



**NMD
BUSINESS**

Support Guide

Helping Your Business Succeed





Welcome

Newry, Mourne and Down District Council Business Development team is the first point of contact for businesses throughout the district, from the smallest through to the very largest.

Offering a range of internal and external expertise and advice to support local businesses, NMD Business work closely with several partners and providers and can put you in touch with just the right person to help your business succeed.

This guide provides details of support programmes and providers, however for more timely information on programmes, events and funding available, please sign up for the monthly NMD Business ezine at <http://nmdbusiness.org/nmd-business-e-zine-sign-up1/> or follow us on:



<https://www.facebook.com/nmdbusiness>



<https://twitter.com/nmdbusiness>



<https://www.linkedin.com/nmdbusiness>



<http://nmdbusiness.org/>

While local businesses are embracing innovative ways to trade during the Covid-19 pandemic, they must also be mindful of the new rules involved in business operations and the preparations that must be taken in readiness for the new procedures now that the Transition period has ended, and the Northern Ireland Protocol is operational. This support guide provides details of some supports available to navigate the new procedures in place from 1st January 2021.



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Northern Ireland Business Start Programme (Go For It)



Register now to get:

- A one-to-one business planning meeting with a Business Advisor
- Tailored guidance to develop your business plan
- A finance and business planning workshop
- Advice on how to access grants and funding
- Best practice guides, tools, videos and more to help get you started.

If you are thinking of starting your own business, you can access a comprehensive package of support for your new business idea through the 'Go for it' Programme.

We can help you get the advice and assistance required to drive your business forward.

Contact the free phone enquiry line on **0800 027 0639** or visit www.goforitni.com





NMD Business Growth

NMD BUSINESS GROWTH

NMD Business Growth provides FREE specialist business support to local businesses, regardless of sector, supporting them to become more competitive in both indigenous and export markets.

How NMD Business Growth will help you:

- Gain practical advice to overcome barriers and help identify, target and exploit new business opportunities
- Provides referrals to other business support partners
- Provides opportunities to grow your business with professional bespoke support

Programme participants will receive:

- FREE specific mentoring support
- Access to workshops and thematic programmes
- Networking opportunities with other SMEs
- Linkages with other business support initiatives

To be eligible your business must:

- Be based in the Newry, Mourne and Down District Council area
- Employ fewer than 50 people
- Have the potential to create additional jobs
- Have potential to export, innovate or improve.

Register at

<http://nmdbusiness.org/apply-for-support/>





Tender For Growth



Tender for Growth provides local businesses with the skills and confidence to identify, target and bid for public and private sector tendering opportunities in Northern Ireland and further afield.

How the NMD Tender for Growth Programme can help you:

- Identification of tendering opportunities in your field
- Assessment of readiness to successfully exploit these opportunities
- Support to target new tendering opportunities and maximise prospect of winning
- Opportunities to work collaboratively with other

local businesses to bid jointly for new tendered contracts

Programme Participants will receive:

- Up to 4.5 days FREE specific mentoring support
- Access to workshops and Meet the Buyer events
- Networking opportunities
- Linkages with other business support initiatives

To be eligible your business must:

- Be based in Newry, Mourne and Down District Council
- Employ less than 50 people
- Have the potential to create additional jobs
- Have potential to export, innovate or improve.

Register at

<http://nmdbusiness.org/tenderforgrowth-applyforsupport/>





Digital Growth



The Digital Growth Programme is designed to give businesses valuable advice and support from experts in the industry, between 1:1 mentoring and workshops, where they can develop their digital skills within their industry.

This programme aims to enhance digital capabilities and develop knowledge in new and existing platforms including; social media management and advertising; SEO; PPC and website optimisation; as well as delivering new customer

experiences through AR, VR and immersive technology.

Open to businesses who are:

- Based in Newry, Mourne and Down District Council and Ards and North Down Borough Council areas
- Medium, small and micro enterprises with less than 50 employees
- Businesses that are operating for more than 12 months
- Businesses that can demonstrate the ability to create jobs

Apply now:

For eligibility criteria and application form, visit

www.thedigitalgrowthprogramme.com



'Yes You Can'



'Yes You Can' programme is a three-year female enterprise programme which is a collaboration between the 11 local councils, Invest NI and programme delivery agent, Women in Business (WIB).

It is designed to inspire and motivate female entrepreneurs and offers the opportunity to participate in networking events and meet others on their entrepreneurship journey.

The Programme involves various elements, such as a

£20K Pitching Competition; Workshops; Bootcamps; and Networking opportunities.

Year 3 activities will include Next Steps; Explore It; and Sell It initiatives.

