



### Upcoming Event & Dates for your diary

Event	Economic Pillar	Date/Venue
1. EDE SPC	Public Policy Formulation	July 24 <sup>th</sup>
2. DCC Biosphere Cruise	Place making & Clustering	July 25 <sup>th</sup> (TBC)
3. Dublin Economic Monitor	Promotion & Investment	August 2 <sup>nd</sup> (DLR)
4. Dublin Comic Con	Innovation & Transformation	August 11 <sup>th</sup> – 12 <sup>th</sup>
5. Start Summit	Innovation & Transformation	September 15 <sup>th</sup>
6. National Ploughing Championship	Promotion & Investment	September 18 <sup>th</sup>
7. Dementia Awareness Project	Human Development	September 26 <sup>th</sup>
8. Be event - Mavin46	Innovation & Transformation	September 22
9. Trading Online Voucher	Innovation & Transformation	September 25 <sup>th</sup>
10. Hard Working Class Heroes	Place making & Clustering	September – Chocolate Factory
11. Freelancers Forum	Human Development	October 4 <sup>th</sup> – Daylight Studios
12. Responsible Innovation Summit	Innovation & Transformation	October 16 <sup>th</sup> – Croke Park
13. UPRISE VII	Innovation & Transformation	October 17 <sup>th</sup> - 18 <sup>th</sup> – Richmond Hosp
14. LECP Action Plan	Public Policy	October 10 <sup>th</sup> - Wood Quay
15. National Women's Enterprise Day	Human Development	November 18th
16. Apprenticeship Summit	Public Policy	November 21st
17. Women in Tech Awards	Human Development	November 22 <sup>nd</sup> – RDS Concert Hall
18. Dublin Christmas Flea	Place making & Clustering	Dec – Point Village

# 1. Dublin.ie

## New Structure & Content Re-write

Work is continuing into the summer months on adapting the structure, design and content to reflect the audiences we expect to use the site in future. New content will be written to attract overseas students, investors, skilled talent, while still being of value to a local audience.

The Study section has now been completed with Do Business, Live, Work and Stories sections on course for completion by the end of September. The re-write will increase the size of the site significantly. The team is consulting with partners including the Fáilte Ireland, IDA, Enterprise Ireland, DoE etc to ensure the content is timely and accurate.

## Digital Asset Management (DAM)

Following a notice in First Post and on the intranet, staff in other sections have begun to use the new Digital Asset Management software. We are encouraging other sections to contribute high quality images to it.

The screenshot shows the Dublin City image library interface. At the top left, the Dublin City Council logo and name are displayed. The main header features a search bar with the text "Advanced Search" and a magnifying glass icon. To the right of the search bar, there are navigation options: "My Lightbox", a help icon, and a user profile icon. The background of the header is a photograph of a classical building at night, illuminated with blue and purple lights. Below the header, a white box contains the title "Dublin City image library" and a brief description: "You can find images by entering a keyword into the search field or by clicking on 'all photos'." Below this, there is a call to action: "Do you have any high quality striking images? Could you let us share them with DCC staff via the image bank? If so, please contact [jeff.kiernan@dublincity.ie](mailto:jeff.kiernan@dublincity.ie) Ext 5053 or [peter.dee@dublincity.ie](mailto:peter.dee@dublincity.ie) Ext 2196". Below the white box, there is a section titled "Browse Categories" with four categories: "All Photos" (213), "People" (37), "Events / Festivals" (31), and "Logos/Branding" (12). Each category is represented by a small thumbnail image.

## Articles

The focus has turned to the wider content re-write (as mentioned above), Dublin.ie is not publishing new articles at present. Timely pieces are being highlighted for the summer, which were previously published, including “Wood Quay Summer Sessions” and “Dublin Uncovered: Howth”.

It’s planned to consolidate all of the articles under a new Stories section.

## 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. These include promoting current and upcoming events such as Wood Quay Summer Sessions, Hotter Than July, The Festival of Curiosity, etc.

**DUBLIN**

LIVING WORKING LEARNING WHAT'S ON

**DUBLIN CITY COUNCIL EVENTS**

Comhairle Cathrach  
Bhaile Atha Cliath  
Dublin City Council

**Proudly Supporting Events in the City**

**UPCOMING EVENTS**

**Hotter Than July**  
📍 Smithfield Square  
Sun 29th July  
A feel-good celebration of creativity, culture, diversity and community with high quality music performances from Irish-based and international acts. A FREE, family-friendly world music festival, Hotter than July is back in Smithfield Square this Sunday 29th July, celebrating the cultural diversity in Dublin city through music and dance from around the world. Everybody welcome! Now in its 5th...  
[MORE DETAILS >](#)

**WOOD QUAY SUMMER SESSIONS**  
Presented by DUBLIN CITY COUNCIL

**Wood Quay Summer Sessions**  
📍 Amphitheatre, Wood Quay  
Thu 5th July - Thu 26th July  
The Wood Quay Summer Sessions return for a third year of free concerts from 1pm to 2pm...  
[MORE DETAILS >](#)

**Rock n Roll MARATHON SERIES\***

**Rock n Roll Dublin Half Marathon**  
📍 Starts at DIT Grangegorman  
Sat 11th August - Sun 12th August  
The 6th annual Rock 'n' Roll Dublin Half Marathon will return the weekend of 11-12...  
[MORE DETAILS >](#)

**The Festival of Curiosity\***  
📍 Various Locations  
Thu 19th July - Sun 22nd July  
From Playful Days (family programme) to Curious Nights (adult programme) we create, produce & curate unique, visual and interactive cultural experiences in Dublin that merge cutting-edge technology, design, arts and science in playful, immersive & curious ways. With over 45,000 attendees each year across 14 venues in Dublin City Centre, the festival is Ireland's annual celebration at the...  
[MORE DETAILS >](#)

### **Newsletter**

The audience for the Dublin.ie newsletter has passed 1,700 subscribers and continues to enjoy engagement rates above the industry norms. Issues are sent on a fortnightly basis featuring upcoming events & festivals and links to our latest articles. You can view previous issues and sign up at: <https://dublin.ie/newsletter>

### **Brand Promotion**

We continue to promote the brand of Dublin.ie with merchandise including conscious cups, bags and t-shirts. Our rainbow themed Pride t-shirts were distributed to staff and were also worn by volunteers in Dublin's Pride Parade on June 30<sup>th</sup>.



