OUR PEOPLE ARE OUR BUSINESS

the workspace group

Annual Report 2014

DR MICHAEL McALLISTER
CHAIR - THE WORKSPACE GROUP

As we approach our 30th year in operation it is great to be able to report on yet another year of success and growth for The Workspace Group.

During the year turnover grew to £11.5m, staffing levels increased to 172 and we opened five new offices bringing our total number of locations to 14.

Much of our growth has been as a direct result of our excellent performance in delivering services and products to customers who want us to do more.

It was encouraging to see our work recognised through the Big Society Award which the Prime Minister gave to us during the year. Workspace is the first organisation of its kind in Northern Ireland to receive this award and it reflects the approach we have "Passionate About Business, Delivering To Our Community".

We were also delighted to win both the Northern Ireland and UK award for sustainability from the UK Chambers of Commerce. We were the first company from Northern Ireland to win a UK Chambers Award and it was great to do so at the Awards Ceremony in London last year.

Whilst it is great to be recognised with awards it is equally great to be recognised through winning tenders and contracts and thankfully the financial year 13/14 saw us picking up some great business across the various parts of the company.

During the year we also have been preparing for the Steps 2 Success tender process which began in the latter part of the year and which is a key part of the work of both Network Personnel and Workspace.

We are confident that our experience as the highest performing delivery organisation on the current Steps to Work programme will stand us in good stead for the new contract.

I would as always like to thank my fellow directors, the management team and all the staff throughout our various locations for their ongoing commitment, hard work and positive attitude which continues to ensure we deliver real results in all that we do. Our people are our business and you can see from this report the invaluable contribution made by every member of the Workspace team.

As we come to the end of our current strategic plan 2010-15 and we begin to look at our strategy for the next five years we will be taking time to carefully listen, consider, debate and formulate where we see The Workspace Group and its various parts going in the future.

Any thoughts you may have on what we should be considering would be appreciated at:
info@theworkspacegroup.org

OUR PEOPLE ARE OUR BUSINESS

Last year we gave you an average day in the life of Workspace, well actually an average day and night. We got some great feedback, particularly on the breadth and scale of services we offer.

This year we highlight some of our team behind the scenes. It would be impossible to include every one, but it is important for us to recognise that the Group is only as good as the team we have and this year we focus on some of the people 'who are our business'.

the workspace group

Workspace continues to play a real part in the delivery of economic development services throughout the Magherafelt District Council Area. Over the past year we have supported over 200 businesses - from the early stages of exploring the concept of self-employment right through to supporting businesses in their first full year of trading. We have also provided support for new and existing businesses in the Social Economy sector. Entrepreneurship continues to grow at local levels with evidence that more young people are taking the leap and starting their own business.

Our Programmes:

GO for it

REGIONAL START INITIATIVE

The Regional Start Initiative, provided through Invest N.I. offers a comprehensive package of free advice, training and support to help clients develop a business plan that will allow them to get their business up and running. Over the past 12 months Workspace supported 106 clients through the Regional Start Initiative.

STEPS TO WORK

TEST TRADING PROGRAMME

The Steps to Work Test Trading Programme offers unemployed people the opportunity to 'test trade' their business for a period of 26 weeks while continuing to receive their benefits and avail of support from an experienced business advisor. Over the financial year we helped 52 people to start and test trade their business with 86% of participants continuing with their business and signing off benefits. This was against a target of 23% set by the Department of Employment and Learning, for whom we deliver the programme.

PROPERTY

Demand for our property across all sites was high with occupancy levels at more than 85% on average.

Demand for office space in Magherafelt remains high, while industrial units in Draperstown are also in high demand.

Despite much negative press regarding the high levels of empty offices and industrial units in the Mid Ulster area we have continued to remain competitive and have a strong retention rate of tenants. Our range of units suit a variety of businesses. Examples of our more recent tenants include a gourmet popcorn manufacturer, wine distributor, planning consultancy and specialist blinds manufacturer.

"I ENJOY SEEING THE DIVERSE RANGE OF SMALL BUSINESSES START UP WITHIN OUR SITES AND WATCHING THEM GROW AND DEVELOP OVER THE YEARS".

