

A

Minutes of Meeting of the Development Committee of Mid Ulster District Council held on Thursday 4 September 2014 in Magherafelt District Council Offices

Members Present: In the Chair, Councillor Burton (Chair)

Councillors Dillon, Elattar, Mallaghan, McAleer, McEldowney, McNamee, Molloy, C O'Neill, T Quinn, Reid, G Shiels, J Shiels (7.06pm) and Wilson

Officers in Attendance: Mr Tohill, Chief Executive
Mr Cassells, Director of Technical Services and Leisure Services (MDC)
Ms Campbell Director of Policy & Development (MDC)
Mr Glavin, Head of Leisure Services (CDC)
Mrs Forde, Member Support Officer (DSTBC)
Mr Iain Frazer, Director of Development (DSTBC)
Mr Hill, Tourism & Parks Manager (DSTBC)
Mr McCreesh, Acting Chief Executive (CDC)
Mr McShane Head of Sport Services (CDS)

The meeting commenced at 7.00 pm.

D7/14 Apologies

Councillor Monteith.

D8/14 Declaration of Interest

The Chair reminded members of their responsibility with regard to declaration of interest.

D9/14 Receive and confirm minutes of the Development Committee meeting held on Thursday 10 July 2014

An UUP Member requested that the second paragraph of item D4/14 on page two of the minute should read UUP not DUP.

Proposed by Councillor Wilson
Seconded by Councillor McNamee and

Resolved That the minutes of the meeting of the Development Committee held on Thursday 10 July 2014 (D1/14 – D6/14), were considered and signed as accurate and correct, subject to the foregoing amendment.

Councillor J Shiels entered the meeting at 7.06pm

D10/14 Order of Business

The Chair advised that following a request she had agreed to change the order of business to allow item six of the agenda to be considered at this point.

Matters for Decision

D11/14 Receive and Consider Paper on NI Rural Development Programme 2014-2020 within Mid Ulster District Council Area

Mr McCreesh presented a report on Northern Ireland Rural Development Programme 2014-2022 providing a background and briefing on proposed delivery structure and consideration of the transfer of the current programme (2007-2014) contract from SWARD JCC to Mid Ulster District Council. Mr McCreesh outlined the background, highlighted key issues, resource implications and drew attention to the recommendations undernoted:

- (i) Mid Ulster District Council agree to take responsibility for current SWARD JCC contract with DARD for programme closure and administrative expenditure incurred post 31st March 2015, following agreement on a suitable arrangement with Omagh/Fermanagh Council and DARD in relation to any potential clawback within the current programme.
- (ii) Council is asked to adopt the delivery proposal outlined in Appendix 1 as the mechanism for the roll out of rural development funding within the Mid Ulster District Council area for the period 2014-2020.
- (iii) Mid Ulster District Council use the proposed model as a basis for on-going discussions with DARD with a view to having the new programme in place and across Mid Ulster as soon as possible.

Declaration of Interests

Councillors Burton, Reid, G Shiels and Wilson declared an interest as representatives of SWARD and remained in the room.

A UUP Councillor complimented Mr McCreesh and colleagues on the document stating that SWARD was renowned for its excellence out of all the clusters. He then drew attention to the undernoted:

- that in the future LAG's would be comprised of 49% elected representatives and 51% Social Partners drawing attention to the proposed robust SLA;
- that when the new programme rolls out initial staffing costs would be high as they are based on project spend but as the programme progressed the costs would even out;
- Council don't pay out as it is DARD remit to pay the grants thus Council have a safeguard;
- Council should be stressing a seamless transition between programmes but as this was not possible should be endeavouring to ensure the time lapse between the two is as narrow as possible.

Proposed by Councillor Wilson
Seconded by Councillor Forde and

Resolved That it be recommended to the Council that the recommendations outlined at (i), (ii) and (iii) be approved.

The Chief Executive commended officers on the report and the success of SWARD stating that in order to make preparations for post April 2015 the matter would have to be brought to party groupings for consideration.

The Chair made reference to the need for broadband to be upgraded and affordable in rural areas especially for young people attending university and also the needs of women's groups taking applications forward be addressed.

Councillor Wilson left the meeting at 7.23 pm

Mr McCreesh thanked the Councillors and Officers for their positive remarks and referred to broadband provision advising that individual Councils had gathered evidence and communicated same to Department of Enterprise Trade and Industry in the past. He advised that DETI had allocated a contract and that the reality had been that rural communities had not been adequately considered stating that any future contract should be state of the art fibre optic broadband. He added that it was positive that the Minister of DARD had incorporated this into the Rural Development Plan.

D12/14 Receive and Consider Paper on Mid Ulster District Council Sport & Leisure Membership Card Scheme

Mr Cassells presented a paper on the Mid Ulster District Council Sport & Leisure Membership Card Scheme proposals outlining the background, considerations and drew attention to the summary of options on a way forward to achieve the objectives of increasing participation at sport and leisure facilities within the District without increasing the current budgets of the services.

A summary of the options were:

1. Implementation of a harmonised pricing structure across the Mid Ulster District Council area (with the exception of the Greenvale Leisure Centre).
2. A Mid Ulster District Council Sport & Leisure Membership Card to include the Greenvale Leisure Centre, Magherafelt
3. A Mid Ulster District Council Sport & Leisure Membership Card to exclude the Greenvale Leisure Centre, Magherafelt
4. A 'Single Site Package' Mid Ulster District Council Sport & Leisure Membership Card based on the main leisure centres of Cookstown and Dungannon with an option to develop this approach further to include more centres.