Visit the website to find out more information and how to apply

<https://www.womeninbusinessni.com/Yes-You-Can.aspx>



Exploring Enterprise Programme



Exploring Enterprise Programme (EEP) is a free programme providing an insight into starting a business or allows you to take the first steps to gaining employment.

You do not need to have a business idea to join. The programme offers mentoring and training at a pace tailored to your needs and you have the opportunity to work towards achieving a CCEA Level 1 Qualification in Understanding Business Enterprise.

You will be provided with one to one mentoring with an experienced business advisor in areas such as:

- Marketing
- Financial Planning
- Introduction to HMRC
- Job searching/assisting in writing of job applications
- CV design/development
- Searching for further education courses or other relevant training

To be eligible for this programme you must be:

- Aged 16 or over
- Legally able to reside and work in the UK
- Unemployed/inactive or working/studying less than 16 hours per week; and
- Not participating in any other government funded programme

To find your nearest Local Enterprise Agency contact 028 7776 3555.

This is an Enterprise Northern Ireland initiative which is part funded through the Northern Ireland European Social Fund Programme 2014 – 2020, the Department for the Economy and Local Enterprise Agencies





Social Enterprise Newry, Mourne and Down



Social Enterprise Newry Mourne Down (SENMD) is a programme of support helping individuals and groups explore new social enterprise ideas to help them find sustainable socially innovative solutions to social problems.

A Newry Mourne and Down District Council programme, SENMD is delivered jointly by Newry & Mourne Enterprise Agency and Down Business Centre. The programme provides a flexible and tailored menu of support to individual social entrepreneurs and community groups wishing to explore social enterprise as a sustainable model to meet a social need.

Social Enterprise Newry Mourne Down provides support to help:

- Social Innovation and Ideas development
- Market Research
- Company Setup and legal issues
- Business planning skills and financial projections
- Levering in start-up funding
- Advice on how to recruit and manage employees
- PR and marketing advice
- Leadership skills: How to communicate organisational vision
- Business growth and opportunity management
- Mentoring and Coaching

The programme will facilitate co-operation and co-production to strengthen the social enterprise network across the council district through building partnerships, group mentoring and networking events.

**Contact Stephen McClelland
on smcclelland@nmea.net
or telephone 028302 67011**



Innovate Accelerate



The **Innovate Accelerate Europe Pilot Programme** is an exciting new 12-week International Trade Readiness Programme available for small Food and Drink Businesses in the Louth, Meath and Newry, Mourne and Down District areas.

Stay ahead of your competition and potentially increase your earnings by looking at the opportunities beyond the island of Ireland. You will need to internationalise, secure new markets and acquire knowledge of better ways to do what you do.

The Innovate Accelerate Europe Pilot Programme this year will focus on small food and drink companies because they will be

among the most challenged by Brexit and Covid, they must find new ways of presenting, promoting and selling their products. There is currently no other programme of support like it available anywhere on the island of Ireland.

Benefits of joining:

- Specialist mentor
- €500 support
- Promotional video
- Training sessions
- New opportunities

For more information Newry, Mourne and Down businesses should contact Newry and Mourne Co-operative and Enterprise Agency on telephone 028302 67011





Co-Innovate



The Co-Innovate programme is a cross border research and innovation (R&I) initiative funded under the European INTERREG VA Programme. The programme aims to increase the proportion of SMEs engaged in cross-border research and innovation in the Interreg eligible region of Northern Ireland, Border Region of Ireland and Western Scotland.

The programme brings together these regions' key development agencies to deliver a programme aligned with each government's strategic priorities.

It is widely recognised that innovation is a critical driver to competitiveness and growth. A

survey carried out by InterTradeIreland across the eligible region showed that nearly 50% of SMEs are not innovation active. Each of the three jurisdictions aim to increase business expenditure on R&I and increase the number of firms innovating.

The Co-Innovate programme intends to complement and support this aim and will target SMEs in the manufacturing and tradable services sector. The new partnership has developed an integrated programme of support and will run until early 2022. There are five key strands of activity that will engage with over 1,408 SMEs providing education and capability development support tailored to their needs.

For further information see
<https://co-innovateprogramme.eu/> **or call**
028302 67011



Invest Northern Ireland



Invest Northern Ireland's role, as the Regional Economic Development Agency for Northern Ireland, is to grow the local economy by helping new and existing businesses to compete internationally and attract new high-quality investment to Northern Ireland.

In supporting business development, Invest Northern Ireland help to increase productivity and export levels and stimulate entrepreneurship and innovation through financial

support, tailored guidance and information.

