

# Mapping of Initiatives to support Entrepreneurship in Ireland

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## Introduction

This document attempts to draw together the range of initiatives that are currently available in Ireland to support entrepreneurship. The aim behind this mapping exercise is to inform a range of stakeholders such as (potential) entrepreneurs, policy makers, educationalists, agency executives, providers of finance including venture capitalists, those within the science and technological research community and the media about what is happening to stimulate entrepreneurship in Ireland. Where possible, online links and contact details are provided for these stakeholders.

This exercise was carried out as background research following the Small Business Forum recommendation to adopt a national entrepreneurship policy. To this end, Forfás has developed a report, *Towards Developing an Entrepreneurship Policy for Ireland*, which provides the background and supporting information to the development of a national entrepreneurship policy statement. This report is published in tandem with the mapping exercise and is available at <http://www.forfas.ie/publications/index.html>. The Department of Enterprise, Trade and Employment is due to publish the national entrepreneurship policy statement shortly.

Figures on the take-up of initiatives have been sourced from on-line material or from the providers of the initiatives themselves where possible.<sup>1</sup> The document is not exhaustive and while every care has been taken to ensure the accuracy of this publication, no liability is accepted for error or omission.

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<sup>1</sup> This data was acquired during desk research carried out before September 2007. Efforts should be made to confirm the data with the initiative providers before referencing it in further work.

# Overview of Irish Entrepreneurship Initiatives

## Enterprise Education Initiatives

Primary	Secondary	Tertiary
Bí Gnóthach	Junior Certificate	Enterprise courses included in undergraduate degrees
Junior Achievement Initiative	Leaving Certificate - Business, Accounting and Economics	Specific undergraduate degrees in Entrepreneurship
	Transition Year Programme (TYP) - Mini Companies	Postgraduate Courses in Entrepreneurship
	Leaving Certificate Applied (LCA) - Enterprise Modules	Enterprise Platform Programmes/ Centres for Enterprise and Incubation offered in third level institutes
	Leaving Certificate Vocational Programme (LCVP) - Enterprise Education Link Module	INTRE: Ireland's Network of Teachers and Researchers in Entrepreneurship
	Enterprise Encounter Project	
	Exploring Enterprise	
	Spirit of Enterprise - Classroom programme & teacher training resource	
	Junior Achievement Initiative	
	Celtic Enterprises	
	National Foundation for Teaching Entrepreneurship (NFTE)	
	Gaisce Awards	

## Entrepreneurship Awards

In Education System	Enterprise Awards	Specific Awards
<u>Secondary</u> Student Enterprise Awards (CEBs) National Foundation for Teaching Entrepreneurship (NFTE) Awards	Ernst & Young Entrepreneur of the Year Awards  InterTradeIreland Seedcorn Competition	Dublin City Enterprising Woman Award  Veuve Clicquot Business Woman of the Year
<u>Third level</u> Student Enterprise Awards/ Colleges Entrepreneur of the Year (Enterprise Ireland)	Shell Livewire (16 -30 year olds)  David Manley Emerging	Permanent TSB Ethnic Minority Entrepreneur of the Year  JFC Awards

Mallin / Invent-DCU Start-up Award	Entrepreneur Award	
Newstalk 106-108 FM Student Enterprise Competition		
Young Entrepreneurs Programme and Awards		

### Initiatives for Start-Ups and Training

General Start-Up Initiatives	Training Courses
<p><b>County Enterprise Boards (CEBs)</b></p> <p><i>Financial Supports</i></p> <ul style="list-style-type: none"> <li>▪ Feasibility study grants</li> <li>▪ Capital Grants</li> <li>▪ Employment Grants</li> </ul> <p><i>Non-Financial Assistance</i></p> <ul style="list-style-type: none"> <li>▪ Training</li> <li>▪ Mentoring</li> </ul> <p><b>Enterprise Ireland</b></p> <ul style="list-style-type: none"> <li>▪ Community Enterprise Centres offering enterprise development space</li> <li>▪ Funding for HPSUs</li> <li>▪ Venture Capital Funds</li> </ul> <p><b>Shannon Development</b> - Financial incentives &amp; Non-Financial Assistance (supports, facilities and programmes)</p> <p><b>Údarás na Gaeltachta</b> - Financial incentives (employment grants, capital grants, training grants) and non-financial incentives (accommodation, advice recruitment and training start-up guidance)</p> <p><b>County Enterprise Funds</b> - financial assistance through low interest loans</p> <p><b>Department of Social Welfare</b> - Back to Work Enterprise Allowance</p> <p><b>Business Innovation Centres</b> - Soft supports (such as Project Evaluation, Feasibility Study Assistance,</p>	<p><b>County Enterprise Boards (CEBs)</b></p> <ul style="list-style-type: none"> <li>▪ Entrepreneurial Training and Capability Development</li> <li>▪ Start your own Business Course</li> </ul> <p><b>Enterprise Ireland</b></p> <ul style="list-style-type: none"> <li>▪ Enterprise Start</li> </ul> <p><b>FÁS</b></p> <p>Business Appraisal Training Programme</p> <p><a href="http://www.startingabusinessinireland.com">www.startingabusinessinireland.com</a> training course</p> <p>Teagasc Guide to Starting your own Business</p>

etc.) and Access to seed capital funds (Dublin BIC)

**First Step: Microfinance & Business Support**

### Initiatives specifically for Women and Ethnic Minorities

Female-specific Initiatives	Immigrant-specific Initiatives
<p><b>County Enterprise Boards (CEBs)</b></p> <ul style="list-style-type: none"><li>▪ Women Entering Business Training Programme</li><li>▪ Dublin City Enterprise Network for Women</li><li>▪ Dublin City Enterprising Woman Award</li><li>▪ Virtual Network of Irish Women in Business</li></ul>	<p><b>Equal Emerge Training programmes</b></p>
<p><b>E-Learning for Female Entrepreneurs (Longford Women's Link)</b></p>	<p><b>Institute for Minority Entrepreneurship (DIT) - Training programmes and seminars</b></p>
<p><b>Gender Equality Unit (Department of Justice, Equality and Law Reform)</b></p>	<p><b>First Step Microfinance</b></p>
<p><b>First Step Microfinance</b></p>	

# SECTION 1: ENTERPRISE EDUCATION INITIATIVES

## 1.1 Primary School Initiatives

### **Bí Gnóthach**

#### **Organised by**

Joint initiative of the City and County Enterprise Boards and the Curriculum Development Unit of Mary Immaculate College at the University of Limerick

#### **Programme offered**

- Cross-circular programme on enterprise education resource pack distributed to schools
- Training carried out with teachers

#### **Target Participants**

Focus on 10 - 12 year olds

#### **Uptake**

Between January and June 2000, the Bí Gnóthach pack was sent out to over 1000 schools. Programme has been taken up to varying extents around the country and a select few Enterprise Boards have distributed further to schools in their county. For example, South Dublin Enterprise Board piloted the programme in the 2005/2006 academic year. In 2006/2007 they distributed the packs to 22 schools and are hoping to distribute to 30 schools in 2007/2008.

#### **Funding Source**

City and County Enterprise Boards

#### **Link**

[http://www.cdu.mic.ul.ie/bi\\_gnothach/default.htm](http://www.cdu.mic.ul.ie/bi_gnothach/default.htm)

<http://www.sdenterprise.ie>

#### **Contact**

Ena Coleman

South Dublin Enterprise Board

Tel: 01 405 7073

### **Junior Achievement Initiative**

#### **Organised by**

Junior Achievement, a non-profit making organisation

#### **Programmes offered**

The Junior Achievement initiative provides young people with the opportunity to participate in a range of educational programmes that encourage them to complete their education and give them an understanding of the world of work.

### *Primary School Programmes:*

Primary school programmes are designed for each primary age group and are sequential, with each programme building on the concepts introduced in the previous programme. These structured programmes use hands-on activities to introduce trade and enterprise to the classroom and give children an awareness of the job opportunities available to them. Each programme consists of five modules that are taught in the classroom by a business volunteer from a supporting company.

### *Secondary School Programmes:*

Secondary school programmes are broken into two main categories: enterprise and personal development. These programmes use hands-on activities to introduce the students to the world of trade and enterprise and to help them develop their interpersonal skills. The 'Company Programme' allows students to set up their own companies. Students participating in the 'Company Programme' can enter a competition where they compete with "companies" from other schools on a regional and national basis. Secondary school programmes consist of 6-10 modules that are taught in the classroom by a business volunteer from a supporting company.

### **Events**

In addition to classroom-based programmes, Junior Achievement also runs a number of events throughout the school year. On 'School to Work Days' students visit the workplace to learn about careers through a series of hands-on workshops. The 'Challenge Science' roadshow introduces students to the importance of science in today's world of work, especially in relation to the science, engineering and technology industries in Ireland.

### **Target Participants**

Primary and secondary school students

### **Uptake**

In the 2006/2007 school year, the JA website outlines that JA reached 56,000 students throughout Ireland with 2,500 business volunteers from over 130 supporting companies and 2,500 teachers from more than 500 schools helping to deliver Junior Achievement programmes to these students.

### **Expenditure**

Course material is provided to schools free of charge and is delivered by volunteers from the local business community.

### **Funding Sources**

Supporting Companies: over 130 businesses

Grants/Foundations: 7 agencies (including ADM/CPA, Co-operation Ireland, etc.)

Co-funding has also been received from the EU Structural Funds and the National Development Plan.

### **Link**

<http://www.juniorachievement.ie/>

Linked to Junior Achievement Young Enterprise Europe

<http://www.ja-ye.org/Main/Default.aspx?Template=TTtitle.ascx&LngID=0>



**Contact:**

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## 1.2 Secondary School Initiatives

### Junior Certificate

**Organised by**

Department of Education and Science

**Programme offered**

Topic on Enterprise on Business Studies Course

**Target Participants**

Junior Certificate students aged 13 to 15 attending second level schools

**Link**

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

### Leaving Certificate - Business, Accounting and Economics subjects

**Organised by**

Department of Education and Science

**Programme offered**

- Accounting: Certain exposure to accounting of enterprises
- Business: Focus on enterprise learning skills
- Economics

**Target Participants**

Senior cycle students in the 15 to 18 year old age group including those in the Vocational Training Opportunities Scheme and Youthreach

**Link**

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

### Leaving Certificate Applied (LCA) - Enterprise Modules

**Organised by**

Department of Education and Science

**Programme offered**

Enterprise Education is a compulsory component of Leaving Certificate Applied which is given recognition in specific learning activities and as a critical aspect within the overall assessment and

certification process. The Vocational Preparation and Guidance course includes three enterprise modules. All students must complete one module on enterprise and teachers are strongly encouraged to provide the opportunities for students to engage with a second enterprise module.

Credit for the development of enterprise skills is given to Leaving Certificate Applied students through the completion of specific enterprise modules, for using enterprise as a Vocational Preparation task and in their Final Examination in English and Communications where entrepreneurial skills are assessed in both the written and oral components. The skills and competencies developed in courses within the Vocational Specialisms, ICT, Arts Education and Leisure and Recreation provide a broad range of skills which can be applied to develop enterprise ideas and test market opportunities.

Details of each enterprise module are as follows:

### **Enterprise I**

This module is designed to enable Leaving Certificate Applied students set-up, organise and run their own enterprises. Through direct involvement and practical experience the students gain a realistic understanding of how an enterprise operates. This enterprise activity provides students with real experience of all phases of the operation and management of an enterprise where students apply their entrepreneurial skills to real situations. The focus of this module is on research, planning, decision making, co-operation and teamwork.

### **Enterprise II**

This module is designed to enable Leaving Certificate Applied students apply their skills to a different type of enterprise activity than that undertaken in Enterprise 1. Enterprise 2 could be a school-based event/activity where the Leaving Certificate Applied students provide an organisational structure for managing and running the event. This differs from Enterprise I in that the focus is not on profit and the students do not go through the full process of setting up their own company e.g. selling shares etc. Some possible activities could include a drama production, music/dance performances, exhibitions of various types, school bank, school shop or local community based project. In all cases the students must adopt an organisational/management role for the activity and/or be actively involved in the specific event itself.

### **Enterprise III**

This module is designed to build on the abilities, skills and understanding that Leaving Certificate Applied students have acquired from previous enterprise activities. The module investigates self-employment as a feasible career option by interviewing a self-employed person and conducting a detailed investigation of a potential enterprise idea. The preparation of a business plan is an integral part of this module. This plan should incorporate the students' business idea and the documentation required to make a presentation to a funding agency. The students will also investigate a local enterprise and its interaction with the market place and compare their own enterprise experiences with this reality.

### Uptake

380 schools and centres are offering the programme.

### Link

<http://lca.slss.ie/>

### Contact

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## Leaving Certificate Vocational Programme (LCVP) - Enterprise Education Link Module

### Organised by

Department of Education and Science

### Programme offered

LCVP combines the academic strengths of the Leaving Certificate (established) with a focus on self-directed learning, innovation and enterprise. This two year programme is part of an expanded provision that aims to cater for the diversity of participants' needs at senior cycle.

There are two mandatory Link Modules included in the programme - one of which is on Enterprise Education.

As part of this, students will be involved in:

- organising visits to local businesses and community enterprises;
- meeting and interviewing enterprising people onsite and in the classroom; and
- planning and undertaking interesting activities that will build self confidence, creativity, initiative and develop teamwork, communication and computer skills.

Students must plan, set up and run an enterprise activity whereby they demonstrate the skills they have acquired by taking ownership of the chosen enterprise project and by evaluating their own personal performance.

Link Modules are assessed by Written Examination (40%) and by Portfolio of Coursework (60%).

### Uptake

LCVP is undertaken by approximately 22% of senior cycle students with 524 schools providing the programme.

### Link

<http://lcvp.slss.ie/aboutlcvp.html>

### Contact

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Transition Year Programme (TYP) - Transition Year Mini Company "Get up and Go" Programme

### Organised by

Transition Year Support Service in the Second Level Support Service (SLSS)

### Programme offered

One-year programme designed to ease transition from the Junior Cycle to the Senior Cycle.

The programme includes the development of the skills of personal enterprise and entrepreneurship, often through student-run mini businesses.

The year also includes the "Mini Company Get up and Go Programme" which involves the student in a wide range of processes such as working as a member of a team, setting up and registering a company, raising share capital, solving problems, keeping accounts, planning, implementing and evaluating.

As part of the Get up and Go programme a manual is provided offering advice to teachers who intend setting up the programme for the first time in schools. It also offers existing schools assistance in strengthening their programmes.

### Target

Transition Year students who are aged 15 - 16 years of age.

### Uptake

The TYP is undertaken by approximately 25,000 senior cycle students with 540 schools offering the Transition Year Programme.

### Link

<http://ty.slss.ie/>

### Contact

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Tel: 01 2365023

## Enterprise Encounter Project

### Organised by

Joint initiative between the City and County Enterprise Boards and the Second Level Support Service (SLSS) of the Department of Education and Science.

### Programme offered

Student-centred programme in enterprise awareness. Leaving Certificate students plan, organise and make once-off investigative visits to local small business entrepreneurs.

### Target Participants

5th and 6th year students from the Leaving Certificate Vocational Programme (LCVP) and the Leaving Certificate Applied (LCA).

### Link

<http://enterpriseencounter.sls.ie/>

## Exploring Enterprise

### Organised by

Joint initiative between the City and County Enterprise Boards and the Second Level Support Service (SLSS) of the Department of Education.

### Programme offered

Exploring Enterprise comprises a DVD with eight case studies of entrepreneurship and an accompanying 'Teacher Resource Book', and is designed to enhance the teaching and learning of entrepreneurship in second level schools.

### Target participants

The resource is aimed primarily at students participating in Enterprise Modules within Senior Cycle Programmes including Transition Year (TY), Leaving Certificate Applied (LCA), the Leaving Certificate Vocational Programme (LCVP) and students following Leaving Certificate Business.

### Link

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

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

## Spirit of Enterprise - teaching and learning resource

### Organised by

This resource has been developed by AG Education Services Ltd in close consultation with the Second Level Support Service (SLSS) of the Department of Education.

### Programme offered

'Spirit of Enterprise' is an innovative multi media teaching and learning resource for secondary schools in Ireland. Bringing industry and education together, leading Irish companies are used as

case studies that link to the business and enterprise curriculum at senior level. It was prompted by the EU priority to drive entrepreneurship in Ireland post the Lisbon Agenda. The physical product is a fully laminated, full colour ring binder containing the lessons and templates and is backed up by a CD and the website [www.soe.ie](http://www.soe.ie)

#### Take-up

Is distributed and widely used in second level schools nationwide.

#### Spirit of Enterprise

- Is targeted at over 200,000 15 -18 year old students studying Business & Enterprise topics and their teachers, parents and representative organisations.
- Is presented and utilised with teachers of enterprise at many in-service training programmes throughout the country.
- 98% of teachers using SOE rated it as an excellent teaching and learning resource.
- Was presented as a best practice enterprise resource at the recent EU Conference in Oslo, October 2006 entitled Entrepreneurship in Europe: Fostering Entrepreneurial Mindsets through Education and Learning.

#### Link

<http://www.spiritofenterprise.net/>

#### Contact

Sara Cosgrove  
Tel: 01 230 0620

#### Celtic Enterprises

##### Organised by

A non profit organisation formed from an association between Wexford County Enterprise Board, Innovation Wexford and Careers Wales West.

##### Programme offered

There are 3 main streams to the programme:

1. Enterprise Education: A full-time coordinator provides mentoring to students assisting them in setting up a mini-company that must trade, produce a business report and present the project through PowerPoint presentations. All students involved in the programme get an opportunity to video conference. A student tracking system is also in place, which provides valuable information on the effectiveness of the programme.
2. Enterprise Options: This two-hour workshop has been developed in conjunction with an Education Psychologist that allows students to look at the key attributes required to become an entrepreneur. It assists in linking schools and businesses in line with the thinking behind the EU Green Paper on Entrepreneurship.
3. Teacher Development: A Post-Graduate Certificate in Teaching Enterprise is available to all second level teachers. Assessment of the programme is through a detailed portfolio that allows teachers to implement new techniques explored throughout the programme. The

Certificate in Teaching Enterprise is a mix of the latest teaching methodologies, the theory of business and enterprise, as well as cutting edge management and professional development skills.

A new pilot e-learning programme will be offered to all Primary School Teachers in July 2007: Post Graduate Certificate in Teaching Enterprise (Integrating enterprise education into the primary school curriculum). This course is accredited by Waterford Institute of Technology and offers exemptions to its MA in Management and Education programme.

### **Target Participants**

Initially, Second level schools in South East Ireland, and West Wales. Elements of the programme are now being offered nationwide e.g., Post Graduate Certificate in Teaching Enterprise.

### **Uptake**

58 schools in 6 counties in Ireland and 15 Welsh schools have participated in the programme. The new programme "X-cel" will be launched in October 2007.

