



Border Region Stimulus Package

January 2020

Border Region Stimulus Package

Budget allocation:

- €28m Stimulus Package for four new initiatives

Purpose of Fund:

- Mitigating the impact of Brexit and other market challenges in the Border Region

Aim:

- Strengthening existing initiatives to build increased capability / resilience
- Response to the recommendations of the OECD's review on Irish SMEs

Four New Funds

- €3m for the LEOs (in partnership with Enterprise Ireland) for capability development programmes for micro and small enterprises
- €8.5m for an EI Brexit Transformation Fund to assist client companies transform their businesses and diversify markets
- €15m for a competitive Border Enterprise Development Fund to build enterprise capability and resilience. Administered by Enterprise Ireland on behalf of the Department Business, Enterprise and Innovation
- €1.5m for Science Foundation Ireland Industry Fellowship Programme placing research and innovation capability in businesses across the 6 counties

Initiative	Allocation	Lead
LEO capability development programmes	€3	LEO and EI
EI Brexit Transformation Fund	€8.5m	EI
Border Enterprise Development Fund	€15m	EI on behalf of DBEI
Industry Fellowship Programme	€1.5m	SFI

LEO Capability Building Programmes (€3m)

Focus of the Funds :

- Development of business capability of Irish companies in the border region to support these companies through the Brexit transition period and to drive the Future Jobs Strategy

Programme delivery:

- Training Workshops and intensive one to one mentoring

Target audience:

- General focus of the interventions will be towards LEO portfolio clients
- Engagement with all businesses and sectors through a number competitive programmes

Detail on the individual programmes is being finalised. Programmes will be delivered throughout 2020

Financial Capability Programme

Scaling Programme

Exporting Programme

Green Programme

Retail Programme

Innovation Audit

LEO Additional Initiatives to Support Border Region

	Key Focus	Target Audience	Timelines
Financial Capability Programme	Aimed at companies who wish to strengthen strategic financial capability within the management team.	Owner Managers and senior Executives with responsibility for Finance – open to all companies and sectors	Q2
Scaling Programme	A programme offering strategic solutions to unlock their potential to scale. Delivered through mentoring, workshops and business growth advice.	Open to businesses predominantly from Manufacturing and Traded Services sectors employing >10 employees with ambitions to grow and scale	Q1
Exporting Programme	Participants will be provided with tailored support and guidance to maximise opportunities to grow sales in export markets.	Open to businesses with ambitions to grow and scale outside the Irish market into export markets. Particular focus on sectors such as Food, Engineering, IT and FinTech.	Q2
Green Programme	Participants will be supported to drive an environment sustainability agenda within their business i.e. improving water management, implementation of energy management systems and reducing carbon footprint.	Competitive call open to all companies	Q2 – Q3
Retail Programme	Aimed at retailers to develop their retail offer across their stores and online, enhancing the overall customer experience with the objective of improving value-add, increasing footfall and driving sales.	Open to all Irish owned retailers across the Border Region	Q2 & Q3
Innovation Audit	Targeted for Companies who wish to assess current innovation capability and to identify opportunities to develop new innovative products and processes.	Open to `companies across all sectors	Ongoing Q1 – Q4

Key LEO Supports Currently Available

- Financial Assistance (Manufacturing & Internationally Traded Services <10 employees)
- Technical Assistance for Micro Exporters Grants
- Trading On-Line Vouchers
- Productivity Vouchers (Competitive Call Open to All Business <50)
- Access to Micro Finance Ireland Loan Funding
- Innovation & Competitiveness Offers – Agile Innovation Fund, Innovation Vouchers and Lean For Micro
- Entrepreneurial & Capability Development – Training and Mentoring to support business development.

Key Contacts & Follow Up

Contact your Local Enterprise Office

CAVAN

Local Enterprise Office Cavan,
Cavan Innovation & Technology Centre,
Dublin Road, Co. Cavan.

T: 049 437 7200
W: www.localenterprise.ie/cavan
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DONEGAL

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The Enterprise Fund Business Centre,
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T: 074 916 0735
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LEITRIM

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MONAGHAN

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LOUTH

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SLIGO

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Facebook: Search LocalEnterpriseSligo



Brexit Transformation Fund (€8.5m)

- €8.5m of additional funding has been allocated to Enterprise Ireland in 2020 to provide a targeted *Brexit Transformation Fund* for enterprises operating in the Border Region.
- Purpose of the fund is to strengthen the resilience and international competitiveness of individual enterprises through transformative investment, including:
 - development of new products and processes;
 - strengthening their innovation capability; and
 - increasing the diversification of products and markets.
- Eligible companies are:
 - Established Irish enterprises (both SME and large), with employment of 10 or more, and HPSUs
 - Located in the Border region
 - Operating in the manufacturing and internationally traded services sectors

Brexit Transformation Fund – Funding Supports

The Brexit Transformation Fund will utilise **existing** offers to incentivise companies operating in a region highly exposed to Brexit to undertake investments that will improve their resilience.

