



RetailNI

Standing up for
Independent Retailers

The Retailer

The Magazine for **Retail NI**



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business rates

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Welcome

Welcome to the latest edition of the Retailer, the in-house magazine for **Retail NI**.

Despite the Assembly being in deep freeze, Retail NI continues to champion our local independent retail sector at every opportunity.

In the last year we have published our own targeted proposals to improve the existing Small Business Rates Relief Scheme to ensure our members get a much needed reduced rates bill.

We successfully led the campaign to stop plans to raise business rates by 10% and ensured that the existing Small Business Rate Relief scheme was saved.

Retail NI is working hard on behalf of its members on key policy areas such as Brexit, planning, regeneration, car-parking and energy costs. Recently we hosted a meeting for the Leader of the Labour Party Jeremy Corbyn MP and met with EU Brexit Chief Negotiator Michel Barnier.

We recently led a bigger and better than ever before Independents' Day campaign, partnering with Q Radio. We are planning to host a major town centre regeneration conference in the Autumn and to launch a manifesto for next year's local council elections.

A key date for your diary is Wednesday 5th September

2018, when we will be hosting a reception in the House of Commons, setting out our policy priorities and giving our members an opportunity to network with MPs. If you would like to attend please email lisa@retailni.com.

Retail NI is assisting our members with a range of problems, such as planning, car parking, energy bills and many more. If you are a member and need our help, please get in contact with us.

If you are not a member, get in touch with us for a full range of benefits to help grow your business.

Glyn Roberts

Retail NI
Chief Executive

glyn@retailni.com





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Retail NI Welcomes Belfast City Council Rejection of Sunday Trading Extension

Retail NI has welcomed the decision of Belfast City Council's Strategic Policy and Resources Committee to vote against proposals to extend Sunday trading hours. The Committee voted by 16-4 against extending Sunday trading - a bigger majority than last year's vote.

Retail NI repeated its call for a new broader strategy for developing the weekend economy of the city with key strategic partners.

Retail NI Chief Executive Glyn Roberts said:

"This was the right decision by Belfast City Councillors"

"If the proposed change had gone ahead it would have placed extra pressure on retail workers and would have had a damaging effect on small independent retailers (below 3000 sq. ft.) who trade on a Sunday morning"

"Local independent retailers have seen a 71% hike in their rate bills following the last rate revaluation and continue to struggle to stay in business. This proposal would have resulted in a number of local community independent retailers closing.

These are retailers who provide an invaluable community service for many elderly, disabled and people without cars"

"We now need to focus on moving forward and agree a broader strategy to grow the weekend economy of Belfast. Retail NI is committed to seeing Belfast becoming a truly global city with a competitive retail and hospitality offer to shoppers and tourists"

"Retail NI tabled proposals for a Small Shop Sunday campaign to encourage shoppers and tourists to support the city's smaller retailers on a Sunday morning between 11am-1pm. Large retailers would continue to trade from 1pm onwards"

"This proposal would offer visitors something different for a Sunday morning and could showcase Belfast's fantastic independent retailers through a dynamic social media campaign and increased animation"

"Our proposals have the support of the shop workers union USDAW and could provide tourists with something different on a Sunday morning. It does not require any changes to the existing Sunday Trading legislation and we believe it could be established in time for this summer"

"We have seen how successful campaigns such as Small Business Saturday have had a real positive impact on independent retailers and we believe our Small Shop Sunday idea would address the central issue of providing activity on a Sunday morning which is distinctive to the rest of the week"

"Small Shop Sunday could be implemented over a three month pilot, starting from July and evaluated in October"

"We have always said that just allowing large multinational retailers to open on a Sunday morning lacked imagination and that new thinking is required"

Retail NI Calls For Changes To Buncrana Road Dual Carriageway Plans



Retail NI has urged the Department for Infrastructure to ensure that its members on the Buncrana Road in Derry will continue to have unimpeded access as part of its plans for the dual carriageway on the road.

The Retail NI CEO Glyn Roberts was in Derry/Londonderry meeting with traders on the Buncrana Road along with Foyle MP Elisha McCallion to discuss the plans for the new Carriageway. Glyn also met with the CCI Chief Executive Jim Roddy and Londonderry Chamber Chief Executive, Sinead McLaughlin.

Retail NI can also announce that Buncrana Road independent retailer David Barber has joined the Retail NI Board to represent Derry/Londonderry.

Retail NI Chief Executive said Glyn Roberts said:

"Retail NI recognises the strategic importance of the new proposed Buncrana Road Dual Carriageway to the future economic growth of Derry as a whole"

"We want to see modest changes to the plans to ensure that our members who trade on the road will have full access for the shoppers visiting their stores"

"Our planning team is looking at this and will be submitting some ideas to the Department for Infrastructure in the coming weeks"

"Retail NI also restated our

full support for the Derry and Strabane City Deal and urge the NI Secretary of State to give it the green light"

"We are also very supportive of the need for a Business Improvement District (BID) for the Derry City Centre. This could be a significant game changer for the City Centre and a catalyst for much needed regeneration"

"I am also delighted that respected Derry retailer, David Barber has joined the Retail NI Board. David will have an important voice in the work we do in standing up for local retailers"



Cllr Sandra Duffy, Elisha McCallion, David Barber and Glyn Roberts at the meeting to discuss Buncrana Road.

A photograph of two men in business suits standing outdoors in front of a large, historic stone building with a prominent clock tower. The man on the left is smiling, while the man on the right has a neutral expression. The background shows the intricate architecture of the building and a clear sky.

Retail NI Meet With Jeremy Corbyn

The Chief Executives of Manufacturing NI, Retail NI and Hospitality Ulster, has hosted an economy themed round table meeting with the Leader of the Labour Party, Jeremy Corbyn MP, Shadow Brexit Secretary Sir Keir Starmer MP and Shadow Northern Ireland Secretary Tony Lloyd MP.

Retail NI Chief Executive Glyn Roberts said:

"This was a very welcome opportunity to engage with Jeremy Corbyn and his senior Shadow Cabinet colleagues on a range of issues, covering

Infrastructure Investment, City Deals for Belfast and Derry, Brexit, Skills and Training and the local political situation"

"Our three organisations will hold further meetings with Shadow Ministers to ensure that our policy priorities form part of Labour's developing agenda for government"

"At the meeting we urged the Labour Leader to publish their detailed priorities for the Northern Ireland economy if they are elected to government at the next election"

"The Labour manifesto has some positive ideas such as a £250 million National Transformation Fund for Infrastructure and greater investment in vocational

and technical skills and training "

"On Brexit we stressed to Jeremy Corbyn that there is a need to find a way which ensures no Border in Ireland or between these islands in the interest of our economy and the hundreds of thousands of people across Northern Ireland who work in our businesses"

"During our meeting we make it clear that trade between Northern Ireland and the rest of the UK must remain unfettered regardless of the Brexit agreement outcome"

"The current political limbo in Northern Ireland is nothing less than a total disgrace and we need to see new leadership, an end to the blame game and new talks beginning immediately"

Lord Mayor and Retail NI launch annual Independents' Day campaign

The newly appointed Lord Mayor of Belfast has backed Retail NI's annual campaign to engage the public with their local independent retailers during a launch event in Belfast city centre.

Retail NI, the only business organisation representing the retail and wholesale sector here took the launch of the 2018 Independents' Day campaign to new heights at Babel Belfast, the rooftop of the locally owned Bullitt Hotel, where on her second day in office the Lord Mayor of Belfast, Councillor Deirdre Hargey pledged her support for the campaign.

"On behalf of Belfast City Council, I am delighted to support Independents' Day, which celebrates and recognises the huge contribution that the independent retail sector makes to the city of Belfast, and to the entire local economy, in providing investment and employment while supporting local producers and the supply chain."

Indeed, during his welcome speech, CEO of Retail NI Glyn Roberts pointed out that for every £1 spent on our local stores, suppliers and high streets,

70 pence remains in our local economy.

Glyn commented; "To complement this year's campaign, we have carried out extensive consumer research in towns across Northern Ireland, and the results show that consumers want to shop local and keep their hard-earned money within our economy."

"What is completely unique about Independents' Day is our work to extend our message beyond our members and keep provenance at the forefront of our consumers' decision making, continuing to support farmers, producers and town centres."

The Lord Mayor also added to the benefits of not losing our local independent stores saying they help us with our unique identity; "Independents offer that little bit extra and give our city uniqueness, making it more attractive to local shoppers and tourists alike. It is vital that we do all we can to drive home the 'shop local' message to consumers. Independent retailers really do need our support to ensure they can continue to serve our communities and to sustain the very fabric and vibrancy of our local high streets.

"I also hope Independents' Day

encourages new entrepreneurs to come forward, open up new small businesses and lead the charge in regenerating our city."

The research carried out by Perceptive Insight and commissioned by Retail NI in May 2018 revealed that 59% of shoppers mainly visit their local town centres for their food





Lord Mayor of Belfast drives home “shop local” message to consumers as annual Independents’ Day campaign launches

shopping, and 84% basket shop in smaller, independent stores between one and three times per week.

Independents’ Day took place on Wednesday 04 July with various activities throughout the province. Partners to the initiative include Heathrow Airport, Q Radio and Translink who will be running

attractive bus and rail services throughout the summer to ensure shopping and visiting our local town centres is even easier.

Chris Conway, Translink Group Chief Executive said; “We’re encouraging shoppers to use public transport on Independents Day and enjoy a range of summer discount bus

and train tickets for great value and convenient journeys right across Northern Ireland. Local independent retailers play a vital role in the community and in supporting our economy so we’re encouraging our passengers to buy local and enjoy that more ‘personal touch’ during their shopping experience.”

