

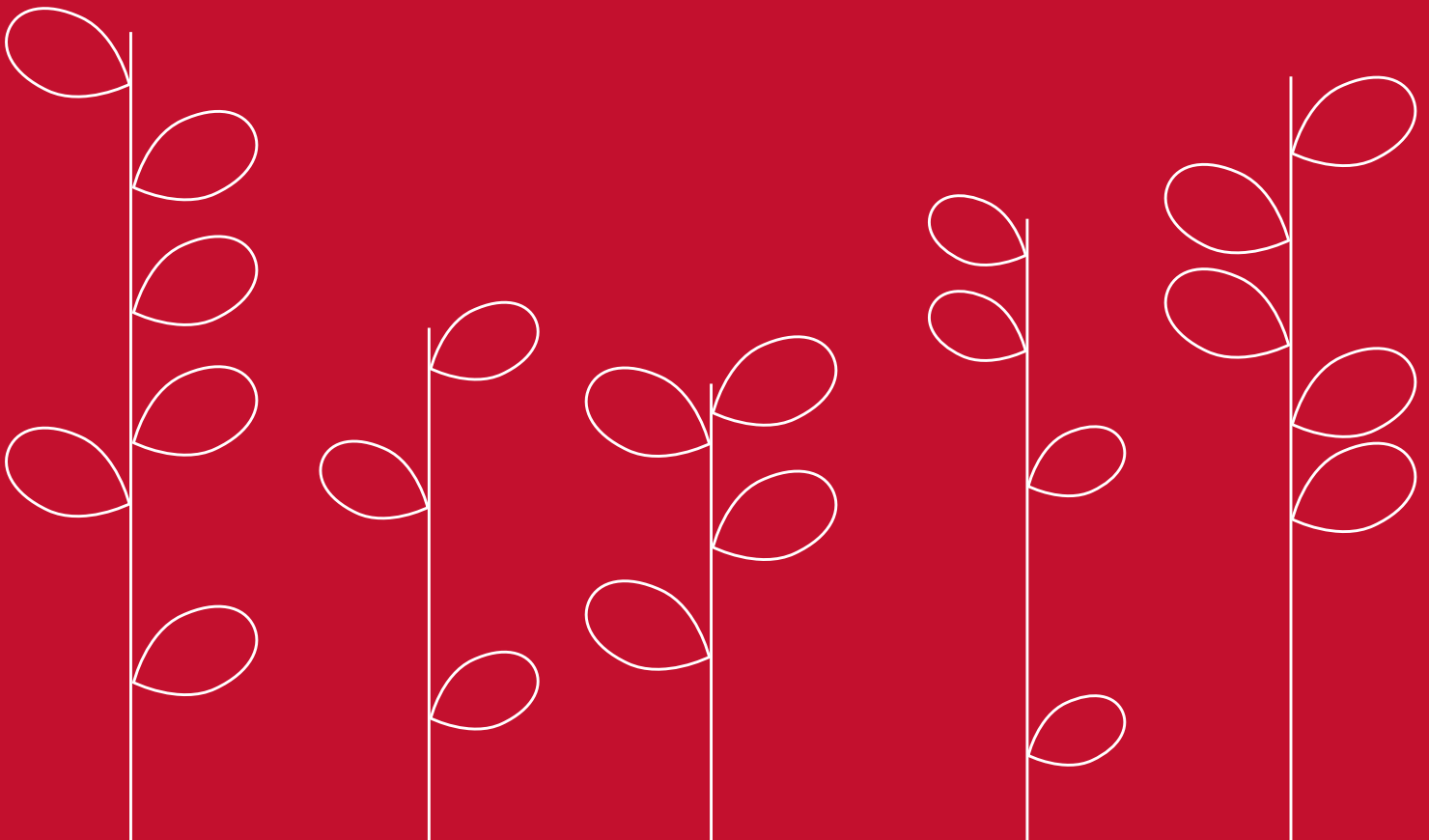
HM HOMETGROWN

TOP 50

2019

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HM HOMEGROWN

TOP 50

2019

	COMPANY NAME	TRADE DESCRIPTION	NUMBER OF EMPLOYEES	OPERATING REVENUE (£000'S)	OPERATING PROFIT (£000'S)	WAGES & SALARIES (£000'S)
1	Bawnbua Foods Ni Ltd	Commercial de-boning, processing and packing of meat for the frozen market in retail and catering.	181	£43,361	£945	£3,449
2	Shelbourne Motors Ltd	A group engaged in the retail of new and second hand motor vehicles and associated services.	116	£39,101	£985	£2,970
3	Regency Carpet Manufacturing Ltd	The manufacture of carpets.	140	£39,087	£27	£3,027
4	Doherty & Gray Ltd	The processing and distribution of meat products.	115	£38,681	£507	£2,272
5	Edgewater Contracts & Specialist Joinery Ltd	Shopfitting and Joinery.	47	£38,090	£3,828	£2,084
6	Ballyrobert Service Station Ltd	A group engaged in the sale and services of motor vehicles provision of ancillary goods and services.	81	£37,927	£393	£2,254
7	Western Building Systems (Hid) Ltd	A group engaged in construction and property development.	45	£37,560	£4,443	£1,600
8	John Hogg & Co, Ltd	A group engaged in the manufacture and sale of textiles, coal importation and sale, the blending of dyestuffs, and provision of services.	120	£37,547	£3,374	£3,988
9	Prentice Portadown Ltd	The sales and service of motor vehicles.	69	£37,546	£205	£2,105
10	JMW Farms Ltd	Pig farming.	102	£37,432	£4,070	£2,421
11	John Mulholland Motors Ltd	The sale of cars.	71	£37,340	£980	£1,690
12	CB SME Holdings Ltd	A group engaged in electrical and mechanical subcontracting.	89	£36,372	£5,679	£3,266
13	Frylite Ltd	A group engaged in the manufacture, retail and export of sauces, oils, flavourings, additives etc and any other associated activity or service.	224	£36,101	£251	£5,896
14	Uni-Trunk Holdings Ltd	A group engaged in engineering.	198	£36,033	£3,656	£5,506
15	James F McCue Ltd	The provision of joinery fitting-out services.	135	£35,866	£2,896	£3,969
16	John McQuillan (Contracts) Ltd	A group engaged in civil engineering, road contracting and the provision of waste management services.	172	£35,375	£1,593	£4,951
17	River Ridge Recycling (Portadown) Ltd	The collection and disposal of commercial waste.	133	£34,690	£2,470	£3,363
18	A.J. Power Ltd	A group engaged in the manufacture and sale of diesel powered generating sets.	121	£34,432	£2,697	£3,715
19	Dowds Electrical (Holdings) Ltd	A group engaged in electrical contract work.	143	£33,782	£1,028	£4,614
20	Kilwaughter Holdings Ltd	A group engaged in limestone quarrying and mineral processing.	157	£33,655	£7,250	£5,942
21	Hannon Transport Ltd	A group engaged in national and international haulage.	217	£33,173	£950	£6,826
22	T.G. Eakin Ltd	The manufacture of surgical equipment.	73	£31,803	£16,068	£2,158
23	Component Distributors Group Ltd	A group engaged in the distribution of vehicle components and parts.	180	£31,655	£736	£4,654

	COMPANY NAME	TRADE DESCRIPTION	NUMBER OF EMPLOYEES	OPERATING REVENUE (£000'S)	OPERATING PROFIT (£000'S)	WAGES & SALARIES (£000'S)
