



CHARTERED ACCOUNTANTS IRELAND NORTH WEST SOCIETY

ACCESSING FINANCE QUICKLY – NORTH WEST BUSINESS RECOVERY

SPEAKERS:



Here to build business.
Enterprise Ireland
Department of Enterprise, Trade and Employment





Letterkenny
Chamber
Advancing business together



Sligo
Chamber
Advancing business together



**CHARTERED
ACCOUNTANTS
IRELAND
NORTH WEST SOCIETY**



**CHARTERED
ACCOUNTANTS
IRELAND**
NORTH WEST SOCIETY

LIZ FEENEY
CHAIR



**CHARTERED
ACCOUNTANTS
IRELAND
NORTH WEST SOCIETY**

***GAVIN
DOHERTY***

***WESTERN
DEVELOPMENT
COMMISSION***

WDC Investment Fund

June 2020



WESTERN INVESTMENT FUND
Investing in Western Enterprise

Western Investment Fund

Unique funding
mechanism for the
West of Ireland

Counties covered:
Connacht + Donegal
& Clare

Evergreen Fund

€48m to invest and
lend



Portfolio Highlights

160+

Projects

€55m

Total Invested

€250m

Funds Levered

5,000+

Jobs

Fund Profile



Commercial
Investor



Require same terms and
conditions as the private sector
investors (*pari passu*)



First round investment
bite-size €250k-€500k



Follow
Investment

Equity Funding

Equity investments range from €100k to €1m , with first-round investments typically being €200k to €300k

Co-Invest with the private sector on the same terms and conditions up to a maximum of 50% of the round

(e.g. if EI were 25% of the round, WDC could only do another 25%)

Loan Finance (3 categories)

- SMEs loans €25k - €300k (+) - currently 4.5% or 6.5%
- Micro Loan Fund for the Creative Industries Sector of €5k- €25k - currently 6.5%
- Community Loans of up to €100k including bridging against Leader grants - currently 3.5% (term) and 1% (bridging)
- Evidence of repayment Capacity required for all loans

Sectors

- ▮ CleanTech
- ▮ Creative Industries
- ▮ Food & Natural Resources
- ▮ ICT
- ▮ Manufacturing and Int'l Traded Services
- ▮ MedTech & Life Sciences
- ▮ Tourism