### **Expenditure**

The total funding approved for the project from 2003 to April 2006 was:

Wales: £259,729

Ireland: €415,264

### **Funding Source**

Funded through Interreg IIIA and also from corporate sponsorship.

### **Link**

<http://www.x-cel.ie>

<http://www.celticenterprises.org/>

### **Contact**

Breege Cosgrave,

Project Manager

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### **Gaisce Awards**

#### **Organised by**

The President's Award

#### **Programme offered**

There are three different types of award that can be earned - bronze, silver and gold. The minimum age for the bronze award is 15 and it is earned over a minimum period of 6 months; the minimum

age for the silver award is 16 and it is earned over a minimum period of 12 months and the minimum age for the gold award is 17. It is earned over a minimum period of 18 months.

#### How to earn an award?

There are 4 different activity areas. To earn an award, you must take part in each of the 4 areas. You might decide to build on an activity you've tried in the past. Each participant must participate in at least one new activity to earn an award.

The 4 challenge areas are:

- Skill
- Community
- Physical
- Adventure

In the challenge area of skills, participants can consider undertaking an enterprise project to qualify for the award

#### Target Participants

Young people between the ages of 15 and 25

#### Funding Source

Support for the awards is received from the Department of Education & Science and Private Donors.

#### Link

<http://www.gaisce.ie/>

## 1.3 Teacher Training

### Primary School Teacher Training

#### About

There are five Colleges of Education for primary teachers which offer three year full-time courses leading to a B.Ed degree which is the recognised qualification for primary teaching.

The Colleges are:

- The Church of Ireland College of Education, Upper Rathmines Road, Dublin 6.
- St. Patrick's College, Drumcondra, Dublin 9.
- Mary Immaculate College, South Circular Road, Limerick.
- The Froebel College of Education, Sion Hill, Blackrock, Co. Dublin.
- St. Mary's College of Education, Griffith Avenue, Marino, Dublin 9.



## Training

While teachers can take courses in ICT and Science and Technology as part of their training, there appears to be no specific enterprise/ business teacher training provided.

### Secondary School teacher training

#### General

A primary degree and the Higher Diploma in Education (or equivalent) are generally required for secondary teachers. The primary degree must include at least one subject from the post primary schools' curriculum for the Leaving Certificate Programme (see Rules and Programmes for Secondary Schools 2004 available for Government Publications.). At present teaching posts in Community Colleges are available to holders of relevant degrees without further teacher training. However, increasingly, all teachers in these schools will already have the Higher Diploma in Education.

There are four qualification routes to enter second level teaching in Ireland:

- The Higher Diploma in Education - one-year post-graduate degree
- A four-year degree in either home economics, music, physical education, religious education, science or technological education, based on concurrent teacher education programme.
- A degree in business studies followed by the Graduate Diploma in Education (Business) at the University of Limerick
- Graduate Diploma in Education (Music) in University of Limerick (must have a degree in Music)
- Higher Diploma in Art and Design in Education one year in National College of Art and Design

Regarding Business Subjects, each of the four NUI Universities allow a maximum of 10% of available places for applicants holding business related degrees.

#### Specific Enterprise Education at Senior Cycle

The SLSS Modular Course has an elective course aimed at the individual teacher of enterprise in the classroom

- Focus on methodologies and resources to support the teaching and learning of enterprise in the classroom
- Consists of a combination of presentation, workshops and experiential exercises
- Provides opportunities for teachers to share their experiences of enterprise in the classroom
- The design of the course is also informed by ideas from both action research and the scholarship of teaching

### The National Foundation for Teaching Entrepreneurship (NFTE)

#### About

The National Foundation for Teaching Entrepreneurship (NFTE) is an international non profit organisation with experience in teaching entrepreneurship skills. NFTE Ireland's mission is to teach entrepreneurship to young people to enhance their economic productivity by improving their

business, academic and life skills. NFTE has been established as an all island initiative, following a successful pilot scheme in Colaiste Dhulaigh and Bonnybrook Youthreach. Programmes activity commenced in Northern Ireland in the 2006/2007 academic year.

### What's offered?

- In-School and Out of School Training Programmes - providing a minimum of 40 hours of experiential teaching utilizing NFTE's global award winning entrepreneurship curriculum. The NFTE student experience also includes visits by prominent guest speakers from business, government and academic sectors, mentoring, site visits to corporations and SMEs, and student trade fairs in local communities.
- NFTE University - Teacher Training Programme - an intensive experiential training course required for teachers/trainers to become NFTE Certified Entrepreneurship Teachers (CETs).
- BizCamp - is an intensive two week summer programme. Young people aged 15 to 18 yrs with an interest and passion for entrepreneurship and business are encouraged to apply.
- Alumni Program - NFTE graduates will be provided with the opportunity to further their skill development and business knowledge along with peer support, mentoring and networking.
- Student and CET Teacher Awards - NFTE awards achievement and learning in many categories including the following:
  - NFTE International CET of the Year
  - NFTE All Ireland CET of the Year
  - NFTE International Student of the Year
  - NFTE Ireland All Island Business Plan
  - NFTE Social Entrepreneur of the Year
- Irish Entrepreneurs in Profile project - a booklet for students that includes interviews of well known national and international entrepreneurs as well those linked into the local communities that NFTE serves. Several NFTE students have carried out interviews with these successful entrepreneurs.
- Research and Evaluation - NFTE Ireland actively measures programme impact on young people's lives through intensive qualitative and quantitative research and evaluation studies.

### What does the general training programme look like?

NFTE's experiential training for students is based on a 12 module programme focusing on the following topics:

- 1 What is an Entrepreneur?
- 2 What is Business?
- 3 Staying legal: Government and the Community
- 4 Exploring Business Opportunities
- 5 Market Research and Product Development
- 6 Getting the basics right - Competitive Strategy/Quality
- 7 Business Behaviour, Planning and Communication

- 8 Working out the Costs
- 9 Will the Business Make Money?
- 10 Marketing Ideas
- 11 Selling to Customers
- 12 Your business and Your Future

### Take up

- NFTE is on target to reach at least 2,100 young people (ages12-18) annually by 2012 and expand into Limerick and Cork over the next 2 years.
- Current Programmes:  
Dublin -13 In-School Programmes and 6 Out of School Programmes.  
Belfast -2 In-School Programmes and 3 Out of School Programmes.

### Funding

- NFTE's pilot programme was funded by the Irish Youth Foundation
- Current funding is provided by various individual, corporate donors and foundation including Atlantic Philanthropies & One Foundation
- NFTE actively looks for Corporate, Individual and State supporters. On their website [www.nfte.ie](http://www.nfte.ie) they provide various funding options including Adopt a Class and Adopt a School programmes for interested parties

### Link

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

### Contact

Janet Knox, Chief Executive Officer

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## Teacher Training Provided under Celtic Enterprises Pilot Programme

### About

As part of the Celtic Enterprises programme operating in South East of Ireland and West Wales, an entrepreneurial teacher training qualification has been developed. This involves an accredited Postgraduate Certificate in Teaching Enterprise with Waterford Institute of Technology and allows for progression to an MA in Management in Education.

### Take up

Thirty two teachers participated in the pilot Postgraduate Certificate. Two programmes will run in September/October 2007 in Donegal and South County Dublin.

## Contact

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## 1.4 Third Level

### 1.4.1 Third Level Courses

Enterprise and entrepreneurship courses are available through all National Universities and Institutes of Technology, particularly in business degrees. At present, enterprise education forms part of around 88 courses/ subjects in third level institutions. Some selected examples of the different types of approaches are highlighted here.

#### **Broad Business Degrees**

Example: Bachelor of Business Studies, University of Limerick

#### Programme offered

All students have the opportunity of taking Entrepreneurship as a core component of Year 2 of the four year programme.

In addition students are offered an Entrepreneurship stream as an option. It covers three semesters during the third and fourth years of study.

#### **Specific Entrepreneurship Courses**

Example: Bachelor of Business (honours) in Entrepreneurship, Dun Laoghaire Institute of Art, Design & Technology

#### Programme offered

4 year level 8 programme which is based on the following themes (sample modules in brackets):

- Learning to learn ('Learning & Research Methods', 'Communications', 'Critical Thinking')
- Marketing
- Finance ('Taxation for Entrepreneurs')
- Technology ('Information Systems', 'Internet Applications')
- Management ('Strategic Management', 'Human Resource Management')

Learning and assessment is integrated across modules in each year.

### Cross-faculty approach

Example: Third level courses in Dundalk Institute of Technology

### Programme offered

Entrepreneurship education appears in more than twelve different courses, at Certificate, Diploma, Degree and Postgraduate levels, and is offered across four schools/faculties; Business and Humanities; Informatics and Creative Media; Nursing and Health Studies; Engineering

In different schools, content is adapted to suit both the discipline and level.

### Courses include:

- Business Studies Accounting and Finance
- Community Studies Cultural Resource Management Engineering
- Science Degree
- Sports and Community Leadership

### Uptake

Each of DKIT's 2,800 full-time students will have the option of completing an entrepreneurship module at some point in their undergraduate studies.

### Certificate courses

Example: Higher Certificate in Business in Enterprise Development offered by the Lónra Network in the Border, Midland and West (BMW) Region

Support for enterprise development, entrepreneurship and innovation are key priorities for the Lónra network. This 2-year part-time course has received funding from FÁS under the 'One Step Up' initiative. The programme targets primarily people at work. The course is one of a range of collaborative projects undertaken by Lónra members to support enterprise development across the region. The course content is based on best practice models, and was developed jointly by the senior academics and Industrial Liaison Officers from Lónra members: Athlone IT, GMIT, Letterkenny IT, Dundalk IT and IT Sligo.

### Link

<http://www.lionrarhen.com>

### Contact

Mr. Charlie Mitchell  
Deputy CEO  
info@lionrarhen.com  
Tel: 091 778652  
Fax: 091 778600

## Postgraduate Courses

At postgraduate level, enterprise education forms part of a number of courses. Some examples are listed below:

- Master in Management (Entrepreneurship), UCD Michael Smurfit Graduate Business School
- Graduate Diploma / MBS in International Entrepreneurship Management, The Kemmy Business School, University of Limerick

## 1.4.2 Third level programmes/ Centres for Enterprise

All third level Universities and Institutes of Technology in Ireland now have enterprise centres of varying sizes and occupancy rates. The following are some examples:

### CAMPUS BUSINESS INCUBATION CENTRES

Institution	Contact Details
Athlone IT	Michael Lonergan, Manager, Midland Innovation and Research Centre <a href="mailto:mlonergan@ait.ie">mlonergan@ait.ie</a> <a href="http://www.ait.ie">www.ait.ie</a>
Cork IT	Paul Healy, Manager, The Rubicon Centre. <a href="mailto:Paul.healy@cit.ie">Paul.healy@cit.ie</a> <a href="http://www.cit.ie">www.cit.ie</a> Carole O' Leary/Josette O'Mullane, Industry Liaison Office <a href="mailto:ilo@cit.ie">ilo@cit.ie</a>
DCU	Ron Immink, Operations Manager, Invent Centre <a href="mailto:ron.immink@invent.dcu.ie">ron.immink@invent.dcu.ie</a> <a href="http://www.invent.dcu.ie">www.invent.dcu.ie</a>
Dublin Institute of Technology	Bernadette O'Reilly, Centre Manager, PDC <a href="mailto:boreilly@pdc.ie">boreilly@pdc.ie</a> <a href="http://www.pdc.ie">www.pdc.ie</a>
Dundalk IT	Seán MacEntee, Incubation Centre Manager, Regional Development Centre. <a href="mailto:Sean.macentee@dkit.ie">Sean.macentee@dkit.ie</a> <a href="http://www.dkit.ie">www.dkit.ie</a>
Dun Laoghaire Institute of Art, Design and Technology	Martin Hogan/Anne Farrell, Media Cube <a href="http://www.mediacube.ie">www.mediacube.ie</a>
Galway/Mayo IT	
- Galway Campus	George McCourt, Manager, Innovation in Business Centre <a href="mailto:George.mccourt@gmit.ie">George.mccourt@gmit.ie</a> <a href="http://www.gmit.ie">www.gmit.ie</a>
- Castlebar Campus	Maria Staunton, Manager, Innovation in Business Centre <a href="mailto:Maria.staunton@gmit.ie">Maria.staunton@gmit.ie</a> <a href="http://www.gmit.ie">www.gmit.ie</a>

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IT Sligo	Janette Gillen, Manager, Business Innovation Centre. <a href="mailto:gillen.janette@itsligo.ie">gillen.janette@itsligo.ie</a> <a href="http://www.itsligo.ie">www.itsligo.ie</a>
IT Tallaght	Patricia O'Sullivan, Manager M50 Enterprise Programme <a href="mailto:m50@it-tallaght.ie">m50@it-tallaght.ie</a> <a href="http://www.it-tallaght.ie/">http://www.it-tallaght.ie/</a>
IT Tralee	Dominick Moriarty, Manager, Tom Crean Business Centre <a href="mailto:Dominic.moriarty@ittralee.ie">Dominic.moriarty@ittralee.ie</a> <a href="http://www.ittralee.ie">www.ittralee.ie</a>
Letterkenny IT	Jack O'Herlihy, Head of Development <a href="mailto:jack.oherlihy@lyit.ie">jack.oherlihy@lyit.ie</a> <a href="http://www.bdc.ie">www.bdc.ie</a>
Limerick IT	Donncha Hughes, LITMUS Business Incubator Manager <a href="mailto:Donncha.hughes@lit.ie">Donncha.hughes@lit.ie</a> <a href="http://www.lit.ie">www.lit.ie</a>
National College of Ireland	Bertie Kelly, Director ICELT <a href="mailto:bkelly@ncirl.ie">bkelly@ncirl.ie</a> <a href="http://www.ncirl.ie">www.ncirl.ie</a>
NUI Galway	Daniel O'Mahony, Director, Technology Transfer Office <a href="mailto:Patricia.Walsh@nuigalway.ie">Patricia.Walsh@nuigalway.ie</a> <a href="http://www.nuig.ie">www.nuig.ie</a>
Waterford IT	Tom Corcoran, Manager, Enterprise and Research Centre <a href="mailto:tcorcoran@wit.ie">tcorcoran@wit.ie</a> <a href="http://www.wit.ie">www.wit.ie</a>
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UCD	Bridgeen McCloskey, Operations Manager, NovaUCD <a href="mailto:bridgeen.mccloskey@ucd.ie">bridgeen.mccloskey@ucd.ie</a> <a href="http://www.ucd.ie/nova/">www.ucd.ie/nova/</a>

## CORD/Enterprise Platform Programme

### About

The Enterprise Platform Programme is a one-year full-time professional training and enterprise support programme aimed at the needs of entrepreneurs in a business start-up situation. Enterprise Ireland provides financial support (CORD funding) for those participants who are deemed to demonstrate HPSU potential.

The Campus Companies Programme supports the development of existing third level campus based companies and the establishment of new companies. Assistance is provided to researchers interested in commercialising R&D emerging from the college campus. The programme offers a range of practical supports for the budding entrepreneur, including start-up support, workshops from successful entrepreneurs, business advice, financial planning and business mentoring.

## Support offered under Enterprise Platform Programme

- One to one business counselling
- Access to the training and consultancy services of partner organisations
- Access to resources including incubation units, pilot plant and meeting facilities
- Introduction to a support network of mentors, venture capitalists and other support agencies as appropriate such as County Enterprise Boards
- Each participant is assigned a personal mentor under Enterprise Ireland's Mentor Programme, and undergoes an intensive training course, delivered by academics and consultants, on entrepreneurship and business management and development.

## Scope

Enterprise Platform Programmes currently operate in:

Athlone IT - Midlands EPP <http://www.ait.ie/innovation/mwep.shtml>

Cork - Genesis Enterprise Programme [www.gep.ie/](http://www.gep.ie/)

Dundalk - North East EPP <http://www.novation.ie/cms/publish/entrepreneur.shtml>

Dublin (IT Tallaght, IT Blanchardstown, NovaUCD and DCU-Invent) - M50 Enterprise Programme and HotHouse <http://www.ittdublin.ie/researchinnovation/enterprisedevelopment/m50epp/>

Galway - Medical Device EPP

Letterkenny / Sligo IT - CEIM EPP

Limerick - Limerick EPP

Waterford IT - South East EPP.

## BioIncubation Programme

The Enterprise Ireland BioIncubation Programme facilitates the commercial development of innovative, high growth knowledge-based start-ups through a managed process.

- BioIncubation Facilities at NUI Galway
- BioIncubation Facilities at University College Cork
- BioIncubation Facilities at Dublin City University
- BioIncubation Facilities at Trinity College Dublin (Pearse Street)
- BioIncubation Facilities at NovaUCD
- BioIncubation at St. James Hospital, Dublin

## Athlone IT Entrepreneurship Programmes

- From 2002 to 2004, programmes to assist potential entrepreneurs were self-funded by the Institute and these supported 18 individuals over the period.
- In 2005, it collaborated with other Lónra members and with FÁS and Enterprise Ireland to establish the International Enterprise Development Programme. AIT had 4 participants on this programme.



- In co-operation with GMIT, it has secured Strand II funding from the Department of Education and Science for a 2006/7 Enterprise Platform Programme. The Midlands and West Enterprise Programme is commencing in March 2007 and each Institute is placing 10 participants on the programme.

### Incubation Support Midlands Innovation and Research Centre

The Midlands Innovation and Research Centre was established by Athlone Institute of Technology in 2004 as a converging hub for innovation, research and enterprise in the Midlands.

The MIRC provides incubation facilities for innovative and knowledge-based enterprise, an enterprise programme for entrepreneurs and start-ups, and makes available the resources and expertise of the Institute to support client companies.

A key objective of the MIRC is to leverage the resources of AIT in support of client companies. The Institute has been particularly active in leading projects under Enterprise Ireland's Innovation Partnership Programme. For example, AIT's Software Research Centre is currently leading the development of a Thermal Remote and Intelligent Management System for manufacturing processes on behalf of T5 Process Solutions, an early-stage company based in the MIRC.

Joe Temple, CEO, T5 Process Solutions, "as a start up company, the MIRC provides us with state of the art facilities and a comprehensive business support programme while Athlone Institute of Technology provides a ready-made research capability for the development of our technology."

### Midlands & West Enterprise Programme

In March 2007, ten new high potential entrepreneurs from the Midlands commenced the development of their businesses in the MIRC - as participants on the Midlands & West Enterprise Programme. The MIRC/MWEP have incubated and supported twenty four start-ups since 2003 and are now driving the next generation of innovative start-ups in the Midlands.

