

Comhairle Cathrach Bhaile Átha Cliath Dublin City Council

Strategic Policy Committee

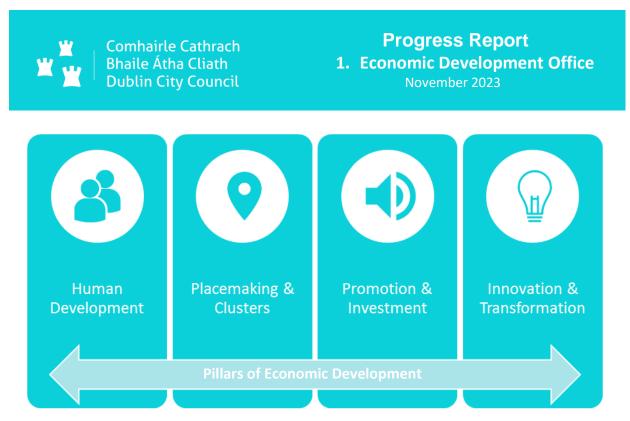
Economic Development & Enterprise 28th November 2023

Management Reports

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1. Economic Development Office & Dublin Place Brand Report November 2023



Event	Date	Location	EDO	Pillar	Status
SPC	31/01/2023	Zoom &	Lead	All	Completed
	25/04/2023	City Hall			Completed
	12/09/2023				Completed
	28/11/2023				
So Circular	09/03/2023	Wood	Lead	Innovation	Completed
Event		Quay		&	
(MODOS)		Venue		Transform.	
LEW					
DCU Social	27-30/03/2023	DCU	Sponsor & Support	Innovation	Completed
Innovation				&	
Hackathon				Transform.	
One Zero	29-30/03/2023	William	Sponsor & Support	Placemaking	Completed
		Fry, Aviva		& Clusters	
		Stadium			
The African	18/05/2023	Wood	Sponsor & Support	Placemaking	Completed
Professional		Quay		& Clusters	
Network		Venue			
Ireland					
(APNI) Lion's					
Den 3 rd					
Event					
Dublin	29/05 - 01/06	Various	Sponsor & Support.	Innovation	Completed
Circular	2023		Lead 1 deep dive /	&	
Economy			workshop on social	Transform.	

Hotspot 2023 (Rediscovery Centre) Dublin	08/06/2023	Grant	enterprise Lead	Promotion	Completed
Economic Monitor Annual Launch		Thornton		& Investment	
Dublin Maker	02/09/2023	Richmond Barracks	Sponsor & Support	Innovation & Transform.	Completed
Dublin City Social Enterprise Awards 2023	14/09/2023	Oak Room, Mansion House	Sponsor & Support	Placemaking & Clusters	Completed
AI Awards	21/11/2023	The Gibson Hotel Dublin 1	Sponsor & Support	Innovation & Transform.	Completed
MODOS Networking Event	29/11/2023	Oak Room, Mansion House	Lead	All	Planning
Night Time Economy Summit - Dublin City Summit Series	30/11/2023	Project Arts Centre	Lead	All	Planning
Start- Up Awards 2023	30/11/2023	City Hall	Sponsor	All	Planning
Social Enterprise Christmas Networking Event	5/12/2023	Third Space, Smithfield	Support	All	Planning

Local Economic & Community Plan (LECP) 2022 – 2027 - Development – Innovation & <u>Transformation</u>

Last meeting 22/02/2023

Development of the new LECP is ogoing. It follows a six stage development process which is led by the Community Development section of DCC and supported by the EDO.

Stage one is now complete with the draft High Level Goals agreed, the Socio Economic Statement and Consultation Document completed. KPMG are supporting stage 2, consultation and are reviewing all of the work to date with the next steps being the public consultation which is now open until the week ending December 15th. As part of the consultation the following will be delivered:

- Up to 10 one to one stakeholder interviews (High Level interviews with key stakeholders)
- 1 in-person workshop for Dublin City Council Executive Managers on Tuesday 7th November 2023.
- 2 economic engagement workshops scheduled for December 13th 2023
- 2 community engagement workshops scheduled for Monday 27th November 2023
- 1 world café style event at the end of the consultation period(tbc January 2024)

Night Time Economy (NTE) - Placemaking & Clustering

Last meeting	28/09/23
Next meeting	13/12/23

Catherine Martin T.D., Minister for Tourism, Culture, Arts, Gaeltacht, Sport and Media established the Night-Time Economy Taskforce on 30 July 2020 and the Report of this Taskforce was published in September 2021. It is a Cross-Government Report containing 36 actions across a broad range of issues associated with the Night-Time Economy, all with the aim of increasing the diversity of events, increasing cultural opportunities and encouraging innovation and creativity in the Night-Time Economy.

Action 19 of this report calls for a pilot initiative to establish new "Night-Time Advisors" in the successful cities and towns to develop new Night-Time Economy opportunities. Dublin City Council has been successful in the pilot application made in June 2022. All cities and towns selected will help drive and support a safe, sustainable night-time economy in specific areas.

Dublin City centre hosted two thrilling celebrations in November to mark its recognition as attaining consistent excellence across its evening and night time economy. 'Dublin by Night Fest' marked the city's award of its tenth successive prestigious Purple Flag, awarded to towns with consistently vibrant nightlife.

The new festival is jointly organised by DublinTown, Dublin City Council, Fáilte Ireland and the Department of Tourism, Culture, Arts, Gaeltacht, Sport and Media supported the two day event on Thursday, November 2 on Drury Street/South William Street and on Friday, November 3 on Capel Street and was launched today by Lord Mayor Daithí de Róiste and the Minister for Tourism, Culture, Arts, Gaeltacht, Sport and Media, Catherine Martin T.D.

The impact of this event not only enhances cultural activity in the city but also supports the provision of a vulnerability and personal safety training programme for workers at night for all venues and businesses that participated in the festival.

Next Steps:

- Appoint a Night Time Economy Advisor. A formal, external competition run in August did not deliver a suitable candidate. The position has been re advertised and shortlisting has taken place with interviews being scheduled
- 2) YDYV Night Time Economy- results disseminated to senior management

Dublin City Summit Series 2023 will focus on the Night Time Economy and will take place on November 30th at the Project Arts Centre. Preparations are well under way and invites to speakers and panelists have been issued.

Dublin Belfast Economic Corridor (DBEC) – Placemaking & Clustering

Last meeting/Briefing	27/03/2023
Next meeting	July/August 2023

The work of the Dublin Belfast Economic Corridor involving eight local authorities and two universities is on-going. KPMG were commissioned to produce a development plan, vision and strategy which informs the work of the corridor. The Development Plan is available on the website which includes profiles of each of the local authority members and other key information available at: https://www.dbec.info/

The secretariat of DBEC has transferred to Newry Mourne and Down District Council, who are working with the partners to support the next phase of development of the corridor. The last Political Advisory group meeting was held in DCU.

The two feasibility studies funded by Shared Island have been presented to the DBEC members on Innovation Hubs and on Connected Circular Economy. Both studies need to be finalised and submitted to the Shared Island unit by 30th November.

DBEC is commencing work to better understand the skills profile of the corridor – the first phase will be carried out by DCU and UU and this will inform the second phase of this work. Funding opportunities are also being explored along with opportunities to support Cluster Development along the corridor with an initial focus on off shore wind energy.

The recruitment process for two DBEC support positions is complete; both post holders have commenced employment. A collaboration and funding agreement is to be signed off by all DBEC partners in coming weeks and is included in the papers for today's meeting of the Economic and Enterprise SPC.

Dublin Belfast Connected Circular Economy - Capital Expenditure Feasibility Shared Island Funding

The Government in the Programme for Government and revised National Development Plan (2021-2030) set out a significantly-enhanced level of ambition for collaborative all-island investment. The goal is a more connected, sustainable and prosperous island for all communities. This is backed by a total all-island investment commitment of more than €3.5billion out to 2030, through the Government's Shared Island Fund; Project Ireland 2040 funds; resourcing for North/South cooperation; and the PEACEPLUS programme, delivered with the European Union, UK Government and Northern Ireland Executive.

Through a joint application between DCC and Belfast City Council €250,000 of Shared Island funding was awarded in a joint bid to support start up and scaling businesses who will create solutions to circular economy challenges.

M-Co were appointed to lead the initial stage after a tender process supported by the Office of Government Procurement (OGP). Two workshops have been delivered to date, one in Belfast and one in Dublin. The work of the Steering Group has also concluded and the final report is pending.

ENFUSE- Placemaking & Clustering

ENFUSE is a programme initiated by the EDO office that matches local enterprises / social enterprises with teams of Masters University / college students.

Key milestones	5:
22/01/2023	Call for enterprises to apply closed
	57 Enterprises and student teams matched
25/05/2023	ENFUSE Finals held at the Wood Quay Venue. The top student teams pitched to
	industry Judges on the plan they produced to assist their allocated enterprise.
Qtr 3, 2023	Review and debrief of ENFUSE Finals and programme. LEO mentor conducted an
	evaluation exercise of the programme to date.
Qtr 4, 2023	Evaluation / feedback survey will be conducted on all participant enterprises.
Qtr 4, 2023	Promotion of ENFUSE 2024

Economic Development & Enterprise Strategic Policy Committee: SPC - Strategic Approach

Last meeting	12/09/23
Nov Pre SPC meeting	20/11/23
Next meeting	28/11/23

Last meeting held on 12/09/23 on Zoom and in person at Council Chambers, City Hall and livestreamed on Public I.

The agenda covered

- Community Wealth Building
- European Programme Support Office & International Relations
- Smart Dublin and Smart Cities Update
- Smart Tourism Strategy Update
- Night Time Economy Summit Series Update
- Dublin City Local Economic and Community Plan Update
- Dublin Belfast Economic Corridor Update (agenda item not reached due to time constraints)
- EDE Management Reports (agenda item not reached due to time constraints)

The next meeting of the SPC is scheduled for 23/01/24 in hybrid format. Pre SPC meeting to be arranged and agenda to be drafted. Preparatory work is underway.

Dublin Economic Monitor – Promotion & Investment

The Dublin Economic Monitor is a publication for the 4 Dublin Local Authorities, led by Dublin City Council's Economic Development Office in conjunction with Grant Thornton and Packed House.

