

7<sup>th</sup> May 2020

# Coronavirus Pandemic

## Insights on Role Covid-19 Supports & Temporary Wage Subsidy Scheme

 InterTradeIreland



# OVERVIEW OF COVID-19 FINANCIAL SUPPORTS

- Temporary Wage Subsidy Scheme
- Self Employed Scheme
- SBCI COVID-19 Working Capital Scheme
- SBCI Growth Loan Scheme and SBCI Credit Guarantee Scheme
- New Irish Government €6.5m Support Package
- Enterprise Ireland Sustaining Enterprise Fund
- Microfinance Ireland COVID-19 Business Loans
- Enterprise Ireland Business Financial Planning Grant and Retail Online Scheme
- Enterprise Ireland Rescue & Restructuring Fund & Other supports
- LEO – Business Continuity Voucher and Trading Online Voucher
- InterTradeIreland Emergency Business Supports

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# POLL 1

**Have you had to cease all or part of your operations?**

*Yes or No*

# COVID-19 TEMPORARY WAGE SUBSIDY SCHEME (TWSS)

- Financial assistance for employees who are affected by Covid-19 Pandemic
- Implemented by the 2020 Emergency Measures in the Public Interest (Covid-19) Act
- Will run for 12 weeks from 26 March 2020 (i.e. to 18 June 2020)
- Administered by the Revenue Commissioners through ROS
- Paid to employee by the employer through payroll system
- Aim is to maximise staff retention, retain links between employers and employees and reduce numbers claiming Covid-19 Pandemic Unemployment Payment of €350 from DEASP (Department of Employment Affairs & Social Protection)

# COVID-19 TEMPORARY WAGE SUBSIDY SCHEME (TWSS) cont...

- Applies to employers who make top up payments to employees and those that are not in a position to do so
- Applies to employees who are still working and employees that are temporarily not working
- Unlike the furloughed scheme in UK, it is not a condition of the Scheme that the employee cannot do any work
- Tax on the subsidy payment will not be collected through payroll
- However the subsidy will be liable to income tax and USC on review at the end of the year
- Revenue will collect any tax owing in manageable amounts by reducing an individual's tax credits for a future year(s) in order to minimise any hardship

# ELIGIBLE EMPLOYER

- TWSS is available to employers across all sectors, excluding the Public Service and Non-Commercial Semi-State Sector
- Business must be experiencing a significant negative economic disruption due to the COVID-19 pandemic.
- Employers must register for TWSS via My Enquiries on ROS
- Minimum of 25% decline in turnover or customer orders
- Unable to pay normal wages and outgoings
- Retain employees on payroll
- Qualifying Employer must complete self declaration on ROS
- Revenue have confirmed that this is not a declaration of insolvency.
- It is simply a declaration that as a result of Covid-19 Pandemic and based on reasonable projections, there will be a decline of at least 25% in the future turnover or customers orders
- When TWSS was first introduction concerns were raised that the declaration required by employers was tantamount to saying they are insolvent with the implication that company directors are effectively fraudulently or recklessly trading

# EMPLOYER ELIGIBILITY & SUPPORTING PROOFS FOR TWSS

- Revenue have provided specific guidance in relation to Employer Eligibility & Supporting Proofs for TWSS
- **Reduction in Turnover or Customer Orders**
  - 25% decline in sales will be readily apparent for some business that have had to completely close their premises e.g. hairdressers
  - Reduction expected in Q2 of 2020
  - Test can be applied at the level of the company or at the level of individual Business Divisions, if company is formally structured into individual Business Divisions

# EMPLOYER ELIGIBILITY & SUPPORTING PROOFS FOR TWSS

## cont...

- **Examples:**

1. For retail businesses such as pub - at least 25% reduction in overall sales
2. For businesses that operate by way of bookings such as hotels - at least 25% reduction in bookings
3. For transport service providers - at least 25% reduction in online bookings for passenger journeys or 25% reduction in passenger journeys
4. For service providers such as call centres - at least 25% reduction in call services provided, where calls have not been diverted elsewhere
5. For energy suppliers - at least 25% reduction in energy consumed
6. For businesses involved in servicing equip - at least 25% reduction in the number of service visits or service jobs completed

# EMPLOYER ELIGIBILITY & SUPPORTING PROOFS FOR TWSS

## cont...

- Revenue has confirmed that in instances where turnover or customer orders do not adequately demonstrate the significant negative economic disruption experienced by the business, an alternative “reasonable basis” can be applied
- The starting position is that neither the turnover test nor the reduction in customer orders test is capable of being applied to the business in question. It is not sufficient that the business does not meet either of these tests.
- Contact Revenue if you wish to use an alternative basis to turnover and customer orders test