Parking issues concern Lisburn Retail NI Members

Lisburn Chamber of Commerce recently met with Retail NI member, Greens of Lisburn to discuss recent problems regarding the issuing of parking tickets to customers arriving by car at the rear of the Bow Street business. Lagan Valley MP, Sir Jeffrey Donaldson also attended the meeting.

independence. It is upsetting to discover that a number of our customers have received parking tickets while waiting in the queue to enter our customer carpark. In addition, our delivery drivers have also been advised

out-of-town supermarkets, which have free car parking and no traffic attendants. We want to see sensible and fair enforcement of car parking and an end to this current excessive strategy. A few weeks ago we raised

"It is upsetting to discover that a number of our customers have received parking tickets while waiting in the queue to enter our customer carpark..."

Long time Retail NI member Kenny Bradley highlighted the issuing of tickets by traffic wardens to vehicles waiting to enter the supermarket's own carpark at the rear of their premises.

Mr Bradley commented, "For decades customers of Greens of Lisburn have taken advantage of the limited parking in our own free car parks. We appreciate that this is a very busy area and we provide staff members from Greens to manage vehicles entering and leaving our car parks and also to ensure that those waiting to park do so in a safe and unobtrusive manner"

"Our customer base has a large percentage of elderly and disabled customers for whom parking in close proximity to our entrance is a major benefit to them retaining their

by traffic wardens that they must unload their vans and lorries in ten minutes or less, otherwise they will receive a parking ticket. This is not practical and is a clear health and safety risk.

Lisburn Chamber President, Evan Morton, stated "Lisburn Chamber is disturbed to hear that customers of Greens are receiving parking tickets and this is having a detrimental impact on our member's business on a daily basis. I would urge discussions to encourage a common-sense policy on these parking issues."

Retail NI Chief Executive Glyn Roberts commented, "Retail NI has consistently hit out at this over-zealous fining policy and the negative message it sends out to shoppers who use their cars to travel to Lisburn and other city centres. The only winners from this are the large

this issue with the Department for Infrastructure's Permanent Secretary urging a review of their car parking enforcement policy".

Sir Jeffrey Donaldson, MP has now called for an urgent meeting with Roads Service to discuss the matters raised by Greens and Lisburn and Castlereagh Council will also be invited to attend to discuss parking issues in the city centre.

Mr Donaldson commented, "Parking is really now the number one issue influencing trade in Lisburn city centre and I am alarmed to hear that a long established business like Greens is having such difficulties. I will be arranging a meeting at the earliest possible opportunity with the relevant parties for discussions to try and rectify matters. We must all work together to help businesses and not make trading difficult."



Glyn Roberts with Retail Excellence Ireland CEO Lorraine Higgins and Declan Breathnach TD at the Retailers Against Smuggling lunch

Border retailers concerned about Brexit impact on smuggling

Border Retailers 70% more concerned about impact Brexit will have on smuggling and the border, compared to last year's annual survey

Retailers Against Smuggling (RAS) and Retail NI launched their second annual survey at the second high-level roundtable discussion in Belfast to tackle Brexit, the Border & the Black Market. Members of the Irish Government, An Garda Síochána, the PSNI and HMRC will meet to discuss the issues that retailers on both sides of the border will face in the coming months and years.

The cross-border survey conducted by RAS and Retail NI

has revealed that since last year border retailers in both Ireland and Northern Ireland are almost 70% more concerned about the impact Brexit will have on smuggling and the sale of illicit goods in their communities. Responses from retailers in the counties of Donegal, Cavan, Monaghan, Sligo and Louth were recorded, along with retailers across Northern Ireland. The survey results demonstrate the fact that the growing issue of smuggling over the border must remain a priority during all Brexit negotiations.

The survey found that 3/5 retailers in Northern Ireland have noticed an increase in the trade of smuggled products in the past year, while 90% of border retailers in Ireland believe the

trade of smuggled products impacts their profits by 5-10%. 43% of retailers on the North side of the border estimate this same impact to be 10-20% of their turnover.

RAS spokesperson and Dublin based retailer Benny Gilsenan said "It's not just the loss of revenue from missing out on the sale of a packet of cigarettes or bottle of wine. Retailers find that when a customer doesn't buy these in their shop, they're not buying their pint of milk, they're not buying their sliced pan with us either. It has a huge knock on effect on small businesses, and this is seen on both sides of the border".

CEO of Retail Excellence Ireland Lorraine Higgins said "Greater consideration needs to be given

to the challenges retailers are facing, and how Brexit will only exacerbate those difficulties. Rising excise tax has proven to be an ineffective way of dealing with the problem, we need to see the Sale of Illicit Goods Bill introduced so that progress can finally be made."

CEO of Retail NI Glyn Roberts said "It has become strikingly clear that more resources need to be made available to tackling

the issue of smuggling in Ireland. Government needs to listen to retailers and provide the necessary supports." A key driving force for the illicit trading of tobacco and alcohol is the continuously increasing level of excise duty on products.

The survey also revealed a shocking lack of trust in the resources made available to the authorities by Government with only 1/5 retailers of the belief that

the PSNI and An Garda Síochána have the resources they need to deal with smuggling and illicit trade in their area both north and south of the border. Only 1/5 border retailers believe that the authorities have adequate resources. Of the Northern Irish border retailers who have never reported trade in illicit goods in the past, 63% said they would not report illicit trading because they believed it would make little difference.

Findings from Retailers Against Smuggling and **Retail NI** 2018 Border Retailer Survey:

Republic of Ireland border retailers:

90% of border retailers believe the trade of smuggled products impacts their profits by 5-10%.

4/5 border retailers do not believe that An Garda Síochána and PSNI have adequate resources to deal with smuggling and illicit trade in their area.

Since last year, retailers are 63% more concerned about the impact Brexit will have on smuggling and the sale of illicit goods in their communities

4/5 border retailers believe An Garda Síochána, PSNI, Revenue and HMRC need to communicate better with retailers on how they can report suspected illicit trading

42% of retailers don't know how to report suspected illicit trading.

Since the introduction of a 30-gram minimum of roll-your-own tobacco in May 2017, 3/5 border retailers have noticed an increase in its illicit trade.

Northern Ireland border retailers:

On average, border retailers believe the trade of smuggled goods impacts their profits by 15%.

4/5 border retailers do not believe that PSNI have adequate resources to deal with smuggling and illicit trade in their area.

Almost 70% of retailers are more concerned than last year about the impact Brexit will have on smuggling and the sale of illicit goods in their communities.

7/10 border retailers believe PSNI and HMRC need to communicate better with retailers on how they can report illicit trading.

Over 20% of retailers don't know how to report suspected illicit trading.

60% of border retailers have noticed an increase in the trade of smuggled products in the past year.

Retail NI Welcomes Great British High Street Survey

Independent retailers in Northern Ireland optimistic about the future of the Great British high street – and nine in ten shoppers would miss their high street if it was no longer there

- Six in ten (60%) Northern Irish retailers are optimistic about the future of their local high street
- The majority (89%) of consumers in Northern Ireland believe that the high street is 'about people'
- Nine in ten (90.8%) Northern Irish shoppers would miss the high street if it was no longer there
- Research coincides with launch of the government-backed Great British High Street Awards 2018, sponsored by Visa, to find the nation's leading high streets

Six in ten independent high street retailers in Northern Ireland are optimistic about the future of their local high street – and nine in ten shoppers would miss their local high street if it was no longer there.

This is according to new research commissioned to launch the Government-run Great British High Street Awards 2018, sponsored by Visa. The research reveals that despite recent negative economic forecasts and high-profile retail chain closures:

- 60% of independent Northern Irish retailers describe themselves as 'optimistic' about

the future of their local high street;

- Four in ten (40%) predict they'll see more bars, restaurants and coffee shops appearing on their high street over the next five years;
- Half (50%) say their high street is improving.

The findings also show that building relationships with customers (80%) is what Northern Irish retailers enjoy most about running their business.

Communities Secretary Rt Hon. James Brokenshire MP said at the launch: "The Great British High Street Awards acknowledge in a very important way how high streets are so vital to our nation. High streets are crucial in creating jobs, nurturing small businesses and driving local and regional economies. We want to celebrate the best

"The results of this survey very much mirror a recent survey commissioned by Retail NI as part of our Independents' Day campaign which showed that the biggest deciding factor for visiting an independent store was to support local businesses (62%) as well as better customer service (32%) and the convenience of local shops (36%)"

"Our members are showing a new sense of confidence, but not complacency, that retail trends are moving in the right direction" "This survey also shows that while local shoppers value local independent retailers, much more work needs to be done to improve and enhance town centres and high streets" "The iron rule of retail is that change is the only constant"

Suzan Kereere, Head of Merchant Services, Europe, Visa, added: "Visa is very proud to be

"High streets are crucial in creating jobs, nurturing small businesses and driving local and regional economies."

examples of high streets, as well as those individual businessmen and women playing a leading role. "The Government is doing everything in our power to ensure high streets continue to thrive."

Retail NI Chief Executive Glyn Roberts said:

supporting the Great British High Street Awards at a time when the nation's high streets are transforming as both technology and consumer behaviour evolve, with consumers looking for a range of different experiences on their high streets. Businesses and communities have shown themselves to be highly



adaptable, resilient and creative in meeting these demands.

"Visa is committed to finding innovative ways to support merchants and consumers and helping communities and economies to thrive. High street merchants help to establish and preserve bonds within communities that are as valuable as the economic benefits they generate."

