



Oifig  
Fiontair  
Áitiúil

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Local  
Enterprise  
Office

# Local Enterprise Office

Presentation on Grants to:  
The Finance Strategic Policy Committee

Greg Swift,  
Head of Enterprise and Economic Development

17<sup>th</sup> November 2016

*Oifig Fiontair Áitiúil  
Chathair Bhaile Átha Cliath*

*Local Enterprise Office Dublin City*

# LEO Dublin City

Our primary objective is to:



**Work with ambitious Irish companies to**



**Increase international sales and**

**Create Jobs in  
Dublin**



**Resulting in increased economic prosperity in Ireland**

# What is the Local Enterprise Office?

*'The First Stop Shop'* for Business Supports.

**FUNDING SUPPORTS** – to support start up and growth

**EXPORT ASSISTANCE** – to get overseas customers/distributors

**ONLINE TRADING VOUCHER** – to support e-commerce

**TRAINING** – to develop new skills

**MENTORING** – to guide and give one to one advice

**NETWORKING** – to inspire and support entrepreneurs

# LEO GRANTS



- **Measure 1 Financial Assistance**

- **3 Types of Grants; Feasibility; Priming and Expansion.**

List of all Grants approved up to 30<sup>th</sup> June 2016. Issued to the Economic and Enterprise SPC

- **Procedures Manual** from Enterprise Ireland that governs grant criteria, evaluation and approvals. Issued to the Economic and Enterprise SPC

- **Financial Reporting;** LEO Unit GMIS recorded system; ERDF Recorded System; Oracle reconciliations and LEO Spreadsheets; Quarterly Drawdown on submission of notional cashflows.

- **Key Approval Criteria:**

Manufacturing; Export Potential and Innovation

- **Key Evaluation Rejection Criteria:**

Job Displacement; Certain Sectors; Deadweight; and Viability

# LEO Dublin City Statistics

## January – October 2016

No of Grants Approved	No of Full-Time Jobs Created	Total Value of Grants Approved	Value of Refundable/ Loan Aid Approved	Amount of funding paid out	Receipts
67	112	€1,003,102	€340,938	€430,057	€136,893

## Total to date since the start of the LEO January 2014 – October 2016

No of Grants Approved	No of Full-Time Jobs Created	Total Value of Grants Approved	Value of Refundable/ Loan Aid Approved	Amount of funding paid out	Receipts
182	311	€3,052,506	€988,758	€1,589,293	€512,683

# LEO DC Jobs Created

- **Net job Creation to date from the LEO Portfolio Gains and Losses:**

- 2014 -453 Jobs

- 2015 -230 Jobs

- Jobs approved Year to date October 2016 through Grant approval 112 Jobs



**Total of 785 Jobs Created since April 2014**

# LEO Dublin City Statistics

## LEO January 2014 – June 2016



### Export Assistance

	2014	2015	2016 (Jan – June)
No. of Grants Approved	17	19	11
Value of Grants Approved	€42,557.50	€35,963.26	€17,930.00

Total to Date: 47 no. €96,450 Value

### Trading Online Vouchers -TOV

	2014	2015	2016 (Jan – June)
No. of Grants Approved	40	90	60
Value of Grants Approved	€83,955.50	€210,731.71	€132,527.04

Total to Date: 190 no. €427,213 Value

# Micro Finance Ireland Loans processed by LEO DC

Micro Finance Metics	2015	2016 (Jan - June)
Number of MFI Loan Submissions		9
Number of Enquiries		78
Number of Loans Approved	14	2
Value of Loan sApproved	€197,500	€ 22,000

Loans €5,000 - €25,000 for: Start Up; Cashflow; Expansion

Loans €2,000- €5,000 for: Small Loans (Easier Application)