The MWEP is a one-year programme, run jointly with Galway-Mayo Institute of Technology and in partnership with Enterprise Ireland, which provides participants with the business skills, networks, facilities and supports necessary to navigate the business start-up process. All of the MWEP start-ups are knowledge-based with growth and export potential - products being developed include pharmaceutical gels, life sciences software, a biodegradable plastic, telecoms software and a high-yielding thermal solar panel.

There have been many success stories associated with the MWEP. BioClin Research Laboratories, a provider of contract research services to the pharmaceutical industry, co-founded by Mary Burke, a participant on the MWEP in 2003, was the overall winner of the Ulster Bank / Irish Independent Business Achievers Award in 2005.

## Link

[www.ait.ie/mirc](http://www.ait.ie/mirc)

## Contact

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Co Westmeath

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## Cork IT

- CIT runs the Genesis Enterprise Programme in partnership with UCC, IT Tralee, Enterprise Ireland, CorkBic, Udarás Na Gaeltachta and the Enterprise Boards. From 2002-2006 there were 94 participants on the Genesis Enterprise Programme and 18 participants in 2007.
- The Institute operates an Enterprise Start Programme with funding from FÁS and Enterprise Ireland and in the region of 100 participants have been through this programme to date.
- It also offers the CIT Prize for Innovation: an annual competition sponsored by South Cork Enterprise Board for students with innovative business ideas. Many of the winners have gone on to further success in the all island Student Enterprise Awards.

## Cork IT Incubation Support

The Institute's incubation centre - the Rubicon Centre - comprises of 1,250m<sup>2</sup> of space. An additional 800m<sup>2</sup> of space became available in January 2007.

As of mid-2007, the centre had 26 individual clients (excluding Genesis) employing over 100 people in areas such as

- Software
- Communications
- Document management and storage
- Semiconductor design
- Venture capital
- Bio-science
- Waste management
- Multimedia services

It is estimated that 75% of the companies came from Entrepreneurship Initiatives in CIT, 12% established by CIT staff and the remainder from other sources. 70% of the clients have a research relationship with CIT academics. In particular, the CIT Centre for Technologies for Embedded Computing is very active with Rubicon Clients.

#### Link

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

#### Contact

Carole O' Leary/Josette O'Mullane

Industry Liaison Office

Cork Institute of Technology

[ilo@cit.ie](mailto:ilo@cit.ie)

Tel: 021 4326697

#### **Dublin City University Invent programme**

- helps researchers in exploring the commercial options of their research
- works with DCU staff and DCU students on developing their ideas, projects, etc.
- identifies, protects and exploits intellectual property
- licenses IP to multinationals, SMEs and start-ups
- advises companies and start-ups on their business development
- assists inventors in commercialising their ideas
- can provide incubation space for start-ups, intrapreneurs or SME spin-ins
- gets actively involved in campus company development
- is responsible in developing SME linkages with the university
- has access to an extensive global network that is made available to Invent clients
- matches ideas and inventions with experienced entrepreneurs (and vice versa)

Working with Invent will give you access to an extensive idea and research pool, will give quicker and deeper access to networks and expertise, will give access to university support, backing and branding, will reduce the learning curve of your company and will assist in growing companies bigger and better quicker.

Invent is interested in people with ideas in innovative technology areas, start-up companies with growth focus and SMEs with R&D and expansion ambitions, preferably (but not exclusively) in the areas in which the research centres are active.

#### Expenditure

Options available include:

1. Concept desk space

- Maximum 3 months
- € 54 a week

2. Office space/wetlabs

Office space €550 per m2 annually, excluding phones and connectivity

3. Virtual incubation (Invent membership)

€ 1,000 a year

**Link**

<http://www.dcu.ie/invent/home.php>

**Contact**

Maeve Freeman

[maeve.freeman@invent.dcu.ie](mailto:maeve.freeman@invent.dcu.ie)

Tel: 01 7007777

### Dublin IT Entrepreneurship Support

The Project Development Centre (PDC) was established in 1983 as DIT's enterprise support unit.<sup>2</sup> The Centre offers a range of services and facilities to entrepreneurs at the various stages of their business development.

To date more than 500 entrepreneurs have been assisted through various PDC initiatives. Companies such as eWare Ltd., Magnetic Solutions Ltd., Century Homes, Realtime Technologies and Phorest Communications have benefited from PDC support.<sup>3</sup>

PDC launched its thirteenth Enterprise Platform Programme ("Hothouse") in March 2007.<sup>4</sup> Over the period February 2001 to September 2007, 202 people have participated in the programme, 130 of whom secured Enterprise Ireland CORD funding. PDC will launch its fourteenth Hothouse programme on September 27<sup>th</sup>.

In addition, in 2005 and 2006 the PDC delivered an Enterprise Start Programme (supported by Enterprise Ireland and FÁS) to participants in Waterford and Dublin.

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<sup>2</sup> [www.pdc.ie](http://www.pdc.ie)

<sup>3</sup> DIT + Enterprise partners in innovation (2004)

<sup>4</sup> [www.pdc.ie](http://www.pdc.ie)

It promotes commercial awareness among the DIT research community through its Prospect initiative. It also encourages student entrepreneurship through its student enterprise competition.

A new initiative is Signpost: a guidance service to potential entrepreneurs (both internal and external to DIT). Currently being piloted as a drop-in centre at DIT Aungier Street, the Institute is looking to develop it on the new Grangegorman campus.

### Incubation

DIT has 1,128m<sup>2</sup> incubation space within the Docklands Innovation Park. Owned by the Bolton Trust, the property is used by the PDC to provide incubation support to start-up companies there.

DIT has recently been approved for Enterprise Ireland grant-aid for its own incubation unit at Grangegorman.

### Link

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

### Contact

Bernadette O'Reilly

Tel: 01 240 1300

### Dundalk IT Entrepreneurship Programmes

- Since the RDC's opening in 1989, the Institute has provided assistance to over 350 entrepreneurs through a range of initiatives.
- The North East Enterprise Platform Programme has 60 participants over the period 2002-2007.
- Under the Creative Media Enterprise Support Programme, there were 20 participants during 2002-2004, with a further 20 in 2005. This was funded by Co-operation Ireland and provided in partnership with Queen's University Belfast.
- The Coca-Cola Enterprise Awards initiative had 115 participants in 1997-2003.

### DKIT Enterprise Development & Incubation Support

- The Regional Development Centre, established in 1989, includes 2,300m<sup>2</sup> of incubation space.
- A 160m<sup>2</sup> off-campus incubator has recently opened at Millmount, Drogheda.
- Its Novation programme provides incubation support to technology/ knowledge-intensive start-ups in their early developmental phases.
- As of mid-2006, the Regional Development Centre had 15 occupant companies plus 3 occupants in Millmount, Drogheda (i.e. 90% occupancy rate) employing 52 employees in areas such as:
  - ICT

- Renewable Energy
  - Creative and Digital Media
  - E-learning
  - Electronics
  - Assistive Technologies
- It is estimated that 40% of the occupant companies came through the Enterprise Platform Programme.

The centre offers pre-incubation support with the Border Innovation Gateway (BIG). This helps businesses at the “idea” stage. The programmes run for 13 weeks at a time and will run 6 times between 2007 and 2008.

The centre is also launching an Enterprise Entrepreneurship Programme alongside the Scottish Institute for Enterprise.

#### Link

<http://www.novation.ie/index.php>

#### Contact

Sean McEntee

[sean.macentee@dkit.ie](mailto:sean.macentee@dkit.ie)

### Dun Laoghaire Institute of Art, Design and Technology

#### Entrepreneurship Programmes

- IADT had 11 participants from 2002 to 2004 and 10 in 2005 on CREATE: an Enterprise Platform Programme run in the Digital Depot targeted at digital media.
- The School of Business and Humanities is involved in delivering the Evolve Programme to managers in start-ups in the Dun Laoghaire-Rathdown area and the Enterprise Programme for Visual Artists in the Dun Laoghaire-Rathdown area. These are both funded by in the Dun Laoghaire Rathdown CEB.
- A number of undergraduate programmes have entrepreneurship/ enterprise development modules.

### Incubation Support

- The 1,150m<sup>2</sup> Digital Media Incubation Centre 'Media Cube', supported by Enterprise Ireland, opened in March 2007<sup>5</sup>. It focuses on supporting both fledgling companies and HPSUs in the digital media sector.

### Link

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

### Contact

Martin Hogan  
Tel: 01 214 4909

Anne Farrell  
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### Galway - Mayo Institutes of Technology Entrepreneurship Programmes

- Between 2002 and 2004 there were approximately 22 participants on Enterprise Platform Programmes, 18 of whom received Enterprise Ireland CORD funding.<sup>6</sup>
- In 2005, GMIT collaborated with other Lónra members and with FÁS and Enterprise Ireland to establish the International Enterprise Development Programme. There were five participants from the Galway campus and four participants from Castlebar on this programme, delivered at various locations throughout the BMW region.
- In co-operation with AIT, GMIT has secured TSR Strand II funding from the Department of Education and Science for a 2006/7 Enterprise Platform Programme. Each Institute is placing 10 participants on the programme.
- GMIT also offers a Higher Certificate in Business in Enterprise Development, developed in collaboration other Lónra members and funded under FÁS's 'One Step Up' initiative.<sup>7</sup>
- More widely, it incorporates enterprise modules into a number of its degree programmes.

### Innovation in Business Centre (IIBC) at GMIT Galway

The Innovation in Business Centre (IIBC) at GMIT Galway campus was officially opened in January 2006. The Centre, which is managed by George McCourt, has proved to be a highly successful enterprise which is making a vibrant contribution to the economic development of Galway City, County and Region. This incubation strategy fulfils one of the key objectives in GMIT's Strategic Plan 2004-2009.

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<sup>5</sup> [www.iadt.ie](http://www.iadt.ie)

<sup>6</sup> Enterprise Ireland

<sup>7</sup> [www.lionrarhen.com](http://www.lionrarhen.com) (31 January 2007)

The mission of the liBC is “to support the development of new enterprises in the region by providing incubation space and business development support for the nurturing of new ideas and the commercialisation of applied research.”

The liBC, which was established with the support of Enterprise Ireland, is currently at 100% occupancy.

A total of 15 client companies have incubation units at the liBC, with 3 of these new start-ups successfully growing to require expanded space and hence multiple incubation rooms. The quality of these start-up companies reflects well on the evaluation criteria employed by the centre manager to target and assess potential growth projects.

It has been the goal of the centre from the outset to have several different sectors represented in the new start-up mix, hence the following sectors are all present in the 1,125m<sup>2</sup> incubator: Software & Services, ICT, Renewable Energy, Medical Device, Biotechnology.

The success of the Incubation Strategy at GMIT over a two year period has led to the following economic developments:

- 100% occupancy with market-led knowledge-based start-up companies.
- 3 high potential start-ups (HPSUs) in first full year of operation, 2006
  - eFast
  - ATFM Solutions
  - Novate Medical
- 48 new jobs created - 17 promoters and 31 employees.
- €630,000 research funding secured for liBC client companies, mostly in the form of Innovation Partnerships with Enterprise Ireland.
- Several final year GMIT student projects with incubator clients e.g.
  - Product testing with science/engineering labs
  - Market research
  - Development of Marketing Materials/Branding
- Placement of GMIT graduates with client companies.
- Placement of post graduate students with client companies

### Contact

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Galway



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Tel: 091 742822

### Innovation in Business Centre (IiBC) at GMIT Castlebar

The Innovation in Business Centre was opened in March 2006 with three tenants, which have grown to 11 and comprises nearly 500m<sup>2</sup> of space.

They are 80% occupied at present. The companies operate in areas such as:

- ICT
- Software Development
- Medical Devices
- Educational - Environmental
- Business Consultancy.

Out of the 11 participants, 3 of these are on the Midlands and Western Enterprise Programme (MWEP).

The Centre also runs 'Spirit of Entrepreneurship' evenings where they have entrepreneurs that come in and speak to people about their own experiences. These take place 2-3 times per year.

### Contact

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### IT Blanchardstown Entrepreneurship Programmes

ITB is a partner in the M50 Enterprise Platform Programme. Its programme is delivered in the form of clinics with experts in finance, legal matters, etc. engaging with course participants.

From 2002 to 2004, there were 44 participants on the programme. In 2005 there were 23 participants on the M50 EPP.

### Incubation Support

The LINC Centre (Learning and Innovation Centre) was opened in January 2006 and comprises just under 1,800 m<sup>2</sup> of space.

As of mid-2006, the centre had 5 occupant companies employing 8 people (i.e. a 50% occupancy rate) in the areas of logistics and software solutions.<sup>8</sup>

Four of the companies came through the Enterprise Platform Programme.

#### Link

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

#### Contact

Assumpta Harvey

Tel: 01 8851186

Mobile: 087 9816485

#### IT Carlow Incubation Support

IT Carlow's Enterprise and Research Incubation Center opened in January 2007 and there are currently 10 companies in it.

The Institute of Technology Carlow has a long history in supporting enterprise development and entrepreneurship at regional and national level. The External Services Department at the Institute provides a portal to access the Institute's expertise and facilities to assist existing and start-up enterprises to achieve their technical and commercial goals.

As one of the first 3<sup>rd</sup> level Institutions to recognize the need to grow indigenous SMEs and to support the sustainability of existing business, it established a Campus Innovation Centre in 1992. In the past 15 years, 30 companies have started out life in the Centre and today 27 of these companies are trading successfully. These companies have developed products and processes in the areas of software engineering, electro-chemical solutions, environmental engineering, cosmetic products/skin protection, networking and smart-card technology.

In recent times, the need to expand their facilities has resulted in the construction and establishment of an Enterprise and Research Incubation Centre (ERIC), which under the management of the Institute's Enterprise Development Officer, integrates its facilities and services with that of the Campus Innovation Centre. These facilities and support provide a step by step action programme to bring new enterprise and research to commercial reality.

The External Services Department support for enterprise and research has been further enriched through its Enterprise Platform Programme which is funded from the Department of Education and

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<sup>8</sup> [www.itb.ie](http://www.itb.ie)

Science and allows participants to participate in a structured programme while developing their business.

**Link**

[www.itcarlow.ie](http://www.itcarlow.ie) (Info for Enterprises)

**Contact**

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**IT Sligo Entrepreneurship Programmes**

- The Institute has supported entrepreneurs through CÉIM - its enterprise development programme. It is offered by the Institute of Technology Sligo and Letterkenny Institute of Technology, in collaboration with Border Action, Enterprise Ireland and Údarás na Gaeltachta.
- The Programme had 12 participants in both 2004 and 2005 and 10 participants in 2006/2007.
- CÉIM assists entrepreneurs to establish and manage their own business. Participants avail of training, financial and other business supports, networking opportunities and incubation space.

**Link**

<http://www.ceim.ie/>

**IT Sligo Incubation Support**

IT Sligo was among the first IoT (Institute of Technology) in Ireland to develop a Business Innovation Centre on the campus in 1989. However demand soon outstripped space and it was replaced in 1998 by a new 1,600m<sup>2</sup> building. In late 2006 ITS opened a new extension to the BIC after successfully securing more than EUR2.5 million funding from Enterprise Ireland (This funding was provided under the National Development Plan, 2000-2006 and part-financed by the European Regional Development Fund. The most recent expansion brings its overall size to 2,777m<sup>2</sup>.

There were 13 occupant companies with 32 employees at the end of 2005.

As at August 2007 there are 17 occupant companies with 40 employees.

The main areas of activity in the centre are:

- Web design
- Software development
- Chemical/ environmental analysis
- Telecommunications
- Presentations and conference solutions

Mission - Promoting Enterprise & Innovation

The objective of ITSBC is to assist two main groups of people:

- Entrepreneurs starting a new venture, or businesses who by their nature are closely associated with the Institute.
- Research companies carrying out applied research and developing products and concepts e.g. Institute academics and companies spinning out of research projects.

#### Link

<http://www.itsbic.ie/>

#### Contact

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**Institute of Technology Tallaght**

#### Entrepreneurship Programmes

- ITT is part of the M50 Enterprise Platform Programme run in partnership with IT Blanchardstown, UCD and DCU.
- From 2002 to 2004, there were 44 participants on the M50 programme and from 2005 to 2007 there were 55 participants.<sup>9</sup>

#### Incubation Support

- IT Tallaght's innovation centre, the Synergy Centre, opened in November 2006. It comprises 14 business units of varying sizes.<sup>10</sup>

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<sup>9</sup> M50 Enterprise Platform Programme Results of 2007 Participant Survey

## Link

<http://www.synergycentre.ie/index.php>

<http://www.it-tallaght.ie/researchinnovation/innovationandexploitationofresearch/m50epp/>

## Contact

Patricia O'Sullivan, Manager

M50 Enterprise Programme

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Fax: 01 404 2174

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## Institute of Technology Tralee Entrepreneurship Programmes

- IT Tralee partners with UCC, CIT, Enterprise Ireland, CorkBic, Udarás Na Gaeltachta and the Enterprise Boards on the Genesis Enterprise (Platform) Programme. From 2002-2007, IT Tralee supported 14 participants on the Genesis Enterprise Platform Programme.
- It has also run a range of other initiatives on entrepreneurship as part of its lifelong learning programme.

## Incubation Support

The Tom Crean Business Incubation Centre was opened in December 2004 and comprises of 1,100m<sup>2</sup> of space.

Since its inception it has supported 28 companies who have created 47 jobs at graduate level. The Tom Crean Business Centre currently supports 14 companies in house. Client companies typically come from knowledge based sectors such as:

- Software development
- E-commerce
- Nutraceuticals
- Graphic design
- Web marketing
- Innovative foods
- Interactive media
- Telecoms systems analysis

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<sup>10</sup> [www.synergycentre.ie](http://www.synergycentre.ie)

The Institute has close links with Kerry Technology Park (Shannon Development) and this relationship is being enhanced as the North Campus and the Park are located beside each other. The movement of incubation centre participants into the Park is encouraged by all involved.

**Link**

[www.creancentre.com](http://www.creancentre.com)

**Contact**

Dominic Moriarty

Manager

Tom Crean Business Centre

Tel: 066 711 9669

**Letterkenny Institute of Technology Entrepreneurship Programmes**

The CEIM Programme aims to encourage graduates and entrepreneurs in high potential growth sectors to go to the next level and become a viable business. This programme is managed in conjunction with IT Sligo with the support of a number of economic development agencies. The CEIM enterprise development programme provides intensive support for entrepreneurs at LYIT. This takes the form of rigorous training, assignments and mentoring in management, innovation, accounts, marketing, business and other pertinent subjects. All of which is applied to the candidate's business idea. The CEIM programme is now in its 4th year and has had 40 companies

**LYIT Incubation Support**

- The Business Development Centre (BDC) at LYIT is located on the LYIT campus. Opened in 2000 the centre is purpose built to facilitate business start-up and incubation through knowledge and practical support. The BDC has 12 office units, 2 state of the art conference rooms for presentation and training. It is wi-fi enabled, has broadband and boasts the latest office support equipment.

