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Joint Ministerial Foreword

We are pleased to introduce InterTradelreland's Annual Report for 2008, a year which saw significant challenges posed to the economies of both Northern Ireland and Ireland.

During the year, the global recession prompted a sharp downturn in economic activity exacerbated by adverse exchange rate movements, rising energy costs and a rapid increase in unemployment.

Northern Ireland and Ireland were as adversely affected as other world markets and total cross-border trade was down from £2.4/€3.1bn to £2.2/€2.8bn.

On a positive note, the political stability in Northern Ireland continued to offer significant new opportunities for growth in trade and business development opportunities in both jurisdictions.

InterTradelreland is an organisation uniquely placed to offer proactive and relevant interventions which are in the interests of both economies. It recognises that by building on our mutual strengths we have the best chance of surmounting ongoing economic challenges.

There are opportunities to be grasped in leveraging the potential of cross-border co-operation to deliver mutual benefits to both jurisdictions in terms of economies of scale, efficiency savings and building increasing competitiveness.

We need to stimulate the growth of the private sector, including small and medium indigenous

enterprises, to upskill our workforces and to encourage growth in knowledge, skills and creativity to enable the translation of ideas into world-class products, processes and services.

Efforts must be made to reduce the cost of doing business and we must continue to invest in our infrastructure and take advantage of the significant potential from the development of the green economy.

By working together pragmatically we can strengthen our respective positions to take advantage of the upturn in the global economy as recovery begins.

It is encouraging to note that in 2008, the total value of trade and business development activity generated by firms engaged in cross-border business through InterTradelreland projects amounted to £65.45/€77.88m - a 10:1 return on investment.

This is an impressive result and we would like to extend our gratitude to the Chairman, Board members, Chief Executive and senior management and staff of InterTradelreland for their hard work and dedication over the past year.

We will continue to support them in their unique role of undertaking research and developing practical programmes and networks that demonstrate, to both Ireland and Northern Ireland, the mutual economic, trade and business benefits of increased co-operation.



Mary Coughlan TD
AN TÁNAISTE AND MINISTER FOR
ENTERPRISE TRADE AND EMPLOYMENT



Arlene Foster MLA
MINISTER FOR ENTERPRISE
TRADE AND INVESTMENT

Chairman's Introduction

During the last year the economic landscape has dramatically changed and the need to create trade and business development opportunities and to improve our international competitiveness has become even more important. It is therefore encouraging to note that despite a fall in overall cross-border trade related to the economic downturn, InterTradelreland far exceeded its performance targets for the year, helping businesses to generate £65.45/€77.88 million of additional trade and business development value.

This result was achieved by encouraging businesses to engage in North/South trade for the first time, supporting companies through our sales and innovation programmes and helping fledgling companies to raise new equity funding. It is clear from these outcomes and from the ongoing demand for our programmes and business support services, that North/South economic co-operation offers much needed opportunities to businesses in both jurisdictions to grow their sales and improve their competitiveness.

InterTradelreland's activity is underpinned by solid market and economic research and in 2008 we were involved in 14 studies and reports in areas as diverse as transport, business regulation, shipping, agrifood, managerial capability, environmental services, and R&D/innovation. These studies have helped us identify further trade and business development opportunities, address areas of market inefficiency/failure and optimise the economic outcomes and business relevance of InterTradelreland's activities. In the current tough financial times it is vital that we can closely track business trends and our quarterly

All-Island Business Monitor Survey has proved especially valuable in acting as a barometer of the needs and aspirations of businesses especially SMEs.

During the year we have stepped up the level of our direct contact with businesses to ensure that we can better understand their needs and improve the relevance of our programmes, services and research activities. In addition we have increased the level of co-operation and co-ordination with Invest NI, Enterprise Ireland, the IDA and other economic development bodies so as to optimise overall effectiveness and eliminate any overlap or provision gaps.

At the beginning of 2008, nine new board members took up their appointments resulting in a substantially refreshed InterTradelreland Board. In view of this and the rapidly changing economic environment the new board has decided to undertake a strategic review. The main purpose of this review is to consider how the organisation can best deliver its remit going forward and become more outcome focused and business relevant. The review process, which is well underway, should conclude shortly and is already feeding into our approach, resulting in new services and support packages which have been rolled out during 2009.

Looking ahead the economic environment has not only become very difficult but also increasing volatile and hard to predict. Against this background it is essential that North/South economic co-operation continues to focus on sound basic business principles that will generate short term as well as long term benefits. Key objectives for the organisation in the current year will be to help stimulate

business activity levels and generate and protect employment. With public expenditure north and south coming under severe pressure, the challenge to InterTradelreland is to deliver maximum value for money in terms of economic outcomes and to optimise our effectiveness and efficiency.

In facing the tough challenges that lie ahead I am grateful for the support of both Ministers and their departments and to the dedication and enthusiasm of the Board, senior management team and staff of InterTradelreland.

A handwritten signature in black ink, which appears to read "David Dobbin". The signature is fluid and cursive, written on a light background.

Dr David Dobbin CBE
CHAIRMAN

Chief Executive’s Message

Everything we do at InterTradelreland is aimed at adding value to business and despite the tough financial climate of the past year we were able to record some outstanding successes.

A total trade and business development value of £65.45/€77.88m and a return on investment of 10:1 was generated by 2,985 companies involved in our programmes and networks. Nearly 100 new firms took advantage of our support with more than half of these becoming first-time exporters.

Our sales and marketing and innovation programmes offered an invaluable helping hand to businesses which were feeling the strain of the economic downturn and looking for practical assistance and readily accessible information.

FUSION, which partners companies with a technology need with third level institutes and high calibre graduates, reported a value of £12/€14m, while Acumen, Focus and MicroTrade, which help businesses with their sales and marketing, produced a total value of £22/€26m.

Our EquityNetwork programme supports early stage, potentially high growth companies in attracting equity funding and its annual Seedcorn Business Competition is particularly successful. In the last six months of 2008 alone, equity investments in previous Seedcorn winners and Business Angels accounted for £16.63/€19.79m of the £34.69m/€41.28m total value reported for all InterTradelreland programmes in that period.

Business networks, which play a vital role in helping firms grow by sharing costs, risks and research opportunities, produced £2.3/€2.7m of business value through initiatives such as the All-Island Software Network, whose Mobile Advertising Alliance product secured 200 leads on launch.

Under the pilot phase of the Innova programme, which stimulates, promotes and supports cross-border R&D co-operation, seven partnerships completed their projects. Phase II, launched late in 2008, attracted 130 Expressions of Interest, with 26 partnerships invited to submit full proposals.

The past year also saw the launch of the All-Island Innovation Programme which aims to bring international expertise in innovation and encourages the sharing of best practice with business leaders, academics and policy makers through a two-year programme of conferences, lectures, seminars and master-classes. This is complemented by the establishment of a Community of Innovation Researchers.

None of this would be possible without the support of both Governments, the spirit of partnership from the business agencies across both jurisdictions, the leadership of our Chairman and Board, the expertise of the senior management team, and the dedication of InterTradelreland staff. I am confident that by working together we can build on our achievements in helping businesses North and South, to work together, to reach even greater success.



Liam Nellis
Chief Executive Officer

2008 Business Plan

Performance Summary

Table 1 - 2008 Performance against Targets

Key Performance Indicator	2008 Target	2008 Achievements
KPI 1	£47.5M/€56.53M	£65.45M/€77.88M
KPI 2A	2000	2396
KPI 2B	400	590
KPI 3	25	24

Additional Performance Indicators	2008 Achievements
API 1	97
API 2	51
API 3	4
API 4	123

- KPI 1¹** Total trade and business development value² generated by our North/South business. Networks and by firms engaged in our co-operative North/South projects.
- KPI 2A** Firms engaged in developing their business capabilities through the utilisation of our information and knowledge services.
- KPI 2B** Firms actively involved in developing the competitiveness of their businesses through the utilisation of our resources as offered through our co-operative North/South initiatives.
- KPI 3** North/South trade and business development networks.
- API 1** New firms joining our co-operative North/South initiatives.
- API 2** First-time exporters.
- API 3** First-time innovators with third-level institutions.
- API 4** New jobs created.

¹ €1=£0.84 (Average Interbank Rate Oct-Dec 2008).

² Business Value reported is an aggregation from our portfolio of projects and, dependant on specific project profiles, incorporates additional sales revenues, efficiency savings and capital investments that result directly from InterTradelreland support.

Table 2 - Business Value by Programme Area and Programme

Programme Area	Programme	Value Reported	% Contribution to Overall Target
Science Technology & Innovation	FUSION	£12M/€14.28M	18%
Sales and Marketing	Acumen FOCUS MicroTrade	£20.25M/€21.1M £1.16M/€1.38M £0.80M/€0.95M	31% 2% 1%
Enterprise Capability Development	EquityNetwork	£28.9M/€34.39M	44%
Business Networks	All Island Supplier Model Mobile Advertising Platform Initiative	£2.3M/€2.74M £0.04M/c€0.048M	4%
Total		£65.45M/£77.88M	100%

Board Members 2008

During 2008, InterTradelreland had an Executive Board consisting of 12 members who were appointed by the North/South Ministerial Council.



Dr David Dobbin CBE
CHAIRMAN

Dr David Dobbin CBE has extensive international business experience in the food and drink and packaging sectors and is currently Group Chief Executive of United Dairy Farmers, a leading UK dairy processor co-operative based in Northern Ireland. He is actively involved in promoting economic development and serves on a number of public and private bodies including the Strategic Investment Board of Northern Ireland and Invest Northern Ireland; he is a past Chairman of CBI Northern Ireland. A First Class Honours Graduate in Mechanical Engineering from Queen's University, Belfast, Dr Dobbin has completed post-graduate business courses at the London and Harvard Business Schools. He is a Chartered Engineer and a Fellow of the Institute of Directors and was awarded the IOD Lunn's Award for Excellence in 2008. In addition to receiving the CBE in the 2005 Birthday Honours for his service to the agrifood and packaging industries, Dr Dobbin was awarded an honorary Chinese citizenship in 1998 by the city of Kunshan in recognition of his service to economic development in China and an honorary doctorate from Queen's University Belfast, in 2005 for his services to the economy.



John Fitzgerald
VICE CHAIRMAN

John Fitzgerald was appointed Dublin City Manager in 1996 and stepped down from that position in June 2006. In June 2006, he was appointed Chairman of the newly formed Grangegorman Development Agency, which was established by Government to provide a campus for the Dublin Institute of Technology (DIT) and its 20,000 students together with Health Services Agency requirements and other facilities in Dublin's north inner city. In 2007 he was appointed Chairman of the two Regeneration Agencies set up in Limerick resulting from the recommendations of his report to Government on problems of social exclusion in that city. He is Vice Chair of InterTradelreland and a board member of Reox Holdings plc. He was appointed Chairman of An Post in 2008.



Jack Gilmour

Jack Gilmour started his working life in a family controlled commercial printing company. When he was in his early twenties in 1970, this was sold and he moved into another family business of public houses. At the end of the 1970's, he was in charge of the day-to-day operation of three businesses. Through a further acquisition, he greatly enlarged the group turnover and increased the employees to 110. He then sold his interest in these public houses and retired for a couple of years. In 1992 he purchased his present establishment, situated at Upper Malone on the southern outskirts of Belfast, where he currently employs twenty-five staff.



Rosaleen Doherty

Rosaleen Doherty is a recently returned emigrant from the USA where she spent 11 years working in the food industry; she held a variety of senior positions within research & development prior to moving into business development in 2004. She is a graduate of University College Galway, with a degree in Chemistry and Biochemistry and University College Dublin with a Masters in Food Science. On her return to Ireland, Rosaleen divides her time between her consulting business specializing in business development for a US ingredient company within the European market and running a family owned pub & restaurant in North Donegal.



Brendan Butler

Brendan Butler joined the Irish Business and Employers Confederation (IBEC) in 1988 having previously worked in the public sector for 15 years. Brendan worked in a number of different roles in IBEC including as Director of the Small Firms Association (SFA) also as IBEC's Director of Social Policy and Director of Enterprise. In 2006 Brendan became IBEC's Director of Strategy, Trade, EU and International Affairs responsible for Trade, All-Island, EU and International Policy.

Brendan has been involved in the negotiations for the last six national partnership programmes first introduced in Ireland in 1987. Brendan is a member of the National Economic and Social Council (NESC) and the National Competitiveness Council (NCC). Brendan holds a BComm from University College, Dublin and MSc. (Economics) from Trinity College, Dublin.



William Gerard O'Hare

Dr Gerard O'Hare is one of Northern Ireland's most successful property and business entrepreneurs with a portfolio of developments across Ireland, the UK, Central Europe and the USA.

As founder and CEO of Parker Green, Dr O'Hare has grown an international portfolio of properties and investments fast approaching \$1billion which includes The Quays Shopping & Leisure Centre in Newry and The Fairgreen Shopping Centre in Carlow.

As an ambassador for Northern Ireland respected for good business practice, sound vision and a proven ability, Dr O'Hare has been the catalyst in bringing together many major developments and attracting outside investment into Northern Ireland from the early 1990's to present day, motivating and securing some of the early PFI schemes.