Mr Cassells drew attention to the recommendation outlined in the report;

That the Development Committee endorses the recommendation to Council with regard to the introduction of a Mid Ulster Council Sport & Leisure Membership scheme based on the implementation of Options 1 and 4 outlined above.

A SF Member thanked Mr Cassells for the presentation commenting that the current deal with Pulse permitted a review in September 2017, that a financial report should

have been presented stressing that this is one of the first opportunities for people to see the benefit of three Councils coming together. The Member stated option one has to happen regardless with the same pricing structure across Mid Ulster but the process did not seem to be moving forward.

Other SF Members concurred with this making reference to;

- stating that option 2 was the desired position and the sooner it is achieved the better with every rate payer throughout the new district being treated the same.
- Reference was made to the five year review 'get out' clause with Pulse.
- Issues had been brought to Members attention regarding the operation and staffing of Greenvale Leisure Centre;
- As a Party it would not endorse privatisation; and
- Trade Union Membership at Greenvale Leisure Centre.

In concluding, a SF Member stated they would like to see a more detailed proposal together with cost implications.

In response Mr Cassells advised that arrangements had been made with Magherafelt District Council Solicitor to review the implications if Council wanted to opt out of the contract which commenced in 2012 for a period of initially five years noting that the concept had been that if either party were unhappy there was a 'get out clause' after five years. With regard to fees and charges the reporting officers had indicated that they would bring a report to committee but it should be appreciated that it required detailed analysis of every service offered, the process of which was ongoing. The same analysis would also incorporate Pulse and that if there was no detriment to them they would go with the scheme. The overall consensus on option 2 would be that it was preferred and should be accelerated.

A SF Member stated that with regard to the Trade Union issue it had been agreed to have a leisure centre consultative group with Council Officers and operational representatives from Pulse and that although there had been initial difficulties in the early stages it was now working more smoothly.

A SF Member stated that more detail regarding the membership scheme was required together with cost implications.

Mr Cassells further advised Option 2 was deliverable, it would be the preference of the Officers but the real question is the ability to deliver within the timescale. A major stumbling block would be consistent pricing and agreed access control as currently three leisure centres were using one software system but three different versions with the fourth using a different system entirely. Procurement issues would also pose an issue although ultimately option 2 was achievable the timescale of April 2015 could prove difficult.

Councillor G Shiels left the meeting at 7.50pm

A SF Member stated that he was opposed to option 4 and that the recommendation should be amended.

Proposed by Councillor Mallaghan

That it be recommended to the Council that option one be progressed and officers work towards option two and report back to committee with update.

A UUP Member stated that more clarification re Greenvale would be required before the matter could be progressed, that it was imperative that the committee had all costs as the ratepayer must not be affected.

Seconded by Councillor Reid and

Resolved That it be recommended to the Council that option one be progressed and officers work towards option two and report back to committee with update to include cost implications.

A SF Member stated that any sub or contracted work should adhere to same policies as Council especially with regard to Trade Union. The need for cost implications to be brought to committee was emphasised.

Councillor Mallaghan left the meeting at 7.55pm

D13/14 Receive and Consider Paper on Water Recreation Sites transferring to Mid Ulster District Council

Mr Hill presented paper on Water Recreation Sites as undernoted that would be transferring to Mid Ulster District Council with an effective date of 1 April 2015.

Councillors G Shiel and Mallaghan returned to the meeting at 7.57pm

- Ardtrea Bridge (Cookstown District Council)
- Ballysaggart Lough (Dungannon & South Tyrone Borough Council)
- Glenmore (Dungannon & South Tyrone Borough Council)
- Coalisland Canal & Towpath (Dungannon & South Tyrone Borough Council)

Mr Hill in drawing attention to key issues advised that DCAL is to complete the renewal of Lease Agreement for Ardtrea Bridge prior to transfer and that the figures detailed at section 3.1.3 provided by DCAL indicated an expenditure of £28,400 for the period 2006-2013 equating to an average cost of £4057 per annum appeared low.

The Chair made reference to 3.3 of the report in that the legal issue in relation to Ballysaggart Lough had been ongoing for a number of years.

Mr Hill drew attention to the recommendation that the Development Committee endorses the recommendation to Council with regard to initial proceedings to establish a new Service Level Agreement with Rivers Agency for the maintenance of the aforementioned sites.

Proposed by Councillor McNamee
Seconded by Councillor Quinn, and

Resolved That it be recommended that the Council endorses the recommendation with regard to initial proceedings to establish a new

Service Level Agreement with Rivers Agency for the maintenance of the four transferred sites aforementioned.

**D14/14 Receive and Consider Paper on Mid Ulster District Council
Community Planning Progress**

Mr McCreesh presented paper on the Mid Ulster District Council community planning progress drawing particular attention to engagement exercises with statutory agencies, staff and Members scheduled to take place in October 2014, February 2015 and May 2015. He made reference to the planned community engagement events in the new Mid Ulster area scheduled to take place in November/December 2014 in 12 locations with an aim of reporting back to community with a draft plan in May/June 2015.