But the view from shoppers in Northern Ireland is less positive,

with two thirds (66.7%) describing their high street as 'staying the same' or 'getting worse' and 22.2% claiming there aren't enough shops and services on it to meet their needs.

And two thirds (66.7%) say they feel 'neutral' or 'not very optimistic' about the future of their high street – despite more than three quarters of Northern Irish consumers (75.9%) visiting their local high street at least once a week, with almost one in 10 (9.3%) visiting every day.

However, nine in ten (90.8%) of people across Northern Ireland would miss their local high street if it no longer existed – and a similar number (88.9%) believe it is the people they meet there, in terms of both shoppers and retailers, that make it what it is.

Asked what would encourage Northern Irish shoppers to visit their high street more, over six in ten (61.1%) said more shops, almost half (48.1%) said better parking or public transport facilities and a third (33.3%) said extended opening hours.



- Independent retailers are more likely to consider the presence of national chains as a **positive** factor, with around half (49.3%) saying it attracts shoppers to the area, compared to just a quarter (26%) who claim they lose business to larger retailers offering cheaper products and services;
- A fifth of shoppers (21.3%) claim there aren't enough shops and services to suit their needs and nearly two thirds (63%) say they feel 'neutral' or 'not very optimistic' about the future of their local high street
- But, 81% of people across the UK would miss their local high street if it no longer existed;
- Wales is the place most likely to see a big rise in high street coffee shops over the next five years, according to local independent traders, while Scotland will most likely see high street shops converted into housing or office space over the same period.

Scotland, Wales and – for the first time – Northern Ireland, across two categories: the Champion and Rising Star awards. An overall winner will also be named.

It was announced at the launch that author and TV presenter Simon Reeve will be a judge for the Great British High Street Awards 2018.

Mr Reeve said: "I've spent the last 16 years travelling around the world and investigating what is happening in other countries, so I'm really looking forward to being a bit closer to home and meeting the unsung heroes helping the nation's high streets to thrive."

In 2016, Blackburn in Lancashire was crowned the Great British High Street winner thanks to the determination of the community and local businesses that worked in partnership to drive improvements and overcome

For more information about the Great British High Street Awards 2018 and to enter, visit: www.thegreatbritishhighstreet.co.uk

Across the UK, the Great British High Street Awards 2018 research also reveals:

- More than half (53%) of the nation's independent high street retailers are optimistic about the future of their local high street;
- Almost eight in ten (78%) independent high street retailers say building relationships with customers and being a part of a community is what they love the most about running their high street business;

The Great British High Street Awards 2018, which are being run by the Ministry of Housing, Communities & Local Government, sponsored by Visa and backed by other partners, is recognising and celebrating local achievements on our high streets and supporting the communities in which we live and work.

The initiative also includes a competition to find the nation's best high streets, with winners being named in England,

the challenges their high street was facing.

This year, winners of the Champion award, celebrating the UK's best high streets, will be named in England, Scotland, Wales and Northern Ireland, with an overall national winner also selected. Four Rising Star High Streets – high streets that are taking the lead and working to adapt and diversify – will also be named. Shortlisted entries will be announced in September 2018.

Retail NI Reaction To NI Budget

Commenting on the recent NI Budget unveiled by the Secretary of State,

Retail NI Chief Executive Glyn Roberts said:

"Retail NI is pleased that the NIO has listened to our concerns regarding this budget and not imposed the 10% hike in business rates and ended the Small Business Rate Relief which was included in the Budget Options Paper"

"If both of these had have been included in this Budget, we would have seen members, who struggle to pay their existing rates bill, closing their businesses"

"Additionally, we will be seeking clarification that proposals to increase car-parking charges are also dropped"

"We welcome the extra funding for Infrastructure and hope major projects such as York Street, A5, A6 and others, are able to move forward"

"By no means is this the best way to set a Budget"

"We need to see local, accountable and elected Ministers making the key decisions. Northern Ireland deserves more than 'care and maintenance' administration and emergency budgets"

"We would urge the local political parties to get back to the talks table and hammer out an agreement"

Retail NI Comments On Rates Revaluation 2020

Land & Property Services (LPS), part of the Department of Finance, is contacting business ratepayers to collect rental data for the non-domestic rates revaluation – Reval2020.

Business ratepayers and their advisors in Northern Ireland are obliged to provide rental evidence to LPS with a view to preparing a new Valuation List for use from April 2020.

Letters explaining how ratepayers can submit information are being sent to occupiers of commercial premises. Most ratepayers will be able to submit their details online. LPS will use this information to analyse and interpret the current market and assess the rental value of each and every rateable property, which then will be used to calculate individual business rate bills from 1 April 2020.

Retail NI Chief Executive Glyn Roberts said: "Getting a better deal in regard to Business Rates is our top priority"

"71% of Retail NI members had an increase in their rate bills following the last revaluation in 2015. This cannot be repeated in 2020"

"In 2015, Retail NI had major concerns with the process and transparency of the valuation of our many of our members' stores which has to be avoided in the 2020 Revaluation"

"It is welcome that we now have greater transparency with the valuation process and we will be closely working with the LPS to monitor it as we approach 2020"

"It is important that our members and the wider business community submit the correct and up to date information to the LPS to ensure the right valuation is made"

Retail NI Meets Barnier

The Chief Executives of Manufacturing NI, Retail NI and Hospitality Ulster, met the EU Brexit Chief Negotiator Michel Barnier in Newry recently.

In a joint statement Stephen Kelly, Glyn Roberts and Colin Neill said:

"We greatly welcome this opportunity to meet with Michel Barnier to discuss the concerns of our three sectors"

"We've met with politicians from the UK and across the EU and with NI and UK Officials involved in the negotiations but today was the first chance for Michel Barnier and his team to hear directly from Northern Ireland

businesses about what Brexit will mean to our industries and firms. "We stressed to Mr Barnier that there is a need to find a way which ensures no Border in Ireland or between these islands in the interest of our economy and the hundreds of thousands of people across Northern Ireland who work in our businesses"

the UK must remain unfettered regardless of the Brexit agreement outcome"

"Our three groups will be seeking further meetings in London, Dublin and Brussels to ensure our respective members voice is heard during these negotiations"

"During our meeting we make it clear that trade between Northern Ireland and the rest of the UK must remain unfettered regardless of the Brexit agreement outcome"

"During our meeting we make it clear that trade between Northern Ireland and the rest of





Robert G Sinclair & Co., Solicitors was formed as a family practice in 1983. Robert G Sinclair & Co has now developed into one of the most successful and vibrant law firms in Belfast & Northern Ireland.

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Retail NI Launches Alternative Programme for Government



Retail NI has launched a new Programme for Government, Creating a Northern Ireland Economic Powerhouse and a survey which uncovers that 91% of independent retail businesses saw their costs rise in the last year.

A comprehensive survey undertaken as part of the 'Creating a Northern Ireland Economic Powerhouse' report highlighted:

75% of retailers will reduce the level of investment in their businesses as they try and offset costs they have no control over;

71% saw their rates increase in the last year, with many citing the lack of clarity and reasoning behind the increase, and the deficiency of services received in return for paying rates;

81% of those surveyed believed that the overall level of regulation in Northern Ireland is an obstacle to business success.

Retail NI has warned that we face the most dramatic changes in the political and economic landscape in decades and we must ensure that real leadership is shown locally with the formation of an Assembly and Executive immediately.

Glyn Roberts Chief Executive of Retail NI said:

"In our Programme for Government, Creating a Northern Ireland Economic Powerhouse, we included the results of a comprehensive survey of our members. It told us that 71% of our members' rates bill increased after the recent revaluation.

"The perfect storm of cost issues including business rates increases, National Living Wage and auto enrolment pensions is resulting in 67% of them reducing staff hours, 51% reducing staff numbers and 26% postponing or cancelling investment plans.

"A staggering 79% of members tell us that compliance with excessive regulation is the biggest challenge to their business. This is a major wake up call to political leaders in Stormont and Westminster that things have to change.

"Retail NI's immediate priority is to ensure the implementation of the new rates relief scheme we jointly produced with Hospitality Ulster, which adopts a targeted approach for the independent retail and hospitality sectors

"Our joint rates plan has the support of thirty business organisations representing retail, hospitality, manufacturing, food and pharmacy. In addition, Chambers of Commerce from right across Northern Ireland have also pledged their support for the scheme"



Hospitality Ulster and Retail NI Host NI Economy Reception at Westminster

Hospitality Ulster and Retail NI has hosted a Northern Ireland Economy-themed reception at Westminster, which was addressed by the Shadow Secretary of State for Northern Ireland, Owen Smith MP and attended by over fifty MPs, Lords and business leaders from Northern Ireland.

Both organisations urged MPs and Peers to support the creation of an enabling taxation and regulatory environment to stimulate growth in the Northern Ireland economy. Calling for them to back the City Deals for Belfast and Derry/Londonderry and both cities' bids for the title of European City of Culture.

