

Brexit – Supports for Business



Thomas McEvoy
Head of Enterprise
Louth Co.Co.



Pre-Start



Grow



Start

LEO Louth – First Stop Shop



*Louth County
Enterprise Fund*



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



The image shows a screenshot of a web browser displaying a countdown timer for the end of the Brexit transition period. The browser's address bar shows the URL `tickcounter.com/countdown/413523/brexit-countdown`. The website header includes the 'TICKCOUNTER' logo and navigation links for 'Countdown', 'Count Up', 'Stopwatch', 'Timer', 'World Clock', and 'Ticker'. On the right side of the header, there are links for 'Pricing', 'Log In', and 'Sign Up'. The main content area features the title 'BREXIT Countdown' and a large digital display showing the time remaining: 297 days, 08 hours, 28 minutes, and 53 seconds. The seconds are highlighted in red. Below the display, the units 'DAYS', 'HOURS', 'MINUTES', and 'SECONDS' are labeled. At the bottom, there is a 'Share on Facebook' button and a note 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

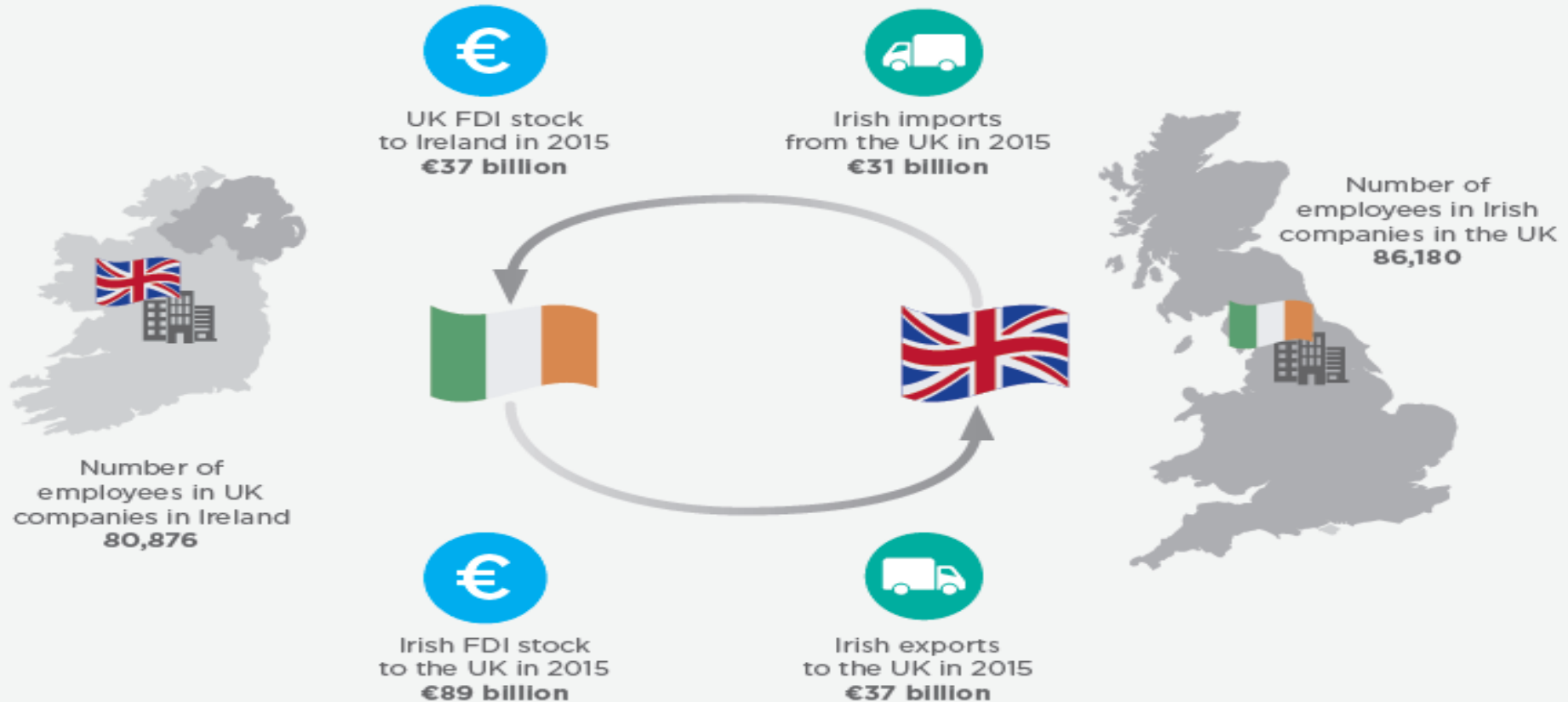
297 : 08 : 28 : 53

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

Local Enterprise Office Louth,
Louth County Council
Town Hall, Dundalk

T: 1890 202 303 **E:** info@leo.louthcoco.ie

W: www.localenterprise.ie/Louth

www.prepareforbrexit.com

www.gov.ie/Brexit



Comhairle Contae Lú
Louth County Council