Hugely influential through his dedicated commitment to community support and academic excellence, Dr O'Hare's distinguished career has seen him appointed as Chairman of the Communities Support Group, President of the Newry Chamber of Commerce and Trade, Chairman of the University of Ulster Foundation as well as a visiting professor at the University of Ulster School of the Built Environment.



Hugh Logue

Hugh Logue is an economist and was a senior official of the European Commission from 1985 to 2005 with experience of R&D development. Whilst there he initiated the STRIDE (Science and Technology for Regional Innovation and Development in Europe) programme. He was a member of the Delors Task Force which created the EU Peace and Reconciliation Programme.

Prior to Brussels he was economist at the National Board for Science and Technology in Dublin. At InterTradelreland he chairs the FUSION programme.

He is a director of two international renewable energy companies. He is vice-chairman of the Irish Peace Institute, University of Limerick. From 1998-2002 he was seconded from Brussels as Special Adviser to the Office of the First and Deputy First Minister at Stormont. He was elected for the Derry constituency to the N.I. Assembly in 1973, 1975 and 1982.



Ray Doherty

Ray Doherty began his working career as a Marine Radio Engineer and then moved on to complete a Marketing Degree. He spent the next 12 years in marketing and sales in the fuel industry. He then established the franchise for a well known international restaurant chain in the Cork area where he operated 3 restaurants employing over 300 people and spending 23 years in that business from which he has recently retired.

His other activities include a Property Development Partnership, a Management Letting and Sales Company and extensive property interests in his own right. Ray has served on several Boards and for many years and was a representative for the Restaurateurs on the Joint Labour Council for the Catering Industry at the Department of Labour in Dublin. He has recently retired as a founding Board member of the National Treatment Purchase Fund. He has held the senior, high profile, position of Chairman of the commercial body representing Cork City Centre businesses.

Ray is a member of the Marketing Institute of Ireland, Irish Management Institute and is a Director of a number of Charities.



Patricia McKeown

Patricia McKeown is Northern Ireland Regional Secretary of the Public Service Union UNISON and President of the Irish Congress of Trade Unions (2007-2009). Patricia was a former Chair of both its Northern Ireland Committee (NIC) and northern Women's Committee. She is also a former Deputy Chairperson of the Equal Opportunities Commission (NI).

Patricia has been a union organiser in the public sector since 1980 during which time she has served as lead negotiator for UNISON, Chair of the Northern Ireland Committee of ICTU and current Congress President. She has represented her union on all key ICTU structures and currently represents Congress on the Economic Development Forum (EDF), the Central Joint Forum (RPA), the ministerial Taskforce on Regional Development and the Assembly Business Trust. Patricia is a lifelong campaigner for equality and human rights - with a primary focus on women's rights; the rights of citizens in areas and groups of greatest disadvantage and workers rights against privatisation of public services.



Pádraig Mac Lochlainn

Pádraig Mac Lochlainn is a member of Donegal County Council and Buncrana Town Council. He served as Mayor of Buncrana from June 2005- 2006. Pádraig has been the Sinn Féin candidate for Donegal North East in Dáil elections on two occasions. In 2002, he received 10% (3,611 votes) and in the 2007 general election, he received 17.5% (6,733 votes), just missing out on a Dáil seat. He has served on the Sinn Féin Ard Comhairle (National Executive) and continues to represent the party at national and international level on a regular basis.

Pádraig acted as the Donegal spokesperson for the Irish National Organisation of the Unemployed (INOUE) from 1997 to 2001. He also served on the INOUE National Executive from 1997 until 2000, representing the organisation on the National Rural Development Forum.

At a local level, he was a community director on the Inishowen Partnership Board for five years from 1996 to 2001. His work as a community activist and political representative has led him to speak at conferences across Europe on the issues of unemployment, regional neglect and rural poverty.



Tom Scott OBE

Tom Scott was until 2005 a Northern Ireland senior civil servant latterly with Department for Employment and Learning with responsibility for skills, management development and youth training policy. In November 2005 he became Chair of the Greater Shankill Partnership Board in Belfast leading the partnership on neighbourhood regeneration strategy. Tom is a board member of Ormeau Enterprise Ltd, a local enterprise agency, and is involved with several private and public sector bodies. He is also involved in youth issues through Scouting, Belfast Activity Centre and the Gerry Rogan Initiative Trust. Tom was awarded an OBE in the 2008 New Years Honours List for services to the community in Northern Ireland.



Sean Gallagher

Sean Gallagher is co-founder and Managing Director of Dundalk based company Smarthomes. Set up in 2002, the company specializes in the manufacture and installation of technology solutions for the residential construction sector. Smarthomes recently won the contract to install their systems in Adamstown, the new town in South County Dublin, which when complete, will consist of more than 10,000 new homes. In 2004, the company won the InterTradelreland Seedcorn competition and in 2006, Sean was a finalist in the Ernst & Young Entrepreneur of the Year programme. Sean has a diverse background in the areas of Enterprise Development, Politics and Education. He holds a Masters Degree in Business (MBA) from Dundalk Institute of Technology and the University of Ulster at Jordanstown. He was formerly Deputy CEO of the Louth County Enterprise Board where he focused on supporting start up enterprises in the border area. Prior to that, and at the age of 28, he was appointed political advisor to Government Minister Dr Rory O'Hanlon TD. Earlier in his career, having qualified as one of the Ireland's first professional Youth and Community Development workers, from NUI Maynooth, he was the author of the Government's first National Alcohol Education Programme for the Departments of Health, Education and the Irish Youth Service.

Sean is a keen fitness enthusiast and holds first degree black belts in both Judo and Karate.

Organisation and Staffing Profile

Chief Executive and Directors

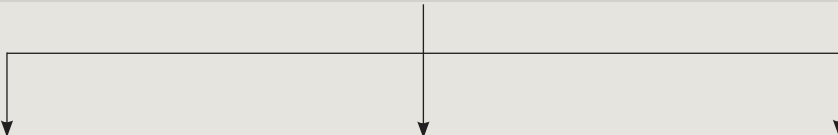


Liam Nellis
CHIEF EXECUTIVE OFFICER

Liam was appointed CEO of InterTradelreland in 2000. He is also an Advisor to the National Competitiveness Council Dublin and sits on the Northern Committee for the Sales Institute of Ireland. Liam is also a member of the Institute of Directors and sits on various business awards judging panels including Entrepreneur of the Year.

He has a Law Degree (LLB) from the University of London and an MSc in Social Policy, Planning and Administration from the University of Ulster.

Liam joined the Northern Ireland Civil Service in 1973 and established NI-Co (the public sector marketing company) in 1990. In 1997 he joined the Industrial Development Board as Executive Director responsible for attracting foreign direct investment to Northern Ireland.



Aidan Gough
STRATEGY
& POLICY
DIRECTOR

Aidan is a graduate of Queen's University, Belfast with an MBA and MSc in Economics. Prior to joining InterTradelreland, Aidan was Director of the Northern Ireland Economic Council.



Laurence Lord
CORPORATE
SERVICES
DIRECTOR

A Chartered Management Accountant and MBA, Laurence comes from a background in organisational development and financial management. He has worked extensively on institutional strengthening projects in Australia and Africa as well as within the Irish Commercial sector.



Margaret Hearty
ACTING
OPERATIONS
DIRECTOR

A business graduate and MBA, Margaret's career to date has focused on supporting the development of SMEs and early stage companies. She has lead the development of InterTradelreland's Equity Network initiative since joining the organisation in 2001 and took up the post of Acting Operations Director in September 2008.

Directorates

Operations Directorate

The Operations Directorate is responsible for the delivery of a range of business programmes in the areas of Science, Technology and Innovation, Sales and Marketing and Business Capability Improvement.

The Science, Technology and Innovation programmes help create partnerships between businesses, who are working to create new products and processes, and the third-level institutions and other commercial partners which have the knowledge and expertise required for success.

The Directorate also establishes and develops business networks to help companies pool their knowledge and resources, share costs and risks and achieve competitive advantage faster, cheaper and with less disruption to their operations. Additionally, it offers a range of services to help businesses to improve their capabilities through collaboration including reducing their distribution costs, improving their ability to tender successfully for public sector contracts from both governments and to raise equity finance.

The Sales and Marketing Programmes assist companies that want to increase their profitability through exploitation of cross-border markets and through collaborative ventures into international markets. This includes direct financial support, access to customised buyer-supplier events and developing an awareness of public procurement opportunities North and South.

Staffing Profile

January - December 2008

Strategy and Policy Directorate

The Strategy and Policy Directorate is responsible for the definition of the organisation’s strategic plans and its programme policies. The Directorate manages close working relationships with external business and policy organisations and with the other economic development agencies in Northern Ireland and Ireland. The team delivers expertise in the areas of Strategy and Policy Development, Economic Development Programmes, Science, Technology and Innovation, Business & Economic Research, Programme Appraisal and Evaluation and Business Planning and Performance Management.

Corporate Services Directorate

The Corporate Services Directorate facilitates the delivery of InterTradelreland initiatives. It supports its sister directorates through the provision of appropriate resources, systems and expertise in specific areas such as Human Resources, Information Technology, Financial Management and Communications.

As at the 31st December 2008, InterTradelreland employed 41 permanent staff (FTE -Full Time Equivalent of 39.91) and had two current vacancies.

The staff of the Body are highly qualified and experienced across a range of business related and other disciplines, including economics, project management, finance and the sciences. Several staff members have post graduate qualifications including up to Masters and PhD level and/or are professionally qualified members of chartered institutes e.g. Accountancy & CIPD.

While the Body is structured along the lines of the three directorates outlined above, in practice many activities and projects are undertaken on a cross-directorate basis with a matrix approach being applied to the management of the Body’s processes and projects.

During 2008, one post was filled – Deputy Manager Communications. The vacancy was advertised throughout Northern Ireland and Ireland and attracted substantial interest with 42 applications returned. Applications were of a high calibre in terms of experience and skills.

Currently five per cent of staff in InterTradelreland have declared themselves to have a disability under the definition of the Disability Discrimination Act 1995/Disability Act 2005. The Body will continue to make adjustments to both the workplace/and or working practices as appropriate.

The distribution of staff – by headcount - across the organisation was as follows:

GRADE	CEO'S OFFICE	OPERATIONS DIRECTORATE	STRATEGY & POLICY DIRECTORATE	CORPORATE SERVICES DIRECTORATE	TOTAL
CEO	1				1
Director			1	1	2
Manager		4	5	4	13
Deputy/ Project Manager		6	2	2	10
Executive & Administrative Staff	1	6	2	6	15
Total	2	16	10	13	41*

*As several Staff Members avail of the Body’s Family Friendly Policies and work reduced hours the Staffing Full Time Equivalent is 39.91.

STRATEGY AND KEY PERFORMANCE INDICATORS



Strategy and Key Performance Indicators

Vision, Mission and Strategic Goals.

In straightforward terms, trade depends on being competitive, and competitiveness depends on a productive use of economic resources.

InterTradelreland’s Vision is of a globally competitive enterprise environment in which Ireland and Northern Ireland co-operate to ensure the optimal utilisation of economic resources, particularly knowledge resources, to drive additional trade and wealth creation.

For the period of InterTradelreland’s 2008-2010 Corporate Plan our Mission is to enhance the global competitiveness of the economy of both jurisdictions for mutual benefit, through cooperative business, policy and research programmes, partnerships and networks.

A new strategic framework has been developed to enable us to pursue this Mission vigorously. This strategic framework is built on the basic principle embodied in our Vision, that there are mutual benefits to Ireland and Northern Ireland through co-operation to optimise economic resources, and that the critical impediment to the achievement of these benefits remains the imperfect flow of relevant information and knowledge across the border.

The framework identifies priority areas of activity within a broad competitiveness agenda and captures the importance of impact over outputs.

The Strategic Framework shows two core goals:

1. To generate Business Value, by enhancing company competitiveness and capability through co-operative North/South initiatives.
2. To improve the Competitive Environment on the island, for mutual benefit, through co-operative policy research, reports and networks.

Building Business and Institutional Connections.

Our strategic framework offers a structure within which InterTradelreland will contribute to enhanced optimisation of economic resources through cross-border co-operative initiatives that will have mutually positive micro (business value) and macro (environmental) impacts. The key to unlocking the potential to optimise economic resources will be the building of meaningful connections with and between representatives of the business community, academia, public sector departments and agencies. Such connections can lead to more efficient delivery of services and initiatives and open a gateway to new international relationships³.

Communicating Co-operative Success.

Co-operation between Northern Ireland and Ireland remains a relatively untapped source of competitive advantage. Communicating such success continues to be a key tool to extend participation in new and existing co-operative initiatives.

Key Performance Indicators.

InterTradelreland has defined three discrete Direct Impact Measures to ensure that the public resources that we utilise, deliver value for money in ways which align with the organisation’s legislative remit and strategic goals.

Key Performance Indicators (KPI’s) for 2008-2010 are:

- KPI 1** The business value generated through InterTradelreland’s initiatives.
- KPI 2** The number of firms engaged in InterTradelreland initiatives.
- KPI 3** The number of North/South trade and business development networks supported by InterTradelreland.

Targets against these three Key Performance Indicators over are set within the organisation’s Annual Business Plans. Performance against these KPIs and in relation to a number of Additional Performance Indicators will be published each year. The 2008 Business Plan Performance Report in the next section provides quantitative and qualitative data on our operational programmes and networks, our business and economic research reports, work within the North/South policy and operational secretariats with which we are engaged and the online services which we have created and are delivering.

