

MEMBER'S NEWSLETTER

NOVEMBER 2020



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Support Scheme (CRSS)

Dear member,

At the busiest time of the year for many of you, we find ourselves in a Level 5 lockdown. ISME acknowledges the need for aggressive public health measures to control Covid-19 infection numbers, but we are frustrated that lockdown appears to be Ireland's only policy response to this pandemic.

We have written to all TDs and Ministers to press our case that NPHET needs to come up with public health policies that don't kill the patient. You'll find a copy of our letter [here](#).

The Central Bank released its [Second Motor Insurance Report of the National Claims Information Database](#). This proves what many of you already know: the insurers and lawyers continue to enjoy rich pickings at the expense of policy holders. This will be a long war, and we will need to maintain pressure on the Government, and the Justice Minister in particular, if we are to get progress. We will need your help in doing so.

The budget was somewhat of a non-event, but we did get some important issues addressed. The Covid Restrictions Support Scheme (CRSS) which will pay up to €5,000 a week to businesses forced to close temporarily because of Covid-9 restrictions. We secured the reduction in VAT for the hospitality sector to 9%, although we would like to have seen the 21% VAT rate put on a permanent footing. The extension of the Emergency Wage Subsidy Scheme (EWSS) to March 2021 and a commitment to introduce a similar type of scheme to run from March 2021 was welcome. And a €3.4 billion Recovery Fund to stimulate increased domestic demand and employment was announced, but we await the detail on it.

We have made some significant progress on 'Examinership Lite.' A lot of businesses will unfortunately become insolvent as a result of the pandemic, but 10%-15% could be restructured if we had an affordable mechanism available to them. We hope to have positive news soon.

With all that's been happening, it's easy to lose sight of the fact that we are just eight weeks away from a disruptive Brexit. Even if we get substantial progress to a deal in November, it will at best be a 'skinny deal' and will have cost and supply impacts on your business. Make sure you visit our [Brexit Page](#) to understand what supports are available for you. This IS happening, and IT WILL be disruptive. Don't leave it until January 2nd to do something about it.

Shopping local and supporting local business has never been more important. Stay tuned for our 2020 campaign!

It is natural and human to feel overwhelmed by all the challenges you are facing at the moment, but please don't bear those challenges alone. Make sure you talk to someone about it if it's becoming too much for you- you are not alone.

Thank you.

Neil McDonnell | CEO | neil@isme.ie



THE **b**ISME

THE BUSINESS OF IRISH SMEs

Reach over 15k business people with ISME's quarterly online publication for Irish SMEs
The bISME.

Special advertising rates available for Members
Half page €150, full page €300.

[View the Media Pack here](#)

The latest edition of the bISME is now live.


[Read here](#)



For advertising opportunities
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WELCOME

ISME NEWS

Shop Local with ISME

ISME will be running a Shop Local...not just for Christmas campaign from November to encourage people to support Irish SMEs. We will have a section on isme.ie with a listing of businesses, for both consumer and business customers, and the campaign will be supported by marketing & PR activity. There is no charge, so if you would like to be involved please [complete this form today](#).



Back to business: Pitch my business

Early registration is now open for **Back to Business: Pitch My Business** – a virtual networking event. DATE: Wednesday 18th | TIME: 10.30am. This event is free and open to all (Members and Non Members alike) where you can network and promote your company. Each attendee will have 2 minutes to pitch and you can include a special offer that will appear on screen.

Register for the event [here](#)

Contact your local TD

It's been nearly two weeks since we asked you to contact your local politicians about the awful effects of small businesses being shut down yet again. We were asking you to alert politicians to the importance of SMEs to your local economy, and the need for an exit strategy from these lockdowns. We remain none the wiser, we have no roadmap out of this, and questions hang over our testing and tracing system. We are asking you again to copy the letter [found here](#) and forward it to your politicians after making any amends needed. Find your local TDs details [here](#). This week I will be writing personally to every TD and Government Minister about the current unsustainable situation.