Completed since last SPC

07/09/2023	Q3 DEM
16/10/2023	Q3 PMI
03/11/2023	Q3 Spending Pulse
10/11/2023	Q3 fDi insights

All got widespread media coverage with RTE, the Irish Times, the Irish Examiner, Business Plus and Dublin Live.

Current status

Q4 DEM focussing on the impact that Working From Home is having on commercial property/transport is due for publication in H1 December.

Further details: <u>www.dublineconomy.ie</u>

Your Dublin Your Voice

13/09/2023	Q3 Survey on Night-time economy analysed and results disseminated
25/10/2023	Q4 Survey on Waste Management – 1,028 respondents
07/11/2023	Q4 Survey on Waste Management initial analysis
17/11/2023	Q4 Survey on Waste Management analysis and results dissemination

Tender completed and contract signed for provision of consultancy services to the Your Dublin Your Voice Platform

10/03/2023Tender live with the OGP26/05/2023Contract signed

www.dublincity.ie/business/economic-development-and-enterprise/economic-development/yourdublin-your-voice

Events/Events Sponsorship

The Economic Development Office engages with a limited number of new and innovative groups/events that have the potential to support economic development across Dublin City. The Economic Development Office provides support to such groups/events which integrate with the pillars and work streams of the EDO Strategy.

Recent and upcoming events supported by EDO include:

- DCU Social Innovation Hackathon Hack4Change Circular Economy. 27-30/03/2023.
 Supported by EDO via presentation on how DCC is supporting Social and Circular Economy, EDO sponsorship of catering and student prizes.
- One Zero. Global sports and sports technology conference. 29-30/03/2023. Hosted at William Frys Offices an Aviva Stadium.
- Dublin Circular Economy Hotspot 29/05-01/06/2023
 Dublin City Council supported the Circular Economy Hotspot Dublin 2023 29/05-01/06
 2023. The Rediscovery Centre led the event with support from the EDO on the steering committee and a financial package of €90,000. The EDO led a deep dive / workshop as part of the event on social enterprise which integrated with the SoCircular initiative. Further information and follow on resources are available here: https://www.dublincirculareconomyhotspot.com/
- Dublin Maker is a free, family friendly "show and tell" experience where makers (inventors, tech enthusiasts, crafters, educators, tinkerers, hobbyists, engineers, artists, science clubs, students, local enterprises and social enterprises, authors and commercial exhibitors) will showcase their creations in a carnival atmosphere. Creations will range from traditional crafts to AI robots etc. 02/09/2023, Richmond Barracks. <u>https://www.eventbrite.ie/e/dublin-maker-2023-tickets-695909222217?aff=web</u>
- Dublin City Social Enterprise Awards 2023, 14/09/2023, Oak Room, Mansion House. <u>https://www.eventbrite.ie/e/dublin-city-social-enterprise-awards-2023-tickets-658290052267?aff=oddtdtcreator</u>

- AI Awards, 21/11/2023 The Gibson Hotel Dublin 1 <u>https://aiawards.ie/</u> Upcoming

- MODOS Networking event 29/11/2023, Oak Room, Mansion House. Register to attend via: <u>https://www.eventbrite.ie/e/supports-for-greening-your-business-in-a-circular-economy-a-modos-event-tickets-755439358457?aff=ebdssbdestsearch&keep_tld=1</u>
- Night Time Economy Summit Dublin City Summit Series. 30/11/2023. Project Arts Centre <u>https://www.eventbrite.ie/e/night-time-economy-summit-tickets-</u> 715954708807?aff=oddtdtcreator
- The Start-Up Awards City Hall- November 30th
- SE Social Enterprise Christmas Networking event. 5/12/2023, Third Space, Smithfield. https://www.eventbrite.ie/e/christmas-get-together-tickets-735392678297
- Building Better Business. (Dublin Region Event) 7/12/2023. Register here: https://www.eventbrite.com/e/building-better-business-in-dublin-tickets-694644579637

Tourism Unit Update

The EDO is collaborating with the Tourism Unit on the following:

1) Spotlight Report

The spotlight report is produced by Dublin City Tourism Unit and monitors Dublin's tourism industry performance and recovery.

- 10/03/2023 January Spotlight published
- 03/04/2023 February Spotlight published
- 2) National Data Framework Procurement

DCC are leading on a National procurement process for Local Economic Data and Insights

- 05/04/2023 PIN closed
- 13/04/2023 Review of Submissions completed
- 04/05/2023 Shortlisted PIN presentations to the cross local authority evaluation group
- TBC/11/2023 Draft tender outline circulated to the LGMA and the evaluation group

Dublin Region Enterprise Plan (DREP) 2024 – Innovation & Transformation

The Dublin Regional Enterprise Plan to 2024 seeks to complement and translate national enterprise policy into a regional context, facilitate collaboration regionally to address prioritised ecosystem gaps and opportunities, and help achieve investment and employment targets. There are six strategic objectives in the plan and Dublin City Council is supporting delivery of 20 of the 26 key actions. Work to complete these actions is ongoing. The plan may be amended or have additional actions added that support the strategic objectives.

The 6 strategic objectives are as follows:

- Strengthen resilience and the potential for scaling amongst Dublin's SME's and start-Ups
- Promote context specific, attractive and adaptive place-making for an evolving world of work & diverse lifestyles, enabling resilience, business recovery and new opportunities for Dublin

- Facilitate every individual to realise their full potential through engagement in economic activity
- Enable and position business as leaders in Dublin's low-carbon transition
- Ensure the availability of skills and talent to realise Dublin's future economic potential
- Strengthen Dublin's Ecosystem

A quarterly report was provided and the next meeting is scheduled for December. The Better Business event is scheduled for the 7th December with a focus on Green and Digital transition and will be held in the convention center. LEO Dublin city and Economic Development and the Dublin Place Brand team are supporting this event and will host a stands at it.

A full copy of the plan is available at: <u>https://enterprise.gov.ie/en/publications/publication-files/dublin-regional-enterprise-plan-to-2024.pdf</u>

MODOS - Climate & Innovation

The development of a new and extensive Modos website was completed in Qtr 2, 2023. The website will enable increased promotion and efficiency regarding further developing the programme. Plans are being made regarding Modos events and training programmes to take place during 2023/24. A Modos networking event will take place on the 29/11/2023. Register to attend here https://www.eventbrite.ie/e/supports-for-greening-your-business-in-a-circular-economy-a-modos-event-tickets-755439358457?aff=ebdssbdestsearch&keep_tld=1

SPADE Enterprise Centre

The SPADE Enterprise Centre's Shared Kitchen was officially opened by Minister Simon Coveney on 24/10/2023. The new shared kitchen provides much needed flexible, affordable and city centre based: food preparation space for entrepreneurs and enterprises. Further information is available here: <u>https://www.spade.ie/shared-kitchen-space</u>

2. Dublin Place Brand Report

Strategy & Research

Place Branding Consultancy

- **DREP Funding:** A report highlighting the benefits of a place brand for the Dublin region along with a request for funding was well received by Jonathon Patchel, Principal Officer, Department of Enterprise, Trade & Employment. Johnathan will attend the next group meeting of the LA's DOS's and will also follow up with EI and IDA. The first call of €35 million funding from the European Regional Development Fund to drive implementation of the Regional Enterprise Plans will be announced in the coming weeks.
- Dublin Place brand to have a presence at the Better Business Conference, Convention Centre Dublin, Thursday 7th December. This will be to raise the brand and a shared vision for the region as highlighted in the Dublin Regional Enterprise Plan.

Project Management

Tender for Journalism, Copywriting and Content Development Services

• The assessment panel is now concluded, and a ranked panel has been put in place.

Student Intern from TU Dublin

• A second-year digital marketing student from TU Dublin is currently on a fourteen week internship with us, running from September to January. They work across both DBP and EDO units.

Campaigns & Events

Dublin Place Brand Sign

• The new portable brand sign featured at the Culture Night event in City Hall, Open House at the Mansion House on 14th October, Bram Stoker Festival and Dublin Book Festival. It will also be featured at the Night Time Economy Summit and SoCircular Christmas Market.



AI Ireland

- In conjunction with EDO, we are supporting a category at the AI Awards, at the Gibson Hotel on 21st November 2023.
- Along with branding opportunities, a video outlining our support for the Awards and the Al sector will be shown and promoted across social media.
- MD of the AI Awards, Mark Kelly, has produced a piece about AI and the growth opportunities for jobs for Dublin.ie.
- Mark spoke at DCC Transformation Week on how AI is changing the landscape for enterprises and local government.



UCLG Conference

• The brand will have a presence at the UCLG Conference (Europe's Biggest Conference on Culture) from 28th November-2nd December. Will include branded notebooks, bags and lanyards for all 500 delegates.

Merchandise

- **European Project Support Office:** Organised production of 500 Wild by Water bags, produced for EU office for a conference in Brussels. The bags featured joint branding with the EPSO logo alongside the Dublin City Council logo and the Dublin Place Brand.
- HR have started using Dublin branded merchandise as part of their staff welcome packs.
- Merchandise was provided to:
 - **Lord Mayor's Office:** Gave 60 Dublin branded notebooks to the Lord Mayor to give to visitors and dignitaries.
 - **Climate Action Office:** Gave 60 bike seat covers and pens for several college visits.
 - A stock of branded merchandise was given to the Chief Executive's office for upcoming meetings and trip.

Dublin.ie

Content

- The Third Level: From Tarquinia to Dublin: Published the new story to site and promoted across social.
- What's On: 89 new listings published in the month of October.

Site Metrics

- Users:
 - 129k visits recorded by Cloudflare / 62k recorded by Google Analytics
 - Average pages viewed: 1.95
 - Geo breakdown: 76% Ireland, 8% UK, 3% USA, 2.4% Germany, 1% India
- Popular Content:
 - <u>What's On</u> (72% of all site visits are for What's On)
 - o <u>Homepage</u>
 - o <u>Markets</u>
 - <u>Finding Student Accommodation</u>
 - <u>The Hell Fire Club</u>
 - <u>Museums</u>
 - Big names and multinational companies
 - <u>Getting around: Transport in Dublin</u>
 - <u>Attractions</u>
 - <u>Soccer</u>

Social

The biggest content milestone recently was the roll out of our scholarship content series, featuring Rachele Faggiani. This was produced entirely in-house, including a written article, our first ever long form Q&A video, and a series of short reels/TikTok videos. One reel was published in this series in September, and the remaining three in the series are rolling out across October and November.

