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## 1. Economic Development Office Report January 2024



Comhairle Cathrach  
Bhaile Átha Cliath  
Dublin City Council

### Progress Report Economic Development Office January 2024



Event	Date	Location	EDO	Pillar	Status
SPC	23/01/2024 23/04/2024 17/09/2024 19/11/2024	Zoom & City Hall	Lead	All	In progress
So Circular Event (LEW)	05/03/2024	TBC	Lead	Innovation & Transform.	Planning
Dublin Economic Monitor Annual Launch	13/03/2024	Grant Thornton Office	Lead	Promotion & Investment	Planning
Join the Dots Event	11-12/03/2024	TBC	Lead	Placemaking & Clusters	Planning
ENFUSE Finals	22/05/2024	City Hall	Lead	Innovation & Transform.	Planning
Dublin City Social Enterprise Awards 2024	Qtr 3 / 4 TBC	TBC	Sponsor & Support	Placemaking & Clusters	Planning

## **Local Economic & Community Plan (LECP) 2022 – 2027 - Development – Innovation & Transformation**

Next Meeting of SPC and LCDC Members

31/01/2024

Development of the new LECP is ongoing. The public consultation stage has now concluded which is part of stage two within a six stage development process led by the Community Development section of DCC and supported by the EDO.

KPMG supported elements of stage 2, public consultation which has now concluded after an extension to January 15<sup>th</sup>. As part of the consultation the following was delivered:

- 10 one to one stakeholder interviews (High Level interviews with key stakeholders)
- 2 in person Community stakeholder events
- An in-person workshop for Dublin City Council Executive Managers
- A Consultation with the CEOs of the Dublin City Partnerships on January 8<sup>th</sup>
- An economic stakeholder consultation on January
- A world café style event held on January
- A Doughnut Economics focused workshop
- An online questionnaire
- Inputs from key groups such as the PPN
- Promotion across the DCC library network

### **Night Time Economy (NTE) - Placemaking & Clustering**

Catherine Martin T.D., Minister for Tourism, Culture, Arts, Gaeltacht, Sport and Media established the Night-Time Economy Taskforce on 30 July 2020. 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.

Updates:

- 1) Appoint a Night Time Economy Advisor. A formal, external competition has been run for the second time and interviews will take place in January 2024
- 2) Dublin City Summit Series 2023 focused on the Night Time Economy and took place on 30<sup>th</sup> November at the Project Arts Centre. An Outcomes Report will be disseminated in January 2024

### **Dublin Belfast Economic Corridor (DBEC) – Placemaking & Clustering**

Last meeting/Briefing 27/03/2023

Next meeting TBC

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 Dublin Belfast Economic Corridor (DBEC) are working to advance the partnership's strategy of growth to 2030 and elevate the DBEC brand both nationally and globally. They are currently in the process of undertaking an extensive stakeholder mapping exercise for the DBEC programme. This will ensure they have a comprehensive database of all the relevant stakeholders who have an interest in how the DBEC investment proposition will create additional value and drive the future economic growth and competitiveness of the region.

### **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 €3.5 billion 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.

A successful application between DCC and Belfast City Council for €250,000 of Shared Island funding has been completed. The project, a joint bid to support start up and scaling businesses who will create solutions to circular economy challenges. A project report is now finalised and the next steps will be to formally launch the report and explore ways to advance the recommendations made within it.

### **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. ENFUSE is led by Dublin City Council (DCC) / Local Enterprise Office (LEO) Dublin City in collaboration with Technological University Dublin (TU Dublin); Dublin City University (DCU); National College of Ireland (NCI); University College Dublin (UCD), Trinity College Dublin (TCD) and Institute of Art, Design + Technology Dún Laoghaire (IADT). The open call for businesses to apply to ENFUSE 2024 was officially launched by Minister Simon Coveney at the Building Better Business event on 7<sup>th</sup> December. Full information on ENFUSE is available at: <https://www.localenterprise.ie/DublinCity/Enterprise-Development/ENFUSE/>

Key milestones:

Qtr 4, 2023	Promotion of ENFUSE 2024
Qtr 1 2024	Matching of Enterprises with Student Teams
Qtr 2 2024	ENFUSE Finals (22/05/2024)
Qtr 3 2024	Programme review and evaluation

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

Last SPC meeting: 28/11/23  
Jan Pre SPC meeting: 15/01/24  
Next SPC meeting: 23/01/24

Last meeting held on 28/11/23 on Zoom and in person at Council Chambers, City Hall and livestreamed on Publicl.

The agenda covered

- Dublin City Local Economic and Community Plan Update
- Dublin Belfast Economic Corridor – Collaborative Partnership Agreement
- Dublin Regional Enterprise Plan Update
- Enterprise Ireland – Smart Regions Scheme Introduction
- Night Time Economy Summit Update
- Economic Development and Enterprise Management Reports
- European Programme Support Office & International Relations Progress Report (item not reached as Presenter failed to join the meeting)

The next meeting of the SPC is scheduled for 23/01/24 in hybrid format. Pre SPC meeting 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

20/11/2023	October 2023 Indeed Jobs Postings release
27/11/2023	October 2023 Opentable Restaurant bookings release
11/12/2023	December 2023 DEM
13/12/2023	December 2023 Economic update video

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

Current status

Q4 2023 PMI release in preparation and planning for Q4 2023 SpendingPulse and Q1 2024 DEM.  
Tender being planned and prepared

Further details: [www.dublineconomy.ie](http://www.dublineconomy.ie)

### **Your Dublin Your Voice**

28/11/2024 – 08/12/2024	Recruitment for the YDYV panel
01/2024	Q1 Survey on Experience of caregivers in the city in planning

### **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. Updates will be provided throughout the year.

### **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

An end of year report was provided and the next meeting is scheduled for January 31<sup>st</sup>.

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

### **Dublin City Tourism Unit**

In December 2023 Dublin City Council launched its new Tourism Strategy at the UCLG Global Culture Summit. The strategy is available on the DCC website and has been posted to SPC members. In November 2023 DCC was awarded the title of European Capital of Smart Tourism, this award recognises destinations which are leading the way in more accessible, sustainable, digital and cultural tourism. On the 5th of January DCC officially launched the designation by lighting up the Samuel Beckett Bridge with the European flag. The designation will spotlight Dublin for the year of 2024 as a champion of sustainable tourism and will see DCC host best practice workshops and events with tourism leaders from across Ireland and Europe.

## 2. Dublin Place Brand Report January 2024

### Strategy & Research

#### Place Branding Consultancy

- Following the Building Better Business event on 7<sup>th</sup> December, a lunch meeting was held with key stakeholders at the Mayson Hotel. The aim was to get buy in and commitment from other LAs regarding their willingness to support the Place Brand and to discuss funding options.
- Next steps include: organising stakeholder meetings around funding including with LAs, East Midland Regional Assembly and Enterprise Ireland; presenting an update presentation to the DREP working group and setting up a stakeholder working group for the Place Brand.

### Campaigns & Events

#### Always Brighter Stories Campaign

- Working with The Lord Mayor and DCC Comms, Always Brighter Stories is a campaign centred on individuals and groups improving their communities through acts of kindness and generosity. A video series, along with both OOH and online ads, will go live in February 2024.
- Eight individuals and groups will participate: Bull Island Action Group; Forget Me Nots Choir; Jimbos Accessible Adventures; Little Fitness; St John's Ambulance Ballyfermot; Sanctuary Runners and Charlie Bird.
- Following a RFQ process, Videoworks and Designworks were both selected to provide film services and design services respectively.

#### Night Time Economy Summit

- The summit, that took place at the Project Arts Theatre, 30<sup>th</sup> November, featured our new exhibition stand, which was positioned prominently. We also had an opportunity to speak as part of panel discussion with other city stakeholders.



#### Christmas at the Castle

- The portable brand sign was displayed in the tented stage area throughout Christmas in the Castle event, which ran from 6<sup>th</sup> to 19<sup>th</sup> December 2023. Thousands of visitors from Dublin, Ireland and overseas attended this high-profile event, which was supported by the OPW and Dublin City Council.



## Project Management

### Tender for Journalism, Copywriting and Content Development Services

- We're following up with the Legal Dept for contracts for each of the companies.

### Student Intern from TU Dublin

- Paul Fitzgerald, a second-year digital marketing student from TU Dublin, joined our team between September and early January. Working across both DBP and EDO units, he was an excellent addition to the staff.

## Merchandise

- Provided bundles of Dublin branded merchandise for a competition in the Christmas edition of the Council Bulletin.
- Provided 250 pin badges for the Lord Mayors Office for visiting delegations and guests, also 60 notebooks, 100 pens and 20 bags.

## Dublin.ie

### Hosting, Design, Dev & Support

- **WordPress updates:** Regular WordPress and plugin updates have been deployed.

### Content

- **Believe in Dublin:** Adapted our regular Christmas content to promote the Believe in Dublin campaign, being run by DCC in response to the riot at the end of November.

- **What's On:** 81 new listings published in the month of December.