ISME's wellness partner LAYA Healthcare launches Wellbeing Live

Every day we hear horrific stories that are reminders to look after each other and our mental health in these unprecedented times. Our wellness partners Laya Healthcare have developed Wellbeing Live – all free, all live and all available to you at home. Take a look at their portal [here](#) and if you want to further support your employees we would encourage you to take a look at our Wellness Programme [here](#).

ISME NEWS

Virtual Brexit Discussion

As Brexit has not gone away and key dates are looming, we, along with Skillnet Ireland hosted a live Virtual Brexit Discussion with a selection of subject experts. The event was hosted by Newstalk's Business Editor, Vincent Wall and is available to watch back [here](#).



BREXIT Importing & Exporting

The Irish Government, partnered with Skillnet Ireland and other industry have launched **Clear Customs – Essential Customs Training** to support Irish businesses trading with, or through the UK, to prepare them for new customs formalities arising from Brexit. Clear Customs offers eligible customs agents, customs intermediaries and affected businesses a free training programme to build capacity in the customs sector. Find out more [here](#).



Promote your business with ISME

Advertising with ISME is an effective way to reach Owner / Managers of Irish SMEs. Members can advertise in our online publication **The bISME**, the next issue is due out in November. You can also advertise in the 2021 ISME Wall Planner, details [here](#) and free ads in **Back to Business**, details [here](#). If you wish to receive members rates and more details on promotional opportunities please email Marketing@isme.ie



Lets get Back to Business

ISME launched the **Back to Business** initiative in June, providing a platform for Members to promote their business, network and get key information during the COVID-19 crisis. We have been delighted with the response and you can view the Member ads and offers, webinars, advice and blogs focusing on key tools and advice needed to get back to business; plus virtual networking events - *Pitch my Business* [here](#).

You are welcome to submit your free advert for the campaign to marketing@isme.ie - spec available [here](#).

ISME NEWS

COVID-19 Hub for ISME Members

ISME have developed an online Members only hub with tools and templates to help guide you during this difficult time. Included in the COVID-19 page are explainers and links to all government schemes, HR resources, best practice advice and supports.

Access by logging into the Members Area of the website [here](#)



COVID-19 FAQs

ISME have created a detailed COVID-19 FAQ section on isme.ie. Here you will find answers to the most frequently asked questions to our HR Advisor and Membership team. Topics covered include: health and safety obligations, annual leave and discretionary travel, absence from work and payment obligations, cost saving measures, entitlements and supports, statutory redundancy, long term absence and protected leave, employee relations during COVID-19, returning to work safety protocols. Read the FAQs in full [here](#).

Free Online Learning with the SEAI Energy Academy

The Sustainable Energy Authority of Ireland (SEAI) has launched the Energy Academy, a free online training resource to help businesses reduce their energy costs. The Energy Academy can help businesses to lower energy bills by as much as 10%, through education and training on changing energy use behaviours.

Sign up [here](#).

Solas announce new Leadership & Management initiative

SOLAS and the Education and Training Boards (ETBs) developed a new Leadership and Management training initiative, in collaboration with employers, IDA Ireland, Enterprise Ireland and the Regional Skills Fora. The highly subsidised training is available to employers to upskill their staff and help rebuild their business during Covid-19.

Further information is available at www.skillstoadvance.ie or by contacting your local Education and Training Board.

ISME NEWS

ISME back smerecovery.ie's national recovery plan for the small business sector

Backed by a broad church of stakeholders including ISME, the National Small Business Recovery Plan calls for a more extensive range of supports including a business compensation fund, business stabilisation supports, an extended mandate for the SBCI and measures to boost demand.

Find out more about the plan and sign the petition [here](#)



Brexit: Resources from ISME

ISME have created a page for BREXIT resources to help you navigate these unknown times. Included on the page is **A Brexit Guide** written by Paul McMahon who was a regular ISME Roadshow speaker in 2019. 'BrexitLegal.ie' is a comprehensive free website about Brexit for Irish business. Read more [here](#). ISME are also running a free webinar - Is your business ready for Brexit? [Find out more](#)

Upload your news to isme.ie

Have you pivoted your business or are you about to reopen? If so, we want to hear your story! Contact us to share your news by uploading in the Members Area [here](#) or by emailing marketing@isme.ie Let's keep SMEs front and centre in the media!!

