



Causeway: Ireland Scotland Business Exchange



Connecting businesses & creating
opportunities for professionals on
both sides of the Irish Sea

SUPPORTED BY



Rialtas na hÉireann
Government of Ireland



The Scottish
Government
Riaghaltas na h-Alba

Contents

Join our growing membership network	2
Membership activities and benefits	3
Our dual corporate membership with BITA	5
Our Annual Awards	6
What our Members say	7
Join our growing network	9
How to join	9



Join our growing membership network

Supported by the Irish and Scottish governments, Causeway is a business networking organisation that connects professionals on both sides of the Irish Sea. Our aim is to facilitate business growth and collaboration through networking and events, as well as provide a valuable space for professionals to connect, communicate and collaborate.

With a growing membership of professionals from a variety of sectors across Scotland, Ireland and Northern Ireland, Causeway delivers a valuable forum for entrepreneurs, professionals and companies that either currently operate - or seek to expand or export - in the island of Ireland and Scotland.

Causeway is a powerful vehicle that drives business networking, facilitates connections across the Irish Sea and influences business and professional development. We work with our members and senior influencers, including government, to understand the big issues and promote collaboration. We also act as a facilitator to engage businesses with representatives from the Irish and Scottish governments.



Membership activities and benefits

Causeway is the 'go-to' membership organisation for professional networking between Scotland and the island of Ireland, providing a dynamic force for collaboration.

We actively encourage our members to be part of **shaping the future of Causeway** – what you put into our network, you will get out. We welcome our members working with us to co-host events and give you the opportunity to raise your profile and promote your business further by giving you access to our Causeway platform to write and share opinion pieces and guest blogs, contribute to our enewsletters to share your latest business news and exclusive offers within our network, and reach high profile audiences through sponsorship opportunities.



We add value by:

Connecting members with **influencers, decision-makers and change-makers** in business, public sector and government

- » We facilitate access to a rich network of senior leaders, politicians and government officials in Scotland, Ireland and Northern Ireland
- » We provide a platform for the Irish diaspora in Scotland and Scottish diaspora in Ireland to connect over common interests in business and the professions
- » We hold networking sessions to make it easy for our members and potential members to get to know each other and find common areas of interest
- » We partner with bodies such as the British Irish Trade Alliance, the Irish Consulate in Scotland and Enterprise Ireland

Hosting a **stimulating series of events**, providing both learning and networking opportunities

- » We deliver a rich programme of events each year, with credible and inspirational speakers and panellists
- » We love partnering with our members for events and co-creating the right events to meet their needs
- » We provide branding and PR opportunities with our flagship events such as the Causeway Annual Awards
- » We create sector and issue-specific round tables with senior influencers with view to identifying new business, best practice and growth opportunities
- » Our members get access to our library of recorded virtual events and regular blogs, interviews and thought leadership articles



We add value by:

Facilitating members to **do business and collaborate with individuals and organisations that they might not otherwise encounter**

- » We support members to explore significant issues and identify other organisations and members to collaborate with and co-create solutions
- » We provide direct introductions to people on either side of the Irish Sea with view to stimulating new business and /or collaboration
- » we facilitate cross-sector best practice with the breadth of our membership across a range of sectors
- » We host a Causeway online member directory, providing easy access to help our members to connect

Supporting **young professionals to forge successful careers and make effective connections**

- » We hold young professionals' events to support career development and networking
- » We respect and listen to the voice of our young members and their networks – we want to be part of their growing influence on many of today's big issues
- » We encourage mentoring relationships between our members and young professionals

We bring exclusive offers for our members

- » Our members can avail of periodic offers of free consultancy, advisory and coaching sessions, usually offered by member organisations or partners
- » Discounted or free entry into paid for events

Our dual corporate membership with BITA



Causeway has a partnership with the British and Irish Trading Alliance (BITA) which offers our dual corporate members access to BITA's network and events across the UK and Ireland.

Causeway and BITA believe that working together collaboratively is the best way to secure the most opportunities for our members. Creating partnerships with other networking organisations enables us to have a far-ranging reach and provide valuable connections.

The dual corporate benefits include:

- First class Irish and UK-wide business-to-business networking opportunities
- Attendance for three company representatives at all keynote speaker events, sector specific workshops and member meet-ups (minimum of ten per year)
- Opportunity to invite three corporate guests to all keynote speaker events, sector specific workshops and member meet-ups free of charge
- Unique opportunities to enhance company profile through sponsorship of events
- Access to company information and contact details of all network members
- Bespoke introduction to network members upon request



“In my role as Head of Sales for Scotland and Northern Ireland, joining the Causeway membership network made logical sense to me, as it will help build business connections and establish new potential leads on both sides of the Irish Sea.”

Moneycorp is an international company, with headquarters in London and an office in Edinburgh, so the joint Causeway and BITA corporate membership is the most advantageous option for us. By having membership of both Causeway and BITA, it gives us access to a wide range of UK-wide and Irish membership benefits, including opportunities for Moneycorp to raise our profile by attending networking events across the UK and Ireland that will allow us to make new business connections, which I hope will ultimately help to boost our business growth in both the UK and Ireland.”