Mr McCreesh advised that many statutory agencies were not included in the list of those compelled to participate for example DARD, branches of DOE were not specified. Currently being considered for inclusion was the Northern Ireland Housing Executive, Education & Library Boards, Health & Social Care Trusts, Public Health Agency, Invest NI, Northern Ireland Tourist Board and the PSNI.

Approval was sought for the report recommendation to approve the plans detailed in appendices one and Stakeholder Capacity Support and Community Planning Engagement Events.

Mr Tohill advised that NI Local Government Association was meeting with DoE to discuss community planning statutory partners.

A UUP Members asked if it was anticipated that Council would work with two health trusts and if there would be a dedicated officer for both trust areas. Mr McCreesh advised that it is the hope that legislation will dictate that all statutory agencies would be duty bound to participate.

A SDLP Member queried the areas outlined for community planning engagement events expressing the desire to include all small towns and groupings. Mr McCreesh advised that towns that miss out in community planning engagement events would be captured through Rural Development events.

A UUP Member asked how it was planned to capture the views of community and voluntary sectors as their ideas and opinions would be of value.

Mr Tohill advised that it was hoped to do something through the schools and social media as the net needed to be cast as wide as possible and that with regard to community planning partners it is expected that statutory agencies will be required to actively participate not just have regard for Councils community planning.

Resolved That it be recommended to the Council to approve the plans detailed in appendices one and two of report on Stakeholder Capacity Support and Community Planning Engagement Events.

Councillor C O'Neill left the meeting at 8.25pm returning at 8.27pm

D15/14 Receive and Consider Paper on Review of NI Tourist Board and Wider Tourism Structures

Ms Campbell presented the paper on review of NI Tourist Board and wider tourism structures outlining the proposed response on behalf of Council to DETI and stressing that tourism should be linked in with community planning. Ms Campbell also drew attention to the engagement event planned by NILGA scheduled to take place on 16 September.

Ms Campbell recommended that

- (i) Council approve the response to the Consultation to the Review of the Northern Ireland Tourist Board and Wider Tourism Structure detailed at appendix 1 of the report; and
- (ii) Approval for Member attendance at the Tourism Consultation: Key Engagement Event detailed at appendix 2 of the report.

In response to SF Member's request for a breakdown of the figures regarding expenditure of all visitors detailed on page 2 of the report Ms Campbell advised that they were taken directly from NISRA Local Government District Tourism Statistics in Northern Ireland 2011-2012 and that she would contact the NITB to determine how they were arrived at.

Proposed by Councillor Molloy
Seconded by Councillor C O'Neill and

Resolved That it be recommended to the Council that

- (i) Council approve the response to the Consultation to the Review of the Northern Ireland Tourist Board and Wider Tourism Structure detailed at appendix 1 of the report; and
- (ii) Approval for Member attendance at the Tourism Consultation: Key Engagement Event detailed at appendix 2 of the report.

For Information

D16/14 Receive Paper on Development and Regeneration Activity

Ms Campbell drew attention to the report updating Members on progress on the Development and Regeneration Forward Work Plan previously presented advising progress was on target.

A UUP Member stated that the Councils had done excellent work over the years and that the working group progressing the Development and Regeneration Forward Work Plan should consist of Members from each party representing each Council area.

Mr Tohill advised that each party had been asked to nominate Members to the existing Local Economic Development Working Group which would exist throughout the life of the shadow council which would report through the Development Committee.

A SF Member requested the rationale for appointing consultants asking why work could not be undertaken by officers. Ms Campbell advised approval had been sought to appoint consultants as skills were not available within the councils to undertake an economic development strategy and grants and support services in the voluntary sector. It was also important to attain an independent view. A SF Member requested that rationale be included in the future on occasions when consultants were being recommended for use.

D17/14 Receive Paper on Active Communities Programme

Mr Cassells presented paper updating Members on the Active Communities Programme.

A SF Member stated that the facts speak for themselves of the success of the programme and a SDLP Member concurred with this referring of its value to individual lives. A UUP Member spoke of its excellent contribution to over 50's and those rehabilitating following chest, heart and stroke issues.

Proposed by Councillor Mallaghan
Seconded by Councillor Quinn and

Resolved That it be recommended to the Council that a letter is sent to the Minister of Department of Culture Arts & Leisure to seek a continuation of funding and to ascertain the cost implications to Council.

Mr Tohill emphasised that it was vital that any cost implications be considered in setting budgets.

Councillor Mallaghan left the meeting at 8.49pm returning at 8.50pm

D18/14 Receive Paper on Transferring Urban Regeneration and Community Development Functions

Mr McCreesh presented paper on transferring Urban Regeneration and Community Development Functions highlighting;

- Tackling Disadvantage (Neighbourhood Renewal);
- Community Development;
- Physical Regeneration;
- Budget Considerations;
- Resource implications both financial and human; and
- Governance structures and timing.

Mr McCreesh advised that groups needed to know what the future held and it was the duty of the Council to manage the issues and communicate decisions when available.

Mr Tohill stated that the issues would not be resolved overnight but the purpose of the paper was to bring matters to the attention of Members. He recommended that Member workshops would be required to discuss matters further.

A SF Member concurred with the workshop suggestion and expressed concern over Neighbourhood Renewal and areas of deprivation, when health pressures and antisocial behaviour were additional consequences of deprivation.

The Chair concurred with this recommending that workshops be progressed.