# EMPLOYER ELIGIBILITY & SUPPORTING PROOFS FOR TWSS

## cont...

- **Cash Reserves**
  - Revenue received many queries about the impact of cash reserves on employer eligibility and updated their guidance last week
  - In essence, the presence of cash reserves will not result in an employer being ineligible for the scheme
  - The Government expect businesses with strong cash reserves to pay a significant proportion of employees' wages and should not be wholly reliant on the State to pay their staff.
  - Consideration should be given to all cash reserves including from investment sources



# EMPLOYER ELIGIBILITY & SUPPORTING PROOFS FOR TWSS cont...

- **Verification Checks**
  - No proofs of qualification required to be submitted to Revenue at this time
  - Eligibility will initially be determined on a self-assessment basis
  - Revenue will carry out verification checks on a risk based approach
  - Revenue confirmed they will be fair, reasonable & pragmatic when dealing with verification checks

# ELIGIBLE EMPLOYEE

- Must be on payroll as at 29 February 2020
- Included in payroll submission made to Revenue in the period from 1 February 2020 to 15 March 2020.
- On 24 April Revenue announced that it will allow certain employers who hadn't fulfilled their PAYE reporting obligations for February 2020 by 15 March 2020, to access the scheme
- Revenue has allowed such employers access the Scheme provided:
  - The employees were included on the payroll on 29 February
  - The February 2020 payroll submission was submitted to Revenue before 1 April
  - Payroll Submissions for all previous months were submitted to Revenue before 15 March



# ELIGIBLE EMPLOYEE

- Employees previously laid off due to the Covid-19 pandemic can be re-hired and, provided they meet the eligibility conditions, will also qualify for the TWSS
- Applies to directors if they are paid through payroll and are included in the relevant payroll submissions
- Applies to non-resident employees who are exercising an Irish contract of employment in RoI
- From 16 April, the scheme has been extended to include employees with a pre-Covid-19 annual salary of €76K, and with a post-Covid-19 annual salary below €76K. A tiered arrangement will apply to those employees with a maximum subsidy payment of €350.
- From 4 May there is an increase in TWSS payment for low earners, with previous average net weekly pay of €412 or less. The subsidy will increase from 70% to 85% in a bid to keep more part-time workers on payroll. There was anecdotal evidence that some part-time and low paid staff were not working because they could earn more from the Covid-19 Pandemic Unemployment Payment

# RATES FROM 4 MAY 2020

## PAY DATE ON OR AFTER 4 MAY 2020

1	Average net pay up to €412 per week	<p>Wage subsidy will be increased from 70% to 85% of the employee's calculated average net weekly pay.</p> <p>Employee's with average net weekly pay less than €350, employers may pay a top-up in excess of the outstanding 15% of previous pay in order to bring the employee's pay to €350 per week.</p> <p>An employee with an average net weekly pay of between €350 - €412 can only be topped up by the remaining 15%.</p> <p>Top-up pay will continue to be subject to income tax and USC, but not employee PRSI.</p>
2	Average net pay between €412 and €500 per week	A flat net rate of €350 payable for these employees. (Net amount, you have to recalculate into a Gross figure. All employees in 2021 will subsequently be taxed on this grant)
3	Average net pay between €500 and €586 per week. 70% up to €410	<p>No change to the subsidy for these employees.</p> <p>Any amount paid in excess of Average Net pay will reduce the subsidy euro for euro</p>

# RATES FROM 4 MAY 2020

## PAY DATE ON OR AFTER 4 MAY 2020

4

Average net pay in excess of €586 per week up to €960

Will depend on the top-up payment that is made by the employer.

Gross Amount paid by the Employer	Subsidy
Up to 60% of employee's previous average net weekly pay	Up to €350 per week
Between 60% and 80% of employee's previous average net weekly pay	Up to €205 per week
Over 80% of employee's previous average net weekly pay	No Subsidy

Gross pay plus subsidy should continue not to exceed the Average Net pay – otherwise the euro for euro clawback

Employees who are not in receipt of a top up payment from their employer will continue to receive the subsidy of €350.

# RATES FROM 4 MAY 2020

## PAY DATE ON OR AFTER 4 MAY 2020

5

From 16<sup>th</sup> April average net pre-Covid-19 salary greater than €76,000 (€960 weekly net pay) but their gross post-Covid salary has fallen below €76,000

Earning over €960 net per week are now eligible for the scheme if they have taken a pay cut due to Covid-19 placing them below the €960 threshold. The tiered arrangement outlined under Point 3 in the previous table will apply to those employees.

To calculate the level of subsidy payment, current gross pay will be compared with previous average net weekly pay for January/February.

