

Grants Update

Our Grants team is available to provide further information on the schemes included in this update and to assist with applications. If you have queries on the schemes below or if you have any other grant queries, please contact one of following:

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Employment Subsidy Scheme

The next claim dates for drawdown under the above scheme are:

First call: 8 June 2010, 5.00pm.
This claim covers the period from 22 February 2010 to 23 May 2010.

Second call: 22 September 2010, 5.00pm. This claim covers the period from 3 May 2010 to 1 August 2010.

Enterprise Ireland grants

LEAN

Enterprise Ireland has introduced a new grant scheme to encourage companies to increase business performance, productivity and competitiveness using LEAN principles. There are three different levels of support:

- **LeanStart** - provides assistance towards the cost of an external consultant to produce a short cost-reduction report. Maximum grant available is €5,000 against costs of €6,300.
- **LeanPlus** - provides assistance towards the costs of a company undertaking a more detailed business improvement project. Maximum grant available is 50% grant against costs of €75,000.
- **LeanTransform** - provides assistance to help companies undertake an extensive, holistic company transformation programme. Maximum grant available is 50% against costs in excess of €100,000.

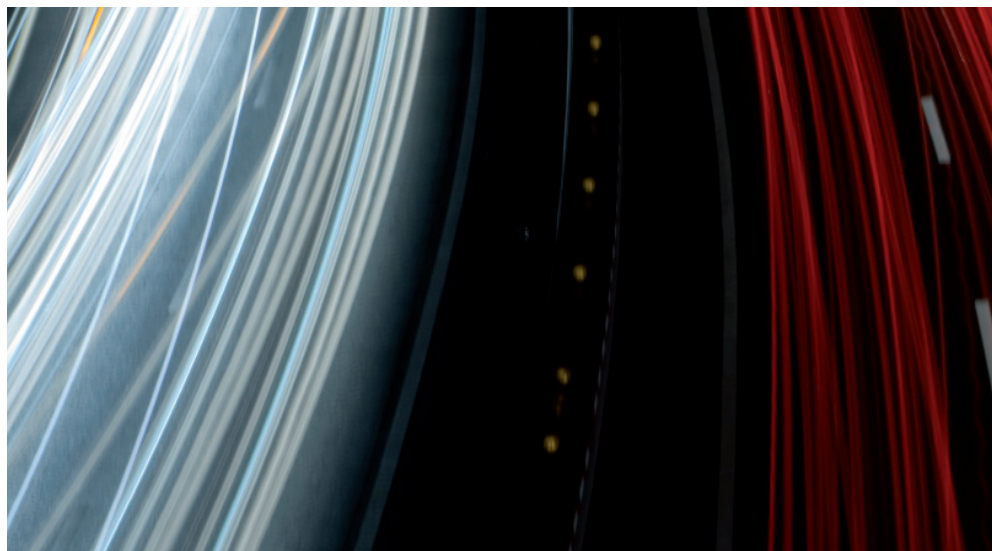
The scheme is open to companies which are involved in manufacturing or internationally traded services and which employ more than 10 people. Further details can be found on: www.enterpriseireland.com.

Going Global - next call close is 5.30pm on 16 July 2010

The Going Global scheme is open again; the current call closes on 16 July 2010. The Going Global scheme is run by Enterprise Ireland and is open to Irish owned companies involved in manufacturing or international services which employ more than 10 people. The purpose of the scheme is to help companies develop export markets. Total funding available under the scheme is €25,000 grant (€50,000 expenditure at a 50% grant rate). Further details can be found on: <http://www.enterpriseireland.com/Grow/Finance/Going+Global+Fund.htm>

Employment Subsidy Scheme (first and second calls)

Companies which were successful in securing grant funding under the Employment Subsidy Scheme should carefully note some common mistakes made by companies when submitting



claims. Incorrect claims delay payment and may result in no payment. Enterprise Ireland has issued a list of the most common mistakes made by companies.

Common mistakes made in the Director's statement include:

- Wrong dates for claim period
- Project Number not included
- Letter of offer date incorrect (the correct date to use is the date on the original signed letter of offer)
- Director's statement not dated
- Director's statement not signed
- Amount claimed entered as the total grant (it should be the grant for the current claim period – page 5 of the Offer Letter specifies the claim amount for each period).

Companies should also ensure that the tax clearance certificate which accompanies the claim is in date.

InterTrade Ireland

InterTrade Ireland is a cross border organisation which encourages cooperation and collaboration between companies and institutions in North and South Ireland. It operates a number of grant programmes aimed at increasing trade and business growth across the island of Ireland. The main grant programmes run by InterTrade Ireland are:

Innova - R&D grant

Innova provides grant assistance for Irish and foreign owned companies in North and South Ireland who are working in partnership on R&D projects. Maximum grant aid available is €175,000 at a grant rate of 25% (large companies) or 35% (small or medium sized companies). Expressions of interest must be registered

with InterTrade Ireland by 3pm on **4 June 2010**.

Fusion

The aim of Fusion is to encourage cross border collaboration between companies and universities/colleges to solve technology related development needs within a company. Assistance is available to companies based in South Ireland towards the cost of recruiting a high calibre graduate from a university/college in Northern Ireland. Joint applications must be made by the company and the selected university/college. Maximum grant available is €33,150.

Acumen

Acumen assists Irish SMEs (small to medium sized enterprises) to grow their business by developing new cross border markets within Ireland. Acumen can provide grant assistance towards:

- consultancy - to look at opportunities to increase cross border trade. Grant rate is 50% on expenditure of up to €10,000.
- sales salary support - funding towards the salary of a person to develop a cross-border market. Grant rate is 50% on expenditure of up to €37,500.
- prospector support - funding towards the cost of an appointed sales agent in the target cross border market. Grant rate is 50% on expenditure of up to €20,000.
- sales graduate programme - funding towards the cost of a graduate to research and develop a cross border market. Grant rate is 50% on expenditure of up to €28,125. Other expenses such as travel and subsistence, recruitment, training and equipment may also be grant aided.

How can PwC help?

The PwC Grants team can help you in a number of ways:

1. Grants availability
We can help you identify which grants might be applicable to your business and assist you to prepare for an initial meeting with Enterprise Ireland, IDA Ireland or any other relevant agency.
2. Grant applications
We can help you with the completion of applications for grant assistance, particularly if you are required to submit a business plan or strategy plan. We can also help you negotiate with the grant agency to ensure that the package offered is suitably structured for your company.
3. Grant payments
Once you have been awarded grants it is important that you draw down these grants on a timely, efficient basis. All grant claims must be audited – we offer a streamlined grant audit service to ensure that the grant audit does not hold up the company's claim for grant monies.
4. Grants health-check
If you have already received grants but are unclear about your grant status and the outstanding obligations or entitlements you have, we can review your existing Grant Agreements and provide a status report indicating amounts to be drawn down, outstanding obligations and action to be taken.
5. Grant repayments/clawback
In the event that your business does not go according to plan, we will advise you on how to manage any potential clawback or repayment issues that arise.

Details on the InterTrade Ireland schemes can be found on: www.intertradeireland.com

pwc.com/ie