS AND RELATED PARTIES

The company's payroll is processed by Parfrey Murphy, Chartered Accountants, a firm in which Mary Blyth (director until 10 May 2010) is an employee. The amount paid to Parfrey Murphy in the year ended 31 December 2010 for the provision of this service was €1,800 (2009: €1,800).

Other than the above, the directors had no significant transactions with the company during the year, within the meaning of the Companies Act, 1990.

### 14 CAPITAL COMMITMENTS

There were no capital commitments outstanding at the year-end.

### 15 APPROVAL OF THE FINANCIAL STATEMENTS

The directors approved the financial statements on 21 March 2011.



As a start up business in 2007 I was advised to join Cork Chamber and it has proved to be very good advice indeed. The networking events in particular have given us prime opportunities to meet with other members and the contacts made have proved to be mutually beneficial. All events, including Chamber social events, have been organised with total professionalism. Member to member offers afford the opportunity to further strengthen contact with other members.

I would not hesitate to recommend membership of Cork Chamber to any commercial organisation or body.

Terence J. O'Sullivan,  
Terence J. O'Sullivan Solicitors,  
Employment Law Practitioners

As an Internet company I wasn't sure if we were a natural fit for the Cork Chamber of Commerce. I joined and was delighted with the result. Our company has got great support, publicity and sales contracts as a direct result of our membership. I'd highly recommend joining to any early stage IT company in the Cork area.

John Dennehy, CEO HR Locker



# appendix 1

## Cork Chamber Policy Committees

### CORPORATE POLICY COUNCIL

Ger O'Mahoney	Deloitte President, Cork Chamber
John Mullins (Chair)	Bord Gáis Vice-President Cork Chamber & Chairman, Economic & Regional Development Committee
David A. Power	McCarthy Insurance Group Honorary Secretary, Cork Chamber
Kevin J. Murray	Kevin J. Murray & Co. Ltd Chairman, Transport & Infrastructure Committee
Brendan Keane	FMC International Chairman, Science, Research & Innovation Committee
Michael Lynch	KPMG Chairman, Fiscal Services Working Group
Eoin Motherway	Bank of New York Mellon Chairman, Financial Services Working Group
Ruairi Roddy	Thomas Crosbie Holdings Chairman, Telecomm- unications, Media & Technology Committee

### ECONOMIC & REGIONAL DEVELOPMENT COMMITTEE

Sharon Corcoran	Cork County Council
Michael Delaney	Cork Institute of Technology
Brendan Keating	Port of Cork
Pat Keohane	Cork Airport Authority
Pat Ledwidge	Cork City Council
Conall MacAongusa	RPS Group
Rose McHugh	Merrion Stockbrokers Ltd.
John Mullins (Chairman)	Bord Gáis
Joe O'Brien	Construction Industry Federation
Neil O'Carroll	ConocoPhillips Ireland
Ronan O'Dubhghaill	University College Cork
Frank M. O'Flynn	O'Flynn Exhams Solicitors
Frank O'Mahony (Retired Chair 2010)	Frank O'Mahony Business Consultants
Isobel O'Regan	Savills
Ann-Marie O'Sullivan	H+A Marketing & PR

### FINANCIAL SERVICES WORKING GROUP

Bryan Atkinson	Apex Fund Services (Ireland) Limited
James Broderick	Bank of New York Mellon
Alan Cuddihy	Deloitte
Martin McCarthy	Citco Fund Services (Ireland) Limited
Celine McInerney	University College Cork
Paddy Morrissey	SouthWestern Business Process Services Ltd
Eoin Motherway (Chairman)	Bank of New York Mellon
Nial Murphy	Abtran
Barrie O'Connell (Retired Chair 2010)	KPMG
Gerard O'Donovan	Cork Institute of Technology
Deirdre O'Riordan	Citco Global Securities Services Limited
David O'Shea	Quintas Group
Karen O'Sullivan	Bank of New York Mellon
Susan O'Sullivan	PricewaterhouseCoopers
John Slattery	AIB Bank