Note, Gross Top up pay plus the subsidy payment should continue not to exceed €960 net per week. For example, if an employer paid an employee €590 as a gross top up payment, and this was 60% or less of their average net weekly pay for January/February, a subsidy of €350 would apply and the employee would therefore receive €940.

# TIPS

- Keep up to date - Revenue are frequently issuing updated guidance on TWSS
- Employees concerned about tax bill in relation to TWSS and PAYE refunds received during operation of TWSS can change cumulative basis to Week 1/Month 1 basis of taxation via My Account on Revenue.ie
- Retain records and documents which provide evidence of the negative impact of Covid-19 on your business e.g. submissions to financial institution to negotiate relief measures

## **POLL 2**

**What percentage of staff, if any, have you claimed the  
Temporary Wage Subsidy Scheme for?**

# COVID-19 PANDEMIC UNEMPLOYMENT PAYMENT SCHEME

- Available to employees who have lost their job due to Covid-19
- Also available to self-employed individuals whose trading income has ceased due to Covid-19
- Paid directly by Department of Employment Affairs & Social Protection (DEASP)
- Flat rate of €350 per week regardless of pre-Covid-19 income
- Must be aged between 18 and 66
- Must Live in ROI
- Unlike the TWSS which applies to non-resident employees
- If a cross border or frontier worker is made wholly/fully unemployed they should claim unemployment benefits from the country where they are resident.
- Example
  - A cross border worker living in Ireland, who worked in Northern Ireland and lost their job due to Covid-19 can claim Covid-19 Pandemic Unemployment Payment in Ireland

# CROSS BORDER EXAMPLE

## Background

- NI resident worker
- Working in Dublin
- Single
- Aged 28
- Average net weekly pay: €580
- Laid off due to Covid-19 Pandemic

## Rol

- Not entitled to Rol Covid-19 Pandemic Unemployment Payment of €350 per week, as not Rol resident
- **Note:** If employer operated TWSS instead of lay off
- NI resident worker would be entitled to 70% subsidy - €406 per week (less than cap of €412 per week)

# CROSS BORDER EXAMPLE Cont...

## NI

- Entitled to Universal Credit in Northern Ireland
- **£323.22 per month**
- On basis following conditions are met:
  - Aged 18 or over
  - Under State Pension age
  - Not in full time education or training
  - Does not have savings over £16,000

## Conclusion

- NI Universal Credit of £323.22 per month substantially less than RoI Pandemic Unemployment Payment of €350 per week
- Under long standing EU regulations, unemployment benefits must be claimed in state of residence

# ILLNESS BENEFIT FOR COVID-19 ABSENCES

- Enhanced Payment of €350 per week for workers told to self-isolate by a doctor or the HSE
- There is no 6 day waiting period before payment
- Compares favourably to the normal rate for illness benefit of €203 after 6 days of illness
- Available for both employees and the self-employed who
  - are a possible source of infection or
  - have been diagnosed with Covid-19
  - confined to their home or a medical facility
  - absent from work
- Paid for up to 2 weeks where self-isolating due to being a possible source of infection
- Paid for up to 10 weeks where self-isolating due to Covid-19 diagnosis

# SHORT TIME WORK SUPPORT

- The Short-Time Work Support payment is a form of Jobseekers Benefit
- Provides an income support payment for employees that have been temporarily placed on a shorter working week i.e. now working 3 days per week or less, having previously worked on full time basis
- Employee must be under 66 years of age
- Employee must be capable of work and be available for full-time work
- There are PRSI contribution requirements
- The rate depends on your average weekly earnings
- For example, if you are placed on a 3 day work pattern having previously worked 5 days, you may be entitled to up €81.20 for the 2 days you are no longer working
- Short Time Work Support is not taxable income

# NEW IRISH GOVERNMENT €6.5bn SUPPORT PACKAGE

Irish Government announced at the weekend an additional funding package of €6.5 billion which includes:

- A €10,000 restart grant for micro and small businesses based on a rates/waiver rebate from 2019,
- A €2 billion Pandemic Stabilisation and Recovery Fund within the Ireland Strategic Investment Fund (ISIF), which will make capital available to medium and large enterprises on commercial terms,
- A €2 billion COVID-19 Credit Guarantee Scheme to support lending to SMEs for terms ranging from three months to six years, which will be below market interest rates,
- The ‘warehousing’ of tax liabilities for a period of twelve months after recommencement of trading during which time there will be no debt enforcement action taken by Revenue and no interest charge accruing in respect of the warehoused debt,
- The waiving of commercial rates for a three-month period beginning on 27 March for businesses that have been forced to close due to public health requirements,
- Provision of a Restart Fund for micro and small businesses of €250 million for micro and small enterprises,
- A commitment to local authorities to make up the rates shortfall so that local authorities can continue to provide full services to the public.

