



Oifig Fiontair Aitiúil

Local Enterprise Office



Comhairle Contae Lú
Louth County Council

Remaining Competitive - Supports available to Louth SMEs

Thomas McEvoy
Local Enterprise Office
Louth County Council

LocalEnterprise.ie
#MakingItHappen

Pre-Start

Start

Grow

Local Enterprise Office

Making It Happen

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Context



Státas na hÉireann
Government of Ireland

In partnership with



- Cross Border Business Programmes

- Supports Available



Státas na hÉireann
Government of Ireland

In partnership with



Comhairle Contae Lú
Louth County Council

• **Project Ireland 2040**
Making It Happen

develop the economic potential of the Dublin-Belfast Corridor and

in particular the core Drogheda-Dundalk-Newry ⁽¹⁵⁾ network and

to promote and enhance its international visibility



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

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Context

– *ongoing cross border cooperation*

- **MOU** – Louth Co.Co. and Newry, Mourne Down DC
- **InterTrade Ireland**
- **Dublin-Belfast Economic Corridor** www.DBEC.info
- **The Fintech Corridor** <https://thefintechcorridor.com/>
- **M1 Corridor** www.m1corridor.ie/



Dublin to Belfast
THE FINTECH CORRIDOR
Connecting EU & UK Fintech



Lead Partner
InterTradeIreland





Recent Cross Border Business Programmes



Current / Future Cross Border Business Programmes



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

PEACE PLUS Programme



UK – EU: New Arrangements

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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

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Brexit - Nine areas of exposure

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- **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

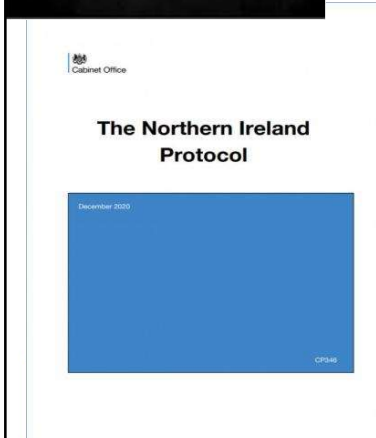
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Northern Ireland/Ireland Protocol

It Happen



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



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Practical Brexit supports Making It Happen

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Customs Employment Grant

MFI Brexit Loans



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Microfinance Ireland

Small Business Loans

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The Future



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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**,
- Strong focus on **best practice / sustainable/ 'green'** 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 2022+
- Subsidised Cost
- **Results and Payback!**





Advanced Manufacturing Training Centre of Excellence - AMTCE

<https://amtce.ie>

AMTCE supports people to reskill or upskill in new emerging technologies used in industry 4.0

- State of the art training
- Delivered on modern equipment
- Tuned to the needs of industry
- Delivered by leading industry training practitioners

Local Enterprise Office 

Green

- New Green Programme
- Launched in 2021
- Free Programme
small businesses <10 FTEs

www.localenterprise.ie/Green



Innovation

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



Financial Capability

- Financial Capability Programme
- Small Businesses in Border Counties
(led by LEOs)



New Markets – export / eCommerce

- InterTrade Ireland’s Trade Development Supports (Elevate and Acumen)
- Export Development Programme (LEO)
- Export Compass Series (with EI)
- Innovate Accelerate Europe (NMDC)
- Technical Assistance Export Grant (LEO)
- Trading Online Voucher (LEO)
- eCommerce Cluster (LEO)



Other supports

- Retail Management Development Programme
- Food Network – *Boyne Valley Flavours*
- Engineering Network
- Connected Health & Wellbeing Centre at DkIT
- FabLab @ Creative Spark
- New Enterprise Space (Dundalk and Drogheda)



Making Thank You

Further information:

Web: www.LocalEnterprise.ie/Louth

Email: info@leo.louthcoco.ie



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