- Current Total Followers: 42.2k (+ approx. 120 new followers this month)
- Twitter: 15.8k followers (-100)
- Facebook: 19.8k followers (+60)
- Instagram: 6.1k followers (+50)
- TikTok: 429 (+12)

Data as at 03/10/23. Twitter (now renamed X) continues to have a decreasing usership, leading to an ongoing decrease in following.

Social Content Highlights

- Facebook Highlights
 - <u>Promotion</u> of Q&A article with the Dublin scholar, Rachele Faggiani (7 reactions, 1 comment, 1 share)
 - Promotion of Dublin SportsFest (1 reaction)
- Instagram Highlights
 - <u>Promotion</u> of Q&A article with the Dublin scholar, Rachele Faggiani (42 likes, plus 250+ views on IG stories)
 - <u>Reel</u> of Rachele's favourite Dublin bookshops (34 likes, 1,021 views)
 - <u>Video</u> promoting Culture Night (24 likes, 1 comment)
- Twitter/X Highlights
 - <u>Promotion</u> of Q&A article with the Dublin scholar, Rachele Faggiani (1 repost, 2 likes)
 - <u>Promotion</u> of Eat the Streets (1 like)
 - <u>Promotion</u> of Culture Night (3 retweets, 3 likes)

- TikTok
 - <u>Video</u> showcasing Rachele's favourite bookshops (588 views, 17 likes, 2 saves)

Stakeholder Engagement & Meetings

Dun Laoghaire-Rathdown

• Met with DLR Economic Development team. They were open to start working together on future joint projects to include the Place Brand. Also discussed setting up an Economic Development Local Authority Networking group with all 4 LAs.

European Cultural Tourism Network (ECTN) Awards

 Attended the ECTN Conference and Awards in Paphos, Cyprus with Mary MacSweeney. Was an opportunity to find out latest trends and developments across tourism development and marketing across Europe. Also an opportunity to meet key tourism contacts from public bodies across Europe. DCC also won an award in the ECTN Awards for the Dublin Digital Trails app – receiving 2nd place in the Digital Category.

Dublin Local Authority Tourism Network

 Quarterly meeting with the four local authority tourism leads as part of the Tourism LA Network. Discussed launch of upcoming strategies, joint initiatives around data and membership of the Irish Tourist Industry Federation. Also met Helen Cole and Mark McGovern, Dublin Managers for Failte Ireland. Next meeting hosted by SDCC in Tallaght Stadium on 23rd November.

DublinTown

• Attended the launch of the new DublinTown.ie website at Café en Seine. A busy event with representatives from both public and private sectors. Had an opportunity to meet Caroline O'Keeffe, Dublin Manager, Fáilte Ireland; Owner of FirstTable.ie and Clyde Carrol, Marketing Director, Dublin Town.

Dublin Chamber

• Attended Dublin Chamber Annual Dinner in the Dublin Convention Centre. Was an opportunity to meet a number of stakeholder organisations, including Dublin Chamber, Enterprise Ireland and Dun Laoghaire-Rathdown.

ICE Enterprise Launch

• Attended launch of the new Inner City Enterprise centre in Colereine Street. Met a number of stakeholder organisations including social enterprises and private sector organisations, including C&C, one of ICEs supporters.

3. Local Enterprise Office: Training, Mentoring & Financial Grants

SPC Report: Local Enterprise Office Update November 2023

Environment

While achieving and exceeding Enterprise Ireland targets, we are at pre pandemic levels of engagement on all products. Clients are choosing online options. We have issued a survey to confirm this is now service users continue to wish to access services. The survey is presently live.

A slight increase in walk in / client appointments has occurred in 2023 however nothing in comparison to service delivery levels in 2019 i.e. approximately 89 (at end of October) in person walk in enquires during 2023. The office is staffed Monday through Friday, 9am – 1pm, 2pm – 5pm for those seeking in person interaction.

We continue to monitor, analyse & amend measures i.e. research on training, promotion, further advertising/communications work to sustain & boost numbers.

The war in Ukraine, the corresponding energy crisis and the cost of living crisis continue to pose further challenges for business.

Ukraine Enterprise Crisis Scheme was launched for clients who are currently viable but financially vulnerable because of additional energy costs due to the impact of the Ukraine Crisis. This is two-stream approach with Applications for Stream 1 closing on Friday November 17th 2023. Applications for Stream 2 will close on Thursday 15th February 2024 <u>https://www.enterprise-ireland.com/en/funding-supports/company/esetablish-sme-funding/ukraine-enterprise-crisis-scheme.html</u>

<u>Energy Efficiency Grant:</u> The Energy Efficiency Grant supports the investment in technologies and equipment identified in a Green for Micro Report, GreenStart Report or a SEAI Energy Audit with 50% of eligible costs up to a maximum grant of €5,000.

The aim of the scheme is to reduce the impact of enterprises on the environment thereby increasing the agility and resilience of these businesses.

https://www.localenterprise.ie/Energy/WHAT-IS-THE-ENERGY-EFFICIENCY-GRANT-/ Demand has been low with only one active application presently via LEO DC.

Department of Enterprise Trade & Employment Supports

We continue to actively promote all ongoing supports by the Department of Enterprise Trade & Employment to SME's in our monthly newsletter and via social media channels. New grant schemes are advertised via the newsletter and news items relevant to SME's via social media. In this way, we ensure that entrepreneurs have the latest information on any scheme that maybe suitable to assist their business.

https://enterprise.gov.ie/en/what-we-do/supports-for-smes/

https://enterprise.gov.ie/en/news-and-events/department-news/

An example of a recently launched initiative, government extends emergency business flooding schemes to those affected by more recent weather events https://enterprise.gov.ie/en/news-and-events/department-news/2023/november/021123.html & €145m scheme to promote economic growth across all regions https://enterprise.gov.ie/en/news-and-events/department-news/2023/october/regional-enterprise-plan-chairs-welcome-new-145m-scheme-to-promote-economic-growth-across-all-regions.html

<u>Communications</u>

A monthly newsletter is disseminated to all subscribers, with reminder mailings also taking place. Average recipients of newsletters monthly is 4.5k.

- September newsletter issued September 5th 2023
- October newsletter issued October 3rd 2023
- November newsletter issued November 1st 2023

<u>In addition to the regular monthly e-zine</u>, bespoke Newsletters are disseminated. We are mailing attendees of the Business Advice Clinic post attendance to connect them with follow on services such as the Start Your Own Business programme and other offerings. This is happening on a monthly basis.

Mailchimp: Due to data/confidentiality concerns i.e. data being warehoused outside the EU, in response to a directive from the LGMA, it was decided to seek a new provider as an alternative to using the mailchimp system. LEO DC will be moving to use of Zoho in January 2024. We review systems for ease of use, functionality, staff capability & cost.

Social Media Channels

- Twitter: 11.1k average followers.
- Facebook: 3.5K average followers
- Instagram: Instagram: 1.2K followers, a developing channel & Instagram slowly growing month on month. Of all the social media platforms, Instagram has great growth potential particularly for use to promote our craft & food sectors.

Case Studies

Case studies bring the companies and the supports and services provide by LEO to life:

All case studies https://www.localenterprise.ie/DublinCity/Case-Studies/

Posting a new case study monthly. Case studies completed and promoted from September & October with a wide range of businesses highlighted.

- Sushi King <u>https://www.localenterprise.ie/DublinCity/Case-Studies/Sushi-King.html</u>
- Sorcha O Raghallaigh is an Irish designer celebrated for her unique, bespoke creations and embroidery. Sorcha was recently approved for a TAME grant which has supported her in working with a Paris showroom in this years Paris fashion week. It will help her grow her export wholesale division and expand international stockists. Earlier this year she also participated in the LEO Dublin City Mentoring Programme, https://www.localenterprise.ie/DublinCity/Case-Studies/Sorcha-O-Raghallaigh.html

Cross promotion is conducted in both newsletter and social media.

Video Case Studies

LEO Dublin City have also completed the first two of four video case studies with Proposition Films for Consultancy clients with LEO clients "Basecamp" <u>https://basecamp.ie/</u> and "Paddybox" <u>https://thepaddybox.com/</u> the first participants to engage in this process to help enhance the LEO Consultancy offering – Lean, Green, Digital & Export. Planning for additional case studies is in process with the next two clients that may be considered may be Nutty Delights for Digital promotion & RUA Foods for Green.

Dublin City FM:

The Autumn / Winter schedule featured:

- National Women's Enterprise Day which took place on October 19th 2023
- Women in Business Awards which are scheduled for Monday 11th December from 5.30 9.30pm for the Oak Room in the Mansion House.

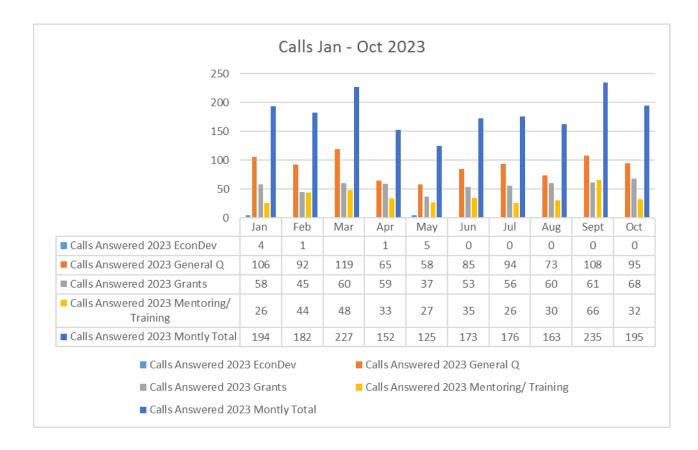
All in a Days Work Campaign

The "**All in a Day's Work**" campaign by the Local Enterprise Offices is focused on highlighting the supports that will enable small businesses to make significant changes to the way they work that will help them now and in the future. This campaign was run for six weeks from early September. These supports include the Lean, Green and Digital programmes, all of whom enable small businesses to become more competitive and productive in how they work. 26 businesses made contact of which 4 presented product leads. The campaign results are currently being assessed by the LEO unit & direct feedback has been sought from business advisors.

www.allinadayswork.ie

First Stop Shop

Calls during 1st Jan to 31st October: 1822 calls / 1555 for the same period in 2022 / +267 – comparable numbers year on year. Breakdown of calls year to date: 0.60% economic development, 49.12% general enquiries, 30.57% grants, 20.14% mentoring & training.