WESTERN INVESTMENT FUND
Investing in Western Enterprise



**CHARTERED
ACCOUNTANTS
IRELAND**
NORTH WEST SOCIETY

**AIDAN
MCKENNA**

**ENTERPRISE
IRELAND**



Sustain your business with our support

Chartered Accountants Ireland Webinar:
25th June 2020

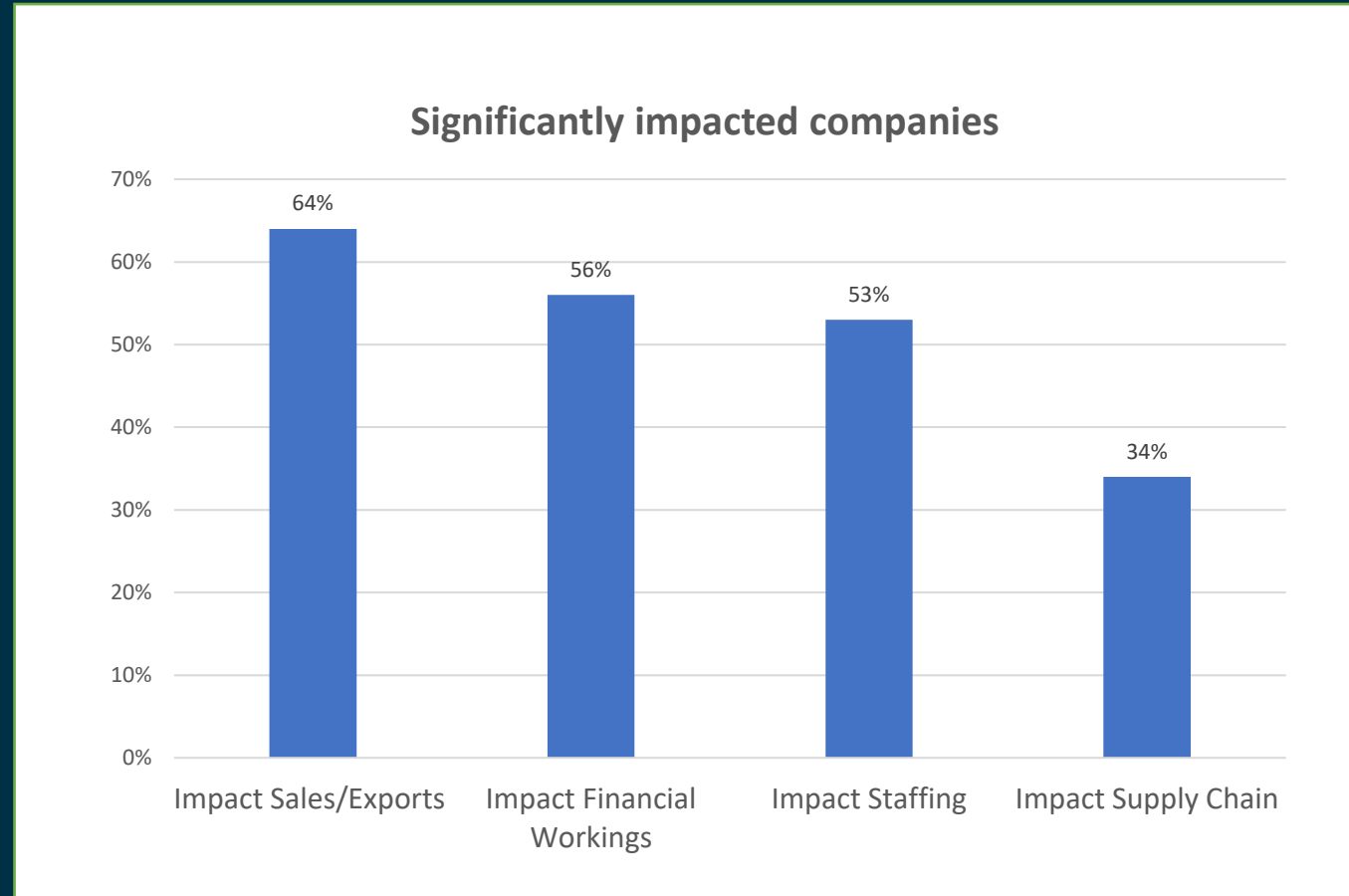
 **ENTERPRISE
IRELAND**



Agenda

- Overview & some insights
- 1 — Covid-19 Business Financial Planning Grant New Support
- 2 — Sustaining Enterprise Fund New Support
- 3 — Other Covid-19 Supports From Enterprise Ireland
- 4 — Competitiveness, Innovation & Diversification Supports
- 5 — Contacts Details for more information

Overview and some insights



Recovery Roadmap



Stabilise

Protect your business, maintain operations and retain employees.



Reset

Adapt your business, plans and operations to new conditions.



Recover

Restart innovation and capitalise on early demand as the recovery develops.



Availing of Covid-19 Business Supports

New Covid-19 emergency funding supports have been introduced by the Government to support businesses through this unprecedented global situation. These include a new €180m Sustaining Enterprise Fund.

In order to avail of these Covid-19 supports, companies must demonstrate that they have suffered or are projected to suffer a reduction in actual or projected turnover or profit, or a significant increase in costs. This is a prerequisite for any funding application for Covid-19 supports.

There are a number of steps companies must take in order to access these Covid-19 supports. Our recommended approach for companies is as follows:

Step 1: Prepare a Business Sustainment Plan

Step 2: Apply to the Strategic Banking Corporation of Ireland (SBCI)

€450m Covid-19 Working Capital Loan

€200m Future Growth Loan Schemes

Step 3: Apply for the Sustaining Enterprise Fund from Enterprise Ireland

Availing of Covid-19 SBCI supports

The SBCI has several financial supports available to eligible SMEs and small midcaps (up to 499 employees) and are provided through the financial institutions AIB, Bank of Ireland and Ulster Bank. These supports include the €450m Covid-19 Working Capital Loan and €200m Future Growth Loan Schemes. The loans can be used for working capital or medium term funding requirements, to fund innovation or to change/adapt the business to mitigate the impact of Covid-19.

Who can apply?

Viable micro, small and medium-sized enterprises (SMEs) and small midcaps (up to 499 employees) enterprises that meet the eligibility criteria.

The fund is not open to enterprises operating in the primary agriculture and/or aquaculture sectors, or companies in financial difficulty (excluding cashflow pressures caused by Covid-19 impact).