### FISCAL SERVICES WORKING GROUP

Paul Cassidy	Ulster Bank
Kieran Coveney	Bank of Ireland
Eoin Gunn	AIB Bank
Michael Lynch (Chairman)	KPMG
Kieran Manning	Mercer
Tim McCarthy	Quintas Group
Maurice Minogue (Retired Chair 2010)	Ernst & Young
Ian Murray	Mercer
Ita Flynn	PricewaterhouseCoopers
Elaine O'Driscoll	PJ O'Driscoll & Sons
Olan Wixted	Davy

**SCIENCE, RESEARCH & INNOVATION COMMITTEE**

Dave Austin	ConocoPhillips Ireland
Brenda Cooper	Horner Ireland Ltd.
Michael Delaney	Cork Institute of Technology
Pat Fitzpatrick	University College Cork
Ruth Furney	IDA Ireland
Brendan Keane (Chairman)	FMC International
Tom Mangan	Boston Scientific Cork Ltd.
John Shiel	Enterprise Ireland
Brian Walsh	Carbon Group

**TRANSPORT & INFRASTRUCTURE COMMITTEE**

Matthew Browne	The HSS Group
Marc Cullen	Cork English College
Joe Fitzgerald	Bus Éireann
Kevin Fitzgibbon	DJ Fitzgibbon & Company Ltd.
Denis Healy	Port of Cork
John Higgins	Ernst & Young
Gillian Keating	JW O'Donovan Solicitors
Tony McGrath	PM Group
Kevin J. Murray (Chairman)	Kevin J. Murray & Co. Ltd.
George Barter (Retired Chair 2010)	J Barter Travel
Richard O'Farrell	EDC
Aiden O'Neill	Coakley O'Neill Town Planning
Billy O'Neill	PM Group
Andrew Roche	Iarnrod Eireann

**TELECOMMUNICATIONS, MEDIA & TECHNOLOGY COMMITTEE**

Niall Beirne	e-net
Kieran Bennett	EMC
Aodh Bourke	ASA Marketing
Oliver Coughlan	Big Fish Games
Pat Farrell	Cork County Council
Bob Grantham	Cork Neutral Internet Exchange
Mark Kellett	Magnet Telecom
Brian McCarthy	Vodafone
Dave Murray	Eircom
Keith Nolan	Premiere Global Conferencing
Michael O'Connor (Retired Chair 2010)	Cork BIC
Jim O'Donovan	Cork City Council
Derek Goggin	Trend Micro
Ed Pettit	SMART Telecom
Ruairi Roddy (Chairman)	Thomas Crosbie Holdings

## appendix 2

### Policy Commentary & Communications in 2010

Cork Chamber communicates on a range of policy issues to local, regional and national media outlets. The media represents a critical function for the Chamber in influencing policy as it can shape policy directly by mobilising government concern or indirectly by shaping public opinion. For further information on the Chamber's policy communications, please visit the Policy section of Cork Chamber's website [www.corkchamber.ie](http://www.corkchamber.ie)

#### 2010 POLICY COMMENTARY

<b>27/01/2010</b>	Evening Echo Feature - "Overview of Developments in the Cork region in past 12 months"
<b>31/03/2010</b>	Evening Echo "Wow" Feature - Alma Murnane "Alma has the best policy"
<b>05/04/2010</b>	Evening Echo Editorial - "Cork's new bus plan will energise our city"
<b>18/06/2010</b>	Sunday Business Post Feature - Big CATS for Cork
<b>01/07/2010</b>	Southern Star Editorial - Upgrading of N28 Cork to Ringaskiddy Road "crucial"
<b>05/08/2010</b>	Letter to Editor - Irish Examiner regarding local government funding
<b>12/11/2010</b>	Evening Echo Opinion Piece - Budget 2011
<b>24/11/2010</b>	Evening Echo Editorial - "Upgrading N28 Cork to Ringaskiddy Road could support 1,000 jobs"
<b>29/12/2010</b>	Cork Independent Feature - "2010 in Business"