The Chief Executives of Hospitality Ulster and Retail NI Colin Neil and Glyn Roberts said:

"This reception is all about selling and promoting Northern Ireland plc. and despite the political situation, the fantastic potential of our economy"

"Both our organisations represent two of Northern Ireland's largest

sectors and we have a shared aim of making Northern Ireland the very best place in these islands to locate and start a business and to shop and socialise"

"We want to see radical changes to Business Rates, investment in our infrastructure, particularly in our rural towns, and world class skills and training to secure the future of our economy"

"Our preference will always be for local devolved Ministers to take these key decisions and we repeat our call for the local political parties to secure agreement and restore the Executive"

"We also need to change the conversation on Brexit - instead of focusing on the problems let's focus on the solutions that will stimulate economic growth in Northern Ireland. A hard border on the island of Ireland, or one across the Irish Sea needs to be avoided"

"Retail NI and Hospitality Ulster are strong supporters for Belfast and Derry to get City Deals and to secure the title of European City of Culture. To secure both of these would be a game changer, not just for our two main cities, but also potentially for our wider NI economy"

"Previous experience shows that securing the European Capital of Culture title can act as a catalyst to supporting the social, cultural, economic and physical regeneration of the wider region"

"City Deals for our two main cities is an opportunity to develop longer term spending





Glyn with former Shadow NI Secretary Owen Smith MP, DUP Deputy Nigel Dodds MP and Colin Neill

and delivery plans which share local, regional and government resources in an innovative way to maximise economic and social impact. It would form a key part in ensuring the region develops economic resilience to face the current and future challenges and opportunities, including Brexit.

On Wednesday 5th September, Retail NI will be hosting a reception in the House of Commons, setting out our policy priorities and giving our members an opportunity to engage with MPs. If you would like to attend, please get in touch with Lisa at lisa@retailni.com.

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*8 out of 10
business
switchers save
money with
Danske Bank*



Danske Bank

Making more possible

Source: Based on a survey we conducted on our Business Banking customers who switched in the last 24 months up to August 2017. 83% of the customers who responded to the survey stated they saved money. Current Account Switch Service applies to businesses whose annual turnover does not exceed £6.5 million.

COM4031

Reval2020

Revaluating properties for
business rates

Submit your evidence now for Business Rates Revaluation, Reval2020

Land & Property Services (LPS), is contacting business ratepayers to collect rental data for the non-domestic rates revaluation - Reval2020.

You will have received a letter with a PIN enclosed to complete an online questionnaire.

What should I do next?

Business ratepayers must provide rental evidence to LPS with a view to preparing a new Valuation List for use from April 2020. LPS will use the submitted information to assess the rental value of every rateable property, to calculate individual business rate bills from the 1st April 2020.

Will this affect my rates relief?

The revaluation will not impact any existing reliefs available. Information on available reliefs is available at:

www.nibusinessinfo.co.uk/content/help-available-business-rates

Where can I find out more information?

You can find out more on our website **www.finance-ni.gov.uk/reval-2020-ni**

Help with filling in the online questionnaire is available by calling **0300 200 7801**.

Reval2020 is not an exercise in raising more money for public services. Regular revaluations maintain rating system fairness ensuring business rates reflect property market changes over the past 5 years.

All the information gathered is subject to the Data Protection Act and General Data Protection Regulations legislation.



Land & Property Services
Seirbhísí Talún & Maoine



Department of
Finance
An Roinn
Airgeadais
www.finance-ni.gov.uk

Thirty Business Groups Back Retail NI Rates Discount Scheme

Thirty Business Organisations representing Retail, Hospitality, Manufacturing, Food and Pharmacy have all supported the targeted approach to Business Rate Relief for the independent retail and hospitality sectors as outlined by Retail NI, Hospitality Ulster and the Department for Finance.

highest amount ever, and is around two and a half times the previous relief available. This is significant and we urge cross party backing for this business-critical plan."

Centre for Economic Policy (now UUEPC) made a key recommendation that the Small Business Rate Relief Scheme should be a more targeted scheme, focused on encouraging economic

"We believe this plan is good for town and city centre regeneration, revitalising our villages and rural infrastructure and for growing our tourism potential."

In addition, Chambers of Commerce from right across Northern Ireland have also pledged their support for the scheme. The coalition of business organisations has written directly to the leaders of the local parties seeking their support for the Rates Plan in their Programme for Government discussions after the Assembly Election.

In a joint statement, the Business Organisations and Chambers of Commerce said:

"We fully support the proposals for a new targeted Rate Relief scheme for Retail and Hospitality for £25k NAV (Net Annual Value) and below for qualifying businesses"

"This new scheme of over £22million of rate relief is the

"These proposals are not just supporting the growth in retail and hospitality, but also given the independent retail and hospitality sectors' commitment to sourcing local produce, they are a real boost for the local supply chain and for the agri-food sector among others.

"Not only will this rate relief scheme be beneficial for many existing independent retail and hospitality businesses, it will potentially assist new start businesses in our sectors with a substantial rate reduction, helping reduce their start-up costs. Businesses will have the confidence to reinvest the money that they will save on hiring new staff, further skills training and planning for the future."

'In 2014 the Northern Ireland

growth. The Rates Plan does just that with the emphasis on promoting investment and growth in two key sectors, Retail and Hospitality, which make a vital contribution to the Northern Ireland economy'.

Commentating on wide support from the Business Organisations, the Chief Executives of Hospitality Ulster and Retail NI, Colin Neill and Glyn Roberts said:

"We are delighted with the wide support for our Rates Plan from right across the wider business community. It is absolutely vital that the parties commit to implementing this plan in their Programme for Government discussions when the Assembly resumes"



Retail NI urges businesses to Save Your Community Pharmacy

Retail NI urges businesses to back campaign to Save Your Community Pharmacy before many could be forced to shut

Retail NI, the membership organisation which represents thousands of independent retail traders in Northern Ireland, has backed the campaign to save local community pharmacies, which are under attack due to a lack of financial support from the Department of Health.

Chief Executive of Retail NI, Glyn Roberts, has urged everyone in the business community to sign the Community Pharmacy NI petition to address the worrying fact that local pharmacists are dispensing at a loss and require an emergency package to plug a £20 million funding gap –

before many pharmacies are forced to shut.

Like any other business, community pharmacists have similar financial pressures such as rates, rent, staff wages, taxes and general upkeep. This coupled with the rising incidence of violent crime on local chemists, medicine shortages, rising demand and a deepening workforce crisis, means that there are a plethora of issues they are faced with.

Glyn Roberts, Chief Executive of Retail NI said:

"Community Pharmacy is a great example of a sector which has been firmly rooted for decades in the towns and villages across Northern Ireland. They are normally anchor tenants and play a vital role in the vibrancy of many areas."

"It is the most accessible part of the health service and could be regarded as the heartbeat of the high street. But due to underfunding by the Department of Health, it is currently under attack which means that some pharmacies could close, and close soon. We simply can't let that happen."

"We cannot afford more vacant units on the high street, especially those of the local pharmacist who provides much needed healthcare in a community setting. In fact, community pharmacy has an extremely important role in driving footfall for other forms of retail and services and should not be overlooked in the other parts that they play – socially and economically."

"We have recently joined the campaign to 'Save Your Pharmacy' and call on everyone to add their name to the fight and sign their petition at Change.org by going to www.change.org/p/departement-of-health-northern-ireland-save-the-northern-ireland-community-pharmacy-network"

Gerard Greene, Chief Executive, Community Pharmacy NI said today:

"We welcome the support from Retail NI and the boost it has given our campaign. We fully commend Glyn and his team in understanding just how important community pharmacy is to the high street, the wider retail offering, and the front-line healthcare that it provide to tens of thousands of people every day across Northern Ireland."

"This is an extremely difficult period for community pharmacy. We are now coming to critical point when some pharmacists are being forced to make tough decisions which may force them to close causing hundreds of job losses across Northern Ireland and a hugely negative impact on patients and customers. We urge as many in the business community to support our campaign and sign the petition before it is too late."

Retail NI Support for Proposed North-West Transport Hub

Retail NI has voiced support for proposals submitted by Translink for a North-West Multi-Modal Transport Hub in Derry-Londonderry.

Located at the old listed Waterside Station on the city's Duke Street, the proposed facility is an ambitious project intended to transform all forms of travel in the city and beyond; it represents an investment of £27m, including time-bound EU funding, and will include retail and community space, a new park and ride site, a sustainable travel centre and an extension to the greenway to connect the new facility to the city centre via the Peace Bridge.

Glyn Roberts, Chief Executive of Retail NI, said:

"As a key investment in the North West region, and specifically they city of Derry-Londonderry, I fully support Translink's proposed North West Transport Hub proposals. There is growing evidence to support the assertion that travel hubs are supplanting out-of-town retail parks, in-town shopping malls and shopping parades as the most favoured location for new retail stores. Whilst the proposed retail within the hub are themselves a welcome boost and a benefit to the Waterside area, the positive impact of the multi-modal proposals on the city and wider region is of primary significance.

"By bringing together a range of transport modes, such as car, bus, rail and walking and cycling, the Hub will make it as easy as possible for people to visit and shop in the city. For the first time, these shoppers will

have an easy link between local city bus services and onward travel, including cross-border rail and bus services. Building on the success of the hourly Belfast train service, this could be transformative in developing Derry-Londonderry's reputation as a retail destination in the North-West and encouraging cross-border visitors and shoppers from elsewhere in Northern Ireland in seeking out what the city has to offer retail, leisure and hospitality.

"I fully support this ambitious project and the benefits it will bring to local traders in the city."





Retail NI Expresses Concern Over Plastic Bottle Return Scheme

Retail NI has expressed concerns about the impact that deposit return schemes would have on its members and overall recycling rates following the announcement from the Department of Environment, Food and Rural Affairs Minister Michael Gove on a consultation for such a scheme.

While the Minister's announcement is for England,

it is likely that the consultation could be extended to Northern Ireland.

Retail NI Chief Executive Glyn Roberts said:

"The UK government is rightly considering ways to increase recycling rates and reduce the amount of litter on our streets, but we do not believe the introduction of a deposit return scheme that forces retailers to take back bottles and cans is the right answer. The Deposit Return Scheme will have a significant negative impact on our members

who do not have the space in store to install expensive reverse vending machines, and for those who would have to collect the bottles manually, this would cause significant queues and potential flashpoints in store"

"Retail NI members have a strong environmental track record in administering the Carrier Bag levy, sourcing local food which cuts down on food miles and investing in green technology in their stores"

"We would urge the Government to think of the impact this would have on small independent retailers who contribute a huge amount to our local economy and encourage them to continue looking at more effective ways to tackle the problem of plastic recycling."