In addition, the enterprise must meet Covid-19 requirements – i.e. the business is impacted by the Covid-19 virus resulting in business turnover/profitability being negatively impacted by a minimum of 15%.

Available from Strategic Banking Corporation of Ireland.

For more information visit sbci.gov.ie

Covid-19 Working Capital Loan Scheme

- + Loan amounts of between €25,000 to €1.5m per eligible enterprise
- + Maximum interest rate of 4%
- + Loan terms ranging from 1 year to 3 years
- + Unsecured loans up to €500,000
- + Optional interest-only repayments may be available at the start of the loan.

Stabilise



1 Covid-19 Business Financial Planning Grant – **NEW**





Covid-19 Business Financial Planning Grant – **NEW**

- + Worth up to €5,000
- + Enables companies retain approved financial consultants to prepare a financial plan to secure the company in the short to medium term.

The financial plan will:

- + Help the company to understand its immediate financial position, secure the finance it requires to survive and provide a framework to sustain the business
- + Ensure that the company has a framework to identify and manage its costs and gaps in funding.

Covid-19 Business Financial Planning Grant

- + 100% funding of up to €5,000 to access an approved financial consultant
- + Open to all Enterprise Ireland clients and companies employing 10 or more full-time employees in the manufacturing and internationally traded services sector
- + Online application.



Stabilise



2 Sustaining Enterprise Fund – **NEW**





Sustaining Enterprise Fund – **NEW**

- + The purpose of this fund is to sustain companies who have been impacted by a 15% or greater reduction in actual or projected turnover or profit, and/or a have significant increase in costs as a result of the COVID-19 outbreak.
- + Businesses qualifying under this EU supported scheme will be offered a repayable advance of up to €800,000.

This €180m Fund is open to eligible companies which:

- + Employ 10 or more full-time employees
- + Companies must have applied for and been unable to raise sufficient funding from a financial institution including where appropriate through the SBCI Working Capital Loan Scheme





Sustaining Enterprise Fund – **NEW**

- + The Sustaining Enterprise Fund will be used to support the implementation of a **Business Sustainment Plan** which must be provided by the company outlining the eventual stabilisation of the business and a return to viability. Funding will be in the form of repayable advances
- + Funding to be repaid subject to the project objectives being achieved
- + An annual administration fee of 4%.

The advance payment to be repaid as follows:

- + 3-year grace period
- + Repayment by the end of year 5, on successful achievement of the project objective.



Reset



3 Other Covid-19 Supports From Enterprise Ireland





Other Covid-19 Supports From Enterprise Ireland

+ **LEAN BUSINESS CONTINUITY VOUCHER — NEW**

The voucher will support enterprises to identify and implement measures needed to ensure they can continue to operate safely to provide critical goods and services.

+ **STRATEGIC CONSULTANCY GRANT**

The grant funds the hiring of a strategic consultant to support the development and/or the implementation of new strategic initiatives to facilitate business growth.

+ **COVID-19 ACT ON SUPPORTS**

The Act On Initiative offers advice, support and access to external consultants on, strategic sourcing and transport and logistics.

+ **KEY MANAGER SUPPORT**

Provides partial funding towards the recruitment of a full or part-time manager with critical skills to support the business and future growth.





Other Covid-19 Supports From Enterprise Ireland

+ **THE BUSINESS PROCESS IMPROVEMENT GRANT**

The grant can be used to support short to medium term company projects that improve efficiencies and business process improvements. Specific E-marketing support is also available through this grant to develop and enhance your company's capability to use the internet as an effective channel for business development.

+ **ONLINE RETAIL SCHEME**

The Online Retail Scheme is a grant for retail companies with greater than 10 employees to develop a more competitive online offer. This competitive call has a fund of €2 million. Successful applicants will receive financial support of up to 80% of project costs, with a maximum grant of €40,000.

For the more information contact:

retail@enterprise-ireland.com

Ph: +353 1 727 2166





Other Covid-19 Supports From Enterprise Ireland

+ **RAPID RESPONSE RESEARCH AND INNOVATION FUNDING**

The programme is designed to help mitigate the Covid-19 pandemic and has been developed by the Government's Research & innovation agencies including Enterprise Ireland, Science Foundation Ireland, IDA, the Health Research Board and the Irish Research Council.

sfi.ie/funding



Agenda

- Overview & some insights
- 1 — Covid-19 Business Financial Planning Grant **New Support**
- 2 — Sustaining Enterprise Fund **New Support**
- 3 — Other Covid-19 Supports From Enterprise Ireland
- 4 — Competitiveness, Innovation & Diversification Supports**
- 5 — Contacts Details for more information**

Thank You.