#### 2010 POLICY COMMUNICATIONS

##### JANUARY

<b>08/01/2010</b>	"Cork Chamber renews it's call"
<b>25/01/2010</b>	"Chamber supports Competiveness Council Recommendations on Broadband Calls..."
<b>26/01/2010</b>	"Chamber Welcomes New Route Developments"

##### FEBRUARY

<b>02/02/2010</b>	"Chamber Queries Government Response to Flooding Plan"
<b>05/02/2010</b>	"Chamber President Calls for Change"
<b>11/02/2010</b>	"Chamber Welcomes Progress on National Routes"
<b>16/02/2010</b>	"Cork Chamber & Cork Airport launch Business Travel Survey"

##### MARCH

<b>02/03/2010</b>	"Chamber Calls for Independent Inquiry"
<b>22/03/2010</b>	"Cork Chamber Welcomes Progress on N25 Flyovers"
<b>24/03/2010</b>	"Cork Chamber repeats its call for Independent Flooding Inquiry"
<b>30/03/2010</b>	"Chamber outlines its views on the future of Public Transport in Cork"

##### APRIL

<b>06/04/2010</b>	"A Welcomed Wireless Connection Between Two Cities"
<b>16/04/2010</b>	"Chamber seeks funding commitment for Docklands bridges"
<b>20/04/2010</b>	"Positive Sentiments Continue to Grow Amongst Cork Businesses"
<b>26/04/2010</b>	"Tyndall Announcement - A Major Step Forward"

**MAY**

<b>06/05/2010</b>	“Enterprising Munster Students continue to Innovate”
<b>11/05/2010</b>	“Cork Chamber President Criticises NRA Strategy”
<b>11/05/2010</b>	“Cork Chamber Launches Business Travel Report”
<b>25/05/2010</b>	“Action needed to protect Cork from future flooding”

**JUNE**

<b>16/06/2010</b>	“Cork Chamber Calls for Government to Assist Vital Road Maintenance Works”
<b>30/06/2010</b>	“Cork Chamber Campaigns for “Cork to World”

**JULY**

<b>12/07/2010</b>	“Chamber Highlights Potential For Growth”
<b>19/07/2010</b>	“Urgent and Decisive Action Needed by Minister”
<b>19/07/2010</b>	“Optimism Escalates But Underlying Trends could indicate SME’s may not have an Appetite to Engage with Banks”
<b>28/07/2010</b>	“Regional Business Organisations Call for Local Government Savings to be Passed Back to Business”
<b>30/07/2010</b>	“Cork Chamber seeks Action on Capital Spending Review”

**AUGUST**

<b>20/08/2010</b>	“Chamber Seeks Better Credit Access”
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**SEPTEMBER**

<b>15/09/2010</b>	“Cork Chamber Outlines Budget Priorities”
<b>29/09/2010</b>	“Economic Trends Survey Shows Drop in Confidence and Increased Dissatisfaction with Government Economic Policy”

**OCTOBER**

<b>22/10/2010</b>	“Fiscal Adjustment is Needed But Budget 2011 Has to Focus on Growth and Creating Confidence”
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**NOVEMBER**

<b>12/11/2010</b>	“Cork Chamber calls for Support of Local Business in run up to Christmas”
<b>18/11/2010</b>	“One Year On, No Progress Made”
<b>23/11/2010</b>	“Disquiet with Councils Amongst Cork Businesses”
<b>24/11/2010</b>	“Key measures in Four Year Plan”
<b>30/11/2010</b>	“Chamber Welcomes Flyover Announcement”

**DECEMBER**

<b>06/12/2010</b>	“Chamber Welcomes Bord Gáis Development”
<b>07/12/2010</b>	“Reaction to Budget 2011”
<b>21/12/2010</b>	“Cork Chamber responds to Cork City and County Council Budgets”
<b>22/12/2010</b>	“Cork Chamber Q.4 Economic Trends Survey Reveals Strong Foundations for Growth”

