

Brexit – Supports for Business



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Pre-Start



Start



Grow

LEO Louth – First Stop Shop



*Louth County
Enterprise Fund*



End of Transition Period *(as at Monday, 9th)*



The screenshot shows a web browser window with the URL `tickcounter.com/countdown/413523/brexit-countdown`. The page features a navigation bar with the 'TICKCOUNTER' logo and menu items: Countdown, Count Up, Stopwatch, Timer, World Clock, Ticker, Pricing, Log In, and Sign Up. The main content is a large digital timer displaying '297:08:28:53'. Below the digits are labels: 'DAYS', 'HOURS', 'MINUTES', and 'SECONDS'. The '53' seconds digit is highlighted in red. At the bottom, there is a 'Share on Facebook' button and a text block stating: 'This countdown timer shows how much time left until: December 31, 2020, 23:00:00 Timezone: Europe/London'.

TICKCOUNTER Countdown Count Up Stopwatch Timer World Clock Ticker Pricing Log In Sign Up

BREXIT Countdown

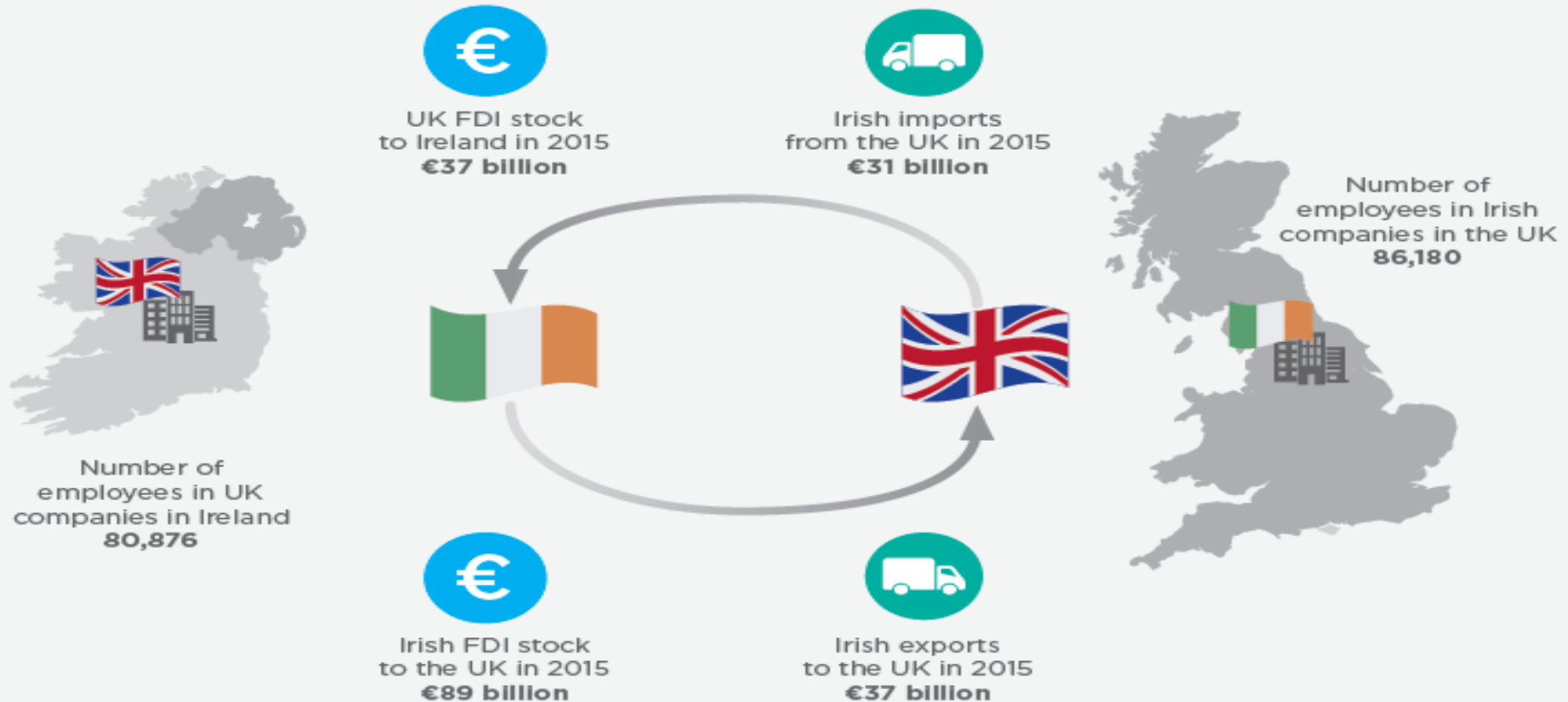
297:08:28:53

DAYS HOURS MINUTES SECONDS

[f Share on Facebook](#)

This countdown timer shows how much time left until:
December 31, 2020, 23:00:00
Timezone: **Europe/London**

