



borderpeople

crossing the border to live, work or study



Developing your Cross-Border Business



Wednesday 15 June 2011, 9am-2pm
The Four Seasons Hotel, Monaghan
Free to attend

Benefit from the advice of Cross-Border Professional Advisors
Learn from the experience of other business owners

Keynote Speaker: Simon Murray, Universal Graphics



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This project is supported by the EU's INTERREG IVA Programme
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Programme

9.00 a.m. – 9.15 a.m.	Registration, Coffee & Networking opportunity	
9.15 a.m. – 9.25 a.m.	Welcome Joe Shiels, Border People Project Manager followed by Chairman's Introduction Margaret Hearty, Director of Programmes & Business Services. InterTradelreland	
9.25 a.m. – 9.45 a.m.	Presentation by Simon Murray, Universal Graphics	
Session 1		
	Strand One	Strand Two
9.45 a.m. – 10.30 a.m.	Cross-Border Employment Law Brian Morgan, Morgan McManus Solicitors	Challenges facing SMEs & Support Mechanisms John Trethowan, Credit Review Office Ireland Colum Lewis Canning, Credit Review Office Ireland
10.30 a.m. – 11.15 a.m.	Sourcing Bank Finance for a Cross-Border Business Feargal McCormack and Ruari Martin, FPM Accountants	Debt Collection – Top 10 Tips Brian Morgan, Morgan McManus Solicitors
11.15 a.m. – 11.30 a.m.	Coffee Break	
Session 2		
	Strand One	Strand Two
11.30 a.m. – 12.15 p.m.	Managing Cross-Border Business Taxes Rose Tierney, Tierney Tax Consultancy	Accessing Business Grants in each jurisdiction Feargal McCormack and Michael Farrell, FPM Accountants
12.15 p.m. – 12.45 p.m.	Public Tendering and Procurement Procedures InterTradelreland - Speaker TBC	Cross Border Business Succession and related Tax Issues Rose Tierney, Tierney Tax Consultancy and Feargal McManus, Morgan McManus, Solicitor and Registered Tax Consultant
12.45 p.m. – 1.10 p.m.	Q&A Session	
1.10 p.m. – 2.00 p.m.	Buffet Lunch & Networking	



Margaret Hearty, Director of programmes and business services

Margaret is responsible for leading the development and delivery of InterTradelrelands suite of programmes and business services. InterTradelreland provides financial assistance and support to businesses across the island. InterTradelreland’s support is centred around Trade and Innovation including helping companies to access new markets, develop new products and processes and raising early stage finance. Margaret is a business and marketing graduate. She completed an MBA in 2004. Margaret’s career to date has focused on supporting the development of SME’s and early stage companies. She lead the development of InterTradelreland’s Equity Network Programme. She was appointed to her current position in December 2009.



Brian Morgan, in his Presentation “Cross-Border Employment Law” will discuss current topics in Employment Law and where the obligations of the Cross-Border Employer can be burdensome .

Topics covered will include Discipline and Dismissal, Redundancy and Compulsory Retirement. The issue of Registered Employment Agreements and how they apply to Northern com-panies operating in Ireland will also be discussed.

Brian Morgan, in his Presentation “Debt Collection – Top 10 Tips” will discuss what precautions should be taken at the start when giving credit, the Debt Collection procedures in each jurisdiction and enforcing payment.



John Trethowan

John Trethowan and Colum Lewis Canning

in their presentation “Challenges facing SMEs and Support Mechanisms” will discuss the supply side issues of bank lending, solvency and liquidity, and pricing and the demand side issues SME solvency, cash-flow, and how to approach a bank for finance. They will also talk about foreign exchange risks for SMEs and Interest Rate uncertainties, support mechanisms for SMEs, government support for SME lending and the role of the Credit Review Office.



Colum Lewis Canning



Feargal McCormack



Ruairi Martin

Feargal McCormack and Ruairi Martin, FPM Accountants will discuss the options available to a Cross-Border business seeking Bank finance, managing FX (exchange rate) risk, Cross-Border Banking Charges.



Michael Farrell

Feargal McCormack and Michael Farrell, FPM Accountants in his Presentation “Accessing Business Grants in each jurisdiction” will discuss the Grant opportunities which are open to businesses commencing business over the border.



Rose Tierney will discuss, in her Presentation “Managing Cross-Border Business Taxes” the core tax issues which arise on a daily basis; namely Income Tax, Corporation Tax, Employer Tax, VAT liability and Withholding Tax – particularly from the perspective of the Cross-Border business. Other topics covered will be when is it necessary to register for tax employees working in the other jurisdiction, Revenue / HMRC oversight of Cross-Border business, advantages / disadvantages of setting up a branch office in the other jurisdiction and comparative Employer staff costs in each jurisdiction.



Fergal McManus

Rose Tierney and Fergal McManus, in their joint Presentation “Cross Border Business Succession and related Tax Issues” will discuss Capital Tax issues which arise when passing to the next generation a business with assets on both sides of the Border. They will look at the implications of passing ownership during the business owner’s lifetime and on death including issues relating to wills for owners of cross border businesses and property.



“Public Tendering and Procurement Procedures” will discuss how to find out about opportunities for business as they arise in each jurisdiction, issues of which you should be aware when tendering for public contracts.

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About Border People

Border People www.BorderPeople.info provides an online signposting service for people who wish to move across the border to live, work or study. The website includes information on issues such as taxation, social security, job seeking, health, banking, education, housing and telecommunications.

As part of this initiative we hold regular User Group seminars which address particular barriers to cross-border mobility which previously have included issues for cross-border workers, cross-border banking and consumer issues.

This fifth User Group organised in collaboration with Morgan McManus Solicitors Clones and the IBEC CBI Joint Business Council is aimed at businesses

based in the border region or businesses who work across the border and will cover issues such as cross-border employment law; sourcing bank finance for a cross-border business; cross-border business taxes; debt-collection; accessing business grants in each jurisdiction; cross-border business succession and the public tendering and procurement procedure.

Frontier workers or organisations or individuals with an interest in specific aspects of cross-border employment are welcome to attend and your input would be most welcome. Feedback from participants is invaluable in helping us to shape the content of the Border People website as we continue to develop.

**If you would like to attend contact Connor Powell, CBI
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**For further information about Border People contact
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