## Site Metrics

- **Users:**
  - 136k visits recorded by Cloudflare / 63k recorded by Google Analytics
  - **Average pages viewed:** 1.9
  - **Geo breakdown:** 79% Ireland, 8% UK, 4% USA, 3% Germany, 1.5% Spain
- **Popular Content:**
  - What's On (77% of all site visits are for What's On)
  - Homepage
  - Markets
  - Finding Student Accommodation
  - Believe in Dublin
  - The Hell Fire Club
  - Dublin Neighbourhoods
  - Getting around: Transport in Dublin
  - Museums
  - Big names and multinational companies

## Social

In December, we placed a major focus on video content to cover the various high profile Christmas events happening in Dublin. We also posted weekly Christmas market roundups to highlight our What's On section. Additionally, we supported the Believe in Dublin campaign in collaboration with central DCC comms and Dublin Town. Our organic reach was high this month due to the volume of video content being produced. We also produced a local Christmas gift guide in collaboration with the Local Enterprise Office to highlight SMEs in the local economy, which was promoted through a site story and our social accounts.

Current Total Followers: 42.4k (+ approx. 150 new followers this month)

- Twitter: 15.8k followers (-100)
- Facebook: 19k follows (18k likes) (no change)
- Instagram: 6.7k followers (+100)
- TikTok: 952 (+ 40)

*Data as at 15/01/2024*

## Social Content Highlights

- Facebook Highlights
  - Believe in Dublin campaign [video](#) (5 reactions, 144 views)
  - Brigit 2024 event [announcement](#) (2 reactions, 1 share)
  - LEO Christmas gift [guide](#) (3 reactions, 3 shares)
  - Support for Dublin Winter Lights [here](#) (91 reactions, 6 comments, 15 shares) & [here](#) (14 reactions, 5 comments, 2 shares)
- Instagram Highlights
  - Believe in Dublin [video](#) (1188 views, 43 likes, 2 comments, 1 save)
  - Christmas market roundup posts [here](#) (55 likes, 4 comments) & [here](#) (38 likes, 1 comment)
  - Christmas at the Castle launch [video](#) (4863 views, 126 likes, 5 comments, 27 saves)

- LEO Christmas gift guide [post](#) (19 likes, 5 comments)
- Clerys Christmas window reveal [video](#) (6221 views, 195 likes, 6 comments, 13 saves)
- Live crib launch [video](#) (2397 views 49 likes, 1 comment, 2 saves)
- Moving crib [video](#) (1998 views, 39 likes, 5 saves)
- 2023 year in review [video](#) (1628 views, 31 likes, 1 comment, 5 saves)
- Twitter/X Highlights
  - Live crib at the Mansion House launch [video](#) (3 reposts, 13 likes)
  - Repost of [video](#) showing Shane MacGowan’s funeral procession (2 reposts, 26 likes, 2 replies)
  - Christmas at the Castle launch [video](#) (3 reposts, 8 likes)
  - LEO Christmas gift guide [promotion](#) (5 reposts, 6 likes)
  - Clerys Christmas window reveal [video](#) (1 repost, 10 likes)
  - Support for the Believe in Dublin campaign [here](#) (1 repost, 3 likes, 1 reply) & [here](#) (1 repost, 4 likes)
  - 2023 year in review [video](#) (3 reposts, 8 likes)
- TikTok
  - Christmas market roundup plogs [here](#) & [here](#)
  - Christmas at the Castle launch [video](#)
  - LEO Christmas gift guide [plog](#)
  - Clerys Christmas window reveal [video](#)
  - Live crib at the Mansion House launch [video](#)
  - Moving crib [video](#)
  - 2023 year in review [video](#)

## Stakeholder Engagement & Meetings

### Irish American Chamber of Commerce

- The Philadelphia brand of the Irish American Chamber of Commerce hosted a networking event at the Bridge in Ballsbridge. This event provided an opportunity to meet a wide number of business and non business representatives – a number of contacts were made including with an organisation that brings international students and interns to Dublin. Potential to further develop relationships with Philadelphia.

### Dublin Regional Tourism Network

- This event was hosted by South Dublin County Council at the Tallaght Stadium. Along with representatives from each Local Authority, Eoghan O’Mara Walsh, the CEO of the Irish Tourism Industry Confederation attended. He is keen to work more closely with the LA Tourism Network.

### Building Better Business Event & post event lunch

- The stand at the Building Better Business Conference provided an opportunity to meet a number of stakeholders including Fingal LEO; Dept of Enterprise, Trade & Employment; Regional Skills and Enterprise Ireland. At the post event lunch meeting met representatives from DCC, DETE; SDCC, DLR, and Dublin Regional Enterprise Plan.

### 3. SPC Report: Local Enterprise Office Update January 2024

#### Environment

#### **Measurement**

Measurement targets for 2024 are yet to be finalised with Enterprise Ireland. We anticipate similar targets to 2023 i.e. no increase. There have been a number of new concentration areas for LEO during 2023 e.g. working with companies with over 10 employees and also the provision of consultancy products in the areas of lean, green, digital and export. Therefore it is deemed prudent to concentrate on quality of service delivery vs increasing quantity. In 2023, targets were achieved and in many cases greatly exceeded as detailed below.

#### **Customer Service**

As a consequence on the pandemic, clients are self-serving increasingly online and seeking information increasingly by email. Visits to the office in person are largely from non-Irish where English is not the first language.

#### **Survey**

We issued a survey pre-Christmas to inform service delivery in 2024. We received a 12% response rate. 67% of respondents were sub 5 years in business with 33% of respondents +5 years in business.

#### Challenges:

1. Business Development
2. Raising Finance
3. Social Media
4. Work life balance
5. Business Expansion

#### The main ways people heard about LEO Dublin City in order

Word of Mouth - 37%

Referral from State agency/Enterprise Centre – 15%

Leo Marketing - 44%

Online Search – 31%

Online vs in person delivery: 70% of LEO clients want training online. With mentoring the preference is Online 35% - Face to Face 27% and Blended 38%

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.

The first stream of funding closed for application 17th November 2023. Applications for Stream 2 close on Thursday 15th February 2024

<https://www.enterprise-ireland.com/en/funding-supports/company/establish-sme-funding/ukraine-enterprise-crisis-scheme.html>

### **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 relevant content to SME's - expansion to employment permits system https://enterprise.gov.ie/en/news-and-events/department-news/2023/december/20122023.html](https://enterprise.gov.ie/en/news-and-events/department-news/2023/december/20122023.html)

### Communications

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

- December newsletter issued 28<sup>th</sup> November 2023

- January newsletter issued 11<sup>th</sup> January 2024

In addition to the regular monthly e-zine, 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, GDPR compliance & cost. This change has resulted in changes being made to our homepage, mailing lists being exported from Mailchimp & imported into Zoho etc.

### Social Media Channels

- Twitter / X: 11.1k average followers.
- Facebook: 3.5K average followers
- Instagram: 1.1k average 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.

**Business Plus Magazine:** sponsored a state supports feature in the November issue to promote consultancy products –lean, green, digital & export

**Christmas Gift Guides:** Feature in the Gazette community newspaper to connect Dublin consumer with LEO client companies products for unique gifting options. Feature in the Dublin City Council staff Bulletin.

### Campaigns

- **‘Look for Local’** re-advertising a message of shop local this Christmas post November Dublin city riots to encourage return to shopping in the city.
- **“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 resulted in higher awareness of LEO however didn’t drive participation in consultancy products as desired. A second reiteration of the campaign is being devised for release soon.

[www.allinadaysofwork.ie](http://www.allinadaysofwork.ie)

## 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:

- Drémire Language Services: <https://www.localenterprise.ie/DublinCity/Case-Studies/Dreimire-Language-Services.html>

Cross promotion is conducted in both newsletter and social media.

## **Video Case Studies**

Produced a series of videos to promote consultancy services working with Proposition Films. Client companies:

- “Basecamp” <https://basecamp.ie/> for green
- “Paddybox” <https://thepaddybox.com/> for lean
- “RUA Foods” for Green. <https://ruafood.com/>
- “Nutty Delights” for Digital promotion <https://www.nuttydelights.ie/> –yet to be recorded

## **Dublin City FM:**

The Autumn / Winter schedule featured:

- National Women’s Enterprise Day which took place on October 19<sup>th</sup> 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.