Enda Daly – *Property Manager*

"I FIND IT REWARDING WORKING AS PART OF A TEAM, FROM CLIENTS IN THE EARLY STAGES OF THEIR NEW BUSINESS IDEA - TO THE ACTUAL START-UP OF THEIR DREAM IN RUNNING THEIR OWN BUSINESS".

Patricia Loughrey – *Administration Officer*

tradelinks connecting business building success

EXPLORING ENTERPRISE

Invest Northern Ireland

TRADELINKS PROGRAMME

The Tradelinks Programme is aimed at supporting local businesses grow and develop to enable them to target export markets. Through the programme six local businesses gained support that assisted them to identify new market opportunities and undertake mentoring with a specialist business consultant. The programme also provided linkage and networking opportunities for businesses.

UP FOR WORK

THE UP FOR WORK PROGRAMME

The Up For Work Programme is aimed at supporting unemployed people make the transition from benefits into self-employment. Through the programme we provided support in the form of advice and mentoring to 8 clients.

EXPLORING ENTERPRISE 2 PROGRAMME

Under the Exploring Enterprise 2 Programme, Workspace worked with a local Women's Group to deliver a four-week pre-enterprise training programme. The programme worked with economically inactive people to look at the concept of entrepreneurship and starting their own business. Through the programme ten participants successfully attained a CCEA qualification in Understanding Business Enterprise.

ENTERPRISE NI START UP LOAN FUND

Workspace are the delivery partner for Enterprise NI for the Start Up Loan fund in the Magherafelt District Council area. The Fund opened in February 2014 and Workspace provided advice, guidance and mentoring to three loan applicants.

THE SOCIAL ENTREPRENEURSHIP PROGRAMME

The Social Entrepreneurship Programme provided through Invest NI is aimed at helping potential social entrepreneurs to start a business and encourage existing social enterprises to grow, create employment, exploit opportunities to export products or services and maximise their positive impact on society.

Groups already in the voluntary and community sector can also be assisted to become social enterprises through this initiative.

The programme provided tailored mentoring, business planning support, and capability advice to twelve local groups, helping them to successfully develop their socially oriented business and sources potential funding streams.

NETWORK personnel

COMMUNITY FAMILY SUPPORT PROGRAMME

Network Personnel was awarded the Community Family Support Programme (CFSP) as lead partner, for the Northern and Southern HSCT areas in October 2013.

CFSP offers young people and their families, comprehensive support and the confidence to tackle the challenges of daily life, in dealing with problems such as challenging behaviour, alcohol / drug misuse, financial difficulties, low confidence, health, concerns in school, college or help to source training and employment. CFSP works together with the family to:

- Prevent young people aged 11 – 18 leaving education.
- Support 16 – 18 year olds return to education, training or find employment.
- Assist adults 19+ years to follow their personal career path, access training and develop the skills towards finding employment.

"I HAVE GREAT JOB SATISFACTION AND FEEL PRIVILEGED TO WORK WITH PEOPLE AT A VULNERABLE TIME IN THEIR LIVES, BEING ABLE TO HELP ADDRESS THE HEALTH, SOCIAL AND ECONOMIC FACTORS WHICH HAVE AN IMPACT ON PEOPLE'S CONFIDENCE."

Sinead Taylor – *Family Liaison Officer*

From October 2013 – March 2014 CFSP supported 96 families = 329 individuals.

130 moved into education, training or employment

122 were referred to specialist services

STEPS TO WORK

"I FEEL FROM MY JOB I GET PEOPLE TO PROVE TO THEMSELVES THAT THEY ARE CAPABLE OF CHANGING THEIR LIVES"

Ashton McCloskey – *Employment Coach*

EMPLOYMENT SERVICE SUPPORT

Intake onto the Steps to Work contract ended on 31st May 14. We are now delivering a variation in this contract, the Employment Service Support which relates to First Start, Step Ahead 50+, Youth Employment Scheme – Skills Development and Work experience, Test trading and Short Accredited Training Courses until 31st March 15.

We deliver the Steps programme in Magherafelt and Cookstown and also manage it for the North West area taking in the council areas of Coleraine and Limavady.