- **The IBYE competition is a national competition to find Ireland's best young entrepreneur and has an investment fund of €2 million with a national entry of 1,800 applications**
- 136 Applicants have been received by LEO Dublin City
- 6 Prizes totalling €50,000 for investment in the business
- LEO Dublin Winner will be announced on Monday 5<sup>th</sup> December 2016
- National Winner announced March 2017

# INNER CITY ENTERPRISE SOCIAL ENTERPRISE GRANT SCHEME



1. **The Social Enterprise Grant Scheme** pilot project in early 2015 by LEO Dublin & ICE and **funded by DCC to the amount of €50,000** to be given out in Grant Aid. The Pilot success led to a tranche of €50,000 was made available for 2016
2. The **rationale for setting up** gap in the market regarding the accessibility of small flexible grants; practical hands on supports and mentoring that would kick-start some new and /or developing social enterprises in Dublin City.
3. **Partners** such as the *Carmichael Centre, DCU, ISEN & St Andrew's Resource Centre* development of new projects in the social economy.
4. **Online grant application** forms were designed and promoted by all of the above groups.
  - 14 Applications were received in 2015 with 4 Awardees shortlisted
  - 17 Applications were received in 2016 with 5 Awardees shortlisted

# Enterprise Soft Supports

## MEASURE 2 Key Soft Supports

- **Mentoring** 455 assignments in the first 3 Q's of 2016
- **Business Advise Clinics** 38 Secessions involving 452 participants in the first 3 Q's of 2016
- **Training Courses** -33 involving 986 Participants in the first 3 Q's of 2016 including **Start Your Own Business Programmes**

## LEO DC Business Networks

- The **Dublin Food Chain** 1,200 registered regional food businesses  
With 8 events each year 
- **Plato Business Development** Programme over 2,000 small businesses have gone through this 2 year management development programme in the Dublin Region in the last 20 years. Involves Large Company Executives. 
- **Women In Business Network** in operation for 15 years  
10 meetings per year and 2 Big networking events 
- **Start Up Network** . Starts every Quarter and includes mentoring and talks put through 300 Start ups since the formation of LEO 

# Enterprise Soft Supports

## Representational and Supporting

- Supporting the Dublin Start up Commissioner Office (funding and administration)
- Inner City Enterprise (Board membership and funding)
- The Larkin Centre (Funding)
- Guinness Enterprise Centre (Board membership and funding)
- Protocols with;
  - Revenue [Seed Capital Scheme,
  - Employment Investment Incentive Scheme (EIS), Revenue Job Assist]
  - Social Protection/National Employment & Entitlements Service (NEES) [Back to Work Enterprise Allowance]
  - SOLAS [Employer Job Incentive Scheme, Training]
  - Companies Registration Office
  - Microfinance Ireland
  - Credit Review Office
  - Business support agencies such as Bord Bia, Teagasc, Design & Crafts Council of Ireland and Fáilte Ireland
- Supporting Dublin Business Innovation Centre (funding and referrals)
- Educational Training Boards (Board Membership)
- Dublin Region ACTION PLAN FOR JOBS APJ

# Students Enterprise Awards



- The Student Enterprise Awards is the biggest enterprise competition for students in Ireland and has been running successfully nationwide for over 11 years.
- 1,600 Dublin City Students were involved in 2016 Awards
- <https://www.youtube.com/watch?v=NvAwGHDTZoo>

# LEO Clients



Difig Fiontair Áitiúil Local Enterprise Office

# Lennon Courtney – Case Study

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The company : **Lennon Courtney**

Lennon Courtney fashion Label - clean design, wearability and luxurious comfort

LEO Dublin City gave us our first taste of business building for Lennon Courtney. By receiving the Priming Grant, we came out of the traps, firing on all cylinders. It wasn't easy finding the money to match funding but being clear about our objectives and milestones set up a system of best practice in the company.