## 2. International Relations

### Lord Mayor Mícheál Mac Donnacha

#### MAY

##### Montreal

The Lord Mayor Mícheál Mac Donnacha, joined hundreds of members of the Montreal Irish community on the annual “Walk to the Stone”, memorial to the 6000 victims of ship fever buried at the site. Montreal Mayor Valerie Plante, politicians from all levels of Montreal government also joined the Lord Mayor on the Walk. The Trinitones”, singers from Trinity College Dublin sang a moving rendition of the Pete St. John famine song “The Fields of Atherny” at the site.

The Lord Mayor also attended and spoke at the official Air Canada launch of its direct flight from Montreal to Dublin which commenced on 2<sup>nd</sup> June. Representatives from Tourism Ireland and the President of Ireland–Canada Chamber of Commerce were also present. The number of Canadian tourists visiting Ireland has doubled over the last 6 years and with this new route (and a new Toronto-Shannon route coming online) 2018 will see these numbers grow even more.

##### The University of Maine

MBA Students and their Professors from The University of Maine, met with the Lord Mayor in the Mansion House. These students were being hosted by Greg Swift, Head of Enterprise & Economic Development, and were in Dublin to meet with young start up companies in the city.

#### JUNE

##### Lord Mayor of Belfast

The Lord Mayor welcomed the newly elected Lord Mayor of Belfast Cllr. Deirdre Hargey to the Mansion House. They discussed the existing good working relationship between our two cities and practical ways for us to co-operate going forward and agreed to maintain the momentum and develop short term joint activities between both cities.

##### Shared History Interpretive Project (SHIP)

The Lord Mayor welcomed to the Mansion House, a group of volunteers from the **Shared History Interpretive Project from Belfast** who carry out community based projects with an all-island focus and shares with others the social, industrial and trade union activities carried out over the last 150 years. It has been agreed to develop up links between organisations and projects from Dublin and Belfast.

##### “Summer at UCD”

50 students from Universities across the world (primarily USA) were hosted by the Lord Mayor in the Mansion House. *Summer at UCD* is a programme which involves approx 1,300 students staying out in UCD from 4 – 8 weeks studying physics, Irish history, society and culture during the early 20<sup>th</sup>

century, while other students do internships in the city. The numbers have been growing over the past years as the students act as ambassadors for Ireland, returning home and sharing their stories of the life changing experiences they have had abroad which in return encourages their families and friends to make similar trips to Ireland. Ireland competes with rival locations in the UK and other popular European destinations for this student market.

### **Anglesea County Council, Wales**

A delegation from the Isle of Anglesea County Council met with the Lord Mayor, Chief Executive and representatives from Economic Development and International Relations in the Mansion House to discuss the uncertainties, impacts and opportunities created in the wake of Brexit, with the ports and international gateways of Dublin and Holyhead at the top of the list during the discussions. There was a commitment to building on the many existing ties between the two in order to successfully meet the challenge and opportunities ahead. There was consensus that maintaining engagement and collaboration would hopefully lead to enhanced mutual trade, tourism and cultural benefits.

### **Wuhan Municipal City**

A delegation from Wuhan lead by the Deputy Secretary General , Wuhan Municipal People's Government met with the Lord Mayor and representatives from Economic Development and International Relations, in the Mansion House to discuss city management, the priorities of the council, its competitive and key industries, the latest development of the leading industry/most advanced industries in the city and friendly exchanges with Wuhan with culture, business, trade, or investment projects, or education co-operation projects

### **The Japan Times**

The Lord Mayor, Richard Shakespere, Assistant Chief Executive and city officials from Economic Development & International Relations met with a small team from Global Media, a media partner of The Japan Times (Japan's oldest and largest English language daily newspaper) who will publish a Special Business Report on Ireland in the Autumn. The report aims to promote Ireland as a partner for investment, trade, education and tourism for Japan. It also aims to showcase Irish organisation seeking an increased relationship with Japan and Great Asia.

### **Lord Mayor Nial Ring**

#### **JULY**

Following on from what has been regarded as a very successful visit to Ireland in May by H.E. Mr. CAI Qi, Member of the Political Bureau of the CPC Central Committee and Secretary of CPC Beijing Municipal Committee, Ambassador Yue Xiaoyong paid a courtesy call to the Mansion House and met with Lord Mayor Nial Ring and Owen Keegan, Chief Executive. It has been agreed that a personnel exchange programme between the Government of Beijing Municipality and Dublin City Council would commence in September 2018. It is proposed to proceed initially with four persons from Beijing Municipality (fluent in English) travelling to Dublin and be hosted by Dublin City Council for approximately 3 months. During their stay, they would learn and experience Dublin's city planning;

business environment improvement; incubation of start companies and policies and other relevant issues. Beijing will cover the associated costs incurred by their personnel during their stay. The exchange of Dublin City Council staff travelling to Beijing will require some further consideration and planning.

### **United Irish Societies of Montreal**

Following on from a visit to Montreal in May, Lord Mayor Ring met with Paul Loftus, President of United Irish Societies of Montreal in the Mansion House. With responsibility for the Annual St. Patrick's Day Parade in Montreal, which is one of the 10 largest in the world, he wanted to discuss the possibility of some form of Dublin participation in their 2019 parade to further strengthen the relationship between our two cities.