# IRELAND STRATEGIC INVESTMENT FUND (ISIF) – PANDEMIC STABILISATION AND RECOVERY FUND

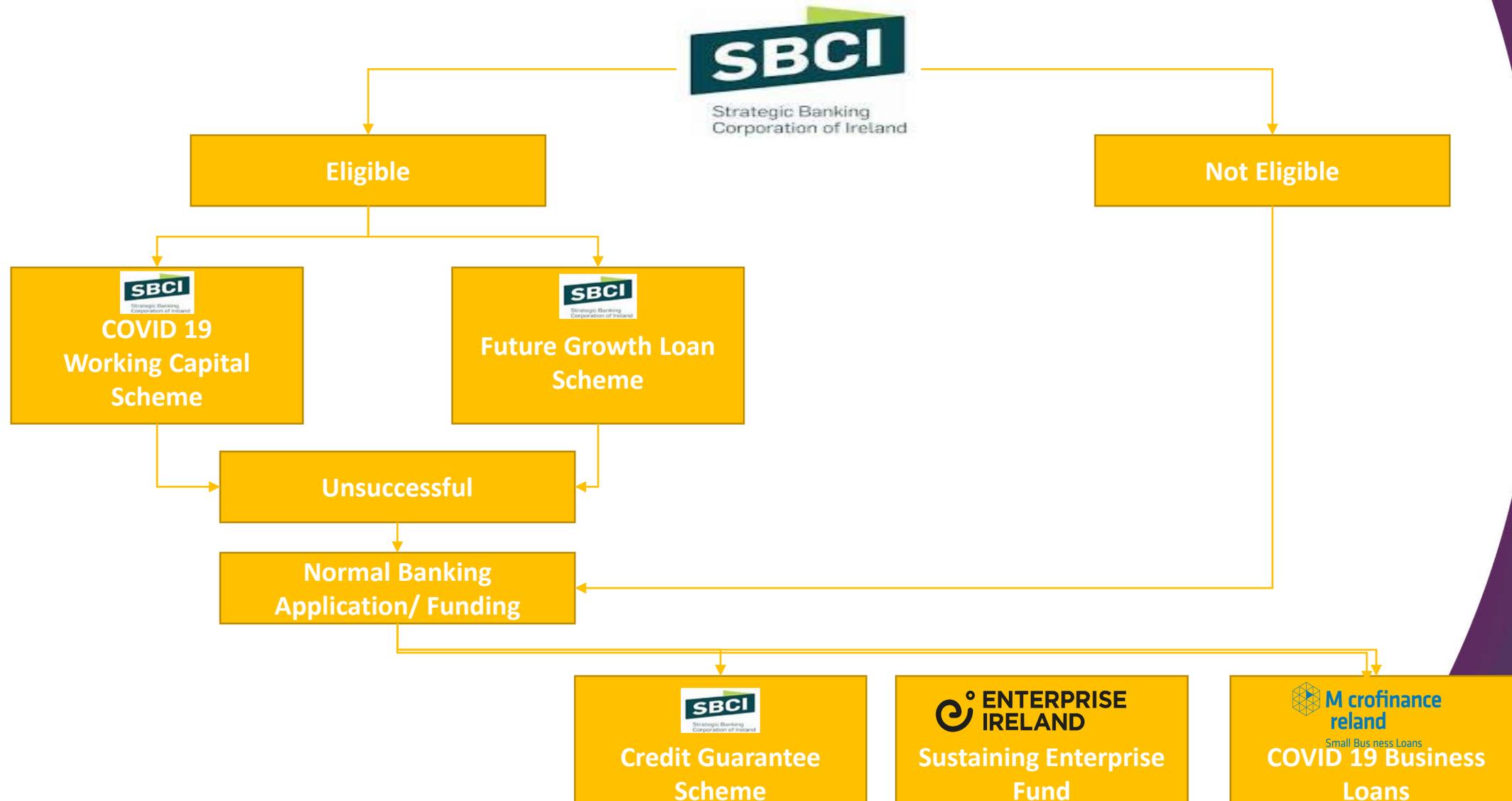
- €2 Billion in total capital will be made available through a fund operated by the ISIF
- Investment will focus on commercially viable companies employing more than 250 employees or with turnover in excess of €50 million
- All business sectors will be considered.
- Investment will be via a range of instruments including equity, debt and other hybrid instruments and will be complementary to other government agency supports
- Further details available at [www.isif.ie](http://www.isif.ie)