A survey of 1,210 UK independent retailers in the UK found that 71% thought a deposit return scheme would be impractical to implement due to the space that it would require in their stores. Populus polling of 2,000 consumers in the UK found that 70% would prefer to use kerbside household recycling facilities over a deposit return system for bottles and cans. The survey also found that the top three reasons given for why consumers would increase their recycling rate were:

- If more packaging was recyclable (37%)
- If packaging was more clearly labelled as recyclable (35%) and
- If household recycling collections took a greater range of recyclable goods (29%)

In comparison, only 9% of consumers in Populus' polling said that they would recycle more if a deposit return scheme was introduced.

scamwiseNI

PARTNERSHIP



Scamwise:

If you can spot a scam,
you can stop a scam



I marked twenty years as a police officer in July. It's a personal milestone and a time to reflect on a career which has brought challenges and rewards in equal measure.

Twenty years ago my professional challenges were catching shoplifters and burglars and avoiding being punched by an angry drunk.

In the past twenty years much has remained the same in policing - we still have angry drunks to deal with, burglars and shoplifters but equally much has changed.

Possibly the biggest change, is that much crime is now "hidden". It doesn't take place on the streets or in public. It takes place on line, via phones or the mail, and in ways none of us could have imagined.

As a police officer I became particularly concerned about

scams two years ago. I had a dawning realisation that the numbers of scams was increasing, the scammers were agile and clever and they saw the older and more vulnerable in our community as easy prey.

The outworking of that concern was the establishment of Scamwise NI Partnership, which brought together a range of organisations that were equally concerned about the insidious impacts of scams on those in our society we have a duty of care for.

The Partnership has grown since and there is a real sense of a collective responsibility to deal with this sort of crime. The Partnership includes Government Departments,

statutory bodies, the Third Sector, Banks, and Credit Unions and other commercial bodies, including Retail NI. Our latest member is the Royal Mail. Law enforcement faces a number of difficulties in dealing with scams. Many scams, particularly the mail, email and on line scams, are being masterminded from abroad and the scammers hide behind the protection of sophisticated technology.

Another challenge Law Enforcement faces is the inventiveness of scammers; they continually find new ways to take money from people and sometimes very significant and life-changing amounts.

One of the more prevalent scams recently has been an 'HRMC' scam. Members of the public are telephoned or emailed and advised they owe money to Revenue and Customs.

They are advised the debt should be paid by iTunes vouchers. PSNI has recorded in excess of 750 reports of this type

of these types of scams. In many cases those targeted did the right thing, they put the phone down or they deleted the email. Others were not so lucky. In one case an 82 year old woman brought £2,000 of vouchers in a supermarket, and sent the codes to the scammers. That money will not be recovered. The scam is simple. It can be effective and lucrative.

We are seeking to establish a partnership with the Trade Associations/Bodies to address this with the intention of eliminating it. The proposal is to develop a small training package for the Associations to deliver and share with members for frontline retail staff.

The desired result is for retail staff to better recognise suspicious purchases of vouchers, where large quantities of vouchers are requested and or the person may be acting under duress. Some questions/probes may be developed to assist in better understanding if the purchase is linked to a scam.

Undoubtedly scams and scammers can be dealt with in a number of different ways. One of the most powerful responses to scams is awareness; awareness of scams and the practical steps that can be taken to avoid becoming a victim.

The strapline of the ScamwiseNI campaign is "if you can spot a scam you can stop a scam". The Partnership has worked hard to create this awareness among our community. Details of our campaign can be found on the nidirect.gov.uk/scamwiseni website.

We have also recently launched a Facebook page: Scamwiseni. Please visit the site, and follow the page but also take responsibility to spread the word "If you can spot a scam, you can stop a scam".

You can visit nidirect.gov.uk/scamwiseni or @scamwiseni Facebook page

If you can
spot a scam,
you can
stop a scam

Use the scam test

Seems too good to be true

Contacted out of the blue

Asked for personal details

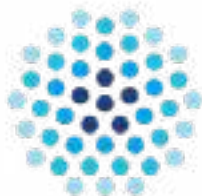
Money is requested

for help and information, or to report a scam visit
nidirect.gov.uk/scamwiseni

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Arcadia Delicatessen celebrates 85 years in business on Belfast's Lisburn Road.



2018 sees the Arcadia Delicatessen realise a significant milestone as the third generation family business celebrates 85 years of trading from the same unit on Belfast's Lisburn road. It is the oldest retail business still in existence on the popular South Belfast shopping street.

Over that time, The Arcadia has morphed from local bakery into the award winning cornucopia of delights it is today. Ellen Brown took the shop beyond the war years and it was her son, William, who began to add such exotics as French Brie and Greek olives to the selection reacting to the

requests of his clientele returning from holidays on the continent in the 70s and 80s wanting to relive those summer holiday memories.

Over the 85 years there have been many interesting stories to tell and famous customers across the threshold including a cross section of journalists and politicians, which often makes the Saturday queue a very interesting place!

William, who still works in the shop, handed the reigns to his son, Mark and wife Laura ten years ago and they have further developed the business to compete in today's challenging food retail environment.

In recent years, a burgeoning local food scene and a

newfound pride in the quality of local products on offer has seen Mark Brown become an ambassador for local products, providing many artisan producers with their first retail shelf space beyond market stalls.

'I am proud to continue the business which my grandmother worked hard to establish in South Belfast. Times have changed and we've had to move with them but I hope we still stay true to the original values of a high quality food offering and great customer service' Mark Brown

The Arcadia has managed to hold onto its old fashioned customer service whilst providing a 21st century offering incorporating a successful gift hamper website and added value channels such as their popular bespoke cheese wedding cake service. With this continued attention to the ever-changing retail environment, it is hoped Arcadia will be around for a long time to come.

For further information, contact:
Laura Graham-Brown
 T: 028 9038 1779
 E: laura@arcadiadeli.co.uk



Friends of the Cancer Centre - The heart of local cancer care

Every day, over 1,000 people from across Northern Ireland will make the nervous journey to the Cancer Centre in Belfast for treatment. It can be a worrying time, but Friends of the Cancer Centre is here to support them every step of the way.

Based at the heart of the Cancer Centre at Belfast City hospital, Friends of the Cancer Centre is one of Northern Ireland's leading cancer charities working to support local people affected by cancer. For over 30 years the charity's life-saving and life-changing work has been making a difference to thousands of lives through its work in patient care, patient comfort and research.

Patient care highlights Friends of the Cancer Centre's commitment to funding additional medical staff and equipment. The charity currently provides funding for 31 additional members of staff, including senior oncologists and 10 specialist cancer nurses who each play a pivotal role in patient care and help reduce waiting

lists. The charity's funding of vital medical equipment ensures that doctors and nurses have the equipment they need to diagnose and treat patients.

Patient comforts provide practical support for patients and families. From providing thousands of free cups of tea and coffee for patients waiting on treatment, to offering financial support to patients who may be struggling while going through their treatment, Friends of the Cancer Centre believe little things can make a big difference.

Research is vital in the fight against cancer and Friends of the Cancer Centre is the leading local cancer charity

funding research right here in Northern Ireland. The charity is a proud partner with the Centre for Cancer Research and Cell Biology (CCRCB) at Queen's University and has invested over £1 million in the centre's work over the past three years.

Everything Friends of the Cancer Centre does has a direct impact on thousands of local patients every year. People like 53 year old Kate:

"Friends of the Cancer Centre is a lifeline to patients. The charity made my appointments at the Bridgewater Suite that bit better, with small acts of kindness such as a cup of tea when you're anxious or a magazine to try to

take your mind off what is to come. I know they do so much more great work but for me, that cup of tea meant the world as it made me feel like someone was really thinking about what could make that moment a little easier and Friends of the Cancer Centre did that."

All of this is made possible thanks to the charity's incredible friends and supporters. Friends of the Cancer Centre does not receive any government funding and relies on the generosity of local people and businesses to raise over £1.5 million each year to continue this vital work.

There are so many ways businesses can work in partnership with Friends of the Cancer Centre to highlight your commitment to supporting local people living with cancer.

If you are interested in finding out more about sponsorship, employee fundraising, CRM or taking part in one of our events please contact Ana Wilkinson.

Ana Wilkinson - Corporate Fundraising Manager

Friends of the Cancer Centre - NI Cancer Centre,
Belfast City Hospital, Lisburn Road, Belfast. BT9 7AB

T: 028 9069 9393 M: 07775 688291

E: anawilkinson@friendsofthecancercentre.com

www.friendsofthecancercentre.com

Donate and make a difference

This year, Retail NI is inviting all our members and newsletter readers to help us make a difference by supporting local families affected by cancer. By working together, we could help Friends of the Cancer Centre to provide 2,000 hours of specialist nursing care.

Every donation of just £25 could provide one hour of support from a Friends of the Cancer Centre specialist nurse.

You can donate via
JustTextGiving by Vodafone

Simply text **RETL18 £25 to 70070**
to donate £25 to Friends of the Cancer Centre
and make a difference today.

(All donations are most welcome, so to donate a different amount, simply text **RETL18** followed by the £ sign and the amount you wish to donate to 70070)

Donations can also be made:
by telephone to Friends of the Cancer Centre at
028 9069 9393 quoting **Retail NI** or by visiting
www.friendsofthecancercentre.com



Friends of
the
cancer centre



as Electric Ireland, Heineken, Nespresso, Red Bull, Topaz, Eddie Rockets, Keelings, United Wine Merchants and Coca Cola.