Indirect Impact Measures reflect the medium to longer term impact of InterTradelreland’s programmes and initiatives. These include improved co-operation-driven business capability and competitiveness, increased business flows, increased knowledge flows and innovation, and increased levels of North/South trade.

³ Such as the tripartite US Ireland R&D Partnership which has been established between the US, Northern Ireland and Ireland, and for which InterTradelreland provides a secretariat function.

2008 BUSINESS PLAN PERFORMANCE REPORT



2008 Business Plan Performance Report

Programme Area - Science, Technology & Innovation

Innova



InterTradelreland's Innova programme is an all-island R&D programme which stimulates, promotes and supports R&D co-operation between pairs of companies, one from Northern Ireland and one from Ireland, with the support of public research organisations where required. The Innova pilot programme has been very successful, with a total of seven partnerships having completed their projects with the remaining partnership due to complete in July 2009.

Projects have included possible treatments for cancer, severe acute pancreatitis, inflammatory and autoimmune diseases and the development of a hygiene management system to help healthcare institutions reduce the spread of infections such as MRSA and C Difficile.

Innova launched a second phase of the programme in late 2008 and will fund up to 17 collaborative projects, including two unique, larger scale projects (flagship projects). Interest in this programme has greatly exceeded expectations generating more than 130 Expressions of Interest across a wide range of sectors. In December 2008, a total of 26 partnerships were invited to submit full proposals.

FUSION

FUSION is InterTradelreland's all-island technology transfer initiative that gives companies with technology-based needs the opportunity to work within three-way partnerships that include third-level research institutions with specialist expertise, and a high-calibre science and technology graduate. During 2008, companies that previously completed FUSION identified that the programme had enabled them to realise a total of business development value of £12M/€14.3M. Examples of the impact that FUSION has had on companies are:

Intelesens Ltd., Belfast (formerly Sensor Technology and Devices Ltd.)

- The company's FUSION project has been successful in developing a web-based healthcare record database which receives, stores and displays healthcare data transmitted from a range of body-worn wireless devices. This leading-edge technology has the potential to contribute to the NI Department of Health's remote patient monitoring initiative within which £46M of public funding has been set aside over the next 3 years to introduce new approaches to chronic disease management, including remote monitoring of patients at home.
- The Company has recently attracted almost £1M of venture capital funding to support its ongoing development activities.

CyberColloids Ltd, Cork

- Involved in an EU FP7 project worth €1M as a direct result of FUSION, EU consortium involves the University of Ulster, the University of Reading, CyberColloids and 3 SMEs in Spain, Scotland and Ireland;
- €500k extra business from client companies and associated grants as a result of FUSION project;
- Published one paper as a direct result of FUSION project; and
- FUSION graduate took up a permanent position as a PhD research scientist with CyberColloids Ltd after FUSION.

The FUSION graduation event took place on Thursday 18th September 2008 in conjunction with the Smurfit School of Business in the O'Reilly Hall in UCD. The graduation was attended by Minister John McGuinness and 39 FUSION graduates were conferred with a Post Graduate Diploma in Management Practice.

In 2008 a further phase of FUSION commenced and by December 2008 a total of 39 projects had been approved to join the programme. In 2008 Trinity College Dublin and Waterford Institute of Technology participated in the programme for the first time. In addition, three Master Classes were delivered; 23rd May 2008 to nine partnerships, 22nd August 2008 with 14 partnerships represented and 31st October 2008 with 13 partnerships represented.

US-Ireland R&D Partnership

The United States of America, Ireland and Northern Ireland have come together for a unique initiative to increase the level of collaborative R&D amongst researchers and industry across the three jurisdictions that will generate innovations to the marketplace and lead to improvements in healthcare, disease prevention and other technologies. As part of the work of the Partnership, the Science Foundation Ireland, Invest NI, the Department for Employment & Learning and the R&D Office agreed terms under which they will collaborate with the National Institutes of Health to jointly fund research in diabetes, cystic fibrosis, nanotechnology and sensor technology.

The sixth meeting of the US Ireland R&D Partnership was held in Washington DC in November 2008. At the meeting the Steering Group welcomed the growing pipeline of tri-jurisdictional proposals that are now in the system for international peer-review. With a view to expanding the pipeline of proposals further the Steering Group decided to expand the current scientific area of diabetes into the wider area of diseases of ageing and cystic fibrosis to include research on the wider area of respiratory diseases. In parallel with the Steering Group meeting, the National Institutes of Health (NIH), the National Science Foundation (NSF) and InterTradelreland organised workshops for principal researchers from Northern Ireland and Ireland. The workshops were very successful and with support from Science Foundation Ireland, the R&D Office in Northern Ireland and Invest NI, 27 participants from Northern Ireland and Ireland attended.

Programme Area - Sales & Marketing

Women in Technology & Science

The Wiser Workforces initiative was officially launched by Minister Micheál Martin on 20th February 2008 at the Science Gallery, Dublin. The Re-Enter educational and mentoring pilot programme identifies re-trains and supports scientific and technically qualified women to return to the workforce following career breaks. License negotiations were completed with the Open University to develop the educational product. As a result of regional recruitment workshops in Galway, Dublin, Belfast and Cork, a cohort of 20 students (five NI, 15 Ireland) enrolled for the programme. At the end of 2008 the full cohort of students successfully completed the programme. In addition 17 participants took up an optional mentoring phase of the programme which matched participants with individual mentors. Mentoring and networking will continue through 2009. By the end of 2008, two participants had secured employment, two had secured work placements and a further two had returned to further education.

All-Island Innovation Programme

The All-Island Innovation programme commenced in September 2008. The first lecture on 'Knowledge Management' took place in Queen's University Belfast (QUB) on 17th November 2008. The programme represents collaboration between Queen's University Belfast (QUB), University College Dublin (UCD) and the National University of Ireland, Galway (NUIG). The initial two year programme will promote and encourage innovation by delivering a series of innovation lectures and master classes aimed at industry and academia in both jurisdictions. Each lecture will be delivered by a world renowned 'Chair of Innovation' in

partnership with Queen's University Belfast (QUB), University College Dublin (UCD) and National University of Ireland, Galway (NUIG).



The programme also includes the establishment of an all-island Community of Innovation Researchers comprising a minimum of 20 researchers from across the three participating institutes with the potential for other institutions and international partners to become involved. The aim of this community is to study innovation in several academic disciplines over a longitudinal period, to progress the development of an island-wide knowledge economy and to align best practice in innovation research with current policy thinking and inform future policy-making and its implementation.

The inaugural Chair of Innovation, Larry Prusak, was the founder and Executive Director of the Institute for Knowledge Management (IKM), a global consortium of organisations engaged in advancing the practice of knowledge management. As part of 'Innovation Week' at Queen's University Belfast and NUI Galway, Prusak delivered a number of lectures, master classes and seminars.



Acumen



Acumen is a cross-border business development programme designed by InterTradelreland to stimulate cross-border trade within the small and medium enterprises community in Ireland and Northern Ireland. The programme assists individual SMEs by providing tailored consultancy and salary support mechanisms for market builders in cross-border markets.

In 2008 Acumen reported an additional sales gain of £20.3M/€24.2M and the creation of 54 new jobs. One company, Teemore Engineering of Enniskillen, a specialist in the manufacture of livestock handling equipment, has reported an additional gain of £3.8M. In 2008 a total of 25 companies completed their Acumen projects with a further 108 continuing with their projects into 2009.



A second phase of the Acumen programme commenced in 2008, the first of a series of launch events was held in Dublin on the 4th June 2008. The programme was launched in Northern Ireland by Minister Foster MLA on the

25th July 2008 at the Bite Group Headquarters in Enniskillen. During the start up phase of the programme 83 companies were approved to join, with 51 of these companies being first-time exporters, 43 of these companies had commenced their projects by the end of 2008. Within the mix of companies 11 industrial sectors are represented in 25 different counties in Northern Ireland and Ireland.

MicroTrade

MicroTrade is a joint initiative between InterTradelreland, the County & City Enterprise Boards, and Enterprise Northern Ireland. The programme helps small businesses build contacts, markets and partnerships across the island.

In February 2008 a delegation of 14 microenterprises from MicroTrade attended the ITnT Trade Show in Vienna. ITnT is the platform for information technology and telecommunications in the CEE/SEE (Central Eastern Europe/South Eastern Europe) region. The event was part of the EU Matching programme (www.eumatching.net) and MicroTrade worked with the European Information Centre in Waterford to optimise the benefits of attending the show. Immediately after the event, MicroTrade companies stated that they had won approximately £42,000/€50,000 of business on a cross-border basis.

MicroTrade's 'Getting IT Right' event on the 11th & 12th March 2008 at City North Hotel brought together 36 micro enterprise companies (with 77 attendees) from within the ICT sector and buyers from the public sector. The event provided SMEs with an opportunity to learn about public sector contracts in Northern Ireland and Ireland and avail of tendering advice

Programme Area - Enterprise Capability Development

from experts in both jurisdictions. The buying organisations included Central Procurement Department (CPD), Bórd Na Mona, Dublin City Council, NI Education Boards, Offaly and Meath County Councils, the Northern Ireland Assembly, Health and Safety Executive (HSE), and the Department of the Environment (DOE).

MicroTrade held a number of cross-border networking events for micro-enterprises during 2008 which were attended by a total of 213 companies:

1. Creative Industries Business Development Programme, Dundalk.
2. Creative Media – Pitching to Commissioning Editors, Dublin, micro-enterprises from the television, multimedia & film sectors had an opportunity to ‘pitch’ ideas to commissioning editors from BBC UK, TG4, Five, RTE, and UKTV.
3. Food & Beverage PowerHouse, Limerick, aimed at small food & beverage producers.
4. Go-2-Tender Public-Sector Training courses held in Athlone and Newry.
5. Trade Mission by Northern Ireland companies to South-East Enterprise Week, Waterford/ Carlow.
6. ‘License to Export’ event, Mullingar.
7. Build Ireland Greener, Meath. The 50 companies that attended engaged in 278 meetings between small companies and buyers, and 174 meetings between small companies.

In September 2008 MicroTrade hosted a Strategy & Networking Day in Portlaoise that was attended by over 50 County Enterprise Boards/Enterprise N.I. representatives.

In addition, MicroTrade provided Market Entry grants to 25 companies including BorderLine Productions, Newtownards, towards the launch of a joint partnership with Zanzibar films of Dublin, at the Galway Film Festival, and Big Wave Media Training (Limerick) towards brochure costs for the Northern Ireland market and promotional launch of the company. The company has established new premises in Belfast. A further eight companies benefited from ‘Link-Up’ awards, including Walleffects, Tyrone and Urlar, Donegal who received support towards joint attendance and exhibition of products at the Interior Design Show 2008 in the RDS, Dublin.

An independent evaluation in December 2008 reported that a business development value of £797.22K/€948K was achieved by companies as a result of participating in the MicroTrade programme.

FOCUS

FOCUS is a strategic cross-border marketing and sales initiative. At the end of December 2008, additional sales of £1.16M/€1.38M have been achieved by FOCUS companies. FOCUS came to a close with the final project due for completion in August 2008. Examples of significant developments within companies are:

- Gilroy Tiling gained an increase of sales in Northern Ireland of €153,528 as a result of FOCUS and this has been achieved in the face of growing competition in the engineering market from China.
- Andrew Mannion Structural Engineers based in Moate, Co Westmeath completed in October 2007. The company has reported benefits of €245,000 over the period of the programme and since completion.

EquityNetwork



InterTradelreland’s EquityNetwork, which is the outcome of comprehensive research into private equity provision throughout Northern Ireland and Ireland, offers a range of support to help early stage companies improve their chances of becoming investor ready. In 2008 equity investments in previous Seedcorn winners and Business Angels reached a total of £28.9/€34.39M.

The annual Private Equity Conference took place in March 2008 at the Waterfront Hall, Belfast. The theme of the 2008 conference was “Optimising Returns for Entrepreneurs and Investors Alike.” The then Minister for Enterprise, Trade and Investment, Nigel Dodds, MP, MLA addressed the conference and speakers included Keith Arundale, author of a Guide to Venture Capital, Liam Casey, 2007 Entrepreneur of the Year, Stephen Moore, Head of Motorola Ventures, David O’Meara, CEO of Havok and Stuart Harvey, Founder of Harco. A total of 180 delegates attended and quotes from attendees included the following:

- Companies - “Leads to follow up that may result in new business being won.”, “Have received two good connections for possible investment.”

- Venture Capitalist - “Reconnected to a NI company seeking funding.”

The 2008 Seedcorn Competition was formally launched in the press during May 2008. From the 173 business plans submitted, 24 were short listed to attend the regional finals which took place in Newry, Limerick and Galway during the first two weeks of November 2008. The overall final took place in Belfast in November 2008 at which Minister John McGuinness, Minister for Trade and Commerce presented the €100K Emerging International award to Mcor Technologies from Ardee, the company has developed a new 3D printer. Dr Gerard O’Hare, Chair of EquityNetwork presented the €50K Emerging award to Media Lightbox from Newry, which has developed a digital asset management system. The inaugural Seedcorn Competition Alumni Association networking event took place in September 2008 at the Royal College of Physicians in Dublin. The event was attended by up to 100 guests who were drawn from the alumni association and investors.



