



Economic Development & Enterprise Management Update

Contents:

1. International Relation Management Update:	2
2. Dublin.ie Management Update www.dublin.ie :	3
3. Economic Development Office Management:	5
4. Local Enterprise Office Management Update:	
a. M2: Training, Mentoring & Events	9
b. M1: Financial Grants, January – October 2017	15
c. Export Assistance & TAME, January – October 2017	19
d. Trading Online Voucher (TOV) January – October 2017	22
e. Irelands Best Young Entrepreneur (IBYE) 2018	26

1. Management Report from International Relations

The French Chamber of Great Britain organised a trade delegation to Dublin on 5th and 6th October led by the French Ambassador to Ireland. The International Relations Unit attended a welcome reception in the French Ambassador's residence at which Tánaiste Frances Fitzgerald spoke. Jamie Cudden spoke on the Digital Economy and Dublin Smart City Programme at the conference in the Conrad Hotel and we organised a luncheon for the delegation in the Mansion House following the conference.

Mary Foley accompanied an tArdmhéara to Belfast on 6th October to attend the Belfast International Homecoming Event. An tArdmhéara was guest speaker on the topic "*Building Tomorrow's Infrastructure: A Dublin-Belfast bullet train and more....*". He also had a private meeting with the Lord Mayor of Belfast Nuala McAllister.

Members of the International Relations Unit attended the dinner for the Mayor of the City of London in the Round Room on 9th October.

As part of our cultural connection with our twin city San José, we arranged an exhibition of photographs by professional photographers from San José in the Atrium, Civic Offices from 16th October to 3rd November. An tArdmhéara formally opened the exhibition which was attended by the curator Kymberli Brady, Pam Kelly President of San Jose/Dublin Sister Cities and Tim Quigley President of Sister Cities International. The exhibition is now touring Dublin City Branch Libraries.

On 17th October we hosted a luncheon for the DCU Masters student Aidan Smyth who has won the Dublin/San José scholarship 2017/2018. The scholarship is worth about €50,000 and comprises one semester in DCU, the spring semester in San José State University and a three month work placement in Cypress Semiconductors in San José. Aidan is the 6th recipient of this very successful scholarship programme.

We hosted a delegation of 21 people from the city of Hamburg organised by Arbeit und Leben in the Mansion House on 17th October. Cllr. Dermot Lacey spoke to them about current key political issues in Dublin and the party political system. John Roycroft from the Office for the Promotion of Migrant Integration spoke to them about the Irish government's position on refugees and Linda McNulty spoke on behalf of Dublin Chamber.

At the request of Dublin Chamber we arranged for an tArdmhéara and the Chief Executive to meet a delegation from CIFTIS (China International Fair for Trade In Services) who wished to discuss the 2018 event in Beijing.

In conjunction with LEO we supported the Uprise event and the Co-Working Europe Conference.

Mary Foley attended the Eurocities AGM from 15th to 17th November.

2. Management Report from Dublin.ie

Digital Strategy Review:

In recent months Dublin.ie has undertaken a Digital Strategy Review. Conducted by an external advisor, the review:

- Details user personas across a domestic and international audience.
- Identifies a basis upon which to build consistent key performance indicators for the site.
- Benchmarks the site against international cities of a similar size.
- Suggests changes to the site structure to account for the adapted user personas.
- Outlines changes in the content produced across our digital channels for the user personas to ensure maximum engagement.

Two key areas for improvement were identified as:

- Partner engagement: it's clear that the unit needs to be liaising with entities that are working directly with our target users and do so on a regular basis. An example of such an entity would be Enterprise Ireland who would work directly with a number of our target users.
- Social media: An interim social media strategy has been in place for a number of months but the strategic review outlines how this must be revised and additional resourcing deployed in both staffing and finance.

An implementation plan for the strategic review is currently being worked up with a view to begin making the more significant changes in Q1 2018.

Newsletter:

The audience for the Dublin.ie newsletter continues to grow with over 850 signups since the first issue in mid-July. Issues are sent on a fortnightly basis featuring, upcoming events and festivals, our articles and Dublin news stories from around the web. You can view previous issues and sign up at: <https://dublin.ie/newsletter>

Digital Asset Management software:

Having identified the need for software to manage the cataloguing and maintenance of photos and video assets procured by the Council, the Dublin.ie unit sought quotes from companies who provide such Digital Asset Management (DAM) software. Following an evaluation process, Bright Interactive Limited were chosen to provide this software and the Dublin.ie unit are working with the IS Department to install and maintain it. Procured photos and videos, initially from a small number of sections, will be loaded into the DAM over the coming months.

Dublin.ie Brand Update.