### **Draft International Relations Framework**

The key aim of the Framework is to bring rationale to our international linkages, one which focuses on mutual benefits between Dublin and the region or city. The draft Framework has been developed up to focus the work of International Relations, to ensure that it fits with the city council's wider objectives and those of the city's stakeholders and partners at home and abroad. The focus is on current and future relationships, international linkages, and potential for trade, investment, tourism, culture and learning and contains actions to achieve our aims and maximise our returns to the city.

The draft Framework sets out the context in which we as a city council will operate and outlines key principles which will guide our International Relations work in partnership with others, towards ensuring we manage our relationships with a focus that facilitates and promotes international links and relations that benefit the city, its economy, education and communities.

### **Possible photos of inclusion in report**

Belfast

Wuhan

Angelesea

UCD Students

Montreal

### **3. Local Enterprise Office M1: Financial Grants**

#### **Finance Update**

#### **Returns to Enterprise Ireland**

- Qtr 2 Trading Online Voucher Programme Cash Flow Complete and submitted to Enterprise Ireland. Seeking Drawdown of €75,000 (up to September 2018)
- Qtr 2 Cash Flow – Returned on time – Submitted on 16<sup>th</sup> July 2018. Seeking to drawdown €408,034.
- Qtr 2 Debtors Report –Headline debtors report returned and accepted with Q 2 cashflow returns. Submitted 16<sup>th</sup> July 2018. On target for full report to be used in Qtr 3 submission.

#### **Cash Flow Summary Report**

- New Cash Flow Summary Report completed. Used as part of Qtr 2 Cash Flow Returns.

#### **Debtors Report**

- Currently Data Testing Report. Slightly behind end of July target date. New target is to have it fully tested and signed off in time for Qtr 3 Returns – September 2018.

#### **Online Grant Management System : AIMS**

Project team set up within Dublin City Council to create Online Grant Management System. The Project team consists of members from the IS Department, Transformation Department and sectors who are operating grants. LEO Dublin City is represented by Mary Mac Sweeney on the Project Board and by Dara Quinlan and Colin Sharkey. AIMS will be linked to our Oracle Finance System.

- Currently at Configuration stage.
- Schedule date for implementation – March 2019.

*Enterprise Ireland currently developing a national LEO CRM system.*

A meeting is to be arranged to discuss the possibility of EI National LEO CRM system linking with our On-Line grants which will be linked to our Finance system.

#### **Online Manager's Order System: :Pilot**



Economic Development and Enterprise is part of a Dublin City Council team which is being led by the Transformation Unit. The aim is to have an online Manager's Order system. The system is being developed in-house by the IS Department and will be available via the Dubnet platform

Currently at Testing Stage.

#### **LEO PERFORMANCE – JANUARY – JUNE 2018**

**Two Key metrics to focus on for next Qtr:**

- ❖ **Grant Approval – Priming, Business Expansion and Tame.**
- ❖ **Grant Drawdowns.**

#### ***Grant Approvals:***

Working with Grainne and her Communication team to get additional promotion via the E-zine and Social Media. M1 Team are actively promoting via client contacts, site visits, face to face, attending networking events etc

#### ***Grant Drawdown***

Critical Vacancy form submitted and approved for filling. This post requires a person with strong administrative and organisational skill who will project manage each stage of the Drawdown process with clients.

January - June 2018

Measure 1	Target YTD	Cumulative Total YTD	Variance YTD	Annual Target 2018	% +/- Annual Target
<b>Number of Applications Received:</b>					
Feasibility/Priming/ Business Expansion/TAME	75	105	30	150	70%
<b>Grant Applications Approved:</b> Number (Feasibility, Priming, Business Expansion)	45	34	-11	90	38%
Value	475,000	553,500.00	78,500	950,000	58%
<b>Feasibility:</b> Number:	10	14	5	19	74%
Value:	31,667	115,000	83,333	142,500	81%
<b>Priming:</b> Number:	14	10	-4	28	36%
Value:	210,000	210,000.00	-	420,000	50%
<b>Business Expansion:</b> Number:	7	10	4	13	77%
Value:	165,750	228,500.00	62,750	331,500	69%
<b>TAME Approvals:</b> Number	20	13	-7	40	33%
Value	37,500	<b>24,987.35</b>	-12,513	75,000	33%

	( January - June 2018)					
Progression Pathway:	Target YTD	Cumulative Total YTD	Variance YTD	Annual Target 2018	% +/- Annual Target	
Number of Clients transferred to E.I.						
☐ HPSU Prospects (Accelerate, CSF, etc.)	3	15	13	5	300%	
FTE Jobs associated with transfer to EI	8	47	40	15	313%	
	( January - June 2018)					
Schools Entrepreneurship:	Target YTD	Cumulative Total YTD	Variance YTD	Annual Target 2018	% +/- Annual Target	
Number of Schools Participating (Secondary schools only engaged in school enterprise programmes)	17	33	17	33	Program me to Commen ce Sept 2018	
Number of Students Participating	650	1,205	555	1,300	Program me to Commen ce Sept 2018	
	( January - June 2018)					
Trading On Line Vouchers:	Target YTD	Cumulative Total YTD	Variance YTD	Annual Target 2018	% +/- Annual Target	
No. of Trading Online Vouchers	50	50	0	100	50%	

approved						
Value (€) of Trading Online Vouchers Paid	100,000	116,436	16,436		200,000	58%
	<b>(January - June 2018)</b>					
<b>MFI:</b>	<b>Target YTD</b>	<b>Cumulative Total YTD</b>	<b>Variance YTD</b>		<b>Target 2018</b>	<b>% +/- Annual Target</b>
Number of Applications submitted	10	13	3		20	65%
MFI Approvals		8				
MFI Enquiries		48				
	<b>(January- June 2018)</b>					
<b>Ireland's Best Young Entrepreneur:</b>	<b>Target YTD</b>	<b>Cumulative Total YTD</b>	<b>Variance YTD</b>		<b>Target 2018</b>	<b>% +/- Annual Target</b>
Number of Applications	50	No decision on whether this will run in 2018			100	No decision on whether this will run in 2018