## POLL 3

**Have you been able to access any government grants?**

*Yes or No*

# RAISING FINANCE / WHERE SHOULD I START?



# WORKING CAPITAL SCHEME

ELIGIBILITY OVERVIEW	FEATURES	PURPOSE	WHERE TO APPLY	BENEFITS AND OBSERVATIONS
<ul style="list-style-type: none"> <li>• Less than 250 employees</li> <li>• Revenue &lt; €50m / &lt; €43m Balance Sheet</li> <li>• Business must be viable</li> <li>• Normal Bank lending requirements apply</li> </ul>	<ul style="list-style-type: none"> <li>• €25k to €1.5m</li> <li>• Maximum Interest rate of 4%</li> <li>• Term 1-3 years - depending on purpose of loan</li> <li>• 80% guarantee provided to SBCI</li> <li>• Unsecured up to 500k</li> <li>• Interest only option maybe available at the outset for an agreed period of time - depending on application and need</li> </ul>	<ul style="list-style-type: none"> <li>• Working capital</li> <li>• Fund Innovation, change or adaption of business to mitigate Covid 19</li> <li>• Cannot be used to refinance</li> </ul>	<ul style="list-style-type: none"> <li>• SBCI Website initially for eligibility criteria</li> <li>• Once eligibility certificate is received, apply to:               <ul style="list-style-type: none"> <li>• AIB</li> <li>• Ulster Bank</li> <li>• Bank of Ireland</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Apply to SBCI to meet eligibility criteria</li> <li>• Two main criteria our clients have used are:               <ol style="list-style-type: none"> <li>1. They have spent a minimum of 10% of operating costs on Innovation in one of the last 3 years (Verified by Accountant)</li> <li>2. 80% of the loan will be spent on R&amp;D activities</li> </ol> </li> <li>• Clients initially have been wary of No 2</li> <li>• Pillar banks signs off on the innovation at No 2 and we have found them to be very practical about what could work</li> <li>• Low Interest Rate and 500k unsecured with 80% Guarantee provided by SBCI to Pillar banks</li> <li>• Submit a full business plan, only application, short business plan template, Statement of Affairs, up to date financials and financial projections</li> <li>• Decision within 14 days or shorter</li> </ul>

# WORKING CAPITAL SCHEME INNOVATION CASE STUDY

## EXAMPLES

**1:** Service/Training Business closed, requires working capital in order to continue to pay wages to some staff, meet bills etc. Business has now no income whatsoever and are assuming won't open again until later in the year.

**Innovation:** Reorganisation of staff working processes to avoid infection is eligible

**2:** Services/ Manufacturers – reorganising employees into teams to limit the contamination effect of one/two people becoming infected which is limiting efficiency and output giving rise to increased working capital needs.

**Innovation:** Reorganisation of staff working processes to avoid infection is eligible

**3:** Retail - increased working capital requirements as the shops adapt to increased demand – including increasing staff costs due to longer hours and payments to staff unable to work.

**Innovation:** Adapting the shop layout

**4:** Haulage – change in client mix e.g. haulier now moving goods for a clothing manufacturer who is now making medical garments – this change in debtors is impacting on working capital.

**Innovation:** Have changed to a new market

# WORKING CAPITAL SCHEME INNOVATION CASE STUDY

## EXAMPLES

**5:** Business changing suppliers from Covid impacted countries impacting creditor days and working capital – this change is eligible

**Innovation:** Change in suppliers/market is eligible

**6:** Restaurants – conversion of business to fresh produce shop or other service e.g. delivery of cooked meals.

**Innovation:** Change of business is eligible

**7:** Closure of otherwise viable pubs/restaurants for a period of 3 to 6 months. Overall costs reduced significantly but critical payments are being maintained. Expectation business will return to normal and profitable trading position

