

# Remaining Competitive

## - Supports available to Louth SMEs

*Thomas McEvoy*  
*Local Enterprise Office*  
*Louth County Council*

# Agenda

- Context
- Cross Border Business Programmes
- Brexit
- Supports Available



Pre-Start



Start



Grow

- **Project Ireland 2040**

develop the economic potential of the Dublin-Belfast Corridor and

in particular the core Drogheda-Dundalk-Newry <sup>(15)</sup> network and

to promote and enhance its international visibility

- **Regional Spatial & Economic Strategy (2019-2031)**



Grow

Start

Pre-Start

# Context

## – *ongoing cross border cooperation*

- **MOU – Louth Co.Co. and Newry, Mourne Down DC**
- **InterTrade Ireland**
- **The Fintech Corridor**

<https://thefintechcorridor.com/>

- **M1 Corridor**

<https://m1corridor.ie/>



Dublin to Belfast  
**THE FINTECH  
CORRIDOR**

Connecting EU & UK Fintech



Lead Partner  
InterTradeIreland





# Recent Cross Border Business Programmes



THE  
INNOVATION  
ALLIANCE



AGE FRIENDLY  
ECONOMY. EU  
FUTURE OPPORTUNITIES FOR SMES



THE  
EMPLOYMENT  
ALLIANCE



# Current / Future Cross Border Business Programmes



Special EU Programmes Body  
Comhlacht na gClár Speisialta AE  
Special EU Skemes Boadie

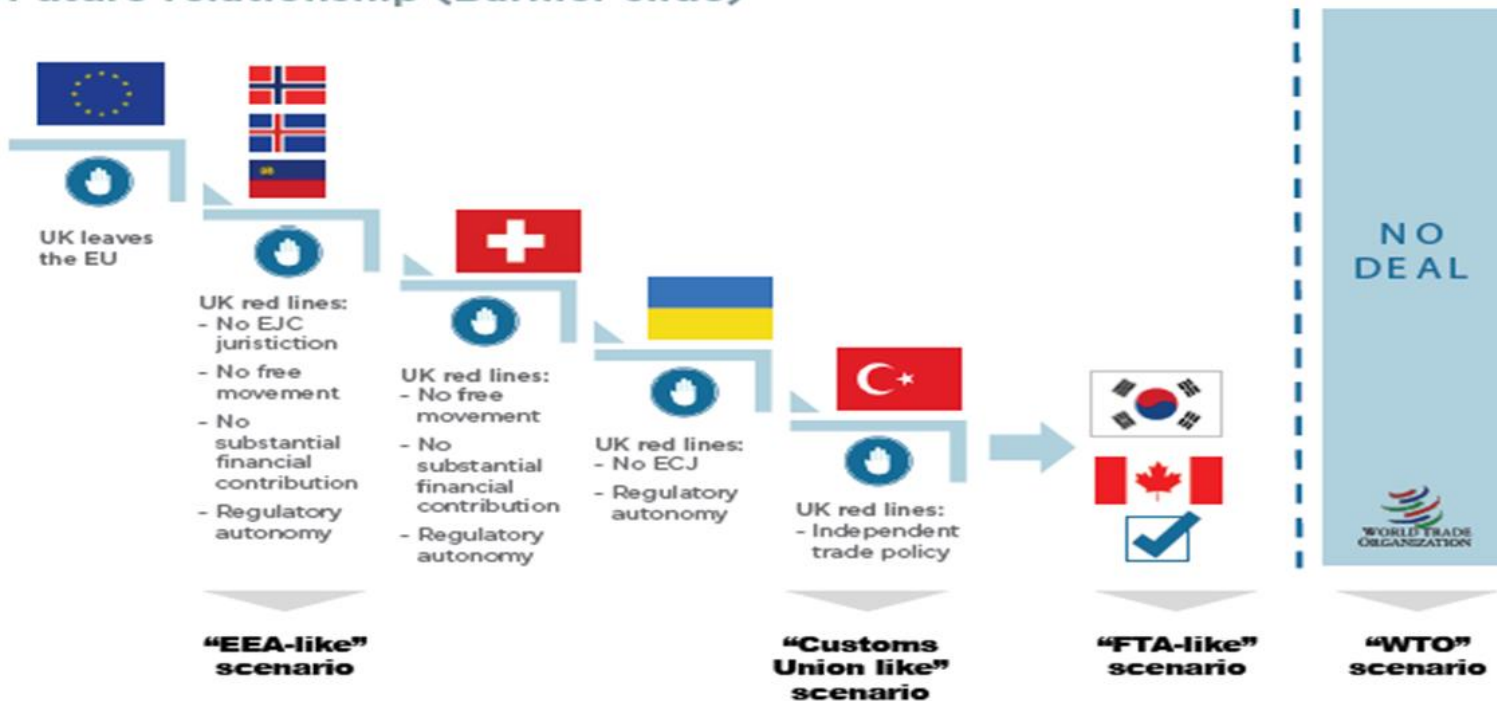
**PEACE PLUS Programme**





# Brexit

Figure 8. Future relationship (Barnier slide)



Note:

Slide presented by Michel Barnier, European Commission Chief Negotiator, to the Heads of State and Government at the European Council (Article 50) on 15 December 2017.



