

20 Years Supporting
Enterprise in
County Wicklow

2013



Wicklow County
Enterprise Board

“

The Mission of Wicklow County Enterprise Board is to foster a strong entrepreneurial culture in County Wicklow and to actively support the development of indigenous businesses, in particular those with the potential to grow.

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MISSION
STATEMENT

Welcome

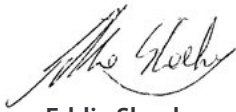
I am delighted to share with you this snapshot of the past twenty years of service to the small business community in County Wicklow.

This publication captures the essence of what we are about by highlighting some of the achievements since 1993 and showcasing from each year a client company supported by the Board. Our training programmes, mentoring, networks, enterprise awareness initiatives and sectoral initiatives have benefited thousands of businesses in the county and supported economic development and job creation in the all important small business sector.

The role of the County Enterprise Board in supporting the small businesses in the county is evolving, and 2014 will see the creation of new Local Enterprise Offices within the Local Authorities. The purpose of this initiative is to create an enhanced national micro enterprise support model, delivered at local level and supported by a Centre of Excellence for small business within Enterprise Ireland.

Wicklow County Council is fully behind the vision of creating a highly effective and integrated structure that leverages the skills, resources and experience of the County Enterprise Board and the Local Authority in supporting enterprise development in County Wicklow. The new model will ensure that service delivery will continue to be delivered with significant local input, and will build on the achievements of the Enterprise Board to date.

Our aim is to create the best possible local environment for small business by combining enterprise supports for business at local level with the business support services and expertise of the Local Authorities and we are fully committed to continuing to support the development and growth of small businesses into the future.



Eddie Sheehy
Chairman



Introduction

Over the past twenty years we have endeavoured to proactively develop our supports and services to meet the changing needs of small business within the constant evolution of the enterprise environment.

Significant developments have included a focus on providing supports to help businesses make the most of the ever changing technology environment, active engagement in both the design and delivery of national initiatives, the creation of business networks, special sectoral initiatives such as programmes targeting older entrepreneurs, enterprise awareness events and the development of an enterprise culture through, among others, our highly successful schools programme.

As well as offering developmental supports such as training, business advice, mentoring and networking, the Enterprise Board provides funding for eligible companies. The Client Showcase in this publication is designed to give a flavour of the wide diversity of businesses that have been supported financially by Wicklow CEB since 1993.

The work of the Enterprise Board would not have been possible without the voluntary contribution of the Board members and Evaluation Committee members. The active engagement, extraordinary level of commitment and vision demonstrated by these unsung heroes has ensured the realisation of measurable economic impact from the Board's activities since 1993. Supporting this vision, the staff of the Enterprise Board continue to deliver to the highest standard, with a genuine and overriding desire to do whatever we can to support our client companies to succeed.



Sheelagh Daly
Chief Executive Officer



The Highlights . . .

Since the Enterprise Board opened its doors in late 1993, over **37,000** people in County Wicklow have availed of the **supports** on offer.

9,500 people have taken part in our **training courses**, including **1,561** individuals who did **Start Your Own Business** courses and **360 owner managers** on our flagship **Management Development Programme**.

3,560 businesses have received **mentoring** or **one to one** business advice from Wicklow CEB.

867 businesses have engaged in our Networks.

We deal with almost **1000 new enquiries** every year.

Since our **Student Enterprise Programme** started over **13,500** students have benefited from a **real life enterprise experience**.

€4.3 million enterprise **grant aid** was allocated to over **500 projects** in the County. **1,016 jobs** are currently in place in **Wicklow CEB Grant Aided Businesses** in the county.

20 Years of Voluntary Effort

The work of Wicklow County Enterprise Board has only been possible due to the expertise and commitment of the Board of Directors and the members of the Evaluation Committee, all of whom serve in a voluntary capacity.