**Innovation:** Changing processes/Business Model to cope with Covid 19 is considered eligible

# FUTURE GROWTH LOAN SCHEME

ELIGIBILITY OVERVIEW	FEATURES	PURPOSE	WHERE TO APPLY	BENEFITS AND OBSERVATIONS
<ul style="list-style-type: none"> <li>• Less than 250 employees</li> <li>• Revenue &lt; €50m / &lt; €43m Balance Sheet</li> <li>• Business must be viable</li> <li>• Normal Bank lending requirements apply</li> </ul>	<ul style="list-style-type: none"> <li>• €100k to €3m</li> <li>• Variable interest rate of 4.5%, &lt;€250k and &amp; 3.5% &gt;=€250k</li> <li>• Term 8-10 years - depending on purpose of loan,</li> <li>• 80% guarantee provided by SBCI (underwritten by European Investment Fund)</li> <li>• Unsecured up to €500k</li> <li>• Interest only option maybe available at the outset for an agreed period of time - depending on application and need</li> </ul>	<ul style="list-style-type: none"> <li>• Machinery or Equipment</li> <li>• R&amp;D</li> <li>• Business Expansion</li> <li>• Premises improvement</li> <li>• Process Innovation</li> <li>• People and /or systems</li> <li>• Loans for long term investment</li> </ul>	<ul style="list-style-type: none"> <li>• SBCI Website initially for eligibility criteria</li> <li>• Once eligibility certificate is received, apply to:               <ul style="list-style-type: none"> <li>• AIB</li> <li>• Ulster Bank</li> <li>• Bank of Ireland</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Apply to SBCI to meet eligibility criteria</li> <li>• Business plan must be provided</li> <li>• Open to business in Agri Sector</li> <li>• Low interest rate and 500k unsecured with 80% guarantee provided by SBCI</li> <li>• Longer repayment term allows more flexibility for business</li> </ul>

# SBCI CREDIT GUARANTEE SCHEME

ELIGIBILITY OVERVIEW	FEATURES	PURPOSE	WHERE TO APPLY	BENEFITS AND OBSERVATIONS
<ul style="list-style-type: none"> <li>• Less than 250 employees</li> <li>• Revenue &lt;€50 million/ &lt;43 m Balance Sheet</li> <li>• No eligibility process</li> <li>• Businesses should approach their banks about the scheme and then the banks take it from there.</li> </ul>	<ul style="list-style-type: none"> <li>• €10k to €1 million</li> <li>• SME Lending Rates (Plus 0.5%)</li> <li>• 80% Guaranteed</li> <li>• Term up to 7 years</li> <li>• Loan facilities can be term loans, demand loans or performance bonds</li> </ul>	<ul style="list-style-type: none"> <li>• Working Capital</li> <li>• Support change or adaptation of business as a result of Covid 19</li> </ul>	<ul style="list-style-type: none"> <li>• Details on SBCI website</li> <li>• But need to apply directly via:               <ul style="list-style-type: none"> <li>• AIB</li> <li>• Ulster Bank</li> <li>• Bank of Ireland</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Assists viable SMEs, which under normal lending criteria are unable to borrow from their bank, in accessing credit.</li> <li>• Useful for businesses with inadequate collateral and for business in novel or higher risk sector</li> <li>• Irish Govt in process of extending funds available under this loan.</li> <li>• 80% Guaranteed</li> </ul>

# SUSTAINING ENTERPRISE FUND

ELIGIBILITY OVERVIEW	FEATURES	PURPOSE	WHERE TO APPLY	BENEFITS AND OBSERVATIONS
<ul style="list-style-type: none"> <li>• Manufacturing and Internationally traded service companies</li> <li>• Employees &gt; 10</li> <li>• 15% reduction in actual or projected turnover or profit and /or</li> <li>• Significant increase in costs</li> <li>• For SMEs - applied for finance through SBCI schemes</li> <li>• Large companies - applied for finance through appropriate financial institutions</li> <li>• Must be financially viable on 31 December 2019</li> </ul>	<ul style="list-style-type: none"> <li>• Repayable loan up to €800k</li> <li>• Annual Administration fee of 4%</li> <li>• 3 year grace period on repayments</li> <li>• Repayment by the end of year 5 - on successful achievement of the project objective</li> </ul>	<ul style="list-style-type: none"> <li>• Provide capital to assist with stabilising and rebuilding eligible business</li> <li>• Helps to develop a business sustainability plan.</li> <li>• Aid for Enterprises unable to raise sufficient funding</li> </ul>	<ul style="list-style-type: none"> <li>• Contact Development Advisor or email <a href="mailto:businessresponse@enterprise-Ireland.com">businessresponse@enterprise-Ireland.com</a></li> </ul>	<ul style="list-style-type: none"> <li>• Need to have applied for support from financial institutions</li> <li>• Details business plan required showing clear need for funding</li> <li>• Identify sources of additional funding to fully implement the project</li> <li>• A good option for companies that perhaps cant get fully funded through the SBCI or normal banking schemes</li> </ul>