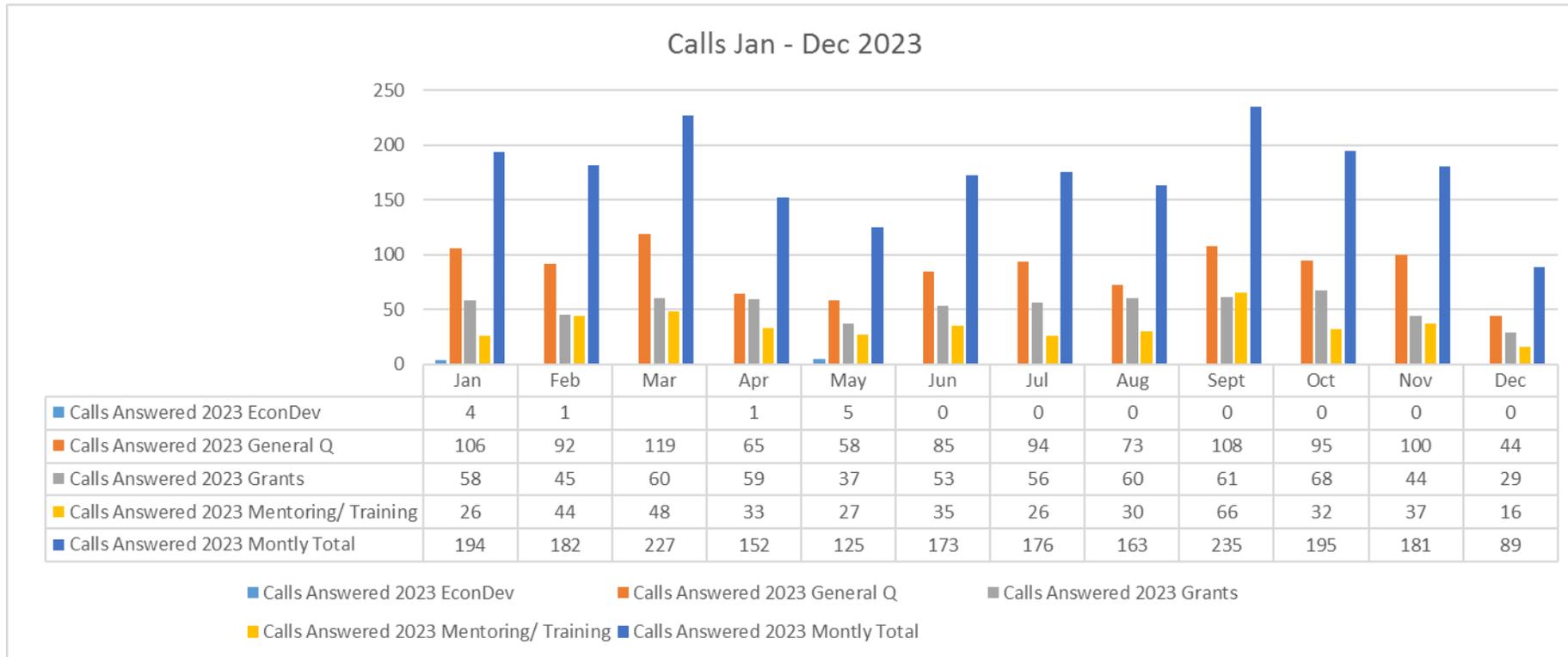
## **2024 Communications Focus**

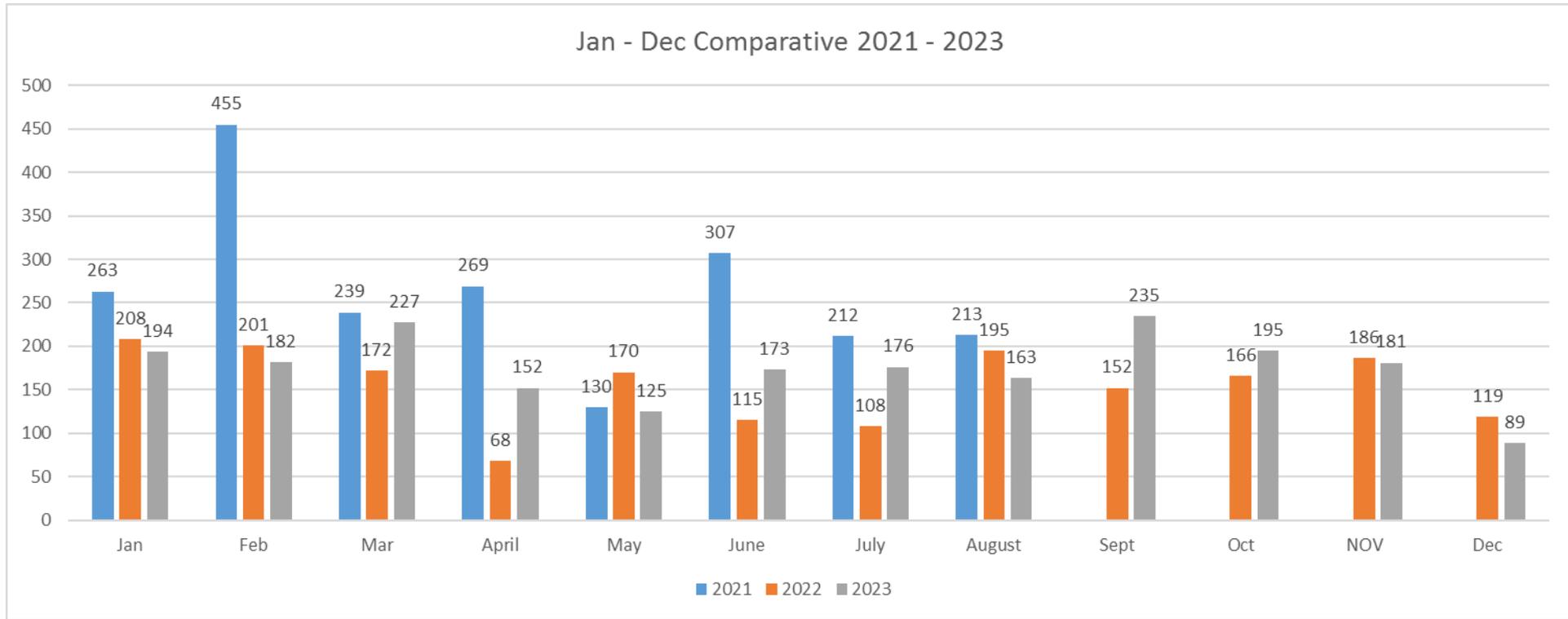
Communications strategy for LEO DC & enhancing media relations

**First Stop Shop**

**Calls during 1st Jan to 31st December:** 2092 calls vs 1927 for the same period in 2022 / +165 calls year on year.

Breakdown of calls year to date: 1.71% economic development, 48.99% general enquiries, 29.63% grants, 19.67% mentoring & training.





**Emails during January 1<sup>st</sup> – December 31<sup>st</sup> 2023:** 4580 emails received and processed vs 3230 for the same period in 2022. + 1,350 / 30% emails year on year.

Breakdown by category of activity:

- M1 supports: trading online voucher 11.11% & grants 17.93% = 29.04%
- M2 supports: Training 27.55%, Mentoring 25.33% & Start Your Own Business 18.08% = 70.96%

**In Person Interactions:** Low demand for walk in service - 97 year for 2023. Improvements were made to the website & many people increased self-serving during the pandemic. Services are fully open 9am – 1pm, 2pm – 5pm Monday through Friday and people are being seen as they present. Non Irish nationals where English is not the first language presented more highly in person.

### **Mentoring**

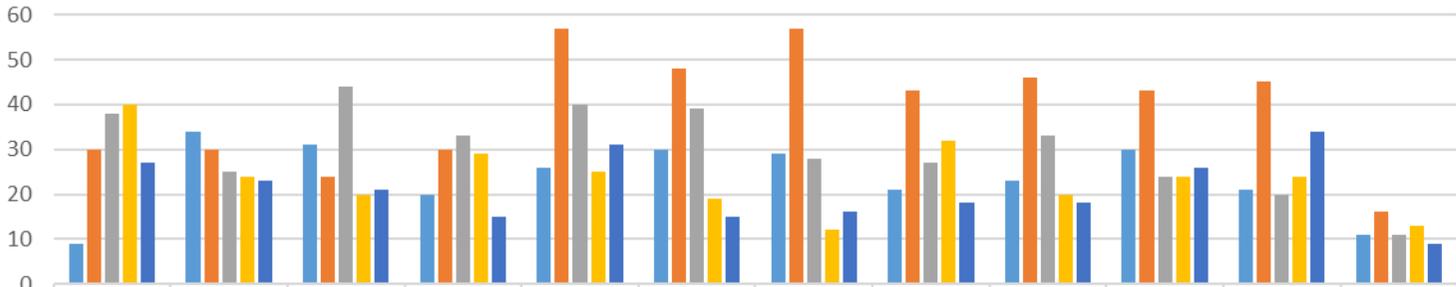
**Annual Target 2022:** 1,000 hours.

1<sup>st</sup> Jan – 31<sup>st</sup> December 2023: 1,296 hours achieved / We achieved +30% of target. In 2022 we achieved 1020 hours. + 276 hours.

### **Achieved vs annual target**

- 3 Hour Product: At 86.44%
- 6 Hour Product: at 45.67%
- Business Advice Clinics Product: 171%

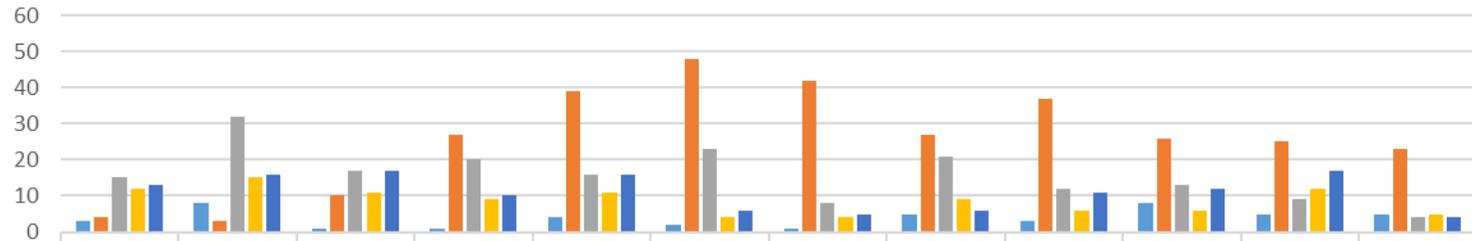
3 Hour Mentoring Jan - Dec 2023



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
■ Mentoring (3hr) No. Participants 2019	9	34	31	20	26	30	29	21	23	30	21	11
■ Mentoring (3hr) No. Participants 2020	30	30	24	30	57	48	57	43	46	43	45	16
■ Mentoring (3hr) No. Participants 2021	38	25	44	33	40	39	28	27	33	24	20	11
■ Mentoring (3hr) No. Participants 2022	40	24	20	29	25	19	12	32	20	24	24	13
■ Mentoring (3hr) No. Participants 2023	27	23	21	15	31	15	16	18	18	26	34	9