Emails during January 1st – October 31st 2023: 4044 emails received and processed vs 2768 for the same period in 2022. + 1276 emails year on year.



Breakdown by category of activity:

- M1 supports: trading online voucher 5.09% & grants 16.49% = 21.58 %
- M2 supports: Training 36.10%, Mentoring 22.08% & Start Your Own Business 20.23% = 78.42%

In Person Interactions: Low demand for appointment or walk in service. 89 year to end of October 2023.

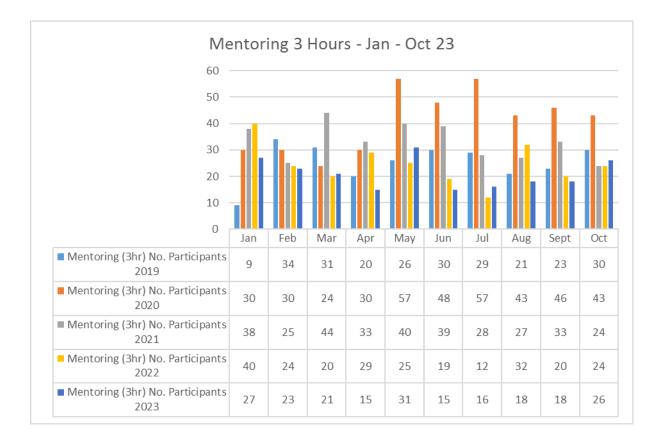
Mentoring

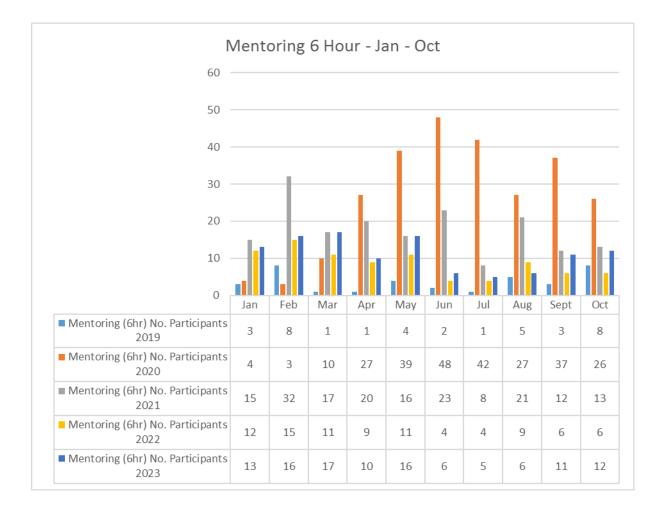
Annual Target 2022: 1,000 hours

1st Jan – 31st October 2023: 1080 hours achieved

Achieved vs annual target

- 3 Hour Product: At 73.22%
- 6 Hour Product: at 38.67%
- Business Advice Clinics delivered 149.60%





Mentor Meetings: continuing monthly. Opportunity to gain feedback from the panel and to update them on emerging products. Last meeting took place 31st October. Mentors enjoy the 30-minute meeting monthly as its frequent enough and not a large time commitment. A Christmas in person mentor meeting is planned for 15th December to welcome new mentors & say thank you for service provision to those who will have successfully moved from our 2019 – 2023 panel to our 2023 – 2029 panel.

Mentor Tender: The current tender is active until February 2024, extended from Oct '23 to Feb '24 by Managers order to ensure service continuity while paperwork is being finalised for the new framework.

A new Mentor panel is to be established via a multi-party framework process. The tender was published on July 29th ID: 2038854 <u>http://www.etenders.gov.ie/</u>

It is anticipated that this tender will be active for a period of 6 years.

All documents have been sent to the legal department. Greenville Procurement are currently finalising the letters of offer for the successful applicants and contracts will be drafted.

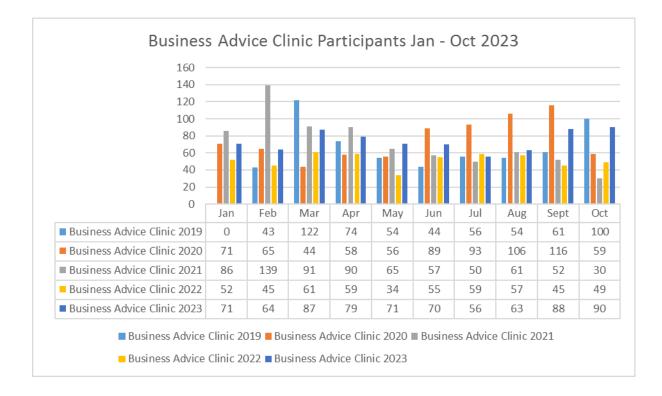
Brexit Mentoring: 11 Brexit specific Tender mentoring sessions requested Jan – October 23 vs 17 for the same period in 2022.

Business Advice Clinics (BAC)

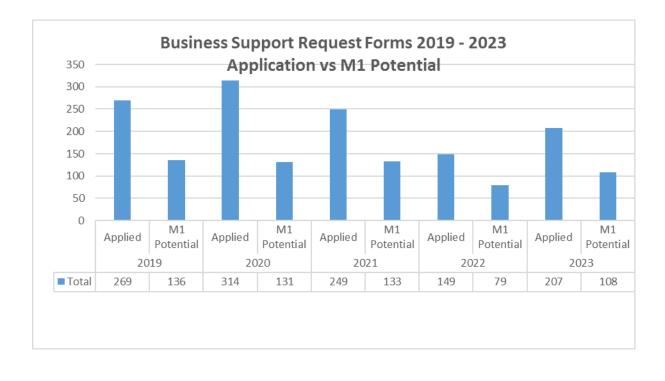
Annual target 2023: 500 participants, 48 clinics

1st Jan – 31st October 2023

- 43 clinics delivered vs 44 in 2022. -1 year on year.
- Participants: 739 participants Jan Oct 23 inclusive vs 516 for same period in 2022, currently ahead YOY by 223 participants. Target exceeded by 239.
- Performance vs annual target: 89.5% of annual clinics delivered. 149.60% of annual participants delivered.



Business Support Forms (Those who seek to consult with a business advisor pre loan application)



As at 31/10/2023. Comment:

Measure 2 continue to maintain the business support request form weekly to ensure pipeline to the M1 Business Advisors for EVAC purposes.

The annual trend for M1 support is leaning largely towards the tech sector with over 30% of the requests in this category. Food & Drink, Professional services and manufacturing requests each have an average of 15%. Health & Wellbeing requests are at 10% while Craft and tourism requests are at 7% and 3% respectively.

Communications have also been undertaken to promote priming grants to increase pipeline.

Training Schedule '23 https://www.localenterprise.ie/DublinCity/Training-Events/Online-Bookings/

Annual Target: 3000 participants

1st Jan – 31st Oct '23: 4104 participants, 162 courses year to date. Annual Target exceeded by 1,104 participants at 31st Oct 2023.



We continue to monitor market trends, environmental factors and have regular meetings with training providers for feedback to ensure the courses are offering real value to the entrepreneurs and are relevant to their needs. We are also providing training in emerging areas such as artificial intelligence. We continue to liaise with other LEO offices in the Dublin region and nationally to gain feedback on their outcomes / market trends. The 2023 training plan is a versatile document and is

under regular review. Training courses are presently advertised to end of December 2023 and are effectively booking.

Training courses completed September - October 2023

September

Date	Course Title
04/09/2023	Pricing Vs Costing 2 pt series for creative industries
05/09/2023	Learn about Tax & Vat Tues 5th Sept
05/09/2023	Search Engine Optimisation (SEO) for 2023 & Beyond Tues 5th Sept
05/09/2023	Fundamentals of Business Accounting Sept 5th
06/09/2023	Podcasting for Beginners Wed 6th Sept.
06/09/2023	Pricing your Products & Services to make Profit Wed 6th Sept
07/09/2023	Grant Application Workshop Thurs 7th Sept
07/09/2023	LEAN Building a Better Business Free Info Session (7th Sept)
07/09/2023	Online Marketing & Social Media Programme Thurs 7th Sept
07/09/2023	Business Advice Clinic
11/09/2023	Claiming Business Expenses against Business Income/Tax Return
12/09/2023	Leadership For Growth 12th Sept
12/09/2023	Time Management to increase effectiveness & efficiency Tues 12th
12/09/2023	Start Your Own Business Tues 12th Sept
13/09/2023	Bringing New Products/Services to the Market Wed 13th Sept
13/09/2023	Business Advice Clinic Wed 13th Sept
13/09/2023	Start Your Own Business Wed 13th Sept
14/09/2023	Lean into Going Green in your Business Thurs 14th Sept
14/09/2023	Business Matters - What you need to know before starting a start up
14/09/2023	Filing a self-assessed tax return using ROS Thurs 14th Sept
19/09/2023	Website Security & GDPR Compliance Tues 19th Sept
21/09/2023	Business Advice Clinic Thurs 21st Sept
21/09/2023	Business Matters - Beginning Your Market Research Journey
21/09/2023	Instagram reels for your Business Thurs 21st Sept

22/09/2023	How AI Can Transform Your Business
22/09/2023	Conflict Management
26/09/2023	Develop a One page Business Plan
27/09/2023	How to sell Food & Craft Products at Markets & Pop-Ups 27th Sept
27/09/2023	Business Advice Clinic
28/09/2023	Presentations - Pitching Your Business To Investors 28th Sept
28/09/2023	Trading Online Voucher Information Session

October	Course Title
Date	
04/10/2023	Green For Business Info Seminar
04/10/2023	Custom Awareness Training
05/10/2023	Building a Better Business - Increase Efficiency&Profits/Reduce Costs.
05/10/2023	Business Advice Clinic Thurs 5th October
10/10/2023	The Importance of Finance in SME's-Youe Questions answered
11/10/2023	Business Advice Clinic Wed 11th October
12/10/2023	Business Matters @ the library - Start a Business in Ireland (Guide/Dir)
17/10/2023	Business Advice Clinic Tues 17th October
19/10/2023	Building a Better Business - Increase Efficiency & Profits/Reduce Costs.
25/10/2023	Grant Application Workshop Wed 25th Oct
25/10/2023	Business Advice Clinic Wed 25th October
31/10/2023	Business Advice Clinic Tues 31st October