Following on from the successful launch of the place brand for Dublin, we are currently updating the brand messaging to encourage locals and visitors to make the most of their Dublin experience. Designworks are tasked with coming up with new design concepts by early December.

What's On listings:

Dublin.ie continues to work with the Council's Events Unit to ensure all large festivals and events delivered and supported by Dublin City Council are included and promoted on Dublin.ie. The focus in Q4 has been on both Bram Stoker Festival, which got its own Halloween themed section (<https://dublin.ie/whats-on/listings/bram-stoker-festival/>), and the upcoming Christmas in Dublin events (<https://dublin.ie/whats-on/christmas-in-dublin/>).

ICT training with Getting Started:

The Dublin.ie unit supports Age Action in providing training to older persons to develop their ICT skills under the Getting Started programme. Training is provided by volunteers who teach the students on a one-to-one in the basics of PC usage, e-mail and the Internet. Training takes place in 19 of the Council's housing complexes for the elderly and local residents are also encouraged to avail of the training facilities. The Dublin.ie unit ensures that the computers and networks are always up and running to avoid disruption to classes.

An award ceremony will be held in the Mansion House on Friday 24th November where the Lord Mayor will honour the volunteers and students.

3. Economic Development Office:

Project	Progress/Current Status	Next Stage
6 th Direct Dialogue between EU Capital Cities and the European Commission	On September 21 st – 22 nd Dublin City Council (Lord Mayor, Represented by Cllr. Paul McAuliffe & the Executive, represented by Steven O’Gara) attended the 6 th Direct Dialogue between EU capital cities and the EU Commission, held in Riga Latvia. Discussions focused on Cohesion Policy, State of the Union, Brexit & Free movement, and the refugee crisis. The Dublin team held productive meetings with EC Vice President, Marcos Sefcovic, European Committee of the Regions Vice President Markku Markkula and a number of other capital cities delegations.	Preparations are now underway for the 7 th Direct Dialogue, which will be held during 2018 in Amsterdam. This will be the first “Direct Dialogue” that London will not be invited to, as a result of Brexit.
Enterprise Space and the City: A review of the existing enterprise facilities in the Dublin City administrative area and an assessment of predicted future needs.	Ongoing: The Economic Development Office has completed a number of surveys with space providers and users, attempting to gain insights into the current use and future demand by enterprise. This research will form the basis of a report into the sector.	Desktop research to be completed and analysis of the results of the survey. Completed paper expected to be completed during Q1 2018.
Review of the Office for the Dublin Commissioner for start-ups.	The SRFT tender with the OGP has been completed and consultants, Crowe Horwath have been appointed to carry out the review.	Individual interviews to be undertaken with the key project stakeholders. The completed review is expected to be presented to senior management in late December 2017.

Project	Progress/Current Status	Next Stage
<p>Hard Working Class Hero's</p> <p>Event sponsored to promote the export potential of Dublin & Irish music to an international audience</p>	<p>Held on September 28th-30th HWCH supports and promote Irish music to an international investor audience through gig's, presentations & interviews. Representatives for DCC launched the event and announced that LEO Dublin City would develop a "Start Your Own Business" course specifically to support musicians</p>	<p>LEO Dublin City to develop SYOB and roll out pilot programme.</p>
<p>UPRISE 6</p> <p>Technology focused conference aimed at attracting and promoting international start-up investment into Dublin & Ireland.</p>	<p>Dublin City Council sponsored a "Fintech & entrepreneurship" stage at the event as part of its goals under the LECP & the Regional Enterprise Strategy.</p>	<p>The event attracted nearly 1000 attendees and 130 speakers. We will also participate in Panel discussions and hosted a launch event the night before.</p>
<p>Re:Publica</p> <p>A digital media Conference promoting responsible engagement and community development</p>	<p>Held in the lighthouse cinema in Smithfield, the event attracted around 500 people. DCC staff participated in panel discussions and promoted the event</p>	<p>Event held September 7th</p>
<p>Flanders Waterways Trade Mission and B2B networking event</p>	<p>DCC hosted 40 business and officials from the Flanders Waterway Network at an official reception in City Hall. The following morning LEO hosted a business to business networking and trade event for 40 Flanders business and 20 Irish businesses.</p>	<p>Event held on September 21st and September 22nd</p>