A UUP Member further concurred stating that the Council was under the spotlight especially in relation to the public realm schemes.

A SF Member stated that the reality of the budget restrictions needed to be fed back to the three Councils communicate realistic expectations.

In response to the Chair's comments on existing funding of women's groups by DSD, back to work schemes and neighbourhood renewal Mr McCreesh stated that contributions to statutory agencies would have to be identified, following which a better understanding of resources would be available.

D19/14 Duration of Meeting

The meeting was called for 7pm and ended at 9.15pm

CHAIR _____

DATE _____

B

Subject	Development and Regeneration update
Reporting Officers	Anne-Marie Campbell, Adrian McCreesh and Iain Frazer

1	Purpose of Report
1.1	To provide members with an update regarding progress on the Development and Regeneration Forward Work Plan previously presented.

2	Background
2.1	The Committee agreed the forward work plan of Development and Regeneration Working Group at its July Committee meeting. This included a number of key activities that the group had to complete by the 31 st March 2015.

3	Key Issues								
3.1	<p>A number of key activities have been progressed as detailed in Appendix 1. In particular:</p> <ul style="list-style-type: none"> • Local Economic Development Plan (2014-2016) A meeting of the MUDC Local Economic Development Plan Working Group was held on Wednesday 24 September 2014. Good progress continues to be made, as detailed below; <table border="1" style="margin-left: 40px;"> <tr> <td style="vertical-align: top;">• Desk Research</td><td>Socio-Economic Profile for Mid Ulster completed and draft submitted for review</td></tr> <tr> <td style="vertical-align: top;">• Stakeholder Consultations</td><td>Statutory Bodies – 15 of 17 interviews completed Sectoral Bodies – 15 of 21 interviews completed</td></tr> <tr> <td style="vertical-align: top;">• Business Needs Survey</td><td>Business needs survey issued to 3,000 businesses across Mid Ulster. 394 responses received and findings reviewed.</td></tr> <tr> <td style="vertical-align: top;">• In-Depth Business Interviews</td><td>24 businesses (8 per area) have been identified to conduct in-depth interviews with.</td></tr> </table>	• Desk Research	Socio-Economic Profile for Mid Ulster completed and draft submitted for review	• Stakeholder Consultations	Statutory Bodies – 15 of 17 interviews completed Sectoral Bodies – 15 of 21 interviews completed	• Business Needs Survey	Business needs survey issued to 3,000 businesses across Mid Ulster. 394 responses received and findings reviewed.	• In-Depth Business Interviews	24 businesses (8 per area) have been identified to conduct in-depth interviews with.
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	<table border="1" data-bbox="375 190 1380 884"> <tr> <td data-bbox="375 190 662 884"> <ul style="list-style-type: none"> • Business Workshops </td><td data-bbox="662 190 1380 884"> <p>3 Business Workshops will be held on;</p> <ul style="list-style-type: none"> • Monday 29 September 2014 – Magherafelt District Council Offices • Wednesday 1 October 2014 – Burnavon Theatre, Cookstown • Thursday 2 October 2014 – South West College, Dungannon <p>All events commence with registration / refreshments at 6.45pm. The workshops start at 7pm and end at 9pm.</p> <p>Invitations to the workshops have been sent to 3,000 businesses across Mid Ulster and the events have been promoted widely through the local press, Council websites and social media channels.</p> </td></tr> </table> <ul style="list-style-type: none"> • Evaluation of Linkubator Negotiation Programme <p>Earlier this year, ten Mid Ulster businesses participated in a series of Negotiation Masterclasses, co-ordinated locally by the Mid Ulster Council. The programme was delivered by Linkubator and provided assistance to business owners to develop their workplace negotiation skills in areas such as sales, contracts, financial negotiations and managing staff. The Masterclasses were accredited by the Institute of Leadership & Management and fully funded by the Department of Employment and Learning. A programme evaluation report is attached as Appendix 2.</p> <ul style="list-style-type: none"> • Review of Financial Assistance Policy and Process for the Community and Voluntary Sector <p>Williamson Consulting has been appointed to undertake a consultation process which will lead to a review of the existing Financial Assistance policies and processes (including Advice provision) for the Community and Voluntary Sector across the three existing Council areas of Cookstown, Dungannon and South Tyrone and Magherafelt. The aim is to have a revised and agreed Financial Assistance Policy and Process for the Community and Voluntary Sector operational from the commencement of the new Mid Ulster District Council on the 1st April 2015.</p> <ul style="list-style-type: none"> • Social Economic and Environmental Data Analysis <p>Oxford Economics has been appointed to provide consultancy support for social, economic and environmental analysis across the three merging councils. A Project initiation meeting has taken place.</p>	<ul style="list-style-type: none"> • Business Workshops 	<p>3 Business Workshops will be held on;</p> <ul style="list-style-type: none"> • Monday 29 September 2014 – Magherafelt District Council Offices • Wednesday 1 October 2014 – Burnavon Theatre, Cookstown • Thursday 2 October 2014 – South West College, Dungannon <p>All events commence with registration / refreshments at 6.45pm. The workshops start at 7pm and end at 9pm.</p> <p>Invitations to the workshops have been sent to 3,000 businesses across Mid Ulster and the events have been promoted widely through the local press, Council websites and social media channels.</p>
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4	Resource Implications
4.1	<u>Financial</u> All financial commitments have been previously approved
4.2	<u>Human Resources</u> It is envisaged that the human resources required will be met within existing staffing complements.
4.3	<u>Basis for Professional/ Consultancy Support</u> Use of consultancies identified have been previously approved
4.4	<u>Other</u> None

