

# 1(G) Enterprise and R&D - Productive Investment

## 1(G.1) Research and Development Services/Facilities

### KTI

KTI is a purpose built technology-rich enterprise incubation and research complex, located in Killarney. The centre provides a range of different sized business incubation units. These units are fully serviced and provide an ideal location for technology driven enterprises and innovative R&D projects.

KTI provides access to extensive research facilities and technical expertise through the Centre's links with the Institute of Technology, Tralee.

Facilities Include:

- 10,000 sq. ft. of incubation space for technology related businesses.
- 9 self-contained units 400 to 2,000 sq. ft.
- Central services area.
- ISDN and Eircom fiber optic link.
- Extensive research support services.
- Institute of Technology Tralee, outreach centre on-site.

Ideally suited for:

- Technology based enterprise start-ups
- Technology led and innovative expansion of existing companies
- R&D projects in existing industry
- Technology related graduate enterprise projects

*KTI project is funded and supported by: Kerry Co Council, Killarney Town Council. LEADER II programme of South Kerry Development Partnership Ltd. Enterprise Ireland, Kerry County Enterprise Board, KTI Killarney Ltd, Eircom, Pretty Polly, Killarney Trust, FÁS, Killarney Chamber of Commerce and ITT (Institute of Technology Tralee).*

### Kerry Technology Park

The aim of Kerry Technology Park, located on the outskirts of Tralee, is to position North Kerry as a leading investment location for modern, high-tech industry in Ireland. It will provide world-class infrastructure and facilities to attract overseas and indigenous technology-based companies serving the rapidly expanding information/digital age markets.

Kerry Technology Park (KTP) is an initiative of Shannon Development in partnership with the Institute of Technology Tralee with the support of IDA Ireland, Kerry County Council and Tralee Town Council.

Characterized by prestigious, high technology buildings set in an easily accessible landscaped parkland, it meets the needs of technology and knowledge intensive industries locating in the southwest region of Ireland.

KTP provides a high quality business environment, the availability of the most up to date telecommunications facilities, a good supply of highly skilled labour, flexible accommodation options, close linkages with local education and research centres, and the presence of a strong enterprise culture. It's advanced telecommunications infrastructure and on site connections to national and international markets gives clients immediate access to the global marketplace. It has paved the way for a new quality world class environment in Tralee and has repositioned the area in terms of enterprise infrastructure.

Facilities at KTP include:

- On-line business information centre
- Meeting and conference room facilities
- Video conferencing facilities
- Reception and secretarial services
- Shared, low cost Internet access
- Internet Services
- PABX Facilities

Enterprise House, which occupies a prime site within the park, is a 'state of the art' business incubation facility, designed to support high potential businesses through the start-up phase. It's primary objective - to act as a mechanism for stimulating and supporting the creation and growth of such enterprises, is achieved through -

- The provision of state of the art business incubation facilities, I.C.T. infrastructure and a range of client support services on-site.
- Optimizing the impact of resources at the Institute of Technology, Tralee.
- Close co-operation with The Innovation Centre at the National Technological Park, Limerick in the provision entrepreneurship and business development programmes.
- Participation in new and existing regional, national and international works.

**Total area of KTP: 114 acres**

**College campus area: 64 acres**

**Business/Enterprise area: 50 acres**

**Project total cost of long - term plan for park £35m**

**Total projected employment at KTP by year 2007: 1000**

**Business space to be provided in Phase 160,000 sq. ft.**

**Total business space in Park at full potential: 450,000 ft.**

### **Kerry Innovation Centre**

Kerry Innovation Centre located at the South Campus of the ITT is a co-operative venture between the Institute of Technology Tralee, Shannon Development, Enterprise Ireland, Tralee Chamber of Commerce and Enterprise and Tralee Vocation Committee. KIC works to assist in the creation of new small businesses, with resultant new employment, by the provision of a comprehensive range of business development and growth programme services, facilities, supports and business incubator units to entrepreneurs.

Established to facilitate the research and developmental stage of innovative enterprises, by providing subsidised incubation units, Kerry Innovation Centre stimulates entrepreneurship in the Kerry area leading to the creation of new business activities. The centre consists of five small enterprise units, which are designed to accommodate and support projects of a technological nature during start up and early development phases. Projects are encouraged to utilise the resources and facilities available at the ITT.

The core objectives of KIC include:

- Stimulates entrepreneurship in the Kerry area by active encouragement of research projects in manufacturing and international service sectors which can benefit from the strengths and facilities of the ITT.
- Maintains a strong relationship with existing manufacturing industries in Kerry.
- Maintains a strong relationship with the ITT to encourage R&D directly and to encourage involvement with other R&D projects in the centre.
- Provides services, including training, tutoring in business planning and services, management, marketing and financial assistance and the procurement of technology for the benefit of entrepreneurs intending to create businesses in the local Kerry area.