Nicola de Beer, managing director of FMI, said: "We are delighted with how well we have been received in Northern Ireland. Our growing client list and employee numbers is testament to the hard work of our team. Business has grown considerably and we out grew our first offices. We have been constantly recruiting the best talent. We are looking forward to a future delivering for our clients and adding more FMCG names to our portfolio."

Julie McBride, account manager at FMI Belfast, said: "Our new office is future proofed for a growing and expanding team. We wanted to be centrally located and closer to our clients and we have absolutely hit the jackpot with The Ormeau Baths, a building which suits our personality. There are six staff based in the new office, supporting the wider team in the field. We have recently won the acclaimed Champion Outsourced Partner at the Sales Champion Awards and we will continue to build on the success of FMI in Northern Ireland."

About FMI

Ireland's leading field management company, FMI which has its headquarters in Dublin, expanded into Northern Ireland in October 2015.

The investment of over £500k and the creation initially of 33 new job positions show just how committed FMI were taking this move.

Established in 1995 and currently celebrating over 23 years in business, FMI is a people management company. The services provided include Sales, Merchandising, Instore Demos,

FMI expands operations in Northern Ireland as rapid growth continues

Ireland's leading field management company, FMI, continues to expand its operations in Northern Ireland and relocated to a new larger office space in The Ormeau Baths following 18 months of rapid growth.

The company, which has its headquarters in Dublin, provides services which include direct sales, merchandising, in-store demonstrations, retail auditing and a contact centre solution to offer clients in a range of industries including energy and hospitality.

FMI established a presence in Northern Ireland in October 2015 and has since grown its team from two to 45 following a period of significant activity. The company is currently recruiting for talent in sales and demos to work with their client list, which now includes big name brands in Northern Ireland such

Auditing and Mystery Shopping along with a fully functional Contact Centre.

Some clients include Electric Ireland, Virgin, Mondelez, Nespresso, Glanbia, Dunnes, Supervalu, with 3 offices - Dublin, Cork and Belfast. Headed up by Managing Director, Nicola de Beer, FMI have over 80 staff between their Dublin, Belfast and Cork offices and employ over 800 in the field.

Nicola was born in South Africa and spent her childhood in South Africa and Namibia. After completing a degree in Industrial Psychology from Stellenbosch University and certificate in Labour Law from the University of Cape Town, Nicola started her

career working in the direct sales industry in Ireland and then the UK. Nicola has been with FMI for over eleven years and worked her way up to Managing Director.

CASE STUDY # 1.

FMI activity in Northern Ireland includes Electric Ireland

FMI provide a specialist event sales team for Electric Ireland operating in the retail environment across Northern Ireland. The team are selected for their sales acumen specifically, interruptive selling and closing the sale.

The purpose is to increase the

customer database, raise brand awareness and showcase Electric Ireland as the main energy provider in the North. Electric Ireland enjoyed a strong working relationship with FMI in the Republic of Ireland for over six years and approached FMI to help roll out a business model in the North.

FMI provide both field and event sales resulting in new acquisitions. The event sales in particular are proving to be a success. The event team were responsible for over 11,000+ new customer contacts in 2017.

Electric Ireland is represented by FMI with a presence across shopping centres and key events.



If you have any requirements for Sales, Merchandising, Instore Demos, Auditing, Mystery Shopping, across Northern Ireland please contact Gavin Spencer on **+353 85 156 1888** or drop him an email gavin.spencer@fmi.ie with any queries.



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BREXIT: Business leaders urge for no border between these islands



Business Leaders urge Ireland's Europe Minister to ensure that there must be no border across or between these islands.

Stephen Kelly, Manufacturing NI CEO, Helen McEntee TD, the Irish Minister of State for European Affairs and Glyn Roberts Retail NI CEO.

Leaders from Northern Ireland's retail and manufacturing industries met with Helen McEntee TD, the Irish Minister of State for European Affairs, and pressed her to ensure that there is no border across or between these islands as a result of Brexit.

As the UK negotiates its exit from the EU and its future relationship, there is concern in business that the two industries, which will be most impacted by any customs or border restrictions, would be significantly damaged.

Both business organisations have called for Michel Barnier to meet with a delegation of the broader business community.

Stephen Kelly, CEO of

Manufacturing NI said "GB is the largest external market and the source of most of our imports for our firms; however more of our businesses trade cross border and into rest of the EU than trade with Britain. We must ensure that as the UK leaves the EU, that there is no access restrictions to either market that would add cost and complexity and as a result damage NI as a place to do business".

"Working with colleagues from across the local business community we will be seeking a meeting with Michel Barnier to ensure that our voice is heard in this process"

Glyn Roberts, CEO of Retail NI said "Our retail industry takes

supply from across these islands and cannot afford to add any additional costs onto consumers who are already dealing with a steep rise in prices since the EU Referendum. Additionally, there is a risk that cross-border shoppers could fall victim to customs rules on their purchases unless the UK and the EU agree a new relationship"

"We also need to see a new more tolerant debate around Brexit, which focuses on realistic solutions, rather than problems"

"With no devolved government in place to give us a voice in the Brexit negotiations, the broader business community needs to step forward and show leadership"

A Taste of Success for IFEX 2018

"With the addition of Meat@IFEX and the World Butchers' Challenge we had high hopes for this year's event, however IFEX 2018 has exceeded all our expectations!" comments Caroline McCusker, Event Director of IFEX.

IFEX 2018 saw over 6500 visitors descend on the Titanic Exhibition Centre, Belfast, making it the biggest turnout for the exhibition to date. With exhibitors reporting that substantial business was done and overwhelming positive feedback from visitors and exhibitors alike, IFEX 2018 really did serve up a show that will benefit all of those involved in the months and years ahead.

IFEX Event Manager, Caroline McCusker adds: "We have worked hard on this show for the past two years. Our goal was to make IFEX 2018 as good as it could be and the vibrancy and atmosphere over the three days was incredible.

"In the build up to the sold-out event, the signs were very positive, and we are thrilled to hear exhibitors are reporting that major deals have been done." Exhibitor stands were both impressive and engaging, with IFEX stalwarts, Lynas Foodservice housing an 'in-stand' café for both customers and new contacts. Henderson Foodservice brought a 'local

supplier village' featuring produce from many of its suppliers including a social-enterprise bottled water company from Larne, Clearer Water. In addition, other major stands included impressive areas from B.D Foods, Bunzl McLaughlin, Express Food Service, Hugh Jordan and Stephens Catering Equipment.

Exhibitors' efforts to showcase their businesses in the best possible manner really added vibrancy to the event and for visitors, they got to sample the food and drink on offer, including the award-winning products that were on display at the Great Taste Market.

IFEX was officially opened on Tuesday 20th March by Multi-Michelin star award-winning chef, Jean Christophe Novelli, who joined Sean Owens, Director of Salon Culinaire on the podium.

Jean-Christophe Novelli praised the quality of local produce on display and also welcomed the large crowds on the first day of the event saying: "Northern Ireland is fast-becoming world-renowned for its hospitality offering, and IFEX plays such a pivotal role in the development of skills and securing future business for the 200 plus exhibitors who participated at the show.

"I was really impressed with the calibre of exhibitors; the chefs, both young and senior taking



Northern Ireland is fast-becoming world-renowned for its hospitality offering

part in the live competitions, and the overall positive atmosphere at the show."

Also, on day one was the highly-respected Product of the Show Awards. Taking home, the top accolade, Stephens Catering



Adrian McLaughlin, comments: "Stephens Catering Equipment was a very worthy winner. The Charcoal Oven and BBQ Grill stood out for its innovation, design and is a great product with real benefit to the end user."

"All of the finalists' products were extremely impressive and they're great examples of the innovative food, drink, retail and hospitality products and solutions that were exhibited at IFEX."

Lynas Foodservice was awarded Silver with its Causeway Prime Chuck, Shin and Short Rib Patty whilst joint Bronze went to BNE Electronics Ltd and the VanPOS, and Irish Biltong from The Irish Biltong Company.

A hotly-anticipated feature of IFEX 2018 was Salon Culinaire, attended by over 150 student and culinary chefs and many spectators. During the three-day show, rising stars in the industry were identified, new champions in their field were awarded and renowned industry experts were recognised for their contribution to this diverse sector. IFEX 2018 was Northern Ireland's showcase for local excellence and top awards were given to those who excelled in their fields.

Taking home one of the biggest awards at IFEX was Paul Cunningham from Brunel's Restaurant, Newcastle, who was named DAERA NI Chef of the Year. Paul competed against five other culinarians to win the top accolade, impressing the judges with his creative flair and inspirational use of ingredients throughout the course of the competition. Thrilled with winning, Paul commented: "IFEX is synonymous as the event where NI's top chefs first won their medals and to be crowned DAERA Northern Ireland Chef of the Year is incredible."

^ IFEX 02 - Sean Owens, Director of the Salon Culinaire at IFEX, Jean Christophe Novelli and Edible Art Judge, David Close

Equipment were awarded Overall Product of the Show for its Kopa 400 Charcoal Oven and BBQ Grill by an independent panel of judges that included Adrian McLaughlin, CEO, Dunluce Hotel.

The judges were looking for all-round excellence among the exhibitors' products in categories such as catering equipment, food & drink, sustainability and technology.

"It is a huge honour to win and to now be included in the hall of fame alongside such industry heavyweights is a dream come true. Having come second in the competition last year, my goal this year was to go the distance and reach the top spot and I'm thrilled to have achieved this. I was up against some tremendous talent, which makes this victory even more special."