Programme Area - Business Networks



EquityNetwork Education and Awareness activities, in 2008, saw the delivery of two Round Table events, five Investment Pitch Master Classes and six Equity Awareness events, at venues including

Sligo, Cork, Galway and Belfast. Research and Publications Work continued with the publication of six Seedcorn Case Studies.

Entrepreneurship Masterclasses

InterTradelreland has developed a network of some of Northern Ireland and Ireland's most successful entrepreneurs with the objective of using their skills and expertise to assist growth companies. The programme hosted an ICT Masterclass, in partnership with NORIBIC, for five companies in May 2008 in Londonderry. A further master class was held in Galway in July 2008 for eight companies within the life and health sciences sector.

Public Procurement (Go-2-Tender)



This new phase of the original Go Tender programme commenced in 2008 with the first workshops being hosted in September 2008 in Athlone and Belfast. The Athlone workshop was held for micro enterprises and the recruitment, undertaken by MicroTrade, resulted in a total of 19 companies attending. The Belfast workshop was attended by 16 companies. Following these workshops over 85 per cent of companies are benefiting from additional mentoring that will allow them to work through a tender specific to their business. From October 2008 a total of five Go-2-Tender workshops, attended by 74 companies, were held in Dublin, Omagh, Galway, Dundalk and Newry.

BioMedIreland

The BioMedIreland programme completed in February 2008 with the delivery of the BioMed Central conference held in Dundalk. Over 70 delegates attended the event on "Partnerships in Connected Health" within the sector and the Reminac Business network was featured in one presentation.

All-Island Software Network

The All-Island Software Network (AISN) is a strategic partnership between InterTradelreland, the Irish Software Association and Momentum, the Northern Ireland ICT Federation. The Irish Software Association and Momentum are the two main representative bodies for the software sector, from Ireland and Northern Ireland respectively. During 2008 the activities of the Network included:

- A public procurement workshop for nine companies in Dublin;
- Launch of the Mobile Advertising Alliance business network at the Mobile World Congress in Barcelona;
- Soft test network events in Belfast and Cork;
- An ICT Masterclass delivered in conjunction with Noribic attended by four companies in Londonderry in May 2008;
- In May 2008, through the Irish Software Association (ISA), a supplier 'face to face' education workshop which was hosted in Dublin by both the Energy Supply Board and the Central Procurement Directorate attended by 25 companies;

- Three events in conjunction with the Soft test network in Dublin, Belfast and Cork in June 2008 engaging with 60 companies during the events; and
- Soft test events run in Dublin/Cork/Belfast with a total of 97 attendees.

As a result of these activities collaboration is increasing between the Soft test testing network, IT @ Cork, the ISA, the ISA Skillnets and Momentum. These networks represent over 400 companies in this important sector.

All-Island Polymer & Plastics Network

The All-Island Polymer & Plastics Network was launched in January 2008 to increase the global competitiveness of the industry, North and South. The network is supported by InterTradelreland, Plastics Ireland, the Northern Ireland Polymer Association and the Polymer Processing Research Centre at Queen's University Belfast. The Network and the dedicated on-line resource, www.polymernetwork.com, were officially launched at Munster Simms in Bangor, Co. Down. The website promotes the work of the network and includes a company database, training resources database and an on-line forum. In 2008 the Network engaged with companies such as Toyota UK Ltd, PERA, Audio International, Moffet Engineering, Earthwood, IPC Ltd, Wellman International and Renewable Products to gain a better understanding of polymer and plastic sector activities and developments.

In addition, 103 companies and 14 academics who attended benefited from:

- An Information Seminar on recycling and energy reduction, Mullingar;
- A Sustainable Manufacturing Seminar delivered in association with NISP, Magheralin;
- An Energy Seminar, Dundalk;
- Continued interaction among companies on an all-island basis with the objective of gaining a better understanding of polymer and plastic sector activities and developments;
- A workshop held in Mullingar focused on ‘Synergies in Plastic Processing’; and
- A Best Practice visit which gave companies the opportunity to visit and participate in a detailed workshop at the DuPont factory in Londonderry.

Polymer & Plastics Skillnets Training Network

This phase of the all-island learning network was successfully completed in August 2008. In total 17 courses were delivered to 76 NI participants, 42 per cent of whom had not attended training in the last three years. First Polymer Training successfully delivered training sessions at Munster Simms, Brett Martin, Radius Plastics, Boomer Industries, Canyon and Clarehill Plastics. Training modules included sheet extrusion, injection moulding, supervisory management, mould and part design, extrusion and design of experiments.

All-Island Learning Networks (Skillnets)

In conjunction with Skillnets, the Irish enterprise training body, the following individual networks delivered training to a total of 91 attendees during 2008:

- Wireless Network - two day programme, Belfast.
- SLM Network- two study visits to Quinn Glass factory in Fermanagh and training delivered in Loughry Food Centre, Cookstown.
- Wireless Network - PRINCE2 Foundation.
- Digital Media Network - Web 2.0 Conference in San Francisco.
- Wireless Network- PRINCE2 Practitioner.
- Wireless Network - Core Spring.
- Software Network - Accelerating your Company’s Growth.

North West Science & Technology Partnership

The North West Science and Technology Partnership (NWSTP) is a network formed in 2005 between industry, academia and other key stakeholders to strategically promote, support and strengthen science and technology based innovation and business in the North West region - North and South.

During 2008 the NWSTP has been engaged in the development of infrastructural projects which has proved beneficial to increasing investment in the region and acting as a stimulant for greater collaborative research.

The proposals will greatly enhance the attractiveness of the North West as a scientific research region. On the 30th May 2008 the Deputy First Minister Martin McGuinness, MP MLA, attended a briefing on the advanced medical imaging facility being developed by Letterkenny and Altnagelvin hospitals. In addition the work of the NWSTP has included a number of workshops and development meetings with companies:

- Advanced Medical Imaging (AMI), May 2008 networking and workshop with eight companies in attendance.
- Healthcare Packaging Workshop; Loughry Co Tyrone, June 2008. This meeting was convened to discuss key issues in Healthcare Packaging. A total of five companies attended and the outcome was the agreement to move forward to initiate an industry led network.
- A meeting in June 2008 with Biocept, Abbott, US medical Device Company, NWSTP and Letterkenny Institute of Technology (LYIT) to discuss possible Foreign Direct Investment.

All-Island Supplier Model (Construction)

The companies on the Supplier Model have put in joint bids for a number of projects and are awaiting the results. The Supplier Model companies have bid for approximately £238M/€283M of business. One company has been successful in securing a contract worth £2.3M per year for the next five years. This is on top of the £65K/€77.4K also secured by other Supplier Model companies. The Londonderry Strategy Partnership indicated in 2008 that it

was interested in funding the Supplier Model companies specifically to explore business opportunities through the ILEX initiative. ILEX was established to promote the physical, economic and social regeneration of the city, specifically the Ebrington and Fort George sites which are 26 acres and 14 acres respectively and are intended for mixed use development.

Build Up Construction Network

The Network continued to grow in early 2008 with 28 companies registered. In February 2008 Build Up was represented by four companies at the Self Build Show at the Kings Hall Belfast. Over 16,000 people attended the event over the three day period and it proved to be an effective opportunity to promote the Build Up brand. By the end of June 2008 the Network reported that two additional jobs had been created and that eight companies are expected to show an increase in cross-border sales of between five per cent and ten per cent.

Mobile Advertising Platform Initiative

Following the completion of the architectural design in January 2008 work commenced on the technical integration. The Mobile Advertising Alliance website was completed and a number of associated marketing activities were undertaken. In February 2008 a product launch took place at the Mobile World Congress, in Barcelona. The launch generated nearly 200 leads consisting of mobile operators, system integrators, marketing agencies, ad networks and potential technology partners. Following on from leads generated at the Mobile World Congress the network spent

Programme Area - Business & Economic Research

considerable time pursuing these opportunities. The work of the network also included a focused workshop delivered by Jim Brooks, a leading international expert in the area of mobile platform development. The network is pursuing a number of Systems Integrators who are keen to offer the platform as a technology solution.

In 2008 one of the companies involved in the network Anaeko reported that they had delivered £20K/€23.8K Mobile Advertising consultancy to customers in the US & Middle East. This was represented by consultancy for a System Integrator in Saudi Arabia and consultancy for a US Advertising Service Provider. For each customer, the initial consultancy engagement is expected to lead to significantly greater mobile advertising related consultancy in 2009. Anaeko have acknowledged the financial and non-financial benefits of being part of the network and expect to achieve further direct sales in the forthcoming year.

REMCA

In the latter part of 2008, InterTradelreland agreed to provide financial support to the Remca project which is focused on the development of a tracking and management solution for the medical industry utilising state of the art RFID technology. The solution will consist of RFID tags and readers that feed information to and from the tag. A sophisticated PC software application will also be developed to manage the data being written to and taken from the RFID tags. The tags will be integrated in test tubes, bottles, vials and other containers used in clinics and medical laboratories as well as assets, such as defibrillators, found in the medical sector.

REMINAC Network

The Reminac Network is developing and bringing to market a Remote Management Device for treating asthma. Eirwave, Marturion and Vitalograph form the network of companies collaborating on this all-island business network. The network presented their preliminary results at the BioMedIreland Conference, BioMed Central in February 2008. The project completed the development stages in August 2008 and then moved to undergo a series of tests with a limited range of potential users including large pharmaceutical companies. In early 2009, the team will be attending a number of international trade exhibitions and pursuing “Heads of Agreement” protocols with interested parties.

Network Support and Facilitation

In 2008 InterTradelreland worked with the Impact Measurement Centre, Ireland on a Networks Impact Assessment project and in doing so developed a methodology for measuring the outputs, outcomes and impacts of project-driven inter-firm collaboration. The work was presented at the International Conference on Return on Investment (RoI), Dun Laoghaire in October 2008.

North/South Roundtable Group

The North/South Roundtable Group is a unique informal private sector led “think tank”. It brings together leading figures in the public and private sectors, North and South, to discuss how best to enhance the economic well-being of both economies in a way that is mutually beneficial. InterTradelreland provides assistance in the form of secretariat support. In 2008 the Group held six Steering Group meetings and a plenary meeting with the theme ‘Competitiveness in the Changed Global Environment.

Freight Transport Report for the Island Economy 2020



A consortium comprising WSP Development and Transportation, the Logistics Research Centre at Heriot Watt University, Pantrak and the National Institute of Transport and Logistics undertook the study to examine how freight moves on and off the island. The report was published early in 2008 and was discussed at the North/South Ministerial Council transport sector meeting in May 2008. The findings were also presented to the North/South Roundtable Group and the Transport Ireland conference in the same month. The findings and recommendations of the study continued to be fed into the discussions of the two relevant departments and the plans of North/South Ministerial Council transport sector and formed a significant part of an enterprise review of the island’s ports, published by Forfás in December 2008.

An Investigation into North/South Trade

InterTradelreland engaged in an update of North/South Trade: A Statistical Ground Clearing Exercise at the request of the Department of Enterprise Trade and Investment. Since the original InterTradelreland research, official trade data has continued to diverge to such an extent that both jurisdictions claim

to have a trade surplus with the other. The research project seeks to identify the reasons for the difference, provide a best estimate of cross-border trade and make recommendations to improve the figures. The final report for Phase 1 (updating the data) was completed in May 2008. However, Phase 2 has been postponed due to the lack of success of an official request submitted by the Department of Enterprise Trade and Investment (DETI) to gain access to HMRC data and the need to gain legal clearance to compare DETI and Central Statistics Office (CSO) VAT-related trade data.

BT/InterTradelreland Business Monitor

BT and InterTradelreland continued their co-operative project to conduct business sentiment surveys on an island-wide basis. The BT/InterTradelreland Business Monitor involved partners from Dublin Chamber and the Northern Ireland Chamber of Commerce. Within 2008 three waves of research surveying 1,000 business leaders each time were completed and the first ‘BT/InterTradelreland Business Monitor’ report was launched in June 2008 with extensive press coverage in all the major newspapers both North and South. The final survey was completed in September 2008 and updated the 2007 findings on cross-border trade and business linkages. It showed a steadiness in the number of companies involved in cross-border trade (40%) in a period where business confidence went into steep decline.

Mapping Differences in Business Regulation on the Island of Ireland

This work has been taken forward by InterTradelreland in conjunction with the Department of Enterprise Trade and Investment

(DETI), Department of Enterprise Trade and Employment (DETE) and Forfás to explore where differences in business regulation exist and establish the cost to companies wishing to conduct business across the border. In 2008 further research and consultations were completed looking at the EU's SOLVIT mechanism with the final report to be published early in 2009.



The findings include detailed scoping of difference in the five selected specific regulations (working time directives, TUPE, distant selling regulations, data protection and the construction industry scheme) and two wider regulatory areas (environmental and immigration). Recommendations include the proposal for a problem-solving first stop shop to assist companies with cross-border trade and business.