Current Position: Ireland- UK Trade & Investment



Brexit: UK – EU Negotiations

- Best possible trade negotiation outcome for Ireland would be an agreement that has an acceptable balance of rights and obligations for all parties and with the following main elements:
 - No tariffs
 - Large quotas for agricultural products
 - Low border costs
 - Landbridge transit /flow
 - Low regulatory divergence
 - Low barriers for service trade

Brexit – top of Ireland's Enterprise agenda



- Most significant economic challenge of past 40 years
- Huge challenge for Irish companies
 - UK is largest market for Indigenous business (€7.5bn / 37% of indigenous exports / 15% of all exports)
 - UK is often first export market, particularly NI
- Implications for all sectors, particularly food related
- Encouraging SMEs to prepare for Brexit and mobilise now
- Objective: Strengthen business to deal with any kind of Brexit

Nine areas of exposure

Businesses need to consider.....

- **Slowdown in UK market** – *possible market contraction and price pressures*
- **Currency** – *impact on profits; delayed decision making due to uncertainty*
- **Customers** – *Brexit will also impact customers of Irish businesses /exporters*
- **Competition** – *expect new and increased competition*
- **Supply chain** – *impact on cost, certainty and quality*
- **Transport and logistics** – *established transport routes may no longer be optimal*
- **Regulations and standards** – *may change for exporting to & importing from UK*
- **Customs, tariffs and taxation** – *may see increase in administration, cost, time*
- **Movement of people** – *possible restrictions (other EU nationals)*

Business Supports Roadmap

– 3 steps to mitigate Brexit



1. Assess Exposure – LEO Brexit Mentor / BREXIT Scorecard

2. Prepare a Plan

- Grants from *Enterprise Ireland* and *InterTradeIreland*

3. Get Supports (financial and non-financial):

- Build Competitiveness
- Expanding reach/ Target New Markets
- Innovation
- Building Scale / Finance
- Advice (mentoring/ customs training)

Step 1: Assess Exposure to BREXIT

LEO Brexit Mentor / Brexit Scorecard



- Tel **1890 202 303** – LEO Louth Brexit Mentor
- Go online:
- www.PrepareForBrexit.com
- www.gov.ie/Brexit
- Free online tool to self-assess readiness for Brexit in key areas:
 - Strategy, Operations, Finance, Sales/Marketing, Innovation, and People/Management
- Leads to LEO /EI supports package

Step 2: Avail of Advise & Supports to Prepare a Plan

'Prepare a Plan' Grants:

- Enterprise Ireland clients
(€5,000 to prepare Brexit Plan)

- Non-Enterprise Ireland clients
(€2,250 InterTradeIreland **Brexit Ready Voucher**)



Step 2: Avail of Advice

- Tailored 'Brexit' **Mentoring** (via LEO)
- Management Development/ Business Training

- **Customs Insight Course**

Go onto LEO / EI website

View Course and/or Register to participate

- **Export Development Workshops**

Step 3: Get Supports to Build Margin

Four strategic responses



Competitiveness

Optimising people, equipment, technology, and information in sourcing, production and delivery of goods and services
= **LEAN Prog**



Innovation and R&D

Development of better solutions (new or improved products services or processes) to provide a strong competitive edge
= **Co-Innovate / Innovate Accel./ Agile Fund**



Expanding Reach

Diversifying into new international markets and new market segments within the UK and elsewhere
= **Export Grant**



Financial Management

Strong operational finance in parallel with strategic financial planning
= **Brexit loan scheme**

Competitiveness:

LEAN Programme

- Across all sectors
- Strong focus - LEO 2020
- Subsidised Cost (+90%)
- Most effective programme open
- **Produces Results!**





Innovation:

1. Co-Innovate Programme

Manufact'g & tradable services with international potential

SMEs in Border Counties & NI (contact: LEOs/LEAs) - Free

2. Innovate Accelerate

Supplementary support for Louth cos. (<10 employees) / target New Markets

3. Innovation Vouchers (€5k value research at 3rd level inst.)

4. Agile Innovation Fund (R&D costs, over 18mts, up to 45%)

Reaching New Markets

Export Grant



- Businesses employing up to 10 FTEs
- 50% of costs met, up to €2.5k grant
- Explore and Develop New Export Markets
- Manufacturing/I.T.S.; Eg. participation at trade fairs, international trade networking events, marketing materials, translation, export websites
- Application forms available from LEO



Financial supports

1. **MFI** (all sectors, non-secured loans <€25k, via LEO)
2. **SBCI** (Brexit loans >€25k <€1.5m, via pillar banks)
3. **LEO Grant supports** (Manufacturing/I.T.S.)
4. **Trading Online Voucher Scheme** (training, support and grant up to €2.5k, all sectors, via LEO)

Border Region Stimulus Package

Four New Funds

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

- €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 of Business, Enterprise and Innovation
- €1.5m for Science Foundation Ireland Fellowship Programme placing research and innovation capability in businesses across the 6 counties

Initiative	Allocation	Lead
LEO capability development programmes	€3m	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

Thank you

Further details available in LEO Brexit Handout / Stand

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