## appendix 3

### Representation Meetings in 2010

#### JANUARY

11/01/2010	Meeting with South West Regional Authority
11/01/2010	Meeting with IDA
14/01/2010	Meeting with Cork County Council Planning Division
14/01/2010	Meeting with National Roads Authority
14/01/2010	Meeting with Cork City Council
15/01/2010	Meeting with Port of Cork
19/01/2010	Chamber Corporate Policy Council with Richard Bruton TD & Simon Coveney TD
22/01/2010	Chamber Energy Sustainability Working Group Meeting with National Maritime College of Ireland
25/01/2010	Cork Development Forum Meeting
26/01/2010	Energy Sustainability Working Group Meeting with Louis Duffy, Director of Environment, Cork County Council
27/01/2010	Meeting with County Manager

#### FEBRUARY

01/02/2010	Meeting with South West Regional Authority
02/02/2010	Lee CFRAMS Public Consultation Meeting
03/02/2010	Meeting with Southern & Eastern Regional Assembly
18/02/2010	Presentation to Interconnection Student Group on Cork Chamber Policy Agenda
22/02/2010	Energy Sustainability Working Group Meeting with ESB
23/02/2010	Cork Development Boards Joint Session
25/02/2010	Telecommunications Stakeholder Meeting with South West Regional Authority
25/02/2010	Telecommunications Stakeholder Meeting with Cork County Council
25/02/2010	Telecommunications Stakeholder Meeting with Telecoms Users Group
25/02/2010	Telecommunications Stakeholder Meeting with Cork City Council
26/02/2010	Cork Development Forum Meeting

#### MARCH

01/03/2010	Launch of MBS International Public Policy & Diplomacy Course - UCC
05/03/2010	Chamber Policy Presentation to MBA Class on Public Sector Reform
12/03/2010	Meeting with Southern & Eastern Regional Assembly
12/03/2010	Meeting with Cork Marketing Partnership
16/03/2010	Presentation by Brendan Tuohy to Cork Chamber RE: Spike Island / Green Technology
23/03/2010	Presentation by Cork City Council to Chamber RE: CATS Proposals

#### APRIL

19/04/2010	Cork Development Forum Meeting
21/04/2010	Meeting with Forfás
23/04/2010	CASP Economic Sub-Committee Meeting

**MAY**

<b>04/05/2010</b>	Meeting with South West Regional Authority
<b>12/05/2010</b>	Meeting with Welsh Stakeholders RE: Interreg Project
<b>14/05/2010</b>	Meeting with Fine Gael Front Bench Economic Representatives
<b>17/05/2010</b>	CASP Economic Sub-Committee Meeting
<b>18/05/2010</b>	Meeting with Dept. Of Transport Consultants RE: Smarter Travel Bid
<b>21/05/2010</b>	Meeting with Kevin Cardiff, Secretary General, Department of Finance
<b>21/05/2010</b>	Meeting with Dr. John Lynch, Chairman, CIE
<b>24/05/2010</b>	Cork Development Forum Meeting
<b>28/05/2010</b>	Southern & Eastern Regional Assembly Energy Conference

**JUNE**

<b>03/06/2010</b>	Meeting with Cork Neutral Internet Exchange regarding Backhaul Costs
<b>18/06/2010</b>	Meeting with Kinsale Energy
<b>22/06/2010</b>	Meeting with IBEC Cork
<b>23/06/2010</b>	Chambers Ireland Ratepayers Council Meeting
<b>24/06/2010</b>	Meeting with Cork Business Association
<b>25/06/2010</b>	Meeting with Department of Communications, Energy & Natural Resources
<b>28/06/2010</b>	Meeting with Minister Billy Kelleher TD

**JULY**

<b>05/07/2010</b>	Cork Development Forum Meeting
<b>07/07/2010</b>	Meeting with Cork City Council
<b>08/07/2010</b>	CASP Meeting
<b>28/07/2010</b>	Regional Business Organisation Meeting