The BDC has 22 company tenants (90% occupancy rate) in fast growing industries such as:

- Software Development
- Alternative Energy
- Digital Media
- Electronics

46 people are employed across these companies.

**Link**

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

**Contact**

Patsy Donaghey

[patrick.donaghey@lyit.ie](mailto:patrick.donaghey@lyit.ie)

Tel: 074 9186703

## Limerick IT Incubation Support

- LIT's incubation centre, the Enterprise Acceleration Centre, was opened in March 2006. With a total of 1,300m<sup>2</sup>, it comprises of 17 business incubation units of 25m<sup>2</sup> each, 3 research commercialisation labs, a boardroom, shared reception and office centre and a fantastic restaurant (Acés Bistro).
- As of mid-2007 the centre had three occupant companies: BRE Ireland, who provide a range of consultancy, testing and commissioned research services covering all aspects of the built environment, and associated industries; EpiSensor, invents, productises and sells reliable, cost effective and easy to deploy products, based on wireless sensor networks, for global markets; and TouristR, a travel information and social networking website harnessing the latest web technologies.
- The Limerick Enterprise Acceleration Platform (LEAP) programme is developing a strong pipeline of companies for the centre. Other entrepreneurs have taken up residence in the EAC on a 'shared ready to go office' basis which is ideal for early incubation stage business ventures.
- A key element of the mandate of the Enterprise Acceleration Centre is developing the research commercialisation capability of LIT and 150m<sup>2</sup> in the centre is allocated as dedicated research space.

## Limerick IT Entrepreneurship Programmes

- From 2005 - 2007 there were 10 participants on the enterprise development programme developed by Point 2 Enterprise and the Paul Partnership, with the educational content delivered in partnership by the School of Business & Humanities @ LIT and FAS. The initiative was supported by EQUAL and aimed to deliver enterprise supports to improve self employment amongst those experiencing inequality of opportunity within the labour market.
- The LEAP programme (an EPP) commenced in April 2007. Eleven entrepreneurs were selected for this year long programme operating across a range of sectors: from high tech software applications in the aeronautical, automotive and general management sector; publishing and specialty food consumer products; and services businesses ranging from high level training, industrial environment and creative design services. The Enterprise Acceleration Centre and the LEAP programme provides the ideal environment and platform for these promoters, and their extended teams, to develop their business concepts and turn them into successful businesses. The programme will facilitate the enterprises to develop products and services, branding and most importantly to win customers and sales. It is envisaged that LIT will be successful in its application to extend the LEAP programme for a further three years in late 2007 with the next intake in Spring 2008.
- The Enterprise Acceleration Centre is committed to working with Enterprise Ireland, the regional Enterprise Boards and other providers to ensure that the training and management development requirements of Start-Up Entrepreneurs are met in a co-ordinated fashion in the Mid-West. In this regard, the EAC has hosted three START UP BOOT CAMPS in 2006 and 2007 and will deliver its first Enterprise Start in Autumn 2007 and on a regular basis thereafter.

- The START UP BOOT CAMP is an intensive one day learning workshop to assist entrepreneurs to set up their own business. It is delivered by Brian O’Kane, author of the best-selling ‘Starting a Business in Ireland’.
- The EnterpriseSTART programme, developed by Enterprise Ireland and FAS, assists potential entrepreneurs to develop their business ideas into business plans. Run out of office hours, in a series of 12 sessions, over 6 consecutive weekends, it is aimed at individuals with new business ideas in technology or knowledge intensive sectors, that are capable of achieving export sales.

### Link

Enterprise Acceleration Centre [www.eac.ie](http://www.eac.ie) and [www.lit.ie/leap](http://www.lit.ie/leap)

### Contact

EAC Manager, Donncha Hughes

[Donncha.hughes@lit.ie](mailto:Donncha.hughes@lit.ie)

Tel: 061 490151

LEAP Programme Manager, Graham Royce

[Graham.royce@lit.ie](mailto:Graham.royce@lit.ie)

Tel: 061 490152

### **National College of Ireland**

ICELT the International Centre for Education and Learning Technologies was set up in 2004 by the National College of Ireland and is the only incubation centre in Ireland specialising in the eLearning /eTeaching space. ICELT has been established to provide an environment where companies who operate in the eLearning and education/training sectors can develop and grow.

ICELT has 1200m<sup>2</sup> of office space and is home to 9 ICELT Companies and 3 commercial clients employing 130 persons in total. Modules were introduced into a number of programmes on offer in the Business School and promotion of enterprise is done through workshops and leadership lecture series.

### Link

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

### Contact

Bertie Kelly

Commercial & ICELT Manager

National College of Ireland

[bkelly@ncirl.ie](mailto:bkelly@ncirl.ie)

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## NUI Galway Technology Transfer Office (TTO)

The Technology Transfer Office (TTO) is a high performance team that guides breakthrough NUI Galway research to business reality. This portal provides Internal Information such as Policy and Process to NUI Galway researches and External Information to Companies wishing to avail of TTO services.

### TTO Services:

- Ensure Identification & Protection of Intellectual Property (IP)
- Facilitate Research Groups in Identification of Industrial Partners / Collaborators
- Technology transfer and technology commercialization
- Licensing and Joint Venturing
- Identify Management Teams, Financial Backers (e.g., VCs) & provide supports for spin-out companies
- Deliver a Campus Commercialisation Programme for entrepreneurs (CCP)
- Encourage and support entrepreneurs and knowledge-based ventures, to provide a Commercial output
- Improve communications and co-operation with industry & business community
- Support various grant initiatives
- Provides knowledge based seminars on new and emerging technologies
- Manage an industry outreach initiative (TTI), this team supports industry-university engagement and encourages and facilitates collaborative R&D projects

## Incubation Centre

The aim of the incubation centre is to create an environment, which promotes entrepreneurship and new business growth and offers suitable incubation & bio-incubation space and support services for new knowledge intensive companies in sectors such as the ICT, software, biotechnology, biomedical and medical device sectors. It is a major advantage for start-up companies to avail of the NUI Galway Incubation Centre due to the high calibre of Research Activity taking place in this university. This gives the Innovation Centre tenants prime opportunity to benefit from the expertise and first class facilities available in these Research Centres, as well as being encouraged and facilitated to take part in R&D Industry/University collaborative projects leading to improvements in the companies R&D capabilities.

## What's Available?

NUI Galway offers a total of 25 incubation units ranging in size from 300 - 750 sq. feet along with 6 Bio-incubation Laboratories ranging in size from 400 to 800 sq. feet (& a Core central laboratory) with all the necessary infrastructure to support ICT, software, biomedical, biotechnology, medical device, chemical and other types of start up companies. In addition TTO staff can advise start-ups on funding, financing, and other enterprise-related activities. Incubation Centre also provides hot-desk space for entrepreneurs partaking in Enterprise Development programmes. Tenants at the Incubation Centre can also access specialized laboratories and equipment available on campus.

### Who is Eligible?

Priority is given to companies spinning off from activity on campus research and to other external start-up companies with the potential to benefit from close contact with the biosciences, bio-engineering, ICT and other research groups on the NUI Galway campus.

The Campus Innovation Centre will also accommodate, where possible, entrepreneurial start-ups, industry spin-outs and projects from companies external to the campus or from abroad who need access to the expertise and equipment available on campus to develop and function as successful commercial entities.

### Entrepreneurship Programmes

NUI Galway under the management of the TTO delivers a world-class innovation-support Forum, where leading edge, technology driven, innovative enterprise start-ups in key industry sectors, will be developed into fully funded businesses moving into the growth phase. NUI Galway provides the delivery of Entrepreneurial Programmes which will develop a pipeline of commercially aware researchers and nurture HPSUs through the critical start-up phase. This Forum will focus on the education process of innovation and entrepreneurship where every researcher will fully understand the benefits of being commercially minded as well as the financial gains for all involved. Planned outcomes being:

- The development and growth of a pipeline of 'commercially cultured' researchers and entrepreneurs
- To embed 3/4 sustainable and fully funded enterprises in our economy annually or
- To have a license agreement in place for the technology developed or
- To have plans and agreements in place for a Joint venture or
- To be in Technology Brokering mode in Industry

The TTO at NUI Galway has a track record in the delivery of 3 Enterprise Programmes over the past 4 years, with the emergence of 12 sustainable HPSUs. The programme will be delivered in a series of Cycles over the year. The TTO will provide serviced office facilities including broadband, line rental, office software & hardware, along with easy access to third level expertise and research resources such as laboratories, testing, IP & commercialisation. NUI Galway-funded researchers will learn about business practices and principles and thereby enable them to make informed commercial decisions regarding the opportunities available to their technology development projects.

### Link

<http://www.nuigalway.ie/tto/>

### Contact:

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Executive Administrator

Technology Transfer Office

NUI Galway

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Tel: 091 492147

## Trinity College Technology and Enterprise Campus

### About

The Trinity Technology and Enterprise Campus has circa 16,000m<sup>2</sup> of lettable space for small and medium-sized enterprises. It has 36 units, which house knowledge-based companies. In addition, the Tower building is a Design and Craft Centre which houses 26 craft tenants. The units for knowledge-based companies range in size from 75m<sup>2</sup> to 260m<sup>2</sup>, and are designed to meet the development needs of start-up enterprises.

The Enterprise Centre also has 372m<sup>2</sup> of bio-incubation space available, funded by Enterprise Ireland, for biotechnology start-up companies.

### Aim

- To strengthen the link between technological (and other) research in Trinity College,
- To support the creation of new knowledge-based indigenous enterprises
- To develop networks of support for university-led entrepreneurship.

This is achieved through the incubation and development of a stream of high technology companies linked to research groups in Trinity College.

### What's offered

#### Business Support

- Organisation and facilitation of the development of knowledge-based enterprises through:
- Provision of business incubation space
- Linkages to research in Trinity College
- Access to seed and venture capital funding ([link](#))
- Entrepreneurship Training Programme ([link](#))
- Partnership with TCD Business School on the MBA Business Workout where teams of MBA students work with start-up projects for a specified period of time on a focused problem.
- Provision of market access through clustering of small companies
- Linkage and marketing to the global economy
- Leveraging the experience and expertise of national and international networks, e.g. PANEL, Cluster, SUN&SUP, [EurOffice Services (EOS)
- Access to TCD researchers via Research and Innovation Services
- Facilities: café, car parking, conference rooms
- Proximity to TCD campus and research

### Targets

- College oriented young entrepreneurs who wish to develop knowledge-based businesses in Dublin
- Their partner companies and investors
- New indigenous ventures, based on new knowledge, e.g. Eblana Photonics, Deerac Fluidics
- Companies who establish a base in Dublin and wish to link into the College
- Ventures that strengthen the link between College and the Community. (4th Level Ventures, Dublin Business Innovation Centre)
- Inward investments. Start-up phase of research centre - Hitachi

### Link

[http://www.tcd.ie/research\\_innovation/entrepreneurship/enterprisecentre.php](http://www.tcd.ie/research_innovation/entrepreneurship/enterprisecentre.php)

### Contact

Bridget Noone  
Enterprise Executive  
Trinity Technology and Enterprise Campus  
The Tower  
Pearse Street  
Dublin 2  
[bnoone@tcd.ie](mailto:bnoone@tcd.ie)  
Tel: 01 6775655

### Waterford IT Entrepreneurship Programmes

- The Centre for Entrepreneurship at WIT runs a number of programmes supporting business start-up, development and growth.
- The South East Enterprise Platform Programme (SEEPP) is run by the WIT Centre for Entrepreneurship in conjunction with Enterprise Ireland and Tipperary Institute. From 2002-2004 there were 54 participants on the SEEPP, 32 of whom secured Enterprise Ireland CORD funding. From 2005 to 2007 38 participants joined the programme 23 of whom secured Enterprise Ireland CORD funding.
- The Enterprise START Programme, run in conjunction with Enterprise Ireland, was delivered to prospective start-up entrepreneurs from October to December 2006 with participants eligible for FÁS funding.
- The Female Entrepreneurship Programme (FEIW), a programme for women in business, commenced in September 2005 with 20 participants. It is run in partnership with the University of Aberystwyth with funding under INTERREG. A follow on programme FEIW2 will commence in WIT in October 2007.
- WIT also delivers a part-time Higher Certificate in Business Studies in Business Enterprise Development to potential entrepreneurs. It also runs a Management Development

Programme for County Enterprise Board clients in Wexford, South & North Tipperary and Kildare. For further details, contact Corina Power on 051-302742.

- A Post Graduate Diploma in Enterprise Development programme has been developed specifically for Enterprise and Innovation Centre Managers to assist them in supporting start-up and growth client companies. This programme will commence in September 2007.

#### Link

<http://www2.wit.ie/SchoolsDepartments/SchoolofBusiness/CFE/>

#### Contact

Eugene Crehan

Head of Programmes

WIT Centre for Entrepreneurship

Arc Labs

West Campus

Carriganore

Waterford

[ecrehan@wit.ie](mailto:ecrehan@wit.ie)

Tel: 051 302953

#### Waterford IT Incubation Support

WIT's opened the ArcLabs Research and Innovation Centre in 2005 and the facility comprises 1,700m<sup>2</sup> of space for enterprise support activities. The Centre also has an additional 650m<sup>2</sup> of space separately funded under Programme for Research in Third-Level Institutions to host the Centre for the Telecommunications Software and Systems Group.

ArcLabs is the base for the SEEP programme. As of September 2007, there are 15 occupant companies (i.e. 85% occupancy rate) with 44 employees and 10 personnel contracted from the TSSG.

The companies operate in areas such as:

- Software development tools
- e-Commerce
- e-Learning
- Data management
- Telecommunications
- Business systems

It is estimated that 40% of the Centre's client companies originated in TSSG and over 50% came through SEEP.

### Link

[www.raicentre.com](http://www.raicentre.com)

### Contact

Tom Corcoran  
Research & Innovation Centre Manager  
Arc Labs  
West Campus  
Carriganore  
Waterford  
[tcorcoran@wit.ie](mailto:tcorcoran@wit.ie)  
Tel: 051 302975

## **NovaUCD - The Innovation and Technology Transfer Centre at UCD**

### Activates

- Increasing the early identification, capture, protection and commercialisation of intellectual property
- Promoting entrepreneurship and assisting in the development of campus companies with particular emphasis on spin-out companies
- Developing collaborative arrangements and partnerships with industry
- Increasing awareness and knowledge of commercialisation and creating a culture of innovation and entrepreneurship.

### Programmes offered

Business support programme provides:

- Advice
- Seminars
- Clinics
- Consultancy
- Workshops
- Individual training

### Facilities

42 incubation units ranging in size from 15m<sup>2</sup> to 64m<sup>2</sup> for high-tech knowledge-intensive companies  
14 desk spaces for individuals at the pre-incorporation stage to undertake feasibility studies  
Bio-incubation space to accommodate 4-6 biotechnology companies

### Target Participants

Entrepreneurs, campus companies and knowledge-based start-up companies

### Funding Source

NovaUCD is an €11 million centre which has been funded a public-private partnership involving AIB, Arthur Cox, Deloitte, Enterprise Ireland, Ericsson, Goodbody Stockbrokers, UCD and Xilinx.

### Link

<http://www.ucd.ie/nova/>

### Contact

Micéal Whelan

Project Manager - Communications

[miceal.whelan@ucd.ie](mailto:miceal.whelan@ucd.ie)

Tel: 01 716 3712

## Campus Company Development Programme

### Organised by

NovaUCD, the Innovation and Technology Transfer Centre at UCD and Enterprise Ireland

### Programme offered

Nine-month, part-time enterprise support initiative for academic and research entrepreneurs who are developing knowledge-based companies. The programme provides a mix of practical training and consultancy support including 12 half-day workshops, one-to-one advice and consultancy meetings, and a series of networking events.

### Target Participants

Academic and research entrepreneurs

### Uptake

Since the Programme commenced in 1996 over 125 projects and 175 individuals have participated on the Programme.

The CCDP aims to assist around 12-15 business projects per year.

### Funding Source

The Programme is funded by NovaUCD and Enterprise Ireland

### Link

<http://www.ucd.ie/nova/services/ccdp.htm>

### Contact

Micéal Whelan

Project Manager - Communications

[miceal.whelan@ucd.ie](mailto:miceal.whelan@ucd.ie)

Tel: 01 716 3712

## University of Limerick Business Consulting Programme

### Organised by

University of Limerick and Shannon Development and run by Student Enterprise Centre of UL

### Programme offered

Allows small firms access the resources, managerial expertise and assistance of University of Limerick students.

Provides managerial assistance to firms in manufacturing, tourism, agribusiness, and other service sectors, food and natural resource management.

### Target Participants

Small firms

### Uptake

To date approximately 589 companies in the Mid-West Region have been assisted

### Expenditure

The cost of the research will be EUR1,000 and may be subject to part funding (50%) by Shannon Development or local Enterprise Board. Nominal fee paid by small businesses for service

### Link

<http://www.snshannon.com/ULbcp.html>

### Contact

Dr Naomi Birdthistle

Lecturer in Entrepreneurship

Programme Director MBS in International Entrepreneurship Management

Department of Management and Marketing

Kemmy Business School

Schuman Building

University of Limerick

Limerick

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### 1.4.3. Third Level Research in Entrepreneurship

#### Ireland's Network of Teachers and Researchers in Entrepreneurship (INTRE)

##### About

The network was established with the principal ambition of improving the quality and quantity of entrepreneurship teaching, research, and writing on the island of Ireland.

INTRE was formally established in January 2006 when its Constitution was adopted by the Board and it was officially launched in October 2006 by the Minister for Education Mary Hanafin.

##### Participation

Membership is on an institutional basis only and is renewed in September of each year. Membership of INTRE also includes membership to the European Council for Small Business, as well as representation on a number of European bodies. The INTRE website has a 'Members Only' area that provides a vast resource of relevant information for those active in the area of entrepreneurship education.

##### Operation

The Chairperson of INTRE is Dr Thomas Cooney (Dublin Institute of Technology) and the Vice-Chairperson is Dr Pauric McGowan (University of Ulster). Each member institution on the island of Ireland has a representative on the INTRE Board who is elected from within their institution. This representative attends Board meetings and actively champions the cause of INTRE within their institution by gathering and disseminating information within the institution.

##### Initiatives

A regular email newsletter has been established which offers information about the latest Irish entrepreneurship books, competitions, journals, conferences, calls for research proposals, and sources of funding. Among the other initiatives already undertaken by INTRE have been case study competitions from which two books of case studies was published, a Special Edition of the Irish Journal of Management on Entrepreneurship in Ireland, plus numerous workshops and seminars relevant to the needs of people within the network. In September 2006, INTRE launched a major new competition for third-level students in the Institutes of Technology. The competition is sponsored by Digicel, and it is supported by NewsTalk 106, the Irish Times, and Campus.ie.