Direct Shipping Study

In 2007 InterTradelreland supported the study in conjunction with Forfás and Invest NI and a range of private sector stakeholders. The Irish Exporters Association continued, during 2008, to follow up on the direct shipping study. In relation to RoRo, intensive discussions are under way between exporters and shipping lines around a feeder service from Dublin to Southampton. Another option being worked on is a stop in Belfast on a route from Scandinavia

to North America. The introduction of the EWL/ Fyffes Dublin – West Indies – North America service is offering more choice for LoLo exporters.

Agri-Food Study

Following discussion with various industry stakeholders a Steering Group (involving the Department of Enterprise Trade and Investment (DETI), Department of Enterprise Trade and Employment (DETE), Enterprise Ireland (EI), Invest NI (INI), Department of Agriculture and Regional Development (DARD) and the Department of Agriculture and Fisheries (DAFF) met in October 2008 to explore the scope for collaboration at strategic level within the sector and to identify where mutual benefit exists from joint responses to common challenges. A Terms of Reference for the study was presented to the Northern Ireland Industry Advisory Panel in December 2008 and work will continue in 2009.

Newry/Dundalk Study

Following on from the InterTradelreland 'Spatial Strategies on the Island of Ireland', the Newry/Dundalk Study is being carried out by the International Centre for Local and Regional Development (ICLRD). This project aims to identify specific collaborative projects that can be implemented to make the twin-city concept a reality. The Steering Group is chaired by InterTradelreland and in 2008, progress was made on the core projects of the International Services Zone, Sustainable Energy Zone and Geo-Park. Further work was also done on skills, infrastructure and urban regeneration. The report went to print in late December 2008 with plans for an official launch in early 2009.

Managerial Capabilities on the Island of Ireland

InterTradelreland has worked in partnership with the Department of Enterprise Trade and Investment (DETI) and the Department for Employment and Learning (DEL) to ensure North South coverage in this research through the involvement of the Forfás Expert Skills Group. In February 2008 McKinsey Associates and the Centre for Economic Performance (CEP) in London School of Economics were appointed and the Steering Group was broadened to involve Forfás and Invest NI. Progress by the end of 2008 included 270 manufacturing and 25 tradable services interviews with the final report due for publication early in 2009.

Opportunities for the Environmental Goods and Services Sector on the Island of Ireland

The study was undertaken by InterTradelreland in partnership with Forfás, Enterprise Ireland, IDA Ireland, Invest NI, Sustainable Energy Ireland and the Department of Enterprise Trade and Employment (DETE) to explore new market and collaboration opportunities that exist for businesses in the environmental goods and services sector. InterTradelreland and Forfás have developed a summary report with policy recommendations to develop the Environmental Goods and Services sector, including those with a North/South impact. The final report was launched with a business seminar held in Dublin in October 2008.

Design - A Study to Map Design Services & Support Initiatives to Business across Northern Ireland & Ireland

The Centre for Design Innovation and Design Connect were appointed to carry out this study on behalf of InterTradelreland in December 2007. In conjunction with Enterprise Ireland, Invest Northern Ireland and the Institute of Designers in Ireland the study aims to identify areas where there is scope for collaborative all-island activity, particularly with regard to optimising the promotion, support and supply of design as a source of competitive advantage for firms.

Mapping Study of Research & Technological Development Centres on the Island of Ireland

The Mapping Study of Research & Technological Development Centres on the Island of Ireland was launched on the 11th February 2008. This report was commissioned by InterTradelreland in conjunction with the Department of Enterprise, Trade and Investment, the Department of Enterprise, Trade and Employment, the Department for Employment and Learning, Invest Northern Ireland, Enterprise Ireland and Science Foundation Ireland. The report presented, for the first time, a profile of the research and technological development (RTD) centres throughout Northern Ireland and Ireland. It examines the nature and extent of cross-border collaboration, explores the barriers to further collaborative activity and makes recommendations to address these in a manner that will optimise the use of knowledge

resources on the island and deliver additional value to Northern Ireland and Ireland. These recommendations are focused on enhancing the levels of awareness of research activities in the other jurisdiction, consideration of new funding models and the development of targeted cross-border support mechanisms. The report was widely distributed to academia, policy makers and business representative groups.

All-Island Environmental Improvement Programme – Policy Paper

In April 2008 InterTradelreland initiated a ‘Green Book’ appraisal of a targeted North/South environmental improvement programme. The report was completed in August 2008 and recommended that a stakeholders’ forum be organised to discuss the findings of both this study and the Environmental Goods and Services Sector report (EGS) and the potential North/South actions that might flow from their findings.

A Simple Guide to Cross-Border Trade

A Simple Guide to Cross-Border Business is a handbook for firms seeking to develop trade or business linkages on a North/South basis. A fully updated 2008 edition (using three expert providers: FPM Accountants, Morgan-McManus Solicitors and National Irish Bank/ Northern Bank) was published in October 2008. It was launched at a series of InterTradelreland/ Northern Bank Cash Management seminars in Newry, Omagh, Portadown, Londonderry, Ballymena and Belfast.

A Gravity Model Approach to Estimating the Expected Volume of North/South Trade

InterTradelreland began this study in conjunction with Economic Research Institute NI (ERINI), Central Bank (Ireland), Forfas (Ireland) and University of Ulster (NI) and the Economic and Social Research Institute (ESRI). The research, using a Gravity Model approach, commenced September 2008 and the final report will be available early in 2009.

All-Island Public Procurement: A Competitiveness Paper

Research for this study began in 2008 overseen by a Steering Group with representatives from Department of Finance (Ireland), Central Procurement Directorate (NI), Strategic Investment Board (NI), National Treasury Management Agency (Ireland). The report is expected to be completed early in 2009.

A Competitiveness Analysis of the Polymer & Plastics Sector on the Island of Ireland

The establishment of the All-Island Polymer & Plastics Network marked the achievement of the overarching recommendation from the report. The purpose of the network will be to drive forward the implementation of some of the other recommendations arising from the report with a particular focus on innovation, training, energy, lean manufacturing and best practice.

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Mapping the Bio Island (2003)	606
A Review of the All-Island Construction Sector (2003)	1988
North/South Trade: A Statistical Ground Clearing Exercise (2003)	372
A North/South Analysis of Manufacturing Growth and Productivity (2003)	356
A Review of the Horticulture Industry (2004)	325
Entrepreneurship on the Island of Ireland in 2003 (2004)	180
A Review of the All-Island Financial Services Sector (2004)	299
Cutting Our Cloth Review of the All-Island Clothing and Textiles Industry (2005)	469
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Online Resources

Polymernetwork.com

The website promotes the work of the Polymers & Plastics Network and includes a company database, training resources database and an on-line forum. Launched in February 2008, www.polymernetwork.com received a total of 580 hits to the end of June 2008, 179 of which were unique hits and originated from 19 Countries. July 2008 to December 2008, 1092 visits and 4566 page views.

Expertiseireland.com

Originally funded by InterTradelreland and jointly managed with Irish Universities Association, expertiseireland.com is the gateway to the knowledge base in both jurisdictions, and is the most advanced on-line portal of its kind in Europe. This on-line portal acts as the first point of contact for anyone seeking details about the whole research community. Launched in July 2003, the portal is driven by a powerful database populated directly from the knowledge management systems of both jurisdictions' research institutions. Statistics, for 2008, show that the portal received 1,033,316 hits and 25,734 visits.

Trade Statistics Website

The InterTradelreland Trade Statistics website enables access to a range of comparable data on trade and production for Northern Ireland, Ireland and composite all-island data in the form of statistics, charts, and interactive graphs. During 2008 the trade figures for Quarters 1, 2 and 3 of 2007 were added to the website. In 2008 there were a total of 1,387 visits to the website and 428,458 hits.

Get2business

This unique all-island guide to business support services, developed by InterTradelreland, helps businesses find the information they need, quickly and easily, from business planning and financial assistance to training and networking opportunities. The website connects businesses in touch with partners and organisations that can deliver practical, reliable and effective advice and support from all sources. In 2008 there were a total of 2,670 visits to the website and 28,727 hits.

Go-Source

Go-Source is a co-operative initiative between InterTradelreland, Enterprise Ireland and Invest Northern Ireland. This online directory of every public sector organisation in Northern Ireland and Ireland, includes public sector organization profiles, incorporates contact details for buyers, their procurement structures and what they buy. The website provides links to live tenders, hints on accessing contracts and valuable information on the structure of Government bodies and their procurement procedures.

Visits - A count of unique IPs for the period of the report, whether or not they were authenticated using domain names or cookies.

Hits - A count of all successful hits including HTML pages, pictures, forms, scripts, and downloaded files.

AUDITED ACCOUNTS



Foreword to the Accounts

Background Information

InterTradelreland - The Trade and Business Development Body - is a North/South implementation body sponsored by the Department of Enterprise Trade and Investment in Northern Ireland and the Department of Enterprise Trade and Employment in Ireland. The Body was established on the 2nd of December 1999 under the Belfast Agreement 1998 and the British-Irish Agreement 1998 establishing implementation bodies, which is underpinned by the North/South Co-operation (Implementation Bodies) (Northern Ireland) Order 1999 and the British Irish Agreement Act 1999. The Trade and Business Development Body's principal functions are to exchange information and co-ordinate work on trade, business development and related matters, in areas where the two administrations specifically agree that it would be in their mutual interest. Specific areas include amongst others - co-operation on business development opportunities North and South, devising new approaches to business development and competitiveness, promotion of North-South trade supply chains and other areas when tasked jointly to do so.

These accounts have been prepared in accordance with the accounts direction attached in Appendix A.

Business Review

A full review of the Trade and Business Development Body's activities is given in the Annual Report.

Results for the Financial Year 1 January 2008 - 31 December 2008

The results of the Trade and Business Development Body are set out in detail on page 8. The surplus for the period was £337,827 (€429,642).

Fixed Assets

Details of movement of fixed assets are set out in note 8 & 9 to the accounts.

Research and Development

As an economic development agency, InterTradelreland does not engage directly in research and development activity on its own behalf. However, the Body's priority area of activity stated in the 2008 - 2010 Corporate Plan is Science, Technology & Innovation (STI), which it will address through programmes such as North/South STI policy development and North/South STI programmes such as technology transfer and collaborative inter-firm research and development. The Body will also execute a programme of economic and business research.

Future Developments

The Body is implementing its 2008 - 2010 Corporate Plan. InterTradelreland's two core goals for the period of this Corporate Plan are to generate business value, by enhancing company competitiveness and capability through co-operative North/South initiatives, and to improve the competitive environment on the island, for mutual benefit, through co-operative policy research, reports and networks.

Important Events Occuring After the Year End

There have been no significant events since the year end 31st December 2008, which would affect these accounts.

Charitable Donations

There were no charitable donations made by the Trade and Business Development Body during 2008.

Board Members

The functions of the Body are exercised by the Board. The following served as Board members during the period:

Dr David Dobbin CBE (Chairman)

Mr John Fitzgerald (Vice Chairman)

Mr Brendan Butler

Mr Ray Doherty

Ms Rosaleen Doherty

Mr Sean Gallagher

Mr Jack Gilmour

Mr Hugh Logue

Mr Padraig MacLochlainn

Ms Patricia McKeown

Dr Gerard O'Hare

Mr Tom Scott OBE

The Chief Executive is Mr. Liam Nellis. The Chief Executive is responsible for the management and control generally of the administration of the Body.

Equal Opportunities

The Trade and Business Development Body has continued to promote an Equal Opportunities Policy which sets out our commitment to provide employment equality to all, irrespective of:

- Gender, marital or family status
- Religious belief or political opinion
- Disability
- Race or ethnic origin
- Nationality
- Sexual orientation

The Policy reflects model procedures and practices recommended by the Equality Commission.

We are opposed to all forms of unlawful and unfair discrimination. All full-time and part-time employees and job applicants (actual or potential) will be treated fairly and selection for employment, promotion, training or any other benefit will be on the basis of aptitude and ability. Our customers, suppliers and members of the public with whom we interact are also afforded equality of treatment in this regard.

Our building is fully compliant with the requirements of the Disability Discrimination Act 1995 and has won the William Keown Access Award in 2002.

Currently five per cent of our employees have declared that they have a disability under the definitions of the Act.

Statutory Equality Scheme

The Body’s Equality Scheme was approved by the Equality Commission in March 2002. The Body continues to be committed to implementation of its statutory responsibilities, by having regard to the need to promote equality of opportunity:

- Between persons of different religious belief, political opinion, racial group, age, marital status or sexual orientation;
- Between men and women generally;
- Between persons with a disability and persons without; and
- Between persons with dependents and persons without.

In carrying out its functions relating to Northern Ireland, the Body will have regard to the desirability of promoting good relations between persons of different religious beliefs, political opinion or racial group.

The Trade and Business Development Body has been actively working to implement its action plan and following a screening process has undertaken Equality Impact Assessments, in key areas.

Employee Involvement

The Body formally recognises NIPSA for negotiation and consultation.

Payment to Suppliers

The Trade and Business Development Body is committed to the prompt payment of bills for goods and services received in accordance with the UK Late Payment of Commercial Debts (Interest) Act 1998 and the Late Payments in Commercial Transactions Regulations 2002. Unless otherwise stated in the contract, payment is due within 30 days of the receipt of the goods or services or presentation of a valid invoice or similar demand, whichever is later as required by legislation. Ninety-five percent of all approved invoices were paid within the relevant period.