+ For further information, contact your Development Advisor or contact the Covid-19 Business Response Unit at businessresponse@enterprise-ireland.com

Learn more at enterprise-ireland.com

Enterprise Ireland is the government organisation responsible for the development and growth of Irish enterprises in world markets. We work in partnership with Irish enterprises to help them start, grow, innovate and win export sales in global markets. In this way, we support sustainable economic growth, regional development and secure employment.





**CHARTERED
ACCOUNTANTS
IRELAND**
NORTH WEST SOCIETY

**JOHN
MADIGAN
&
ARIANNA
TARONI**

**STRATEGIC
BANKING
CORPORATION
OF IRELAND**

Strategic Banking Corporation of Ireland

Chartered Accountants – Webinar

John Madigan, Head of Marketing and Research
Arianna Taroni, Assistant Manager

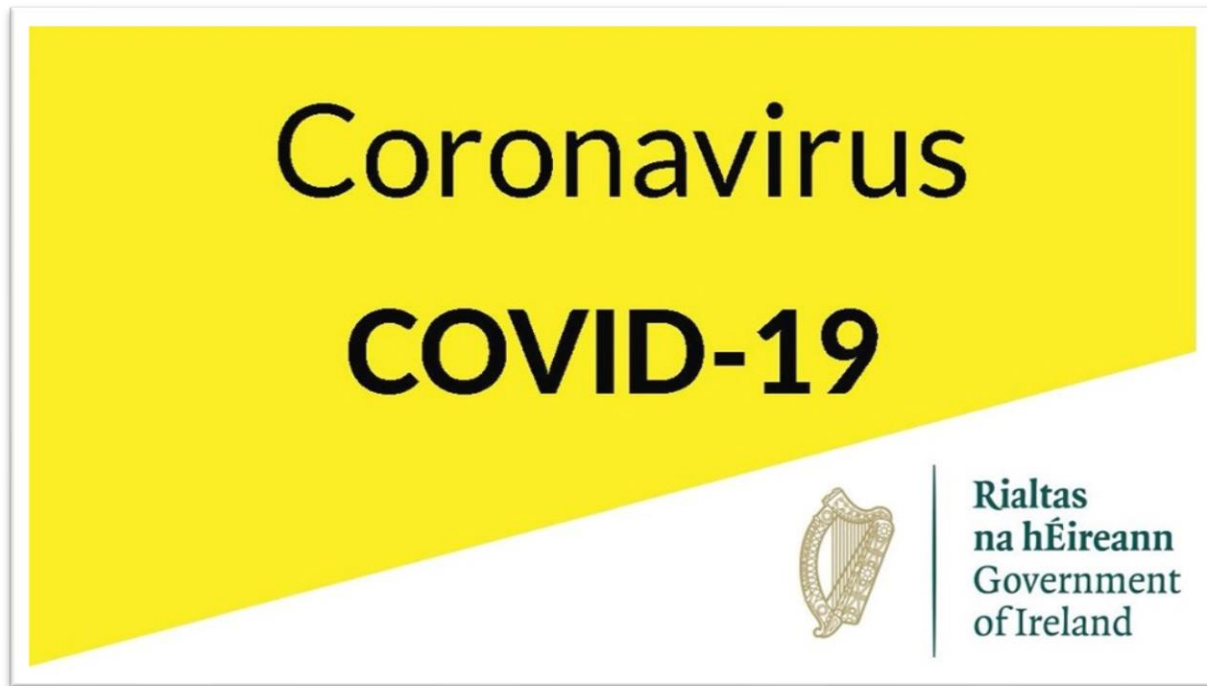
25th June 2020

Main topics

- SBCI Covid-19 Working Capital Scheme
- Key features of the Covid-19 Scheme and Application process
- Other funding supports available to Irish businesses through the SBCI



Covid-19 Business Supports



On the 23rd of March the SBCI has brought to the market the **“Covid-19 Working Capital Loan Scheme”**.

The Scheme aims to help Irish businesses **protect from and react to the Covid-19 emergency**.