Project	Progress/Current Status	Next Stage
<p>Connexions</p> <p>City Hackathon run by the French Embassy in Dublin and supported by DCC. The event was held in Richmond Barracks.</p>	<p>ConneXions are a forum and event focused on Digital Technology, Culture and Education in France and Ireland. It brought together French and Irish professionals, investors, students, accelerators and companies from these fields around the topic of Digital & Creative City.</p> <p>It features a Hackathon with a €2,500 prize pool sponsored by Dublin City Council, space for Start-ups to exhibit and meet potential investors, networking time, panel discussions and talks by key industry professionals.</p>	<p>The event has been delivered and Economic Development staff participated in Panel discussions, promotion of the event, judging of the Hackathon. The prize winners have been contacted and notified of the conditions for release of the prize.</p> <p>Video to be played at SPC meeting</p>
<p>Tech Shop</p>	<p>DCC assisted DCU in completing an application to the Enterprise Ireland Regional Enterprise Development Fund to provide funding for a Maker Space facility in Dublin. DCC commissioned Deloitte to carry out a Value for Money study on the Project</p>	<p>Senior DCC officials joined DCU officials in presenting to the awarding panel and the results of the €5m project application will be known in late November 2017.</p>
<p>Enterprising Towns Award 2017:</p> <p>A bank of Ireland competition aimed a finding Irelands most enterprising Town. Awards include titles and prize money</p>	<p>Dublin City Council supported application to the competition form Ballymun, the Liberties and the Dublin Docklands. The Economic Development Office directly assisted the Docklands applications by Commissioning a promotional video, presenting to the judging panel and organising a area tour.</p>	<p>Results of the competition will be announced on November 15th at a gala event in Tullamore.</p> <p>Video to be played at the SPC</p> <p>Liberties & Docklands</p>

Project	Progress/Current Status	Next Stage
National Ploughing Championships 2017	LEO Dublin City were represented in the Local Enterprise Office Village by a client Wild by Water, makers of funky bags for active lifestyles.	Event held on 19 th – 21 st September, Tullamore Offaly
Grad Ireland Graduate Careers Fair	A business advisor presented on the supports and services accessible via LEO and took one to one meetings with graduate entrepreneurs	Event held 4 th October in the RDS
Grangegorman Business Breakfast Financing and Funding Small Business	Mentors from the LEO panel were on hand to provide entrepreneurs with financial advice	Event held 3 rd October in DIT Grangegorman
National Women Enterprise Day	LEO Dublin City was represented by a client Edge Only, a Jewellery designer.	Event held 12 th October 2017 in The Pavilion, Leopardstown Racecourse
Dublin Regional Action Plan for Jobs Update	DCC have completed the required update of the actions assigned it through SmartDublin, LEO and Economic Development.	The compiled report will be presented to the management committee during Q1 2018.
Local Economic & Community Plan (LECP)	DCC have completed the reporting on the 2016 Action Plan.	DCC expect to have the draft 2018 Action Plan completed during Q1 2018. The 2017 Action plan report will be completed during Q2 2018.
Ballymun 4 Business	LEO Dublin City are assisting Ballymun4business in developing micro and SME business in the area	Dublin City LEO are supporting this by providing a number of business mentors for the event to assist entrepreneurs

4. Local Enterprise Office:

a. M2 Training, Mentoring & Events Update: September – November

Trading Online Voucher, Wood Quay, 24th October

A Trading Online Voucher training workshop was held in October that was attended by 115 clients. This very popular voucher provides financial assistance to small businesses to develop their e-commerce strategies by creating or enhancing their online presence.

Promotion and communication of LEO Dublin City services

LEO E-newsletters:

The LEO e-zine promoting events and providing information on supports offered by the LEO office is circulated to approximately 9,000 people by e-mail each month. Additionally bespoke newsletters are developed on an adhoc basis regarding specific networks/events/grants: The following are publication date for the E-

September

- Ireland's Best Young Entrepreneur Competition, 7th September 2017

October

- Credit Review Survey, 17th October 2017

November

- New Frontiers Phase 2, 1st November 2017
- Brexit Mentoring Event, 2nd November 2017
- Free Essentials of Exporting Workshop, 16th November 2017

The e-zine is a valuable promotional tool for the range of events provided to businesses in the city.

Dublin City FM

During September LEO Dublin City had 3 slots on Dublin City FM to promote grants available via LEO Dublin City and to promote two events that we supported, Hard Working Class Heroes 28th – 30th September, promoting entrepreneurship through music <http://hwch.net/> and Connexions, 29th to

1st October, concentrating on digital technology, culture and education between France and Ireland
<http://www.connexions.ie/>

Kick start your own Food Business, 11th and 25th of September Finnstown House Hotel

The programme designed to help those with a food idea, or those at a very early stage of starting up a food business (first 24 months) to develop a basic knowledge of what is involved in setting up a food business. The content of the two day programme is designed to provide participants with information which will allow them to avoid the pit falls normally associated with this journey. The programme content assumes that participants have the required business knowledge to run an enterprise e.g. they must already understand the basics of setting up a business, tax compliance rules, creating a business plan etc. The programme was fully booked for September.