Health and Safety Policy

The Trade and Business Development Body has a Health & Safety Policy and Procedures covering the organisation and its premises. Procedures for evacuation and security arrangements are in place for the Body and regular drills and tests are carried out. First aiders and fire wardens have been appointed and have received the necessary training.

Liam Nellis
CHIEF EXECUTIVE
29 June 2009

Statement of Responsibilities

Trade and Business Development
Body Responsibilities

The Finance Departments have directed the Trade and Business Development Body to prepare a statement of accounts for each year ended 31 December. In the form and on the basis, set out in the accounts direction at the appendix to these financial statements. The accounts are prepared on an accruals basis and must give a true and fair view of the Body’s state of affairs at the year-end, including income, expenditure, recognised gains and losses, and cash flows for the calendar year. The functions of the Body are exercised by the Board.

In preparing the accounts the Trade and Business Development Body is required to:

- Observe the accounts direction issued by the Sponsor Departments, including the relevant accounting and disclosure requirements, and apply suitable accounting policies on a consistent basis;
- Make judgments and estimates on a reasonable basis;
- State whether applicable accounting standards have been followed and disclose and explain any material departures in the financial statements; and
- Prepare the financial statements on the going concern basis, unless it is inappropriate to presume that the Trade and Business Development Body will continue in operation.

Chief Executive’s Responsibilities

The Chief Executive’s responsibilities as the accountable person for the Trade and Business Development Body (including responsibility for the propriety and regularity of the public finances and the keeping of proper records) are set out in the Financial Memorandum of the Body.

Statement on Internal Control

As accountable person, I have responsibility for maintaining a sound system of internal control that supports the achievement of the Trade and Business Development Body’s policies, aims and objectives, set by the Board, North South Ministerial Council and Ministers, whilst safeguarding the public funds and the Trade and Business Development Body’s assets for which I am personally responsible, in accordance with the responsibilities assigned to me in managing public money and Public Finance Procedures.

The Trade and Business Development Body is a North/South implementation body sponsored by the Department of Enterprise Trade and Investment in Northern Ireland and the Department of Enterprise Trade and Employment in Ireland. The Departments’ Accounting Officers are responsible for the propriety and regularity of all resources voted to the Departments by the respective legislatures. In line with existing custom and practice in both jurisdictions, it is the responsibility of the Accounting Officers of the Departments to inter alia:

- Ensure that the Body’s strategic aims and objectives are set in accordance with the Financial Memorandum;
- Ensure that his/her Department applies financial and other management controls as appropriate to safeguard the public funds provided to the Body in support of its operations;

- Ensure that controls being applied by the Body conform to the requirements of economy, propriety and good financial management; and
- Monitor expenditure and any borrowing.

The system of internal control is designed to manage risk to a reasonable level rather than to eliminate all risk of failure to achieve policies, aims and objectives; it can therefore only provide reasonable and not absolute assurance of effectiveness. The system of internal control is based on an ongoing process designed to identify and prioritise the risks to the achievement of the Trade and Business Development Body’s policies, aims and objectives, to evaluate the likelihood of those risks being realised and the impact should they be realised and to manage them efficiently, effectively and economically. The system of internal control has been in place in the Trade and Business Development Body for the year ended 31 December 2008 and up to the date of approval of the annual report and accounts, and accords with the Finance Departments’ guidance.

The Trade and Business Development Body considers regular risk management reports which identify, assess and set out the management of the risks facing the Body on an annual basis - or as necessary. This consideration will be with a view to assessing the accuracy of the risk profile of the Body and the appropriateness of the management of, and response to, these risks.

The Body has ensured that procedures are in place for verifying that aspects of risk management and internal control are regularly reviewed and reported on. The full risk and control assessment has been completed and reviewed in the year ended 31 December 2008. Risk management has been incorporated more fully into the corporate planning and decision making processes of the Trade and Business Development Body.

As Accountable Person, I have responsibility for reviewing the effectiveness of the system of internal control. My review of the effectiveness of the system of internal control is informed by the work of the internal auditors and the executive managers within the Trade and Business Development Body, who have responsibility for the development and maintenance of the internal control framework, and comments made by the external auditors in their management letter and other reports.

I have been advised on the implications of the result of my review of the effectiveness of the system of internal controls by the Board and the Audit Committee. A plan to address weaknesses and ensure continuous improvement of the system is in place.

Following the formal adoption of a Risk Management Policy Statement by the Board in 2003, processes in place for maintaining and reviewing the effectiveness of the system of internal control during the year ended 31st December 2008 included:

- The presentation of the Body's risk register to the Board.
- Quarterly review of the risk register by the Audit Committee.
- Meeting of the Audit Committee to consider and advise on matters arising around the system of internal control and the risk register.
- The adoption of a Fraud Policy by the Board.
- The application of a risk-based three year internal audit programme. During 2008 areas audited included, Managing Agents, Hospitality and Gifts, Recruitment and Selection, Procurement and the Body's accounting system. The overall opinion of the internal auditors in regard to the areas covered in 2008 was that the processes in place are satisfactory.
- An annual statement of assurance, in respect of 2008 from the internal auditors. They expressed the opinion that "the effectiveness of InterTradelreland's overall control environment, risk management procedures and governance framework is satisfactory."

- In late 2007, the internal auditors conducted a Fraud Risk Assessment. They concluded that ITI's "overall vulnerability to risk is low." Recommendations from the report have since been implemented e.g. Fraud awareness training for staff.

- The application of delegated sanctions agreed by both the respective Sponsoring Departments (DETE and DETI) and Departments of Finance (DoF & DFP).

- The application of the provisions of the Financial Memorandum in conjunction with the above departments.

- Taking cognisance of the recommendations and conclusions of evaluations around the Body's own programmes and those of its sister agencies so as to continually strive for best practice in terms of programme delivery and propriety.

The Trade and Business Development Body has outsourced the Internal Audit function which operates to appropriate standards. Internal Audit reports include an independent opinion on the adequacy and effectiveness of the Trade and Business Development Body's system of internal control together with recommendations for improvement.

Additionally, as a North/South Implementation Body jointly sponsored by the Department of Enterprise Trade and Investment and the Department of Enterprise Trade and Employment, InterTradelreland may, at the discretion of the Departments, be subject to audit by their internal auditors.

Liam Nellis
CHIEF EXECUTIVE
29 June 2009

The Certificate of the Comptrollers and Auditors General to the Houses of the Oireachtas and the Northern Ireland Assembly

We have audited the financial statements of the Trade and Business Development Body for the year ended 31 December 2008 pursuant to the provisions of the North/South Co-operation (Implementation Bodies) (Northern Ireland) Order 1999 and the British-Irish Agreement Act 1999 which require us to audit and certify, in co-operation, the financial statements presented to us by the Body.

The financial statements, which have been prepared under the accounting policies set out therein, comprise the Income and Expenditure Account, the Balance Sheet, the Cash Flow Statement and the related notes.

Respective Responsibilities of the Board, the Chief Executive and the Auditors

The responsibilities of the Board of the Body and the Chief Executive, including those pertaining to the preparation of the accounts in accordance with applicable law and the regularity of financial transactions are set out in the Statement of Responsibilities. It is our responsibility to audit the accounts in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report our opinion as to whether the accounts give a true and fair view, and have been properly prepared, in accordance with the

accounts direction issued under the governing legislation. We also report our opinion as to whether in all material respects the expenditure and income have been applied for the purposes intended by Dáil Éireann and the Northern Ireland Assembly and whether the financial transactions conform to the authorities which govern them; and whether proper accounting records have been kept by the Body. In addition, we state whether we have obtained all the information and explanations necessary for the purposes of our audit, and whether the accounts are in agreement with the accounting records.

We review whether the Statement of Internal Control reflects the Body’s compliance with applicable guidance on corporate governance and report any material instance where it does not do so, or if the statement is misleading or inconsistent with other information we are aware of from our audit of the accounts. We are not required to consider whether the Statement on Internal Control covers all financial risks and controls, or to form an opinion on the effectiveness of the risk and control procedures.

We also report if, in our opinion, the Foreword to the accounts is not consistent with the accounts. Without qualifying our opinion we draw attention to the fact that the basis of accounting for pension cost that will be ultimately borne by the Irish Exchequer, and which is disclosed in accounting policy 1.3, does not comply with Financial Reporting Standard 17.

Basis of Audit Opinion

We conducted our Audit in accordance with the Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts, disclosures and regularity of financial transactions included in the accounts. It also includes an assessment of the significant estimates and judgments made by the Board and Chief Executive in preparation of the accounts, and of whether the accounting policies are appropriate to the Body’s circumstances, consistently applied and adequately disclosed.

We planned and performed our audit to provide us with sufficient evidence to give reasonable assurance that the accounts are free from material misstatement, whether caused by error, or by fraud to other irregularity and that, in material respects, the expenditure and income have been applied to the purposes intended by the Northern Ireland Assembly and Dáil Éireann and the financial transactions conform to the authorities which govern them. In forming our opinion we have also evaluated the overall adequacy of presentation of information in the accounts.

Opinion

In our opinion:

- the accounts, which have been properly prepared in accordance with the accounts direction issued under the governing legislation, give a true and fair view, in

accordance with that direction, of the state of the Body’s affairs at 31 December 2008 and of its surplus for the year then ended.

- in all material respects the expenditure and income have been applied to the purposes intended by the Northern Ireland Assembly and Daíl Éireann and the financial transactions conform to the authorities which govern them.

We have obtained all the information and explanations that we consider necessary for the purpose of our audit. In our opinion proper accounting records have been kept by the Body. The accounts are in agreement with the accounting records.

John Buckley
Irish Comptroller and Auditor General
Dublin Castle
Dublin 2
2007
19 August 2009

J. M. Dowdall
Comptroller and Auditor General
for Northern Ireland
106 University Street
Belfast
BT7 1EU
19 August 2009

Income and Expenditure account for Financial Year 1 January 2008 - 31 December 2008

	Notes	2008 £	2007 £	2008 €	2007 €
INCOME					
Revenue Grants from Departments	2	8,939,497	9,540,507	11,249,463	13,929,142
Capital Grant Release from Departments	13.2	44,077	60,915	55,466	88,936
Other Operating Income	3	129,683	150,858	163,193	220,252
TOTAL INCOME		9,113,257	9,752,280	11,468,122	14,238,330
EXPENDITURE					
Staff Costs and Board Remuneration	4	1,661,330	1,579,274	2,090,617	2,305,740
Depreciation	8,9	44,077	60,915	55,466	88,936
Other Operating Costs	6	460,096	1,084,167	578,987	1,582,883
Programme Costs	7	6,589,753	7,501,733	8,292,546	10,952,531
		8,755,256	10,226,089	11,017,616	14,930,090
Surplus/(Deficit) before tax		358,001	-473,809	450,506	-691,760
Corporation Tax Payable	6 (b)	-20,174	-20,932	-20,864	-30,560
Surplus/(Deficit) for the period		337,827	-494,741	429,642	-722,320
Surplus/(Deficit) for period transferred to General Fund		337,827	-494,741	429,642	-722,320

The Body has no recognised gains or losses other than the results for the period as set out above.
All amounts above relate to continuing activities.

The notes on pages 57 to 73 form part of these accounts.

Balance Sheet as at 31 December 2008

	Notes	2008 £	2007 £	2008 €	2007 €
FIXED ASSETS					
Intangible Assets	8	18,724	11,392	19,364	15,499
Tangible Assets	9	81,817	89,634	84,615	121,947
		100,541	101,026	103,979	137,446
CURRENT ASSETS					
Debtors	10	110,710	236,359	114,497	321,567
Cash at bank and in hand	14.2	3,751,110	3,907,317	3,879,398	5,315,906
		3,861,820	4,143,676	3,993,895	5,637,473
CURRENT LIABILITIES					
Creditors - amounts due in less than one year	11.1	1,761,419	1,596,923	1,821,660	2,172,615
Provisions - amounts due in less than one year	12	1,320,474	2,104,653	1,365,634	2,863,380
		3,081,893	3,701,576	3,187,294	5,035,995
NET CURRENT ASSETS/(LIABILITIES)		779,927	442,100	806,601	601,478
TOTAL ASSETS LESS CURRENT LIABILITIES		880,468	543,126	910,580	738,924
Creditors - amounts due in more than one year	11.2	-	-	-	-
TOTAL ASSETS LESS TOTAL LIABILITIES		880,468	543,126	910,580	738,924
Financed by :					
CAPITAL AND RESERVES					
General Fund	13.1	779,927	442,100	806,601	601,478
Capital Grant Reserve	13.2	100,541	101,026	103,979	137,446
		880,468	543,126	910,580	738,924

Liam Nellis, Chief Executive, 29 June 2009

The notes on pages 57 to 73 form part of these accounts.

