



Oifig  
Fiontair  
Áitiúil

Local  
Enterprise  
Office



Comhairle Cathrach  
Bhaile Átha Cliath  
Dublin City Council

# Micro Enterprise Supports

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*Oifig Fiontair Áitiúil  
Chathair Bhaile Átha Cliath*

*Local Enterprise Office Dublin City*

# Local Enterprise Office

- Who we are
- What we do
- Why we do what we do
- Who we help
- Hard & Soft Supports
- Enterprise environment



# Local Enterprise Office Mission



To:

- ✓ Promote entrepreneurship
- ✓ Foster business start-ups
- ✓ Develop existing micro and small businesses

Why?

To drive job creation and to provide accessible high quality supports for business ideas

# Local Enterprise Office Aims

To support micro enterprise development in  
Dublin City

Strengthening the sustainability of local  
economies

To provide employment opportunities within  
their own communities



# What is the Local Enterprise Office?

*'The First Stop Shop'* for Business Supports

**FUNDING SUPPORTS** – to support start up and growth

**EXPORT ASSISTANCE** – to get overseas customers/distributors

**ONLINE TRADING VOUCHER** – to support e-commerce

**TRAINING** – to develop new skills

**MENTORING** – to guide and give one to one advice

**NETWORKING** – to inspire and support entrepreneurs

# Who we help

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Typical clients for Financial/Grant supports are:

- **Microenterprises**
- Less than 10 Employees
- Turnover less than €2 million
- Must be based in Dublin City administrative area
- Potential Exporters
- New and/or development of established companies – Sole, Partnership, Ltd Company
- Commercial Viable
  
- **Training** – All Business
  
- **Networking** - Target



# We Do Not Support with Financial Assistance:

- **Retail**
- **Professionals** (accountants, solicitors etc.)
- **Imports or local/personal services** (hairdressing, gardeners, creches, dance etc.)
- **Construction/local building services**
- **Distributors**
- **'Deadweight'** – where projects would have proceeded anyway
- **Displacement** – where project simply displace business from other players in the market



# How do LEO Support Enterprise...

## Hard Supports



## Soft Supports

# How do LEO Support Enterprise...

## Soft Supports



# Training Courses

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- Start Your Own Business
- Marketing/Social Media
- Selling
- Time management
- Taxation
- Presentation
- Bespoke



# Mentoring & Business Advice

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- Current panel of 52 mentors
  - Wide range of experts
  - Profiles available on website
  - Meetings take place in LEO Dublin offices
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- 1 hour mentoring €20
  - 6 hours for €100 (including pre screening)



| Network Name  | Description  | Contact Details   |   |
|---|--|---|---|
|   |    |    |    |
| <p><b>Dublin Food Chain</b> is an innovative marketing and networking platform representing many of the outstanding food and drink producers based throughout Dublin city and county.</p> | <p>The <b>Women in Business Network</b> is a Local Enterprise Office Dublin City initiative, ideal for women running their own business. Being an entrepreneur can be a lonely business and the network provides opportunities to share experiences, learn from other women and network.</p> | <p>If you are an owner-manager in operation for three years or more with potential to grow? If the answer is YES, then take a serious look at the <b>Plato Programme</b>.</p> | <p>For those wishing to start their own business Local Enterprise Office Dublin City offer <b>The Business Network</b>, a three part support programme. This is designed for individuals.</p> |

# Enterprise European Network

Enterprise European Network is the world's largest support network for Small and Medium-sized Enterprises (SMEs) and helps Irish companies to make the most of business and technology opportunities in the EU and other major global markets.

[bit.ly/1Vfy9to](http://bit.ly/1Vfy9to)



# Lean for Micro Dublin

Lean tools and techniques are helping companies across the globe to address competitiveness issues within their business, building the capability of their people to identify issues and improve their operations. LEAN is about being effective and efficient- doing things quicker, better, cheaper... together. Lean strives to stamp out waster and to continually improve.