■ Mentoring (3hr) No. Participants 2019 ■ Mentoring (3hr) No. Participants 2020 ■ Mentoring (3hr) No. Participants 2021  
 ■ Mentoring (3hr) No. Participants 2022 ■ Mentoring (3hr) No. Participants 2023

6 Hour Mentoring Jan - Dec 2023



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Mentoring (6hr) No. Participants 2019	3	8	1	1	4	2	1	5	3	8	5	5
Mentoring (6hr) No. Participants 2020	4	3	10	27	39	48	42	27	37	26	25	23
Mentoring (6hr) No. Participants 2021	15	32	17	20	16	23	8	21	12	13	9	4
Mentoring (6hr) No. Participants 2022	12	15	11	9	11	4	4	9	6	6	12	5
Mentoring (6hr) No. Participants 2023	13	16	17	10	16	6	5	6	11	12	17	4

■ Mentoring (6hr) No. Participants 2019 ■ Mentoring (6hr) No. Participants 2020 ■ Mentoring (6hr) No. Participants 2021  
 ■ Mentoring (6hr) No. Participants 2022 ■ Mentoring (6hr) No. Participants 2023

**Mentor Meetings:** continuing monthly. Opportunity to gain feedback from the panel and to update them on emerging products. Last meeting took place 31<sup>st</sup> October. We avoided meeting while the mentor framework 23– 29 was open for application. Mentors enjoy the 30-minute meeting monthly as its frequent enough and not a large time commitment. A Christmas in person mentor meeting took place for 15<sup>th</sup> December to thank mentors for their consistent performance.

**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. The paperwork for the new framework (contracts & letter of offer) was issued first week in January. Thereafter an induction process will take place with a group meeting and one to one meetings with new mentors. A new Mentor panel is to be established via a multi-party framework process. The tender was published on July 29<sup>th</sup> ID: 2038854 <http://www.etenders.gov.ie/>

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

**Brexit Mentoring:** 13 Brexit specific Tender mentoring sessions requested Jan – December 23 vs 18 for the same period in 2022. Our focus now is on tariffs & customs vs Brexit.

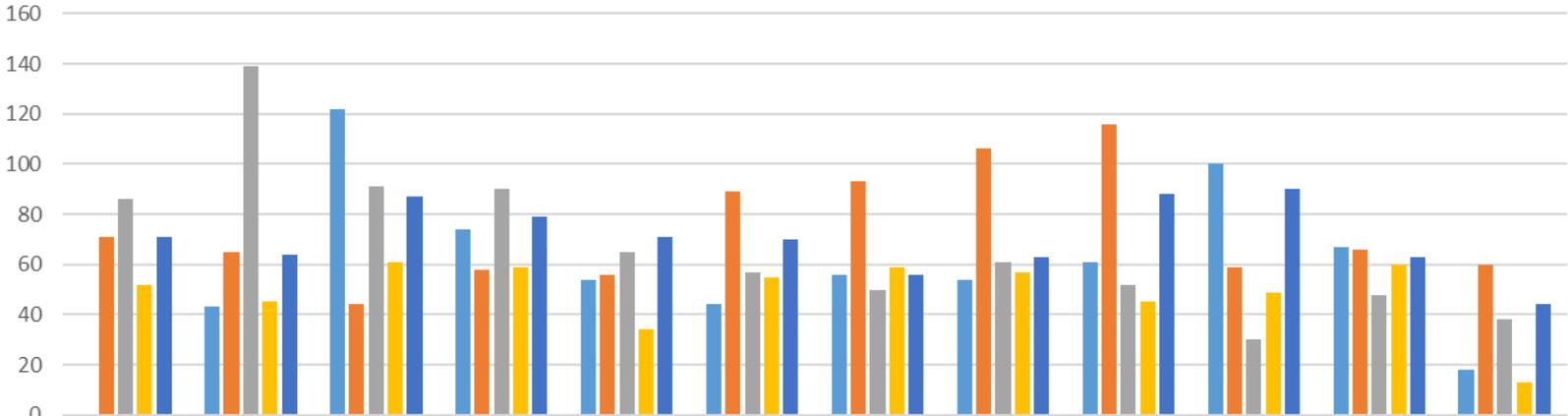
**Business Advice Clinics (BAC)**

Annual target 2023: 500 participants, 48 clinics

1<sup>st</sup> Jan – 31<sup>st</sup> December 2023

- 49 clinics delivered vs 50 in 2022. -1 year on year.
- Participants: 855 participants Jan – Dec 23 inclusive vs 589 for same period in 2022, +266 participants year on year.
- Target exceeded by 355 participants.
- Performance vs annual target: 102% of annual clinics delivered. 171% of annual target delivered.

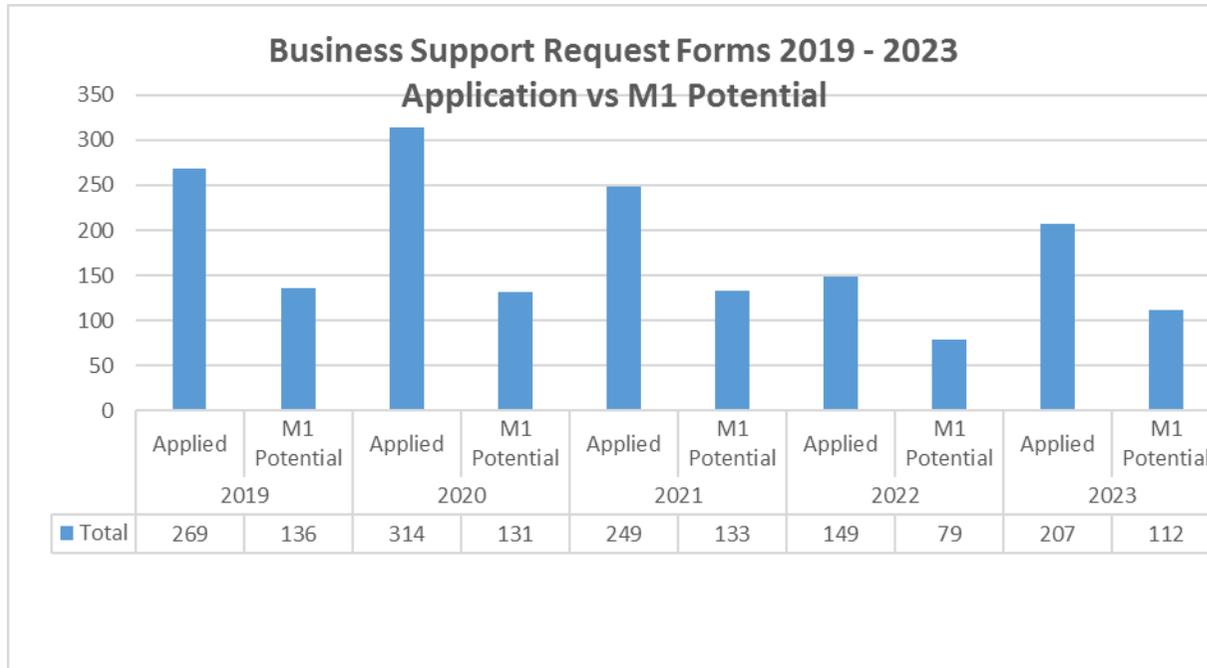
Business Advice Clinic Participants Jan - Dec 2023



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Business Advice Clinic 2019	0	43	122	74	54	44	56	54	61	100	67	18
Business Advice Clinic 2020	71	65	44	58	56	89	93	106	116	59	66	60
Business Advice Clinic 2021	86	139	91	90	65	57	50	61	52	30	48	38
Business Advice Clinic 2022	52	45	61	59	34	55	59	57	45	49	60	13
Business Advice Clinic 2023	71	64	87	79	71	70	56	63	88	90	63	44

Business Advice Clinic 2019    Business Advice Clinic 2020    Business Advice Clinic 2021    Business Advice Clinic 2022    Business Advice Clinic 2023

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



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 37% of the requests in this category, followed by manufacturing at 21%. Professional services 13%, food & drink 11%. Health & Wellbeing requests are at 8% while Craft and tourism requests are at 5% and 2% respectively.