Cash Flow Statement for the year 1 January 2008 - 31 December 2008

	Notes	2008 £	2007 £	2008 €	2007 €
Operating Activities					
Net cash inflow/(outflow) from Operating Activities	14.1	-247,354	-83,194	-1,549,070	-599,415
Returns On Investments and servicing of Finance					
Interest Receivable		112,079	123,920	141,040	180,923
Capital expenditure and financial investment					
Payments to acquire Fixed Assets		-43,592	-22,635	-54,856	-33,047
Taxation					
Corporation Tax Paid		-20,932	-10,638	-28,478	-15,530
Financing					
Grant Received for Capital Purposes	8,9	43,592	22,635	54,856	33,047
(Decrease)/Increase in Cash		-156,207	30,088	-1,436,508	-434,022

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2008

ACCOUNTING POLICIES
1.1 Accounting Convention

The financial statements have been prepared in accordance with the historical cost convention. Without limiting the information given, the financial statements are prepared on an accruals basis and comply with the accounting and disclosure requirements of the Companies (Northern Ireland) Order 1986, the Republic of Ireland Companies' Acts 1963 to 2005, the accounting standards issued or adopted by the Accounting Standards Board (except in relation to accounting for pension costs), and accounting and disclosure requirements issued by the Department of Finance and Personnel, and by the Department of Finance, insofar as those requirements are appropriate.

1.2 Fixed Assets

- a) All Fixed Assets are included at cost or valuation to the Body. Intangible Assets comprise purchased software licenses.
- b) Depreciation is calculated to write off the cost or revalued amounts of fixed assets within their useful lives. The methods adopted and rates used per annum are as follows:
- | | |
|-------------------------|----------------------------|
| Software Licences: | 20% Straight Line |
| Office Equipment: | 15% Straight Line |
| Fixtures & Fittings: | 15% Straight Line |
| Computer Equipment: | 33.33% Straight Line |
| Leasehold Improvements: | Remainder of life of lease |

- c) A capitalisation threshold of £500 has been applied in the accounts during 2008.

1.3 Pension Costs

During the year all staff employed by the Body were on contract to the Body or seconded from other Government Departments/Public Sector organizations. The North/South Pension Scheme was established by the North/South Implementation Bodies and Tourism Ireland Limited with effect from 29 April 2005.It is a defined benefit pension scheme which is funded annually on a pay as you go basis from monies provided by the UK and Irish Exchequers. The scheme is administered by an external administrator. Funding from the Irish Exchequer is provided by the Department of Finance to the Body which then funds the administrator. The Northern Ireland share of the benefits paid during the year is directly funded to the administrator by the UK Exchequer.

The Northern Ireland element of the costs is accounted for as if the scheme were a defined contribution scheme, i.e. the Body recognises only the employer's contributions in respect of the Northern element of the costs as an expense of the period. It also recognises a corresponding amount as income, representing the value of the resources that the UK Exchequer will make available to the Administrator in respect of these costs.

In respect of the element of pension costs ultimately borne by the Irish Exchequer, the Finance Departments (North and South) have directed that the only cost recognised in the Accounts up to 31 December 2008 will be the cost of pensions paid to the extent that this cost is ultimately borne by the Irish Exchequer.

Secondees from the Northern Ireland Civil Service continue to be members of the Principal Civil Service Pension Scheme (NI). Secondees from the Southern Civil Service continue to be members of the Irish Principal Civil Service Pension Scheme. The Body pays these pension costs as charged by these organisations.

1.4 Value Added Tax

The Trade and Business Development Body was not in a position to reclaim VAT. Therefore VAT is included as expenditure and where appropriate capitalised in the value of Fixed Assets.

1.5 Foreign Currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange prevailing at the Balance Sheet date. Transactions in foreign currencies are recorded at the date of the transactions. Realised gains and losses are taken to the Income and Expenditure Account. Translated amounts have been disclosed in the Income and Expenditure Account, the Cash Flow Statement, the Balance Sheet and the related notes in EURO(€). The closing rate used for the Balance Sheet was £1=€1.0342 (2007: £1=€1.3605) and the average rate used for the Income and Expenditure Account was £1=€1.2584 (£1=€1.46). Both these rates are the Bank of England exchange rates.

1.6 Grant Expenditure

Grant expenditure is recognised in the period in which the grant supported activity takes place. A provision is made in respect of grants attributable to grant supported activity during the year where the full amount of the grant has not been claimed by the year end. The provision is based on amounts estimated by InterTradelreland’s programme managers, having regard to their asesment of programme progression.

1.7 Capital Grant Reserve

Grants for capital purposes are credited to a Capital Grant Reserve and released to the Income and Expenditure Account over the expected useful lives of the assets.

1.8 Leases

Rentals paid under operating leases are charged to operating costs on a straight line basis over the terms of the lease.

2. GRANT FROM THE DEPARTMENTS

2.1 Financial Year 1 January 2008 - 31 December 2008

	DETI £	DETI €	DETE £	DETE €	TOTAL £	TOTAL €
Revenue Grant	2,545,751	3,418,283	6,294,577	7,706,386	8,840,328	11,124,669
Non-cash Revenue Grant	99,169	124,794	-	-	99,169	124,794
	2,644,920	3,543,078	6,294,577	7,706,386	8,939,497	11,249,463
Capital Grant	14,531	25,852	29,061	29,003	43,592	54,855
	2,659,451	3,568,930	6,323,638	7,735,389	8,983,089	11,304,318

The total Euro receipts are expressed per accounting policy 1.5. Revenue and Capital grants shown from DETE and DETI reflect the actual respective Euro and Sterling grants received during 2008. The Non-cash Revenue grant represents revenue grant funding which has been abated by the sponsor Department, in respect of employer pension contributions due.

2.2 Financial Year 1 January 2008 - 31 December 2008

	DETI £	DETI €	DETE £	DETE €	TOTAL £	TOTAL €
Revenue Grant	2,924,110	4,345,508	6,528,849	9,455,814	9,452,959	13,801,321
Non-cash Revenue Grant	87,548	127,821	-	-	87,548	127,821
	3,011,658	4,473,329	6,528,849	9,455,814	9,540,507	13,929,142
Capital Grant	7,545	11,016	15,090	22,031	22,635	33,047
	3,019,203	4,484,345	6,543,939	9,477,845	9,563,142	13,962,189

The Body was paid grants from money voted by the Northern Ireland Assembly and Dáil Éireann. NSMC, with the approval of Finance Ministers, recommended that the grants should be split on a 2:1 basis - DETE (2) and DETI (1).

3. OTHER OPERATING INCOME in Financial Year 1 January 2008 - 31 December 2008
Other operating income comprises:

	2008 £	2007 £	2008 €	2007 €
Bank interest received	112,079	123,920	141,040	180,923
Conference Income	17,604	26,938	22,153	39,329
Total	129,683	150,858	163,193	220,252

4. STAFF COSTS AND BOARD REMUNERATION
in Financial Year 1 January 2008 - 31 December 2008

(a) The average monthly number of employees (full time equivalent) per directorate was:	2008	2007
Corporate services	13	13
Policy	12	12
Operations	16	16
Total	41	41

(b) The costs incurred in respect of these employees were:	2008 £	2007 £	2008 €	2007 €
Salaries & Wages	1,382,253	1,334,761	1,739,427	1,948,751
Social Security Costs			0	
- Current Year Costs	78,159	90,464	98,355	132,077
Other Pension Costs			0	0
- Permanent Employees ASLC's	99,169	87,548	124,794	127,820
- Forfas Seconded	12,270	12,484	15,441	18,227
- NICS Seconded ASLCs		3,219	0	4,700
Total Staff Costs	1,571,851	1,528,476	1,978,017	2,231,575
Board Remuneration	89,479	50,798	112,600	74,165
Board Social Security Costs			0	
Total Board Costs	89,479	50,798	112,600	74,165
Total Board and Staff Costs	1,661,330	1,579,274	2,090,617	2,305,740

Other pensions costs includes both pension contributions to NICSPS in relation to seconded staff, and the Northern share of ASLC's payable in relation to ITI under NSPS. All NICS secondments ended on 20th July 2007.

The accounting policy for pensions is detailed in Note 1.3.

(c) Number of employees whose emoluments for the twelve months ending 31st December 2008 fell within the following bands:	2008	2007
£40,000 - 49,999	4	1
£50,000 - 59,999	1	1
£60,000 - 69,999	-	-
£70,000 - 79,999	-	-
£80,000 - 89,999	-	2
£90,000 - 99,999	1	-

(d) The remuneration of the Chief Executive and Senior Management team, were as follows:				
	Salary 2008 £'000	Salary 2008 €'000	Salary 2007 £'000	Salary 2007 €'000
Chief Executive: Mr Liam Nellis	91,773	115,487	89,527	130,709
Mr Laurence Lord	Consent Withheld	Consent Withheld	Consent Withheld	Consent Withheld
Mr Aidan Gough 'under review'	49,762	62,621	47,794	69,779
Mrs Catriona Regan	41,244	51,901	39,368	57,477

The Chief Executive and Senior Management team did not receive benefits in kind during the years 2008 or 2007.

(e) Details of remuneration of the Chairman and Board Members who served during the course of the year were as follows:				
	Fees 2008 £'000	Fees 2008 €'000	Fees 2007 £'000	Fees 2007 €'000
Mr David Dobbin (Chairman)	9.5	-	-	-
Mr John Fitzgerald (Vice-Chairman)	-	11.5	-	6.3
Mr Brendan Butler	-	9.0	-	-
Mr Ray Doherty	-	9.0	-	-
Mr Rosaleen Doherty	-	9.0	-	6.3
Mr Sean Gallagher	-	9.0	-	-
Mr Jack Gilmour	6.1	-	4.0	-
Mr Hugh Logue	-	9.0	-	-
Mr Padraig Mac Loclainn	-	9.0	-	-
Ms Patricia McKeown	6.1	-	-	-
Dr Gerard O'Hare	6.1	-	-	-
Mr Tom Scott	6.1	-	-	-

The Chairman and the Board members did not receive any benefits in kind during the years 2008 or 2007.

(f) Pension details of the Chief Executive and Senior Management team as at 31 December 2008:				
	Real increase in pension and related lump sum at age 60 in 2008 £'000	Total accrued pension at age 60 at 31 December 2008 £'000	Real increase in pension and related lump sum at age 60 in 2007 £'000	Total accrued pension at age 60 at 31 December 2007 £'000
Chief Executive: Mr Liam Nellis	0 - 2.5 plus 5 - 7.5 lump sum	35 - 40	0 - 2.5 plus 5 - 7.5 lump sum	35 - 40
Laurence Lord	Consent Withheld	Consent Withheld	Consent Withheld	Consent Withheld
Aidan Gough	0 - 2.5 plus 2.5 - 5 lump sum	10 - 15	0 - 2.5 plus 2.5 - 5 lump sum	10 - 15

5. PERFORMANCE AGAINST KEY FINANCIAL TARGETS

The Department of Enterprise Trade and Investment and the Department of Enterprise Trade and Employment do not consider it appropriate to set key financial targets for the Trade and Business Development Body. Annual operating plans, including predetermined performance indicators, are presented to North South Ministerial Council and approved.

6. OTHER OPERATING COSTS in Financial Year 1 January 2008 - 31 December 2008

	2008 £	2007 £	2008 €	2007 €
Travel and Subsistence	77,898	73,523	98,027	107,345
Publications	23,455	6,179	29,516	9,022
Postage, Stationery, Telephone	59,172	68,574	74,462	100,119
Currency Loss / (Gain)	-636,835	-204,100	-801,393	-297,986
Rent and Rates	240,778	239,533	302,995	349,717
Heat, Light and Power	29,168	22,308	36,705	32,569
Maintenance	14,673	15,927	18,465	23,253
Promotion	244,992	399,757	308,298	583,646
Professional Fees	27,655	58,384	34,801	85,240
Meeting Costs	3,544	3,209	4,460	4,685
Internal Auditor's Remuneration	9,241	9,097	11,628	13,281
External Auditor's Remuneration	24,089	18,000	30,314	26,280
Recruitment Costs	20,430	20,430	25,709	29,828
Insurance	20,474	19,424	25,764	28,360
HR Consultancy	-4,583	45,763	-5,767	66,814
Pension Admin Costs	24,511	44,259	30,845	64,619
Office Expenses	71,303	23,142	89,728	33,787
Computer Expenses	87,305	111,802	109,865	163,229
Non-Capitalised Costs of Assets	7,471	7,658	9,402	11,181
Disposal of Capitalised Assets	0	-60	0	-88
Training	47,069	36,749	59,232	53,653
Equality	8,633	10,417	10,864	15,209
General Expenses	3,698	4,069	4,654	5,941
Bank Charges	0	-92	0	-135
Hosting Costs	4,874	2,918	6,133	4,260
Cleaning	19,707	21,196	24,799	30,946
Security Costs	29,020	23,421	36,519	34,195
Equipment Hire	2,354	2,680	2,962	3,913
Total	460,096	1,084,167	578,987	1,582,883

6(b). CORPORATION TAX PAYABLE in Financial Year 1 January 2008 - 31 December 2008

	2008 £	2007 £	2008 €	2007 €
Corporation Tax	20,174	20,932	20,864	30,560

Corporation Tax arose, in InterTradelreland in 2008, due to tax paid on the interest on savings within the bank accounts.