Invest Northern Ireland also provide support for sectors that offer high returns for the Northern Ireland economy.

The criteria to become an INI client is:

- Reach a turnover of £250k per annum within 5 years; and
- Achieve at least 25% of sales outside of Northern Ireland

For more information on eligibility and assistance visit:

<https://www.investni.com/support-for-business>



NI Business Info



NI Business Info portal is the official online channel for business advice and guidance in Northern Ireland.

nibusinessinfo.co.uk is a free service offered by Invest Northern Ireland providing a wealth of advice to help your business compete successfully and function efficiently across a variety of areas.

It contains essential information, support and

services for you and your business - whether you work for a large organisation or are on your way to starting up.

Simple to use, up to date and practical, nibusinessinfo.co.uk is the first place to go to find guidance on regulations and to access government services. It also has a number of useful online tools, calculators, and best practice case studies; and provides access to funding options.

Support is tailored to your needs and provides access to advice, mentoring and finance.

Find out more by visiting:
<https://www.nibusinessinfo.co.uk/>



InterTradeIreland



InterTradeIreland has been helping small businesses in Ireland and Northern Ireland explore new cross-border markets, develop new products, processes and services and become investor ready over the last 20 years.

Business Development support is provided through events, webinars and programmes including:

- Sales Growth
 - Acumen
 - Elevate
 - Trade Accelerator
 - Go-2-Tender
- Innovation
 - Fusion
 - Impact
 - Horizon
- Funding
 - Seedcorn

- Brexit Advisory Service
 - Funding
 - Tariff Checker
 - Supply Chain
- Business Insights
 - All-Island Business Monitor
 - Research
 - Publications
- Covid-19
 - Emergency Business Solutions
 - E-Merge
 - Funding and Recovery Webinars
 - Innovation and Business Resilience Webinars
 - CovidBizMap
 - Emergency Business Solutions
 - Funding for the Future

**For more information
on support available
see**

<https://intertradeireland.com/>



Southern Regional College



Southern Regional College is the largest Further and Higher Education College outside of Belfast in Northern Ireland. With a total of six campuses in Armagh, Banbridge, Kilkeel, Lurgan, Newry and Portadown and covering two of the newly appointed district councils, the College offers first class education and an exciting learning environment for further and higher education.

The Business Support and Innovation Centre, within SRC help build better business by promoting and supporting Industry, Innovation and Incubation.

Innovation and Technology Specialists and Business Development Executives work with SRC and industry to bring the latest research and design from classroom to commerce while feeding business insights back into the curriculum. In this way, a workforce fit for the future is cultivated.

Supports include:

- Invest NI Innovation Voucher Scheme
- Knowledge Transfer Partnership (KTP)
- Fusion Programme
- Pre-Employment Support
- Training
- Partnership Agreements
- InnovateUS
- Skills Focus
- Digital Transformation

Find out more at

<https://www.src.ac.uk/business>



South Eastern Regional College



South Eastern Regional College, as an FE College, is a primary delivery arm for government to ensure that the NI workforce has the skills to build a successful economy.

South Eastern Regional College understand that businesses need highly skilled individuals to help innovate and grow. Businesses need to upskill existing employees and attract talented new staff as well as developing new ways of working smarter and getting the most out of budgets available.

South Eastern Regional College can help local business:

- Develop technology for business growth
- Upskill existing employees
- Develop new products, services or markets

- Innovate existing products, services or processes
- Employ the right people

Find out more about SERC's business services here: <https://www.serc.ac.uk/business-services>



Labour Relations Agency

Labour Relations agency

Labour Relations Agency provides free impartial and confidential employment relations service to those engaged in industry, commerce and the public services.

Services include the provision of advice on good employment practices and assistance with the development and implementation of employment policies and procedures.

Labour Relations Agency are also active in resolving disputes through conciliation, mediation and arbitration services.

Priority services include:

- Workplace Information service
- Early conciliation and employer-led conciliation

Other topics include:

- Starting out
- Hours and pay
- Holidays and leave
- Workplace policies
- Resolving problems
- Ending employment

For more information see
<https://www.lra.org.uk/>



Key Contacts

Local Enterprise Agencies:



Down Business Centre
Tel: 028 4461 6416
Email: business@downbc.co.uk



Newry and Mourne Co-Operative and
Enterprise Agency
Tel: 028302 67011
Email: info@nmea.net

Chambers of Commerce:



Kilkeel Chamber of Commerce
Tel: 028 4176 2525
Email: info@visitkilkeel.com



Newcastle Chamber of Commerce
Tel: 028 4372 4903



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Warrenpoint, Burren and Rostrevor Chamber of
Commerce
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