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

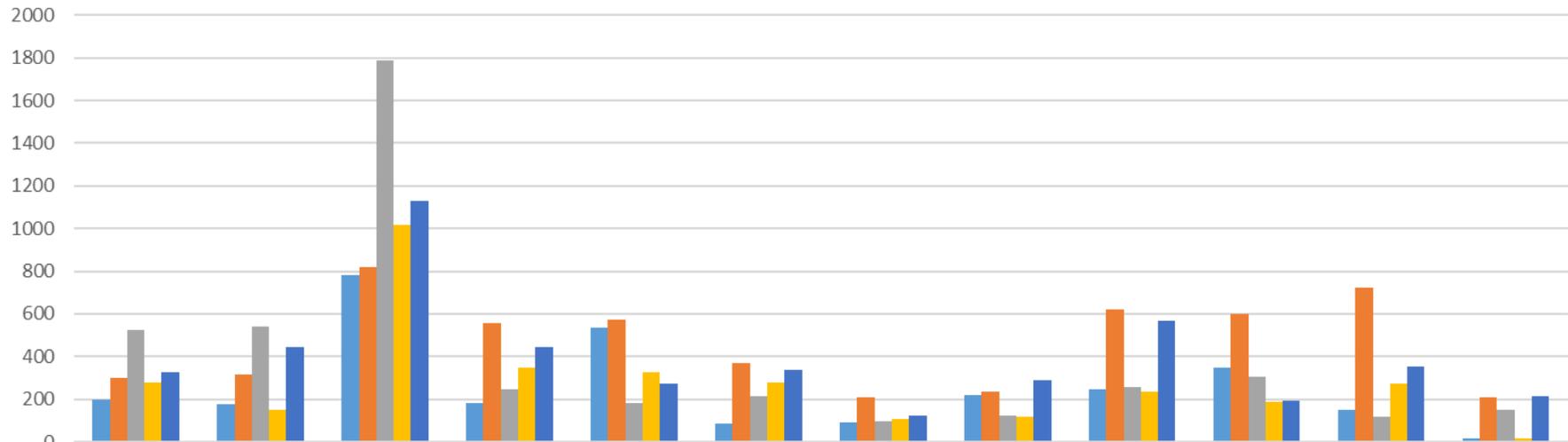
**Training Schedule '23** <https://www.localenterprise.ie/DublinCity/Training-Events/Online-Bookings/>

**Annual Target:** 3000 participants

**1<sup>st</sup> Jan – 31<sup>st</sup> Dec '23:** 4478 participants, 182 courses year to date. Annual Target exceeded by 1,478 participants.

**YOY comparative:** 4897 participants / -419 participants, + 1 course

Training Jan - Dec 2019 - 2023



■ Training 2019	196	178	779	183	533	83	92	219	245	349	149	18
■ Training 2020	298	318	819	554	571	367	207	233	622	597	722	208
■ Training 2021	523	542	1789	245	183	213	99	121	256	306	120	149
■ Training 2022	276	148	1017	347	324	279	107	117	238	189	272	18
■ Training 2023	325	444	1128	446	273	336	122	290	565	194	355	215

■ Training 2019 ■ Training 2020 ■ Training 2021 ■ Training 2022 ■ Training 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 2024 training plan is a versatile document and is under regular review. Training courses are presently advertised until end of January. As we have recently tendered, new training companies are receiving induction during week 1 & week 2 of January '24, setting clarity of expectation for service delivery, reporting and relationship development between training company staff and LEO personnel.

**Training courses completed November to December 2023**

<b>November</b>	<b>Course Title</b>
<b>Date</b>	
01/11/2023	Creating a Business Plan Wed 1st Nov 23
01/11/2023	Start Your Own Business Wed 1st Nov 23
02/11/2023	Building a Better Business: Increase Efficiency, Profit & Reduce Cost
07/11/2023	Instagram For Business (Intermediate Level) Tues 7th Nov
07/11/2023	Business Advice Clinic Tues 7th Nov
09/11/2023	How to advertise Online with Impact Thurs 9th Nov
09/11/2023	Financial Management for Small Business Thurs 9th Nov
13/11/2023	Food Starter Nov 2023
14/11/2023	Learn about LEO Supports in person at the GEC D8
14/11/2023	Business Advice Clinic Tues 14th Nov
15/11/2023	Creating Video Content for Social Media that drives results Wed 15th Nov
16/11/2023	Building a Better Business: Increase Efficiency, Profit & Reduce Cost
22/11/2023	Business Advice Clinic Wed 22nd
23/11/2023	Sales Via Social Media 23rd Nov
28/11/2023	Business Advice Clinic Tues 28th

30/11/2023	Building a Better Business: Increase Efficiency, Profit & Reduce Cost
30/11/2023	Trading Online Voucher Info Session - Nov 2023

<b>December</b>	<b>Course Title</b>
<b>Date</b>	
07/12/2023	Business Advice Clinic
12/12/2023	Grant Application Workshop
14/12/2023	Business Advice Clinic

### **Upcoming Courses**

#### **January**

<b>Date</b>	<b>Course Title</b>
04/01/2024	Business Advice Clinic
09/01/2024	How to advertise online with impact
10/01/2024	Business Advice Clinic
10/01/2024	Fundamentals of business accounting
10/01/2024	Start your own business
15/01/2024	Develop a one page business plan
16/01/2024	Facebook for business

16/01/2024	Grant Application workshop
18/01/2024	Trading Online Voucher Information Session
18/01/2024	Business Advice Clinic
23/01/2024	Website security & GDPR
24/01/2024	Developing a digital marketing strategy for your business starts 24/01
24/01/2024	Learn how using digital tools can save you time and money
25/01/2024	Transform your business with Lean thinking: Boost efficiency, cut costs & increase profits
25/01/2024	Business Advice Clinic

### **Training Tender**

A new Training tender was published ID:2013584. Contracts have been issued. New training companies are being inducted. It is envisaged that the new training tender will be in place until the end of 2029.

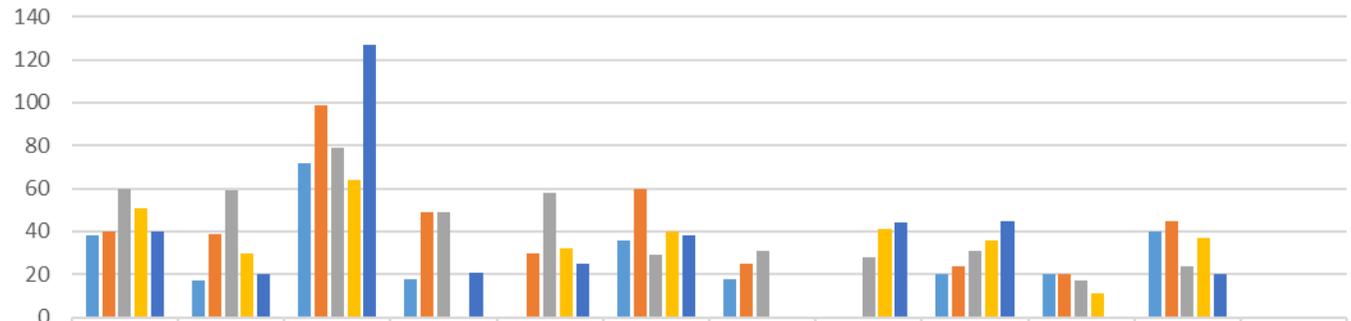
### **Start Your Own Business (SYOB) Training Courses**

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 Dec 2023:** 14 courses, 1 boot camp delivered & 380 participants / +159 participants over target. All courses throughout the year were fully booked.

Start Your Own Business Jan - Dec 2019 - 2023



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Start Your Own Business 2019	38	17	72	18	0	36	18	0	20	20	40	0
Start Your Own Business 2020	40	39	99	49	30	60	25	0	24	20	45	0
Start Your Own Business 2021	60	59	79	49	58	29	31	28	31	17	24	0
Start Your Own Business 2022	51	30	64	0	32	40	0	41	36	11	37	0
Start Your Own Business 2023	40	20	127	21	25	38	0	44	45	0	20	0

**Start Your Own Business Programme (SYOB) for new community from Ukraine**

The 7th Ukrainian 2 Day SYOB - also very kindly funded by LEO Dublin, took place in conjunction with Meta on 5th & 6th December 2023. Over 40 individuals sign ups.

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

Our Training partner has delivered 4 fundamentals in finance programmes so far in 2023. Courses have been completed and were fully booked.

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

05/09/23	20
10/01/24	19

A 12 month accountancy package with BigRedCloud provided to entrepreneurs as a follow on to accompany the fundamentals course s in 2024 is been made available. This will help to enhance entrepreneurs financial understanding.

### **Micro Finance Ireland Pre loan application advice**

**1<sup>st</sup> Jan – 31<sup>st</sup> Dec 2023:** 64 pre loan applications year to date.

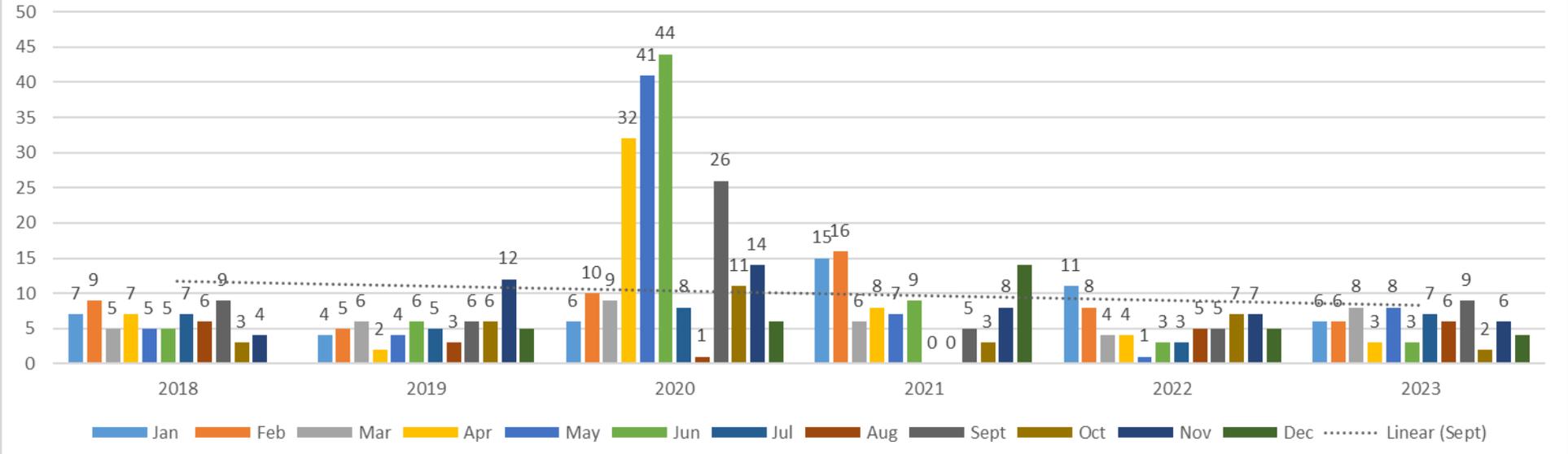
**Comment:** Application rate is similar to 2022 & 2019 and in keeping with the average application rate since 2018 i.e. 65 applications annually.