**AUGUST**

<b>10/08/2010</b>	Cork City Council Arts & Cultural Strategy Meeting
<b>12/08/2010</b>	Meeting with Cork Harbour Environmental Protection Association
<b>17/08/2010</b>	Meeting with Cork City Council
<b>18/08/2010</b>	Meeting with Paul Schutz, CEO, Aer Arann
<b>19/08/2010</b>	Meeting with John Trethowan, Credit Review Office & Regional Chambers
<b>23/08/2010</b>	Meeting with Simon Coveney TD
<b>30/08/2010</b>	Meeting with National Roads Authority

## appendix 3

### Representation Meetings in 2010 (continued)

#### SEPTEMBER

14/09/2010	Meeting with Cork Business Association
27/09/2010	Cork Development Forum Meeting
29/09/2010	Meeting with Declan Collier, CEO, Dublin Airport Authority
29/09/2010	Meeting with Christoph Mueller, CEO, Aer Lingus

#### OCTOBER

07/10/2010	CSO National Enterprise Statistics Group Meeting
14/10/2010	Meeting with Cork Business Association
15/10/2010	Financial Regulator Event with ACOI / UCC FSIC
20/10/2010	Chambers Ireland Transport Users Council
21/10/2010	Meeting with City Manager
21/10/2010	Lifetime Labs Networking Event
27/10/2010	Cork Regional Chambers Meeting
28/10/2010	Meeting with Dublin Chamber
28/10/2010	Chambers Ireland Local Government Awards

#### NOVEMBER

01/11/2010	Meeting with Senator Dan Boyle
01/11/2010	Meeting with Simon Coveney TD & Deirdre Clune TD
01/11/2010	Meeting with Kathleen Lynch TD & Ciaran Lynch TD
01/11/2010	Meeting with Michael McGrath TD
02/11/2010	Cork County Council SPC Co-Ordination Meeting
19/11/2010	Meeting with Mark Adamson, Chief Engineer Office of Public Works
24/11/2010	CASP Economic Sub-Committee Meeting
24/11/2010	Meeting with City & County Managers
25/11/2010	Regional Chambers Meeting
25/11/2010	REHAB Waste Management Conference
26/11/2010	SECAD Energy Conference
29/11/2010	Cork Development Forum Meeting

#### DECEMBER

02/12/2010	Meeting with County Manager
10/12/2010	Meeting with City Manager
13/12/2010	Cork Development Forum Meeting
15/12/2010	Roundtable Meeting with Businesses in Rubicon Centre
21/12/2010	Meeting with Assistant City Manager