##### Link

<http://www.intre.ie/index.html>

##### Contact

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Institute for Minority Entrepreneurship Dublin Institute of Technology

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Fax: 01 402 7198

<http://www.ime.ie/>

<http://www.thomascooney.com/>

## SECTION 2: ENTREPRENEURSHIP AWARDS

### 2.1. General Entrepreneurship Awards

#### Ernst & Young Entrepreneur of the Year® Awards

The Irish Programme is in its 10<sup>th</sup> year.

Previous Winners include: Denis O'Brien, Digicel (Esat BT), Moya Doherty & John McColgan, Riverdance, Eddie Jordan, Jordan Grand Prix, Martin McVicar, Combilift, Pdraig O'Ceidigh, Aer Arann, Liam Shanahan, Shanahan Engineering, Peter Fitzgerald, Radox Laboratories, Aidan Heavey, Tullow Oil, Anne Heraty, CPL Plc.

Previous finalists include; Treasury Holdings, Silver Hill Foods, P. Elliott & Co., Smarthomes, Jacob Fruitfield Foods, Newbridge Silverware, Choice Hotels, Needahotel.com, Realex Payments, Stockbyte, Hughes & Hughes, Griffith College Dublin, Hostel.com, Setanta Sports, Sports Spread, Lilly O'Brien's.

#### Criteria

The judging criteria covers growth in turnover and employee numbers, together with factors such as vision, degree of innovation, creativity in production and marketing & selling and expansion in local and international markets.

#### Prize offered

Prizes for finalists include:

- Entry into Club of the best Entrepreneurs in the country (EOY Club)
- Annual CEO Retreat (2007 Haiti/Dominican Republic CEO Retreat)
- Numerous networking/learning events - Meet the Finalists, Meet the Minister, Tall Ship Challenge, Awards night etc...
- Brand Build - build the finalists brand amongst peers, influencers, financiers and market audiences through extensive media and broadcast coverage. Editorial profile and national acclaim advertisements of the finalists and their achievement in The Irish Times. Special RTÉ One programme profile for finalists on the awards night broadcast and in the three prequel broadcasts also shown on RTÉ One.
- Finalist's story will be featured on the learning's DVD and may be selected to be the subject for a written case study to be distributed amongst universities, colleges and schools.

Prize for winner:

- Receive extensive media coverage in The Irish Times, on RTÉ radio and television, and through other media outlets.
- Receive a special citation and internationally recognised Entrepreneur Of The Year® winner badge.
- Represent Ireland in World Entrepreneur Of The Year® in Monte Carlo in May 2008, and join fellow winners from around the world.

### Target Participants

Successful entrepreneurs from an Irish based company or an Irish entrepreneur that has set up abroad, that is at least 2 years old.

### Uptake

Shortlist of 24 finalists in 2007 was decided from a competitive pool of over 125 nominees by a panel of 11 Judges which is chaired by Denis O'Brien.

The 11 members of the Judging Panel are:

- Denis O'Brien, Digicel Group (Chair), Ernst & Young Entrepreneur Of The Year® 1998
- Dr. Peter Fitzgerald, Radox Laboratories Ltd, Ernst & Young Entrepreneur Of The Year® 2004
- Aidan Heavey, Tullow Oil Plc, Ernst & Young Entrepreneur Of The Year® 2005
- Brian Long, Atlantic Bridge Ventures, Ernst & Young Technology Entrepreneur Of The Year® 2000
- Pat Maher, Executive Director, Enterprise Ireland
- Liam Nellis, Chief Executive, InterTradelreland
- Pdraig O'Ceidigh, Chairman, Aer Arann Express
- Liam Shanahan, Shanahan Engineering, Ernst & Young Entrepreneur of the Year® 2003
- Donal Durkan, Invest Northern Ireland
- Ann Heraty, CPL Resources plc., Ernst & Young Entrepreneur Of The Year® 2006
- Pat McDonagh, Ernst & Young Master Entrepreneur Of The Year® 2000

### Funding Source

Sponsored by Ernst & Young, Ulster Bank, Enterprise Ireland, InterTradelreland, Invest NI and Digicel

The Irish Times and RTE are the Media sponsors. Ernst & Young Entrepreneur of the Year have eight TV shows broadcasted in every Thursday consecutive Thursday in September and October 2007.

### Link

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

### Contact

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Ernst & Young  
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Tel: 01 221 2658

## InterTradelreland Seedcorn Competition

### Organised by

InterTradelreland

### Who can enter

The competition is open to companies based on the island of Ireland. There are two categories in the competition this year. For companies entering the Emerging International Company category, entrants must not be in existence for more than 5 years at Friday 28<sup>th</sup> September 2007 and have a new equity requirement in excess of €300,000. Substantial sales targets are also required. For companies entering the Emerging Company category, entrants must not be in existence for more than 3 years at 28<sup>th</sup> September 2007 and have a new equity requirement in excess of €75,000 but less than €300,000.

The competition is aimed at new, independent ventures to be established on the island in the seed, start up or early stages of their development. Entrants should have started, manage and own such a venture. Ventures which have already raised private funds in excess of €1m / £700,000 stg. are not eligible to enter.

### What's offered

In addition to the prize money the competition offers entrepreneurs and early stage businesses the following opportunities:

- Accelerate the development of your business idea
- Improve your business plan both from the preparation involved and from investors' suggestions.
- Learn how to present business plan concepts to panels of investors.
- Gain exposure with venture capitalists and other investors.
- Increase the profile of the business through publicity generated from entering the competition

### The Prizes

The All-Island winners will receive a prize payable by instalments based on achieving key performance indicators in the business plan of €100,000 (for the winner of the Emerging International Company category) and €50,000 (for the winner of the Emerging Company category) to finance the early stages of the venture. Six regional winners will each receive €20,000 to finance the early stages of their ventures.

In 2007 there is a discretionary award of €10,000 for ventures stemming from university spin-outs and platform programmes.

### The Selection Process

The judging panel will be looking for the same elements that a potential investor would look for. Fundability will be a major criterion.

After the closing date (28<sup>th</sup> September 2007), all business plans are grouped into each of the four regions on the island they have entered from. The four regions are as follows:

1. Dublin
2. Northern Ireland
3. Munster
4. Connacht and counties Cavan, Monaghan, Donegal and Leinster (excluding Dublin)

Following short listing the top business plans from each region will be selected. In November 2007 the selected entrants will be invited to make a short presentation to a panel of judges followed by a question and answer session. On this basis winner will be selected for each of the four regions and two categories within each region. These eight (four in each category) will be asked to make their presentation again to a separate panel of judges at the final on 29<sup>th</sup> November 2007. The panel will select the overall All-Island winners.

### Link

[www.intertradeireland.com/seedcorn](http://www.intertradeireland.com/seedcorn)

### Contact

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Tel: 048 3083 4145

Anne-Marie Kearns

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Tel: 048 30 834151

### Shell Livewire Award

#### Organised by

Advantage NI Ltd

#### Programme offered

Shell Livewire encourages young people aged 16-30 to recognise starting a business as a viable career option, offering advice and practical support.

#### Target Participants

Entrepreneurs between the ages of 16 and 30. To qualify entrants must submit an online application form.

### Uptake

The Shell LiveWIRE Service enables approximately 6000 young people a year to explore the idea of starting their own business.

### Funding Source

Sponsored by Shell Ireland, and partnered locally by the City & County Enterprise Boards and Invest NI

### Link

<http://www.shell-livewire.ie/>

### Contact

Email: [info@shell-livewire.ie](mailto:info@shell-livewire.ie)

Tel: 048 9093 0046

### **David Manley Emerging Entrepreneur Award Prize**

The winner will receive a €10,000 cash prize plus the gift of time worth €80,000 from the sponsors in areas such as legal services, media, finance consultancy, etc.

### Who can apply?

A business/arts organisation/social project who are current participants in an enterprise support programme run by an SME enterprise support agency in Dublin or associated with Business2Arts or Social Entrepreneurs Ireland.

Entity should be at least one year in business, but not more than three years. The company should have an innovative product or service, and be capable of demonstrating business success. The company must be nominated by the relevant agency above.

### How to apply

Application involves submitting an outline or company's product or service. Identify the market/client base served, growth pattern to date, financial basis of the company, promoter's background and experience, prospects for future growth, innovative approaches/techniques used/delivered and impact in terms of financial / cultural /social return and Sustainability

### Criteria

The criteria that the adjudicators will take into account when assessing the applications are as follows:

- The product or service arts or community activity/intervention should be innovative and/or inclusive and capable of adding value to the economy/community.
- The business/arts organisation/social project should have a viable financial planning process, a reasonable basis for profitability (though not necessarily in profit), and envisage continuity of the organisation.

- There should be a sound business and marketing strategy attached to the product, service or activity which is capable of delivering success.
- An outline of what is unique about the activity.

#### Target participants

- a) an active or immediate past participant in the enterprise support programme run by the support agencies
- b) an active artist or executive of an arts organisation associated or affiliated to Business2Arts
- c) an associate of Social Entrepreneurs Ireland.

#### Link

<http://www.davidmanleyawards.ie>

#### Contact

Roy Finnegan  
 Secretary, Friends of David Manley Committee  
 Tel: 01 2956886  
 Mobile: 087 6784232

## 2.2. Entrepreneurship Awards for Students

### Student Enterprise Awards/ Colleges Entrepreneur of the Year (Third Level)

#### Organised by

Enterprise Ireland, in association with Invest Northern Ireland and Crookshank & Co.

#### Prize offered

- The overall winning project will win a first prize of €10,000
- There are four additional prizes of €3,000 each for categories or new product ideas.
- A further €5,000 prize will be presented by Cruickshank & Co. (Patent & Trademark Agents) for a technically innovative project.
- A prize of €4,000 is available for Post-Graduates & five €2,000 awards of merit are also being offered to participating students.
- Also a prize of €2,000 will be awarded to the overall winner's supervisor/lecturer.

#### Target Participants

Third Level Students who submit a business plan based on a manufacturing project or an internationally traded service.

#### Expenditure

€46,000 on prizes



### Funding Source

Enterprise Ireland, Invest Northern Ireland and Crookshank & Co.

### Link

[www.enterprise-ireland.com/studentawards07](http://www.enterprise-ireland.com/studentawards07)

### Contact

Gillian Slattery

061 429927

## Student Enterprise Awards (Second Level)

### Organised by

The County and City Enterprise Boards

### Programme offered

The SEA offers second level students the opportunity to take a business from the idea stage right through to completion. Groups of up to 5 students operate a real business and are judged on their business performance, their business report and an interview

### Target Participants

There are three categories in the awards scheme:

- Senior: Transition Year, 4th, 5th and 6th year students plus participating youth projects such as Youthreach
- Intermediate: 2nd and 3rd year students
- Junior: 1st year students

### Uptake

In the region of 2,500 student businesses were set up in schools in 2005

### Link

<http://www.studententerprise.ie/>

### Contact

Gerard Enright

Chief Executive Officer

Waterford County Enterprise Board

The Courthouse

Dungarvan

Co Waterford

Tel: 058 44811

## National Foundation for Teaching Entrepreneurship (NFTE) Awards

### Student and CET Teacher Awards

NFTE awards achievement and learning in many categories including the following:

- NFTE International CET of the Year
- NFTE All Ireland CET of the Year
- NFTE International Student of the Year
- NFTE Ireland All Island Business Plan
- NFTE Social Entrepreneur of the Year

### Contact

Janet Knox, Chief Executive Officer

[janet.knox@nfte.ie](mailto:janet.knox@nfte.ie)

Tel: 01 7007438

## Newstalk 106-108 FM Student Enterprise Competition

### Organised by:

INTRE (Ireland's Network of Teachers and Researchers in Entrepreneurship), Campus.ie, and the Irish Times, in conjunction with the Institutes of Technology.

### Programme offered:

Case study format - groups of four students research real life companies and aim to devise a successful strategy for their growth. The competition initially occurs within each Institute of Technology leading to a winner being determined for each IT. The winning team from each of the ITs receives prize money, along with accommodation and hospitality for attending the National finals. The overall prize for the winning team and their mentor is a study trip to the Digicel Group in the Caribbean.

### Application:

Groups submit written proposals to their local co-ordinator, for the preliminary round, which will be judged by their colleges. The top four entries from each college will then be given a second case study on which they present their submission to their local judging committee. Each of the judging committees will consist of top local business and media people, as well as a local INTRE (Irish Network of Teachers and Researchers of Entrepreneurship) representative.

### Target Participants:

Undergraduate students in the Irish Institutes of Technology

### Uptake:

In the first year of the competition in 2006/07, there were 269 entries of groups of four students giving an overall participation number of 1,076 students.

### Funding Source:

The competition is sponsored by Digicel, with support from Newstalk 106-108 FM, Campus.ie, and The Irish Times.

**Link:**

<http://www.newstalkenterprise.com.ie/>

**Contact:**

Mary Sherry (Competition Manager)

[mary.sherry@dit.ie](mailto:mary.sherry@dit.ie)

**Mallin / Invent-DCU Start-up Award 2006**

**Organised by**

Invent DCU, Liavan Mallin and a number of sponsoring organisations

**Purpose**

The purpose of the competition is twofold:

- To encourage undergraduates, final year students, postgraduates, recent graduates, Alumni and DCU staff and researchers to set up a new business and give them the support necessary to translate their idea into a viable business
- To provide the winner with a set of the supports that are most critical to companies becoming successful, particularly in their first year of operations i.e. funding, mentoring, good quality professional advice, office set up, etc.

**What's on offer?**

As a participant, you will benefit from a suite of supports that will greatly enhance your chance of success. Support includes:

- One-to-one mentoring
- Access to free seminars on a wide range of subjects such as business planning, IP, presentation skills, etc.
- Individual feedback on your plan on an ongoing basis
- Access to market intelligence database
- Access to resident experts
- As a finalist, and particularly as one of the commended projects, you may gain access to seed funding through the network of sponsors and the judging panel.

**Contact**

[ron.immink@invent.dcu.ie](mailto:ron.immink@invent.dcu.ie)

## Young Entrepreneur Programme and Awards

### Organised by

The Institute of Technology Tralee (ITT), Kerry Technology Park, Jerry Kennelly (winner Ernst & Young Entrepreneur of the Year, and former CEO of Stockbyte) and the Tom Crean Centre.

### Programme Offered

The "Young Entrepreneur Programme and Awards" is a not-for-profit organisation dedicated to illustrating the validity of entrepreneurship as a natural career choice. Its stated mission is to help identify, inform, recognise and celebrate Kerry's next generation of business leaders by fostering student entrepreneurship through a comprehensive training course, interaction with entrepreneurs, mentoring and a business plan competition.

### Prize offered

- Overall Winner €5,000
- Best Second Level Entry €1,500
- Best Third Level Entry €1,500
- Best Innovative Entry €1,000
- Best Educator €1,000
- Educator of Winning Team €1,000

### Target Participants

The Young Entrepreneur Programme is aimed at 15 - 23 year olds in Kerry's 2nd and 3rd level institutions.

### Funding Source

The programme is funded by a host local businesses who believe in the concept of promoting entrepreneurship as a career choice.

### Link

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

### Contact

[info@youngentrepreneur.ie](mailto:info@youngentrepreneur.ie)

Tel: 066 711 9669

## 2.3. Entrepreneurship Awards Aimed at Specific Groups

### Dublin City Enterprising Woman Award

#### Programme offered

The winner will receive €500 cash plus an additional €500 worth of training, mentoring and network membership.

### Target Participants

One of the members of the Dublin City Enterprise Network for Women, which is run by the Dublin City Enterprise Board. Previous winners include Fiona Fitzmaurice of Blazing Salads Food Company and Cora Barnes of Three Q Catering.

### Link

<http://www.dceb.ie/news/default.asp?ID=85&itemId=8&topicId=&va=0>

### Contact

Eibhlin Curley

[ecurley@dceb.ie](mailto:ecurley@dceb.ie)

01 635 1144

## The Veuve Clicquot Award Business Woman of the Year

### About

Each year tells the story of five women who are high achievers in business life as an encouragement and inspiration to younger, aspiring women.

While the award has originated in the UK in 1972, other countries have run or are running the Award. In the last two years it has been run in Austria, Australia, Brazil, Denmark, Finland, France, Germany, Holland, Ireland, Italy, Japan, Norway, Sweden, Switzerland and Hong Kong.

### How do people get nominated?

The regional, trade and national press, business groups, women's networks, venture capitalists and other business organisations are circularised to elicit nominations.

### Who judges?

A group of men and women representing the business press, corporate and entrepreneurial business, consumers, venture capital, executive search and Veuve Clicquot. In Ireland, the winner was chosen by a judging panel of business journalists.

### What is the criteria?

Achievement, ability to motivate, entrepreneurship, acumen, dynamism, enterprise, innovation, style, tenacity, struggle, charisma. The company must be in profit.

### What is the prize?

Primarily, the title. At the presentation the winner receives a silver trophy and a case of La Grande Dame. The winner also receives a classic item for her office, a Eames designed collectable chair from Vitra. She will visit Reims, along with the laureates from other countries.

### Link

<http://www.veuvecliquotaward.com/>

### Contact

Genavieve Alexander

UK PR Manager

Veuve Clicquot

[genavieve.alexander@mhuk.co.uk](mailto:genavieve.alexander@mhuk.co.uk)

Permanent TSB Ethnic Minority Entrepreneur of the Year Awards (starting 2007)

### What's offered

- As a participant: information will be provided about ways of growing businesses & networking opportunities will arise with other Entrepreneurs at discussion and Awards Night Forums
- For those on the Shortlist: Free business advice and media coverage. Participation in various Ethnic Entrepreneur initiatives, such as networks, education retreats, business advice and a Mentoring Programme with Aidan Heavey, founder and Chief Executive of Tullow Oil
- For the Winner: Free business advice and media coverage. Introduction to funders/investors.

### Application

To be eligible, Ethnic Entrepreneurs candidates must own at least 5 per cent of the business they manage. The business, except Best Business Idea of the Year category, must not be less than two years old and viable. Franchisers are also included in the nominations. Nomination for the Best Business Idea is open to both new and existing Entrepreneurs. Strategic and financial information submitted with the application will be confidential and will only be seen by the judges, who are completely independent.

### Judging Criteria

The criteria for judging nominations cover innovation and vision as well as growth and impact on employment. Mainstreaming and marketing will also be considered.