Upcoming Courses

November and December

Date	Course Title
01/11/2023	Start Your Own Business Course starting Wednesday 1st November 2023 & Saturday
02/11/2023	Building a Better Business: Increase Efficiency, Reduce Costs & Increase Profits
02/11/2023	Creating a Business Plan Wednesday 1st November 2023

07/11/2023	Business Advice Clinic Tuesday 7th November 2023
07/11/2023	Instagram For Business (Intermediate Level) Tuesday 7th November 2023
09/11/2023	How to advertise Online with Impact Thursday 9th November 2023
09/11/2023	Financial Management for Small Business Thursday 9th November 2023
13/11/2023	Food Starter November 2023
14/11/2023	Business Advice Clinic Tuesday 14th November 2023
14/11/2023	Learn about LEO supports in person at the GEC Dublin 8
15/11/2023	Creating Video Content for Social Media that drives results Wednesday 15th November 2022
16/11/2023	Building a Better Business: Increase Efficiency, Reduce Costs & Increase Profits
22/11/2023	Business Advice Clinic Wednesday 22nd November 2023
23/11/2023	Sales Via Social Media 23rd November 2023
28/11/2023	Business Advice Clinic Tuesday 28th November 2023
30/11/2023	Building a Better Business: Increase Efficiency, Reduce Costs & Increase Profits
30/11/2023	Trading Online Voucher Information Session November 2023
07/12/2023	Business Advice Clinic Thursday December 7th 2023
25/12/2023	Register your interest - Fundamentals of Business Accounting
30/12/2023	Export Accelerator Programme 2023
31/12/2023	Lean For Micro Payment Link 2023
31/12/2023	Register Your Interest Management Development Programmes 2023
31/12/2023	Register Your Interest - Brexit Mentoring
31/12/2023	Register Interest in Building Craft and Design Programme
31/12/2023	Pre-MFI Loan Application Advice
31/12/2023	Women In Business Membership

Training Tender

A new Training tender was published & live since July 25th ID:2013584.

All relevant documents are with the legal department. Greenville Procurement are currently finalising the letters of offer for the successful applicants and contracts will be drafted.

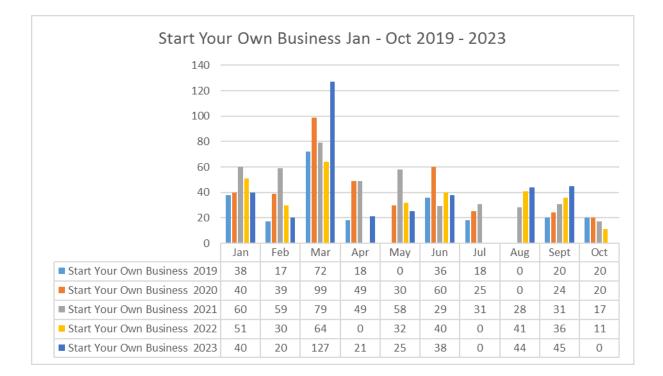
Training services continue to be offered and planning has been conducted regarding it until the new framework is established. A managers order extends the 2019 – 2023 framework until end of December 2023.

Start Your Own Business (SYOB) Training Courses

This programme provides 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. Start your own businesses courses continue to be popular. Recent courses have been fully booked well in advance of the commencement date.

Annual Target: 13 courses & 221 participants

Jan to Oct 2023: 14 courses, 1 boot camp delivered & 360 participants / +139 participants over target. All courses were fully booked Jan to Oct 23. Performance vs annual target: 93% of courses delivered. 162% of annual participants delivered.



Start Your Own Business Programme for new community from Ukraine

This is being sponsored by LEO DC and coordinated by Inner City Enterprise (ICE). It is anticipated that 110 potential start-up businesses will benefit from the programme up to Nov '23. LEO staff have been involved in a number of presentations to participants to date. Ongoing.

Financial Training (targeted at pre-EVAC and post EVAC clients)

Our Training partner is scheduled to deliver three fundamentals in finance programmes in 2023. Courses are booking fully.

Date	Bookings
31/01/2023	25
08/03/2023	40
04/04/2023	24
05/09/2023	20

A register your interest list is open until the end of the year.

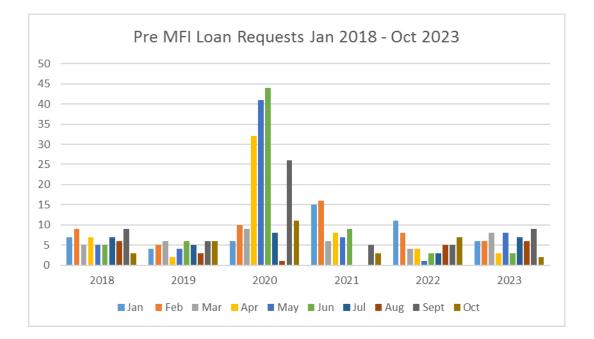
Micro Finance Ireland Pre loan application advice

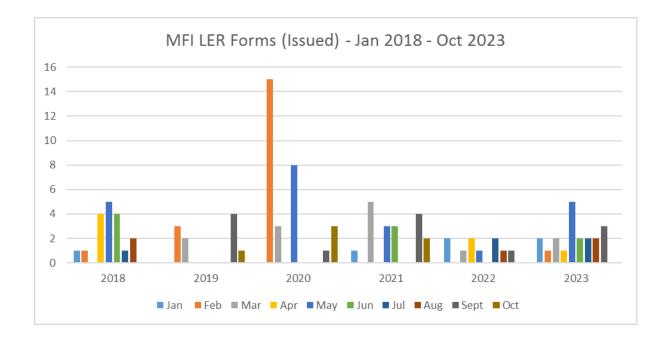
1st Jan – 31st Oct 2023: 63 pre loan applications year to date.

Comment: Application rate is similar to 2022 & 2019.

10 loans approved year to date.

Uptake of the Micro Finance Ireland loan product is slow at present with some reluctance by entrepreneurs to take loans presently. We continue to liaise with MFI to receive additional marketing materials and promoting via newsletter & social media posts. Promotion of preferential loan rates with LEO offices been highlighted MFI continue to radio advert airplay.





Management Development Training Courses

A pilot scheme 'One 360' is underway. A plan is created for each business to channel them via LEO supports over 12 months. The project is highly client centric. The first applicants have been selected and plans created for each, which they are working through. The first review with One360 participants is taking place currently and this will review progress so far and next steps. Participants are from a mix of sectors and new applicants are currently being saught for another intake in early 2024.

LEO staff are responding to all Register your Interst in Management Development Programmes individually and discussing possible options for these applicants that suit the life stage of their business. It is anticipated that some of these applicants will be engouraged to be a participants on one of our Management Development Programmes.

Our 2nd Leadership for Growth programme for 2023 in partnership with Fingal finished on 7th November with 39 participants in 2023 taking part in this programme. A LEO Supports and Services with Q&A was delivered on the final day of the programme In-person.

The Management Development KPI for 2023 has been achieved. The target for 2023 was 100 and this figure has been achieved and exceeded with a final number of 166 participants on Management Development Programmes for 2023.

Business Matters at the Library

Business Matters – "15 Lessons for Starting a Business In Ireland" This event took place on Thursday 12th October with 34 participants attending.

The Local Enterprise Office has been liaising and utilising the city library facility in arranging and promoting the events and services through the library and this is resulting in an increase in courses and participants.

A meeting took place on 1st November to plan the remainder of Q4 activity and into Q1.

Consultancy Products

Consultancy Products

Digital Start Voucher: <u>https://www.localenterprise.ie/DublinCity/Financial-Supports/Digital-for-Business/</u>

Digital for Business

Target '23	10
Applications received	10
Applications completed	6

Green for Business <u>https://www.localenterprise.ie/DublinCity/Financial-Supports/Green-for-Business/</u>

Green for Business

Target '23 28

Applications received	28
Applications complete	18

Greenstart <u>https://www.enterprise-ireland.com/en/Productivity/Build-a-green-</u> sustainableBusiness/GreenStart/

An enterprise Ireland product designed for companies +10 employees

2 applications received. 1 in progress, 1 application ineligible.

Energy Efficiency: 1 application received to date.

Lean www.leanformicro.ie

Increasing competitiveness & profitability

Target '23	28
Applications	16 & 12 are complete

Export

Internationalisation planning

Target '23	5	
Applications Received	1 application	
Applications process	10 application progressed to participate in the Export Accelerator programme commencing July 2023	
Over 10+	2 companies who employ over 10 have been assigned a consultant to work on an export development plan. 1 application complete.	This engagement is in partnership with Enterprise Ireland.

Export Development Programme

As an outcome of the information workshop with client targeting and assessment of suitability an Export Accelerator Programme was approved for Full Circle who have been chosen by the Local

enterprise office Dublin City to roll out the development, delivery and management of the Export Accelerator Programme.

The Eexport Accelerator programme commenced in July 2023 with 10 clients taking part. This programme provides client with practical tools.

- An export diagnostic to identify the company's resources to consider entering a new market, client were required to choose one market to focus their efforts on exploring commercial viability.
- Five Group workshop to learn skills to research, and prospect in international market.
- One to one mentoring to develop an Export market plan.

Networks

Women in Business Network

The network presently has 190 (@31st October 2023) members and continues to be vibrant with a series of in person events taking place at lunchtime and evenings, as well as coffee zooms for networking purposes and accountability groups.

Recent events:

Whatsmallbusinessesneedtoknowaboutdataprotectionhttps://www.localenterprise.ie/DublinCity/Start-or-Grow-your-Business/Networking/Women-in-
Business/Network-Events/15th-November-2023-Webinar-What-small-businesses-need-to-know-
about-Data-Protection.htmlabout-Data-Protection.html

8 ways to become a better networker <u>https://www.localenterprise.ie/DublinCity/Start-or-Grow-your-Business/Networking/Women-in-Business/Network-Events/20th-November-Event-8-Ways-to-Become-a-Better-Networker-with-Rob-Cullen.html</u>

International Women's Day 2024, to take place in the Mansion House 8th March 2024. LEO Dublin City has traditionally been a sponsor to this event over the last number of years. However this year, LEO Dublin City will be a partner with Dublin Chamber of Commerce. Logistics are currently being devised.