## appendix 4

### Internal Policy Committee/Working Group Meetings in 2010

<b>21/01/2010</b>	Financial Services Working Group
<b>02/02/2010</b>	Transport & Infrastructure Committee
<b>05/02/2010</b>	TMT Committee
<b>05/02/2010</b>	N28 Economic Appraisal Working Group
<b>12/02/2010</b>	Fiscal Services Working Group
<b>22/02/2010</b>	Corporate Policy Council
<b>03/03/2010</b>	TMT Committee
<b>04/03/2010</b>	SRI Committee
<b>12/03/2010</b>	Financial Services Working Group
<b>16/03/2010</b>	Economic & Regional Development Committee
<b>24/03/2010</b>	Energy Sustainability Working Group
<b>07/04/2010</b>	Energy Sustainability Working Group
<b>12/04/2010</b>	Corporate Policy Council
<b>13/04/2010</b>	Transport & Infrastructure Committee
<b>16/04/2010</b>	Energy Sustainability Working Group
<b>16/04/2010</b>	Economic & Regional Development Committee
<b>20/04/2010</b>	Aviation Survey Working Group
<b>23/04/2010</b>	TMT Committee
<b>26/04/2010</b>	Fiscal Services Working Group
<b>13/05/2010</b>	Financial Services Working Group
<b>17/05/2010</b>	Rates Working Group
<b>21/05/2010</b>	TMT Committee
<b>31/05/2010</b>	Rates Working Group
<b>15/06/2010</b>	Transport & Infrastructure Committee
<b>17/06/2010</b>	International Connectivity Working Group Teleconference
<b>24/06/2010</b>	Fiscal Services Working Group
<b>30/06/2010</b>	Economic & Regional Development Committee
<b>23/08/2010</b>	Corporate Policy Council
<b>26/08/2010</b>	Fiscal Services Working Group
<b>03/09/2010</b>	TMT Committee
<b>17/09/2010</b>	Economic & Regional Development Committee
<b>15/10/2010</b>	Road Tolling Working Group
<b>18/10/2010</b>	Corporate Policy Council
<b>19/10/2010</b>	Transport & Infrastructure Committee
<b>27/10/2010</b>	Road Tolling Working Group
<b>02/11/2010</b>	Economic & Regional Development Committee
<b>02/11/2010</b>	Road Tolling Working Group
<b>10/11/2010</b>	Road Tolling Working Group
<b>15/11/2010</b>	Fiscal Services Working Group
<b>17/11/2010</b>	Financial Services Working Group
<b>22/11/2010</b>	Corporate Policy Council
<b>30/11/2010</b>	Transport & Infrastructure Committee
<b>08/12/2010</b>	Road Tolling Working Group
<b>09/12/2010</b>	TMT Committee

# appendix 5

## Biznetcork Skillnet Steering Group & Training Diary



### BIZNETCORK SKILLNET 2010 STEERING GROUP MEMBERS

Niall Hartnett	Barry Group (Chair from May 2010)
Gillian Barry	ACS Ireland Limited
Mary Butler	EMC (May 2010 – covering Maternity)
Dermot Carbery	Internal Solutions (joined June 2010)
Eileen Forde	Dulux Paints Ireland Ltd.
Conor Healy	Cork Chamber
Shay Livingstone	Rochestown Park Hotel
Pat Mullins	Mullins Lynch Byrne Solicitors (Chair until May 2010)
Jackie Murphy	EMC
Karen Power	Kelly Services (joined June 2010)
Margaret Rahilly	Apple Operations Europe
Ann Wiseman	Apple Operations Europe (covering Maternity)

**8 Steering Group meetings were held during 2010.**

## TRAINING DIARY

### JANUARY

21st Personal Effectiveness

### FEBRUARY

4th E-mail Etiquette & Business Writing Skills  
 22nd Business English  
 22nd Project Management Professional

### MARCH

2nd Train the Trainer  
 2nd E-mail Etiquette & Business Writing Skills  
 4th Influencing Skills  
 22nd Personal Effectiveness  
 22nd E-mail Etiquette & Business Writing Skills  
 24th PMP Exam Preparation

### JUNE

9th E-mail & Business Writing Skills  
 9th Train the Trainer  
 17th Finance for Non-Financial Managers  
 21st MS Excel 2007 (Intermediate)  
 22nd Business Letter Writing  
 22nd Complete Presentation Skills

**SEPTEMBER**

14th	Time & Workload Management using MS Outlook
14th	Business English
15th	Cold Calling for Sales
16th	Cold Calling for Debt Collection
17th	Launch of Autumn Training Schedule
23rd	Digital & Online Marketing
27th	E-mail & Business Writing Skills
27th	Business English
28th	Train the Trainer

**OCTOBER**

5th	Effective Personal Productivity
5th	Project Management Professional
6th	Business English
8th	Train the Trainer
19th	Train the Trainer
19th	Bid to Win - Effective Tendering
26th	Touch Typing
28th	Influencing & Negotiating Skills

**NOVEMBER**

3rd	E-mail & Business Writing Skills
3rd	MS Excel (Intermediate)
4th	What Effective Managers Really Do
8th	Business English
9th	Business English
9th	Finance for Non-Financial Managers
9th	MS Excel (Expert)
16th	Project Management Professional
18th	MS Powerpoint 2003
25th	Finance for Non-Financial Managers
30th	Project Management Professional

