

**SECTION 6f -
CRITICAL ECONOMY
SECTOR: TRADED
SERVICES**

Overview of Data Sources

<http://www.enterprise-ireland.com/en/About-Us/Our-Clients/Eligibility-criteria.html> RoI definition

<http://connectingireland.com/ireland-in-anz/industry-sector-profiles/internationally-traded-services.aspx> EI Importance of traded services to RoI

http://www.detini.gov.uk/fdi_in_tradable_services__8211__final_report.pdf page 4 definition of Tradable Services, NI

http://en.wikipedia.org/wiki/FIRE_economy definition of FIRE sectors

<http://www.cookstown.gov.uk/development/economicdevelopment/tradedservices/> 2011 Feasibility Study, of potential to attract Traded Services to the Region, especially to Cookstown and Cavan.

6f.1 Significance of Traded Services Sector - Growth and Potential

This section focuses on the more-advanced services sectors especially those that are internationally traded. Most modern economic strategies identify that successful modern economies have / target these sectors - which often comprise FDI firms, are export-oriented and utilising well-educated people (many of whom are well paid) - as a 'competitive advantage' in a modern global economy. Such sectors are often called 'tradable services', 'traded services' or 'FIRE' sectors (financial, insurance, real estate) - see the various definitions above. In practice, these firms are usually office-based and utilise telecommunications to sell their services beyond the Region and internationally - as call centres.

Whilst there is not an agreed definition of these traded services - in terms of SIC / NACE codes, it is useful to identify such businesses and employment in the Region - hence where the strengths and greatest potential are.

6f.2 Number of Services Firms

Commentary

As can be seen from Table 51, there are over 1,100 traded services firms in the Central Border Region. The number of such businesses has actually increased slightly, unlike their firms generally, therefore suggesting that traded services firms make up a resilient and growing sector.

Table 51: Number of Traded Services+ Firms in Central Border Region 2009 - 2010/11*

Area	Number of Traded Services Firms 2009	Total Firms 2009	Number of Traded Services Firms 2010 /2011*	Total Firms 2010 /2011*	Change in Traded Services Firms 2009-2010/11		Change in Total Firms 2009-2010/11
					No.	%	
Cavan**	45	3,261	40	3,056	-5	-11.1%	-6.3%
Donegal	116	6,176	112	5,649	-4	-3.4%	-8.5%
Leitrim**	25	1,408	28	1,330	3	12.0%	-5.5%
Monaghan	28	2,792	28	2,641	0	0.0%	-5.4%
Sligo	66	2,607	74	2,458	8	12.1%	-5.7%
Armagh City, Banbridge and Craigavon Borough	365	8,390	365	8,100	0	0%	-3.46%
Fermanagh & Omagh	235	7,560	240	7,345	5	2.1%	-2.8%
Mid Ulster	285	8,315	305	8,145	20	7.0%	-2.0%
ICBAN Region	1,165	40,509	1,192	38,724	27	2.3%	-4.4%
Rep of Ireland*	12,075	206,575	11673	195,431	-402	-3.3%	5.4%
Northern Ireland	4,415	70,620	4265	67,955	-150	-3.4%	3.8%

*RoI Latest figures are 2010, NI figures are 2011.

Source: CSO & DETI / NISRA

** Some of the Traded Services figures for Cavan and Leitrim are withheld - to prevent disclosure

+ Traded Services comprises 'Information & Communication', 'Finance / Insurance', and 'Property / Real Estate' - same in RoI and NI

<http://www.cso.ie/px/pxeirestat/Statire/SelectVarVal/Define.asp?maintable=BRA18&PLanguage=0> RoI 2009/10

http://www.detini.gov.uk/facts_and_figures_edition_12_dec_2009-3.pdf p2 Link, Table 1.5, NI 2009

http://www.detini.gov.uk/idbr_publication.pdf Page 2 Link, Table 1.5 or

<http://www.ninis2.nisra.gov.uk/public/Theme.aspx> NISRA NINIS2, Statistics, Business & Energy, VAT / PAYE Businesses, by LGD 2008-2012

6f. 3 Numbers Employed in Traded Services

Table 52: Employment in Traded Services* in Central Border Region - Census 2001/02 - 2011

Area	2001 / 02		2006		2011	
	Number*	% of total pop that is At Work	Number	% of total pop that is At Work	Number	% of total pop that is At Work
Cavan	1,694	7.6%	2,417	8.5%	2431	8.9%
Donegal	3,477	7.2%	4,768	8.4%	5,287	9.9%
Leitrim	817	8.2%	1,255	9.9%	1,252	10.5%
Monaghan	1,280	6.1%	1,628	6.4%	1,685	7.3%
Sligo	1,810	7.6%	2,239	8.2%	2,143	8.4%
Armagh City, Banbridge and Craigavon Borough	6,404	8.6%	N/A	N/A	2,739	3.0%
Fermanagh & Omagh	3,033	7.3%	N/A	N/A	1,897	3.9%
Mid Ulster	3,367	7.1%	N/A	N/A	1,559	2.5%
ICBAN Region	21,882	7.6%	N/A	N/A	18,993	5.6%
Rep of Ireland	221,945	13.5%	266,368	13.8	277,402	15.3
Northern Ireland	74,228	10.8%	N/A	N/A	33,497	4.2

Source: Rol Census - CSO & NI Census - NISRA

*Traded Services comprises 'Finance / Insurance', and 'Property / Real Estate' - same in Rol and NI. However, 'Information & Communication' also appeared in 2011 NI Census and Rol 2011 at Region level only. Therefore, many figures in this table are suspect. NB

<http://www.cso.ie/px/pxeirestat/Statire/SelectVarVal/Define.asp?maintable=CD319&Planguage=0>

Rol 2011 Census (& 2006) Profile 3, Table CD319, Broad Ind. Group

<http://census.cso.ie/Census/TableViewer/tableView.aspx?ReportId=1485> Rol 2002 Census, Interactive Tables, Volume 5, Table 13

http://www.nisra.gov.uk/Census/key_stats_bulletin_2011.pdf 2011 NI Click on p 31 link to Table KS605NI (Persons) (or KS607NI (Males), KS608NI (Females))

<http://www.nisra.gov.uk/Census/2001%20Census%20Results/Key%20Statistics/KeyStatisticstoOutputArealLevel.html> 2001 NI Scroll down to Table KS11a.

6f.4 Traded Services Firms of the Central Border Region

Examples of major Traded Services employers in the Central Border Region include Avantcard (formerly MBNA / Bank of America) in Carrick-on Shannon and Liberty Insurance in Enniskillen / Cavan (formerly Quinn Direct). However, there is a notable absence of such firms from the Region generally, including IT / communications support companies. A useful study was undertaken for ICBAN, Cookstown District Council (now Mid Ulster District Council) and Cavan County Council / CEB (see link at top of Section) about how to attract more such businesses - but this absence of FIRE employment must remain a matter of concern.