The current Board members are:

Mr Eddie Sheehy (*Chairman*)
Mr John O'Brien
Mr Henry Alexander
Ms Breda Bermingham-Roberts
Mr Pat Casey
Mr Pat Doran
Mr Tom Fortune
Mr Michael Glynn
Mr Tom Gregan
Mr Conal Kavanagh
Ms Ann McLoughlin
Mr Brendan Newsome
Ms Mary Savage
Ms Clodagh Whelan

**The current members of the
Evaluation Committee are:**

Mr Peter Sheridan (*Chairman*)
Mr Frank D'Arcy
Ms Roisin Clancy
Ms Saranna Condell
Ms Lorraine Gallagher
Mr Noel Geraghty
Ms Ann-Marie Turley





Mary Byrne

Bomar

Located on the Sea Road in Kilcoole, Bomar operate from a 10,000 square foot factory which also houses a retail outlet and showroom. Bomar is a 100% Irish owned family business, run by Mary Byrne and her children John and Eithne, employing 10 people. Since 1987, Bomar have been supplying the highest quality aromatherapy essential oils, carrier oils and supplies, such as textbooks, jars and bottles to salons, spas, beauty schools, aromatherapists, the craft and gift sector and others. Bomar manufacture their own range of beauty products from natural ingredients to produce luxurious products such as soaps, lip balms, shower gels and candles. They also offer private label manufacturing of handmade soaps and cosmetics in addition to custom packing services. They welcome visitors to their factory premises to view the products first hand to discuss their requirements.

Bomar Aromatherapy

Sea Road
Kilcoole
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E info@bomar.ie
T 01 2875110
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Silver Spirit Gift Gallery
Blessington Business Park
Co Wicklow

E carrickart@eircom.net
T 045 857856
www.silverspirit.ie

David Collins

Silver Spirit

Located in West Wicklow, Carrick Art Ltd t/a Silver Spirit designs, manufactures and sells to retailers a selection of Celtic and contemporary jewellery in a mixture of silver and pewter. Their range of jewellery is available to view at their purpose built factory and gift gallery in Blessington. A family business run by David Collins, the company employs 10 people. Their contemporary jewellery range, designed by their in house team, is inspired by early Celtic Art with an additional range of leaves and plants in Pewter Silver metals and attractive enamels depicting the latest fashion colours and trends. Their Celtic range is a modern take on Celtic and Neolithic jewellery and a more traditional range is designed geared towards the home-based tourist market and the Irish-American ethnic market in the USA.



Andrew Ferguson

Softworks

Softworks

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T 01 2866126

www.softworks-workforce.com

Based in Bray, Softworks was founded in 1990. Their aim was to create the most sophisticated, innovative and easy to use workforce management software on the planet! They initially developed Time & Attendance Solutions and naturally expanded into other workforce management solutions including; labour scheduling, optimisation and absence management.

They wanted to assist companies organise the working day in a way that would make them more productive, profitable and add value to their operations. Their ultimate goal was and still is, "to make a positive difference to the working lives of users, their organisation and employees". Today, they feel very privileged to work with some of the world's most successful companies, across various industries around the world. They have offices in Ireland (HQ), UK, Canada and USA and work with partners in Australia and the Middle East.



Dermot & Ronan Wilson

Dun Luain Foods

Dun Luain Foods was founded in 1996 by Dermot and Ronan Wilson. The company manufactures a range of breaded chicken products from their EU approved factory in Dunlavin. All raw materials are sourced from Irish and European suppliers. Continually innovating and producing new recipes, the current range of products designed and manufactured in Dunlavin include Chicken Kiev, Maryland fillets, Cordon Bleu fillets, Goujons, Garlic en Croute, Tikka wrap, Salsa wrap and popcorn chicken. The company employs 8 people and in addition to supplying to the trade they have a factory shop on site where the public can buy their quality products at highly competitive prices.

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Church Road
Dunlavin
Co Wicklow

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T 045 401400
www.dunluainfoods.ie

**Hot Metal Studio**

Ballymurrin Lower
Kilbride
Co Wicklow

E padraig.design@gmail.com

T 01 2872984

www.hotmetalstudio.ie

Padraig O'Murchu

Hot Metal Studio

Padraig O'Murchu is a world renowned metal artist located in Kilbride. Having moved to London in the 1980s, Padraig later seized the opportunity to relocate to Florida, where he spent seven years fine tuning his artistic talent. After he had enjoyed enviable training overseas, Padraig returned to Ireland in the mid 1990s and, together with his partner Lynne, set up the Hot Metal Studio in Co. Wicklow, inspired by the duality of metal, its ability to be molten and fluid in one state yet cool and structured in another.