# New EU – UK Relationship



## 1. European Economic Area (Iceland, Liechtenstein, Norway)

- Single market.
- 4 freedoms - people, services, goods & capital.
- Comply with standards but little influence on them.

## 3. EU/UK Free Trade Agreement (eg. Canada)

- 99% of customs duties removed.
- Sector specific access to single market
- Free movement of key personnel only

## 2. Customs Union (eg. Turkey)

- Tariff free trade on goods
- No access to services market
- No free movement.

## 4. World Trade Org (USA)

- UK businesses trading with EU comply with EU standards.
- Introduction of tariffs and customs barriers .

# UK – EU: New Arrangements

- UK no longer in **Single Market**  
(same rules/ free movement of goods, services, capital, people)
- UK no longer in **Customs Union** (tariffs and checks between countries)
  - = introducing friction to trade, more bureaucracy, delays for businesses
  - = UK ability to set its own rules/regulations (safety regulations, product standards, State Aid)  
(but change in rules makes it more difficult to trade with EU)
- **Free Trade Deals** normally get rid of tariffs and quotas to make it easier to trade, but don't get rid of customs checks, and typically limited to goods – so not entirely 'free'!!
- For trading purposes – N.I. treated differently/ Withdrawal Agreement

*Pre-Start*

*Start*

*Grow*

# Brexit - Nine areas of exposure

- **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*

Pre-Start

Start

Grow

# Northern Ireland/Ireland Protocol

Part of the UK's EU Withdrawal Agreement  
Protecting the GFA ✓

Ease of *North – South* trade ✓

New Trading Arrangements *East – West*

The protocol keeps N.I. in the EU's single market for goods\* and by having N.I. apply EU customs rules at its ports

– presents a massive opportunity

*Pre-Start*

*Start*

*Grow*



Cabinet Office

## The Northern Ireland Protocol

December 2020

CP348

# Practical Brexit supports

- Brexit Advisory Clinics
- Brexit Mentors
- Customs Workshops
- Customs Employment Grant
- MFI Brexit loans



**Prepare Your Business for Customs**

Book your place today at [LocalEnterprise.ie/Brexit](http://LocalEnterprise.ie/Brexit)

**FREE CUSTOMS WORKSHOPS**  
All Businesses • All Sizes • All Sector

Book now:  
[www.LocalEnterprise.ie/Brexit](http://www.LocalEnterprise.ie/Brexit)

Local Enterprise Office  
Making It Happen

CHANGE IS COMING  
JAN 2021

Illustration of a customs officer in a blue uniform and cap, holding a clipboard, standing next to a red truck. A green signpost reads 'CHANGE IS COMING JAN 2021'. In the background, a ship is visible on the water.

Logos at the bottom: European Union, European Regional Development Fund, GETTING IRELAND READY, In partnership with ENTERPRISE IRELAND, Comhairle Contae Lú Louth County Council.



**Microfinance Ireland**  
Small Business Loans

Pre-Start

Start

Grow

# The Future



© Can Stock Photo

## Competitive Advantage – crucial for businesses in Ireland to aim for:

- **productivity** growth/ competitiveness in SMEs,
- **scaling up** micro-enterprises and generating more medium-sized firms, and
- increasing SME internationalisation, new **export markets, e-Commerce markets,**
- SME involvement in **innovation,**
- Collaborations/working within network of local business **clusters,**
- upgrading to **best practice business management** approaches,
- expand current access to **credit** initiatives for SMEs,
- strengthen **financial skills** of small business owners and managers,
- support for the **digitalisation** of SMEs.

# Supports available to assist businesses:

- Competitiveness
- Green
- Innovation
- Financial Capabilities
- New Markets
- Digitalisation







# Competitiveness

## - Productivity Growth

- Across all sectors
- Strong focus for LEO in 2021+
- Subsidised Cost
- **Results and Payback!**



- New Green Programme
- Launched last week
- Free Programme / small businesses
- LEO clients – potential Green follow up Grant to implement recommendations (*microenterprises, manufacturing and tradable services with international potential*).



- New Innovation Programme
- Commencing April 2021
- Manufacturing and tradable services with international potential.
- Small Businesses in Border Counties (*LEOs*)
- Free programme
- LEO clients – can also avail of EI ***IP Start, Innovation Vouchers*** and ***Agile Innovation Fund***



# Financial Capability

- New Financial Capability Programme
- Commencing this week
- Small Businesses in Border Counties  
*(led by LEOs)*
- Free programme



# New Markets – export / eCommerce

- InterTrade Ireland's Trade Development Supports (Elevate and Acumen)
- Export Development Programme (LEO)
- Export Compass Series \* (11<sup>th</sup> & 25<sup>th</sup> March)
- Innovate Accelerate Europe (Tech / Food)
- Technical Assistance Export Grant (LEO)
- Trading Online Voucher (LEO)
- eCommerce Cluster (LEO)



# Other supports

- Retail Management Development Programme
- Food Network
- Engineering Network
- Connected Health & Wellbeing Centre at DkIT
- FabLab
- New Enterprise Space



# Thank You

Further information:

Web: [www.LocalEnterprise.ie/Louth](http://www.LocalEnterprise.ie/Louth)

Email: [info@leo.louthcoco.ie](mailto:info@leo.louthcoco.ie)

*Pre-Start*

*Start*

*Grow*