Events Sept – October 2023:

Ploughing Championships 2023 – This year the event took place from Sept $19^{th} - 21^{st}$ inclusive. The client selected by the LEO Dublin city was Wacky Clothing <u>www.wackyclothing.ie</u>. Wacky Clothing produces unique vibrant designs for both children and adults. Bernadette Daly is the founder behind these designs and she has received training and mentoring support from the Local Enterprise Office in order enhance her promotion at the event.

www.npa.ie

National Women's Enterprise Day 2023: The theme for this year was Empowering Business Together and took place on October 19th. The NWED ambassador was Laura McCarthy from Drinks Botanicals Ireland. Laura has received extensive support, mentoring and has participated in export programme with the Local Enterprise Office. She has worked extensively in the domestic market and is now looking for partners and distributors overseas already launching successfully on Amazon UK. LEO South Dublin is coordinating the event and was held at the Maldron Hotel in Tallaght.

https://drinkbotanicalsireland.ie/

https://www.localenterprise.ie/DublinCity/Training-Events/National-Women-s-Enterprise-Day-2023/

Forthcoming Events

Building Better Business convention centre 7th December, an event lead by the department of enterprise trade and employment supported with LEO clients & stand presence. The focus is on converting clients to enable green and digital in their businesses. Further details:

https://www.eventbrite.com/e/building-better-business-in-dublin-tickets-694644579637

Women in Business Awards: A celebration of female entrepreneurship; scheduled for Monday December 11th from 5.30 – 9.30pm for the Oak Room in the Mansion House. Female entrepreneur of the Year & Rising Star awards for 2023 will be presented.

Showcase Ireland 2024, RDS 21st – 23rd January 2024 <u>https://showcaseireland.com/</u>

Ireland's Creative Expo[®] is one of the country's largest international trade shows. This takes place from Over 4,000 buyers visit the event from across the world, including Ireland, the UK, the USA, Mainland Europe and the Far East, generating sales orders of over €20 million during the four days of the show. Showcase is presented on behalf of Design & Crafts Council Ireland, with support from Enterprise Ireland in promoting the trade show internationally through their network of offices overseas and the Local Enterprise Office.

The selected clients to represent LEO Dublin City are as follows:

- Georgina O'Hanlon Illustration <u>www.georginaohanlonillustration.com</u>
- Catherine Victoria Ltd T/A Eimear Wright Candles & Diffusers www.eimearwright.ie
- Eve ray designs <u>https://blondethestore.com/products/eve-ray-designs-the-garden-1925-mirror-gold-earrings</u> (Products are sold on this website)
- Margaret Farrell artist <u>www.margaretfarrell.ie</u>
- Bon and Berg <u>https://www.bonandberg.com</u>

Student Enterprise Programme: The Dublin City Student Enterprise Programme officially opened for registration for the 2023/2024 academic year. The program is aimed at secondary school students from 1st to 6th year & supports them to bring forward business ideas into reality. The programme began 1st September with school registration deadline 30th September.

Autumn/Winter in-school workshops:

September-December 2023: Christmas Trade Fairs

December 2023: Spring in-school workshops

February – April 2024: County Finals

February - March 2024 Business Report/Poster Deadline for National Final 2024: Wednesday 20th March 2024

National Final 2024: Thursday 9th May 2024 www.studententerprise.ie

Eco-System Development

NCAD: LEO staff met with Anne Green (Careers and Alumni) & Derek McGarry (Head of Innovation & Engagement) at NCAD to re-establish relationship going forward. An Online LEO Supports and Services presentation with Q&A has been completed with Final year students and Alumni.

TU: LEO staff scheduled LEO presentation for Early December with TU to New Frontiers Phase 1 and discussing possibilities for early 2024. Attending TU Dublin's "Maximizing your MBA Value" event with TU's MBA Alumni Nov 30th.

NDRC: LEO Staff met with Joe Gorman, NDRC programme Manager @ Dogpatch Labs

to build relationship going forward for possible pipeline for M1 & M2 and support to SME's

REVENUE: Leo Staff Working with Revenue and the SFA to deliver an informational with Q&A to SME's on Warehoused Debt. LEO Dublin City Engaging with the LEO unit to ensure country wide SME awareness and attendance.

CDETB Ballyfermot: LEO Staff attended open day and gave Leo Supports & Services presentation

Embassy of Peru: LEO Staff delivered a LEO Supports & Services presentation to 60 Peruvian entrepreneurs living in Ireland. This took place online and In-person from the Peruvian Embassy

Dublin Dockland Business Forum Awards: Leo Staff attended and presented the LEO sponsored Exceptional Business and Development Award

Food Initiatives

Food-Starter: The Food Starter programme is an online $4 \times 1/2$ day programme designed to help those with a food idea, or those at a very early stage of starting up a food business.

The next programme will be run by LEO Dublin City on the 13th, 15th, 27th & 29th November 2023

https://www.localenterprise.ie/DublinCity/Training-Events/Food-Industry/Food-Starter.html :

Food Academy: Current programme for new applicants in 2023 now completed in with candidates started their workshops in Sept 2023 to Feb 2024. Applicants for the next programme will complete a Food Starter Programme and /or apply for mentoring with a Food Mentor to get ready to apply for the next Food Academy programme.

https://www.localenterprise.ie/FoodSupports/Food-Academy-Programme/

1. Measure 1 (Grants) Approvals Metrics: 2023

1.1 M1 Grants Approvals Metrics: January – November Approvals 2023

	No. of M1 Grant Applications			Jobs		Value of M1 Grants		
Type of Grant	Annual Target	Total No. Approved 2023	Variance	Total Jobs Created Target - Grant Approvals		Annual Target	Total Value M1 Grant Approved 2023	Variance
Feasibility Grant	23	24	-1	25	24	€172,500	€229,415.00	-€56,915.00
Priming	16	4	12	32	6	€240,000	€106,273.00	€133,727.00
Business Expansion	21	22	-1	53	47	€525,000	€705,213.00	-€180,213.00
TOTAL	60	50	10	110	77	€937,500	€1,040,901.00	-€103,401.00

1.2 List of M1 Grants approved in 2023

GMIS No.	Company Name	Grant Type	Promoter	Executive Official	Amount Approved	Jobs
9022970	Cairenn Foy LTD	Feasibility	Cairenn Foy	Peter Sheridan	€7,500	1
9036036	Find My Digs	Feasibility	Anne Tucker	Badru Kabiru	€4,700	1
9036043	Hair Health Essentials Ltd	Feasibility	Clare Devereux	Cathy McPadden	€10,550	1
9036044	Gravify Limited	Feasibility	Darragh Donnelly	Badru Kabiru	€7,200	1
9036046	Kinesin Limited	Feasibility	John Travers	Carmel Seery	€11,000	1
9006630-05	MyPlace Media Ltd	Feasibility	Peadar Gormley	Peter Sheridan	€15,000	1
9038048	Ronan McCormack t/a Waxlog	Feasibility	Ronan McCormack	Cathy McPadden	€2,400	1
9028694-05	NovoGrid Ltd	Business Expansion	Paul Manning	Carmel Seery	€45,000	3
9013258	Daniel Cohen t/a VR Team Connect	Feasibility	Daniel Cohen	Carmel Seery	€2,475	1
9036395	Pink Salmon Limited	Feasibility	Meadhbh Quinn	Carmel Seery	€2,597	1
9033848-02	The Elephant Hive Limited	Feasibility	Miriam O'Flynn	Peter Sheridan	€6,200	1
11018905-03	Deignan Health LTD	Feasibility	Paul Deignan	Peter Sheridan	€15,000	1
9034614	Jack Ryan Whiskey Co. Ltd	Business Expansion	Eunan Ryan	Peter Sheridan	€15,000	1
9036400	Funky Christmas Jumpers Ltd. t/a Functional	Business Expansion	Fabio Molle	Peter Sheridan	€17,537	1
	Tennis					
9034049-03	VisionGreen Technology Solutions Ltd	Business Expansion	John Pakenham	Cathy McPadden	€30,690	2
9036033	Pet Sláinte	Priming	Roberta Gannon	Cathy McPadden	€34,435	2
9036394	One Purpose Ltd	Feasibility	Aine McHugh	Cathy McPadden	€15,000	1
9037048	Replikate Al Ltd	Feasibility	Peter O'Mara (Kane)	Carmel Seery	€15,000	1
9019904-04	Get Broadcasting Limited	Business Expansion	Brian Larkin	Peter Sheridan	€30,000	2
9033925	VAAS Ltd - Video as a Service	Business Expansion	Dave McCormack	Carmel Seery	€15,000	1
9027280-03	RPC Websites Limited T/A Roody Originals	Business Expansion	Ross Culliton	Cathy McPadden	€49,500	4
9010497-03	The Mango Catering Co Ltd t/a The Delicious	Business Expansion	Ms Shirley O'Rourke	Carmel Seery	€31,995	3
	Food Co					
9031760-02	Amplitude Acoustics Ltd.	Business Expansion	Emmet English	Carmel Seery	€49,990	3
9030515-03	Harry's Nut Butters Ltd.	Business Expansion	Harry Colley	Peter Sheridan	€25,000	1
9036103	Inflverse Limited	Feasibility	Hugh Mooney	Cathy McPadden	€13,200	1
12013978	Bodewell Herbal Ltd	Feasibility	Niamh Boden	Cathy McPadden	€12,830	1
9033675	Walk Around The Neighbourhood Limited	Feasibility	Sue Cogan	Cathy McPadden	€15,000	1
9015186-03	StoneyCNC Ltd	Business Expansion	Robert McGrath	Peter Sheridan	€17,500	2