### Categories

Nominees will be considered in five different categories with winners emerging from:

1. Best Business Idea of the Year - sponsored by The Irish Times
2. Service Ethnic Entrepreneur of the Year - sponsored by The Bowen Group
3. Emerging Ethnic Entrepreneur of the Year - sponsored by Tullow Oil
4. Technology Ethnic Entrepreneur of the Year - sponsored by Communicorp
5. Social Ethnic Entrepreneur of the Year - sponsored by Newstalk 106- 108 FM

### Supported by

Permanent tsb, The Irish Times, Tullow Oil, Newstalk 106-108fm, Communicorp, Metro Eireann, The Bowen Group

### Link

[www.ethnicentrepreneurs.com](http://www.ethnicentrepreneurs.com)

### Contact

Chinedu Onyejelem

Programme Director

Permanent tsb Ethnic Minority Entrepreneur of the Year Awards

c/o Metro Eireann

34 North Frederick Street,

Dublin 1

[chinedu@metroeireann.com](mailto:chinedu@metroeireann.com)

## JFC Innovation Awards

### Awards

The JFC Innovation Awards started in October 2006 and is an initiative between Teagasc, The Irish Farmers Journal and JFC Manufacturing to encourage innovative ideas from people living in the countryside.

### Target audience

The Awards are aimed at people who live in the countryside and who have an innovative business idea in the very early stages of development.

### Take-up

Last year's awards which had total prize fund of €30,000 attracted 65 entries. Each participant received individual feedback on their idea and 12 finalists were short listed from which an overall winner was chosen. The prize fund was divided between cash prizes, advertising and mentoring support.

Building on the success of the 2006 Awards the 2007 Awards will extend nationwide with the Department of Agriculture and Rural Development in Northern Ireland becoming a partner in the awards scheme. The 2007 Awards were launched in September and will be publicised nationally.

### Link

Full details will be published on <http://www.teagasc.ie>

**Contact**

Paul McCarthy

Business Start up Specialist

Teagasc

Tel: 091 845200



## SECTION 3: PUBLIC SECTOR SUPPORT FOR ENTREPRENEURSHIP

### 3.1 County and City Enterprise Boards (CEBs)

#### About

There are 35 County and City Enterprise Boards (CEBs). Established in 1993, the CEBs provide a source of support for small businesses with 10 employees or less. Under the Border, Midland and Western regional Operation Programme and the Southern and Eastern Regional Operational Programme of the NDP for 2000 - 2006, the CEBs continue to support the development of micro-enterprises both financially and non-financially.

In line with the objectives outlined in the NDP there has been a progressive shift in CEB activity from providing direct financial assistance to the softer forms of support such as advice, mentoring, training and development. There has also been a change in policy away from direct financial assistance towards an increasing recourse to repayable forms of assistance. The CEBs also give priority to manufacturing and internationally traded service companies, which over time may develop into strong export entities.

#### Support Criteria

CEBs may provide grant assistance to micro-enterprises (10 employees maximum) in the start-up and expansion phases in manufacturing, tourism, internationally traded services and certain local services in particular where women are returning to workforce, the unemployed and those who have been made redundant.

#### Funding Source

National Development Plan (NDP)

#### 3.1.1 CEB Financial Supports

##### Feasibility study grants

A feasibility study grant can be used to assess the viability of a business proposal. This can include research and development, prototype production, test marketing, consultancy advice, financial projections, the preparation of a formal business plan and generally in finding out whether a service or new product should be taken to production stage.

Up to 50% (S&E region) or 60% (BMW region) of the cost of the feasibility study. This is subject to a maximum of €6,350 (BMW) or €5100 (S&E).

##### Capital Grants

A capital/refundable aid grant up to a maximum of €75,000 or 50% of eligible costs can be obtained in respect of investments in the business (grant may be made available wholly or partially in repayable form).

## Employment Grants

Employment grants are paid in two parts - the first half of the grant is paid when the person is taken on (on a full time basis) and registered for PRSI. The second half of the grant is payable six calendar months later provided the additional position which is subject of the grant has not been terminated in the interim period. Employers will be required to show that the employee has been registered and is being returned for Income Tax and that a Tax Deduction Card is available for inspection. There is a limit of 10 on the number of employment grants that can be obtained. The employment grant limit is €75,000.

### Link

<http://www.cms.enterpriseboards.ie/downloads/financialsupports.pdf>

## 3.1.2 CEB Non-Financial Supports

Some examples of the support, training and development programmes run by the CEBs are below.

### Entrepreneurial Training and Capability Development

#### Programme offered

Subsidized entrepreneurial development including training, mentoring and advice via programmes developed by each CEB. There are also many networking and cluster type programmes in operation which are subsidised by the CEBs, such as the PLATO small business network

#### Target Participants

Qualifying Entrepreneurs and Micro-Enterprises as above

#### Uptake

Number of Training Participants 2000 - 2002: 38,186

#### Link

<http://www.cms.enterpriseboards.ie/downloads/ent&capabilitydev1.pdf>

There are various training programmes run by CEBs around the country including:

- Start your own Business Courses
- Women in Business Programmes
- Student Enterprise Programme
- eBusiness
- Tech-Check
- Management Development Programmes

Link

<http://www.enterpriseboards.ie/>

## Start your own Business Course

### Programme offered

There are 12 courses offered, 2 of which are aimed solely at women.

The programme deals with topics such as

- business plans
- legal structure registering a business
- market research
- marketing and business communication
- employment law
- initial running costs, funding

### Target Participants

Potential start-up entrepreneurs

### Expenditure

Courses cost €250

### Link

<http://www.dceb.ie/opencontent/default.asp?itemid=229&section=>

## Women Entering Business Training Programme

### About

WEB is a broad training and support programme that focused on the needs and experiences of women from a range of backgrounds and allowed them to develop and nurture their business ideas.

### Programme offered

Training programme offered to help prepare women to set up their businesses. The programme will introduce participants to the tools required to become more competitive in a challenging environment and to develop a range of skills to help run a better business. The main focus of WEB is business development as well as providing support and assistance with business plans, financial applications and identifying client needs. However, there is another side to the WEB Programme - enabling women to realise their potential and to experience new levels of confidence and determination in their chosen career - whether it is enterprise or employment.

### Target Participants

Women entrepreneurs

### Supported by

Supported by many local and national bodies, namely The Local Employment Service, South Dublin County Enterprise Board, FÁS, the Tallaght Partnership and Partas. The current WEB programme is supported by, the Department of Justice and Law Reform, the Dept of Social & Family Affairs and South Dublin County Enterprise Board.

### Expenditure

Courses cost between €150 and €250

### Link

<http://www.dceb.ie/opencontent/default.asp?itemid=230&section=>

## Dublin City Enterprise Network for Women

### Programme offered

This Network is run as a business support network for all female entrepreneurs. Members can utilize the network to promote their business, create alliances with other members, learn new skills, get help from members in challenges that they may face in their business and increase their contacts to encourage business development.

Members also have the opportunity to promote their business at each meeting by hosting a resource table, this is an exhibition stand to display products and information about services. Each resource table host will also have the opportunity to give a brief presentation about their business.

The format of a monthly meeting is a good mix of information gathering, practical networking and learning. Meetings usually involve a talk from a successful entrepreneur or else from an expert on a topic of interest to members. There is an opportunity to network at every event and there are two events annually focused completely on networking, involving other networks.

### Target Participants

Women who have set up their own businesses have an opportunity to share experiences with other entrepreneurs, learn from others and network to promote their business. The Dublin City Women in Business Network is a Dublin City Enterprise Board initiative that aims to provide encouragement and support to women in business in the Dublin City area. The Network meets once a month.

### Costs

Visitors are welcome to attend the first meeting free of charge. Thereafter, the membership charge is €100 for the year (12 months).

### Link

<http://www.dceb.ie/opencontent/default.asp?id=68&itemId=68&Section=Networking>

### Contact

Pauline Logan

Network Manager

[network@dceb.ie](mailto:network@dceb.ie)

Tel: 087 9798430.

## Virtual Network of Irish Women in Business

### Programme offered

This is a free-to-join an on-line network - using a forum format - where members support each other in their entrepreneurial endeavours in a positive non-threatening and supportive environment by the mutual exchange of information and knowledge as well as personal and business experiences.

### Target Participants

While primarily targeted at female entrepreneurs, particularly nascent entrepreneurs and those at the start-up and early stages of development, it also caters for older more developed businesses. The network is not exclusively female; men are also welcome to join; many have done so and make a valuable contribution on an on-going basis.

### Uptake

The network had in excess of 1,500 members at end of July 2007. The network has members all over Ireland.

### Link

<http://www.irishbusinesswomen.com/forum/>

### Contact details

This network was established, and is currently run by:

Frank Fullard, CEO,

Mayo County Enterprise Board,

Mc Hale Retail Park,

McHale Road,

Castlebar,

County Mayo

[ffullard@mayococo.ie](mailto:ffullard@mayococo.ie)

Tel: 094 9022887

## 3.2 Enterprise Ireland

Enterprise Ireland (EI) is the government agency responsible for the development of Irish-owned enterprise. Its mission is to accelerate the development of world-class Irish companies to achieve strong positions in world markets resulting in increased national and regional prosperity.

Promoting entrepreneurship and facilitating the key infrastructural needs of Irish enterprise across all regions is vital to ensuring a vigorous pipeline of new business leaders, new business ideas and entrepreneurial activity. Enterprise Ireland is focused on facilitating entrepreneurship and the enterprise environment in local and rural communities; driving the creation of innovation based start-ups; and proactively developing existing clients in all regions.

Enterprise Ireland client companies fall into three main categories:

- Manufacturing and internationally traded services companies employing ten or more people
- Innovation led start-ups with the potential to grow on international markets
- Irish-based food and natural resource companies that are overseas owned or controlled.

Encouraging and supporting new businesses is a key priority.

### Overview of Enterprise Ireland Support Structure

The following is a sample of the supports EI provides, particularly relating to entrepreneurship and start-ups. These supports, both financial and non-financial, continue to evolve in order to remain client focused. Enterprise Ireland seeks to work with clients on a holistic basis to address business creation and development needs, which can vary according to client development stage. The details of the full range of Enterprise Ireland client supports can be found on the website, [www.enterprise-ireland.com](http://www.enterprise-ireland.com)

### 3.2.1. Training, advice and mentoring

Overview of training, advice and mentoring programmes:

- Enterprise Start Programmes (over 6 weeks) and Enterprise Platform Programmes (over 12 months with part salary support).
- Initial idea / project evaluation.
- Advice and help in development of a business plan.
- Assistance with product / market validation, Fit for market seminars.
- Challenging of assumptions, projections etc - help fill the gaps.
- Advice and help in building a balanced, management team.
- Mentor Panels / Investor readiness panels.
- Introductions (investors, business partners, consultants)

## Enterprise Start programme

Encouraging and supporting entrepreneurs and new businesses is a major priority for Enterprise Ireland. In this regard, Enterprise Ireland and FÁS have developed the The EnterpriseSTART Programme to help potential entrepreneurs to develop their new business ideas into business plans. The Programme is delivered over 6 weeks in a number of regional locations.

### Link

<http://www.enterprise-ireland.com/StartBusiness/EnterpriseSTART+Programme.htm>

**First Flight** is designed to help EI client new or early stage exporters assess and improve their export readiness/capability. Developing new export markets is an essential aspect to business development which is expensive and time consuming. Enterprise Ireland has developed a process to assist in a systematic way with these development needs, minimising the risks associated with entering new markets.

The **TRANSFORM - Ideas into Businesses Programme** is designed to provide ambitious export-oriented entrepreneurs in Northern Ireland and the six border counties of the Republic of Ireland with salary support, and the skills, expertise, contacts and networks to establish successful knowledge-intensive businesses.

This intensive year-long business incubation programme commenced in September 2007. It offers participants the opportunity to be part of an elite group of entrepreneurs who will be afforded every opportunity to transform their idea into a successful business which can operate globally.

The programme has been developed by Enterprise Ireland and Invest Northern Ireland with support from the Special EU Programmes Body under the Peace II Priority Measure 5.2. For programme details, visit the Transform Programme website <http://www.transformprogramme.com/>

## CORD/Enterprise Platform Programme

### About

The Enterprise Platform Programme is a one-year full-time professional training and enterprise support programme aimed at the needs of entrepreneurs in a business start-up situation. Enterprise Ireland provides financial support (CORD funding) for those participants who are deemed to demonstrate HPSU potential.

The Campus Companies Programme supports the development of existing third level campus based companies and the establishment of new companies. Assistance is provided to researchers interested in commercialising R&D emerging from the college campus. The programme offers a range of practical supports for the budding entrepreneur, including start-up support, workshops from successful entrepreneurs, business advice, financial planning and business mentoring.

### Support offered under Enterprise Platform Programme

- One to one business counselling
- Access to the training and consultancy services of partner organisations
- Access to resources including incubation units, pilot plant and meeting facilities
- Introduction to a support network of mentors, venture capitalists and other support agencies as appropriate such as County Enterprise Boards
- Each participant is assigned a personal mentor under Enterprise Ireland's Mentor Programme, and undergoes an intensive training course, delivered by academics and consultants, on entrepreneurship and business management and development.

### **Strategic consultancy**

The aim of this initiative is to improve the strategic capability of manufacturing or international services companies by encouraging the engagement of outside consultants to assist in the development and implementation of strategic initiatives. It will facilitate business growth as the consultants can act as coach, mentor, counsellor, facilitator, analyst, negotiator and/or operator in the development and implementation of strategic initiatives within client companies.

Support can be provided towards the cost of fees paid for specific strategic development consultancy connected with the development and implementation of initiatives that are of strategic significance to the Company. These initiatives may:

- carry out or contribute to a specific strategic review of one or more of the categories of the Business Development Model; and/or
- to implement/play a role in the implementation of the strategic initiatives at corporate or functional level

### **Mentor network service**

The Mentor Network has been designed to give every participating company a customised, individual support service that meets its specific requirements. We take into account your company's size, stage of development and the business sector in which you operate. We recognise that each company is unique - that is why we take such care at the outset to match your company with a Mentor who has the appropriate experience and knowledge to give guidance that is fully focused on your issues and priorities.

### **Generating export sales**

#### Overview of supports for exporters

- Access to an international network of overseas offices
- Overseas incubation space
- Assistance in identification and securing overseas key reference customers
- Financial assistance towards costs associated with attending international trade fairs, fact finding missions etc



- Access to overseas market intelligence and research
- Introductions to overseas industry experts

### 3.2.2. Enterprise Ireland Funding

#### Funding for pre-start feasibility/ R&D

##### Ordinary feasibility study grants

The aim of the feasibility study scheme is to assist a company or individual to investigate the viability of manufacturing a new product or process or to develop a new internationally traded service. This can include studies on product or process development projects, joint venture or licence agreements with home or overseas partners, new manufacturing or international service projects or expansion projects in manufacturing or international services which involve new or improved products/ processes to be manufactured/ used in Ireland.

#### Funding for start-ups (grant/equity)

##### Funding for High Potential Start Up Companies

Enterprise Ireland provides both advice or financial assistance and advice to entrepreneurs with a business plan underpinned by realistic projections of rapid growth in exports or sales. The HPSU package matches the financial needs and shares the risk of new companies.

Financial support can be given towards Job Creation including the recruitment of key managers, capital assets, research and development and training.

Funding is up to 50/50 grant/equity, with Enterprise Ireland taking up to a maximum of 10% of the company's ordinary share capital. If Enterprise Ireland's equity investment reaches 10% of the ordinary share capital, then the balance will be in the form of repayable preference shares. Enterprise Ireland funding will need to be matched by private investment, such as company promoters, a Business Expansion Scheme or Venture Capital.

Very Early Stage Start-Up companies - In exceptional circumstances Enterprise Ireland may consider investing in early stage companies who are unable to access private sector funding.

Funding will be 100% equity, up to 10% of the company's ordinary share capital. If Enterprise Ireland's equity investment reaches 10% of the ordinary share capital, then the balance will be in the form of repayable preference shares. The funding may be approved against a series of milestones such as:

- Establishment of a formal R&D department.
- Development of a product prototype.

- Achievement of a customer reference site.
- Sourcing of new equity.

#### **To qualify:**

To be eligible for the above, all the following criteria must be met:

- Start-up company involved in manufacturing or internationally traded services
- Be based on innovation;
- Likely to achieve significant growth in 3 years (sales of €1.0m per annum and employment of 10 or more)
- Have export potential
- Be established by experienced managers, academics or technical graduates

#### **Funding for Development (grant/equity)**

##### **Venture Capital**

Enterprise Ireland can assist companies who wish to raise venture capital funding to grow their businesses in two ways:-

Enterprise Ireland does not act as a broker, but can assist companies with contact details and specific areas of interest for the major Irish venture capital companies. In addition Enterprise Ireland can assist you with introductions to these specific venture capital funds.

Enterprise Ireland also partners with Venture Capital funds to provide finance. The Irish Government through the Department of Enterprise Trade and Employment has committed €175 million over the lifetime of the Seed and Venture Capital Fund Scheme. This development, aimed at broadening access to funding for start-up, early stage and development stage businesses, represents a new phase in EI's strategy to extend the competitive VC market in Ireland. It is anticipated that this funding will leverage private investment that will generate total fund value of the order of €1 billion to invest in Irish businesses.

Enterprise Ireland as the agent of the State, will oversee the establishment and on-going reporting of the Seed and Venture Capital Funds. All the Funds will be managed independently by private sector VC Fund Managers.

#### **Link**

<http://www.enterprise-ireland.com/Grow/Finance/VentureCapitalists.htm>

### 3.2.3 Enterprise Ireland R&D Supports

#### [Innovation Vouchers](#)

The objective of the Innovation Voucher initiative is to build links between Ireland's public knowledge providers and small businesses and create a cultural shift in the small business community's approach to innovation. The Innovation Voucher allows you to concentrate on running your business while knowledge providers come up with a solution that could take your business to the next level.

The Innovation Voucher Initiative was a key recommendation of the Small Business Forum

EI offers a full range of R&D and Innovation supports, details of which can be found from the links below.

- [RTI Scheme](#) - Support towards company led R&D. Up to €650k in support.
- [Commercialisation of R&D \(CORD\) Phase](#) - bring new product idea/business ventures from 3rd Level to market. Open to campus companies, academic entrepreneurs and experienced professionals interested in forming campus companies. CORD grants of up to 50% of eligible costs may be approved.
- [Innovation Partnerships](#) - supporting R&D collaboration between colleges and companies. Assistance from 35% to 75% to max of €190k.
- [Intellectual Property Assistance Scheme](#) - advice on the protection, development and commercialisation of patentable technology. Some financial assistance may be available.
- [Innovation Management](#) - Training in R&D and Technology Management (70% grant aid)
- [R&D Awareness Initiative](#) - 3 days consultancy for companies looking at first time R&D.
- [Fusion](#) - InterTradeIreland scheme offering funding for a technology graduate for 18 months

### 3.2.4 Enterprise Ireland Support Infrastructure

#### Community Enterprise Centres

##### What's offered?

Enterprise development space

The overall objective of the scheme is to provide the facilities to support a better spatial spread of high quality value added start up projects around the country. The longer term aspiration is to increase the number and standard of projects within existing centres so that ultimately they contribute to creating a critical mass of start-up companies in the regions from which ultimately HPSUs may emerge.