The Hot Metal Studio has been established in Co. Wicklow for over 17 years and has built up a considerable knowledge and experience in the craft. The artists work with a variety of mediums: copper, brass, and black mild, which can be intertwined with other natural materials such as clay, stone and leather. Each piece is individually sculptured, finished in a variety of heat treatments and patinas. The studio specializes in crafting awards, wall art, and functional items, and their professional service also includes working directly with customers to design their own bespoke creation.



Paul Pritchard & Michael Martin

Organic Herb Company

The Organic Herb Company established by Paul and Michael is based in Rathnew where they carry on an old tradition of blending spices inspired by their travels across the globe. OHCo™ Organic Herb Company use the earliest harvest from farms across the world guaranteeing freshness amazing vibrant flavours, colours and texture. Their passion for spices and a fascination of their origins has been a true adventure for the soul, and a wonderful insight into the challenging lives of organic farmers and how they deal with changing climates all over the globe.

Their range of herb, spice and seed oils are cold pressed to produce exceptional organic oils. This procedure does not impair the natural character of the base oil or the herbs and spices. Spices & herbs often evoke an exotic notion of faraway lands and other food cultures. Their heady aromas and colourful textures alert the senses and arouse the appetite for those hot days in the sun and the long enchanting evening with friends eating and relaxing, memoirs of holidays, or “a gift to bring home.” With this in mind, OHCo - The Organic Herb Company brand was born.

Organic Herb Company
No 1 Block 1
Broomhall Business Park
Rathnew Co Wicklow

E info@organicherbco.com
T 0404 31028
www.organicherbco.com



Ronan Mullen

The Adventure Agency

The Adventure Agency has been providing high quality fun team building events to blue-chip clients in Ireland since 1999. Established by Ronan Mullen, the company offers a variety of fun team-building adventure activities and events including Jail break, mountaineering, orienteering, rock climbing, abseiling, treasure hunts and team building. In addition the company is a leading provider of Adventure training and Charity Challenge events.

Catering for all age groups and group sizes, the company's key selling points are the quality and fun of the experience coupled with the highest standard of safety and a flexible approach to their customers.

The Adventure Agency
Roundwood
Co Wicklow

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www.adventure.ie



Little Dinners
Enterprise Unit 2
Rathdrum Co Wicklow

E info@littledinners.ie
T 087 2408799
www.littledinners.ie

Bernard & Susan McQuaid

Little Dinners

Since Spring 2000, Little Dinners have been providing schools and crèches with tasty children's meals, prepared to the highest nutritional and food safety standards.

Employing 15 full and part-time people, Little Dinners is a family owned and run business whose client list includes many of the country's most prestigious childcare providers.

The initial concept was sparked by a family member who was seeking a solution to the challenges of providing hot meals in her

Montessori Schools. Having spoken to other childcare providers it became evident that their experiences were similar.

The idea was to develop a model based on customer needs, which would provide a comprehensive first class service. Little Dinner's approach to ensuring the highest standards for their customers is to maintain full control of every aspect of the process including customer relations, product development, ingredient sourcing, as well as production, quality control and delivery.

The aim of Little Dinners is to support childcare providers by providing healthy, balanced and delicious meals. Good nutrition is vital for children's physical and mental development. The company has established the Little Dinners nutritional policy, to encourage the development of good eating practices that will last a life time.

This unique approach ensures 'Little Dinners' its position, as primary food provider, to the childcare sector.



Wicklow Fine Foods

The Chocolate Garden of Ireland
Rath

Tullow - Shillelagh Road
Co Wicklow

E info@chocolategarden.ie

T 059 6481999

www.chocolategarden.ie

Jim & Mary Healy

Wicklow Fine Foods

Set in beautiful South-West Wicklow, between Tullow and Shillelagh, The Chocolate Garden of Ireland makes a variety of premium quality chocolate, confectionery, luxury ice cream, occasion cakes, wedding services and gift baskets which can be bought either in the shop, online or through selected retailers. The company employs 16 people.