Although faced with difficult employment situations the reporting year has been one of continuous progress. During the year, some 1,779 participants joined the Steps to Work programme in our contracted area. 345 participants completed Short Accredited Training Courses. DEL statistics published in March 2014 reported that Network Personnel is still the highest performer in Northern Ireland with 24% of participants sustaining 13 weeks employment.

In the reporting period we were awarded with 'High Degree of Confidence' once again in the Steps to Work DEL/ETI IQRS review.

source • advice • new skills • employment

"WORKING IN NETWORK PERSONNEL AND THE WORKSPACE GROUP IS A PLEASURE, YOU DEFINITELY ARE MADE FEEL LIKE A VALUED TEAM PLAYER!"

Leah Beattie – *Mentor*

We have delivered DEL's LEMIS programme (rebranded as SOURCE) in the Moyle & Cookstown District Council areas since 2011. The initiative is designed to help unemployed people in the community overcome those issues that may be preventing them from finding and keeping a job.

In October 2013, we were delighted to be awarded 2 additional 'outreach' contracts, covering a further 12 district council areas across Northern Ireland (Antrim, Ballymena, Ballymoney, Carrickfergus, Coleraine, Dungannon, Fermanagh, Larne, Limavady, Magherafelt, Newtownabbey & Omagh). A team of 6 new mentors was appointed in order to service these areas. 2013-14 saw the newly expanded SOURCE team work with over 370 people, with more than 30 participants moving into permanent employment.

As well as helping clients move into employment, the SOURCE programme places a great deal of emphasis on empowering its participants through work-related training programmes. These 'Pre-employment packages', facilitated in fields such as Security, Hospitality, Childcare and Retail skills, provide an opportunity for individuals to address vocational training gaps, as well as to meet like-minded people and to build self-confidence. In 2013-14, 146 clients completed a variety of individual employment-focused training courses, with many others moving into further education or DEL provision.

We are delighted with how well the SOURCE programme has developed and we are confident that our SOURCE team will continue to assist many more local people in addressing their individual training needs and making the transition into permanent employment.

UP FOR WORK

2013 – 2014 was another exciting and exceedingly positive year for the 'Up for Work' project. The initiative, which is part funded by the European Social Fund, with substantial match funding from Network Personnel and a number of other partnering organisations including Magherafelt District Council, Sperrins Gateway Landscape Partnership and Mindwise (the mental health charity) primarily assists those who are long-term unemployed to upskill and find jobs.

Excellent outcomes continue to be delivered in cooperation with all project partners. From programme inception in November 2011, some 292 participants have availed of subsidised employment either on the environmental scheme or directly with local employers. In addition, some 162 participants have found unsubsidised jobs or moved to self- employment representing a 52% success rate. Moreover, some 70% of all leavers achieved at least one qualification.

"WHAT I ENJOY MOST ABOUT MY JOB IS SEEING THE YOUNG PEOPLE WHO HAVE BEEN UNEMPLOYED, GAIN CONFIDENCE, SKILLS AND EXPERIENCE WHILST WORKING ON PROJECTS"

Brian McAlynn – *Supervisor*

elite energy

Whilst our T5 retro fit business continues to reduce as expected, the ever decreasing prices on LED luminaries has generated great interest in both the public and private sectors in switching to more energy efficient lighting. Elite Energy continues to offer quality certified products and now have strategic partnerships with Osram, Whitecroft and Dextra Lighting. These partnerships allow us to offer a broad product range at highly competitive prices without compromising on quality. Elite Energy's work, this year, has taken the company from one end of the country to the other. At one point teams were working simultaneously in Scotland and Devon as well as Derry and Redcar.

"MANAGING ELITE ENERGY IS ENORMOUSLY REWARDING. NOT ONLY DO I GET TO WORK WITH AN EXCELLENT TEAM OF HARD WORKING AND TALENTED PEOPLE BUT I HAVE THE BACK UP AND SUPPORT OF THE WORKSPACE GROUP. IT DOESN'T GET MUCH BETTER THAN THAT!"

Adrian Lyon – *General Manager*

SUCCESSES

Notable successes this year included a complete lighting replacement scheme in the University of Plymouth – Library Building which saw the company supply and install over 1,000 new LED fittings to a value of £135K. Our Redcar & Cleveland framework contract continues to be successful with over 4,000 light fittings either replaced or refurbished this year. A contract within the Western Health & Social Care Trust to include work at Altnagelvin Hospital ended up doubling in size as the benefits of our energy efficient lighting became apparent. Our successful submission for the Resource Efficiency Wales framework has yet to reap rewards, however once the framework is established the company should see some significant returns.