Covid-19 Working Capital Loan Scheme



Here to build business.
Strategic Banking
Corporation of Ireland

ABOUT US ▼

OUR PRODUCTS ▲

OUR PARTNERS ▼

NEWS & EVENTS ▼

RESOURCES ▼

CONTACT



in



Covid-19 Loan Scheme

A scheme to fund working capital requirements or to fund innovation, change or adaptation of the business to mitigate the impact of Covid-19.



Future Growth Loan Scheme

A long-term, lower-cost loan scheme for SMEs and small mid-cap or SMEs involved in agriculture.



Brexit Loan Scheme

A scheme to fund working capital requirements or to fund innovation, change or adaptation of the business to mitigate the impact of Brexit.



Leasing and Hire Purchase

Flexible funding schemes, including leasing, hire purchase and rental schemes, for assets including cars and commercial vehicles.



Invoice Financing

A working capital facility that provides flexible finance, which can grow in line with your own sales growth.



SME Credit Guarantee Scheme (CGS)

A scheme that aims to assist viable SMEs in accessing credit, which under normal lending criteria, are unable to borrow from banks.

Covid-19 Working Capital Loan Scheme

Key features of the Scheme:

- ❑ Loan amounts of between **€25,000 to €1.5m** per eligible Applicant;
- ❑ Maximum interest rate of **4%**;
- ❑ Loan terms ranging from **1 year to 3 years**;
- ❑ Loans **unsecured up to €500,000**;
- ❑ Optional interest-only repayments may be available at the start of the loans;
- ❑ The loan amount and term is dependent on the loan purpose.

Covid-19 Working Capital Loan Scheme

Loans CAN be used for:



- Future **working capital** requirements;
- To fund **innovation, change** or **adaptation** of the business to mitigate the impact of Covid-19.

Who CAN apply:



- Viable micro, small and medium sized enterprises (**SMEs**) and **Small MidCap** enterprises that **meet the eligibility criteria** (Covid-19 criterion + 1 Innovation criteria);

[See full details [here](#)]

How to apply for the Covid-19 Scheme?

Applicants need to check the guidelines on the [SBCI website](#) to assess if the business meets the “**Eligibility Criteria**”.

If yes, complete the [Eligibility Form](#), then print, sign and return it to the SBCI via email or post.

The SBCI will assess the application and determine if the business is eligible.
Eligible applicants will be provided in writing with an **Eligibility Reference Number**.

Eligible applicants must provide this Eligibility Reference Number - along with an updated [Business Plan](#) - to their preferred finance provider (**AIB, Bank of Ireland, Ulster Bank**) when completing their credit application.

Covid-19 Scheme “Eligibility criteria”

COVID-19 Criterion

My business has been or I believe will be impacted by the Covid-19 virus resulting in business turnover/profitability being negatively impacted by a minimum of 15%.

☐

(continued)

Innovation Criteria

The breadth of impact of Covid-19 on Irish SME's suggests that most applicants to the SBCI Covid-19 Working Capital Loan Scheme will qualify through Innovation Criterion 1 below. In the event that one of the other listed Innovation Criteria is more relevant to your business, then please select as appropriate.

The definition of research and innovation is broad and encompasses not only technological innovation and research in products but also research and innovation relating to organisational, marketing and process improvements.

Innovation can also be incremental particularly in low and medium technological companies leading over time to production efficiencies, product and marketing differentiation.

Innovation Criteria (Choose **one** of the following criteria)

1. At least 80% of the Scheme Loan will be spent on research and innovation activities associated with my response to the COVID-19 challenge with the remainder on costs necessary to enable such activities.

Evidence required from applicant: The business plan given to the finance provider must reflect the details of the expenditures and activities to be undertaken.

For further info...

Do you want to know more about the scheme?

Click and check the FAQs section on the [Covid-19 Scheme web page](#)



AND

Have a look at the COVID-19 Scheme animated explainer video!

<https://youtu.be/MIfS1p2Ozu0>

Businesses' Engagement around the Scheme

	Total*
Applications received	3,150
Eligibility codes issued	2,836
Currently in process	301
Loans sanctioned	506
Value	€62,714,500

**Figures updated up to 19th June 2020*

Other funding supports to face this crisis

Credit Guarantee Scheme

- ❖ Facilities of €10,000 up to €1m;
- ❖ Terms of up to 7 years;
- ❖ Term Loans, Demand Loans and Performance Bonds.