Members offers

Within the **Back to Business** portal you will find special offers from a variety of ISME Members from various industries. You can submit offers to marketing@isme.ie and view current offers [here](#).



What savings do you want for your Business?

As part of our review of our existing ADVANTAGE Affinity programme, we are looking at ways to provide ISME Members with more cost saving and added services, particularly now. Please email marketing@isme.ie to tell us about the types of programmes, or ways in which you would like to reduce your business costs.

ISME **WELLNESS** PROGRAMME

EMPLOYEE ASSISTANCE PROGRAMME

UNLIMITED ACCESS FOR AN EMPLOYEE
AND THEIR FAMILY TO:

- 24/7 Freephone Mental wellbeing support
- Up to 6 Sessions of face to face Counselling
- Video/telephone counselling option
- Support across finance, legal, mediation, parenting coaching, life coaching and more

€500 p.a. for up to 30 employees, for each subsequent employee €9 per employee p.a.

[LEARN MORE >](#)

The Power of **learning** in **your** PC

ISME SKILLNET'S **FREE** WEBINARS:
HELPING SMEs THROUGH COVID-19



EXPLORE OUR WEBINARS

- Introductory Certificate in Bookkeeping using Big Red Cloud –
[Read more](#)
 - Master Your Pitch- 3-Part Mini Series- 2nd, 5th, 6th
November – [Read more](#)
 - Free Webinar: Is your business ready for Brexit?- 12th
November – [Read more](#)
- Creating Professional PowerPoint Presentations in a Flash-
13th November – [Read more](#)

REGISTER FOR ALL ON ISME.IE/LEARNING



EMBRACING CHANGE

BUSINESS GROWTH PROGRAMME

The business landscape is facing significant shifts and constant change is the context for business growth. ISME is delighted to now seek expressions of interest for this new Backing Business – Embracing Change Business Growth Programme.

For a minimal fee, you will work with two acclaimed ISME trainers (Simon Haigh and Jason Cooper) and business advisors who will, over 12 x 1.5 hour online sessions guide you to invest in your personal and professional journey so you are best placed to succeed. Each participant will receive full course material, work-books, e-books and the opportunity of ongoing coaching.

Dates and Times:

Commencing September, through to December 2020

Seeking Expressions of Interest at this stage

Fees:

The more people attending this programme, the cheaper it will be:

- 10 learners @ €200 p/p
- 20 learners @ €100
- 25 @ €85 etc

Course:

Step 1 – Personal/Professional Development Plan:

- Session 1- Master your mind, & present yourself to win
- Session 2- Be more effective in communication

Step 2 – Develop your plan:

- Session 3- Smart goal and purpose setting
- Session 4- Focus on what you can achieve through strong strategy
- Session 5- Embrace and navigate change

Step 3 – Create value by serving others:

- Session 6- Sales Effectiveness
- Session 7- Negotiate with ease
- Session 8- Close more deals

Step 4 – Add value back into your business growth:

- Session 9- Future of your work – digital plan
- Session 10- Build your personal and business brand
- Session 11- Pricing and new business
- Session 12- Design your business future now through a powerful business plan

REGISTER FOR ALL ON ISME.IE



After the enormous success of the ISME / Griffith College “**Business Recovery and Rethink Your Strategy Programme**”, ISME Skillnet has received emergency funding from Skillnet Ireland.

The fund is generous enough for us to offer our members a free Business Advisory consultation service to assist you get your business up and running again.

Key services:

- **6 hours of free consultation** with a qualified business advisory consultant
- **Confidence:** Making new, courageous decisions for your business
- **Innovation:** Explore new opportunities: Markets, Products & Services
- **Pivot:** What new direction can you take your business in?
- **R&D:** Are you on the right path?
- **Skills assessment:** What skills can be utilised, what new skills are required?