On successful completion of the Lean for Micro Dublin, participants will have the knowledge and skills to enable them to undertake small lean projects resulting in continuous cost reduction improvements in their businesses

**Cost : €500**



# Awards

- **IBYE** - <https://youtu.be/XyNVzZzrR4E>
- **National Enterprise Awards**
- **LEO Women in Business Awards**
- **Schools Programme**



# Newsletter





# LOCAL ENTERPRISE WEEK 2017

05-11 MARCH

# How do LEO Support Enterprise...

## Hard Supports



# Types of Hard Supports from LEO...

**Feasibility**



**Priming**

**Expansion**



# Other financial supports...



**Trading Online**

MFI



**Export Assistance**

# LEO FINANCIAL SUPPORTS

**Contract** : 1 year from date of approval

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## Feasibility Grant

Assist with researching market demand and sustainability of product/service

### Eligible Costs:

Consultancy  
Patent Costs  
Prototype  
Market Research

## Priming Grant

Businesses < 18 months trading

Must include 1 Full-Time Job

Refundability

### Eligible Costs:

Salary  
Consultancy  
Marketing Costs

## Business Expansion Grant

Businesses > 18 months trading

Must include 1 Full-Time job

Refundability

### Eligible Costs:

Salary  
Consultancy  
Marketing Costs

# Other Types of Funding from LEO

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## Export Assistants/Technical Assistance for Micro Exporters' Grant Funding (to get Customers & Distributors)

To exhibit at overseas trade shows

50% of expenses up to a maximum of **€2,500**

Eligible expenses:

Exhibitor fees, Travel & Accommodation

Marketing material (Must get quotes from 3 suppliers)

Must submit claim within 4 months of approval

## Online Trading Voucher – E Commerce

Purpose to promote online selling

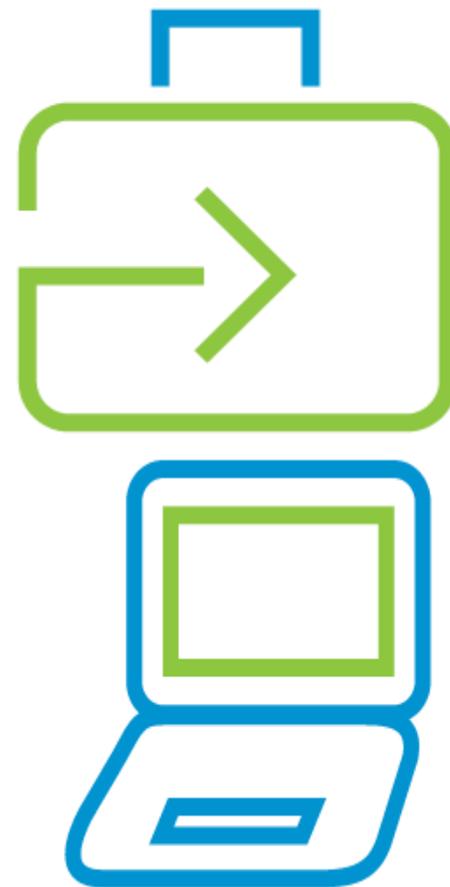
Compulsory half day workshop (

50% of expenses up to a maximum of **€2,500**

Must get quotes from 3 suppliers

**4 months to spend from date of Approval**

Submission of claim as soon as possible after spend



# LEO Microfinance Loan Scheme

## Microenterprise Loan Fund Scheme

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- Designed by Government to provide loans to newly established or growing microenterprises across all industry sectors with commercially viable proposals that do not meet the conventional risk criteria applied by commercial banks.
- Not intended to replace any current bank lending – Banks continue to be the dominant supplier of credit

**Interest rate:** 6.8% (when you apply through Enterprise Office)

- **Small loans** - €2,000 to €5,000
- **Larger loans** – up to €25,000

# MFI : Definition of a Microenterprise

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- **Less than 10** staff & turnover and/or **Bal Sheet < €2m**
- May be a start up or an existing business
- **Application process supported through Local Enterprise Office**
- **“Successful” applicants are assigned a mentor**



# SME Online Support Tool

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There are over **170 different Government supports** for Irish start-ups and small businesses.

By answering the eight quick questions in the Online Tool, a small business will, in one location be able to find out which support suits your business:

**[www.supportingsmes.ie](http://www.supportingsmes.ie)**

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Twitter @LEODublinCity

Facebook: Local Enterprise Office Dublin City

Web: [www.localenterprise.ie/DublinCity](http://www.localenterprise.ie/DublinCity)