For more info:

<https://youtu.be/-y7sz2r0ZQ4>

Brexit Loan Scheme

- ❖ Loan amounts of between €25,000 to €1.5m per eligible enterprise;
- ❖ Maximum interest rate of 4%;
- ❖ Loan terms ranging from 1 year to 3 years;
- ❖ Loans unsecured up to €500,000.

For more info:

<https://youtu.be/klrwnaeYU-8>

Coming Soon!

The Department of Business, Enterprise and Innovation has advised the **expansion of two SBCI schemes by up to €725 million.**

- **Up to €225 million** will be provided through the Covid-19 Working Capital Loan Scheme
- **Up to €500 million** will be provided through the [Future Growth Loan Scheme](#).

The SBCI is currently finalising the details.

SBCI “Take Away”

- Covid-19 Working Capital Loan Scheme
- Credit Guarantee Scheme
- Brexit Loan Scheme
- Future Growth Loan Scheme



The SBCI’s commitment is to continue developing products to deliver **effective, innovative and low-cost financial support** to Irish businesses.

Follow Us!



@SBCIreland



Strategic Banking Corporation of Ireland



Strategic Banking Corporation of Ireland - SBCI

Strategic Banking Corporation of Ireland

Treasury Dock Building, North Wall Quay
Dublin 1, D01A9T8, Ireland

E John.Madigan@sbc.gov.ie

E Arianna.Taroni@sbc.gov.ie

www.sbc.gov.ie



Strategic Banking
Corporation of Ireland

**Here to build
business.**



**CHARTERED
ACCOUNTANTS
IRELAND
NORTH WEST SOCIETY**

***ORNAGH
RYNN***

***AIB
BUSINESS
BANKING***



Financial Supports during Covid-19 & Managing Cashflow

25th June 2020

Ornagh Rynn, AIB Business Banking Northwest

Webinar for: Chartered Accountants Ireland Northwest Society

AIB Covid-19 examples of Supports for Business:



- **Up to 6 Month payment break on existing AIB loan facilities**
 - A “call me back” option on [-www.aib.ie/covid19](https://www.aib.ie/covid19)
 - Dedicated phone line (**0818 300113**)
- **Working Capital Solutions**
 - Overdraft
 - Business Credit Line
 - Prompt Pay/ Insurance Premium Finance
 - Deferral/Refund of Business Current Account Fees
- **Treasury Solutions**
 - Trade finance solutions
 - Foreign Exchange Risk Management
- **AIB Merchant Services Business Supports – contact at rrm@aibms.com**

Government Covid-19 Supports for Business

SBCI & Credit Guarantee Scheme are available through AIB



SBCI

- Covid Working Capital Loan scheme, Term 1-3 Years, Amounts of €25k up to €1.5m – (Up to €500k unsecured)
- Future Growth Loan scheme, Term 8-10 Years, Amounts of €100k up to €3m for SMEs and €50K- €3m for Agri (Up to €500k unsecured)

Credit Guarantee Scheme

- Facilities of €10,000 up to €1m
- Terms of up to 7 years
- Can be used where limited security available or if business operates in a sector or technology perceived as higher risk

Enterprise Ireland

- €180m Sustaining Enterprise Fund (SEF)
- SEF Small Business Loans up to €50k
- €5,000 Covid-19 Business Financial Planning Grant

Other Supports

- Microfinance Ireland, Business Loans up to €50k - Term 1-3 Years - Up to 6 months interest and repayment free
- LEO supports e.g. grants & training & mentoring- Restart Grant for Small Businesses, from €2000 to €10,000, Trading Online Voucher - €2.5k
- ISIF Pandemic Stabilisation & Recovery Fund - €2bn investment fund to be allocated to medium and large enterprises, Multiple investment types (e.g. debt & equity)