QUALITY

Customers and clients continue to demand more from contractors as a way to weed out poor quality. Elite Energy's accreditations, including ISO9001/18001/14001 continue to reinforce the company's position as a premier lighting refurbishment and replacement specialist.

backrow
RECREATION CENTRE

The Backrow Recreation Centre in 2013/2014 saw it's busiest year to date with over 24,000 'usages' in the facility giving us a 14% increase from last year.

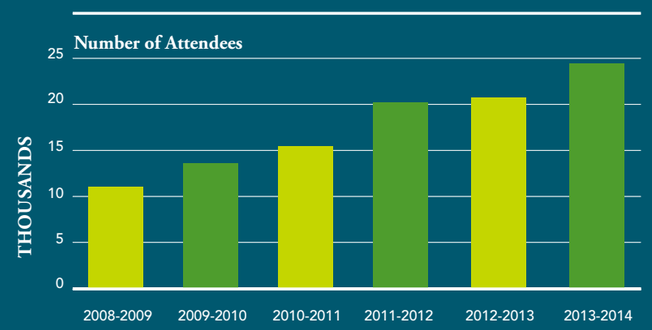
The centre continues to go from strength to strength and has been a vital resource for the people of Draperstown catering for their health and recreation needs.

At the Backrow we know that participating in sport and recreation can improve and promote social inclusion, improve health and counter anti-social behaviour, and this has functioned as a vital resource towards improving the quality of life of our local community in the local area.

The Annual Backrow Summer Camp ran again this year with 130 children registering for a fun filled fortnight. We offer a wide variety of classes all year round for all abilities.

"I GET GREAT SATISFACTION FROM THE IMPROVEMENT I SEE IN INDIVIDUAL'S HEALTH AND WELL-BEING, AND THE RESULTS THEY ARE ACHIEVING AS A RESULT OF THE PARTICIPATION IN OUR CLASSES"

Kevin McSorley – *Sports Officer*



Network
RECRUITMENT
Connect | Achieve | Grow

WHAT WE DO

Network Recruitment is increasingly becoming more established as a Recruitment Consultancy which is a recognised leader in specialist temporary, outsourcing and permanent recruitment. Our principal activities cover many sectors including: Sales, Manufacturing, Production, Technology, Education & Training, Marketing, Science, Retail, Human Resources, Customer Services and Hotel & Catering.

Our business is based on matching the capabilities of our candidates and employees with the ever changing needs of our clients. Recruitment is the ultimate people business and as such our ability to attract, develop, enable and retain the very best Recruitment Consultants is vital to our ongoing success and commitment to delivering a leading edge service to our clients and candidates alike.

In current ever changing times, each client requires complete flexibility, we completely recognise this and we operate when our client needs us to, not when we choose to.

We cater for all of our client's requirements and tailor recruitment exercises and campaigns to individual client need, regardless of opening hours. We provide a completely flexible 24/7 solution for all clients.

Network Recruitment saw continuous growth across a number of market sectors in 2013/2014, particularly in Manufacturing, Sales, Hospitality, Training & Development and Technology. The markets continue to experience an upward trend. Network Recruitment experienced a firm increase in permanent job listings and temporary bookings, with consecutive year on year growth on the number of jobs listed and bookings filled.

We have noticed an improvement in the employment market, with the economy in recovery mode and there is evidence of growing demand for skilled and professional staff which presents significant opportunity for us in the years ahead.

Increasingly we are becoming the 'Go To' recruitment agency for many companies throughout Mid Ulster and the North West of Ireland. In addition our innovative usage of online technologies allows us to recruit for companies throughout the island and in Britain.