Building Craft & Design Programme, 27th June – 8th Nov

22 ambitious creative enterprises that want to inject new ideas and approaches to product development into their practice, and boost export and growth potential through a series of design led workshops, were selected to participate in the Building Craft & Design Programme. 5 have been selected to progress to Showcase 2018 – House of Leaf, Liadain Aiken, Elements of Action, Kiki Moon and Emer Roberts Design.

New Frontiers Phase 2 – ongoing until December

Participants are receiving intensive support for six months to develop both their own skills and to work up their business proposition. There is full-time participation in workshops, mentoring and regular reviews. With this knowledge, participants can fully detail and validate their business proposition and identify potential customers, sales channels and funding options. Participants receive up to €15,000 in funding, subject to satisfactory performance and development reviews. The aim of this phase is to support the business in the development of an investor-ready business plan.

Lean for Micro: September & November 2017

The Lean for Micro is aimed at owners/managers and key staff members of small businesses who wish to gain an introduction to lean concepts and allow them to gain a practical understanding of lean principles by undertaking a focused assignment with expert mentoring support. A Lean for Micro programme began in September, being led by LEO Fingal. Recruitment for a further programme is currently underway and due to commence 23rd November 2017.

Accelerate: November 2017

The Accelerate Management Development programme provides the owner/manager with the management, leadership, business skills and knowledge to achieve sustainability and growth in their business. Companies have been shortlisted. The programme starts on 16th November.

Microsoft Business Mentoring Programme: 25th September 2017

Microsoft put forward eight of their senior staff with skills in operations, finance, import and export and software engineering to provide one to one mentoring sessions to entrepreneurs or business owners in order to assist them with any issues that have arisen in their start-up company or existing business. This involves a commitment by the Microsoft staff of two hours a month for four months with a minimum of the initial meeting taking place in Microsoft Offices in Sandyford Industrial Estate. This provides the entrepreneur with access not only to a trained mentor but also to be able to tap in to the expertise that the individuals have accumulated over many years of working in one of the largest multinational technology companies in the world. LEO Dublin City clients selected are as follows:

- Cornucopia/Essential Foods Limited www.cornucopia.ie
- Olytico www.olytico.com
- The Organic Collective www.organiccollective.ie

The National Ploughing Championship, 19th – 21st September, Screggan Tullamore Offaly

Local Enterprise Office Dublin City took part in the Local Enterprise Village at the National Ploughing Championships. The press release with full details of the event can be accessed at <https://www.localenterprise.ie/News-and-Events/Tanaiste-and-Minister-Breen-unveil-plans-for-Local-Enterprise-Village-at-Ploughing-Championships.html>

Wild by Water represented LEO Dublin City. Wild by Water, design and produce funky, functional and fashionable bags featuring images of Irish coastal and waterside environments. www.wildbywater.com A promotional video was produced for Wild By Water for use over social media leading into the event.

Failte Ireland Get Brexit Ready Information Session, 28th September Croke Park

LEO Dublin City hosted an information stand at this breakfast styled event, which focused on the requirements of tourism business preparation measures for Brexit.

Mentoring Training and Networking Information Event, 28th September Wood Quay

LEO Dublin City mentors gathered for a breakfast meeting to receive updates on the training and mentoring programmes and to liaise with staff members with responsibility for mentoring and training programmes and their mentoring peers. These meetings take place on a quarterly basis and are an important for communication between the mentors and the staff to ensure programmes are operating efficiently and to gain feedback and suggestions to enhance programmes.

National Women's Enterprise Day, 12th October

A day-long event took place in the The Pavilions at Leopardstown Racecourse on October 12th. The theme was 'Open doors to new markets'.

Minister for State for Higher Education, Ms Mary Mitchell opened the event. The day included sessions on *'The Thinking Leader'*, *'Brexit'* and *'Build Your Digital Audience'*, as well as *Meet the Entrepreneur* sessions and a panel discussion. The entrepreneurs in attendance were:

- Ciara Clancy: Beats Medical www.beatsmedical.com
- Sarah Kiely: Sadies Kitchen www.sadieskitchen.ie
- Jeanne Mahony: Hope Beer www.hopebeer.ie
- Jenny Huston: Edge Only www.edgeonly.com

Roisin Hogan from Hiro By Roisin was the key note speaker. Roisin is a former Food Academy participant (products Super Valu), and was also featured on BBC's *The Apprentice* in 2014, and came 2nd. She's an accountant by training. Further information: www.hirobyroisin.com

Meet the Buyer Event, 25th October Kilmainham Hospital

LEO Dublin City took an information stand at this event relating to the construction of the new children's hospital. Enterprise Ireland, in association with the National Paediatric Hospital Development Board, invited registrants to meet the new children's hospital contractors - BAM Building Ltd, Jones Engineering Group and Mercury Engineering Ireland - and the chance to pitch for business. Construction, engineering, mechanical and electrical companies, as well as companies in related sectors, were invited to attend, which gave great opportunity to promote the work and services of LEO to these sectors.