Supports available under this fund will include:

Pillar	Programme
Innovation	In-company R&D– including <i>Agile Innovation</i>
	Innovation Vouchers
	Innovation Partnerships
Competitiveness	CII
	LEAN
	Operational Excellence
	Key Manager
Market Diversification	Market Discovery Fund

Funding Structure

- The level of funding support and eligibility criteria will be that which is currently set out under existing programme offerings.
- Funding may take the form of grant aid or equity investment, depending on the proposed investment (i.e. will be on a case-by-case basis)

Brexit Transformation Fund - Process

Company briefing and engagement

- Enterprise Ireland will engage, on a one-to-one basis, with eligible companies

Application process

- An open call will be issued for applications from eligible companies
- Call open date is 5th February 2020 until 8th April 2020.
- Applications will be reviewed on receipt from company.
- The application forms/evaluation process and criteria will be as per existing offers and processes.
- Companies are to be encouraged to consider a number of funding supports available as part of a comprehensive 'transformation' package.
- Clients are advised to contact their Development Advisers
- Other eligible companies may contact the Enterprise Ireland Regional Office (Sligo or Dundalk Offices)

Enterprise Ireland

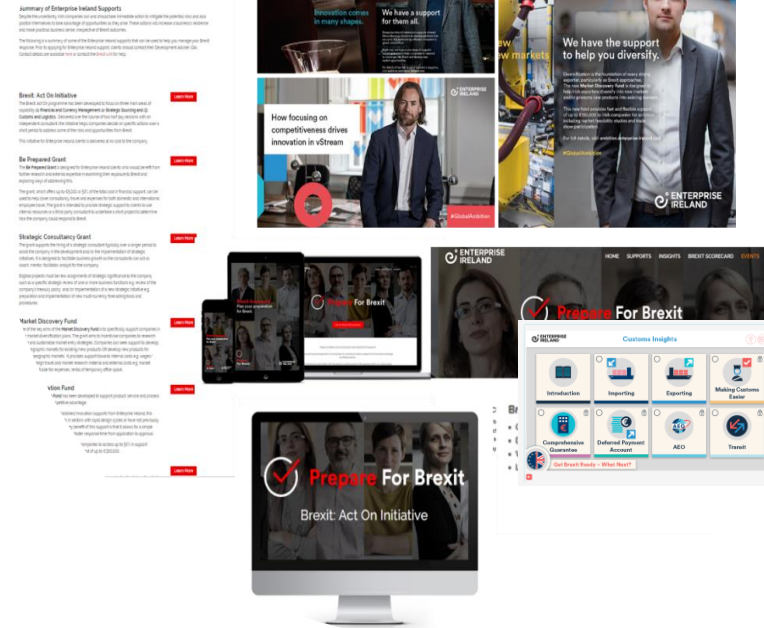
- Brexit Advisory/ Intro to experts
- Be Prepared and Act On: 1-to-1 company supports
- Training – incl. Online Customs insights
- Brexitunit@enterprise-Ireland.com

IntertradeIreland

- Tariff Tracker
- Simple Guide to doing Cross Border business
- Research Reports

Specialist Advisory

- NSAI, HSA, Revenue, DAFM etc...
- www.gov.ie/Brexit



www.prepareforbrexit.ie





Plan & Be Prepared

- Scorecard
- Customs Insights
- Webinar series
- Act On consultancy support
- Be Prepared Grant
- www.prepareforbrexit.ie

Strategically Strengthen Clients

- Innovate
- Compete
- Diversify



Prepare For Brexit



Border Enterprise Development Fund (€15m)

Objectives

1. Foster **collaborative projects** that will deliver **capability building initiatives** which will have a positive **impact on entrepreneurial activity** and the productivity and innovative capability of enterprise in the Border region
2. Establish a **connected and collaborative innovative enterprise ecosystem** to assist the Border Region build resilience to economic and market challenges, such as Brexit and transition to a low carbon economy
3. Enhance the **productivity of SMEs** in order to **increase the number of exporters, level of exports** and to create and sustain employment in the Border Region

Eligible Applicants

Open to eligible DACs / CLGs and public bodies

Fund Structure

Open Regional Competitive Feasibility Call:

- To assist applicants investigate the viability of Regional and Sectoral Development projects and prepare final submissions for consideration

Stream 1:

- Support for *Border Region Strengthening Projects* to build enterprise capability in the Border Region
- Funding of €100k up to €500k per project
- Projects should be focused on building enterprise capability to provide solutions for local, county or regional business

Stream 2:

- Support for *Strategic Change Projects* with regional, multi-regional or national collaborations with a focus on delivering increased enterprise capability in the Border Region
- Funding from €500k up to €5 million, per project