5	Other Considerations
5.1	None

6	Recommendations
6.1	Members are asked to note progress that is being made.

7	List of Documents Attached
7.1	Appendix 1 – Development and Regeneration Progress Report for October.
7.2	Appendix 2 – Linkubator Negotiation Programme Evaluation Report

Development and Regeneration Working Group

Progress Report for October 2014

Activity	Target Completion Date	Status
Pursue and secure match funding for production of new Baseline Study for Cookstown, Dungannon, Magherafelt, Coalisand and Maghera)	31/3/15	Terms of Reference prepared. Awaiting decision from DSD on availability of funding.
Complete Mid Ulster Tourism Plan	31/3/15	TOR prepared. Issue postponed until autumn to coincide with the Community Planning consultation process.
Provide necessary input data and evidence towards ongoing preparation of Mid Ulster Community Plan	31/3/15	Oxford Economics has been appointed to undertake verification of data collated.
Produce a new Foreign Direct Investment App for Mid Ulster	31/3/15	Second draft of content for the App is being reviewed. Draft design concepts also being considered.
Mid Ulster Advice Service – review of current provision and recommendations for future delivery	31/3/15	Consultants appointed to undertake high level review of current provision and recommendations for future delivery as part of the tender to develop a policy and processes for the Mid Ulster District Council in terms of how it supports the Community and Voluntary Sector financially
Produce a Mid Ulster Business Directory	31/3/15	Student placement did not take up post and alternative arrangements are being considered. On-line business directory being procured as part of MUDC website development.
To develop and agree an approach towards Grant – Aid consideration and allocation across Mid Ulster, commencing 1 st April 2015	31/3/15	Consultants appointed to develop a policy and processes for the Mid Ulster District Council in terms of how it supports the Community and Voluntary Sector financially.
Complete an interim Mid Ulster Economic Development Action for 2014-2016	31/12/14	Consultants are currently consulting with a wide range of key stakeholders across Mid Ulster. A business survey was issued to 3,000 businesses and 394 responses were received and analysed. Three business workshops have been organised for 29 September (Magherafelt Council), 1 October (Burnavon

Activity	Target Completion Date	Status
		Theatre, Cookstown) and 2 October (SWC, Dungannon). A socio economic profile for Mid Ulster has also been completed.
To have an agreed approach for Arts, Culture and Heritage offering	31/3/15	Audit being undertaken to review current approaches.
Prepare a Good Relations Strategy for Mid Ulster	31/3/15	Currently being prepared. Meeting scheduled for the 6 th October to discuss with Chief Executive.
Finalise discussions with DSD on Urban Regeneration, Community Development and Neighbourhood Renewal. Determine viability of four Environmental Improvement Schemes	31/3/15	Discussions ongoing.
Shape the structure and approach for the: <ul style="list-style-type: none"> • Mid Ulster Rural Development Programme (2014-2020); and • PEACE IV Plan (2014-2020) 	31/3/15	Update report prepared for October committee meeting regarding the Rural Development Programme for Mid Ulster.
Shape the content of future European Programmes, including Interreg V, ERDF, ESF etc	31/3/15	Project proposals being prepared for MUDC consideration as to how Council could avail of ESF funding. Lobbying and responses being provided as required.
Discuss and agree Town Centre Action Plans and associated funding for 2015/2016	31/3/15	Discussions being initiated.
Review existing programmes to determine if any 'gaps in provision' will occur before future funding becomes available	31/3/15	Ongoing

Negotiation Masterclass

Mid-Ulster Programme Evaluation

September 2014



Building Better Business

Company Background

Linkubator is a niche consulting and training company, established by its principals, Will McKee and John McKee, for the purpose of supporting the boards, CEOs and senior management teams of business organisations, through the delivery of high-calibre training and mentoring support.

The company name illustrates Linkubator's training purpose and is derived from words alluding to arguably the two most significant determinants of enterprise growth and business support success

"Link", referring to the essential association with cutting-edge knowledge and leadership skills and the ability to obtain "reaction", connection and buy-in from learning participants.

"Incubator", referring to the supportive training environment and on-going performance delivery connections with clients and their learners.

Fundamentally, Linkubator is a business development organisation and is involved in creating customised programmes for coaching and training the leaders and staff of SMEs and large corporations on the skills in commercial acuity required for successful growth. Linkubator face-to-face training is successfully delivered to SME and blue-chip client participants.

Linkubator principals and associates have extensive experience of working with senior management teams to deliver workable strategies for consistent growth.



Pictured above are some the businesses that participated in the Mid Ulster Negotiation Masterclass

Programme Review

The Negotiation Masterclass is an intensive part-time programme aimed at developing the internal and external negotiation skills of managers in SMEs. It provides participants with both the knowledge of best practices and opportunity to test these in a series of specially created role-plays.

The programme is designed to help participants:

1. Gain a deeper understanding of the practical skills required to successfully conduct win-win negotiations
2. Improve your confidence by testing your skills in a series of unique role-plays
3. Acquire supplementary skills in leadership, management and communication
4. Learn how to use complex problem solving techniques to make better decisions
5. Generate more revenue for your organisation through application of your newfound skills and knowledge

The Negotiation Masterclass programme is endorsed by the internationally recognised *Institute of Leadership and Management*.