Taking Care of Business, 8th November, Dublin Castle

25 state bodies, including LEO Dublin City came together to present their supports and services to the SME sector. Greg Swift, Head of Economic Development & Enterprise for Dublin City presented on LEO supports and services with a focus on Brexit and also had an informational stand. We liaised with approximately 600 attendees at this busy and highly focused one day event.

LEO Training

A wide range of Training Courses are available for booking on the LEO website. There has been a strong response to the variety of courses provided, that are structured to assist individuals who want to set up a business, and build skills and knowledge that is critical for start up and scaling enterprises. The free Library Talks form a popular part of this programme.

September

Date	Course	Attendance
05/09/2017	Business Advice Clinic	10
06/09/2017	Web Analytics	8
07/09/2017	Women's wear trend forecast	12
11/09/2017	Kick Start Your Own Food Business	18
12/09/2017	Start Your Own Business Course	13
13/09/2019	Business Advice Clinic	0
15/09/2017	Saturday SYOB	11
19/09/2017	Business Advice Clinic	6
20/09/2017	Taxation for Small Business	13
21/09/2017	Free Library Talks - Becoming a Success Entrepreneur	30
23/09/2017	Ideas Generation	1
28/09/2017	Free Library Talks - Creating the Best Plan for Your Business	42
	Monthly Totals: Participants	164
	Courses	12

October

Date	Course	Attended
03/10/2017	Business Advice Clinic	5
04/10/2017	Create a free website with wordpress	9
05/10/2017	Free Library Talks - Market Research Skills	45
11/10/2017	Business Advice Clinic	7
12/10/2017	Free Library Talks - Managing your online presence	25
17/10/2017	Business Advice Clinic	17
17/10/2017	SYOB 8	11
18/10/2017	Ireland Best Young Entrepreneur Workshop	54
18/10/2017	Social media marketing	21
19/10/2017	Free Library Talks - Financial reports & grants for entrepreneurs	26
23/10/2017	Kick Start Your Food Business	18
24/10/2017	Trading Online Voucher Information Session	115
25/10/2017	Business Advice Clinic	12
26/10/2017	Free Library Talks - Essential Supports & Services for Entrepreneurs	23
27/10/2017	Food Academy Programme	8
Monthly Totals: Participants		396
Courses		15

November/December: Forthcoming Training from 21st November to 31st December 2017

- Start Your Own Business Course 9, 21st November 2017
- Business Advice Clinic, 22nd November 2017
- Business Advice Clinic, 28th November 2017
- Sales & Selling, 6th December 2017
- Ideas Generation, 9th December 2017

Training 2018

Results from a training survey of participants of training programmes during 2017, was used to inform forthcoming training in 2018. The selection of courses has been expanded and new courses have been developed in keeping with market demand and environmental change.

b. M1 Financial Grants: January – October 2017

	Target 2017	Jan-Oct Approved by EVAC
No. of Grants Approved	60	52
Value of Grants Approved	-	€ 760,400.00
No of Jobs Supported by Grant Approval	94	85
Average Cost Per Job.	-	€ 8,946.00

Company	Type of Grant	Amount Approved Nett of VAT	Refundable Amount	Jobs
Alison Jones t/a Bold Bunny	Business Expansion	10,000.00	5,000.00	1
Career Guidance Analytics Ltd	Feasibility	10,000.00	-	1
The Analytics Store Ltd	Feasibility	10,000.00	-	1
Qawe Ltd	Feasibility	5,000.00	-	1
Natalie Cassidy & Yvonne Barnes T/A BC Studios	Priming	20,000.00	6,600.00	2
DwellDown Ltd	Feasibility	8,000.00	-	1
Alcohol Delivery Platforms Ltd ta Drop Off	Feasibility	6,000.00	-	1