[www.leonnoncourtney.com](http://www.leonnoncourtney.com)



# Automated Online Noise Monitoring

Reliability and simplicity



Sonitus Systems

# EM2010 Sound Level Monitor

Noise monitoring made simple



## MANAGED NOISE MONITORING SERVICE

Our fully automated noise measurement and reporting system makes gathering and analysing sound level readings easier than ever before. We combine rugged monitoring instrumentation with a flexible online platform to help you manage your projects and get the results you need.

The EM2010 Sound Level Monitor is designed to save you time and expense on noise measurement projects. Just power up the monitor and measurement, upload and analysis are fully automated. Combined with our user-friendly online platform you get a fully managed noise measurement system.

Access your data from anywhere through a secure login, export plots and spreadsheets and see an overview of your project at a glance. Share your login with project partners or give limited access to guests.

## SYSTEM BENEFITS

- ▶ Reliable and cost effective solution
- ▶ Save time and man-power on measurement and data analysis



## PRODUCT FEATURES

- Automated measurement and communications
- Simple set up and operation
- Weatherproof microphone - IEC 61672 Class 2 compliant
- Measure  $L_{EQ}$ ,  $L_{05}$ ,  $L_{10}$ ,  $L_{50}$ ,  $L_{90}$  and  $L_{95}$
- A and C weighting
- Fast and slow  $L_{MAX}$  options
- Large data storage memory
- Wi-Fi interface for simple web browser access on site
- Secure and flexible cloud hosted reporting



## APPLICATIONS

The EM2010 is designed for short and long term unmanned monitoring projects. Specifically built for applications which require reliability and ease of use, the EM2010 makes it easier and faster to capture the readings that you need. With no set up needed on site, just power up the device to start monitoring and let the automated measuring software and communications take care of the rest.

Equipped with a pre-installed SIM card and supported by a flexible online web interface the EM2010 system is ready

- Construction sites
- Demolition works
- Planning applications and assessment
- Industrial noise
- Compliance monitoring and checking
- Traffic and rail noise
- Environmental noise monitoring

[www.sonitussystems.com](http://www.sonitussystems.com)



# Happy Threads – Case Study

Dublin company supplying nurses uniforms, scrubs, nurses uniforms online, lab coats, medical scrubs, childcare

<https://youtu.be/jGWotmc-zro>



# Promozoo.ie

- A digital creative agency specializing in the pharmaceutical and healthcare, B2B and B2C sectors.

**IDEAS THAT FLY**

Promozoo is an established, award-winning creative agency based in Dublin. We transform brands by making ideas that fly, helping your business to thrive.

We have strong roots in B2B, and B2C, and specialise in the healthcare and pharmaceutical industries. Working with some of the world's largest corporations, we combine our renowned creativity with our knowledge of emerging new technologies, to present the best opportunities for strategic brand marketing. Our success is down to a great team of creative spirits, innovative marketers, strategic thinkers, and lots of good coffee.

**Let's work together to strengthen your brand.**

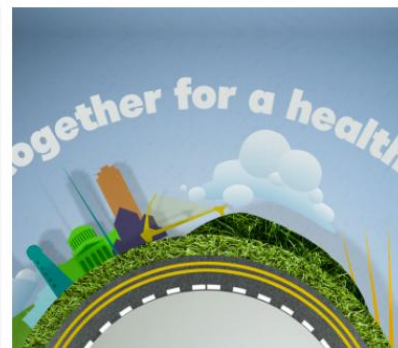
hello@promozoo.ie

CREATIVE CAMPAIGNS

VIDEO + LIVE STREAMING

WEB + MOBILE APPS

EMAIL MARKETING



# Child Diary.net

A social media network that allows educators to focus on children's education and brings parents closer to their children's education

+353 1 443 47 33 | [info@childdiary.net](mailto:info@childdiary.net)

ChildDiary

Childcare Families Pricing More [Try for Free](#) [Login](#)

## The best thing that happened to childcare

Easy to use learning journal to track children's routines and involve parents.  
Focus on children not paperwork!