Niall Handy, Head of Sales, Scotland & Northern Ireland, Moneycorp

Dual Causeway and BITA Corporate Member



Our Annual Awards

A celebration of Irish-Scottish Business successes and collaborations

Causeway's flagship Gala Black Tie Awards Night is a prestigious celebration of the thriving business relationships and connections between Scotland, Ireland and Northern Ireland and presents a unique opportunity to showcase business success stories from both sides of the Irish Sea.

Our annual awards are growing in popularity each year and attract approximately 200 leading business leaders and professionals

from a variety of sectors across Scotland, Ireland and Northern Ireland, as well as dignitaries, decision-makers and government officials from both sides of the Irish Sea.

As well as being an enjoyable evening of celebration and laughter, the Awards also provide a great occasion for businesses to collaborate and share opportunities and there is a range of sponsorship opportunities available for businesses to make sure your brand is centre-stage to an audience of industry leaders and senior stakeholders.



Save
the date!

Our next Awards ceremony will take place at the **Assembly Rooms Edinburgh** on **3 June 2021**.

Register your interest by emailing events@causewayexchange.net



What our Members say...



“ I went to a Causeway event and found it great to connect with people interested in Irish-Scottish collaboration. I found Causeway to be a friendly and accessible network and one where I meet interesting people. Initially I thought it was only aimed at the private sector, but it seems to be shifting to be relevant to professionals from all sectors.

Scotland and Ireland are similar size populations and have cultural similarities. Many of our issues and goals are similar. We don't have to invent everything ourselves. There are great benefits of having strong collaborations and in a Brexit world it is even more important to maintain and strengthen those relationships. I think Causeway can play an important role in this. ”

**Dr Margaret Whoriskey MBE,
Director, Technology Enabled
Care, Scottish Government**

Individual Member



“ I have a key desire and drive to grow Pinnacle outside of the island of Ireland. Pinnacle has a great reputation throughout Ireland and a large database of client wins that have had not only generated positive and profitable wins for our clients, but also created tangible economic impact. My key focus area is Scotland and I firmly believe that because Causeway is focused on Scottish-Irish business growth, the network is well aligned to our goals.

I am hopeful that through joining the Causeway network, that I will be able to expand my professional connections and generate new opportunities that will grow my business, as well as that of other Causeway members.

From my experience, people from Scotland, Ireland and Northern Ireland share the same sense of humour and take a pragmatic approach to challenges. We have a significant shared history and have a real interest in helping one another if we can. I believe these features are the key basis for our sound relationship and why we do business so well together. ”

**Dr Scott King, Pinnacle Professional
Individual Member**

What our Members say...



“ There are a lot of strong links between Ireland, Northern Ireland and Scotland. I first heard about the Causeway at a St Patrick’s Day celebration in 2018 and have since attended networking events at the Irish Consulate in Edinburgh and their Awards Dinner. The key benefits I view of the GAA Scotland joining Causeway are the friendships and connections you can make. Not only is joining a networking organisation like Causeway very useful in building an organisation’s network and profile, but it may also help with establishing future collaborations. By going to Causeway functions and networking events you meet with likeminded people, with shared culture and values. I remember what was said at one of the early Causeway events I attended was – ‘business is not done between businesses; business is done between people!’ – this philosophy has stayed with me. ”

**Peter Mossey, GAA Scotland
Corporate Member**



“ I heard about Causeway through family members on my Irish side (I’m half-Irish and half-Scottish) and immediately was interested in the concept. As a young professional, I am keen to develop a network and this felt like a great place to start.

What I like most about the Causeway network is that it is an informal way to meet and connect with well-established people within Scottish and Irish business. It is far less intimidating, and therefore more effective way to network for those who are new to the professional/corporate world.

“I think joining Causeway will help me in my career through allowing me to develop skills and improve my confidence. I have already connected with several people well established in industries I’d like to work in, so it’s reassuring to know I have people to turn to for advice or potentially even opportunities. ”

**Ailis Watt, University of Glasgow Masters student in Earth Futures: Environments, Communities, Relationships
Young Professional Member**

Join our growing network – we'd **love** to have you as a member!

Scotland and the island of Ireland have a unique, long-standing relationship. At Causeway, we feel that it is only right to nurture this relationship for the benefit of businesses and professionals in each market. We have also found that the Irish, Northern Irish and Scottish diaspora value the connections and sense of belonging that Causeway provides.

We are known to be friendly and accessible – with our shared culture and approach in how we do business, our members often feel a sense of belonging within our network.

Reach out for a chat, come along to an event - join us – you just might find your tribe with us!

Membership fees

Individual membership:	£90.00 +Vat (£108.00)
Corporate membership:	£315 +Vat (£378.00)
Dual membership with BITA:	£395 +Vat (£474.00)
Young Professionals (under 30):	£30 +Vat (£36)

HOW TO JOIN

Joining our network is quick and easy via our website!

Visit causewayexchange.net/membership or contact us at membership@causewayexchange.net



CONNECT WITH US
ON SOCIAL MEDIA



SUPPORTED BY



Rialtas na hÉireann
Government of Ireland