**Loans approved via LEO:** 10 – this has been the average rate of approval year on year since 2018.

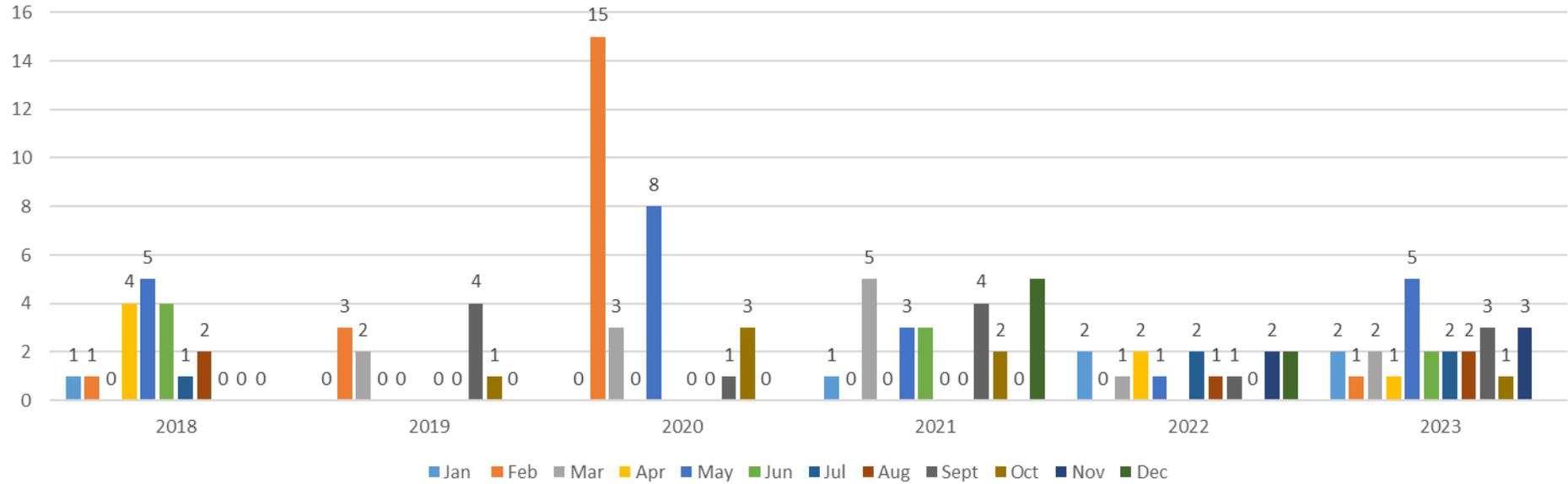
Uptake of the Micro Finance Ireland loan product is slow at present with some reluctance by entrepreneurs to take loans due to unpredictability of cashflow.

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 advertise on radio including LEO.

Pre MFI Loan Requests Jan 2018 - Dec 2023



MFI LER Forms (Issued) - Jan 2018 - Dec 2023



## **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 sought for another intake in early 2024.

LEO staff are responding to all Register your Interest 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 encouraged to be a participants on one of our Management Development Programmes.

Our 2<sup>nd</sup> Leadership for Growth programme for 2023 in partnership with Fingal finished on 7<sup>th</sup> November with 39 participants in 2023 taking part in this programme. A LEO Supports and Services Presentation 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 12<sup>th</sup> 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 1<sup>st</sup> November to plan the remainder of Q4 activity and in Q1 2024 the following will take place:

- What you need to know before starting a start-up – speaker provided by the Local Enterprise Office Thursday 29<sup>th</sup> February 1.00pm
- Self Employment is it for me? – Panel Discussion - moderator Brian O’Kane with two entrepreneurs provided by LEO, Thursday 7<sup>th</sup> March 1.00pm
- Researching Your Idea – Mintel Thursday 14<sup>th</sup> March 1.00pm
- “Weathering the Storms” Shirley O’Kelly (Timbertrove) – with moderator Brian O’Kane, Thursday 21<sup>st</sup> March 1.00pm

## **Consultancy Products**

### **Consultancy Products**

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

Digital for Business

**Target '23** 10

**Applications completed** 14

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

Green for Business

**Target '23** 28

**Applications complete** 34

**Green start:** An enterprise Ireland product designed for companies +10 employees

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

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

Energy Efficiency: 1 application received to date.

**Lean** [www.leanformicro.ie](http://www.leanformicro.ie)

Increasing competitiveness & profitability

**Target '23** 25

**Applications complete** 19

## **Export**

Internationalisation planning

**Target '23** 5

8

**Applications complete**

## **Export Accelerator Programme**

Full Circle were selected to run the Export Accelerator Programme which commenced in July 2023, with 10 clients taking part. This programme provided clients 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.

Clients are now progressing through their one to one mentoring.

We are meeting with Full Circle in January 2024 to discuss the commencement of a new programme in February.

Clients who have been approved for M1 funding must also undertake Green for Micro as a condition of their grant award.

## **Promotion of new consultancy products**

We are producing 4 case study videos with Proposition Films:

LEAN: “Paddybox” <https://thepaddybox.com/> completed

GREEN: “Basecamp” <https://basecamp.ie/> completed, Rua Foods [www.ruafoods.ie](http://www.ruafoods.ie) in edit

DIGITAL: Nutty Delights <https://www.nuttydelights.ie/> in production

EXPORT: Drinks Botanicals approached [www.drinksbotanicalireland.ie](http://www.drinksbotanicalireland.ie)

## **Networks**

### **Women in Business Network**

The network presently has 200 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:

Women in business awards Mansion House 11<sup>th</sup> December. A celebration of women’s achievements in business with the entrepreneur of the year and rising star awards. Winners of our 2023 Awards Richella Boggan of Sandown Business School, Rising Star and Madeleine Blaine, Female Entrepreneur of the Year.

<https://www.localenterprise.ie/DublinCity/Start-or-Grow-your-Business/Networking/Women-in-Business/Network-Events/11th-December-2023-Festive-Networking-and-Awards-Night.html>

Cutting through the noise 16<sup>th</sup> January ’24: the communications coach <https://www.localenterprise.ie/DublinCity/Start-or-Grow-your-Business/Networking/Women-in-Business/Network-Events/16th-January-2023-Cut-Through-the-Noise-with-Aisling-O-Rourke.html>

**International Women's Day 2024**, to take place in the Mansion House 8<sup>th</sup> 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. Siobhan O'Shea Director of In deed will be the keynote speaker.

## Events

Building Better Business convention centre 7<sup>th</sup> December, an event lead by the department of enterprise trade and employment supported with LEO clients & stand presence. The focus was on converting clients to enable green and digital in their businesses. We had considerable interest in general LEO supports. Attendance approximately 200. Further details:

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

## Forthcoming Events

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

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 [www.georginaohanlonillustration.com](http://www.georginaohanlonillustration.com)
- Catherine Victoria Ltd T/A Eimear Wright Candles & Diffusers [www.eimearwright.ie](http://www.eimearwright.ie)
- Eve ray designs <https://blondethestore.com/products/eve-ray-designs-the-garden-1925-mirror-gold-earrings> (Products are sold on this website)
- Margaret Farrell artist [www.margaretfarrell.ie](http://www.margaretfarrell.ie)
- Bon and Berg <https://www.bonandberg.com>

**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 1<sup>st</sup> to 6<sup>th</sup> year & supports them to bring forward business ideas into reality. The programme began 1<sup>st</sup> September with school registration deadline 30<sup>th</sup> 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](http://www.studententerprise.ie)

[Local Enterprise Week - 2024 4<sup>th</sup> – 9<sup>th</sup> March '24](#)

[Planning is underway! Similar to 2023, national events are being defined which will be hosted online. Regions are working together to host a mix of hybrid events, extending reach and cost efficiency. Locally we are ensuring that plans contain essential elements to achieve our KPI's, while also ensuring they are relevant to entrepreneurs wants and needs e.g. our popular 1 day intensive Start Your Own Business Bootcamp will be repeated, a Trading online Voucher information session, mentors will showcase their capabilities, a networking event will take place.](#)

[LEO DC's opening event will be hosted in Salesforce Tower on Monday 4<sup>th</sup> March with focus on how small businesses can utilise Artificial Intelligence and also apply lean thinking to their business.](#)

**Lord Mayor of Dublin:** LEO Dublin City has provided details of 4 key upcoming events for the Lord Mayors diary:

Date	Work Area	Status
11/12/2023	LEO Dublin City Women in Business Awards	Complete

01/02/2024	St. Brigid's Day Women In Business Network Event	Planning – Panel discussion
28/02/2024	Schools Enterprise Awards (Mansion House)	M1 Planning
06/03/2024	Local Enterprise Week: Productivity Showcase - client companies who have benefitted from Lean, Green, Digital & Export. Pre St. Patricks Day focus encouraging 'green' & export of Irish produce	M2 Planning

### **Eco-System Development**

During 2023, 53 stake holder relationships were managed. Examples of recent interactions as follows:

**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 30<sup>th</sup>. Leo Staff attended the TU Enterprise Academy Collaborative.