"I AM PROUD TO BE PART OF A COMPANY THAT RECOGNISES THE HIGHLY SKILLED TALENT THAT WE HAVE LOCALLY. WHAT WE DO ON A DAY TO DAY BASIS IS ALL ABOUT HAVING A GENUINE INTEREST IN PEOPLE AND WANTING TO PROVIDE THE BEST POSSIBLE SERVICE TO ALL OUR CUSTOMERS"

Nuala Downey – *Recruitment Consultant*

CASE STUDY

Scottish Referendum Recruitment Campaign-Network Recruitment recently worked with an established key client to assist them in a large scale staffing campaign for the recent Scottish Referendum. The campaign required 80 staff to be recruited and on board within a 6 week time-frame. The brief required the sourcing, screening and selection of 80 candidates for projects across Scotland.

We appointed a dedicated Account Manager to oversee all aspects of the project: processed over 400 applications; screened over 300 profiles and selected over 150 for interview. Within 5 weeks all candidates were selected, appointed and all roles filled. This resulted in Network Recruitment being awarded another public sector Election campaign to commence in October 2014.

OUTLOOK:

As the markets around the world continue to show general improvement, our focus and priorities for the new year are unchanged as we enter the fourth year of our five-year plan. We will continue to seek ways to further improve consultant productivity, for example by utilising the new technologies we are working with, and investing further in our training and development.

In the past year, we have delivered on our goals, growing our revenue, profitability and cash generation. The economy and employer confidence is improving and as a result we are investing in people and I.T. Systems. Our management team and recruiting professionals are deeply committed to delivering innovative and flexible staffing solutions to our clients. We are encouraged by our results, 2014 has been an extremely busy and successful year to date, we have developed our client portfolio into new areas such as the lucrative Belfast market and we expect to perform this year in line with company expectation.

"WHY ARE WE SUCCESSFUL? WE DO WHAT WE SAY WE WILL... WHEN WE SAY WE WILL. OUR JOB DOESN'T END WHEN OUR DOORS CLOSE. THIS KEEPS OUR CUSTOMERS HAPPY. WE LIKE TO THINK WE ARE THE BEST AT WHAT WE DO BUT AT THE VERY LEAST WE ARE THE BEST POSSIBLE VERSION OF US. WE CONSTANTLY CHALLENGE OURSELVES TO IMPROVE AND DO MORE. OUR BUSINESS IS ENGAGING, IT'S FUN, AND MOST OF ALL IT'S REALLY REWARDING"

David O'Hagan – *Branch Manager*

homeseal

"THROUGH MY WORK IN HOMESEAL I AM HELPING TO TAKE PEOPLE OUT OF FUEL POVERTY. THIS GIVES ME GREAT JOB SATISFACTION."

Sara Kane – *Administrator*

A household is said to be fuel poor if it needs to spend more than 10 per cent of its income on fuel to maintain an adequate level of warmth. With over 40% of homes within Northern Ireland reported to be in fuel poverty the importance of insulating the home to improve the energy efficiency of the property has become increasingly important.

Over the past 12 months Homeseal has been again helping to tackle this problem by providing energy saving advice and support to home owners. As a result we carried out over 5,700 insulation measures in properties throughout Northern Ireland during the past year.

Homeseal offers a range of insulation services including loft insulation, solid wall insulation and cavity insulation for properties requiring either full-fill or partial fill solutions.

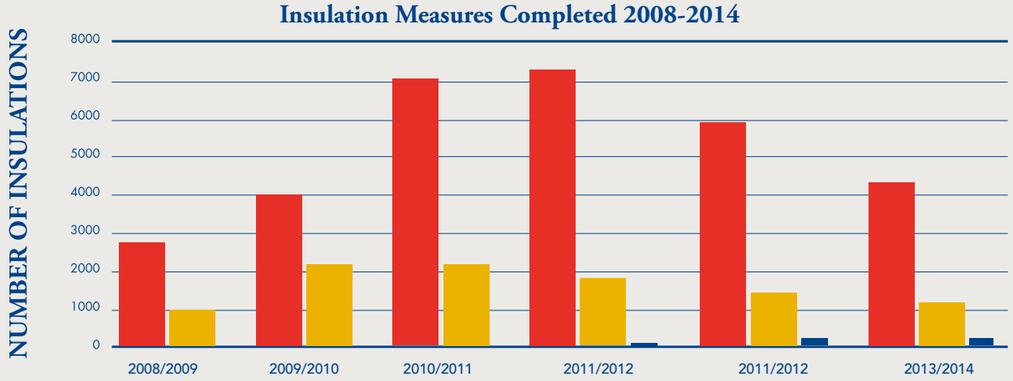
We operate in both the new build and retrofit markets and with a team of trained installers we undertake work throughout all of Northern Ireland.