Company	Type of Grant	Amount Approved Nett of VAT	Refundable Amount	Jobs
Fractus Media Ltd	Business Expansion	20,000.00	10,000.00	2
Eva Power T/A The Ethical Silk Company	Business Expansion	10,000.00	5,000.00	1
We Love Cinema Ltd T/A Usheru	Business Expansion	15,000.00	7,500.00	2
Handy Food Innovation Ltd T/A Strong Roots	Feasibility	10,000.00	-	1
iMilk Ltd	Feasibility	8,000.00	-	1
Popsy Daisy Ltd	Priming	10,000.00	3,300.00	1
O'Leary Analytics T/A Olytico	Business Expansion	10,000.00	5,000.00	1
Medical EGuides Ltd	Priming	25,000.00	8,250.00	3
Hopfully Brewing Ltd	Priming	20,000.00	6,600.00	2
Republic of Bloom Ltd	Feasibility	12,500.00	-	1
Pressing Matters Ltd T/A Dublin Vinyl	Priming Grant	30,000.00	9,900.00	3
Usebecause Ltd T/A Usebecause.com	Feasibility	4,750.00	-	1
Teddybots Ltd	Priming	15,000.00	4,950.00	2
Compass Expert Training	Feasibility	8,000.00	-	1
Paul Goodwin T/A Taxi Share Technology	Feasibility	8,000.00	-	1
BiggerWide Ltd	Feasibility	10,000.00	-	1
Owen McLoughlin T/A Jando Design	Priming	10,000.00	3,300.00	1
Coroflo Ltd	Feasibility	9,000.00	-	1
Innovate Circle Ltd	Feasibility	7,500.00	-	1

Company	Type of Grant	Amount Approved Nett of VAT	Refundable Amount	Jobs
Stoinska Grimson Ltd T/A Maven46	Priming	25,000.00	8,250.00	3
Cognition Services Ltd	Priming	30,000.00	9,900.00	3
McCormick Advanced Marcomm Services Ltd T/A Chrysalis Digital Marketing Services	Business Expansion	10,000.00	5,000.00	1
Pink Kong Studios Ltd	Business Expansion	10,000.00	5,000.00	1
Monumental Ireland	Feasibility	1,500.00	-	1
Teddybots Ltd	Feasibility	5,000.00	-	1
AnyGym Ltd	Feasibility	7,500.00	-	1
Rua	Feasibility	5,750.00	-	1
Eat Feed Ltd	Priming	10,000.00	3,300.00	1
Aquest Ltd (formally Compass Export Training)	Priming	10,000.00	3,300.00	1
Derek Finnegan T/A NR Media Intelligence	Priming	30,000.00	9,900.00	3
Alison Conneely Ltd	Priming	7,500.00	2,475.00	1
Counter Culture Ltd	Business Expansion	25,000.00	12,500.00	3
Stradbrook Software Ltd ta Radii	Business Expansion	32,500.00	16,250.00	3
The Wedding Cake Boutique	Business Expansion	7,500.00	3,750.00	1
Coronal Holdings Ltd T/A Groozepe	Business Expansion	42,500.00	21,250.00	5
Brookwood Pottery	Business Expansion	7,500.00	3,750.00	1
PatientMpower Ltd	Business Expansion	50,000.00	25,000.00	5

Company	Type of Grant	Amount Approved Nett of VAT	Refundable Amount	Jobs
Stride Insights Ltd	Feasibility	10,000.00	-	1
Swift Wallet Ltd	Feasibility	4,400.00	-	1
Home Vue Media Ltd T/A Sroomm	Feasibility	10,000.00	-	1
Prize Pig Productions Ltd	Priming	20,000.00	6,600.00	2
Brian Dunne Soul Engraver	Priming	10,000.00	3,300.00	1
Clinishift	Priming	30,000.00	9,900.00	3
Vintage Tea Tours Limited	Priming	40,000.00	20,000.00	4
No. of Grant Approved : 52		€760,400	€244,825	85

c. **Export Assistance and Technical Assistance for Micro Exporters (TAME): January – October 2017**

Total Export & TAME 2017	Target 2017	January - October 2017
Grant Approvals	20	36
Budget	€80,000.00	-
Value of Grants Approved	-	€69,025.00

TAME: April - October 2017	Target	April - October 2017
TAME Grant Approved	14	27
Budget	€55,000	-
Value of Grants Approved	-	€48,025

List of Export and TAME grant approved

Name	Sector	Trade Show	Amount Approved
Adelle Hickey	Craft	Top Drawer International Trade Faire for design-led gifts. Olympia London - January 2018	€1,300
Aliquo	Jewellery	Maison & Object Tradeshow. Paris. 19-23 Jan 2018	€1,600
Aoife Hayes CST International	Market research agency	Arabian Travel Market, Dubai, 24-27 June 2017	€1,425.00
BeelInstant Ltd	Technology	Web Summit - Portugal, November 2017	€500
Design Factory	Branding	ADP Joint Exhibition - Cross the Line , Tokyo. 25/10/2017 - 31/10/2017	€1,500.00