24	Harvey Group Plc	A group engaged in mechanical and electrical engineering design, installation and maintenance and design and installation of renewable energy systems.	120	£31,401	£386	£4,063
25	LW Surphlis & Son Ltd	General and meal merchant.	71	£31,360	£138	£1,828
26	O'Reilly's Wholesale Ltd	The wholesale of confectionery, tobacco and household products.	85	£30,588	£85	£1.9 million
27	Wilson's Of Rathkenny Ltd	Motor vehicle dealers.	92	£30,480	£671	£1,790
28	Novosco Group Ltd	A group engaged in the provision of IT services.	158	£30,474	£2,533	£7,333
29	PRM Group Ltd	A group engaged in distribution of chilled food and the provision of rented warehouse space.	61	£29,990	£525	£1,496
30	Michael Nugent Ltd	A group engaged in mechanical and electrical contracting and property development.	57	£29,661	£808	£1,977
31	K. Hughes & Co. Ltd	Growing, processing and marketing of mushrooms.	120	£29,640	£1,329	£2,534
32	Oakwood Door Designs Ltd	The manufacture and wholesale of kitchen and bedroom doors.	175	£29,313	£3,678	£4,265
33	BSG Civil Engineering Ltd	A group engaged in civil engineering.	53	£29,304	£2,866	£1,735
34	Willowbrook Foods Ltd	The processing of pre packed vegetable and salad products.	97	£29,239	£925	£1,951
35	Tracey Brothers Ltd	The construction of property.	70	£28,827	£1,682	£1,764
36	Mulgrew Haulage Ltd	Haulage and transport contractors.	206	£28,406	£1,144	£6,711
37	Woodvale Construction Company Ltd	Construction.	97	£28,103	£326	£1,821
38	John Mackle (Moy) Ltd	The manufacture of pet food.	200	£28,006	£1,026	£3,870
39	Magowan Tyres (N.I.) Ltd	The sale and distribution of tyres and associated products.	74	£27,313	£2,350	£1,940
40	Pat Kirk Ltd	The sale of motor vehicles and the provision of ancillary goods and services.	49	£26,945	£1,045	£1,020
41	Westbank Business Park Ltd	A group engaged in wholesaling and retailing electrical components.	82	£26,827	£2,274	£3,010
42	MMD Communications (Holdings) Ltd	A group engaged in retail mobile phone solutions.	190	£26,685	£629	£3,834
43	Turkington Holdco (NI) Ltd	A group engaged in building, general contractors, manufacturers of related products and property development.	83	£26,622	£921	£2,417
44	Dixons Contractors Ltd	Building contractor.	86	£26,484	£106	£2,332
45	Germinal Holdings Ltd	A group engaged in the processing and merchandising of seed and grain, the distribution of horticultural, chemical and veterinary products.	93	£26,365	£2,490	£3,404
46	Regen Waste Holdings Ltd	A group engaged in the sorting treatment recycling and resale of mixed box recyclables and waste.	172	£26,354	£4,693	£4,980
47	Glasgoven Contracts Ltd	Building and civil engineering contracting.	74	£26,185	£420	£2,122
48	Marcon Fit-Out Ltd	A group engaged in shop fitting.	52	£26,157	£2,422	£1,796
49	Alpha Marketing Holdings Ltd	A group engaged in the purchase and sale of office furniture, storage systems and equipment, contract furnishing and the manufacture of office furniture products.	98	£26,041	£924	£3,574
50	Andrews Group Ltd	A group engaged in the milling of flour.	74	£25,975	£1,562	£2,448