# MICROFINANCE IRELAND / COVID-19 LOAN SCHEME

ELIGIBILITY OVERVIEW	FEATURES	PURPOSE	WHERE TO APPLY	BENEFITS AND OBSERVATIONS
<ul style="list-style-type: none"><li>• &lt; 10 FT employees</li><li>• Revenue &lt; €2m</li><li>• Having difficulties / cant avail of finance from financial institutions</li><li>• 15% reduction in actual or projected turnover of profit</li></ul>	<ul style="list-style-type: none"><li>• €5-€50k loans</li><li>• 4.5% APR for applications through LEO and 5.5% for applications Direct</li><li>• Up to 3 year term</li><li>• No repayment for 6 months (Capital &amp; interest)</li></ul>	<ul style="list-style-type: none"><li>• Support Small businesses through impact of Covid-19</li></ul>	<ul style="list-style-type: none"><li>• Apply through LEO for lower interest rate or register directly Microfinance</li></ul>	<ul style="list-style-type: none"><li>• To apply you will need:<ul style="list-style-type: none"><li>• Application form</li><li>• Business plan</li><li>• Cashflow forecasts</li><li>• 6 months bank statements</li><li>• Central Credit Register Report</li><li>• Aged Debtors and Creditor reports along with details of preferential creditors</li></ul></li></ul>

## POLL 4

**Have you prepared your emergency cash flow and business continuity plan?**

*Yes or No*

## POLL 5

**Have you access additional bank support?**

*Yes or No*

# EI FINANCIAL GRANTS & SUPPORTS AVAILABLE

Enterprise Ireland (EI) has released a number of new supports to help businesses through the ongoing Covid-19 Crisis. These include:

- Covid-19 Business Financial Planning Grant
- Covid-19 Retail Online Scheme
- Rescue & Restructuring Fund
- Innovation
- Diversification
- Competitiveness
- Other

# EI FINANCIAL GRANTS & SUPPORTS AVAILABLE cont...

- **Covid 19 Business Financial Planning Grant**

- €5,000 in funding for internationally trading companies to access an approved financial consultant.
- Designed to help companies to develop a strong financial plan, including the preparation of documentation required to support applications for external finance.

- **Covid 19 Retail Online Scheme**

- 80% Grants ranging from €10,000 to €40,000 will be awarded under a competitive tender scheme.
- Must be an Irish-owned retail enterprise that has 10 or more employees, have an existing online presence and has the potential to create jobs, generate growth in online transactions and with an ambition to internationalise their business in future.

# EI FINANCIAL GRANTS & SUPPORTS AVAILABLE Cont...

- **Rescue & Restructuring Fund**

- New Scheme, Announced in Budget 2020, available to viable but vulnerable firms that need to restructure or transform their business.
- There will be two supports available falling under temporary restructuring support in the form of loans and restructuring aid in the form of equity investment.
- Between €100k and €3 million available per company. More details to come from EI.

- **Innovation** – A range of innovation supports available depending on the project and size of the company with up to 50% support available from €10k up to €650k:

- Agile Innovation Fund
- Business Innovation Funding
- R&D Funding

# EI FINANCIAL GRANTS & SUPPORTS AVAILABLE Cont...

- **Diversification** – Range of supports available to help companies explore and enter new markets with up to 50% support available:
  - Market Discovery Fund
  - Grad Start
  - Strategic Marketing Review
- **Competitiveness** – wide range of supports available including substantial funding to integrate lean methodologies and to upgrade capex up to €250k:
  - Operational Excellence Offer
  - Lean Business Funding
  - Capital Investment Initiative

# EI FINANCIAL GRANTS & SUPPORTS AVAILABLE Cont...

- **Other**

- 50% Strategic consultancy grant (€35k max grant) towards hiring a consultant for grant
- 50% support up to €100k of salary cost for Key Manager Support Grants
- Up to €2,500 Lean Continuity Voucher available to help identify measures needed to ensure companies can continue to operate safely to provide critical goods and services
- Covid-19 Act On Initiative which offers advice, support and access to external consultants on strategic sourcing and transport and logistics.
- 50% support up to €50k for a business process improvement grant which includes e-marketing
- Enterprise Ireland has designed an online learning platform – <https://eilearn.ie> – for sharing best practices and up to date content on growing your business.
- A Rapid Response Research & Innovation programme to help mitigate the Covid-19 pandemic 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. Find out more here: [www.sfi.ie/funding](http://www.sfi.ie/funding).

# LOCAL ENTERPRISE OFFICES (LEOs)

There are a wide range of supports launched by the Local Enterprise Office for companies that don't fall under the EI company requirements. Applications are made through your Local Enterprise Offices:

- **Business Continuity Voucher**
  - Grant for €2,500 in third party consultancy costs to develop short / long term strategies
  - Aimed at informing decisions in companies to protect staff and sales
- **LEO – Trading Online Scheme Voucher**
  - Designed to assist small businesses with support of up to €2,500 along with training and advice to help trade online.
  - The grant is available to cover 90% of the costs of an online initiative.
- **Other LEO Supports available**
  - Lean for Micro - consultancy support with a LEAN Expert which can be used for projects including implementing new remote working and physical distancing guidelines
  - Mentoring – a free service offered under the Local Enterprise Office Mentor Programme
  - Training & Webinars – free programmes which can be booked online or through your LEO. See LEO website for full list.