In addition to our insulation services we also provide roof ventilation, thermal imaging and supplementary energy efficient products such as pipe lagging, chimney balloons, radiator panels and draught proofing.

Some of the key impacts of 2013/2014 include:

- 4,300 homes received a survey/energy advice
- 5,720 insulation measures have been carried out as follows:
  - o 1,200 households received cavity wall insulation
  - o 4,300 households received loft insulation measures
  - o 220 households received solid wall insulation
- 5,400 of the above measures were carried out (through the Government's Warm Homes Scheme) in homes considered to be in fuel poverty
- A savings of 2,100 tonnes of carbon was achieved with the average householder saving 363kg per year
- A saving of £515,000 on client's utility bills was achieved with the average saving for individual householders being £90 per year for each energy efficiency measure undertaken within the property.

Insulation Measures Completed 2008-2014



	2008/2009	2009/2010	2010/2011	2011/2012	2011/2012	2013/2014
Loft Insulation	2,788	4,031	6,951	7,237	5,840	4,300
Cavity Wall	1,052	1,578	2,184	1,757	1,420	1,200
Hard to Treat	0	0	0	31	120	220

"ALL THE POSITIVE FEEDBACK GIVES YOU GREAT JOB SATISFACTION AND MAKES IT ALL WORTHWHILE. WORKING AT HOMESEAL MUST HAVE MORE UPS THAN DOWNS AS THE PAST 13 YEARS HAVE JUST FLOWN BY."

Gerry Walsh – *Cavity Wall Supervisor*

WORKING WITH PARTNERS

Homeseal has continued to work with a number of partners throughout the year. These partners have included both of the managing agents for the government's Warm Home Scheme (H&A Mechanical and Bryson Energy), the Northern Ireland Housing Executive and a number of councils.

In addition Homeseal works in association with and adheres to the guidelines of best practice as outlined by the National Insulation Association, British Board of Agreement and the Cavity Wall Guarantee Agency.

LOOKING AHEAD

Homeseal hope to continue in the success we have had over the last year. We anticipate increasing the number of energy efficiency measures undertaken in the coming year and moving into additional services with the introduction of hard to treat cavity wall insulation and the extraction of defective insulation.

workspace community fund

"It's great to see the difference the Workspace Community Fund grants can make to local community groups. Allowing groups to purchase equipment or run events they otherwise would have to do without gives a real sense of satisfaction"

Helen O'Neill – *Corporate Services Manager*

Every year we allocate a proportion of our profits to helping community and voluntary groups in the local area. In total we paid out £8,303 to 31 community and voluntary groups in 2013-2014. Whilst we had allocated a higher budget to applications, including introducing a bursary award, the number of applications was lower than we anticipated.

So far since its launch in 2008 the total funding given to 121 community and voluntary groups in the local area has been £44,194.

We are delighted to be able to give a helping hand to the community and voluntary groups in our local area. Getting an insight first hand into the difference this money can make shows us how invaluable the Workspace Community Fund is.

Projects funded by the Workspace Community Fund during the year:

Tobermore Community Projects	To purchase equipment for Crafts Group.
Naiscoil Mhachaire Ratha	For outdoor equipment.
Maghera Cricket Club	To purchase safety sports equipment.
Busy Bee Cross Community Playgroup and After Schools	To provide a range of workshops and musical instruments.
Tirgan Community Association	To hold an Open Day for new cross-community hall.
Lavey Early Years Group	To replace unsafe picnic tables in outside play area.
Upperlands Community Development Ltd	For hosting a village storytelling evening.
Mid Ulster Photography Club	For display boards.
St Colmcilles CG1, Magherafelt	To organise an outdoor activity day.
Backrow Recreation Centre	To hold a summer scheme.
Draperstown Traders Association	To run a community fun day in Draperstown.
Granaghan & District Women's Group	To organise classes in Eco Arts & Creative Crafts & Healthy Cooking for Open Doors Club.
Culnady & Swatragh Young at Heart Group	To produce a Cookery Book.
Termoneeny Community Association	To run a range of activities for the Young at Heart Group.
33rd Derry Ballinascreen Scouts	For signage and shelves.
Loughinsholin Cultural Music Group	To purchase Walkie Talkie radios.
Bellaghy Women's Group Ltd (BWG)	For a day trip.
King William III Community Group	For a training event in craft making for children.
The Little Wombles Cross Community Play Group	For a Children's Interactive Theatre and Creation Station Workshops.
S.T.E.P.S (Suicide. Talking. Education. Prevention. Support) Mental Health	To run an information and relaxation evening for women and young people.
Women in Newbridge (WIN) Yarn Group	For a programme of events.
Magherafelt and District Cage Birds Society	For technical equipment.
Tober Tinys Community Playgroup	To take children on a day trip.
Magherafelt & District Road Safety Committee	To organise a road safety meeting.
Ballinascreen Mother and Toddler Group	For toys, cutlery, bean bags, tables, posters, art materials.
Rainey RFHC	For pitch and coach hire.
Cookstown and Magherafelt Volunteer Centre	For Volunteer Recruitment Fair.
Shopmobility Magherafelt	To buy replacement equipment.
Ballinascreen Community Association	For a Christmas Lights switch on.
Tobermore Community Forum	For a Christmas concert for the older and disabled people of the village.
Kilcronaghan Community Association	To produce twice yearly newsletters for the Community Association.

ThermTech
Waste Heat Recovery Systems

21013/14 saw ThermTech continue to expand and develop as per our strategy to grow the business in the whole area of waste heat recovery and gas cooling and cleansing.

We continue to increase our presence in the market place and our attendance at the NEMEX exhibition in Birmingham helped increase the recognition with enquiries from a number of blue chip companies being received and progressed towards orders.

Our investment in increased space, equipment and people was crucially important as we designed and manufactured large waste heat recovery projects for customers in the food, beverage, pharmaceutical and heavy engineering sectors.

In addition our relationship with a key company in the crematorium industry saw us manufacture our standardised gas cooling system for them to fit to their equipment being supplied throughout Europe.

"I ENJOY THE DIRECT POSITIVE IMPACT MY WORK HAS UPON CUSTOMERS, THERMTECH AND THE ENVIRONMENT"

Rachel Gordon – *Project Engineer*

As our OEM customers are increasingly asking us to produce equipment for supply to the North American Market we applied for and received ASME certification (American Society of Mechanical Engineers).

As we grow the business we recognise the need for systems and processes to ensure quality of design and production as well as cost and efficiency control over large scale contracts and this is something we are now focusing on to ensure our growth is efficient and profitable.

"I GET TO GO ABOVE AND BEYOND TO MEET CUSTOMER NEEDS"

Trevor Stringer – *Works Foreman*

Draperstown after school club

Since it was first established in 1998, the Club continues to provide a high quality and reliable service for 4 to 11 year olds enabling parents/ guardians to take up employment with the knowledge that their children are in a safe, welcoming and creative environment.

The club operates on a flexible basis - children are picked up from the local schools from 1.00pm onwards and cared for them until 6.00 pm. In addition, during school holidays the service is provided on an 'all day' basis again facilitating parents work schedules.

The core funding for the After School Club, provided by the OFMDFM, was due to expire in March 2014 creating a great deal of uncertainty. However, further money has subsequently been made available for another 3 years, albeit on a reduced basis.

Numbers availing of the service remain high with a total of 3,225 places filled for the year ending March 2014.

"NOT ONLY IS IT REWARDING WORKING WITH THE CHILDREN EVERY DAY BUT IS IT ALSO GREAT FUN"

Christine Kelly – *Playgroup Assistant*

The Workspace Group

In the year to March 2014, the Workspace Group's turnover rose to £11.5m, an increase of 10% over the previous year. This is the highest turnover in Workspace's history to date and reflects the great work done during the year by all divisions within the group.

Each of the businesses contributed to varying degrees, with Network Personnel showing a 30% rise in turnover to £4.6m. The Community Family Support Programme helped to contribute to this rise, along with increased activity on the Steps to Work Programme. Workspace Enterprises were also beneficiaries of the Steps to Work Programme, which helped them register a 50% rise in turnover to approx. £196,000.