In addition to manufacturing, Jim and Mary have developed their premises into a visitor centre where people can avail of workshops and fun activities. The Chocolate Garden of Ireland has become popular with all ages – from school tours and pre-school groups to company team building, hen parties & active retirement groups - everyone is a kid when it comes to delicious chocolate.

Visitors can enjoy an award winning coffee or some of the fabulous tasting ice cream at their leisure while kids of all ages can enjoy the trim trail, slides, sandpit and Wendy house in the play area.



Pat Lee

Electrical & Pumps

Innovative design and flexible skills are the hallmarks of Pat Lee. Based in Baltinglass in Co. Wicklow in a purpose-built workshop in Lathaleere Industrial Estate, the company has two main elements to the business, providing customers with the best in customised manufacturing as well as electrical, engineering and pumping expertise. Pat Lee Electrical are also an authorised Mitsubishi Electric VSD and automation integration and distribution partner. This allows them to offer a complete VSD and automation solution at a competitive price.

With an excellent track record in electrical, pumping and engineering solutions, Pat Lee's commitment to service is second to none.

Employing 11 people, the company specialises in bespoke heating solutions providing standard and custom built tanks to suit every heating application. With a genuine commitment to customer service, Pat Lee designs and manufactures tanks, log burners, buffer tanks and mild steel heat stores for both domestic and commercial premises.

As an electrical engineering company with substantial experience, the company provides a range of options for their clients from a tailored commissioning service to the design, build and manufacture of turnkey electrical control systems to any required specification.

Pat Lee Electrical & Pumps
Lathaleere Industrial Estate
Baltinglass Co Wicklow

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Wicklow Farmhouse Cheese

Curranstown Arklow

Co Wicklow

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www.wicklowfarmhousecheeseltd.ie



John & Bernie Hempenstall

Wicklow Farmhouse Cheese

Wicklow Farmhouse Cheese is a small family business in the South East of Wicklow employing 9 people. The Hempenstall family have been milking cows on a small dairy farm at Curranstown, Arklow for over 50 years and John established Wicklow Farmhouse Cheese to supplement farm income. He milks approximately 60 cows and has developed a distinctive range of cheeses using only his own pasteurised milk from his herd of Friesian cows.

The cheeses are handmade, in a purpose built factory on the farm. They have won gold, silver and bronze awards at, among others, the British Cheese Awards, and have been recommended by John and Sally McKenna. Wicklow Blue has specifically enjoyed critical acclaim since arriving on the market. The company has a range of products including Wicklow Blue, Wicklow Baun, St Kevin, Pressed Blue, a natural buttermilk and a new range of cheddar cheeses,

Wicklow Gold, Nettle & Chive, Basil & Garlic, Tomato & Herb and Seaweed. The cheeses are available in delicatessens, supermarkets and farmers markets as well as many restaurants throughout the country.

The Cheese Hampers are available to order all year round and the company also caters for weddings, parties and private functions and also can be purchased at the farm.



The Garden of Unicorn
Waverly Church Road
Greystones Co Wicklow

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www.unicorndesign.net



Sophie Rieu

Unicorn Design

Sophie Rieu founded Unicorn Design in May 2003 and her Unicorn designer wear label in 2005. Originally from France, she works from her studio and boutique: the Garden of Unicorn in Greystones, offering a made to measure service and retailing her own collections.

Sophie's inspiration is grounded in fabric, heritage and craftsmanship and in particular in the long

standing traditions of weaving in Ireland, France, Italy, and the United Kingdom.

At Unicorn Sophie mixes a modern, timeless elegance with a pinch of playful quirkiness. Her design approach is to breathe new life into traditional authenticity. She prides herself on attention to detail and on the consistency of her strong ethical policies.

Unicorn garments are made from natural materials only and are always lined with silk or fine organic cotton batiste. All cotton used is certified organic (GOTS certification) and the collection is made to the highest standards in small family run ateliers in Ireland and Poland.