#### UPCOMING EVENTS

<b>Information Session for clients awarded funding June EVAC</b>  Outlining the steps involved in the drawdown of funding.	Date	11 <sup>th</sup> July 2018
	Venue	LEO Dublin City Office
	Speaker	Dara Quinlan, Business Advisor
	Attendance	11
<b>Dublin BIC Mentoring Sessions</b>	Date	31 <sup>st</sup> July 2018
	Venue	Dublin BIC
	Mentoring 1 : 1	Dara Quinlan, Business Advisor
	Attendance	6 clients
<b>Doing Business with Tesco</b> featuring speakers  <ul style="list-style-type: none"> <li>• Joe Manning, Category Manager Tesco</li> <li>• Michael Donohue, Senior Buying Manager, Chilled, Convenience &amp; Dairy</li> </ul>	Date	26th July 2018
	Venue	The Studio Lexicon, Dun Laoghaire, Dublin
	Lead LEO	Dún Laoghaire-Rathdown
<b>Food Academy Start Programme</b>  Recruitment for the next Food Academy Start Programme has commenced.	Date	31 <sup>st</sup> August
<b>Food Starter Programme</b>  <b>Combined Programme 4 LEOs</b>  Recruitment for the next Food Academy Start Programme has commenced.	Date	14 <sup>th</sup> & 28 <sup>th</sup> September
<b>Trading On-Line Voucher Workshop</b>	Date	25 <sup>th</sup> September 2018
<b>Food Branding and Story</b>	Date	7 <sup>th</sup> of November 2018

<b>Telling</b>	<b>Venue</b>	<b>Jameson Distillery Bow Street Smithfield Village, Dublin 7</b>
	Lead LEO	Dublin City
<b>Women in Tech Awards</b>	Date	22 <sup>nd</sup> November 2018

**PAST EVENTS:**

**Kick Start Your Food Business Programme (Combined Programme 4 LEOs) : 13<sup>th</sup> & 27<sup>th</sup> April**

Food Starter National Pilot	Date	7 <sup>th</sup> & 21 <sup>st</sup> June 2018
A rebranding of the Kick Start Your Food Business Programme.	Venue	Finnstown Castle House Hotel, Luca
	Lead LEO	Combined Programme 4 LEOs
	Attendance	15

**Dublin Food Chain (Combined Programme 4 LEOs)**

Dublin Food Chain is a collaborative network initiative of Local Enterprise Offices in the Dublin area, and supported by Bord Bia. Promotion and developing knowledge within the network is achieved on a network basis, a list of events completed to date;

<b>Raising Funds for a Food Business</b>	Date	24th April 2018
	Venue	All Hallows College, DCU All Hallows Campus, Gracepark Road,
	Lead LEO	Dublin City
	Attendance	53
	Attendance rating	89%
Speakers		
<ul style="list-style-type: none"> <li>• Linked Finance - Adam Hankin</li> <li>• HBAN - Julian Seymour</li> <li>• Microfinance Ireland - Deirdre Parkinson</li> <li>• Flender - Oli Cavanagh</li> </ul>		

**Raising Funds for  
a Food Business**



<b>Succeeding with Buyers</b> featuring speakers <ul style="list-style-type: none"> <li>• Paul Doggett, Category Manager Topaz/Circle K HBAN - Julian Seymour</li> <li>• Microfinance Ireland - Deirdre Parkinson</li> <li>• Flender - Oli Cavanagh</li> </ul>	Date	6th June 2018
	Venue	Tallaght Stadium, Whitestown Way , Tallaght, Dublin 24 , D24, Ireland
	Lead LEO	South Dublin
	Attendance	65
	Attendance rating	93%

**Food Academy Start Programme (Combined Programme 4 LEOs) : 14<sup>th</sup> June 2018**

The Food Academy Start Programme is designed for people who are looking to develop and grow small-scale food and drink production businesses. The programme is delivered through workshop style training and one-to-one mentoring sessions and is supported by SuperValu. It is aimed at those in the early stages of developing their Dublin-based food or drink business

The programme started in January 2018 and cumulated with a presentation to SuperValu buyers on the 14<sup>th</sup> of June 2018 – 15 companies enrolled on the programme.

Company Name	Promoter	Status
Asian Artisan Food	Oliver Wei	Proceed to Trial in Sept
Drink Botanicals	Laura McCarthy	Proceed to Trial in Sept
Take the Cake	Krissy Gibson	Proceed to Trial in Sept
Adeel Asghar	Adeel Bites	Proceed to Trial in Sept
Barbara Hanley	Barbara Hanley	Did not complete the Programme
Natural Born Feeder	Roz Purcell	Deferred presentation till next year

**Launch of Food  
Starter  
Programme**



**-Enterprise Ireland New Frontiers in partnership with Dublin Institute of Technology**

New Frontiers is a national programme providing an integrated and comprehensive set of business development supports to participants.

Business Advisor Dave Connolly represented LEO Dublin City on the assessment Panel for Phase 1 and Phase 2 interviews for enrolment to the programme.

Phase 1 is a six weeks part-time course run one night a week.

Phase 2 is a six month full-time course with participants receiving a €15,000 stipend.

Dates: 28<sup>th</sup> of June – Phase 2 Closing/Business Progress Review – 7 Interviews

3<sup>rd</sup> of July – Phase 2 Interviews – 12 Interviews

4<sup>th</sup> of July – Phase 2 Interviews – 12 Interviews

**Enterprise Ireland Agile Innovation Fund- National Pilot**

Enterprise Ireland's new **Agile Innovation Fund**, is open to clients of Local Enterprise Offices, and allows companies to access up to 50% in support for product, process or service development projects with a total cost of up to €300,000 – with fast-track approval.

The grant is available to clients who are engaging in first time R& D Projects or who are working in sectors that require rapid product design cycles. Eligible costs include personnel costs and overheads, travel and subsistence, consultancy materials for prototype development, certification and clinical trials.

