



# **Bord Bia**

## **Small Business Open Day**

# **Supports for Small Business**

**Vincent Reynolds**  
**Chairman of the CEB National Network**

**Wednesday 23<sup>rd</sup> January 2013**

# 35 Local CEBs

Dublin (4)  
Cork (4)  
Limerick (2)  
Waterford (2)  
Tipperary (2)



# County & City Enterprise Boards

## Role/Functions

- Lead agency for micro business (<10 employees)
  - Promote entrepreneurship – embed an entrepreneurial culture in city and county
  - Provide intensive supports for micro-enterprise in start-up and expansion phase
  - Stimulate local economic development
  - Pilot new initiatives including leveraging of funding – cross border/all island/European programmes
  - Liaise with other agencies e.g. Enterprise Ireland, local authorities and local development bodies

# County & City Enterprise Boards

- ***Key Services to Business***
- **First Point of Contact- business information, advice and referral service**
- **Business Capability Development Programmes**

Start Your Own Business Programmes

Including pre-enterprise workshops and Senior Enterprise Programme specially designed SYOB programme for 50+ entrepreneurs (two day residential)

# County & City Enterprise Boards

## ***Key Services to Business***

- **Business Capability Development Programmes**
  - ACCELERATE – National rollout in 2012 of tailored management development programme
  - Other Programmes covering topics such as Social Media, Marketing & Sales, Finance etc
- **Mentoring Programmes**
  - New National Guidelines for Standardised Mentoring Programme rollout across the network in 2012

# County & City Enterprise Boards

## *Promoting Entrepreneurship*

- Business Networks/Events/Seminars
- Wide range of business networks operating across the country, both on a formal and informal basis
- CEBs proactively involved in working with clients to participate in National Trade Shows such as SHOWCASE (craft sector) and SHOP (food and foodservice sector)
- All CEBs attuned to the predominant business sector within their county and work with relevant agencies/bodies to promote same.
- Enterprise Education/NEA Awards/NWED

# Financial Supports from CEBs

Focused on microenterprises in manufacturing and Internationally Tradable services/with capacity for growth and job creation/ and a business plan proving commercial viability/with no risk of displacement.

- **Priming/Business Expansion Grants** – up to a maximum of 50% of eligible business costs, to a limit of €80,000\*, (*circa 30-40% of sum approved is refundable*) ; or
- **Feasibility Study Grants** – up to a maximum of 60% of costs, to a limit of €10,000\*
- \*to maximum of €160,000, and €20,000 respectively in exceptional circumstances.

# National Student Enterprise Awards 2012

- Ciara Whooley, St. David's Secondary School, Greystones, Co. Wicklow – Winner Senior Category
- 16,647 secondary school students from 387 schools researched, set-up and managed their own mini-companies through the SEA Programme 2011/12



# National Enterprise Awards 2012

- Innovate Business Technology Ltd, Co. Wexford – Overall Winner County & City Enterprise Board National Enterprise Awards 2012
- sixteen years supporting, acknowledging & celebrating the achievements of Ireland's micro-enterprises



# National Women's Enterprise Day 2012

- Co-funded by the European Social Fund with support from the Dept. of Justice & Equality
- Over 300 female entrepreneurs participated in 2012



# **Leveraging of External Funding**

## **Cross Border/All Island/European Programmes**

- All CEBs proactive in leveraging external funding
- Wider access to supports and funding
- Examples:
  - Tradelinks
  - Acumen (InterTradeIreland)
  - HATCH
  - Harnessing Natural Resources

# County & City Enterprise Boards Performance 1993-2011

- Grants approved
  - **€290m to 24,002 projects**
    - BMW 7,939 projects
    - S&E 16,063 projects
- Over 269,000 availed of training/mentoring support
- Net sustained full-time jobs in client companies
  - 32,614 at November 2011
  - Another 12,000 on fixed term contracts of employment
  - **Total – 44,614**

# Importance of Small Business Sector

- 200,000 existing small businesses
- 655,000 employees
- 92/93% are micro businesses (<10)
- Regional & local presence
- Major potential for development
  - 1,000 new businesses registered every month

# Focus going Forward

- Government Action Plan for Jobs – Objectives
  - ✓ Create conditions/macro economic climate
  - ✓ Ireland to be best small country in which to do business by 2016
  - ✓ Support job creation and sustainability
- Enhanced provision of enterprise supports through new Local Enterprise Offices
  - ✓ Build on and expand CEB model
  - ✓ Local delivery/enterprise offices
  - ✓ Wider remit/client base
  - ✓ New micro/small business division (EI)
  - ✓ Implementation Working Group

# Focus going Forward

- Micro Finance Ireland
  - ✓ Targeted at start up and new established businesses
  - ✓ Provision of loans up to €25,000
  - ✓ Applicants must demonstrate refusal of credit by commercial lending institution
- Strategic Partnerships
  - ✓ Create Partnerships with key sectoral bodies
  - ✓ Crafts Council of Ireland
  - ✓ Bord Bia



# Thank You

[www.enterpriseboards.ie](http://www.enterpriseboards.ie)