The programme was the first of its kind to be held outside Belfast and was hosted over three half-day sessions at the Cookstown Council offices in February 2014. Training sessions contained a mixture of seminar based learning as well as specially designed group role-plays which afforded participants the opportunity to test their new found skills and knowledge. Participants also received one-to-one mentoring in order to discuss their negotiation challenges with subject matter experts in a confidential environment. All those who took part will receive a Level 4 *Institute of Leadership and Management* certificate. A full cohort comprising a wide range of organisations from the Mid-Ulster area received funding from the Department for Employment and Learning in order to take part. These included:

- Beam Vacuum
- Canavan Interiors
- Killymoon Living
- Leonard Logistics
- Marmic Paving
- Regan Contracts
- Specialist Joinery Group

Given the success of the programme and the overwhelmingly positive feedback of the participants, Linkubator would be interested in working with the Mid-Ulster Councils and local businesses in order to provide further training and consultancy.

Eoghan Brown Specialist Joinery Group

"The Negotiation Masterclass taught me how to develop a BATNA [Best Alternative to Negotiated Agreement] during the planning and problem solving phase to help me achieve a better outcome for my organisation. The group role-plays made it easier to understand a lot of the topics and allowed me to learn from other participants as well"

Claire Hughes Leonardo Logistics

"The programme has helped improve my confidence in negotiating, making me less confrontational and better able to establish interests instead of positions. We have used the information from the programme to negotiate a much improved financial contract with our foreign partner companies"

LINKUBATOR TEAM



John McKee, BA (Hons), MBA is Chief Executive of Linkubator. In addition to his Strategic Consulting expertise, he is the international Sales and Marketing specialist on the Linkubator team with direct experience of key business issues such as selling to North American and European markets, training in sales management, sales training, market strategy and business growth. John has an extensive track record in engineering mutually beneficial transactions for multinational companies and is passionate about passing his skills and experience onto programme participants.



Dr. Ian McMorris, PhD, MBE is a specialist in Marketing and Strategic Management and is a Fellow of the Chartered Institute of Marketing. Ian was Managing Director of Ulster Weavers HF for 12 years. Previously he was the Director of PA's Strategy Practice in Ireland and worked with many blue chip organisations. He is a former Chairman of the CBI in Northern Ireland and was an independent member of the DETI Board and the IREP Steering Group. He is currently on the Boards of Dale Farm Ltd, United Dairy Farmers and i-Track Ltd.



Daniel Orr, BSc (Hons), MLegSci is the General Manager of Linkubator and uses his academic background in business communication and experience running his own successful enterprises to train clients in a diverse array of topic areas - from sales and marketing to leadership and human resources. Daniel has also read law at Master's level and uses his legal acumen to help advise consultancy clients on the wider strategic issues affecting their business.



Vince Curran, BA, M Phil, Chartered MCIPD is Training Manager at Linkubator. Vince is a highly experienced consultant, facilitator, trainer and leadership coach. With a deeply astute understanding of people development, Vince has spent over 20 years designing and delivering high-end training programmes aimed at increasing individual, team and organizational performance. Over the years he has worked with many companies, helping them to develop their business by developing their people.

C

Subject: Events budgets and Events Support Audit

Reporting Officer: Michael Browne

1	Purpose of Report
1.1	To show the levels of expenditure committed to Council run events 2014/15.
1.2	To show levels of expenditure and support committed to strategic events with an attendance of 1000+.
1.3	To establish the objectives for the delivery of events in each of the Councils.

2	Background
2.1	Good quality events have been cited as a major contributor to enhancing our districts, both in an economic and social context. Over the past number of years each of the three Councils have built up a portfolio of events which are directly organised and delivered by the Councils, and supported financially or in other ways by the Councils.
2.2	As a result of Councils running events, which are of very high standards, other groups and organisations turn to Councils for support and advice.
2.3	An audit was carried out to look at the finances committed to the Council run events during 2013/14, but during this audit informal questions were asked of front line staff to establish the ways in which events were delivered, and why each Council delivered the portfolio of events they delivered.
2.4	Each council delivers a number of seasonal events such as, Christmas Markets, Halloween etc. However, it is also worth noting that other events are delivered which have links to specific locations, themes, cultural and or historical significance, such as 'On Home Ground (Seamus Heaney Festival)', 'Castlecaulfield Horticultural Show' and Cookstown 100.

3	Key Issues
3.1	To present a clear understanding to Mid Ulster Council of the financial commitment for the delivery of the events in specific councils and in total. (Appendix1).
3.2	To demonstrate why such a portfolio of events are delivered and present the key objectives for the delivery of such events.