### Funding

The scheme operates as a partnership between the State and a local community. Business centres are provided by a community with Enterprise Ireland giving up to 50% of the funding to run the building. The balance is raised by the local community.

€21 million has been made available through Enterprise Ireland for the CEC programme running from 2007-2009.

There are currently over 100 centres with 840 businesses employing over 3,800 people throughout the country.

### Link

<http://www.enterprise-ireland.com/News+and+Events/Press+Releases/2006/>

### **Business Innovation Centres**

Cork, Dublin, Galway, Limerick, Waterford.

(See Section 3.10 below)

### **Campus Incubation Centres**

Campus incubators offer resources of particular benefit to technology-based start-ups including:

- R&D expertise
- Specialist facilities and equipment
- Academic consultants
- Student workers
- Commercialisation advice
- A credible, secure and prestigious address

There are currently 14 campus incubators plus 6 bio-incubation facilities throughout Ireland. Enterprise Ireland has invested over €38 million in Incubation Centres in 16 Institutes of Technology throughout the regions. In 2005, seven Incubation Centres were completed in Blanchardstown, Carlow, Cork, Dundalk, Castlebar, Limerick and Waterford, representing a €14.2 million investment.

### Link

[www.enterprise-ireland.com](http://www.enterprise-ireland.com)

### 3.3 Shannon Development

As the Irish Government's regional development company for Ireland's Shannon Region (Counties Clare, Limerick and North Tipperary, and South Offaly and North Kerry) Shannon Development promotes and supports the establishment of new and the development and expansion of existing industrial and internationally-traded service firms. The Company currently places particular emphasis on the development of high potential firms within the knowledge economy.

As the Irish Government's regional development company for Ireland's Shannon Region and in building upon its continuing pioneering record in business development, Shannon Development offers a comprehensive range of business development financial incentives, supports, facilities and programmes to entrepreneurs wishing to establish a knowledge-intensive business, which has the potential to achieve high growth.

#### Shannon Development Knowledge Network

The Knowledge Network links technology business parks with third level colleges in the Region. With everyone working together, there is greater scope for technology-based development.

The network includes:

- National Technology Park, Limerick
- Kerry Technology Park
- Tipperary Technology Park
- Information Age Park Ennis
- Birr Technology Centre

#### eTowns

E-Towns is a Shannon Development initiative to develop a 21st century model for the future development of smaller communities in the Shannon Region.

Its primary aim is to help disperse economic activity and job creation to smaller population centres, by stimulating the development of a complementary enterprise culture based on the attraction of established urban micro businesses.

A number of pilot locations have been identified in the Region. These include Miltown Malbay, Co. Clare; Cappamore, Co. Limerick; Tarbert, Co. Kerry; and Newport Co. Tipperary.

## Shannon Free Zone

Shannon Free Zone was set up by Shannon Development in 1959 to attract foreign investment to Ireland. Beside Shannon International Airport, it continues to be one of Ireland's leading business parks, and a location for international business investment. The Zone is one of Ireland's largest cluster of North American investments and has a successful track record in attracting international companies wishing to invest in Europe.

The Zone has seen huge growth in internationally traded services such as financial and insurance services, software and telecoms services, and customer contact centres. Overseas companies use Shannon to serve markets in Europe, the Middle East, Africa, Asia, Japan and the Pacific Rim. The private sector has also invested heavily in the Shannon Free Zone. For example, the €200 million Westpark Shannon Business Park will provide one million sq. ft. of modern office space when fully completed.

### Link

<http://www.shannondev.ie/>

## 3.4 FÁS

### Business Appraisal Training Programme

#### Programme offered

Allows participants to develop and appraise their enterprise skills; provide them with the necessary skills and knowledge required to assess the feasibility of business projects; help them identify any further action/training required to set up in business and prepare a business plan outlining the viability of the project.

Daytime Course - Duration 10-22 weeks

#### Target Participants

Open to those registered with local FÁS Employment Services Office

#### Uptake

Currently 2 Enterprise Courses available throughout the country

Dublin Region

Kerry

#### Contact

Contact your local FÁS Employment Services Office for further details

### 3.5 Údarás na Gaeltachta

Údarás na Gaeltachta is the state agency responsible for the promotion of investment in the Gaeltacht region. It aims to establish and develop job creating industries and services in the Gaeltacht regions of Donegal, Galway, Mayo, Kerry, Cork, Waterford and Meath.

#### General Financial Assistance includes:

- Capital grants on new equipment and buildings.
- Employment grants.
- Training Grants.
- Research and Development Grants
- Marketing Grants

Funding eligibility and amounts will depend on the type of business proposed, geographical location, skills level required, and the potential employment level of the project.

Assistance is available for a wide range of business in the areas of:

- Globally traded services
- Manufacturing
- I.C.T. (Information Communication Technology)
- Engineering and Manufacturing
- Life sciences
- Audio visual and digital media
- Food processing
- Fish farming/ processing
- Tourism
- Arts and crafts

#### Non-Financial Incentives include:

- Accommodation: Ready-to-occupy enterprise units, factories and offices on individual sites and within industrial parks are available. Assistance available for custom-built accommodation also.
- Recruitment and training: Help available in selection, recruitment and training of staff. Assistance available in management training for small companies.
- The roll-out of a Gaeltacht Entrepreneurship Award is envisaged as part of the 2007/08 Údarás work programme
- Start-up guidance: Available through experienced Údarás executives. Legal advice and guidance also available.
- The implementation of community human resource development programme is envisaged as part of the Údarás 2007 work programme (administered by Údarás Na Gaeltachta subsidiary company, Saoi Teo.), with a budget of approximately €5 million in 2007, to provide a variety of courses and training interventions aimed both at individuals and groups. These courses will include life long learning, craft apprenticeships, management development,

schools programmes, third level courses in conjunction with third level institutes, safe pass, ECDL etc.

- Implement phase one of the agreed cultural tourism programme is to be undertaken in the period of 2007-2010

### Take-up

The following targets are set out in the Údarás 2007 work programme:

- Expend €20 million on 2007 capital programme
- Approve 30 new training programmes for client companies
- Approve 40 new RTI/R&D programmes for client companies
- Approve 30 new marketing schemes for client companies
- Support a network of 30 cooperatives/ community companies throughout the Gaeltacht
- Administer 18 community employment schemes in the Gaeltacht, on behalf of FÁS, which employed 356 during 2006
- Administer 10 rural social schemes in the Gaeltacht (on behalf of the Department of Community, Rural and Gaeltacht Affairs) which employed 10 supervisors and 201 participants during 2006
- Support a network of 50 community groups throughout the Gaeltacht
- Support 30 day care centers throughout the Gaeltacht

### Funding Source

Oireachtas Grants and EU funds

### Link

<http://www.udaras.ie>

### Contact

Jim Keogh,  
Enterprise and Employment Manager,  
Údarás na Gaeltachta,  
Na Forbacha,  
Co. Galway  
[j.keogh@udaras.ie](mailto:j.keogh@udaras.ie)  
Tel: 091 503100  
Fax: 091 503101



## 3.6 County Enterprise Funds

### Loans through the County Enterprise Funds

County Enterprise Funds were established in 1989 to provide accessible finance to small businesses along the Border region and particularly where such firms displayed potential but would typically have experienced difficulties in accessing the necessary external finance to progress.

The County Enterprise Funds provide financial assistance by way of low interest loans from €1,000 to €75,000 to commercially viable and sustainable businesses. These are usually provided over a period of 5 years and usually at a number of percentage points lower than commercial lending rates.

### Target Participants

Small start-ups and existing small businesses in each of the six Southern Border counties of Cavan, Monaghan, Donegal, Sligo, Leitrim and Louth.

### Expenditure

Average loans approved are between €10,000 and €25,000. Approvals of amounts in excess of this are possible and up to a maximum of €75,000 in certain circumstances. Loans at this level are the exception rather than the rule.

### Funding Source

Initially established through local contributions matched by assistance from the International Fund for Ireland, the Funds have also received funding from ADM/CPA, the Ulster Bank, the Department of Social and Family Affairs and the relevant CEBs in the Border Areas.

### Contact

Donegal - Michael Tunney 074 9160735

Sligo - Christy Leonard 071 9168477

Leitrim - Joe Lowe 078 9620450

Cavan- Vincent Reynolds 049 4377200

Monaghan - John Mc Entaggart 047 71818

Louth - Dominic Smyth 042 9322987

## 3.7 Teagasc

### Guide to Starting your own Business

#### Programme offered

Offers:

- Online guide
- Farm Diversification / Business Start-up course
- Start-up liaison officer

### Target Participants

Focused on entrepreneurs involved in farm diversification/ starting a rural based business

### Link

<http://www.teagasc.ie/startingyourownbusiness/index.htm>

### Contact

Paul McCarthy,  
Business Start Up Specialist  
Tel: 091 845200  
Mobile 087 9745400

## 3.8 Department Of Social and Family Affairs

### Back to Work Enterprise Allowance - For Self Employed

The Back to Work Enterprise Allowance encourages people in receipt of social welfare payments to take up self-employment. The scheme is designed to encourage the long term unemployed and other social welfare recipients to take up self employment opportunities by allowing them to retain a reducing proportion of their social welfare payment plus secondary benefits over four years.

### How to qualify

To qualify, participants must satisfy the following conditions immediately prior to commencing self employment must be:

- be setting up a self-employment business which has been approved, in writing, in advance by a Partnership Company or a Social Family Support Services Facilitator **AND**
- receiving Jobseeker's Benefit or Jobseekers Allowance for at least two years. **OR**
- in receipt of One-Parent Family Payment, Disability Allowance, Blind Pension, Carer's Allowance (having ceased caring on a temporary or permanent basis), Farm Assist, Invalidity Pension, Incapacity Supplement, Pre-Retirement Allowance, Widows/Widowers Non Contributory Pension, Deserted Wife's Benefit/Allowance, or Prisoners Wife's Allowance for at least 12 months. **OR**
- receiving Illness Benefit for three years or more.

### Support Offered

People taking part in the Back to Work Enterprise Allowance scheme will retain the following portions of their social welfare payments (including increases for a Qualified Adult and Child Dependent allowances):

- 100% of their weekly social payment for the 1<sup>st</sup> year
- 75% for the second year
- 50% for the third year
- 25% for the second year.

Participants will also keep any secondary benefits (such as fuel allowance, rent supplement, mortgage interest supplement etc) for 4 years they were in receipt of prior to participation (provided that the gross household income is less than €317.43 per week).

**Link**

[www.welfare.ie/schemes/btw/btwea.html](http://www.welfare.ie/schemes/btw/btwea.html)

**Contact**

You can get more information by writing or contacting:

Your local Social Welfare Office

OR

Your local Citizens Information Office

OR

Employment Support Services

Social Welfare Services Office

Shannon Lodge

Carrick-on-Shannon

Co. Leitrim

Tel: 071 967 2698

### **3.9 Gender Equality Unit - Department of Justice, Equality and Law Reform**

**About the Unit**

The NDP Gender Equality Unit was established to support and advise on the promotion of equality between women and men in measures funded under the 2000 - 2006 National Development Plan.

The Unit assisted policy makers to incorporate a gender equality perspective in the development, implementation and evaluation of NDP policies, so that they respond to the needs of both women and men. This process is known as 'gender mainstreaming'. For more details see

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

## The Unit's Work on Promoting Gender Equality in Business

- The Unit promotes gender equality within the work of the County Enterprise Boards<sup>11</sup> and Enterprise Ireland. The Unit's efforts to promote gender equality within the Rural Development Strategy 2007-2013 also have a strong enterprise focus. For an overview of the Unit's work on promoting gender equality in enterprise see the speech by the Head of Unit to the Enterprise Ireland 2006 conference, Female Entrepreneurship in the 21<sup>st</sup> Century on the Unit's web site.

## Guidance - Unit's publications

- The **Gender Proofing Handbook** provides practical assistance with incorporating a gender equality perspective at the policy development or implementation stages.
- **Gender Relevance Sheets** for Measures under Ireland's National Development Plan 2000- 2006 identifies some key gender issues in areas funded under that NDP.
- **Gender Equality in Enterprise Development and Research - Fact Sheet** looks at ways of promoting gender equality in this area.
- See also the Unit's leaflet: **Steps to Gender Equality**

## Research

- The Unit's publication, **Women and Men in Ireland as Entrepreneurs and Business Managers** (2003) looks at the differences and similarities between women and men entrepreneurs and business managers. The survey describes their personal and business characteristics, as well as how they perceive barriers when they start, grow and run their own enterprise.
- The Unit funded two research projects which were carried out by the Centre for Entrepreneurship in Dundalk Institute of Technology. These reports relate to strategies to assist more women to grow their businesses. They will be published in autumn 2007. The **Growth Orientation** report contains a model for training and mentoring of women entrepreneurs. The report on **Gender Equality in Campus-based Incubators** provides a gender breakdown of the uptake and management of campus-based business incubation centres in Ireland. The report also contains recommendations on the promotion of gender equality.

## Global Entrepreneurship Monitoring Ireland (GEM)

The Unit provided funding to enable GEM (Global Entrepreneurship Monitoring) to provide profiles of both women and men in business and a chapter on gender equality in the GEM 2006 Irish Report.<sup>12</sup>

## Innovative Projects

The Unit is also funding two innovative projects to promote women in business:

- The County and City Enterprise Boards are organising a national event to promote women in business culminating in a National Women's Enterprise day on the 21<sup>st</sup> November 2007. For

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<sup>11</sup> The efforts of the Department of Enterprise, Trade and Employment and the County Enterprise Boards to promote gender equality constitutes an example of good practice which will feature in a forthcoming publication by the NDP gender Equality Unit.

<sup>12</sup> This report was published in 2007

details contact Sheelagh Daly, Chief Executive Officer, Wicklow County Enterprise Board at [sheelagh@wicklowceb.ie](mailto:sheelagh@wicklowceb.ie), or refer to the website at <http://www.nwed.ie>

- 'Going for Growth' is a pilot project to support and encourage more women to grow their businesses. It is facilitated by Paula Fitzsimons, Consultant, and supported by Enterprise Ireland.

### **Funding**

The Unit is funded by the Irish Government, and part- financed by the European Union Structural Funds, under the National Development Plan 2000-2006.

### **Future**

The NDP Gender Equality Unit will be reconfigured as a Central Gender Mainstreaming Unit, within the Gender Equality Division of the Department of Justice, Equality and Law Reform, with effect from early 2008. The new Unit will support some of the key objectives of the National Women's Strategy 2007 -2016, an 'all of Government' Strategy to support and advance the role of women in all facets of Irish life and society.

### **An overview of the Unit's work**

- Providing advice, training and information on issues relating to gender mainstreaming: Over 1,000 policy makers and social partners have been trained by the Unit.
- Collecting and analysing data and indicators to support gender mainstreaming: The Unit has produced a database of gender disaggregated statistics relevant to NDP areas as well as sectoral statistical reports in agriculture, business and entrepreneurship, transport and housing and a report on gender equality across the regions of Ireland.
- Engaging in a research programme to assess and support gender mainstreaming: The Unit has produced a broad range of guidance materials including a gender proofing handbook and a set of NDP measure-specific 'gender equality relevance' sheets. The Unit has also funded a photographic exhibition of women in decision-making bodies and an accompanying research report, which toured the country for eighteen months.
- Monitoring the implementation of Government NDP commitments on gender equality: The Unit is represented on all NDP committees (nine) and presents an annual assessment of progress; the Unit also provides inputs to NDP evaluations;
- Supporting participation by community & voluntary groups in the gender mainstreaming process: This work culminated in an international conference which was held during the Irish Presidency of the EU.
- Innovative projects include a Labour Market Initiative for Lone Parents and an integration project for parents of Irish Born Children granted leave to remain in Ireland. Both projects are funded under the Equality for Women Measure.

### **Link**

<http://www.ndpgenderequality.ie/>

### **Contact**

Kathleen Openshaw

### 3.10 Business Innovation Centres

There are five BICs in the Republic of Ireland and one in Northern Ireland all of which form part of the European Business Network. Their remit is to assist Entrepreneurs and Start-Ups through providing a range of support services including space in incubation centres managed by the BICs in each region.

Projects, entrepreneurs and enterprises supported by the BICs should have the potential to become competitive and viable businesses and to achieve, at least, moderate employment growth and to export.

#### Programme offered

Supports offered by the BICs to the micro enterprise sector include:

- Project Evaluation
- Feasibility Study Assistance
- Business Plan Guidance
- Business Plan Preparation
- Advice on making effective applications for finance
- Private sector networks and contacts
- Entrepreneurship Training
- Piloting of SME support mechanisms, innovation systems etc.
- Access to incubation facilities
- Animation of cross border, all Ireland programmes and networks
- Early stage internationalisation through EU Network

Dublin BIC also manages Access to Finance via

- The AIB Seed Capital Fund and
- Halo Business Angel Partnership

Email: [aibseedcapitalfund@dbic.ie](mailto:aibseedcapitalfund@dbic.ie) Web: [www.dbic.ie](http://www.dbic.ie) Tel: 01 671 3111

Email: [info@businessangels.ie](mailto:info@businessangels.ie) Web [www.businessangels.ie](http://www.businessangels.ie) Tel: 01 410 0818

BIC Incubation Space

- Guinness Enterprise Centre, 6000m<sup>2</sup> of flexible hi-spec accommodation

Email: [info@guinness-enterprisectr.com](mailto:info@guinness-enterprisectr.com)

Web: [www.guinness-enterprisectr.com](http://www.guinness-enterprisectr.com)

Tel: 01 410 0602

#### Target Participants

Selected early-stage business start-ups

### Uptake

Amalgamated figures from Cork, West, Dublin and South East BICs

	Total 2006	Total 2005
Enquiries Received	1206	1207
Projects Advised	384	386
Business Plans Developed	79	82
BIC-Assisted Start-ups	38	43
BIC-Assisted Expansions	102	61
Incubation Space	17,000m <sup>2</sup>	17,000m <sup>2</sup>
Seed Funding under management	€6.5 million	€6.5 million

### Expenditure

Total Expenditure (amalgamated figures from Cork, West, Dublin and South East BICs) as per 2006 Audited Accounts: €5,928,298.

### Link

<http://www.enterprise-ireland.com/StartBusiness/Business+Innovation+Centres.htm>

### Contact

Joe Greaney

Chair of All-Ireland Association of EU BICs

[jgreaney@westbic.ie](mailto:jgreaney@westbic.ie)

Tel: 091 730850

## 3.11 LEADER & Area Partnerships

### Background

The Department of Community, Rural and Gaeltacht Affairs operates, either directly or through bodies under its aegis, a wide range of schemes and projects, which support rural and urban communities throughout the country. A cohesion process which began in 2004 has sought to integrate the LEADER/Partnership companies to improve arrangements under which community and local development initiatives are delivered and to improve cohesion and focus across various measures that these companies are involved in.