9022625-04	MedVault Health Ltd	Business Expansion	Tony Ryan	Cathy McPadden	€30,000	2
9037306	David Johnston t/a Shot Caller Productions	Feasibility	David Johnston	Cathy McPadden	€5,225	1
10021537	Alice Tevlin t/a Rua Food	Business Expansion	Alice Tevlin	Peter Sheridan	€33,954	1
9033541-02	Ennis SAFETY WEAR LTD	Business Expansion	Angela Ennis	Cathy McPadden	€45,842	3
9031436-02	Too Savage Limited	Business Expansion	Conor Bacon	Cathy McPadden	€18,258	1
9032393-02	Dréimire Limited	Business Expansion	Dónal Ó Gallachóir	Peter Sheridan	€10,000	1
9020760-02	JANDO Printmakers Ltd	Business Expansion	Julie McLoughlin	Peter Sheridan	€42,500	4
9030857-02	Multiply Events Ltd	Business Expansion	Rory Dinnigan	Cathy McPadden	€49,500	1
9037349	Z IT SECURITY t/a zSecurity	Business Expansion	Adrian Bude	Badru Kabiru	€30,000	2
9035745	Enovus Labs Limited	Feasibility	Brian Donnelly	Cathy McPadden	€13,063	1
9035786	Smart Haul Logistics Limited	Feasibility	Elaine Hogan	Badru Kabiru	€15,000	1
9037694	Whole Village Hiring Ltd t/a #WholeVillageHiring	Feasibility	Sean Fay	Cathy McPadden	€4,800	1
9037693	Eiretainment Limited	Feasibility	Simon Maguire	Carmel Seery	€2,858	1
9028271-02	Biff Boff Holdings Ltd Trading As The Paddy Box	Business Expansion	Mark Loftus	Carmel Seery	€32,947	2
9037692	Sipit Limited	Business Expansion	Stephen McCann	Cathy McPadden	€45,000	3
9037696	Early Intervention Tools Limited	Priming	Joe Fernandez	Carmel Seery	€15,000	1
10025171	Rooty Technology Limited	Feasibility	Alan Cronin	Peter Sheridan	€15,000	1
9038175	Ohmic Limited	Feasibility	Andy Wilson	Peter Sheridan	€7,345	1
9037775	Immediate Action Limited	Feasibility	Kieron O'Rourke	Peter Sheridan	€10,472	1
9027997-04	Her Sport Media Limited	Business Expansion	Niamh Tallon	Badru Kabiru	€40,000	4
9037350	Bunga Pasta Limited	Priming	Aidan O'Donohoe	Carmel Seery	€16,838	1
9037695	AW Supply Chain & Logistics Limited t/a Eireavia	Priming	Alan Whelan	Carmel Seery	€40,000	2
Approvals: 50				Total:	€1,040,901.00	77

2. Summary of TAME Metrics

As at 23.10.2023	TAME Grants Approved Year 2023	Balances c/f to 2023	Total
No. of TAME Approved 2023	22		
Total TAME Approved	44,154.13	€17,532.67	61,686.80
Total Value Decommit 2023	1,514.13	3,911.67	5,425.80
Total Value TAME Payments	25,725.87	13,621.00	39,346.87
Balance:	€16,914.13	€0	€16,914.13

3. Trading Online Metrics 2023

Trading Online Vouchers: 1 st January 2023 –23 rd October 2023	Target 2023	Metrics 2023
No. of Trading Online Vouchers Approved:	63	131
Value of Trading Online Vouchers Approved:		€289,467.00
No. of TOV Drawdowns Received:		132
No. of TOV Drawdowns Paid:		104
Total Amount Paid:		€205,737.31

4. Smart City Update



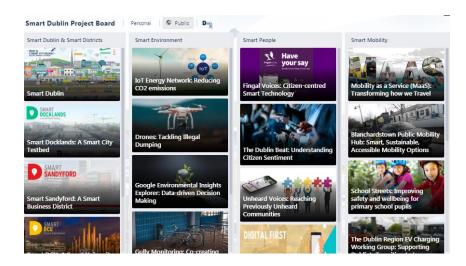
Comhairle Cathrach Bhaile Átha Cliath Dublin City Council Strategic Policy Committee Economic Development & Enterprise November 2023 Agenda Item: Smart City Update

Smart Dublin is an initiative of the four Dublin Local Authorities to engage with smart technology providers, researchers and citizens to solve challenges and improve city life. It aims to position Dublin as a world leader in the development of new urban solutions, using open data, and with the city region as a test bed.

DCC Smart City Unit under the Smart Dublin umbrella has developed a world-leading Smart City programme. It drives forward the use of new technologies to improve our city's operations; improving efficiencies, reducing costs, driving economic growth and future proofing our communities.

Smart Districts are strategically selected locations where targeted smart city projects can be fasttracked to measure impact and potential scalability. Each Smart District is unique, with bespoke programmes developed to meet the specific needs of the district residents and also provide growing businesses with a wider variety of testbed locations.

Dublin City Council supports three out of the five Smart Dublin districts; Smart Docklands, Smart DCU and Smart D8. It has also established a Smart Tourism and a Digital Twin Programme to explore opportunities in these areas.



For more information on Smart Dublin Project, see the Public Trello Board: https://trello.com/b/18809azF/smart-dublin-project-board

September 2023

<u>1. Dublin City Council and the SFI Connect Centre win prestigious Seoul</u> <u>Smart City award.</u>

Academy of the Near Future (ANF) has been awarded silver in the 'Human-Centricity' category at the Seoul Smart City Prize in South Korea, which took place on the 25th of September. ANF is a collaborative initiative between Dublin City Council and CONNECT, the SFI Research Centre for Future Networks at Trinity College Dublin, to build awareness around Smart Cities and encourage broader participation in discussions about how technology shapes our cities. The Seoul Prize aims to acknowledge efforts made for people-centred digital transformation that benefit the vulnerable population with innovative or tech-driven solutions. Grace D'Arcy, Smart Docklands Programme Delivery Manager, was accompanied by the Lord Mayor at the award ceremony.



2. Smart D8 and Digital Twin Projects Showcased at European Researchers Night



On the 29th of September, Dr. Jack R. Lehane & Dr. Mani Dhingra delivered a pop-up talk at The Douglas Hyde Gallery of Contemporary Art for the SFI ADAPT Centre ExploreAI showcase, as part of START European Researchers' Night. Real-world insights into the Smart D8 and DigitalTwins Programmes were shared, alongside cutting-edge conversations around future AI applications. More information is available <u>here</u>

3. Madrid Automate Camp - Smart Cities and Telecoms

Nicola Graham, Smart City Operations Manager presented on the importance of good infrastructure and connectivity to support and improve city services and showcasing how Dublin City Council's Telecoms Unit has been recognised as an exemplar for other cities in the future management of city assets at Madrid Automate Camp in September 2023.



4. EU Project Senator Annual Meeting - Innovating in Last Mile Deliveries



On 26-27 September, Dublin City Council along with its Irish Senator partners, An Post and University College Dublin (UCD) hosted the two day annual meeting with eight other partners from all over Europe. The annual meeting was hosted in An Post's new headquarters, the Exo building and also included a visit to An Post's mail centre. Senator Project is a European Union funded Horizon 2020 Research and Development Project which aims at creating a new urban logistic model for enhancing the sustainability of the cities. As a part of this project, Dublin City Council is delivering

innovative initiatives like Kerbside Management Pilot, Smart Loading Bays Pilot and Micro Consolidation Centres. Kerbside Management and Micro Consolidation Centres are also among the 35 projects that are selected under the National Pathfinder Programme by the Department of Transport as the last mile deliveries initiative that could help achieve the target of 51% carbon reduction for Ireland.

5. Dublin and Cork Shortlisted for European Tourism Award

The European Commission has launched a competition to promote 'smart tourism' within the EU. The initiative recognises outstanding achievements by European cities as tourist destinations in the areas of sustainability, accessibility, digitalisation as well as cultural heritage and creativity. In total, six cities have been shortlisted for the 2024 competition, with two Irish locations making the cut:

- Bremerhaven, Germany
- Cork, Ireland
- Dublin, Ireland
- Genoa, Italy
- Helsingborg, Sweden
- San Sebastián, Spain

Each of the shortlisted cities will present their candidature to a European jury in November 2023. For more information see:

https://smart-tourism-capital.ec.europa.eu/dublin-shortlisted-2024-european-capital-smarttourism-competition_en

https://www.rte.ie/lifestyle/travel/2023/0926/1407449-dublin-and-cork-shortlisted-for-europeantourism-award/

October 2023

6. DCC Chairs the EMEA City Telecoms Association in London

Dublin City Council is the chair of the newly launched EMEA City Telecoms

((··)) citytelecoms

Association in partnership with Cities Today Institute which launched in London on the 3-4th October. The purpose of which is to improve engagement between the telecoms industry and city governments. Over 20 European Cities and Industry are collaborating to improve digital connectivity outcomes in areas such as governance models, asset sharing, digital divide, engagement with citizens and communities. See link to article and videos from the launch. Link: <u>https://cities-today.com/cities-and-telecoms-industry-seek-common-ground-on-digital-infrastructure/</u>

7. Project Airview wins Data Innovation of the Year



Project Airview won the 'Data Innovation of the Year' category at the first Public Sector Digital Transformation Awards 2023 held in the Shelbourne on the 5th October. The project was a unique collaboration between the Smart Cities Team and Air Quality Unit working with Google where an electric street view car equipped with mobile air sensors collected over 50 million air quality measurements over 18 months. The data and visualisations provide a comprehensive map of the city's air quality and have been

also released openly to support research projects. Project Airview is a first for an Irish city, and provides unique insights that will enable the Council, businesses and citizens to work collaboratively to improve air quality for Dublin. The project has also been shortlisted in the upcoming Chambers Ireland Excellence in Local Government awards. More info: <u>https://www.bentley.com/events/going-digital-awards/founders-honors/</u>

8. Presentation to Enterprise Europe Network on Procurement Innovation

Payal Pandya, business analyst from the Smart City Team presented on Innovation Procurement to the Enterprise Europe Network. The Enterprise Europe Network (EEN) helps businesses innovate and grow on an international scale. It is the world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions. Dublin City Council is the first public authority to use PPI (Public Procurement of Innovative Solutions) process in Ireland for the Smart Ring Buoys Project. PPI is a public procurement in which public procurers act as a launch customer – also called early adopter – of innovative



goods or services that are close or even already available on the market in small quantities but not yet deployed on a large scale commercial basis. More info: https://www.youtube.com/watch?v=IpPgRF-RfV4&t=1s

9. Destination Earth Workshop - Convention Centre



On October 4th, Mani Dhingra, Aleksandra Kocon and Grace D'Arcy presented at Ireland's Destination Earth Workshop in the Convention Centre organised by Destination Earth National Group Coordination Committee led by MET Eireann. Smart Cities Team shared insights on Local Digital Twin For Engagement and Academy of Near Future initiatives emphasising the values of engagement, collaboration, and innovation. Destination Earth (destination-earth.eu) is an

initiative of the European Commission, dedicated to creating a digital twin of the Earth to address environmental issues. Link: <u>https://destination-earth.eu/event/irelands-destination-earth-workshop/</u>

10. Menopause In The City Information Session



The 16th of October marked the launch of the Smart D8 Pilot Project 'Menopause and the City'. This took place in the iD8 Studio at The Digital Hub in Dublin 8, and included keynote speaker Ciara Geraghty (Irish Author, Blogger and podcaster), followed by a 6-speaker panel, Q&A, and networking. Content was captured on the day, which can be promoted alongside the open-source resources within and across all internal and external partner networks. Extended opportunities via talks and workshops are being progressed with both the Smart D8 Champions and wider partners. More information is available at: <<u>https://informd.ie/menopause</u>> and <<u>https://informd.ie/menopause-and-the-city></u>.