Maxima Print Services Ltd

Unit 1 Block 6
Broomhall Business Park
Rathnew Co. Wicklow

E info@maxima.ie
T 0404 31004
www.maxima.ie

Hugh & Stephen Lacey

Maxima Print

Maxima Print Services are a one stop solution provider for all types of thermal transfer printing. Maxima are Ireland's only converter of Thermal Transfer Ribbons and offers an extensive range of ribbon formulations to cover all printers and printing applications.

Maxima guarantees to be able to find the right solution for your application at the right price, whether you are printing a simple box end label or need to print a label which will withstand harsh chemicals, outdoor conditions or extreme temperatures.

With over 80 years combined industry experience of thermal transfer printing and access to the leading coating factories worldwide, Maxima has put together a comprehensive range of ribbons which offer consistent, reliable, and cost effective performance. Using the very latest in slitting technology, Maxima are currently converting over 9,000,000m² of ribbon per annum for the Irish and UK markets. As a modern full service provider of Thermal Transfer Ribbons, Maxima has application solutions spanning all Business segments, including healthcare, telecommunications,

transport, government, education, manufacturing, services and promotions.

The aim of the company is to provide the highest level of quality and service to satisfy all customer requirements. Exceptional in-house technology coupled with continuous investment and product development ensure that both existing and prospective clients are availing of the latest in ink technology as well as the most competitive prices.



Tim Greenwood

Island Shipping

With offices in both the UK and Ireland, Island Shipping is a multi-disciplinary marine organisation supplying a variety of construction, engineering, vessel charter and consultancy services to the Marine sector in the UK, Ireland and Worldwide.

Island Shipping is operated by marine professionals with extensive

near shore and offshore experience in marine operations; vessel charter & management; marine construction and underwater operations.

The company works on offshore construction projects with a variety of clients including Offshore Windfarm Developers, Marine Contractors, Port Authorities,

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Universities, Marine Research Bodies, Tidal and Wave Energy Developers, Diving Companies and Marine Engineering Consultants.



Thomas O'Dowd

Astron Engineering

Astron Engineering is a leading manufacturer of Customised Food Display Equipment and Ireland's only Specialist Manufacturer of Salad Bars. Astron have designed and produced over 400 units in the past number of years. Operating out of their factory in Rathnew where the company employs 8 people, every unit is designed for each specific shop to ensure the highest presentation standards. Astron Engineering is at the forefront of Environmental practices and is setting new standards in Food Display design. All Astron cabinets are energy efficient and built to last.

A family run business with an international client base, while the company supplies a number of standard sizes of salad bars, the majority of their salad bars and units are custom made to order. All units carry the CE mark and come complete with 12 month parts and labour warranty in the UK and Ireland and world-wide through their service network. Astron Engineering has a market leading reputation for reliability, and their salad bars and display cabinets can be found in all the major supermarkets and convenience stores in Ireland including Centra & Supervalu, Dunnes Stores and Superquinn and also in Lulu Hypermarkets & Geant Hypermarkets in Middle East.

Astron Engineering Ltd
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Bianca Divito

Divito Studios

Bianca Divito is an award-winning stained glass designer and conservator. Her work in glass includes commissions to design and install original glass art in private homes and public spaces, as well as conservation of priceless medieval church glass. Her recent innovation in glass art is the production of bespoke glass ornaments and panels for garden decoration, which led the Royal Horticultural Society to

invite Bianca Divito to exhibit at the world-renowned Chelsea Flower Show in 2012. Whilst at the show, the RHS presented Bianca with the coveted Certificate of Merit for the Outstanding Presentation of her stand.

Bianca is passionate about creating bespoke art glass. Her unique and original style includes materials like crystal, semi-precious stones



Divito Studios
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Arklow Co Wicklow

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and gold-leaf. She is passionate about exploring the qualities of decorative glass; creating a bespoke piece for a specific location takes into account how it will respond to light and shade and enhance your space.