### Aims

One of the aims is to work at local level to generate more jobs through sustainable enterprises and through the promotion of local economic projects and initiatives.

Each company is autonomous and agrees different work practices. Each works on an Area Action Plan for its own region. Practical measures are taken to discriminate in favour of the long-term unemployed and those who are socially excluded.

### Support offered

Support is provided for unemployed people setting up their own businesses through

- Non-repayable grants
- Support for the development of business plans and business ideas
- Mentoring system, including sources of advice
- Provision of workspace, including help in obtaining enterprise incubation units
- Rent subsidies
- Marketing, including identifying gaps in the market
- Training and education in enterprise, with the support of FÁS

LEADER is not intended for major development projects and an overall ceiling of €65,000 per project will apply to all LEADER+ and National Rural Development projects. In exceptional circumstances and subject to the prior approval of the Department, aid up to €100,000 may be granted. The maximum rate of public funding as a general rule will be 50% with the following exceptions,

- Administration up to 100%
- Animation up to 100%
- Training up to 100%
- Analysis and Development for community based projects up to 80%.

### What categories is funding available for?

Aid under both programmes may take the form of support for the following measures;

- Training
- Analysis and Development
- Innovative rural enterprises, craft enterprises and local services/facilities
- Exploitation of agriculture, forestry and fisheries products
- Enhancement of natural/built/social/cultural environment
- Environmentally friendly initiatives
- Animation and capacity building

### Typical activities include

Technical support to rural development including group administration

Training and recruitment assistance

Rural tourism

Small firms, craft enterprises and local services

Local exploitation and marketing of agricultural, horticultural, forest and fishery products

### Uptake

The Irish LEADER Network is a network of 36 Local Action Groups



LEADER+ Indicators (up to 31 Dec 06)	Total
No. of Applications	6,105
No. of Approvals	4,753
No. of Payments Male	582
No. of Payments Female	485
No. of Payments Joint	504
No. of Payments Company	1,671
No. of Payments to Community Groups	1,773
Grants paid	€37,066,685.35
No. of new enterprises assisted	1,037
No. of existing enterprises assisted	1,937
No. of new jobs created full time	948
Of which Women	290
Of which Youth	131
No. of new jobs created part time	833
Of which Women	269
Of which Youth	101
No. of new jobs created seasonal	562
Of which Women	140
Of which Youth	77
No. of existing jobs sustained full time	2,313
Of which Women	811
Of which Youth	244
No. of existing jobs sustained part-time	1,354
Of which Women	458
Of which Youth	135
No. of existing jobs sustained seasonal	668
Of which Women	229
Of which Youth	158
No. of training courses commissioned/undertaken/grant aided	1,581
Total trained	39,211
Total trained women	16,326
Total trained youth	19,576
<b><i>Animation &amp; Capacity Building</i></b>	
No. of seminars/public meetings/workshops held	6,832

No. of individuals directly assisted/advised	35,846
No. of enterprises directly assisted/advised	5,825
<i>Infrastructural projects</i>	
Completed	583
Completed on time	457
Completed within budget	544
<i>Town and Village Renewal</i>	
Completed	417
Completed on time	372
Completed within budget	397
No. of Environmental Projects	111

### Funding

The Irish LEADER Network is funded from the subscriptions of its members and public funding from the EU and the Department of Community, Rural and Gaeltacht Affairs.

### Link

<http://www.irishleadernetwork.org/>

### Contact

Pat Moynan

[PMoynan@pobail.ie](mailto:PMoynan@pobail.ie)

## 3.12 BASIS

BASIS (Business Access to State Information and Services) was established in 2000 with The [Department of Enterprise, Trade & Employment](#) responsible for the development of the BASIS initiative.

The aim of the BASIS website is to deliver Government information and services to business 24 hours a day, seven days a week, from a single access point and with a consistent look and feel.

### Link

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

### Contact

[basis@entemp.ie](mailto:basis@entemp.ie)

Tel: 01 631 2787

Fax: 01 631 2563

## 3.14 Other Initiatives

### 3.14.1 Start-Up Boot Camp - Start Your Own Business courses

#### Organised by

[www.startingabusinessinireland.com/](http://www.startingabusinessinireland.com/) Brian O’Kane of Oak Tree Press

#### Programme offered

Involves

- 7 hours of intensive instruction
- 1 month’s follow-up coaching by email
- Starting Your Own Business workbook

#### Issues addressed

- Why Business Planning for Start-ups?
- The Rules of Business - towards an intuitive business plan
- Feasibility
- Strategy
- Formalities
- Marketing
- Process & People
- Finance
- Financial Projections
- Writing a Business Plan
- Tailoring a Business Plan
- Target Participants
- Potential Start-up entrepreneurs

#### Expenditure

Costs €175 per person

#### Link

<http://www.startingabusinessinireland.com/>

### 3.14.2 First Step

The objective of First Step is to provide micro loan finance (i.e. loans less than €25,000) to projects which cannot access funding (or sufficient funding) from other sources. First Step’s revolving loan funds are supported by Financial Institutions, Government, European Union and Private Sector donations. First Step operates various loan funds, in addition to business support and mentoring support.

## Loans

- **First Step/European Investment Fund-Loan Guarantee Scheme**  
First Step has been appointed as a designated intermediary for the Republic of Ireland to lend to micro enterprises and to avail of the European Investment Fund Loan Guarantee Scheme.
- **First Step Enterprise Fund**  
Co-financed through private sector and E.U. Seed & Venture Capital Funding. This fund provides loans repayable over three years of up to €25,000 for entrepreneurs unable to raise sufficient capital from any other source.
- **Social Finance Foundation**  
First step has been appointed by the recently formed Social Finance Foundation (SFF) to distribute funds on its behalf. The SFF fund in the sum of €25 million has been fully funded by the Irish banking community and has been developed jointly through the Irish Bankers Federation and the Department of Finance.  
First step offers micro financing facilities to potential new business start-ups under this scheme.
- **First Step Back To Work**  
Co-Financed by Government aimed specifically at long term unemployed, approved for the Department of Social, Community & Family Affairs Back to Work Allowance. Loans available up to €10,000 repayable over three years. Application forms are only available from Jobs Facilitators in your local Social Welfare Office and ADM Partnerships.

## Business Support

Business planning advice is available from our Assessment Officers. First Step has assessment officers both in Dublin and based regionally who help with the planning phase of business start ups. In addition First Step provides networking opportunities through information briefings and seminars held nationally.

## First Step Mentoring

All projects are micro i.e. small operations seeking to get off the ground and create sustainable employment. First Step provides a mentoring facility by way of a dedicated Hot Line where clients have access to mentoring expertise and help the project identify areas for improvement, assist in drawing up action plans and offer guidance in implementing these plans.

## First step training

First Step offers training facilities through third party agencies in all areas of business start up.

## Link

<http://www.first-step.ie/>

### Contact

Pauline Irwin-O'Toole

Risk Manager

[info@first-step.ie](mailto:info@first-step.ie)

Tel: 01 260 0988

## 3.14.3 Equal Emerge Training programmes

### Organised by

Emerge is a development partnership comprised of partners from Cork, Dublin and Galway

The organisations are:

- Base
- Cork City Enterprise Board
- FÁS
- Galway City Partnership
- Metro Eireann
- Partas
- Small Firms Association
- South Cork Enterprise Board

### Programme offered

Pre-enterprise, start-up and growth training programmes.

Training was available in Dublin (Tallaght & Blanchardstown), Cork and Galway

### Target Participants

- Third Country nationals who seek to establish their own business and those who have already set up businesses in Ireland;
- EMEs from the new members states who seek to establish their own business and those who have set up businesses.

### Project Objectives

- To raise awareness of the barriers faced by EMEs among mainstream support services and agencies;
- To develop a best practice model of training for EMEs and to inform the target group on ways to develop their businesses and breakout into mainstream markets;
- To improve the support infrastructure for EMEs in the pilot areas and to develop a strategy for integrating EMEs into mainstream business networks;
- To create open communication channels with mainstream financial institutions in order to improve the situation regarding access to finance for EMEs;

- To inform policy in this area and contribute to achieving national and EU targets as set out in various agendas and to mainstream the successful outputs of the project.

### Project Actions

- Create a consultative group, comprising target group members, to engage with on all relevant issues. Collate existing research and gather feedback from participants and Consultative Group in relation to barriers facing EMEs and engage with Agencies/Departments with responsibility for Entrepreneurship and highlight the difficulties facing EMEs;
- Establish tailored pre-enterprise, development and growth programmes for those engaged in enterprise development and seek accreditation for the training programmes;
- Engage with the target group through existing networks where they exist, and through other communication channels such as Metro Eireann;
- Develop links with existing EME networks and engage with mainstream networks such as those co-ordinated by the SFA to create opportunities for target group to engage in networking activities;
- Promote an understanding among mainstream networks of the particular issues facing EMEs and influence different players to develop their philosophies and procedures to reduce the factors identified by EMEs as deterrents;
- Engage with a mainstream financial institution and encourage their participation at DP level in order to assess the supports available for EMEs at present and disseminate learning based on our engagement with EMEs to other financial institutions;
- Ongoing reports will be issued and meetings will be held with relevant Departments and agencies throughout the project period and they will be invited to participate in seminars and conferences, which will be organised addressing the issues facing EMEs.

### Uptake

The first round of training programmes had  
41 participants for the pre-enterprise programme  
8 participants for the Start-up programme

### Funding Source

Supported by the

- European Social Fund
- Department of Enterprise, Trade & Employment
- Community Equal Initiative

### Link

<http://www.equalemerge.ie/Intro.aspx>

<http://www.equal-ci.ie/projects/merge.html>

### Contact

Noreen Keegan Kavanagh  
National Programme Co-ordinator  
Tel: 01 414 5777

### 3.14.4 Institute for Minority Entrepreneurship, Dublin Institute of Technology

#### About

The Institute for Minority Entrepreneurship (IME) was founded in early 2006 with the mission 'to offer all of the people of minority groups in Ireland equal opportunity to maximise their economic and social potential through entrepreneurship research, education, training, and mentoring'. The IME has been funded in the first instance through a TERS funding grant awarded by the Dublin Institute of Technology.

Entrepreneurship is broadly defined within the IME as 'the process of behaving entrepreneurially' and not simply concerned with the sole action of creating a new business. Through this broader understanding of entrepreneurship, people benefiting from the work of the IME have a greater opportunity to maximise their economic potential by either starting their own business, recognising the opportunities that exist for them within the workforce and making it happen, undertaking social entrepreneurship activities, or becoming catalysts for entrepreneurial activity within their own communities.

Minority entrepreneurs are also defined broadly by the IME, and apart from the ethnic groups, the definition is more inclusive of other disadvantaged groups such as entrepreneurs with disabilities, female, gay, grey (over the age of 50), Irish speaking communities, prisoners, socio-economically disadvantaged, and Travellers.

#### What's offered

Since its incorporation, the IME has mapped out the minority entrepreneurship in Ireland, while on a more practical level, it has run a number of enterprise training initiatives. The 'Start Your Own Business for Minority Entrepreneurs' programme incorporates innovative features such as personal development modules, group peer-to-peer mentoring, and online resources including podcasts. Other programmes have been delivered in conjunction with Equal Emerge including 'Grow Your Business Seminars for Ethnic Entrepreneurs' and 'The Next Level Masterclass Weekend' in growing and developing business aimed at ethnic entrepreneurs. The IME will continue to undertake research, offer regular tailored enterprise training programmes, workshops, and mentoring supports, while expanding its services to other locations in Ireland in the near future.

#### Link

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

#### Contact

Institute for Minority Entrepreneurship  
Dublin Institute of Technology  
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Aungier Street  
Dublin 2

### 3.14.5 Longford Equal Development Partnership Ltd

#### Project Aim

To use a partnership approach, to bring about radical improvement in the sustainability and development of women-led businesses in County Longford.

#### Project Objectives

- To develop a comprehensive after-care service to move precarious businesses to sustainability, focusing particularly on management and IT skills;
- To bring about positive change in the orientation and practices of financial institutions so as to enable greater access to start-up and working capital;
- To increase awareness and utilisation of ICT as a tool to increase sustainability;
- To develop a transnational partnership that will identify best practice in enabling women to sustain and expand their enterprises in a way that reconciles work and family life;
- To build an accurate picture of women in local enterprise so that timely and comprehensive data is available to inform policy decisions.

#### Target Groups

- Women entrepreneurs in vulnerable sectors of the economy, particularly retail, catering and personal services including childcare;
- Self-employed Women;
- Women in the voluntary and community sector;
- Women on the margins of the labour market involved in the informal economy;
- Financial institutions, education/training institutions, statutory service providers and enterprise support agencies, relevant local, regional, national and EU policy/decision makers.

#### Project Actions

- Work at management committee level, to ensure the ongoing seamless delivery of the broad range of supports for female entrepreneurs, for which a variety of different agencies are responsible;
- Devise a common gender disaggregated data collection system to be used by all relevant local agencies to build up a comprehensive picture of the extent of and issues for local women-led enterprises;
- Compare Irish research with research into female entrepreneurship and supports conducted in transnational partner countries;
- Form a finance and credit-working group to research and collate information into models of best practice in the provision of credit to female entrepreneurs;



- Arrange focused meetings with key staff in financial institutions and enterprise support agencies, presenting research findings, outlining identified barriers, and suggesting a collaborative approach to addressing those barriers;
- Establish a ICT training programme to ensure that each participant has a minimum level of IT competency in Word, Access, Data-base and Internet;
- Provide customised business training in areas identified through experience in EQUAL 1 and EQUAL 2 research;
- Import and test models of good practice in the area of on going support to women in enterprise from the partner countries;
- Develop a mainstreaming strategy which engages and influences policy makers at national, EU and local levels;
- Dissemination strategy adopted by partner organisations to disseminate the learning from the programme within their own organisations and also to their networks across the country;
- Developed three FETAC accredited entrepreneurship modules.

#### Link

<http://www.equal-ci.ie/projects/longford.html>

#### Contact

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### 3.14.6 ELFE (E-Learning for Female Entrepreneurs) Workshops in Ireland

#### Organised by

Longford Womens Link which is an organisation established in January 1996 to campaign for the rights of women in Co. Longford. The Irish university partner is Dundalk Institute of Technology.

#### About the ELFE

The on-line e-learning resource for female entrepreneurs has been developed by ELFE - E-Learning for Female Entrepreneurs which is a transnational joint venture with partners in Belgium, Germany, France, the United Kingdom and Ireland. Its aim is to assist to promote women in setting up businesses in Europe.

The project's objective is to develop five country-specific versions of an online-course for female entrepreneurs. Additionally we regularly offer workshops to provide women with knowledge essential for successful business founders and managers. The online course is open to the public and free of charge. The project is funded by EU's INTERREG IIIB NWE programme.

### Programme offered

#### *The on-line course*

This unique on-line course allows you to study at your own pace from your own home. This free, blended-learning course contains a number of key learning and business resource modules, including:

- Growth and Sustainability
- Marketing
- Law
- Accounting
- Taxation
- Internationalisation of Business
- Human Resource Management
- Innovation and Knowledge Management

#### *Workshops*

The project offers a series of workshops to accompany the on-line modules. This included three initial workshops between January and March 2007:

- 1) an introductory workshop
- 2) a workshop on Growing Your Business
- 3) an evaluation workshop to assess how useful you found the module.

### Link

<http://www.longfordwomenslink.org/projects/interreg.php>

## 3.14.7 Point 2 Enterprise

### Project Aim

To develop and deliver innovative enterprise supports to improve the take up and success rate for self employment amongst those experiencing inequality of opportunity within the labour market and to identify effective routes to mainstreaming of the project outcomes. Point 2 Enterprise is an EU funded initiative under the Equal Programme.

### Project Objectives

- To identify key barriers faced by the target audience in accessing enterprise creation;
- To develop outreach strategy which will reach potential entrepreneurs within the defined target audience;

- To design and deliver relevant enterprise training supports for those participating in the training;
- To design and deliver a mentor training programme;
- To set up and support a network that offers a supportive environment for participants working to set up their own business;
- To further develop and consolidate the Development Partnership.

### Structure

Point 2 Enterprise is managed by a development partnership consisting of 15 partners from the communities, enterprise, education and development organisations in Limerick City.

### Target Groups

- Young People under 25;
- People 40 years and over who are long term unemployed or not currently participating in the labour market;
- Other individuals that do not fit within the age profiles will also be considered.

### Project Actions

- Consolidate the Development Partnership and set up four advisory groups to drive the implementation of the project;
- Developing a web page linked to Paul Partnership. Establish an outreach strategy through the Outreach Advisory Group. Prepare and distribute promotional materials including web site, brochures and media campaign. Organise and run five community based information sessions work with local agencies;
- Develop and deliver enterprise training course (focusing on delivery options within community settings) in collaboration with existing education providers focusing on business start up skills that will meet the needs of target group;
- Develop and implement both one to one and group based mentoring to provide mechanism for peer support and intergenerational communication between enterprise trainees;
- Design and deliver a mentor training programme focusing on mentor skills relevant to working with project target audience, this training will be targeted at existing education and support organisations;
- Set up mainstreaming advisory group to develop and implement a mainstreaming strategy;
- Work with transnational partners in achieving joint planned activities and outcomes.

### Link

<http://www.equal-ci.ie/projects/paulpartner.html>

## 3.14.8 BASE Enterprise Centre

### Organised by

BASE, a community-based social enterprise organisation in Dublin 15

### Programme offered

Offers incubator units for start-up enterprises in their first three years

Also offers General Enterprise Support Services such as courses on business planning, selling and negotiating skills and general training workshops

#### **Target Participants**

Focused on entrepreneurs in the Dublin 15 area

#### **Uptake**

In 2002 16 companies operated through BASE incubator units employing 42 people.

#### **Link**

<http://www.base-centre.com/services.htm>

### **3.14.9 Partas**

#### **About**

Partas is a not for profit local development agency. Its main aim is to assist those in disadvantageous situation into employment/self employment and to develop all sectors of a vibrant Social Economy. It operates on co-operative principles. It is a company limited by guarantee and has charitable status.

#### **What's offered**

Partas provides training, advice support and guidance to marginalised groups with an emphasis on integration into the labour market delivered through return to work business start up programmes. Partas also provides incubator workspace. Partas also provides incubator workspace and manages four Enterprise Centres in South Dublin County. Partas also conducts research at local, national and European level in connection with such social and economic matters.

#### **Link**

<http://www.partas.ie/index.shtm>

#### **Contact**

[info@partas.ie](mailto:info@partas.ie)