The *Border Enterprise Development Fund* builds on the *Regional Enterprise Development Fund* but differs as follows:

Eligible Applicants

- Applicants for funding under the *Border Enterprise Development Fund* can be eligible public bodies or CLGs / DACs

Increased Focus on Capability Building

- Projects must **focus** on **delivering capability building supports** for enterprise in the first instance. Consideration will only be given to funding **new buildings if an infrastructure gap is clearly demonstrable**. This requirement is reflected in the evaluation criteria

Ability of project to commence and be implemented

- Project proposals submitted for consideration will be viewed favourably if the **ability to deliver within a defined timeline** is clearly presented. This is to ensure the Fund can deliver on its stated objectives of mitigating the impact of Brexit on the Border Region. This requirement is reflected in the evaluation criteria

Call Open/Close Dates

Information Sessions (each county) 13th to 27th Jan 2020

Call Open (Streams 1 & 2): 21st Feb 2020

Feasibility:

Open call currently available

Application will be on-line; targeting approval within two weeks.

Call close (Stream 1 & 2): - 12.00 hrs 22nd April 2020

Target Board Approval: - 10th June 2020

Scheme documents and application forms will be available on
www.enterprise-ireland.com/BEDF

Stream One – Regional Strengthening Projects

- **Support significant new initiatives with high impact – at a county/regional/or multi-regional level**
- **Grant support ranging from €100k to €500k per project - funding toward Capital & Current Costs**
- **80% grant rate applies**
- **Must be an incorporated Not for Profit, Designated Activity Company (DAC) or Company Limited By Guarantee (CLG) or a public body e.g. Local Authorities; IOT's; or other agencies of the state**

Stream One – Regional Strengthening Projects

Types of Projects: Development of regional enterprise initiatives

Projects targeted at achieving high impact on economic development/job creation at regional/county level

Allowable costs include: Personnel – max €80k salary for 3 years

- **Overheads @ 30% of salary;**
- **Travel €39k;**
- **Refurbishment/Renovation costs at a maximum of 80% of grant support**
- **Promotional Activities - €9k max**
- **Consultancy Support – €100K over 3 years**
- **Rental Costs for temporary project space – max 2 years**

Stream Two – Strategic Change Projects

- **Support major new initiatives with high impact – at a regional/multi-regional, national level.**
- **Grant support ranging from €500k to €5m per project - funding toward Capital & Current Costs**
- **80% grant rate applies**
- **Must be an incorporated Not for Profit, Designated Activity Company (DAC) or Company Limited By Guarantee (CLG) or a public body e.g. Local Authorities; IOT's or other agencies of the state.**

Stream Two – Strategic Change Projects

Types of Projects:- Projects targeted at achieving high impact on economic development/job creation

Allowable costs include: Personnel – max €80k salary for 3 years

- **Overheads @ 30% of salary;**
- **Travel €39k max;**
- **New Build costs/Refurbishment/Renovation at a maximum of 80% of grant support**
- **Promotional Activities - €9k max**
- **Consultancy Support - €100k over 3 years**
- **Rental Costs for temporary project space – max 2 years**

Feasibility Funding

- **Grant of €15k or 50% of eligible costs** whichever is the lesser
- Funding for **Consultancy costs only**
- **Open call** process from **3rd Jan**
- **Application** will be on-line; targeting approval within two weeks.
- **Consultancy fee – maximum of €900/day** inclusive of all associated Travel & Subsistence, and out of pocket expenses

Key elements of BEDF

- **Applicants must be an Incorporated DAC or CLG with the CRO by the call close date – penalty is disqualification from competition.**
- **The proposed activity must be eligible activity as per Scheme document.**
- **The company applicant must also have ownership of, or a long-term lease of, any property it plans to seek funding to develop. Contingent liability issue.**
- **Key personnel covers key management & key technical personnel who drive the overall project or specific elements of larger projects only – does not include admin staff or operational staff**

Key elements of BEDF contd.

- **Recruitment of key personnel must be completed within 24 months of the date of the acceptance of the letter of offer.**
- **Successful projects will accept that their offer of funding can be announced following Enterprise Ireland Board approval**
- **Capital Projects must commence with 12 months of approval and drawdown must be completed within 30 months of approval**
- **Maximum 80% funding for new build/renovation/refurb**
Other costs **must be minimum 20%** to leverage the 80%
i.e. Personnel/Overhead; Travel & Sub; Consultancy; PR > 20%

Timeline

January	3rd	Border Stimulus Fund announced by Minister Humphreys
	13 th to 23 rd	Information events on Border Stimulus Initiatives in each county
February	5 th	Brexit Transformation Fund Open for Applications
	21 st	Border Enterprise Development Fund Open for Applications
March	31 st	Brexit Transformation Fund Closed for Applications
April	22 nd	Border Enterprise Development Fund Call Closed
June	10 th	Successful projects presented to Enterprise Ireland Board for review and approval