Previous high profile work includes the creation of a modern scheme of windows for the Guest Palace in Oman working with Goddard and Gibbs in London. Since setting up her own business in 2006 she has worked for high profile clients in Ireland including The Jesuit Order at Milltown Park, Dublin, The Church of Ireland at St. Patrick's Cathedral on The Tower Restoration Project and more recently on the conservation and restoration of The Lady Chapel there. Bianca's glass work adorns the walls and windows of many public buildings around the country including Co. Wexford and Co. Dublin schools under the '1% for Art' Fund.



Dermot O'Sullivan

iFlow

iFlow has become one of Ireland's most established messaging service providers. For 15 years it has provided both a bulk and infrastructural message delivery service in mobile SMS, email and fax media formats. From its origins as a bulk marketing service iFlow's focus has shifted over the years to supplying reliable affordable message management that businesses, government and the educational sector can rely on.

iFlow's text messaging service is particularly popular in primary and secondary schools enabling them to keep in contact with parents about scheduling, absenteeism and general updates that provides not only convenience but security for children. Aware of how tight school budgets can be, iFlow have recently launched their own mobile app to help schools save money and send free messages to parents.

In the health sector iFlow launched their DiaryBook service that enables hospitals, clinics and practices manage their appointments

iFlow

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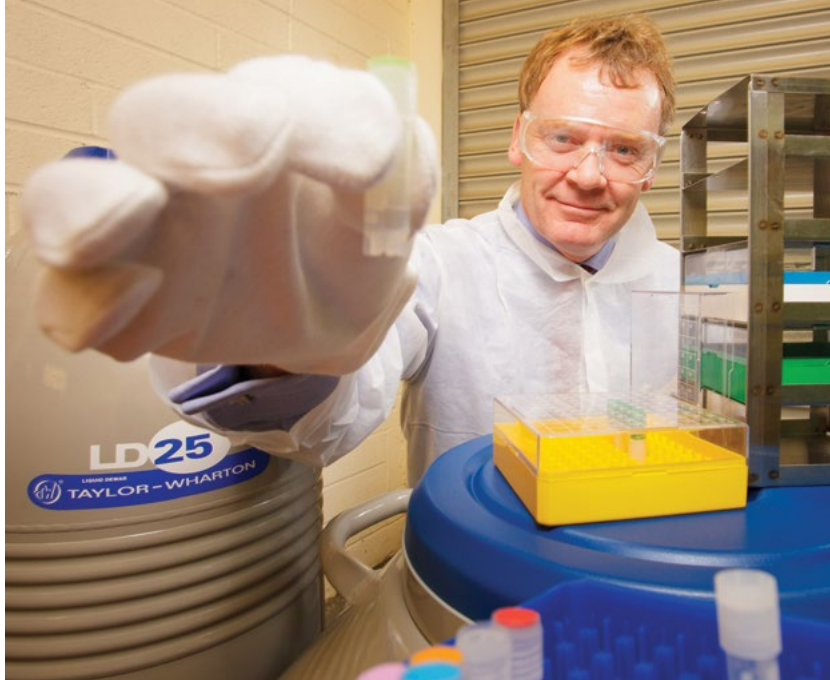
T 01 2873077

www.iflow.ie

and which automatically communicates with patients regarding appointment times and availability. Patients are reminded by SMS texts and can reply with confirmation of their attendance. Among others, this service is widely used within the HSE and in some cases links directly with the hospital IT appointments system.

The wide range of applications that use messaging is seen in the broad spectrum of SMEs using iFlow's portal site to keep in touch with their staff and customers on a daily basis and iFlow continues to innovate and development software in-house to address that need.

iFlow continually develops its service and has just launched its own mobile App that will help slash the messaging costs incurred by schools, hospitals and membership organisations.