Cashflow Management



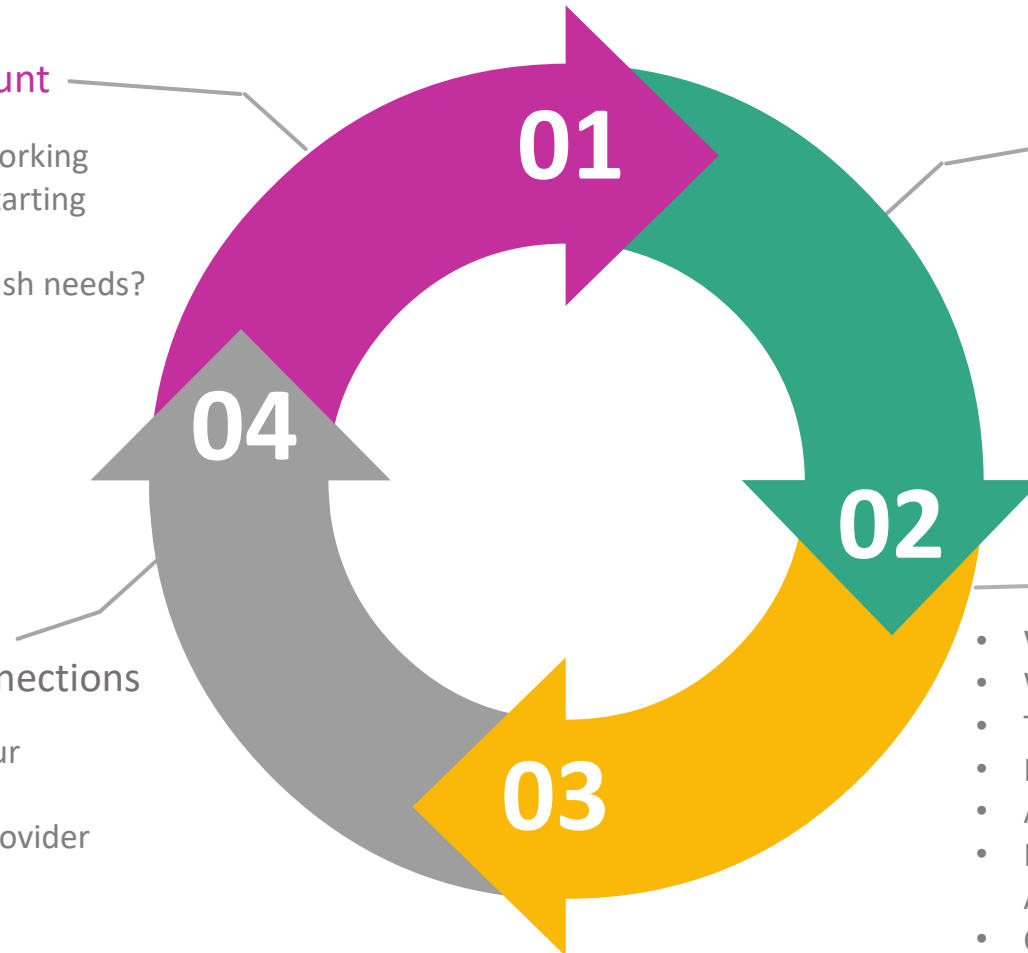
Frequently Asked Question: “I am closed, with no revenue flow, why bother with preparing a cashflow statement?”

Your Business Bank Account

- Determine what is in your working account now - this is your starting point.
- What are your immediate cash needs?

Utilise your Business Connections

- Financial Advisors – e.g. your Accountant
- Bank or Financial Service provider
- Local County Council
- Local Chamber
- Local Enterprise Office
- Membership Organisations



Prepare a Cashflow statement

- Utilise online resources for templates
- e.g. AIB's Small Business Cash Flow Planner
- Weekly & monthly for the next 6 months is key focus

Cash In & Fixed Costs v Variable Costs

- What can customers / Debtors pay you now (cash in)
- What must be paid out & covered from cash flow now
- Tightly manage stock and supplies
- Review All cost items, including 'Fixed Costs'
- Avail of Payment Breaks & other Bank supports
- Maximise your use of Government Support Packages Available
- Can credit terms be re- negotiated

Covid-19 AIB – Information & How to Contact Us



Covid-19 Customer Contacts



Important Regulatory Information.

Lending criteria, terms and conditions apply. Credit facilities are subject to repayment capacity and financial status and are not available to persons under 18 years of age. Security may be required. Allied Irish Banks, p.l.c. is regulated by the Central Bank of Ireland.

Thank You



Ornagh Rynn

Manager, AIB Business Banking – Sligo, Leitrim & Roscommon

Email: ornagh.m.rynn@aib.ie

Mobile: [086 4109 382](tel:0864109382)

Website: aib.ie/business

Eoghan Walsh

Manager, AIB Business Banking – Donegal

Christina Duffy

Manager, AIB Business Banking – Mayo



Letterkenny
Chamber
Advancing business together



Sligo
Chamber
Advancing business together



CHARTERED
ACCOUNTANTS
IRELAND
NORTH WEST SOCIETY