Under the Pilot LEO Dublin City will carry out a Commercial assessment of grant applications. LEO Dublin City is currently assessing one client with their application received on 10<sup>th</sup> May 2018.



## Building Craft and Enterprise Design 2018

This is an eight month programme run in partnership between the Design and Crafts Council of Ireland (DCCoI) and the Local Enterprise Office (LEO) Dublin City encompassing a Trade Show visit to Top Drawer in London in September. Currently there are 24 participants on the current programme.

Workshop 1	Introduction to the Building Craft and Enterprise Design Programme	12th of April
Workshop 2	Product Development Part 1	13th of April
Workshop 3	My Business Structure & Organisation	2nd of May
Workshop 4	Costing and Pricing my design and production	3rd of May
Workshop 5	Website audit and Optimization	13th of June
Workshop 6	Branding your company and your work	27th of June
Trade Show	Top Drawer Olympia London	9 <sup>th</sup> of September
Trade Show	Top Drawer Olympia London	10 <sup>th</sup> of September
Trade Show	Top Drawer Olympia London	11 <sup>th</sup> of September
Workshop 7	Retail Relations & Export Potential	16th of October
Workshop 8	One to One Mentoring in Business, Sales and Design	13th of November
Workshop 9	One to One Mentoring in Business, Sales and Design	14th of November
Workshop 10	The Value of Trade Fairs for design-based business	15th of November

Dublin Tech Summit	Date	18 <sup>th</sup> & 19 <sup>th</sup> April	LEO was promoted on both day via a stand in the exhibition area and online. 15 LEO clients were sponsored to attend and network. Feedback was positive and several of the LEO companies who exhibited met with potential investors and had follow up meetings after the event
	Venue	Convention Centre	

<b>Hungarian Start Up Delegation – Hiventures</b>	Date	24 <sup>th</sup> April 2018	Dave Connolly Business Advisors – Presentation on LEO Supports
	Venue:	LEO Offices	

**Hungarian Start Up Delegation**



<b>MART Studios, Rathmines</b>	Date	3 <sup>rd</sup> May 2018	Dave Connolly Business Advisors – Presentation on LEO Supports
Artist-led, self-sustaining organisation for the development and promotion of contemporary art.	Venue:	Rathmines	
First Friday Brekkie	Date	4 <sup>th</sup> May 2018	<b>Guest Speaker</b> : IKydz, LEO Dublin City Client
	The Office of the Dublin Commissioner for Startups hosts a networking breakfast on the 1st Friday of every month called #1stFriBrekkie	Venue:	6 <sup>th</sup> July 2018  DDDA Building, Custom House Quay between 8.00am and 10.00am

<b>DIT Hothouse, DIT Grangegorman</b>	Date	11 <sup>th</sup> May	Dave Connolly, Business Advisor – presentation on Funding Options for Start Ups.  240 clients attended
<b>Guinness Enterprise Centre Networking Event</b>	Date	29 <sup>th</sup> June 2018	Dara Quinlan, Business Advisor, represented LEO Dublin City.  240 clients attended
<b>Start Up Grind</b>  Startup Grind is a global startup community designed to educate, inspire, and connect entrepreneurs	Date  Venue:	3 <sup>rd</sup> July 2018  Google	Dara Quinlan, Business Advisor, represented LEO Dublin City.
<b>Women in Business Summer Networking Event</b>  <i>Guest Speaker:</i>  Orlaith Carmody, Managing Director, Gavin Duffy and Associates.  Topic:  Become a resilient, inspiring and confidence	Date  Venue:	4 <sup>th</sup> July 2018  The Glasshouse, House, 27 Lower Lesson Street	Dara Quinlan, Mary Mac Sweeney, Grainne Denning, Rachel Hickey represented LEO Dublin City.

performing leader.			
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### National Enterprise Awards

<https://www.localenterprise.ie/DublinCity/Enterprise-Development/Awards/National-Enterprise-Awards/National-Enterprise-Awards-2018.html>

The National Enterprise Awards are organised by the National network of Local Enterprise Offices - celebrate the achievements of Ireland's micro-enterprise sector.

Usheru, a tech company from Dublin who creates film specific website which are connected into cinema, won the Dublin City Enterprise Award 2018 and represented LEO Dublin City at the National gala event which took place on 24<sup>th</sup> May in the Round Room, Dawson Street.

Usheru was not selected as a National Winner. The event was attended by Richard Shakespeare, Cllr Deirdre Heney, Greg Swift and Dara Quinlan.

### Women In Tech Awards – 22<sup>nd</sup> November 2018 [www.womenxtech.com](http://www.womenxtech.com)

The Women in Tech Awards (WTA) is Ireland's first annual celebration of women and diversity in the technology industry. The goal of Women in Tech Awards is to drive diversity and narrow the gender pay gap in an industry which offers opportunity and success to anyone with ambition, passion and a strong work ethic

Dublin City Council will provide sponsorship of €5,000- Online sponsorship, branding, 5 tickets for LEO clients.

Women in Tech Awards is organised by Dublin Tech Summit. LEO Co-ordinator: Dara Quinlan, Business Advisor



## 4. Local Enterprise Office: M2 (Training & Mentoring)

### 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 by e-mail each month. Additionally bespoke newsletters are developed on an adhoc basis regarding specific networks/events/grants. The following emails were sent during:

**May:** Monthly ezine, GDPR opt in ezine,

**June:** Monthly ezine, Brexit event promotion, hucktree alpha programme

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

#### Facebook Advertising

In June we started to utilise paid promotion on facebook instead of solely using organic search. It has meant that we can target individuals by age, location, demographics, interests etc. targeting them also with relevant messages in relation to grant funding, start your own business courses and generating brand awareness of LEO Dublin City and our services. We have been reached over a thousand people for a spend of €0.79. It's a highly cost efficient and measurable medium.

