



Oifig
Fiontair
Áitiúil

Local
Enterprise
Office

Supports Available to Small Business



National Employer Roadshow

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Louth County Council
2nd September 2019

...Let's talk business

Local Enterprise Office Louth (LEO)

– Who we are

- ▶ LEO sits at the heart of the Economic Development Unit of Louth County Council.
- ▶ First Stop Shop for all business needs - seamless Integration
- ▶ Provide an SLA to Enterprise Ireland
- ▶ Planning, regulations and support in one place.



Comhairle Contae Lú
Louth County Council



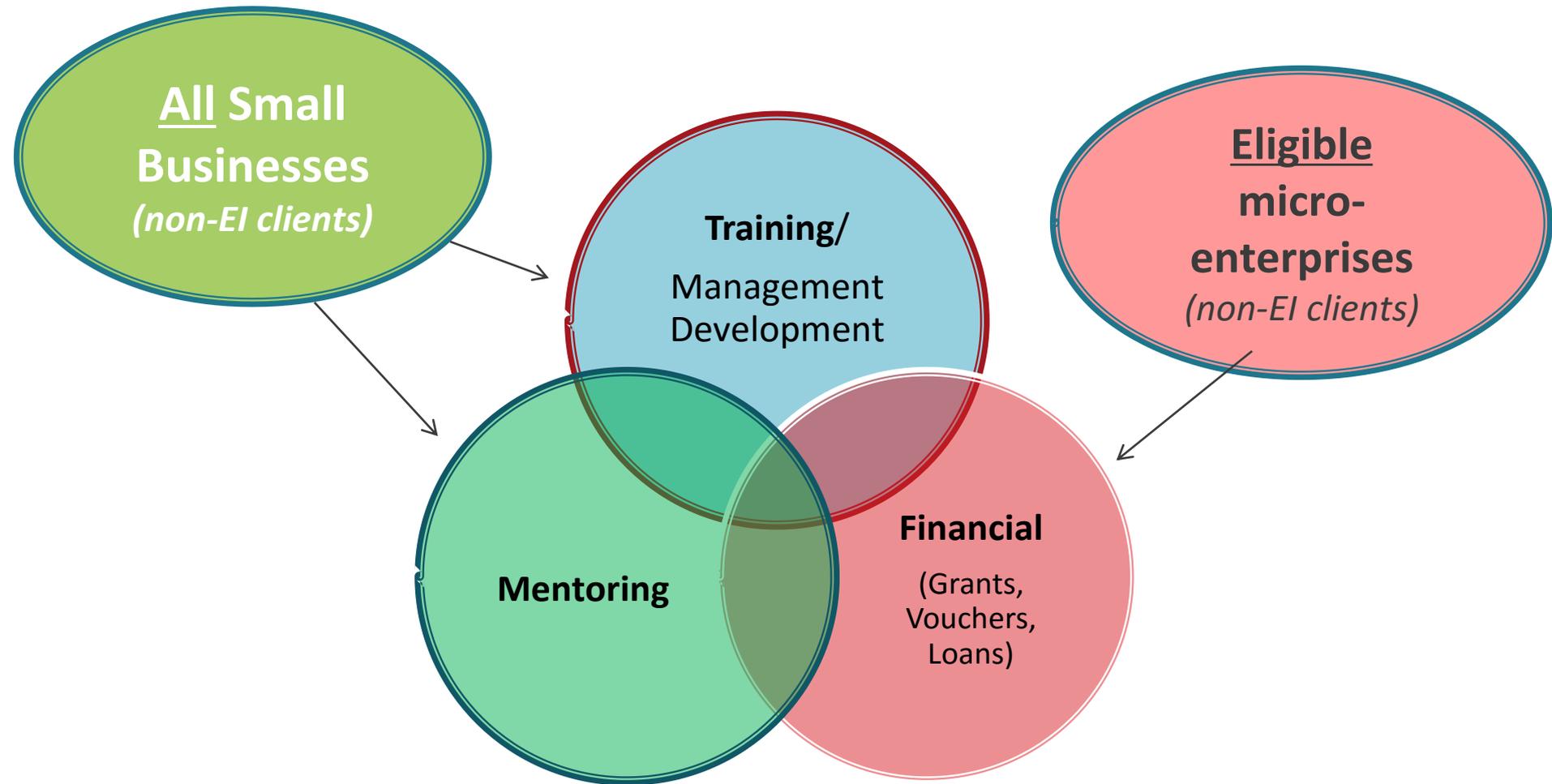
First Stop Shop



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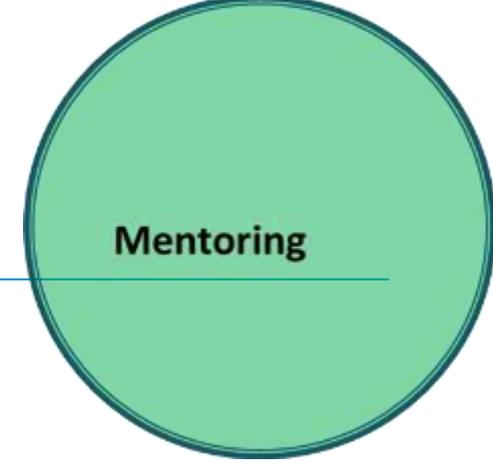