Name	Sector	Trade Show	Amount Approved
Edward O'Cleary Saturday Workshop	Wooden gifts Designer	London Design Fair 2017	€2,500
Elm Solutions	Consultancy/Tech/Green	WEFTEC - Water smart Innovations 4-5th October 2017	€2,500
Emer Roberts Sculptors	Sculptor	International Jewellery London	€2,500
iMage Vision Software Ltd	Software Packaging	Volvo Irish Supply Day, Sweden, 14 March 2017	€1,000.00
Jenny Heuston Edge Only Ltd	Jewellery	Internatinal Jewelry London Trade Show 3-5 Sept 2017	€2,500
Mark Bannon VT Networks	IOT Provider	Mobile World Congress	€2,500
Mary Harding (Coughlan) ta Tonn Surf	Swimwear Designer	Pitti Uomo Florence	€2,500
Matthew Hanbury Flight Illumine ta Lilghty Technologies Ltd	Lighting Manufacture	Dark Room London	€2,500
Matthew Nevin Mart Gallery	Video Production	Activating Pangea , Santa Monica, 18 -22 July 2017	€2,500.00
MJB Innovations Ltd ta Hours	Technology	Sigfox World IOT Expo, Prague, Czech Republic 25th - 26th Sept 2017	€1,000
On Board Ireland Ltd, David Moreau	Tech	EurA Relation Congress, Dubai, 22nd - 24th Nov 2017	€800
Patient M Power	Medical Software	Pulmonary Fibrosis Foundation. Nashville, USA. 9th- 11th November 2017	€2,500
Pressing Matters Ltd ta Dublin Vinyl	Manufacturing	MIDEM Conference, France, 5th - 8th June 2017	€2,000
Prize Pig Productions.TV	Digital	Broadcast Commissioning Forum, London. 4th & 5th October 2017	€400

Name	Sector	Trade Show	Amount Approved
Qwatti eSports Agency Ltd,	eSports	Leaders in Sport, 4th & 5th October 2017.	€1,000
Samuel Dennigan Strong Roots	Software Packaging	Harrogate Fine Food Show, Yorkshire, 26-27 June 2017	€1,000.00
SoFcool Ltd T/A Celtic Ore Crafts	Jewellery	The Ireland Show, Secaucus, New Jersey, 22-25 April 2017	€2,500.00
Stephen Flynn, Euricka Artists	Digital - Music PR & Booking Agency	Amsterdam Dane Event 2017 & 2018	€2,500
The Bash Co	Tech	Web Summit. Portugal. 6-9 November 2017	€500
Topsec Cloud Solutions	Technology	Smarter Buiness Tech Live, 15th & 16th November 2017, Manchester	€1,500
Wayne Knowles Jewel Star	Jewellery	International Jewellery London, London 3-5 September 2017	€2,500.00
Yvonne Ryan Jewellery	Jewellery	International Jewellery London, London 3-5 September 2017	€2,500.00
Total No of TAME approved: 27			€48,025

d. Trading Online Voucher (TOV): January – October 2017

	Target 2017	Jan - Oct Approved by EVAC
No. of TOV's Approved	88	117
Value of TOV's Approved	–	€268,213

List of Trading Online Vouchers Approved

Company	Approved Nett of VAT
Sean Gleeson/Find a Venue	2,000.00
Worldbox	2,500.00
Odysse Consulting/ Nadine McCarthy	2,500.00
Cairenn Foy Ltd	1,250.00
Amy Lous	1,425.00
The Brow Artist	2,080.00
Delvo Traders	2,500.00
Legal & General	2,500.00
Donagher Designs Ltd	1,375.00
Koyu Foods Ltd	900.00
Print Ready	2,500.00
Game Localization Network Ltd	2,500.00
ETAC Limited	2,500.00
The Constant Knitter	750.00
BPAFREE.ie	2,500.00
Cyclebike	2,500.00
Petit Bambino	2,500.00
Royal Rubber Stamp Co LTD	1,800.00
Ruth Allen Hpnotherapy	2,300.00
Wild by Water	2,370.00
The Chia Collective	2,500.00

Company	Approved Nett of VAT
Dublin School of Yoga	1,520.00
Akina Beauty & Laser Clinic	850.00
Olympus Dance & Music Academy	2,500.00
Printcom	1,750.00
WineOnLine	2,500.00
Scented Sachets Ltd	2,500.00
Rediscovery Centre	2,500.00
Living Language Contact LTD	1,500.00
Nessa O'Shaugnessy T/A Stressless Massage	2,500.00
Oasis Beauty Day Spa L Laser Clinic	2,500.00
Plant Store - Indoor Plant Store LTD	2,500.00
Clearview Blinds Limited T/A Starblinds	2,500.00
M Orthopaedic T/A Consulting Orthopaedic	2,500.00
Inner Interior Architecture	2,000.00
This is Knit Ltd	2,000.00
Insight Statistical Consultant	2,500.00
CWB (Obsidian)	2,500.00
Liilt LTD	2,500.00
Rónán Hussey Design	2,500.00
Print Rebal T/A Digital Textile Fashion Hub LTD	2,500.00
Emma Douglas/ Toner Shop.ie	2,500.00
Wild Irish Foods	2,075.00
CST International	2,500.00
Iping Ltd	2,500.00
Kiki Moon	1,950.00
EasyDraft	2,500.00
Gourmet Food Brothers Family Ltd	2,500.00
Smartvote Ltd	2,500.00
ED Sport	2,450.00
Amy Lou's	2,500.00
ACR Plumbing & Heating Ltd	2,500.00
Sheridan Estates	2,500.00
Mobillity Mojo	2,500.00
Collins Avenue Physiotherapy Clinic	2,000.00
Qflow Promotions -Eflow Marketing Ltd	2,500.00
Podology Ltd	2,500.00