#### Events

##### Trading Online Voucher 31<sup>st</sup> May The Gresham Hotel Dublin 1

87 people attended the Trading Online Voucher information session. This very popular voucher provides financial assistance of up to €2,500 to qualifying small businesses, to develop their e-commerce strategies and sites, by creating or enhancing their online presence.

The next information session will take place on 25<sup>th</sup> September in Wood Quay venue.



##### Brexit Event Aviva 21<sup>st</sup> June

Over 200 companies from across the greater Dublin region met in the Aviva Stadium for a LEO Dublin Region and Enterprise Ireland's Brexit Advisory Clinic. This was the latest in a series of nationwide road-show clinics advising Irish companies on supports available through LEO and Enterprise Ireland



to help them act to address their exposure to Brexit.

The event was opened by Minister of State for Trade, Employment and Business Pat Breen T.D.

Companies were briefed on the broad implications of Brexit, specifically around customs, intellectual property and data, employment law and personnel. An economic market outlook for the UK and Eurozone were also shared with the attendees.

One-to-one meetings took place with independent experts to allow companies to identify how they can improve their capabilities and Brexit response in five key areas: Financial & Currency Management; Strategic Sourcing; Customs, Transport & Logistics, People and Intellectual Property.

## Mentoring

### 2018 (as at 30/06/2018)

Mentoring	Target	YTD
1 Hour	200	107
3 Hour		54
6 Hour	300	135
Clinics	50	25
Participants	500	301
Individual mentoring	500	296
One to One & Group mentoring	1000	597

## Training

May	
Date	Course title
01/05/2018	Business Advice Clinic
03/05/2018	Start Your Own Business May 2018
03/05/2018	Free Library Talks – Financial Supports & Grants for Entrepreneur
09/05/2018	Recruitment & Retention Strategies for Small Business May 2018
09/05/2018	GDPR Information Session
09/05/2018	Business Advice Clinic
10/05/2018	Free Library Talks – Essential Supports & Services for Entrepreneurs
16/05/2018	Pricing, the key to your success
16/05/2018	Facebook and Twitter
18/05/2018	Business Advice Clinic
23/05/2018	Taxation issues & requirements for SME's and the self employed May 2018
23/05/2018	Business Advice Clinic
26/05/2018	Idea generation & lean start up
29/05/2018	Business Advice Clinic

June	
Date	Course title
05/06/2018	Start Your Own Business
06/06/2018	Finance for Business
06/06/2018	Business Advice Clinic
13/06/2018	Instagram & Snapchat
15/06/2018	Business Advice Clinic
20/06/2018	Business Advice Clinic
21/06/2018	Age Friendly Business Workshop
23/06/2018	Idea Generation & Lean Startup
26/06/2018	Business Advice Clinic

Ahead by +200 participants in 2018 in comparison to the same period 2017

Mini tender: Completed June

Autumn/Winter schedule: currently planning

### **Start Your Own Business Programme**

This programme will provide individuals who are seeking to start their own business with the skills, management tools and expertise in making the right decisions, planning and organising effectively. It helps individuals gauge what will be required in order to keep their new venture running effectively and efficiently. Our 6<sup>th</sup> start your own business course has just commenced on 10<sup>th</sup> July, taking place Tuesday and Thursday evenings. Our next course thereafter commences on 28<sup>th</sup> August <https://www.localenterprise.ie/DublinCity/Training-Events/Upcoming-Training/>



### **Start Your Own Music Business Programme**

A Start Your Own Music Business Programme was piloted with First Music Contact in January & February of 2018. It was so successful that we have decided to launch another course commencing 21<sup>st</sup> January to 26<sup>th</sup> February 2019, with 5 modules run over 10 nights. First Music Contact will hold the Hard Working Class Hero's Festival again in September 2018. This programme is specifically targeting artists and music industry professionals, as part of our commitment in supporting those working in the creative industries. We are currently registering interest for the course.

### **Women in Business Network**

The women in business network had the following meetings during May & June:

- 9<sup>th</sup> May: Secrets to Success presented by Sean Gallagher Author & entrepreneur
- 18<sup>th</sup> June: Gaining the edge in business: Tips for using video and networking presented by Go Motion Academy and Social Bee
- 4<sup>th</sup> July Summer barbecue: Perform as a leader presented by Orlaith Carmody of Gavin Duffy & Associates

<https://www.localenterprise.ie/DublinCity/Start-or-Grow-your-Business/Networking/Women-in-Business/Network-Events/>



### **Microsoft Business Mentoring Programme: Review June 2018**

Microsoft had 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 involved 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 provided 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. The 2017 programme was deemed successful and recruitment is to take place for another programme commencing September 2018. It is envisaged that this programme will concentrate on companies from the ICT sector.

### **The National Ploughing Championship, 18<sup>th</sup> – 20<sup>th</sup> September, Screggan Tullamore Offaly**



Local Enterprise Office Dublin City will take part in the Local Enterprise Village at the National Ploughing Championships. The Enterprise Village at the National Ploughing Championships provides opportunity for small companies to take full advantage of this unique consumer event. Collectively the Local Enterprise Offices will showcase the projects supported by the Local Enterprise Offices nationally to thousands of visitors. Exhibitors achieved over €600,000 in sales during the National Ploughing Championships during 2017. This year the Enterprise Village is an enhanced space with a product launch and seminar area.

For small, local businesses looking to expand, The Local Enterprise Village is the ideal gateway to customers across farming communities and rural Ireland. Many of the small businesses being supported by the Local Enterprise Offices will be testing new products and services in September, which in turn, will generate more jobs within those companies in the near future.