# LOCAL ENTERPRISE OFFICES

In addition to the previous mentioned supports the Local Enterprise Offices have the following existing supports available. These grants are available to companies who:

- Located and operating within the LEO geographic area
- A business, which, on growth, will have the capacity to progress to the Enterprise Ireland portfolio
- A business employing up to 10 employees
- A manufacturing or internationally traded service business

# LOCAL ENTERPRISE OFFICES

- **Feasibility Study Grants**
  - Grant of up to €15k available to assist with researching market demand for a product or service and examining its sustainability.
- **Priming Grants**
  - Is a business start-up grant of up to €150k, available to micro enterprises within the first 18 months of start-up. Eligible expenditure includes capex, salary costs, consultancy/marketing costs, general overhead costs.
- **Business Expansion Grants**
  - Funds of up to €150k available designed to assist a business in its growth phase after the initial 18 month start-up period. Eligible expenditure includes capex, salary costs, consultancy/marketing costs, general overhead costs.
- **Technical Assistance for Micro Exporters (TAME)**
  - This grant of up to €2.5k enables companies to explore and develop new market opportunities including market research and exhibiting at trade fairs.

# INTERTRADEIRELAND EMERGENCY BUSINESS SUPPORTS

InterTradeIreland have made available emergency funding to ensure businesses can avail of essential support to respond to the COVID-19 pandemic.

## 1. E-Merge

**£2500/€2800 fully funded consultancy support & advice to help your business develop online sales & ecommerce solutions including:**

E-Marketing- How to promote and sell online

Website updates/ design

Promotion through social media

SEO optimisation

Identification of sectoral e-markets

Advice on online payment systems/ retail/ billing/ security

## 2. Emergency Business Solutions

**£2000/€2250 fully funded consultancy support & advice to address key business challenges in areas such as:**

Guidance and direction to relevant government supports and help in applying where feasible

Emergency Cash flow, People, Supply Chain

Completion of lending applications for loan supports

HR and People related issues



# INTERTRADEIRELAND EMERGENCY BUSINESS SUPPORTS

## **Who can avail of this support:**

InterTradeIreland have extended this support with applications invited from SMEs from the manufacturing and tradeable service sector registered on the island of Ireland (North or South)

No previous involvement with ITI is required

To qualify, businesses must:

1. Trade cross border on the island of Ireland, i.e. have customers or suppliers in the opposite jurisdiction from where they are based
2. Have a satisfactory trading history (min 18 months and established turnover
3. Have the capacity to deliver the project
4. Have less than 250 employees and annual turnover of less than £40m

To apply for the Emergency Business Solutions support the application form can be found here:

<https://www.surveymonkey.co.uk/r/GMPCJKC>

To apply for the E-Merge Programme the application form can be found here:

<https://www.surveymonkey.co.uk/r/DT2M56K>

Availability is limited, it is recommended that you apply early to secure support from ITI.

# OTHER REVENUE / GOVERNMENT SUPPORTS

- Deferment of VAT & PAYE payments – No interest will be charged, and no enforcement action taken by the authorities on late payments of VAT & PAYE. However, companies are still asked to submit their returns on time
- The VAT rates for the supply of personal protective equipment, ventilators and other medical products have been reduced to zero temporarily.
- There will be no surcharge on the late submission of a CT return for period ended 30 June 2019 onwards.
- Close Company Surcharge on undistributed investment income deadline has been extended by extra 9 months from the current filing date of companies
- RCT Rate Review due to take place in March 2020 by the Revenue has been suspended

# OTHER REVENUE / GOVERNMENT SUPPORTS

- R&D Tax Credits (25%) will be refunded early this year on submission of Company's Corporation Tax Return along with any prior year claims still due to be refunded.
- Benefit in Kind rules for company vehicles have been relaxed.
- The CRO have made changes to the filing of annual returns. Once your B1 is raised online before its due date the company has until the 30th of June to submit all to the CRO.
- The Department of Children alongside the Revenue Employee support will reimburse childcare employers by 30% of their pre Covid 19 Staff Costs along with providing funding to meet ongoing staff costs where needed.

## **POLL 6**

**What percentage, if any, do you expect turnover to fall by  
in 2020?**

# DISCLAIMER

We have made every effort to ensure that the information provided in this seminar is accurate, but we cannot accept responsibility for the consequences of any action you take in reliance on its contents. If following the seminar you have any matters which you would like to discuss, please contact Feargal McCormack at [f.mccormack@pkffpm.com](mailto:f.mccormack@pkffpm.com)



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