<u>11. DCC Digital Twin programme presented at 5th Urban Economy</u></u> Forum + 59th ISOCARP World Planning Congress in Toronto.

Mani Dhingra, Smart City Digital Twin Manager presented DCC's case study on digital twin development and engagement at the prestigious world planning congress in Toronto. The event brought multiple stakeholders together, particularly professional planners,



policymakers, city leaders, government, academia, financial institutions, entrepreneurs, and civil societies, to elaborate on the four thematic areas [Acknowledge Community Values, Decide Jointly, Invest Wisely and Interact with Technology] around climate change and urban finance for equitable places and communities. The case study highlighted the role of digital twins for resilient planning solutions which are participatory and inclusive. More information can be found at 5th Urban Economy Forum + 59th ISOCARP World Planning Congress.

12. Smart Dublin presents at Public Service Transformation Week event 'Forward Together'



Public Service Transformation Week provides an opportunity to highlight the importance of innovation and transformation in our Public Service by showcasing initiatives at a national level, which provide better services for the Irish public. As part of this, Smart Dublin team members Jamie Cudden, Mani Dhingra and Barry Rodgers presented at the event on Smart Cities Transformation Project', Digital Twins, and the Dublin City Tourism Unit, in the Garden Atrium at the Civics Offices. The theme this year was 'Forward Together', and included engaging talks on Leadership & Vision in Dublin City Council, Impactful DCC Projects and Citizen Centred Design.

13. Smart D8 Showcase

The Smart D8 Showcase took place in The Guinness Enterprise Centre (GEC) on the morning of Thursday 26th October 2023 as part of Public Services Transformation Week. This was an in-person opportunity to hear more about Smart D8's innovative



pilot projects in the area of health and wellbeing under themes such as population health, heart health, exercise and mental wellbeing. The Lord Mayor, Cllr Daithí de Róiste, opened the event with an address which was then followed by key speakers from the Smart D8 programme and networking. For more information see: <u>https://smartd8.ie/</u>

14. Dublin Discovery Trails awarded at the European Cultural Tourism Awards



Dublin City Council has been awarded at the European Cultural Tourism (ECTN) Awards for Dublin Discovery Trails. The app came second at the ECTN awards in the category 'Digitalisation advances and digital transition in Sustainable Cultural Tourism, including Smart Tourism and Smart Destinations initiatives closely involving culture and heritage. The European Cultural Tourism Awards enhance the visibility of European cultural tourism destinations, create a platform for sharing experience and knowledge and promote networking between destinations.

Launched in January, Dublin Discovery Trails is a first of its kind immersive heritage and storytelling platform which was developed by Dublin City Council in partnership with Fáilte Ireland. Since then 3 new trails have been added - Balbriggan Heritage Trail, Castleknock Heritage Trail and DiscovAR Dublin, an augmented reality map 3D of Dublin's top tourism attractions in collaboration with Virgin Media Business and Peel X. The app has been downloaded over 6,000 times with users spending over 2,500 hours exploring its features. Download the app today. <u>https://dublindiscoverytrails.ie/</u>

15. Smart DCU Digital Twin Awarded Year in Infrastructure Award (Singapore)



Smart DCU has been awarded Bently's systems prestigious Founders' Honor at its Year in Infrastructure awards held in Singapore in Nov for its collaborative smart city research project which explores the power of artificial intelligence and immersive Digital twin technology using Dublin City University's campus to test innovative smart city solutions, creating sustainable, efficient and enjoyable urban spaces worldwide.

November 2023

16. Smart City Expo World Congress 2023



Members of the team spoke on up to date policies in action (with the Open Agile Smart Cities), urban innovation (with the European Innovation Council) and digital rights (with the Cities Coalition for Digital Rights), as well as Smart Dublin were represented at the Smart City Expo World Congress 2023 in Barcelona during the 7- 9th of November, which is the world's biggest and most influential event on urban innovation with over 25,000 attendees from over 140 countries and 800 cities represented.



participating in a number of events related to mobility. More information available at this link

17. Human Rights in the Digital Era - Smart City Expo World Congress 2023



On the 9th of November 2023, Claudia Bailey presented the work that has been done by the Smart Dublin team to develop and deliver three workshops about digital rights at the Smart City Expo and World Congress in Barcelona. We shared learnings from our work on the Digital Rights Governance Project pilot on a panel discussion hosted by the Cities Coalition for Digital Rights and UN-Habitat: 'Human Rights in the Digital Era: Lessons From Cities in Europe and Latin America'. The conversation on the panel allowed cities in both Europe and Latin America to share

approaches and discuss key learnings in the diverse ways each city is working to mainstream digital rights in the public sector digital transformation. The collaboration among the cities involved with the Cities Coalition for Digital Rights facilitates greater interdisciplinary learnings and implementation plans for mainstreaming digital rights. It is important to be conscious of preserving, protecting and promoting data privacy, ethics and digital rights as we procure and implement new technologies.

18. Smart D8 Innovation Award finalist at the World Smart City Awards 2023

The annual World Smart City Awards held at the world congress event in Barcelona is a prestigious international competition that seeks to recognize pioneering projects, ideas and strategies making cities around the world more livable, sustainable, and economically viable. Smart D8 were finalists this year (shortlisted out of 400+ applications) for the Innovation Award which is awarded to projects with the potential of contributing to the successful transformation, adaptation or response of our



cities to the Covid-19 pandemic or others that may occur in the future. Unfortunately they did not win this year however this recognition in urban innovation is a significant achievement. More information <u>here</u>

19. Dublin City Council's Telecoms Unit Featured by the World Economic Forum



The Telecoms Unit in Dublin City Council was showcased by the World Economic Forum as a best practice case study as part of a new model policy on 'Public Sector Asset Use' for City Governments to support the responsible delivery of digital infrastructure in cities. What started as an innovation experiment with our neutral host testbed with Dense Air in the docklands allowed us to really understand the challenges associated with the deployment of telecoms and in particular 5G densification. Central to this was our partnership with the SFI CONNECT Centre and our co-funded Smart Docklands programme. See <u>link</u>

"Digital connectivity is critical to Dublin's economic competitiveness, innovation potential and quality of life," said Richard Shakespeare, Chief Executive of Dublin City Council. "We are delighted that our 'Telecoms Unit' policy intervention has been highlighted as a best practice case study by the World Economic Forum's G20 Global Smart Cities Alliance."

20. Docklands Business Forum Awards 2023 recognises Smart City Innovation in DCC



Dublin City Council won three awards at the Docklands Business Forum Annual Awards which took place in The Gibson Hotel on Thursday 16th Nov. The Docklands Business Awards is an annual event that celebrates and promotes all the achievements of Docklands enterprise. Our Smart Dublin team collected the awards for the following projects:

- Smart Ring Buoy Monitoring with our water safety team (under the community category) ,
- Dublin Discovery Trails app (doors into docklands) in partnership with our Docklands

Area Office and Smart Tourism Programme (under the Tourism category)

 Project Air View in partnership with our Air Quality Team and Google (under the Smart Docklands category)

21. Smart Docklands Networking Event - 26th November

The Smart Docklands Networking Event will be hosted by Dogpatch labs in the vaults on Tuesday the 26th November from 5.30 - 7.30. This is a great opportunity for anyone who is interested in smart city and urban innovation to attend.

This event will review 2023 activities from our wider Smart City Programme as well as update on Smart Docklands, Academy of the Near Future, Smart DCU and Smart D8 as well as covering the



next steps for Smart Docklands in 2024. Register here: <u>https://www.eventbrite.ie/e/smart-docklands-networking-event-tickets-740718718627?utm-campaign=social&utm-content=attendeeshare&utm-medium=discovery&utm-term=listing&utm-source=cp&aff=ebdsshcopyurl</u>

22. Smart Docklands Launch New Community Engagement Website

The Smart Docklands team together with Dublin City Council and CONNECT SFI Research



Centre partners are really excited to launch their new community engagement website: <u>https://smartdocklands.commonplace.is</u>.

We would like to get the community feedback on their experience in the Docklands area. What do they like about the area and what are the challenges they face?

We are inviting everyone connected with Dublin's Docklands to take part in a short survey or comment on an interactive map. The new engagement website will inform our work and Call for Pilots. We are looking for innovative ideas to make improvements with smart city and digital solutions to the Docklands area.

23. Applications for Design Your Future City Week Open



Design Your Future City' is a free week-long programme for TY students offered by Academy of the Near Future.

This year they are excited to partner with The Digital Hub Development Agency to scale the programme into the Smart D8 District.

The programme will explore how technology can support people to tackle health and well-being challenges through creative hands-on workshops!

WHO: TY students.

WHEN: Monday 26th February - Friday 1st March 2024.

WHERE: The Bank at The Digital Hub.

Applications are open until 5 pm on the 15th December 2023. To apply visit: <u>https://lnkd.in/epNxPqjAhttps://lnkd.in/epNxPqjA</u>