Quirky Irish Icons will represent Local Enterprise Office Dublin City. Patricia Pierce of Quirky Irish Icons, Irish themed quirky gifts will represent the Local Enterprise Office Dublin City at the National Ploughing Championships 2018. The brand became established in 2014 and her collection has expanded to fridge magnets, framed icons and personalised gifts. The concept came to Patricia when her nephew moved overseas and missed many things about Ireland e.g. batch loaf, Irish butter and Dublin coddle. The idea was born..! Patricia began created items that symbolised Ireland, that could be easily posted, and yet were a gift with character and charm. <https://quirkyirishicons.ie/>



**National Women's Enterprise Day**

### **National Women's Enterprise Day, 18<sup>th</sup> October**

The theme will be 'from local to global' i.e. entrepreneurs to explore export markets and to 'go international' with their businesses, availing of various supports via their Local Enterprise Office to help them achieve this.

National Women's Enterprise Day aims to inspire, motivate and support women across the country in running their own business.

The event is organised annually by the national network of Local Enterprise Offices and is co-financed by the European Social Fund with support from the Department of Justice and Equality, through the Equality for Women initiative.

National Women's Enterprise Day strives to encourage even more women to set up their own businesses and to increase national recognition of the essential role played by Ireland's female entrepreneurs. The event consists of a variety of developmental support actions, including inspiring speakers, information provision, exhibition of state supports for enterprise, facilitated business networking and one to one business mentoring.

Successful businesswomen shared their experiences with start-up companies and fledgling businesses at this two day event. The benefit for the entrepreneurs attending is that they can access everything they need to know about setting up a business or expanding a business over two days. Participants come away from the event inspired, informed and motivated to fully exploit their potential as entrepreneurs.

### **Lean for Micro: September**

**Lean for Micro**



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. The next Lean for Micro programme begins in September, being led by LEO Fingal.

### **Accelerate: September 2017**

The Accelerate Management Development programme provides the owner/manager with the management, leadership, business skills and knowledge to achieve sustainability and growth in thei

**ACCELERATE**  
Driving Your Business Forward



## 5. Economic Development Office:

The work of the Economic Development Office is divided into 3 channels, Policy, Projects & Research

Policy	Projects	Research
Local Economic & Community Plan (Dublin City) 2016-2021: 2018 Action Plan	Dementia Awareness Project	Apprenticeship and labour market disengagement
Economic Development, & Enterprise and Strategic Policy Committee	Sustainability Accelerator for Business	Talent Attraction & Retention
Dublin Regional Action Plan for Jobs 2020	Dublin Concierge Service	DCC Research Framework
	Dublin.ie	Your Dublin Your Voice

Work is further divided into core pillars of Economic Development

Activities of the Economic Development Office			
Human Development	Placemaking & Clusters	Promotion & Investment	Innovation & Transformation
FreeLancers Forum	Dublin Bay Biosphere	I Amsterdam	FutureScope 2018
Dublin Comic Con	World Cities Cultural Forum	Florida Chamber	UPRISE VII
Responsible Innovation	fDi Digital Cities Ranking	Milwaukee Trad Fest	#HackAccessDub
LECP 2018 Action Plan	Dublin Christmas Flea Market	Dublin Economic Monitor	SmartDublin Showcase
Apprenticeship Summit	Social Enterprise Awards	North Eastern Economic Corridor (NEEC)/C8	Fusion Accelerator
HWCH	Your Dublin Your Voice	Start-up Dublin Office	-
Women in Tech Awards	Dublin.ie	Dublin Concierge Service	-
-	-	Japan Times (Dublin.ie)	-

## **Departmental Update:**

### **Policy:**

#### **1. Local Economic & Community Plan (LECP): Human Development**

EDO continue to work closely with the DCC Community team on the delivery of the 2018 LECP Action Plan. Final editing, proofing and design work is now complete and the Plan is with the printer. It is anticipated that the printed copies will be available by 27<sup>th</sup> July. Copies will be circulated to all Councillors. A "LECP briefing event" will be held on 10<sup>th</sup> October 2018 in the Wood Quay Venue focussing on actions contributing to a Healthy and Sustainable City, form an economic and community collaboration. The Advisory Group will meet on 6<sup>th</sup> September.

#### **2. Dublin Region Action Plan for Jobs (DRAPJ) 2020: Innovation & Transformaiton**

Mary MacSweeny continue to lead on the development of the 2020 DRAPJ. The steering group has agreed to refocuse the plan on more targeted objectives for the remainder of its lifecycle. Specific actions are being agreed to be delivered across the region with each stakeholder taking responsibility for leading the delivery. It has been proposed that EDO will develop a special edition of the Dublin Economic Monitor highlighting context and contributors to job creation, talent retention and attraction in Dublin Region and how these challenges are being addressed.

### **Current work being undertaken by Economic Development office (EDO)**

#### **Projects:**

#### **1. North Eastern Economic Corridor (NEEC): Promotion & Investment**

Following the meeting of the NEEC steering group on July 4<sup>th</sup> in Fingal Co. Co. it was agreed that the initial conference referred to as C8 would be postponed until Q1/Q2 2019 as the purpose and format of it was yet to be agreed. It was also agreed that the current steering group would workshop the project to develop an initial framework for cooperation across the network to develop strong foundations for the project. This framework will then identify research gaps which can then be used to commission targeted research.

#### **2. #HackAccessDublin: Human Development**

On Thursday 5<sup>th</sup> July Dublin City Council announced their sponsorship of the Hack Access Dublin project at a launch event in Dogpatch. HackAccessDublin aims to use innovation & entrepreneurship as a mechanism for identifying, highlighting and solving accessibility challenges for the City, improving accessibility for all users. The main event will take place in

Google Foundry from Friday 2<sup>nd</sup> to Sunday 4<sup>th</sup> November. SmartDublin will be providing assistance and prize funds for the hackathon.

### **3. UPRISE VII: Innovation & Transformation:** Innovation & Transformation

EDO has committed to sponsoring Festival Uprise (technology, innovation & entrepreneurship showcase) for a 3<sup>rd</sup> year. The event will take place in Richmond Hospital on 16<sup>th</sup> and 17<sup>th</sup> October. DCC will have a full branded stage for the duration of the event and host a welcome drinks reception for the international and local delegates. EDO has also secured exclusive rights to the “metropolis” smartcities track for the use of SmartDublin/SmartDocklands.