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Tony Harbison

Asistec

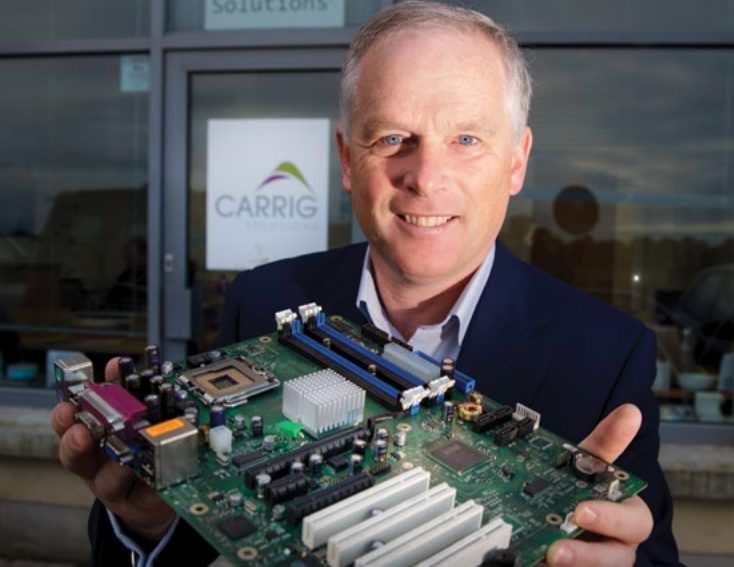
Tony Harbison is Managing Director of RTD Technology Ltd Trading as Asistec based in Bray. Tony has 30 years experience working in the scientific and laboratory markets in hospitals, research institutions and industry, including setting up Jencons Scientific Ireland in 2006.

Employing 6 people, Asistec is a supplier of world leading brands of Instrumentation and Consumables to the Hospital, Educational, Research and Industrial Markets

in Ireland and specialises in the design and project management of total integrated systems. Asistec's personnel's combined years of scientific experience offers expertise and trusted delivery of product and installation solutions to the scientific community.

The core market specialities that Asistec offer include:

- Biospecimen preparation, storage, identification, tracking and safekeeping
- Cell & Tissue Culture Laboratories
- Heating and Cooling Technology for basic Laboratory Applications up to Pharmaceutical Process Bioreactor Control
- Cell Culture and Fermentation Systems

**Carrig Infrastructure
Solutions Ltd**

Unit 7 Broomhall Business Park
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John Brophy

Carrig Solutions

Carrig Solutions is a great example of a local technology business, providing a unique service, and punching above its weight. Based in Rathnew, Co. Wicklow, the company was founded in 2009 by John Brophy, and is a provider of high quality IT infrastructure support services to major corporations in Ireland and the UK. In fact almost 50% of sales are export sales, mainly to the UK. The company's main customers at present are operators of licensed betting outlets and operators of multiple retail outlets, and while confidentiality agreements prevent Carrig from naming some of their

clients the fact is that you will struggle to walk down any main street in Ireland and not pass a store that is supported in some way by Carrig Solutions.

Employing 11 people, Carrig Solutions' expertise in Server Engineering, EPOS Infrastructure and Project Management is unmatched in the market at delivering IT change to enable customers to maximise their investment from IT. The company improves business performance and efficiency through customised system design and implementation for major blue chip companies in

retail, entertainment, banking and other sectors.

Operating throughout the Republic of Ireland and the UK, Carrig Solutions offer a nationwide service in both regions.

Carrig Solutions were voted Business Innovation Award winners, and company of the Year for 2012 by Wicklow & District Chambers of Commerce, and were one of the final 8 companies in the National Enterprise Awards in 2012, when they were also short-listed for the services exporter of the Year at the Irish Export Association annual awards in 2012.



**Inventise Business
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Karl Peck

Inventise

Based in Bray, Inventise Business Solutions Ltd. was established by Karl Peck and Kevin Loughran in 2009 with the specific strategy of exploiting the move from localised client/server applications to bespoke cloud based applications which can be accessed securely from any device; including an increasing range of mobile devices.

Inventise also specialise in eCommerce and web development using the Open Source DNN (DotNetNuke) platform. Utilising this and their proprietary Smart Phone optimisation technology, they are able to provide web-app style Smart Phone and Tablet websites which are fully integrated to their equivalent Desktop parents.

In these roles Inventise has developed a number of enterprise solutions and has built a broad client base across a number of sectors, including customers such as the Rotunda Hospital and Pre-Pay Power. Employing 9 people, Inventise provide services and solutions to customers in Ireland, the UK and Europe.