Contact Adam at adam@isme.ie / 086 824 4364, to explore this fabulous opportunity and take the right steps



ISME

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to design
bespoke SME
training, to
meet your
needs**

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**33% discount
for ISME
Members**

ISME Skillnet is co-funded by Skillnet Ireland and member companies. Skillnet Ireland is funded from the National Training Fund through the Department of Education and Skills.



**An Roinn Oideachais
agus Scileanna
Department of
Education and Skills**

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IRELAND

November **Income Tax**

1st The liability (ownership) date for Local Property Tax 2021.

Dividend Withholding Tax

14th Due date for payment and filing of returns of withholding tax on dividends paid by companies in October 2020.

Corporation Tax

23rd Company year-end 1st - 31st December 2020: Preliminary tax due, minimum 90% of total liability for the year. Small companies can pay 100% of previous year's liability.

Company year-end 1st - 29th February 2020: Payment of balance of corporation tax and filing of corporation tax return (ROS filers).

Income Tax

23rd Payment of PAYE/PRSI/USC/LPT deductions for October 2020 (ROS filers).

VAT

23rd Payment of September – October 2020 VAT liability and filing of related VAT return (ROS filers).

Filing of Intrastat return for October 2020.

Company Secretarial

28th Filing of Annual Returns dated 31st October 2020.

Corporation Tax

30th Company year-end 31st May 2019: Close companies with undistributed profits may have to make a distribution by this date to avoid surcharge.

Company year-end 1 - 29th February 2020: Filing of 'Return of third-party information' (Form 46G).

Company Secretarial

30th Company year-end 29th February 2020: Final date for holding Annual General Meeting and latest possible Annual Return date for 2020.

In his Budget speech on 13th October 2020, the Minister for Finance announced his intention to introduce the Covid Restrictions Support Scheme (“CRSS”) as an additional support for businesses subject to significant Covid-19 restrictions. The scheme is intended to be in addition to the supports provided to employers under the Employer Wage Support Scheme (“EWSS”).

It is proposed that CRSS will be available to companies and self-employed individuals operating a business, profits from which are chargeable to tax under Case I of Schedule D. To qualify, the business must be operating from a premises wholly located in a region subject to restrictions under the Government’s plan for living with Covid-19 “Resilience and Recovery 2020-2021: Plan for Living with Covid-19”, with the result that the business is required to prohibit or considerably restrict members of the public from accessing their business premises. Generally, the restrictions apply at Level 3, 4 or 5 of the Plan for Living with Covid-19 but, in the case of certain businesses could apply at lower levels of restrictions.

Where as a result of the restrictions, a business has been required to temporarily shut their premises or operate at significantly reduced levels, with the result that turnover for that period will be no more than 20% of the average weekly turnover for a period equal to the same number of weeks in 2019 (or using 2020 turnover figures for new businesses), that business will qualify under the scheme.

Qualifying taxpayers will be able to log on to ROS and register for CRSS as soon as possible. The registration process will include providing details such as the location of the business and average weekly turnover for 2019. The claims process will be available from mid-November. Once they have registered, a taxpayer will be able to make a claim for the period their business is restricted from operating. Revenue will publish guidelines on the registration process and on the operation of the scheme in due course.

The relief will operate as a cash payment equal to 10% of the average weekly value of the 2019 business’s turnover up to €20,000 and 5% thereafter, subject to a maximum weekly payment of €5,000, for the same number of weeks as the restricted period.

The payment is known as an “Advanced Credit for Trading Expenses” and is taken into account when computing the profits and gains of the business under Case I of Schedule D as a reduction against deductible trading expenses. However, the receipt of the payment will only result in additional tax where the business is in a profitable position for the chargeable period.

The scheme will operate on a self-assessment basis and is conditional on the taxpayer continuing to file all tax returns on time, holding a current tax clearance certificate and on the intention to resume the business when the restrictions are lifted. Details of taxpayers availing of the scheme will be published on the Revenue website at a later time.

The Scheme will run from 13th October 2020 until 31st March 2021.

THE MONTHLY NEWSLETTER



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