### **4. Responsible Innovation Summit (RIS):** Human Development

EDO have committed to supporting the RIS for a second year having strengthened our relationship with the organisers following joint participation in FutureScope 2018. The event focuses on promoting Value driven business and investment practices in line with the UN Sustainable development Goals. The event will take place in Croke Park on October 16<sup>th</sup>.

### **5. Dementia 4 Business: Dementia Inclusive Project:** Human Development

“Getting the messages” is a pilot project to support dementia sufferers and their carers’ in accessing and engaging with business in their community. The project is championed by Cllr. Heney and funded by EDO and delivered in partnership with Una Healy Design, member of (IDI), The Alzheimer Society & SuperValu, Raheny. The initial event will be held in SuperValu, Raheny on 26<sup>th</sup> September 2018.

### **6. Dublin City Social Enterprise Award 2018 (€45k):** Human Development

ICE managed the application process for the 2018 awards. The shortlisted applicants were invited to meet with the judging panel chaired by Mary MacSweeney on Friday 29<sup>th</sup> June. The five winners will be invited to attend an award ceremony on 12<sup>th</sup> September 2018.

### **7. Social Enterprise Development Fund (€1.6M):** Human Development

Mary Mac Sweeney was the nominee for DCC for this award to promote it and judge the shortlisted applicants. Mary will attend the award ceremony on 27<sup>th</sup> July in Cork City. DCC LEO mentors will work with 6 social enterprise winners in the Dublin city area who were selected for an acceleration support. As this is year 1 of the scheme €800k will be distributed across the national winners.

### **8. Irish Local Development Network (ILDN) Awards:** Human Development

Greg Swift judged the applicants and DCC will work to host the award ceremony in the Wood Quay Venue. This award recognises people who progressed from job seekers allowance to creating their own employment.

### **9. Dublin City Concierge Service:** Promotion & Investment

Work is ongoing in developing the elements required to build out a concierge service for Dublin city. The EDO is about to undertake an assessment of what value added EDO can offer to

business in terms of information & access and where this service will best sit. We are also working on co-locating the Dublin economic monitor in the same location on line location.

#### **10. Dublin Economic Monitor - August Edition:** Promotion & Investment

The 14<sup>th</sup> edition of the DEM is currently underway with a launch event to take place in DLR on August 2<sup>nd</sup>. A 2 page article has been written on the Sandymount BID and a 2<sup>nd</sup> article will focus on the future of work and productivity. GDPR vastly reduced the circulation of the DEM (c75%) and we are currently undertaking the initial stages of a full review of the DEM to prepare for a tender phase in early 2019 for the next iteration.

#### **11. Review of the Dublin Commissioner 4 Start-ups:** Promotion & Investment

A business plan is being drafted setting out how the city could better utilise its resources to promote the city and connect with the local and international audience supporting the start-up, tech, innovation and smart city offerings.

#### **12. Dublin Bay Biosphere (Enterprise Hub):** Placemaking & Clustering

We are working with the Dublin Bay biosphere team to assist in the development of the potential of the biosphere by working with businesses in the area to become biosphere champions.

### **Research:**

#### **1. Dublin City Summit Series 2018: Apprenticeship –** Human Development

A draft report into the rationale for holding the apprenticeship summit has been completed and is being edited prior to circulation. This report sets out the basis for promoting apprenticeships to assist in positioning them as a viable path to a well paid career, and to tackle youth unemployment, and social deprivation. It is intended to hold the Dublin City Apprenticeship Summit in City Hall on the morning of November 14<sup>th</sup>, as a stakeholder engagement event to further progress this work.

#### **2. Talent retention & Attraction:** Human Development

Following a workshop facilitated by Deloitte, the EDO has a clearer understanding of the challenges facing Dublin City in terms of attracting and retaining talent in the face of global competition. The outputs of this work will form the basis of the scope for an OPG mini tender competition to be initiated during the coming weeks.

#### **3. DCC Research Framework:** Innovation & Transformation

EDO continues to develop the details for a framework to deliver on a range of research topics into key challenge, sectors and issues directly affecting the citizens of Dublin. The outputs of the research will be disseminated in a manner designed to influence decision makers within and beyond the Local Government sector. The proposed framework would be based on the triple Helix model of Industry + Academia + Government. This model will assist DCC in using a robust methodology that will allow for the independent verification of research findings. It is intended

that this framework will provide the “evidence base” for decision making and policy interventions. Research will be divided into short sprints, deep dives and full reports.

#### **4. Your Dublin Your Voice: Human Development**

EDO has taken over the management of the *Your Dublin Your Voice* research panel that was initiated by the International Relations Unit. Jamie Cudden who was key to the establishment of this panel, introduced members of the EDO team to Delve Research and Qualtrics who will work to create, distribute and analyse the surveys. The first survey will be on the theme of The City and Culture. Work is underway to put all the arrangements in place to manage this research platform which is linked to the research@dublincity e-mail

#### **5. World Cities Cultural Forum: Promotion & Investment**

EDO has been working to gather data to populate the fields in the World Cities Cultural Forum reporting. We will continue to provide research for this project and will input to a report on Dublin.

#### **Staffing and Administration:**

Resilience:

A new graduate has joined the EDO team. This is particularly welcome at this time of year due to staff taking their annual leave, with only 2 of the original team currently available. This presents a challenge in terms of services delivery commitments and ability to respond to unanticipated work.

EDO welcome Ms. Michele Ferrando as our new Graduate who commenced her role on Monday 9<sup>th</sup> July. Ms Ferrando will participate in the Graduate programme for a period of 3 years.

Physical space is a critical issue for staff from mid August as the full complement of staff returns from leave. This issue is being addressed with management input.