SMEs REMAIN THE BACKBONE OF THE LOCAL ECONOMY



Written by Steve Pollard, Ulster University Business School

Although they rarely capture the headlines, Small and Medium sized Enterprises (SMEs) are the backbone of the Northern Ireland economy. We typically define SMEs as businesses with no more than 250 employees and this report takes a closer look at our SME sector and in particular those that are locally owned.

These businesses make up over 99% of the total number of businesses in the local economy, a proportion very similar to all other regions in the UK. Furthermore, the entrepreneurial spirit appears to be alive and well in Northern Ireland, as we have more businesses per head of population than Wales, Scotland and all regions across the North of England.¹

As a predominantly rural based economy, it is unsurprising that the agriculture sector and the farming community in particular, is responsible for a quarter of all businesses registered here. But it is not the only sector which 'punches above its weight', both the manufacturing and construction sectors also have higher numbers of businesses, on a per capita basis, relative to other parts of the UK.

These broader economic trends are also reflected in the new Harbinson Mullholland Top 50 locally owned SMEs.² Almost three quarters of all the firms on the list operate in just three sectors – manufacturing, construction and wholesale/ retail.

The top 50 firms earned just over £100 million in operating profit in their last reporting year on turnover of £1.6 billion and paid out almost £170 million in wages and salaries in the same period. This further underlines the vibrancy of this group of companies and the spending power they give to their local communities in which they are based through the employment they provide.

Top of the list is Bawnbua Foods Ltd, based in Lurgan and operating in the meat processing sector. Second placed is Shelbourne Motors Ltd, one of several motor vehicle dealers on the list, which is based in Portadown and third placed is Regency Carpet Manufacturing Ltd, in Bangor.

This list shows the continued importance of traditional businesses and industries to the local economy and the extent to which they can be successful when often attention is focused on other sectors. Although a diverse economy with successful businesses across many sectors is important, a small economy such as Northern Ireland cannot be world-class in every area.

This raises an important point for Government regarding the need to focus limited resources on sectors which are most likely

to succeed. Northern Ireland has demonstrated its ability to sell its agri-food, manufacturing and construction products and services successfully overseas.

Internationally successful companies also tend not to emerge in isolation. As this list shows, groups or clusters of companies tend to emerge who can be successful both locally as well as nationally and internationally. Domestic competition drives innovation, efficiency and productivity improvements which in turn develops businesses which can take on any competitor across the world. As a result, there is merit in calling on Government to identify the most appropriate ways to support the continued growth of successful clusters in Northern Ireland to help power the economy forward in the future.

In recent years it has become increasingly popular to refer to innovation clusters as "entrepreneurial ecosystems", a concept that Mason and Brown discussed in 2013 as part of the broader question of what types of policy initiatives should be taken to promote the creation and maturation of high growth firms ("HGFs").³

This has led policymakers to consider adopting support programmes for high growth entrepreneurship that are more "systems-based" and which rely mainly on "relational" forms of support including building connections and networks among entrepreneurs, prioritising development of "blockbuster entrepreneurs" with significant economic potential and institutional alignment of priorities.