7. PROGRAMME COSTS in Financial Year 1 January 2008 - 31 December 2008

7.1 InterTradelreland Costs	2008 £	2007 £	2008 €	2007 €
Business Networks	445,784	818,802	560,975	1,195,451
Economic and Policy Research	346,153	179,722	435,599	262,394
Enterprise Capability Development	573,275	714,911	721,409	1,043,770
Sales and Marketing	585,447	491,616	736,727	717,759
Science Technology & Innovation	812,110	794,613	1,021,959	1,160,135
Third Party Financial Assistance	149,770	129,721	188,471	189,393

7.2 Financial Assistance to Other Organisations	2008 £	2007 €	2008 £	2007 €
FUSION	2,493,889	2,446,022	3,138,310	3,571,192
Acumen	604,803	340,470	761,084	497,086
Plato	-	20,000	-	29,200
Expertise Ireland	3,348	115,728	4,213	168,963
Equity/Venture Capital	292,266	214,305	367,788	312,885
Innova	44,812	1,028,609	56,391	1,501,768
FOCUS	33,801	176,750	42,535	258,055
Mobile Advertising Platform	103,184	-	129,847	-
Reminac	101,111	-	127,238	-
Financial Assistance scheme	-	30,464	-	44,480
Total	6,589,753	7,501,733	8,292,546	10,952,531

The work of the Trade and Business Development Body is reflected in its Annual Review as part of this Annual Report. The Accounts reflect that Annual Review in terms of the actual direct expenditure on these Programmes.

The 2008 Programme Costs and related projects classification differs from 2007. This was because 2007 was the final year of the 2005/2007 Corporate Plan and 2008 saw the first year of the 2008/2010 Corporate Plan which has different strategic objectives.

With respect to Note 7.2, Financial Assistance to other Organisations, the amount of £604,803 paid out under the Acumen programme solely represents the amount paid to other organisations from InterTradelreland resources. Under this programme both Invest NI and Enterprise Ireland also provide financial assistance to participating organisations. InterTradelreland has entered into a Memorandum of Understanding with both Invest NI and Enterprise Ireland to perform a treasury function on their behalf. A principle of this treasury function is that, within specified limits, in the event InterTradelreland pays monies to either an Invest NI or Enterprise Ireland client organisation, those monies may be recouped from Invest NI and Enterprise Ireland accordingly.

In the year under review, Enterprise Ireland has not availed of this function. The amount paid or committed to Invest NI client organisations under this treasury function was £22,765. Any monies not recouped from Invest NI in the period under review are accounted for in the balance sheet as trade debtors. No element of any monies paid or committed under the treasury function on behalf of Invest NI is included in the above figure.

8. INTANGIBLE ASSETS in Financial Year 1 January 2008 - 31 December 2008

Cost or Valuation	Software Licences £	Total £	Total €
At 1st January 2008	15,429	15,429	20,991
Additions	10,806	10,806	13,598
Disposals			
At 31st December 2008	26,235	26,235	34,589
Depreciation			
At 1st January 2008	4,037	4,037	5,492
Provision for Year	3,474	3,474	4,372
Disposals			
At 31st December 2008	7,511	7,511	9,864
Net Book Value at 31/12/08	18,724	18,724	24,725
Currency Translation Adjustment			-5,361
Net Book Value at 31/12/08	18,724	18,724	19,364
Net Book Value at 31/12/07	11,392	11,392	15,499

9. FIXED ASSETS in Financial Year 1 January 2008- 31 December 2008

	Leasehold Improvements £	Fixtures & Fittings £	Office Equip. £	Computer Equip. £	Total £	Total €
Cost or Valuation						
At 1st January 2008	145,225	62,774	83,607	340,494	632,100	859,972
Additions		12,083	1,536	19,167	32,786	41,258
Disposals					0	0
At 31st December 2008	145,225	74,857	85,143	359,661	664,886	901,230
Depreciation						
At 1st January 2008	114,938	50,394	76,493	300,641	542,466	738,025
Provision for Year	3,471	5,877	4,409	26,846	40,603	51,095
Disposals					0	0
At 31st December 2008	118,409	56,271	80,902	327,487	583,069	789,120
Net Book Value at 31/12/08	26,816	18,586	4,241	32,174	81,817	112,110
Currency Translation Adjustment						-27,495
Net Book Value at 31/12/08	26,816	18,586	4,241	32,174	81,817	84,615
Net Book Value at 31/12/07	30,287	12,380	7,114	39,853	89,634	121,947

10. DEBTORS

Debtors (amounts due within one year)	2008 £	2007 £	2008 €	2007 €
Trade Debtors	25,994	137,644	26,883	187,265
Prepayments and accrued income	83,588	93,174	86,447	126,763
Other Debtors	1,128	5,541	1,167	7,539
Total	110,710	236,359	114,497	321,567

11. CREDITORS

11.1 Creditors (amounts falling due less than one year)	2008 £	2007 £	2008 €	2007 €
Trade Creditors	427,393	657,541	442,010	894,585
Accruals	1,269,321	912,909	1,312,732	1,242,013
Other Creditors	44,531	5,541	46,054	7,539
Corporation Tax	20,174	20,932	20,864	28,478
Total	1,761,419	1,596,923	1,821,660	2,172,615
11.2 Creditors (amounts falling due in more than one year)	2008 £	2007 £	2008 €	2007 €
Trade Creditors	-	-	-	-

12. PROVISIONS

	2008 £	2007 £	2008 €	2007 €
Provisions (amounts falling due less than one year)				
Opening Balance	2,104,653	1,676,415	2,863,380	2,486,125
Provided in the Year	1,112,629	2,047,302	1,400,132	2,989,061
Provisions not required written back	-432,646	-280,777	-544,442	-409,934
Provisions Utilised in the Year	-1,464,162	-1,338,287	-1,842,501	-1,953,899
Difference on Foreign Exchange Translation	-	-	-510,935	-247,973
Closing balance	1,320,474	2,104,653	1,365,634	2,863,380

The above provisions represent grants estimated by InterTradelreland to arise as a result of grant supported activity which took place in the year but which have not yet been claimed by grantees. They arise under the following programmes, Equity Seedcorn, INNOVA, Acumen, FOCUS, FUSION and North West Science and Technology.

13. RESERVES

13.1 General Fund	2008 £	2007 £	2008 €	2007 €
General Fund Opening Balance	442,100	936,841	601,478	1,389,332
Surplus/(Deficit) for the year	337,827	-494,741	429,642	-722,320
Difference on Foreign Exchange Translation	-	-	-224,519	-65,534
General Fund Closing Balance	779,927	442,100	806,601	601,478

13.2 Capital Grant Reserve	2008 £	2007 £	2008 €	2007 €
Opening Balance	101,026	139,306	137,446	206,590
Capital Grants Received	43,592	22,635	54,856	33,047
Less: Transfer to Income & Expenditure	-44,077	-60,915	-55,466	-88,936
Adjustment for Fixed Asset Disposal	-	-	-	-
Difference on Foreign Exchange Translation	-	-	-32,857	-13,255
Capital Grants Reserve Closing Balance	100,541	101,026	103,979	137,446

14. NOTES TO CASH FLOW STATEMENT

14.1 Reconciliation of surplus/(deficit) for the Financial Year 1 January 2008 31 December 2008 to net cash inflow from operating activities				
	2008 £	2007 £	2008 €	2007 €
Surplus/(Deficit) for the year before tax paid	358,001	-484,103	450,506	-706,790
Depreciation	44,077	60,915	55,466	88,936
Transfer from Capital Grant Reserve	-44,077	-60,915	-55,466	-88,936
Bank Interest Receivable	-112,079	-123,920	-141,040	-180,923
Decrease/(Increase) in debtors	125,649	-7,291	207,070	18,141
(Decrease)/increase in creditors (excluding Corporation Tax Creditor)	-618,925	532,120	-1,841,087	335,691
Difference on Foreign Exchange Translation			-224,519	-65,534
Net cash inflow from operating activities	-247,354	-83,194	-1,549,070	-599,415

14.2 Reconciliation of net cash inflow to movement in net debt	2008 £	2007 £	2008 €	2007 €
Cash at Bank and in hand at 1 January 2008	3,907,317	3,877,229	5,315,906	5,749,928
Net Cash Inflow	-156,207	30,088	-1,436,508	-434,022
Difference on Foreign Exchange Translation			-	
Cash at Bank and in hand at 31 December 2008	3,751,110	3,907,317	3,879,398	5,315,906

15. CAPITAL COMMITMENTS

15.1 Capital commitments at 31 December 2008 for which no provision has been made	£
Contracted	-
Authorised but not contracted	-
Total	-

15.2 Other Commitments	5,055,497
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This commitment relates mainly to letters of offer which were issued prior to the year end in respect of Acumen, FUSION and INNOVA.

16. CONTINGENT LIABILITIES

There were no contingent liabilities as at 31 December 2008.

17. RELATED PARTY TRANSACTIONS

The Trade and Business Development Body is a cross border implementation body sponsored by the Department of Enterprise Trade and Investment in Northern Ireland and the Department of Enterprise Trade and Employment in Ireland. The above named departments are regarded as related parties. During the year the Trade and Business Development Body has had various transactions with these departments and with other entities for which the Department of Enterprise Trade and Investment or the Department of Enterprise Trade and Employment are regarded as a parent Department. There were also transactions with Construction Service and Business Development Service (BDS), which are executive agencies of DFP.

(i) Transactions Involving Senior Management

There were no transactions involving the senior management team members during the year.

(ii) Transactions Involving Board Members

a) Beneficial Interests

The Body works with many private sector organisations including organisations in which Board members have a beneficial interest. Transactions during the year with such organisations, which were all conducted at arms length and were subject to normal project and programme rules and tendering procedures, where appropriate, are listed opposite:

Services Supplied to the Body (inclusive of VAT where applicable)

Board Member	Organisation	Amount Paid 2008
None		

Funding Provided to Companies

Board Member	Organisation	Amount Paid 2008
None		

b) Non Beneficial Interests

The Body also works with many public/private funded organisations with whom joint projects and transactions have been undertaken during the year. The following Board members and key management staff held official positions in these organisations.

Board Member	Organisation/Company	Position Held
Mr Brendan Butler	Irish Business and Employer Confederation (IBEC)	Director of Strategy, Trade, EU & International Affairs

18. OBLIGATIONS UNDER LEASES

Annual commitments under non-cancellable operating leases are as follows:

	Land & Buildings				Other			
Operating Leases Which Expire	2008 £	2008 €	2007 £	2007 €	2008 £	2008 €	2007 £	2007 €
	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Within One Year								
In two to five years					3	4	3	4
Over five years	191	260	191	260				
TOTAL	191	260	191	260	3	4	3	4

19. LOSSES AND SPECIAL PAYMENTS

There has been no losses or special payments.

20. FINANCIAL INSTRUMENTS, LIQUIDITY, INTEREST RATE AND FOREIGN CURRENCY RISK.

20.1 Financial Instruments

Due to the non-trading nature of its activities and the way the Body is financed, the Body is not exposed to the degree of financial risk faced by business entities. The Body has very limited powers to borrow or invest surplus funds, and financial assets and liabilities are generated by day-to-day operational activities and are not held to change the risks facing the Body in undertaking its activities.

The Body’s financial instruments mainly consist of cash, trade debtors and trade creditors.

20.2 Liquidity, Interest Rate and Foreign Currency Risk

The Body’s net revenue resource requirements are financed by resources voted annually by the Assembly or Parliament and the Oireachtas, as largely is its capital expenditure. It is not therefore exposed to significant liquidity risks. The Body does not access funds from commercial sources and so is not exposed to significant interest rate risk. The Body’s transactions are effected in the currencies of each part of Ireland, with realised gains and losses being taken to the Income and Expenditure Account. The Body’s exposure to foreign currency risk is not significant as it receives agreed levels of funding from its sponsoring departments, the Department of Enterprise Trade and Investment and the Department of Enterprise Trade and Employment, in sterling and euro respectively, and does not engage in trading activities. However, as the Body receives two thirds of its funding from DETE in euro, yet discharges the majority of its transactions in sterling, it is exposed to foreign currency risk to a limited degree.

Appendix A

InterTradelreland

ACCOUNTS DIRECTION GIVEN BY THE NORTHERN IRELAND DEPARTMENT OF ENTERPRISE TRADE AND INVESTMENT AND THE IRISH DEPARTMENT OF ENTERPRISE TRADE AND EMPLOYMENT WITH THE APPROVAL OF THE FINANCE DEPARTMENTS, (DEPARTMENT OF FINANCE AND PERSONNEL AND DEPARTMENT OF FINANCE) IN ACCORDANCE WITH THE NORTH/SOUTH CO-OPERATION (IMPLEMENTATION BODIES) (NORTHERN IRELAND) ORDER 1999 AND THE BRITISH-IRISH AGREEMENT ACT 1999.

The annual accounts shall give a true and fair view of the income and expenditure and cash flows for the financial year, and the state of affairs at year-end. Subject to this requirement, the Body shall prepare accounts for the financial period ended 31 December 2000 and subsequent years in accordance with:

- a) The North/South Implementation Bodies Annual Reports and Accounts Guidance;
- b) other guidance which Finance Departments may issue from time to time in respect of accounts which are required to give a true and fair view;
- c) any other specific disclosures required by sponsoring Departments;

except where agreed otherwise with Finance Departments, in which case the exception shall be described in the notes to the accounts.

Signed by authority of the:

Department of Enterprise Trade and Investment

A.W. Hamilton

Department of Enterprise Trade and Employment

Ronald Long

Dated 21 June 2001



This publication is available on request in alternative formats including Irish language, Ulster Scots, Braille, disk and audio cassette.

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