Local Enterprise Office Supports



Non-Financial Supports

- Mentoring



- Targeted Mentoring in a variety of areas:
 - Brexit, Accessing Finance, Business Planning, Marketing, Market Research, Sales, Financial Management, Human Resources, Operations, IP & patenting, product development, Quality, Safety, Consolidating costs, Social Media & Online Marketing, E-commerce & web etc. or sector specific mentoring

- Extensive Mentoring Panel

- Mentoring is focussing on current difficulties facing businesses

Non-Financial Supports

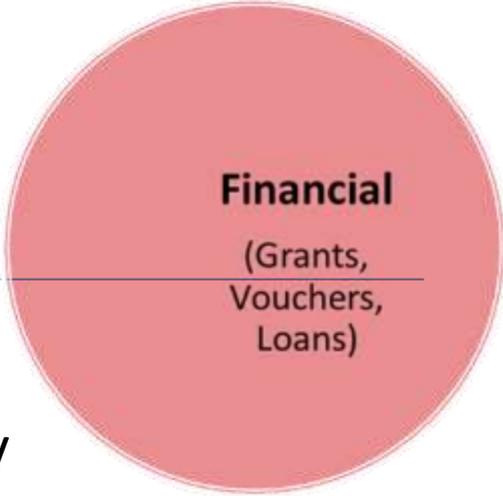
- Training & Management Development

Training/
Management
Development

- **Start** Your Own Business
- Start Your Own **Online** /Food Starter progs.
- Workshops on: BREXIT, Access Finance, Social Media, Procurement, Marketing, Data Protection, Preparing Business Plan, Record-keeping and Tax
- **Management Development** programmes for general business and specialised areas:
 - * **LEAN for Micro, Export Development**
 - Co-Innovate**



Financial Supports *(*micro)*



Financial

(Grants,
Vouchers,
Loans)

Grants

Feasibility* / Priming* / Business Expansion* /
Export Assistance* / Agile Innovation Fund