Company	Approved Nett of VAT
Kbell Ltd T/A Kendlelabel	2,500.00
The Restore Centre Ltd	2,500.00
Personal Health	2,500.00
Blink & Wink Beauty Ltd	2,500.00
Small Space	2,475.00
Brendan Joseph Ltd	2,470.00
Elements of Action	2,444.00
Irish Film & Television Network	2,500.00
Telescopic Healthcare Ltd T/A Happytreads	2,500.00
Technotraining Ltd	2,500.00
Loinnir Jewellery	2,500.00
Andonis Flower Designers Ltd	2,500.00
Jack Layden Enterprise LTD TA Basecamp	2,500.00
New Romantic	2,475.00
Tommy Tucker Tyres	600.00
City Pharmacy	2,500.00
iTax Consultancy Ltd	2,500.00
New Beginning Financial Services	2,500.00
Stonechat Jewellers	2,500.00
Daniel Coyle Architects	1,806.00
Oldtown Design	2,500.00
A Career to Love	1,250.00
Foley Ryan Communications	2,335.00
Chubby Co	2,398.50
Marie Forkin	2,500.00
JFH International Ltd	2,500.00
DDPARC Ltd	2,500.00
Paula Rowan Ltd	2,500.00
Clonliffe Healthcare Products Ltd	2,500.00
O'Carroll Consulting	2,500.00
Alfred K O'Hare and Company Ltd	2,500.00
New Moon Ltd	2,500.00
Plum Merchants Ltd	2,375.00
German Property Consulting Ltd	2,500.00
Regina Rogers Fallon Design	2,500.00

Company	Approved Nett of VAT
Bright Lights and Interiors	2,500.00
The Trailblazery	2,100.00
Nutty Delights	2,000.00
Clancon Build Ltd	2,500.00
Fly2golf.com	2,500.00
The Spinery	2,500.00
Wood & Co	2,500.00
John Gaynor & Co	2,500.00
IFSC	2,500.00
Abana Jewellers	2,500.00
Boutique Bake	2,500.00
Due South	2,500.00
Ronin Strength and conditioning	2,000.00
Wild Irish Foods	2,275.00
Oration Speakers	2,500.00
Cycubix Ltd	2,500.00
Elda Bio Tech	900.00
Inertia Technologies Ltd	2,500.00
Partech LED Ltd	2,500.00
Velvet Voice	2,500.00
Book Golf 365.com	2,500.00
Dublin Body Paint	2,500.00
Persuasion Limited	2,500.00
Gifts4Baby	1,465.00
Osteopathic Council of Ireland	2,500.00

Total No TOV Approved: 117	€ 268,213.50
-----------------------------------	---------------------

e. Irelands Best Young Entrepreneur (IBYE) 2018



The competition launched on 23rd June and is open to entrepreneur's aged 18 – 35. There are three categories for entry:

1. Best business idea (pre trading)
2. Best start up (up to 18 months)
3. Best established (+18 months)

102 entries were received by LEO Dublin City. 16 were shortlisted to attend a 2 day intensive bootcamp to take place on Friday 17th November & Saturday 18th November. The shortlisted candidates will pitch before a judging panel on Friday 28th November with winners and one runner up announced in each of the three categories.

The winners in each of the three categories will go forward to represent LEO Dublin City at the Dublin Regional Finals to be held on 24th January 2018. Winners of Dublin Regional then go forward to represent at National Finals to be held on 4th March 2018.

Investment Fund - LEO Dublin City Competition Winners: €50,000

Best Idea	Start Up	Established
Winner - €7,000	Winner – €15,000	Winner – €15,000
Runner Up - €3,000	Runner Up - €5,000	Runner Up - €5,000

Investment Fund - National Winners: €100,000

Winner	Runner Up	Runner Up	
Best Idea	€12,000	€4,000	€4,000
Best Start Up	€20,000	€5,000	€5,000
Best Established	€20,000	€5,000	€5,000
Irelands Best Young Entrepreneur	€20,000		