On presenting Paul with award, Permanent Secretary for the Department of Agriculture, Environment and Rural Affairs (DAERA) Denis McMahon, added: "The DAERA Chef of the Year competition highlights the strong links between our farming industry, the culinary environment and our successful agri-food supply chains."

"Chefs here are incredibly fortunate to have such a rich pool of Northern Ireland award-winning producers and artisan food and drink companies on their doorstep. It's a testament to our agri-food industry that Northern Ireland's international reputation is continuing to grow. I would like to congratulate each of the six finalists for their creative and talented use of our local products and I wish each of them well in their culinary careers."

Garreth Wilson, Head Chef at Titanic, Belfast was named runner-up at the event, in which the standards were exceptionally high.

Supported by the Department for the Economy, Department of Agriculture, Environment and Rural Affairs (DAERA), the Food Standards Agency, as well as Flogas and Stephen's Catering Equipment, Salon Culinaire was a hotbed of activity. Other notable winners included:

It's a testament to our agri-food industry that Northern Ireland's international reputation is continuing to grow.

NI Young Chef of the Year, sponsored by Henderson Foodservice: Mark Winter, Sous Chef at Lough Erne Resort Street Food International, sponsored by Department for the Economy: South Eastern Regional College Great NI Bake off, sponsored by Andrew Ingredients: Craig Morrow from French Village Edible Art Novelty Cake: Ruth Doherty, South Eastern Regional College

With over 200 companies showcasing innovative products and services, visitors had a wealth of new products to see, taste and learn about. With everything from Irish Black Butter to revolutionary new cleaning equipment, IFEX 2018 really did deliver a vast array of products under one roof.

This year IFEX almost doubled its show size with the addition of a sister event - Meat@IFEX, which welcomed over 500 international delegates from across 12 countries, who competed in the World Butchers' Challenge. Following an outstanding display of butchery skills and creativity, the home nation, Team Ireland, was announced as the best in the world, being crowned as the world's top butchers. Team Ireland was made up of: Garrett Landers, Team Ireland Captain; Ian McKernaghan, Team Ireland Vic-Captain; Stephen Cooke; Eamon Etherson; Stephen Millar and Colly Donnelly.

The World Butchers' Challenge aims to showcase skill and innovation in the butchery trade and there was further success for Team Ireland in the Best Pork Product and Best Sausage categories.

As the premier trade event for the food, retail and hospitality industry, IFEX returns in early 2020! Register your interest with the team at Fresh Montgomery via ifexexhibition.co.uk.

Retail NI - Can we help?

If you have any issues you need advice on, please contact:
Lisa McMaster on 028 9022 0004 or lisa@retailni.com

Free Waste Management Audit for All Businesses in Northern Ireland



ISL Waste Management – delivering a full service waste solution

How confident are you that your company is achieving environmental responsibility, in the most efficient and cost effective manner whilst meeting all your legal obligations?

Whether you are a current client, or just want to learn more about our approach to waste management and recycling, we offer a free, no obligation waste audit from which we develop the most sustainable and cost effective solution to meet your needs, under the guidelines of:

- Reduction of waste being produced.

- Re-use of waste.
- Recovery and recycling of any waste removed from site.
- Any potential value / return there may be with your waste streams.

At ISL we provide you with the right solution for your waste management.

Every business is unique, and we work with you to deliver the service that suits your needs and budget. Mourne Seafood recently saved over 60% on their waste collection costs when they switched to ISL, while Clements Cafes achieved 'zero waste to landfill' status within just three weeks.

We Provide:

Waste collection

With a 24/7 service, waste removal is arranged to suit your timetable and working week.

Waste management

Making sure that the right waste goes to the right place for the right disposal solution.

Commercial recycling

Whatever can be recycled will be recycled.

Food and organic waste

Providing caddies, biodegradable bags and training on correct segregation.

Environmental responsibility

We will help you achieve your legal and corporate requirements for waste disposal.

Get in touch for your free audit now – you only have your waste to lose and a lot to gain.

Telephone: **028 9084 4445** Email: info@islwastemanagement.co.uk

Connecting your Business.

What do you need to do?

Complete an application

Please complete your application and attach your plans listed in the checklist below (you can tear off and retain the guidance pages for your records).

Employ an electrician

You will need to employ a qualified electrician who should send in your connection card. Visit nienetworks.co.uk/connectioncard

Underground only

Dig a trench

You will need to dig a trench from your meter position to the boundary of your property.

NEW BUSINESS LTD

NEW GARAGE LTD

Electricity Supplier

You will need to register with an electricity supplier. A list is available at nienetworks.co.uk/businesssuppliers



Application Checklist

- **Signed & dated application form** - you can tear off and retain the guidance pages for your records. ☐
- **Load Details (Page 2)** - you should consult your electrician before completing this section. ☐
- **Site Location Plan: 1:2500** - please mark your site in red, on your plan so we can identify our equipment nearby ☐
- **Site Layout Plan: 1:500** - please show the outline of your house on the site ☐
- **A Floor Plan: 1:500** - please indicate the location of your outdoor meter cubicle ☐

Powering your business

At Northern Ireland Electricity Networks (NIE Networks), we've been connecting businesses and communities to the electricity network for generations. From farms and factories to housing developments and hospitals, our experienced teams will take you through the process, from application to energisation.

In the past year, we've worked with a range of companies, from large industry like LacPatrick, Ulster University and Moy Park to help deliver their growth objectives to connecting coffee shops and other smaller retailers. As Northern Ireland industry continues to look at

new expansion opportunities, NIE Networks can advise all businesses about the connections process and the best solution to meet their energy requirements.

Roger Henderson, Connections Director at NIE Networks says responding to a business' energy needs is critical to Northern Ireland's economic success. "At NIE Networks, we work with a range of business, from large industry to small shops to offer a connections service that suits their needs. Our business has skilled planners and local construction teams, who will work with you to design the most cost efficient and technically acceptable connection for your new or growing business. Engaging with our customers is a key part of the process and our customers' feedback has helped

shape our business and the service we deliver."

Stuart Kyle, Director at engineering and technical consultancy firm White Young Green, highlights how early engagement can benefit a project. "We have found working with the NIE Networks connections team to be of great benefit to us. Engaging at an early stage in the project can highlight any potential infrastructure issues for our major projects and clients, helping deliver solutions before they have an impact on programme delivery."

You can find all the information you need to connect your home, business or renewable generator on our website nienetworks.co.uk/connections. Let us know how we can help.

150,000 Parking and Bus Lane Fines Handed Out in 2017

Retail NI has described as 'outrageous' that over 150,000 Parking and Bus Lane fines have been issued in 2017. Car parking fines increased by 15% in 2017.

The Department for Infrastructure published the figures in February.

Retail NI Chief Executive Glyn Roberts said:

"These statistics are simply staggering"

"Over 150,000 parking and bus lane fines handed out to motorists in our town and city centres is having a clear and negative impact on shoppers and our members"

"Retail NI has consistently hit out at the this over-zealous fining policy and the negative message it sends out to shoppers who use their cars to travel to town centres. The only winners from this are the large out of town supermarkets, who

have free car parking and no traffic attendants"

"At 15% Northern Ireland has nearly twice the UK average of shop vacancies in our town and city centres"

"Retail NI wants to see sensible and fair enforcement of car parking and bus lanes and an end to this current excessive strategy. A few weeks ago we raised this issue with the Department for Infrastructure Permanent Secretary urging a review of their car parking and bus lane enforcement policy"

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BOOST ENERGY – celebrating 15 years in Northern Ireland

Leading drinks brand Boost is celebrating 15 years as Northern Ireland's number one soft drink*and has launched a series of initiatives as a way of thanking those who have contributed towards its success to date.

As the popularity of the soft drink continues to gain momentum, Gareth Hardy, Managing Director of Boost Drinks' Northern Irish distributor, Hardy Sales & Marketing (HSMNI), reflects on the brand's success to date:

"We are delighted that Boost will be celebrating 15 years in Northern Ireland this year and with sales now at around 1.5million cases a year we're excited to see what the future holds.

"We are incredibly grateful to every single customer for helping us reach this landmark and we look forward to progressing with even more new product

development, marketing initiatives and exciting ways to champion the independent sector," Gareth added.

Boost will celebrate this 15 year milestone by giving away 50 Boost branded fridges to lucky retailers in a promotion that will run through Boost's key wholesalers during spring. Boost has also recently launched a student initiative giving budding young designers from NI the opportunity to have their work featured on Boost cans.

Organised in association with creative community YCN, the competition gives students who live in or were born in Northern Ireland the chance to redesign Boost's Sugar Free Energy 250ml can, with the winning design manufactured and launched into the market as a limited edition product featuring on more than one million cans across the province.

Boost Energy founder and Managing Director Simon Gray said:

"It's great to celebrate our 15th birthday in Northern Ireland with a range of celebratory initiatives, including our trade fridge competition for retailers as well as the student competition. "Northern Ireland is a very important market for us especially as Boost is the number one soft drink in the independent sector here. We're all about supporting and championing the local home-grown independent retailers who have helped us to make Boost the huge success in NI that it is today," Simon added.

Boost Energy was established in 2001 after founder and MD Simon Gray saw the opportunity to offer consumers a great quality energy drink at a fraction of the price of other brands at that time. Two years later in 2003, Boost Energy was launched in NI and now, 15 years later, is the province's largest soft drink within the independent convenience channel.

*in the independent retail sector

Waste Not Want Not: Boosting Retail Profits Through Waste



Article by: Barry Donaghy, Managing Director, ISL Waste Management.