[Try for free](#) [Login](#)

### Save time

Documenting daily routines or creating observations linked to your curriculum

### Less paperwork

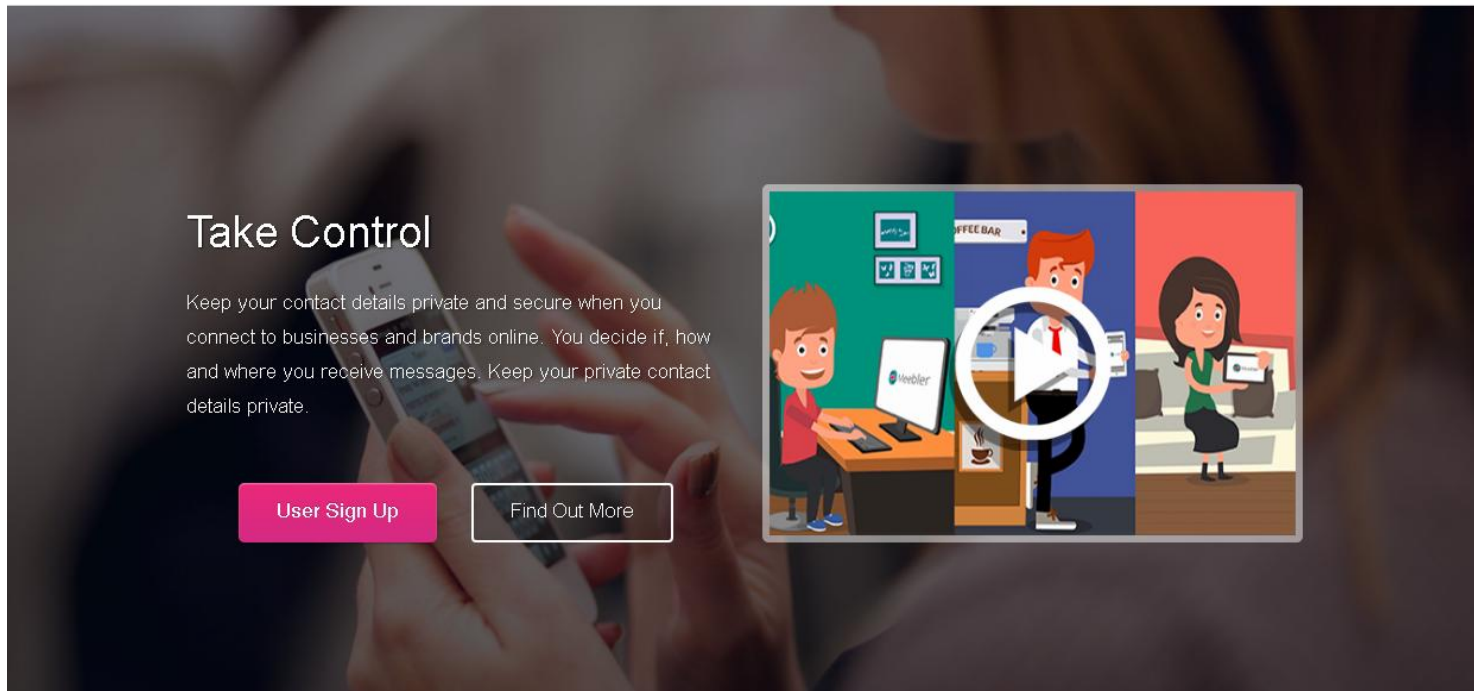
Even if you manage to get all the documentation done it is never easy to file

### Involve parents

With ChildDiary each child has their own private journal and you can share daily

# Meebler.com

A cloud based software service to counter consumer message overload by filtering messages received through a single site across all platforms and all messaging channels, and on which the recipient dictates and controls from who they get messages