Therm Tech delivered a range of significant projects to large customers, generating a 34% rise in turnover at £1.9m for 2014. Homeseal Energy Savings continued to deliver insulation services throughout Northern Ireland, with turnover at £3m approx., down 8% on 2013. Homeseal had been affected by delays in scheduling work due to changes in regulations.

Network Recruitment maintained its sales at £750,000 approx while Environment 2000 struggled to add contracts, with its turnover falling £100,000. Rental income at Workspace Enterprise Agency was similar to 2013 at over £280,000.

"I AM PROUD TO BE A TEAM MEMBER OF THE ACCOUNTS TEAM AT THE WORKSPACE GROUP. I LOVE THE RANGE OF WORK THAT I AM INVOLVED IN AND THE SATISFACTION THAT I GET FROM IT!"

Dolores Scullion – *Accounts Officer*

COMPANY INFORMATION

BOARD OF DIRECTORS

CHAIR
Dr Michael McAllister

VICE-CHAIR
Ms Samantha McCloskey

NON EXECUTIVE DIRECTORS
Councillor Brian McGuigan
Mr Damian Heron
Mr Graham Mawhinney
Councillor Kate Lagan
Mr Laurence O'Kane
Mr Patsy McShane
Mr Willie McKeown
Mrs Catherine McCoy

CHIEF EXECUTIVE
Mr Brian Murray

COMPANY SECRETARY
Mr Robin Gawne

REGISTERED OFFICE
The Business Centre
Draperstown, BT45 7AG

REGISTRATION NUMBER
N.I. 18240

BANKERS
First Trust Bank
The Diamond, 2 Rainey Street
Magherafelt, BT45 5AG

Bank of Ireland
11 Market Street,
Magherafelt, BT45 6EE

Ulster Community
Investment Trust
Linenhall House,13–19 Linenhall St
Belfast, BT2 8AA

AUDITORS
PricewaterhouseCoopers
Waterfront Plaza
8 Laganbank Road
Belfast, BT1 3LR

SOLICITORS
Tughans
Marlborough House
30 Victoria St. Belfast, BT1 3GS

"IT IS ONLY SINCE JOINING THE BOARD THAT I HAVE REALISED THE VAST RANGE OF ACTIVITIES UNDERTAKEN BY THE GROUP THROUGH OUR SOCIAL ENTERPRISE APPROACH"

Catherine McCoy – *New to the board in 2013/2014*

ACHIEVEMENTS 2014

74 existing businesses supported

24,281 usages at The Backrow Recreation Centre at evenings & weekends

345 participants completed Short Accredited Training Courses through Network Personnel

121 local groups directly benefited from Workspace Community Fund grants

132 children participated in Backrow Summer Scheme

£515,000 estimated annual savings in utility bills as a result of Homeseal insulation measures

52 unemployed people helped to start own business through Steps 2 Work

1,940,327kg estimated CO2 savings as a result of lighting upgrades carried out by Elite Energy

4,892 registered with Network Recruitment

CFSP supported **96 families, 329 individuals** throughout the year

The Workspace Group now operate from **14 locations**

30 children cared for by After Schools Club

124 people attended our Healthcare seminars

162 unemployed get permanent jobs through Up for Work

£44,194 distributed from Workspace Community Fund

27% of Steps to Work participants move into long term jobs

292 on work experience on Up for Work

1,779 participants on Steps to Work

218 people employed by Workspace business unit tenants

373 participate on Source programme

106 business start-ups supported

5,720 homes insulated across NI

3,412 tonnes of CO2 savings by economisers installed by ThermTech

464 children used Backrow facilities on a weekly basis

98 Permanent jobs filled by Network Recruitment

172 employed by The Workspace Group

the workspace group

The Business Centre
Draperstown, BT45 7AG

T: 028 7962 8113
Lo-Call: 0845 362 0747 (UK)
1890 928 556 (ROI)

www.theworkspacegroup.org

Network Recruitment — Connect ı Achieve ı Grow
ThermTech — Waste Energy Recycling Solutions
workspace enterprises ltd.
backrow recreation centre
elite energy
Draperstown after school club
homeseal
Network personnel
workspace community fund