Waste is becoming a bigger issue than ever for retailers. Legislation is further reaching and the pressure is on to keep your business environmentally responsible, as well as profitable.

However, the two concepts are not mutually exclusive.

Often sustainability is associated with expense, but this does not have to be the case. In fact many retailers have found that by improving their waste practices, they have actually managed to boost profits, as well as public opinion.

**Sustainability
Successes In Retail**

Marks and Spencer have reported significant financial benefits as a result of their environmentally conscious efforts. This was a surprise to company bosses, since when the Plan A sustainability programme launched in 2007, it was reported

that it would cost more than £200m by 2012. However, after five years the initiative had actually generated £105m.

M&S' initial areas of focus were:

- Becoming carbon neutral in the UK and Ireland.
- Achieving zero waste to landfill status. This meant that waste was first reduced at source and then was produced in stores, offices, warehouses and from construction activity was recycled to the point where none went to landfill.
- Improving fuel efficiency of its food delivery fleet by 28% and its general merchandise delivery feet by 30%.

Ikea have also achieved zero waste to landfill and even more impressive, the global chain now turns a small profit from their waste, with recycled materials forming parts of its best-selling products.

Sustainability For The Smaller Business

Success isn't limited to larger businesses. We worked with Clements Cafes last year and within one month the company achieved zero waste to landfill and an impressive 300% reduction in waste management costs through improved efficiencies.

After running a waste audit with Mourne Seafood in Belfast and helping them improve on our waste segregation, the business saved around £5,000 annually.

We Can Help

ISL Waste Management understand the pressures that our retail clients face and work in partnership with you to cut costs, increase efficiencies and protect your profit margin.

If you would like more information on our services, or advice on waste and recycling, please contact 028 9084 4445, or info@islwastemanagement.co.uk

10 Ways Retailers can Manage Waste

1. Develop an environmental policy, outlining your aims and principles in relation to managing the environmental effects and aspects of operations.

2. Separate your waste materials, particularly cardboard and polythene, and ensure as much as possible is sent for recycling.

3. Place recycling bins inside your store, in staff areas, or outside near the entrance to give customers and employees the opportunity to throw their waste into a recycling can instead of a general bin.

4. Use, purchase, and promote products that are made with recycled materials. Environmentally-conscious customers will appreciate having a green alternative on offer.

5. If your business produces a lot of cardboard waste, it may be worth investing in a cardboard baler for your stockroom so you can easily bale your own cardboard or other recyclables. This way it can be efficiently stored until it is picked up by your waste management company.

6. Cut down on excessive packaging for customers. Ask before wrapping or bagging items. Where possible, reuse packaging materials such as bubble wrap, boxes and paper.

7. Donate suitable waste to other businesses, charities and food banks. Last year we worked with SOS NI to divert £500,000 of quality food, marked for destruction, to local organisations.

8. Influence customer habits, by offering incentives. Offer a discount if they use a reusable cup or bag, or return coffee trays etc to store for disposal. Encourage new purchases with a trade-in of old products that can be recycled, reused, or donated.

9. Collate your waste with other local businesses to build up volumes and possibly reduce the cost of collections if you are a smaller retailer.

10. Train staff in environmental policies and make it easy for them to achieve compliance. Make the best use of communications to get resource efficiency messages across.

Choose no sugar, Choose better value

The Government's tax on sugar-sweetened soft drinks will come into effect from 6th April in Northern Ireland.

As a direct result of this tax, the price per litre of Coca-Cola Classic and some of our energy drinks will increase from that date.

However, low/no sugar options are not affected by the sugar-sweetened drinks tax.



By April 2018, more than 60% of our sales volume will be of products containing less than 5g of sugar per 100g

TAX EXEMPT



TAX APPLICABLE



Coca-Cola HBC
Ireland & Northern Ireland

Contact your local Coca-Cola HBC Market Developer or Customer Services on 1-800-317-318 for further details.

**KNOW THE FACTS ABOUT
THE SOFT DRINKS TAX.**

Coca-Cola's new pack line-up

Coca-Cola's new pack line-up will give consumers simple choices when the government's tax on sugar-sweetened drinks is introduced.

The Government's tax on sugar-sweetened soft drinks will come into effect from 6th April 2018 and as a direct result of this tax, the price per litre of Coca-Cola Classic will increase from that date.

The no sugar options in the Coca-Cola range; Coca-Cola Zero Sugar and Diet Coke are not affected by the sugar-sweetened drinks tax. In fact, Coca-Cola's extensive reformulation of its drinks over the past two years means that the majority of the company's portfolio is exempt from the imminent government tax on sugar-sweetened drinks. Coca-Cola HBC is now the market leader in sales of zero sugar drinks on the island of Ireland.

Ahead of the introduction of this new sugar tax, the company has decided to introduce a new pack line-up to ensure that consumers continue to have clear and simple choices when it comes to choosing the drinks they want to buy.

From February 2018, shoppers will start to see some changes to their pack line-up across the Coca-Cola range in advance of the implementation of the sugar sweetened soft drinks tax. The



new line-up offers greater choice to consumers and customers, thanks to an increased range of reduced sugar drinks, and the introduction of new smaller, more convenient pack sizes for Coca-Cola Classic.

The changes are also in keeping with the company's marketing strategy to 'Hero Zero', which encourages shoppers to 'Choose No Sugar' options.

Impulse: The full Coca-Cola range will continue to be available in 500ml bottles, Coca-Cola's most popular pack with consumers. The 330ml can will also remain available in the full range.

From April 2018, Coca-Cola Classic consumers will also be able to choose a new smaller, more convenient pack size with the introduction of a sleek new 250ml slimline can and a 375ml (PET) bottle.

Take-home: To increase value and availability of zero sugar options in 'take home' offerings, Diet Coke and Coca-Cola Zero will increase to a 2 litre pack and Coca-Cola Classic will be available in a 1.5 litre pack size. These packs will replace the existing 1.75litre packs.

The full Coca-Cola range will continue to be available in 1.25 litre bottles.

In line with the changes to the single bottles, twin packs will change. Twin packs of Coca-Cola Classic will be available in 2 x 1.5litre bottles, alongside twin packs of the zero sugar colas in 2 x 2 litre bottles.

The range of multipack cans will also undergo changes. Coca-Cola Classic multipacks will be available in 4 pack, 6 pack, 10 pack and 20 pack cans. Zeros and Diets will be available in 4 pack, 8 pack, 12 pack and 24 pack cans.

Commenting on the new pack line-up Matthieu Seguin, General Manager, Coca-Cola HBC Ireland and Northern Ireland explains, "The Government's tax on sugar-sweetened soft drinks will come into effect in April 2018 and as a direct result of this tax, the price per litre of Coca-Cola Classic will increase. In response to this, we are introducing new pack sizes, helping those who still want Coca-Cola Classic to choose the right pack size for them, while providing affordable options. We believe that our approach will meet the needs of our consumers, keeping their choices clear and simple, and giving them what they want.

"We know that our consumers want to manage their sugar intake and this has driven our approach to reformulation and new product development. We have consistently diversified our portfolio and reduced the sugar across our range. The majority of the drinks we sell are now lower in sugar - except for the much-loved Coca-Cola Classic and some of our energy drinks and mixers, which remain unchanged.

"In line with our ongoing 'Hero Zero' marketing strategy, we will also offer greater value and choice across our 'zero sugar' options, which are exempt from the soft drinks levy."

While extensive recipe changes have been underway across the Coca-Cola portfolio to reduce sugar, the recipe for Coca-Cola Classic will remain unchanged.

Across the island of Ireland, Coca-Cola HBC sells more low and no-sugar beverages than any other company. It also has the fastest growing non-sugar soft drinks portfolio in the market, driven by Coca-Cola Zero Sugar and Fanta Zero.^[1] Since 2010, Coca-Cola has reduced sugar across its portfolio on the island of Ireland by approximately 13% and currently more than 60% of the sales volume of its products contain less than 5g sugar/ 100ml.

Rural Towns Infrastructure Needs Investment

- Retail NI and Hospitality Ulster

The Chief Executives of Retail NI and Hospitality Ulster held extensive meetings with local political leaders and the Chief Executive of Fermanagh Omagh Council.

The two CEOs met with Michelle Gildernew MP, Jemma Dolan MLA, Arlene Foster MLA, Rosemary Barton MLA, Council CEO Brendan Hegarty and BID Manager Noelle McAllon. Retail NI CEO said:

"We had a very useful and productive series of meetings with local political and council leaders in Enniskillen. Both

our organisations are keen to champion rural towns like Enniskillen and further support the vital work of members in growing the local economy"


"With both Belfast and Derry/Londonderry pushing for City Deals, it is vitally important that we do not forget the importance of rural towns like Enniskillen and ensure they get a fair deal from Government too"

"Investing in our rural towns should be on the list of key infrastructure projects, alongside the A5, A6, York Street Interchange and the Belfast Transport Hub. Enniskillen has very strong retail and hospitality sectors and could be stronger

still if we get the right changes to Business Rates, Skills and Taxation"

"Both our organisations have put forward a new targeted approach to the current Small Business Rate Relief Scheme, which was supported by the previous Finance Minister and could deliver up to 40% rate discount to Enniskillen independent retailers and smaller hospitality businesses if enacted"

"Retail NI and Hospitality Ulster will continue to champion Enniskillen and all of our rural towns and hope that a local Executive will be established to take forward those changes"



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WHO ARE ALSO SIX BAKERS
WE TAKE PRIDE IN BAKING
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*Bring home Dale Farm and
support our local farmers*



Dromona



Spelga



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