**DECEMBER**

1st	Social Media for Your Business
2nd	PMI Exam Preparation
6th	Project Management Professional
7th	Time & Workload Management using MS Outlook
8th	E-mail & Business Writing
9th	Data Protection
10th	Time Management
13th	Data Protection
17th	MS Excel (Intermediate)

# appendix 6

## Munster Finuas Network Steering Group & Training Diary



### MUNSTER FINUAS NETWORK 2010 STEERING GROUP MEMBERS

Alan Cuddihy	Deloitte (Chair)
Clodagh Campbell	Bank of New York Mellon (Cork) (joined Nov 2010)
Chris Collins	Citco Fund Services (Ireland) Ltd.
Belinda Crowe	Swiss Financial Services (Ireland) Ltd.
Catherine Duffy	Northern Trust
Alex Fisher	State Street Global Services (joined June 2010)
Conor Healy	Cork Chamber
Mary Hennessy	Assurant Services Ireland
Colin Keane	Apex Fund Services
Mairead Moyne	Bank of New York Mellon
David O'Carroll	KPMG
Deirdre O'Riordan	Citco Global Securities Services Ltd
Roderick Swan	Citi

**8 Steering Group meetings were held in 2010.**

## TRAINING DIARY

### FEBRUARY

5th Influential Internal Consultant Workshop for IFS

### MARCH

11th Cultural Diversity in IFS - For Senior Management  
 26th Presentation Skills for Senior IFS Managers  
 31st 2 x Cultural Diversity in IFS - For Senior Management

### APRIL

1st 2 x Cultural Diversity in IFS - For Senior Management  
 14th MS Excel 2007 Basic for IFS  
 26th Java Programming Skills for IFS

### JUNE

3rd Accurate Content Management for IFS  
 14th Advanced Analytical Techniques for IFS  
 24th Everything DiSC

### JULY

28th 2 x Distressed Debt

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**SEPTEMBER**

29th Professional Certificate in Investment Fund Services 2010/2011,  
(Cork, Limerick & Waterford)

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**OCTOBER**

22nd Tax for Non-Tax Practitioners (Funds)

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**NOVEMBER**

3rd Professional Diploma in Investment Fund Services 2010/2011, Cork  
12th 2 x Accounting & Regulatory Update  
16th Accounting & Regulatory Update  
16th Business & Report Writing Skills for Financial Services  
17th Accounting & Regulatory Update  
17th Business & Report Writing Skills for Financial Services  
23rd Advanced Derivatives  
24th Displaying Information Effectively  
29th Lean Sigma/Green Belt Programme

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**DECEMBER**

2nd Tax for Non-Tax Practitioners (Funds)  
17th US GAAP for Investment Fund Services

# appendix 7

## Task Force List 2010

### GOLF TASK FORCE

Brian McCarthy (Chair)	Vodafone
Eamon Dwyer	City Life
Niall O'Shea	VHI Healthcare
Mark Hopkins	Hopkins Communications
David A. Power	McCarthy Insurance Group
Michael O'Brien	O'Brien Fire & Safety

### ANNUAL DINNER TASK FORCE

Roger Flack (Chair)	Roger Flack & Associates
Ger O'Mahoney	Cork Chamber President
John Cashell	John Cashell Ltd
Denise O'Callaghan	Delicious, The Gluten Free Bakery
Frank Boland	Frank Boland Ltd
Paula Cogan	The River Lee Hotel
David A. Power	McCarthy Insurance Group
Martin Fitzgerald	KBC Bank
Mary Hopkins	Hopkins Communications

### ANNUAL CONFERENCE TASK FORCE

John Bowen (Chair)	Bowen Construction
John Mullins	Bord Gáis
Brendan Keating	Port of Cork
Kevin Mills	Casey Communications

### CORK COMPANY OF THE YEAR COMMITTEE

Ger O'Mahoney	President Cork Chamber
Niall Welch	Welch & Co
Leo O'Leary	Vodafone
Mark Whitaker	Johnson & Perrott Motor Group
Paul Hands	Qumas
Conor Healy	Cork Chamber