**NDRC:** LEO Staff met with Joe Gorman, NDRC programme Manager @ Dogpatch Labs to build relationship going forward for possible pipeline for M1 & M2 support to SME’s

**DogPatch Labs:** Leo Staff met with new Community Manager Sean Hughes and are in discussion to work closer with Dogpatch in 2024 with a number of initiatives discussed.

Leo Business Advisors now Mentors with DogPatch Labs First Fridays Mentor sessions – Clients allocated by Dogpatch and possible pipeline for M1 & M2.

**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.

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

**CDET B Coolock:** LEO staff hosted Supports and Services Presentation in LEO Offices to Students

**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 Exceptional Business and Development Award

**Tangent @ TCD:** LEO Staff panellist on Creative and Culture Panel Discussion

**Digital Hub:** Leo Staff met with Julian & Melissa to plan a Grants & Funding Workshop for 2024 that would be co-hosted in person at the digital Hub once a Quarter

**VAI (Visual Arts Ireland):** LEO Staff met with Emer Ferran and CEO Noel Kelly and engaged to finalise a Creatives programme and discuss other options for 2024

**AI Ireland:** LEO Staff met with CEO Mark Kelly to develop relationship and look to work together in the future.

### **Food Initiatives**

**Food-Starter:** The Food Starter programme is one full day in person & two half days online, 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 Dunlaoghaire on the 22nd, 29<sup>th</sup> & 31<sup>st</sup> January 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/>

## Measure 1 (Grants) Approvals Metrics: 2023

### M1 Grants Approvals Metrics: 2023 Approvals

Type of Grant	No. of M1 Grant Applications			Jobs	Total Jobs Created - From Grant Approvals 2023	Value of M1 Grants		Variance
	Annual Target	Total No. Approved 2023	Variance	Total Jobs Created Target - Grant Approvals		Annual Target	Total Value M1 Grant Approved 2023	
Feasibility Grant	23	31	+8	25	31	€172,500	€292,158.00	+€119,658.00
Priming	16	5	11	32	10	€240,000	€151,273.00	€88,727.00
Business Expansion	21	25	+4	53	50	€525,000	€797,463.00	+€272,463.00
<b>TOTAL</b>	<b>60</b>	<b>61</b>	<b>+1</b>	<b>110</b>	<b>91</b>	<b>€937,500</b>	<b>€1,240,894.00</b>	<b>+€303,394.00</b>

## 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 Tennis	Business Expansion	Fabio Molle	Peter Sheridan	€17,537	1
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 AI 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 Food Co	Business Expansion	Ms Shirley O'Rourke	Carmel Seery	€31,995	3
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
9037306-02	David Johnson t/a Shot Caller Production	Feasibility	David Johnston	Cathy McPadden	€8,789	1
9038298	GlitchAds Limited	Feasibility	Aisling Browne	Peter Sheridan	€11,662	1
9038301	Kerb Transport Limited	Feasibility	Alan Browne	Peter Sheridan	€10,500	1
9034435	GenieCert Ltd.	Feasibility	Eckhard Jokisch	Carmel Seery	€4,275	1
9036425	Franco Pastore t/a Belmorso Ltd (Taste with Gusto)	Feasibility	Franco Pastore	Cathy McPadden	€6,950	1
9038107	Wasty Project Limited	Feasibility	Nese Cankaya	Carmel Seery	€5,567	1
9038302	Human Reality Limited	Feasibility	Niall Austin	Peter Sheridan	€15,000	1
9029814-03	The Ink Spot Limited	Business Expansion	Gerry Morgan	Peter Sheridan	€49,802	3
11019632	Sylvia Mew t/a Treats by Sylvia	Business Expansion	Sylvia Kennedy	Cathy McPadden	€27,448	2
9029829	PowerHouse Media Limited	Business Expansion	Kymann Power	Peter Sheridan	€15,000	1
9034336-02	communify.ai Limited (formerly SideTeams Limited)	Priming	Cormac Finn	Cathy McPadden	€45,000	4

<b>Approvals: 61</b>			<b>Total:</b>	<b>€1,240,894.00</b>	<b>91</b>
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**TAME: Technical Assistance for Micro Exporters: 2023**

	<b>TAME Grants Approved Year 2023</b>	<b>Balances c/f to 2023</b>	<b>Balance</b>
<b>No. of TAME Approved</b>	26		
<b>Total TAME Approved</b>	€53,906.13	€17,532.67	€71,438.80
<b>Total Value Decommit 2023</b>	€1,660.26	€3,911.67	€5,571.93
<b>Total Value TAME Payments</b>	€26,356.87	€13,621.00	€39,977.87
<b>Balance</b>	<b>€25,889.00</b>	<b>€0</b>	<b>€25,889.00</b>

**Trading Online Voucher Metrics: 2023**

	<b>Target 2023</b>	<b>Metrics 2023</b>
<b>No. of Trading Online Vouchers Approved:</b>	63	158
<b>Value of Trading Online Vouchers Approved:</b>		€348,364.00
<b>No. of TOV Drawdowns Paid:</b>		130
<b>Total Amount Paid:</b>		€269,635.53

## 4. Smart City Update



Comhairle Cathrach  
Bhaile Átha Cliath  
Dublin City Council

**Strategic Policy Committee**

**Economic Development & Enterprise**

**23<sup>rd</sup> January 2024**

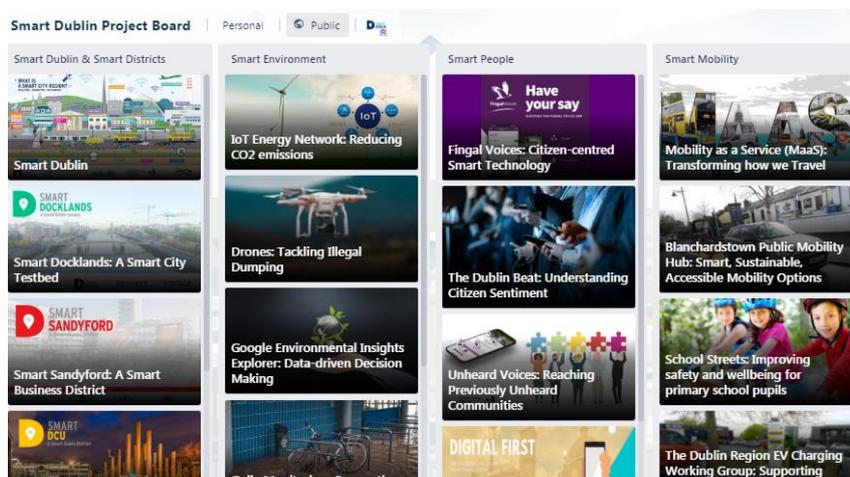
**Agenda Item: Smart City Update**

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 fast-tracked 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/188O9azF/smart-dublin-project-board>

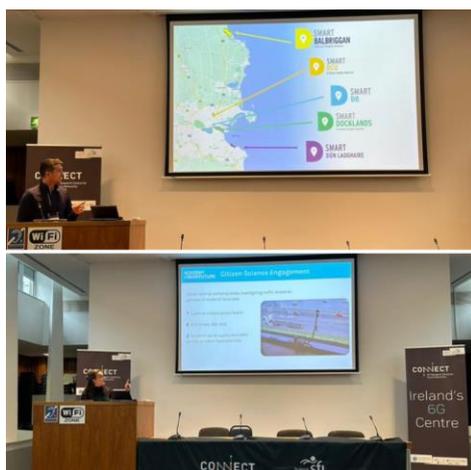
## November 2023

### 1. Smart Cities Lego Workshops in Docklands

During the Mid-Term Break on the 1st and 2nd November Smart Docklands organised open Smart Cities LEGO workshops for young people between the ages of 8-12 in Pearse Street Library. It was great to discuss what's and who's important in the city and build sustainable and accessible cities from LEGO bricks, imagining how technology can make our life.



### 2. CONNECT Future Networks Event



On the 22nd of November, Darach Mac Donncha and Grace D'Arcy from the Smart Docklands team presented at CONNECT Centre's third annual Future Network Series, "Resilient Communities", held at Cork County Hall. The event explored the application of Future Networks in Resilient Communities and delved deep into the world of networks, particularly focusing on the latest innovations such as Internet of Things (IoT), and 6G, while drawing inspiration from current real-world examples. The team presented on the future of smart urban development and Academy of the Near Future. More information can be found at: <https://connectcentre.ie/news/harnessing-the-power-of-collaboration-a-recap-of-resilient-communities/>

### 3. Dublin City Council success in Twin 4 Resilience EU InterReg Funded Project

Dublin City Council as part of a wider 14 partner consortium have successfully been awarded funding in the InterReg North West Europe Programme for the Twin4Resilience Project. This project is worth €8 million in total. DCC have committed €601K which will be 60% funded by the EU over the projects' 42 month duration.