The banner features a background image of a person's hands holding a smartphone. On the left, the text 'Take Control' is displayed in a large, white font. Below it, a paragraph of text explains the service's purpose: 'Keep your contact details private and secure when you connect to businesses and brands online. You decide if, how and where you receive messages. Keep your private contact details private.' At the bottom left, there is a pink button labeled 'User Sign Up' and a white button with a black border labeled 'Find Out More'. On the right side, there is a colorful cartoon illustration of an office scene. A man in a red shirt is sitting at a desk with a computer monitor displaying the Meebler logo. A man in a white shirt and red tie is standing and holding a smartphone, with a large white play button icon overlaid on the screen. A woman in a green top is standing to the right, holding a tablet. The background of the illustration includes a green wall with a 'COFFEE BAR' sign and a computer monitor.

**Take Control**

Keep your contact details private and secure when you connect to businesses and brands online. You decide if, how and where you receive messages. Keep your private contact details private.

[User Sign Up](#) [Find Out More](#)

# Pink Kong Studios.ie

Multi-platform animation studio creating original animated content and branded properties for the entertainment and advertising agencies

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# Gloine VAC.com

Glass **Vac** Ireland supplies glass bottle crushers and glass imploders and offers your complete glass collection service for processing glass used for **recycling**



The banner features a dark blue background. On the left is a white circular logo with a stylized 'G' and a recycling symbol. To the right of the logo, the text reads 'Glass Vac environmental solution' in white, followed by 'The new Glass Vac system will soon revolutionise the industry.' in a smaller font. On the far right of the banner is a photograph of a blue glass crusher machine.

## Glass VAC

The Glass Vac environmental solution incorporates a GP3 glass Imploder (the Cube) integrated into a sealed collection container capable of holding between 1 tonne and 4.5 tonne of imploded glass & glass bottles depending on the size of tank required. The cube is emptied via custom made collection system which can evacuate the sealed container in less than ten minutes. The Cube can be accessed via the vacuum system from up to 70 meters, allowing the cube to be sited in difficult inner city locations such as basements.

**Benefits:**

- Up to 80% reduction in glass collection frequency.
- Up to 80% reduction in customer storage space requirement.
- Eliminates manual handling of wheelie bins.
- Eliminates messy waste storage areas.
- Reduces emissions, congestion and carbon footprint.
- 100% of the glass can be recycled.

**© The Glass Vac Process**



# DUBLIN ECONOMIC MONITOR QUARTERLY



Comhairle Cathrach  
Bhaile Átha Cliath  
**Dublin City Council**



**Comhairle Contae Fhine Gall**  
Fingal County Council



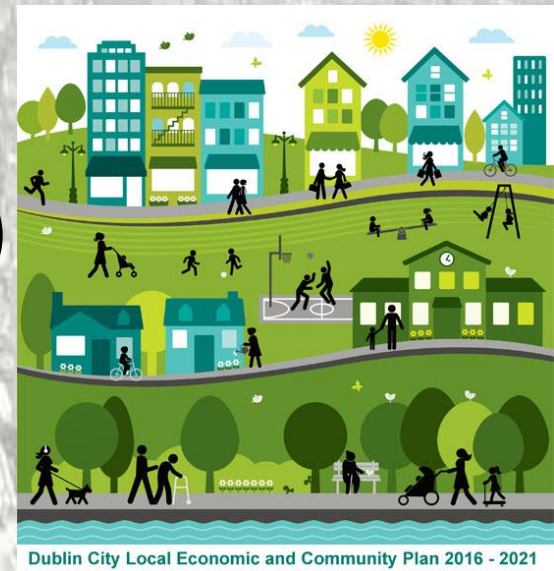
Comhairle Contae County Council



Comhairle Contae  
Átha Cliath Theas  
**South Dublin County Council**

# Local Economic and Community Plan

- **Statutory requirement of all Local Authorities in the Republic of Ireland.**
- **Three documents (DCC):**
  - **Dublin City Socio Economic Profile (background document)**
  - **Six year strategy document**
  - **2016 Action Plan**





THE WORLD CREATES HERE

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