# appendix 8

## Events List 2010

### JANUARY

<b>Thurs 14th</b>	Routes to Recovery, Rochestown Park Hotel
<b>Thurs 21st</b>	Curraheen Park Business After Hours
<b>Wed 27th</b>	share IT – Business Intelligence Series Part 3 (Social Media), Radisson Blu Hotel Little Island

### FEBRUARY

<b>Fri 5th</b>	Annual Dinner, City Hall
<b>Thurs 18th</b>	Cork Opera House Business After Hours
<b>Thurs 25th</b>	Business Breakfast with Michael Fitzgerald, MD, Abtran, Gresham Metropole Hotel

### MARCH

<b>Mon 8th</b>	Leadership Forum with Tom O'Mahoney, Sec Gen, Dept of Transport, Hayfield Manor Hotel
<b>Tues 23rd</b>	Maximising your Membership Event, Imperial Hotel
<b>Wed 31st</b>	sell IT – Business Intelligence Series Part 4 (Online Sales/Internet Strategy), Ambassador Hotel

### APRIL

<b>Thurs 15th</b>	Kearys BMW Business After Hours
<b>Tues 20th</b>	Business Breakfast with Conor Buckley, Chairman, West Cork Tourism Co-Op, Clarion Hotel
<b>Fri 30th</b>	Spring Networking Lunch, Vertigo

### MAY

<b>Wed 19th</b>	Regional Chambers Speed Networking Event, Radisson Blu Hotel, Little Island
<b>Thurs 20th</b>	Embassy Event in association with Dept of Foreign Affairs, City Hall
<b>Wed 26th</b>	mind IT – Business Intelligence Series Part 5 (Online Security/Data Protection), Silver Springs Moran Hotel

### JUNE

<b>Thurs 10th</b>	New Members Breakfast, Cork International Airport Hotel
<b>Tues 15th</b>	Business Breakfast with David Forde, MD, Heineken Ireland, Imperial Hotel
<b>Wed 23rd</b>	Wake Up Call to Climate Change in association with Vodafone, Gresham Metropole Hotel

# appendix 8

## Events List 2010 (continued)

### JULY

**Wed 7th** Cork Chamber "Clipper" Networking Lunch, Clarion Hotel

### AUG

**Tues 31st** save IT - last in Business Intelligence Series (Reduce Costs/Improve Productivity), River Lee Hotel

### SEPT

**Thurs 2nd** Annual Golf Classic, Fota GC

**Sat 11th** Networking Lunch on board Pont Aven Passenger Ferry

**Thurs 23rd** Business Breakfast with Bill Walshe, CEO, Doyle Collection, River Lee Hotel

**Thurs 30th** O'Donovans Off Licences Business After Hours, Clarion Hotel

### OCT

**6th - 8th** Cork Meet, Radisson Blu Hotel

**Thurs 14th** Maximising your Membership Event, Clarion Hotel

**Wed 20th** NSC Campus Business After Hours

**Thurs 21st** Business Breakfast with Jim Costello, CEO, SouthWestern, Imperial Hotel

**Thurs 21st** Social Media Business Plans in assoc with Marketing Institute Southern Region, Clarion Hotel

### NOV

**Thurs 4th** Annual Conference, Rochestown Park Hotel

**Thurs 11th** ESB Networks 5 Year Plan in assoc with Cork Regional Chambers, Gresham Metropole Hotel

**Thurs 18th** Kilkenny Shop Business After Hours

**Wed 24th** Business Breakfast with Mark Cunningham, Dir of Business Banking, BOI, Clarion Hotel

### DEC

**Thurs 9th** Christmas Lunch, Maryborough Hotel

**Wed 15th** Heineken Business After Hours

**Thurs 16th** Business Breakfast with Oliver Coughlan, VP European Ops with Big Fish Games, Clarion Hotel



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