4	Resource Implications
4.1	<p><u>Financial</u></p> <p>The summary page in the audit shows the total financial support for Council run events in the 2014/15 financial year at £346,500. In section B the total support cost for non-Council organised events is £126,821.</p> <p>Please note that events in section B are funded from various different sources, which include DCAL events fund, Good Relations etc.</p>
4.3	<p><u>Human resources</u></p> <p>Each of the three Councils delivers events within the remit of the development departments and up to 16 members of staff are involved in the direct delivery of events across the three Councils. (Please note that this does not include staff from the Burnavon Arts and Culture House or Ranfurly House Arts and Visitor Centre.)</p>
4.4	<p>It is also worth noting that the costs do not account for the entire staff input required to run or support these events, i.e., stewards, marshals, health and safety officers ,etc.,, such costs are normally absorbed into the Councils core costs.</p>

5	Other Considerations
5.1	N/A

6	Recommendations
6.1	To present a review paper to Mid Ulster Council - Appendix1

7	List of Documents Attached
7.1	Appendix 1 – Mid Ulster Council – Events Audit

Appendix 1

Audit of Events Calendar for Mid Ulster Cluster - Summary

A Events – Fully organised and funded by Council	
	Council Run Events
Cookstown	
Total Cost	£122,500
Total attendance	65,930
Dungannon	
Total Costs	£167,000
Total attendance	41,100
Magherafelt	
Total Cost	£57,000
Total attendance	42,000
TOTAL COST	£346,500

B Events – Supported and financial assistance provided by Council	
	Council Funded Events
Cookstown	
Total support	£27,000
Dungannon	
Total support	£60,821
Magherafelt	
Total support	£37,500
TOTAL SUPPORT	£125,321

Fully organised and funded by Cookstown District Council

Name of Event	Venue	Date(s)	Funding/Budget	Objectives	Attendance
Cookstown Continental Market	Cookstown Town Centre	9 th – 11 th May 2014	£25,000	Social/Economic	25,000
Cookstown Retail Week	Cookstown Town Centre	21 st – 28 th June 2014	£6,000	Economic	4,000
Cookstown Small Business Saturday	Cookstown Town Centre	6 th December 2014	£4,000	Economic	2,000
Cookstown Comedy Festival	Burnavon and Town Centre	5 th -7 th June 2014	£10,000	Economic	4,000
Sperrintrekkers	Sperrin Mountains	28 th September 2014 & 24 th January 2015	£3,000	Social	230
Hidden Heritage Programme	Killymoon Castle, Ardboe Cross, Tullaghoge Fort, Beaghmore Stone Circles	June- August 2014	£5,000	Economic	1,000
Halloween	Mid Ulster Sports Arena	30 th October 2014	£10,000	Social	5,000
Santa's Grotto	Burnavon	11 th – 20 th December 2014	£3,000	Economic	2,500
Easter Family Fun Day	Burnavon	12 th April 2015	£3,000	Social	3,000
World Culture Day	Burnavon	17 th May 2014	£6,000	Social	2,500
Craft Fayre	Burnavon	22 nd and 23 rd November 2014	£2,000	Economic	4,000
Christmas Lights	Cookstown Town Centre	27 th November 2014	£10,000	Social and Economic	3,500
Gael Fest	Burnavon	Mar-15	£3,000	Social	500
Civic Awards and Reception	Burnavon	Various Dates	£12,000	Social	2,000
St Patrick Day Celebrations	Burnavon	14 th March 2015	£3,000	Social	350
July Celebrations	Burnavon	10 th July 2014	£3,000	Social	350
Free Family Fun Day	Mid Ulster Sports Arena	28th June	£3,500	Social	3,000

Cookstown Together	Cookstown Leisure Centre	22 nd February 2014	£6,000	Social	1,000
Tullaghoge Fort Programme	Tullaghoge Fort	Sept - Oct 2014	£5,000	Social and Economic	2,000
		Total	£122,500		65,930

Supported and financial assistance provided by Cooktown District Council

Name of Event	Venue	Date(s)	Funding/Budget	Objectives	Attendance	Event Promoter
Cookstown 100	Orritor, Cookstown	24th - 26th April	£6,000	Social & Economic	10,000	Cookstown & District Motor Cycle (Road Racing) Ltd
Pipe Band Competition	Mid Ulster Sports Arena	2nd Aug	£2,500	Social	3,000	Royal Scottish Pipe Band Association
Lough Neagh Festival of Lights	Ballyronan Marina	22nd - 24th Aug	£4,000	Social	5,000	TABBDA
Thrills on the Hills	Pomeroy Village	21st - 25th Aug	£4,000	Social	3,500	Pomeroy Players
Ballinderry Vintage Rally	Ballinderry	20th Sept	£1,500	Social	2,000	Ballinderry Parish Church Vintage Rally
Lough Neagh Fish Festival	Kinturk Cultural Centre	10th - 20th July	£1,500	Social	2,000	Kinturk Cultural Association
Lissan Parish Harvest Festival and Vintage Threshing Demonstration	Lissan Rectory, Muff Road, Cookstown	11th Oct	£1,500	Social	1,500	Lissan Men's Parish Group
County Derry Fleadh	The Loup and Ballyronan Village	23rd April - 27th April	£1,500	Social	4,000	Loup CCE
Vintage Rally at Springhill, Moneymore	Springhill, Moneymore	7th June 14	£1,500	Social	1,500	Mid Ulster Vintage Vehicles Club
Pomeroy Olde Fair Day	The Diamond, Pomeroy	26th June	£1,500	Social	1,500	Pomeroy Development Projects Ltd
Santa's Magical Forest	Pomeroy Forest	1st-23rd Dec	£1,500	Social	1,500	Pomeroy Plunketts GAC
		Total	£27,000		35,500	

