

Sligo not immune to economic downturn, NAMA man warns

"Sligo as with every other region in the country is not immune to the winds of the current economic downturn. News of the Tiscali Call Centre closure, combined with job losses in Stiefel Laboratories and Abbott Ireland, adds further fuel to the vulnerability of the B.M.W. Region. When we see businesses on Grafton Street struggling to survive in a climate of decreased consumer spending and excessive overheads how do we expect the regions to bounce back?", ACCA President and NAMA Director, Mr. Brian McEnerney told an ACCA members gathering in Sligo.

As ACCA President and as a specialist business rescue & insolvency partner with Horwath Bastow Charleton, Mr. McEnerney said he had

travelled the country speaking to business owners about how to survive these difficult times. And the message was always the same – cash is king so you need to manage your cash flow on a weekly basis, produce relevant accurate financial information at least monthly, and see where your exposure is.

"If you are tied in to leases which are strangling your business look to renegotiate with your landlord, the Linen Supply of Ireland judgement has made repudiation of leases a possibility in Examinership circumstances. Manage your debtor days and do not give excessive credit terms.

Ensure you have solid retention of title clauses if you are supplying goods. If you are having difficulty meeting your Revenue or banking commitments, prepare financial



Aquilina Mangan, Sligo.

projections and talk to the bank or Revenue and see about obtaining instalment arrangements. Cut unnecessary overheads and focus your business on its



ACCA seminar, The Glass House Hotel Sligo. Pictures shows; Gerry Quinn, President, ACCA Munster/Connaught (centre), Brian McEnerney, President, ACCA Ireland (right) and guest speaker Diarmuid O'Donovan. Photos: Brian Farrell



Elaine Trumble and Sinead Maloney both from Sligo.

cash and profit generating activities," Mr. McEnery advised.

"I know companies are introducing policies of workers going on short time and indeed professional service firms are also introducing shorter working weeks, these are all aimed at reducing overheads so companies can manage their immediate cash shortages but not lose key staff so they

are at a disadvantage when things turn around.

The political and business community also needs to keep lobbying for investment in infrastructure and transport; connectivity via a good road, public transport and telecommunications (broadband) network is vital not just for Sligo but for the whole country," he concluded.