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Gordon O'Neill

Goldfish.ie

Based in Greystones, Goldfish.ie is a Business VOIP and communications service provider. Founded by Gordon O'Neill, Goldfish.ie offers an enterprise class phone system that is hosted in the cloud. All that is required to avail of the system is an internet connection. The business provides numbers in all Irish geographic areas as well as UK and International numbers.

The cloud based service is hosted in multiple data centres.

Goldfish.ie look after security, availability, backups, updates and patches so the customer does not have to. The customer has a risk free telephone system that offers enterprise class features, flexibility and cost reduction.

Employing 4 people, the company is already providing services to over 3,000 customers and is forecasting rapid future growth due to the unique offering it provides to SME's and large enterprises.

Special Initiatives

Network of Entrepreneurial Women

In October 2004 Wicklow CEB launched its Women in Business Network. The objective of the Network is to provide a forum where women who own and run businesses in the county can meet, exchange ideas, learn from each other, learn from speakers, broaden their circle of influence and gain valuable contacts. Over the years more than 400 women in business have joined the network. Meetings are currently held every two months and new members are always welcome.



Management Development Programme

Developed with Blaise Brosnan, Management Resource Institute, and accredited by the Institute of Technology, Carlow, the MDP takes owner managers through a six month programme, supported by one to one mentoring. The programme aims to develop both management skills and the confidence required to implement strong, effective management that will realise sustained success for the businesses.

Community Enterprise Centres

Community Enterprise Centres provide space in a supportive environment for budding entrepreneurs and serve to help the development of entrepreneurship locally in urban and rural locations. Recognising the importance of supported enterprise space for incubating new enterprises, Wicklow CEB provided funding and other supports to both Wicklow Community Enterprise Centre and Arklow Business Enterprise Centre. Both centres continue to provide a valuable resource for entrepreneurs in the County.



Student Enterprise

Wicklow can boast 2 national winners of Ireland's Student Enterprise Awards since the inception of the County & City Enterprise Student Enterprise Awards in 2002. Each year, over 16,000 students from all over the country compete in the Student Enterprise Awards competition. Wicklow CEB runs this competition locally, in each of the county's secondary schools. The Senior Category of the competition takes place during Transition Year, with each student participating in the inception, setup and operation of a Mini-Enterprise during the academic year. With County Finals culminating traditionally in March, overall winners have come from Colaiste Bhríde in Carnew, St. Gerard's in Bray, Colaiste Chraobh Abhann in Kilcoole and St David's Secondary School in Greystones. During the programme, students learn what it is to come up with an idea, the challenges involved in turning that idea into a profitable business, and the fun and independence you can gain from the experience. National Champions in the very first year of the Student Enterprise Awards were 4 Students from St Gerard's in Bray, while most recently Ciara Whooley of St David's in Greystones won as a Sole Trader for her business, Irish Baubles, which she is still running today as she studies for her Leaving Cert this coming June.

National Initiatives

Wicklow County Enterprise Board has actively engaged over the years in both the design and implementation of a number of initiatives delivered nationally through the Boards.

These initiatives include:

- **SHOP** – the creation of a CEB Food Village at the annual SHOP exhibition in the RDS
- **Empower** – introducing client companies to the internet and helping to establish an online presence
- **Tech - Check** – helping owner managers to assess their IT capacity and skills and putting in place measures to improve efficiencies
- **Childcare** – special incentives for childcare providers to increase the quantity and quality of childcare services available in the county in order to facilitate women returning to work or engaging in training
- **GIBO** – Getting Irish Business Online in partnership with Google, aimed at businesses with no online presence to get an initial brochure website up and running
- **Enterprise Bus** – creating awareness of enterprise and providing information and advice through a mobile unit that travelled around the county
- **50+ Start Your Own Business** – specially designed two day intensive workshop for people over 50 who wanted to set up their own business. Delivered in partnership with Senior Enterprise
- **National Women's Enterprise Day** – networking conference to inspire and encourage more women to set up and to grow their businesses





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