Fully organised and funded by Dungannon & South Tyrone Council

Name of Event	Venue	Date(s)	Funding/Budget	Objectives	Attendance
Rock n Roll	Hill of The O'Neill	24-Jul-14	£10,000	Social	1,100
3 Day Festival – Country, Proms & Family Fun Event	Dungannon Park	BH Weekend August	£63,000	Social	9000
Halloween Haunted Tours	Dungannon Town & Ranfurly House	Oct-14	£7,000	Social	500
Picnic in the Park	Dungannon Park	25-Aug-14	£16,000	Good Relations	2000
Halloween Spooktacular	Market Square	31-Oct-14	£14,000	Economic	4,000
Halloween in Coalisland	Coalisland Centre	31-Oct-14	£14,000	Social & Economic	4000
St Patrick's Day	Town Centre	17-Mar-14	£4,000	Good Relations	4000
Christmas in Coalisland	Coalisland Town Centre	30-Nov-14	£5,000	Economic	2,500
Gannonball Run	Dungannon Town	Public Realm	£5,000	Economic	1,500
Flavour of Tyrone Festive Food Fayre	Dungannon Square	12-14 Dec 2014	£20,000	Economic	8000
Felix 10K	Dungannon Area	20-Sep-14	£3,000	Sporting	500
Christmas Celebration Events	Town Centre	Dec-14	£3,000	Economic	2,000
Christmas Celebration Events	Ranfurly House	Dec-14	£3,000	Social	2,000
		Total	£167,000	Total	41,100

Supported and financial assistance provided by Dungannon & South Tyrone Council

Name of Event	Venue	Date(s)	Funding/Budget	Objectives	Attendance	Event Promoter
Castlecaulfield Horticultural Show	Parkanaur Manor House	16-Aug	£6,800	Social	5,000	Castlecaulfield Horticultural Society
July Celebrations	Annahoe Aughnacloy	6 – 12 July 2014	£944	Social	1500	Annahoe Historical, Cultural & Sports Society
Tyrone Fleadh	Greater Coalisland Area	16-29 June 2014	£3,694	Social	4000	Comhaltas Coeltóiii Éireann
Bush Road Races	Dungannon Area	27/28 June	£7,200	Sporting	1,000	Dungannon & District Motor Cycle Club
12 July Celebrations	Killyman and Dungannon	7 – 12 July 2014	£2,683	Social/GR	10,000	Killyman & District Cultural Group
Benburb Sunday	Benburb Valley Park	15-Jun-14	£1,500	Social	3,500	Servite Trust NI
Lap the Lough	Peatlands Park Dungannon	26-Aug-14	£3,000	Social	5,000	The Upbeat Agency
Clogher Valley Show	Augher	Jul-14	£6,000	Social/Economic	20,000	Clogher Valley Show Society
Blues Festival	Hill of The O'Neill	26-Jul-14	£5,000	Social	1000	Dungannon Arts Forum
	Blackwater Sport Event - Run, Bike ,Canoe, Adventure	4 events	£4,000	Sporting	2500	Blackwater Partnership
Aughnacloy Races	Aughnacloy	August	£5,000	Social	2500	Aughnacloy Race Committee
Pipe Band Championship	Dungannon Park	Competitive bid	£15,000	Social	10,000	Royal Scottish Pipe Band Association
		Total	£60,821	Total	66,000	

Fully organised and funded by Magherafelt District Council

Name of Event	Venue	Date(s)	Funding/Budget	Objectives	Attendance
Christmas Food Market	Mfelt Town Centre	28-30 Nov	£20,000	Economic/Social	20,000
Halloween Hooley Fun Day	Meadowbank SA	25th Oct	£5,000	Social	4,000
Christmas Switch On	Magherafelt	30th Nov	£10,000	Social	5,000
Straw Man - Summer Festivals	Meadowbank SA	7th June	£10,000	Social	4,000
Style Week	Magherafelt	3 - 10 Nov	£3,000	Economic	1000
Never Felt Better Events X 4	Magherafelt	4 Dates	£4,000	Economic	4,000
Halloween Fireworks	Maghera	31-Oct	£5,000	Social	4,000
		Total	£57,000	Total	42,000

Supported and financial assistance provided by Magherafelt District Council

Name of Event	Venue	Date(s)	Funding/Budget	Objectives	Attendance	Event Promoter
On Home Ground	MDC	11-14 Sept	£8,500	Economic/Social	4,000	Verbal Arts
NI Junior Althetics	Meadowbank	15-Mar	£3,000	Social	1000	NIAA
Tour Of Ulster International Cycle Race	Maghera	7-8 May	£3,000	Economic	5000	Carn Wheelers
Busking Festival	Draperstown	24-25 Aug	£2,500	Economic/Social	4000	Draperstown Traders
Tour of the Sperrins	Sperrins	15-May	£2,500	Economic/Social	10,000	Mfelt & Distrit Motor Club
Feile 2014	11 Clubs	20-Jun	£11,000	Economic/Social	15,000	11 Local GAC Clubs
River Lough Festival	Toome	23-Sep-14	£1,000	Economic	2,000	Lougn Neagh Partnership
Maghera Vintage Rally	Maghera	14-Jun-14	£1,000	Social	1,000	Maghera Vintage Rally
Maghera Xmas Festival	Maghera	21-22 Nov	£5,000	Economic/Social	1,000	Maghera Traders
		Total	£37,500		43,000	