The Smart Cities team will lead the Twin4Resilience project on behalf of Dublin City Council and will work with consortium partners from cities across Europe including Utrecht (lead partner), Amsterdam, Brussels and Rennes to explore and develop local digital twins and how they can be used to improve decision making and citizen engagement for urban development. The project will commence in January 2024 with an initial project meeting in February 2024.

## December 2023

### 4. Dublin City Council represented at Rockefeller Foundation 'AI to Benefit Humanity'

Jamie Cudden, Smart City Programme Manager participated in an international workshop hosted by Rockefeller Foundation and OpenAI with a selection of global cities, academia, philanthropy and NGO's to understand how AI can benefit humanity through its applications in cities. Cities need to get ahead of the curve on AI to develop frameworks to grab the opportunities but also need to



manage the risk associated with AI. The event involved a number of technical master classes from the OpenAI team, quick fire presentations and workshops challenging cities to think about how AI can be used to transform city services and deliver positive outcomes for our communities. The outcome of this will help support DCC's framework of use of AI in 2024.

For more information: [https://www.linkedin.com/pulse/how-ai-can-bring-benefits-cities-jamie-cudden-nwxlf?utm\\_source=share&utm\\_medium=member\\_android&utm\\_campaign=share\\_via](https://www.linkedin.com/pulse/how-ai-can-bring-benefits-cities-jamie-cudden-nwxlf?utm_source=share&utm_medium=member_android&utm_campaign=share_via)

### 5. Smart Docklands Networking Event



At our end of year networking event in the vaults of Dogpatch labs almost 100 attendees joined us to celebrate achievements over 2023. This included a mix of attendees from across the Dublin ecosystem from big tech, SME's, startups, VC's, consultants, recruiters, academia, local authorities and public sector bodies. Over the past 7 years we have built something unique with our Smart Dublin partnerships and collaboration model working with the SFI centres of CONNECT, INSIGHT and ADAPT. Through these investments we have been able to build

and scale our Smart Districts Model and bring in new partners and opportunities along the way. Smart Docklands, Smart DCU and Smart D8 are great templates of how we are working to accelerate smart city innovation in Dublin. Find out more about the event at [www.smartdocklands.ie](http://www.smartdocklands.ie) A copy of the slides are available here: <https://smartdocklands.ie/wp-content/uploads/2023/12/Smart-Docklands-EOY-Networking.pdf>

## **6. Smart Christchurch - Smart(er) Cities: Conversations on Innovation Podcast**

Smart City Programme City Programme Manager, Jamie Cudden represented Smart Dublin on the Smart Christchurch - Smart(er) Cities: Conversations on Innovation Podcast. The podcast featured a panel discussion on Smart City projects in Dublin, Hamburg and Christchurch. The Smart Christchurch Programme is a unit committed to collaboratively redefining Ōtautahi as a place of opportunity. Their vision is to promote Christchurch as an exemplar open and connected city, showcasing solutions that make life better and are replicated by others. To listen to the podcast: <https://lnkd.in/ex4aPAf4>



## **7. Implementation of the Irish Public Sector Equality and Human Rights Duty through Digital Services and Smart Cities Solutions in Dublin City Council**



Dublin City Council's Smart Cities Unit and the Digital Services team have developed one of the first implementation plans for mainstreaming human rights through the delivery and use of digital services and smart city solutions in Dublin. This is particularly relevant as the organisation is scaling up its digital service offerings as well as deployments of Smart City solutions. The pace of change in technology is increasing at an exponential rate with new trends in AI completely changing the way we will work in the future. Working with nationally recognised Equality and Human Rights Expert Niall Crowley, both teams analysed the Irish Public Sector Equality and Human Rights Duty and created an evidence book to support the upholding of digital human rights in the public

sector. A blog post was issued on Human Rights Day 10th December outlining the background to this project as well as a link to the completed plan. Find out more here: [www.smartdublin.ie](http://www.smartdublin.ie)

## **8. 'Drone Safely This Christmas' Campaign Launch**

The Irish Aviation Authority, An Garda Síochána and Dublin City Council launched the 'Drone Safely This Christmas' Campaign. We were delighted to take part in this great initiative supporting safe drone operations. On the day Dublin City Council was represented by Trevor Hunt from Dublin Fire Brigade, Aleksandra Kocon from Smart Cities, and Thomas Curran, David Brown, Michael Victory and Sinéad Pidgeon from the Surveying and Mapping Team. The message of the campaign



emphasises the importance of drone registration and raises awareness in the responsible use of drones.

Find out more at <https://www.iaa.ie/drones>

## January 2024

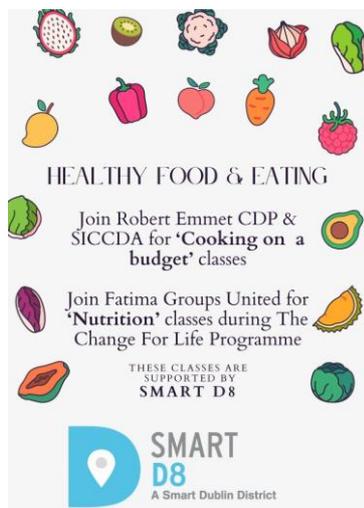
### **9. Dublin City Council officially launched its designation as the 2024 'European Capital of Smart Tourism'**

On the 6th January Dublin City Council officially launched its designation as the 2024 European Capital of Smart Tourism. The Samuel Beckett Bridge was lit up with the European flag last night in recognition of the award. The European Capital of Smart Tourism' designation is awarded to cities by the European Commission in recognition of destinations which are leading the way in becoming more sustainable, accessible, cultural and digital.

<https://www.linkedin.com/feed/update/urn:li:activity:7149314739930628096/>



### **10. Smart D8 Commence Health and Wellbeing Initiatives across Dublin 8**



Smart D8 are excited to announce the commencement of comprehensive health and wellbeing initiatives in collaboration with various organisations across Dublin 8! Starting this month, Smart D8 is proud to support:

- 1) Fatima Groups United in the delivery of nutrition classes during its Change For Life Programme;
- 2) Robert Emmet CDP/South Inner City Community Development Association (SICCCA) in the delivery of cooking on a budget classes.

These classes aim to empower individuals with the knowledge and skills needed to make informed, health-conscious choices regarding their diet and nutrition and teach individuals practical skills to create

healthy food and affordable meals.

For more information: <https://smartd8.ie/healthy-food-eating-events-supported-by-smart-d8/>

### **11. Smart D8 Shortlisted in the European Institute of Public Administration 2023-2024**

Smart D8 were shortlisted in the European Public Sector Award 2023 - 2024 in the Category Innovation and Public Administration. This comes after the December EPSA 2023-24 Consensus Meeting,



evaluators gathered to discuss the highest-ranking projects and to collectively agree on the winners. Smart D8 were shortlisted from 79 applications. For more information: <https://www.eipa.eu/news/european-public-sector-award-2023-24-potential-winners-unveiled/>

## **12. Smart DCU Digital Twin Visit by ICHEC and Smart Dublin Team**



On 16<sup>th</sup> January, Smart Dublin and ICHEC team will visit the Smart DCU district to understand their ongoing work on digital twins. The EuroHPC National Competence Centre (EuroCC) is the European-wide project created to ensure a coordinated and consistent high level of expertise across Europe in High Performance Computing (HPC) and related disciplines, including digital

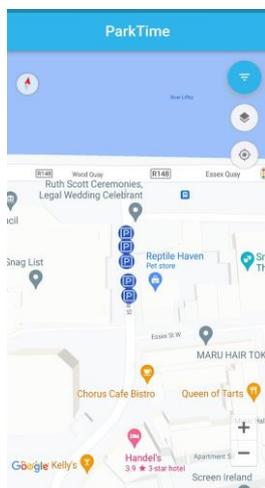
twins and data spaces for smart sustainable cities. EuroCC in Ireland is run by the Irish Centre for High-End Computing (ICHEC) and in 2023 DCC's proposal for Digital Twin for Engagement (DT4E) was selected as one of the lighthouse projects in Ireland. The Smart Cities Unit is now working closely with ICHEC for developing and deploying digital twin solutions for public engagement and stakeholder collaboration using compelling visualisations, real time monitoring, situational awareness, predictive analytics, and scenario management etc.

## **13. Smart DCU Digital Twin to be Featured on Bentley Systems Going Digital Webinar Series**

On the 25<sup>th</sup> of January, Smart DCU Projects Facilitator, Kieran Mahon, will be presenting at Bentley Systems Going Digital Webinar Series. They will be showcasing the award winners, finalists and nominees and their outstanding projects from Northern Europe. Kieran will be presenting on Smart Dublin City University Digital Twin, which has recently been awarded Bentley Systems Founders' Honors. To Register & for more information: <https://lnkd.in/eGVGuDPs>



## **Smart Cities team seeking volunteers for Smart Accessible Parking Project**



The Smart Cities Team have been working with the Traffic Department on a Smart Accessible Parking Project. The aim of the project is to give Disability users real time data in relation to availability of disability car spaces in parts of Dublin 1 and Dublin 2 using a relevant App - ParkTime or the Parking Tag App. The Smart Accessible Parking Project has 55 real time sensors installed in Dublin 1 and Dublin 2 as part of the pilot. The team are currently looking for 10 relevant volunteers (blue badge holders) to partake in a short focus group. If there are any volunteers who can help with testing of the app and be a part of the focus group or if you have any questions, please contact Payal Pandya from Smart Cities Team at [payal.pandya@dublincity.ie](mailto:payal.pandya@dublincity.ie)