A key feature of the (draft) Programme for Government or NICS delivery plan is its dependence on collaborative working between organisations and groups, whether in the public, voluntary, or private sectors. Invest NI's current strategy makes a strong commitment to this recognising that to deliver the sort of transformation needed 'will demand higher levels of collaboration and partnership than in the past.'

In fostering the conditions for success it will be essential that the business community in collaboration with partners work to ensure that development of our entrepreneurial ecosystems remains a high priority and that policy is holistic encompassing all areas of the ecosystem. Given our findings it is clear that economic transformation requires that we build from existing industries and that we encourage growth across all industry sectors including low, mid and high-tech firms.

This requires a continued focus on growing existing industries building on their foundations, skills and capabilities to encourage sustainable, growth oriented and innovative firms.

¹ Source: DfE Inter-Departmental Business Register (IDBR). 37.8 businesses per 1,000 population in NI, compared to 32.2 in Scotland and 32.8 in Wales. The North East of England has proportionally the lowest number of business across all UK regions at 26.4 per 1,000 population.

² The Top 50 list is based in Turnover and the selection criteria applied was: up to 250 employees; NI is listed as the primary trading address; and SMEs owned by larger companies (either from within or outside NI) were excluded. The data was sourced from the FAME (Financial Analysis Made Easy) database and therefore it is possible that not all companies have been captured in the analysis.

³ C. Mason and R. Brown, "Entrepreneurial Ecosystems and Growth Oriented Entrepreneurship" November 7, 2013, International Workshop on Entrepreneurial Ecosystems and Growth Oriented Entrepreneurship Organized by OECD LEED Programme and Dutch Ministry of Economic Affairs Workshop; Background Paper (Final Version: January 2014)



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Darren McDowell,
Senior Partner

Whether it's something in the soil or maybe just the mindset of the people, Northern Ireland is home to its fair share of homegrown businesses. Hard work, endeavour and knowledge have seen these businesses grow into respected local and internationally acclaimed organisations that have maintained a commitment to Northern Ireland.

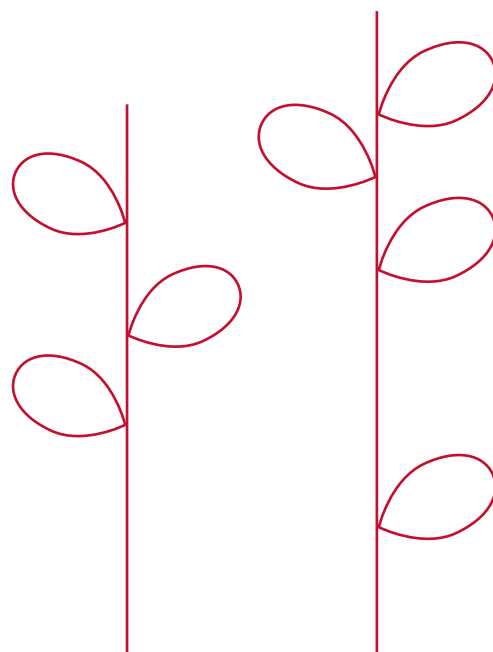
At Harbinson Mulholland, we have cultivated the Homegrown initiative as it encapsulates all we stand for as a firm. For over 20 years we have been at the roots of NI business, providing sound advice to help SMEs grow in all conditions. This is why we have decided to partner with Ulster University in bringing the Homegrown initiative to life, celebrating these businesses and their vital contribution to the NI economy.

The list confirms that the entrepreneurial spirit is alive and well in Northern Ireland, which boasts more homegrown businesses per head of population than Wales, Scotland and all regions across the North of England. If we could bottle the entrepreneurship that led to the establishment, growth and development of these organisations we would have a powerful elixir for future economic growth.

At Harbinson Mulholland we are committed to raising the profile of this sector by highlighting the pivotal role that it plays in our economy.

It is notable that a number of our own clients have made it onto the list and this underlines our ongoing commitment to provide the very best of professional advice to the local business community. As a homegrown practice ourselves we are uniquely positioned to share the vision and culture of this sector. Our firm has the advantage of being able to provide clients with a breadth and depth of accountancy services in areas such as audit, corporate tax, personal tax and corporate recovery. Above all else we are focused on providing commercial and straight talking advice to our clients in order to play our part in helping them to achieve their goals.

With the outcome of Brexit still putting a question mark over how we do business in the future, we understand that it is more important than ever for us all to play to our strengths and ensure that we support Homegrown businesses of all sizes. May I offer my heartfelt congratulations to all those companies featured on this list and my very best wishes for their continued success.



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