Loan Finance

Micro Finance Ireland* / Louth County Enterprise Fund

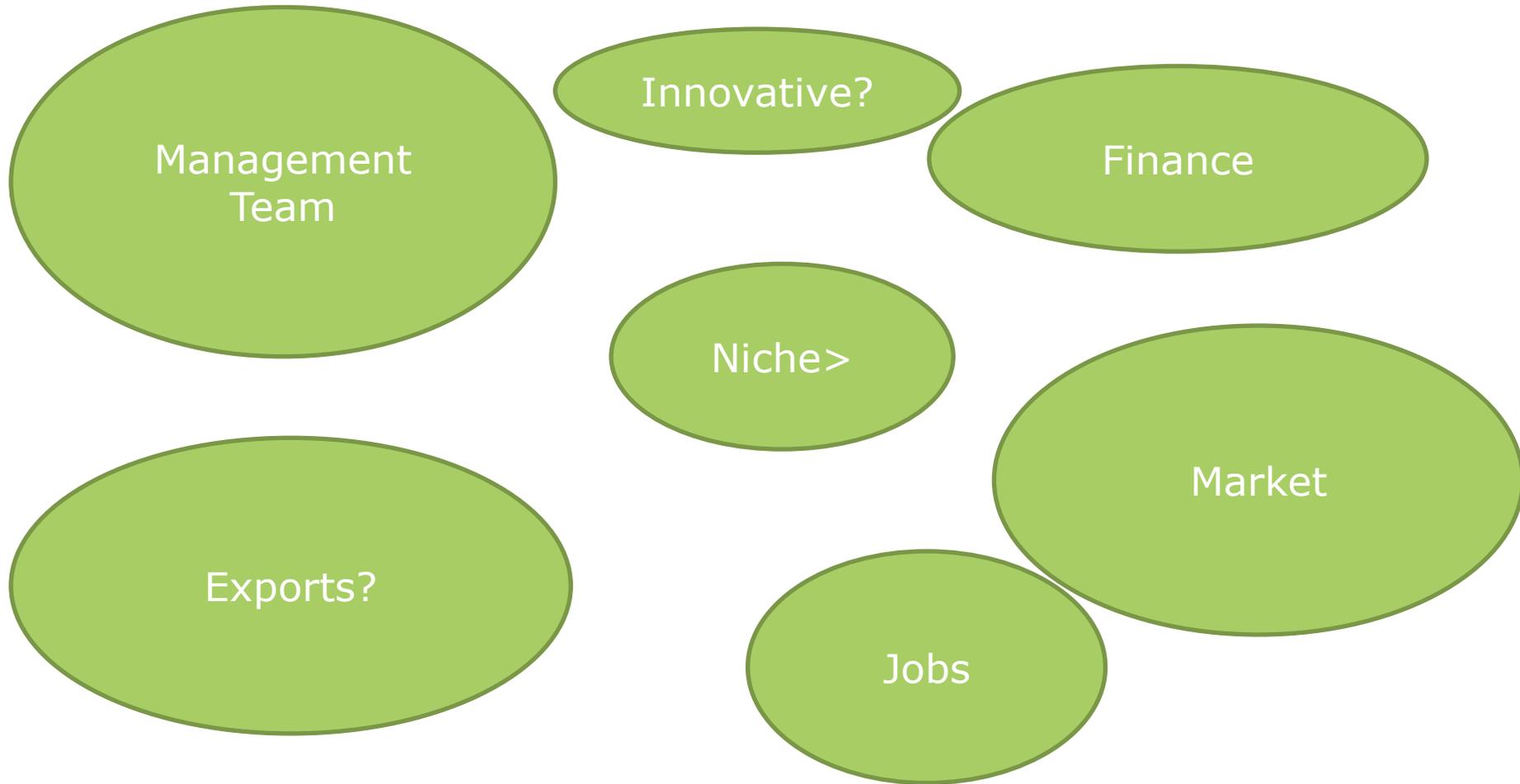
Vouchers

Trading Online Voucher*

Innovation Voucher

Brexit Vouchers

Priorities – what will funders look for



Financial Assistance - Grants

➤ Main Eligibility Criteria:

- Manufacturing / Traded Service with Value added
- Cannot duplicate or displace existing business
- Certain sectors ineligible - Professional services, retail, agriculture, trades

➤ Priming Grants/Business Expansionary Grants up to 50%

- Costs covered Capital, Employment, Marketing, Consultancy.
- Generally no more than €10k grant per new job created

➤ Export Grant

- Manufacturing/ ITS businesses
- Researching new market / Exploring new opportunities
- Trade Fair attendance / 50% support up to €2,500 (P.A)

➤ Agile Innovation (up to 45% support for Small Businesses), up to maximum €150,000

- Definition of Innovation (Product/ Process/ Service)
- Innovation Costs / Own and Additional Labour / Consultancy Costs

Financial Assistance - Loans

- **MicroFinance Ireland**
- **Louth County Enterprise Fund**
- ▶ Both Loan Funds are non-profit entities
- ▶ Loans open to all retail and personal services
- ▶ LEO Louth will assist you complete your application and financial projections. (1% discount from MFI when you apply thru LEO)
- ▶ Unsecured Loan Finance
- ▶ Max €25,000
- ▶ Louth Fund can loan up to €50k to established small businesses.

Financial Assistance - Vouchers

- **Trading Online Vouchers** *(apply through LEO Louth)*

- Open to all sectors
- Trading >6 months
- 50% funding, up to max. €2,500

- **Innovation Vouchers**

- EI funded voucher with value up to €5,000
- Redeemed at 3rd level institutes

- **Brexit Vouchers** *(apply through InterTrade Ireland)*

- Plan Vouchers (100% funded, up to €2,250)
- Implementation Voucher (50% funded, up to €5,625)

As at 11am this morning....

The screenshot shows a web browser window with the URL yourcountdown.to/official-brexit-date. The main content is a large black banner with white text that reads: "THE UK MIGHT FORMALLY LEAVE THE EUROPEAN UNION". Below this, it says "COUNTDOWN TO 31ST OCTOBER 2019 AT 11:00PM (EUROPE/LONDON TIME)". The central focus is a large digital clock displaying "59 DAYS 11 HOURS 51 MINS 2 SECS". To the right of the clock are social media icons for Google, Facebook (1.4K), and Twitter. Below the main banner is a section titled "RELATED COUNTDOWNS". The browser's taskbar at the bottom shows various application icons and the system tray with the date "02/09/2019" and time "11:08".

Business Supports Roadmap

– 3 steps to mitigate Brexit



1. Assess Exposure – BREXIT Scorecard

2. Prepare a Plan

- Grants from *Enterprise Ireland* and *InterTradeIreland*

3. Get Supports (financial and non-financial):

- Build Competitiveness
- Expanding reach/ Target New Markets
- Innovation
- Building Scale / Finance
- Advice (mentoring/ customs training)

Step 1: Assess Exposure to BREXIT

- Brexit Scorecard



- www.PrepareForBrexit.com
- Free online tool to self-assess readiness for Brexit in key areas:
Strategy, Operations, Finance, Sales/ Marketing, Innovation, and People/Management
- Leads to LEO /EI supports package

Step 2:

Avail of Supports to Prepare a Plan & Look at Non-Financial supports

'Prepare a Plan' Grants:

- Enterprise Ireland clients
(€5,000 to prepare Brexit Plan)
- Non-Enterprise Ireland clients
(€2,250 InterTradeIreland Brexit Ready Voucher)



Step 3:

Get Supports

- Competitiveness – **LEAN**
- New Markets – **Export grant**
- Innovation – **Co-Innovate Prog**
Agile Innovation Fund
- Build Scale – **Mainstream Grant programmes**
- Advise – **Brexit Mentor Programme/ 1-1 Clinics**
Customs Training



Thank you



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