### Institute of Technology Tralee

ITT plays a key role in promoting and developing enterprise in the region with its links to Kerry Innovation Centre, Kerry Technology Park and Killarney Technology Innovation (KTI). ITT co-ordinates the **Graduate Enterprise Programme** for Kerry and is instrumental in the development of campus companies in co-operation with Shannon Development.

**New North Campus and Kerry Technology Park** - September 2001, ITT's new North Campus opened its doors to students of Business Studies, Information Technology, Hotel Catering and Tourism Studies. Adjacent to Kerry Technology Park, ITT will strengthen its links with Shannon Development and Industry to facilitate closer networking of the academic and business communities, which will provide a major impetus to research initiatives in the Institute.

Services to Industry... ITT provides a comprehensive range of services to business including:

- Continuing Professional and Personal Development Programme
- IT training - Microsoft Authorised Academic Training Partner
- Customised in-company or on-campus training
- Language Training and Translation
- Research Applied, Basic and Strategic
- New Product Development
- Technical and Business Mentoring
- Consultancy - Market Research, feasibility study
- Access to Current Information Services
- Campus Companies - Kerry Innovation Centre
- Graduate Enterprise Programme

### **Kerry Soft - Connecting People and Technology in Kerry**

Kerrysoft ([www.kerrysoft.com](http://www.kerrysoft.com)) is a dynamic, independent, industry-led network. Launched in November, 2000 with the active support of Shannon Development, ITT, Enterprise Ireland and other agencies, the primary objective of Kerrysoft is to facilitate the rapid growth of the information technology sector in Kerry, through the creation of a network linking companies using technology and their partners in support organisations.

Kerrysoft.com features a comprehensive database of members, the technologies they use, recruitment opportunities and links to support organisations, infrastructure and future events. Kerrysoft acts as a catalyst to enable existing and new generation entrepreneurs to deliver on their dreams. The branding of Kerry as IT rich will provide a comfort zone of alternative employment for potential candidates making the decision to relocate here and a resource to local firms and those attempting to attract key skilled employees to the locality.

Kerrysoft has had advice and assistance from its Shannon based counterpart Shannonsoft. Shannonsoft has had a powerful impact on the development of IT businesses in the area and can take credit for the successful attraction and development of many technology firms there. The objectives of Kerrysoft are to effect similar success in Kerry.

Kerrysoft will be a dynamic source of information on:

- Kerry Technology Companies
- Locally based companies evolving into e-business
- New technology start-ups
- Kerry as an attractive location to work and live

This shared resource will create an environment, which is start-up friendly and where shared experiences can help streamline the development of existing businesses in the digital world. For potential employees or entrepreneurs locating in Kerry, this network will be an independent point of reference. Kerrysoft is a self-sustaining and non-profit making organisation.

## 1(G.2) Enterprise development

### GVA (Gross Value added)

**Table 16 (Table 32 of Kerry Atlas)**

**Gross Value Added per capita for Co. Kerry, Co. Cork when the Ireland average = 100 (note 1)**

| Year | Co. Kerry<br>(note 2) | Co. Cork<br>(note 2) | Ireland<br>(note 3) |
|------|-----------------------|----------------------|---------------------|
| 1991 | 67.2                  | 113.4                | 100.0               |
| 1992 | 68.6                  | 116.0                | 100.0               |
| 1993 | 71.2                  | 120.8                | 100.0               |
| 1994 | 68.5                  | 115.5                | 100.0               |
| 1995 | 69.0                  | 117.0                | 100.0               |
| 1996 | 67.8                  | 114.1                | 100.0               |
| 1997 | 68.8                  | 116.2                | 100.0               |

Note 1: Gross Value Added is an indicator of output and is not a measure of the income or wealth of the residents of that region.

Note 2: The GVA for Co. Kerry and Co. Cork was based on one figure published for each county by the CSO for 1995 and that the figures for 1991 to 1997 can be calculated by using the same proportion of the South West region as 1995

Note 3: Figures only available rounded off to the nearest 1.0

Source: Central Statistics Office. Website: [www.cso.ie](http://www.cso.ie)

**Table 17 (Table 33 of Kerry Atlas)**

**Gross Value Added per capita for Co. Kerry, Co. Cork and Ireland when the European Union average = 100 (note 1)**

| Year | Co. Kerry<br>(note 2) | Co. Cork<br>(note 2) | Ireland<br>(note 3) | European Union |
|------|-----------------------|----------------------|---------------------|----------------|
| 1991 | 51.1                  | 86.2                 | 76.0                | 100.0          |
| 1992 | 54.4                  | 91.6                 | 79.0                | 100.0          |
| 1993 | 58.7                  | 99.2                 | 82.0                | 100.0          |
| 1994 | 62.2                  | 105.1                | 91.0                | 100.0          |
| 1995 | 66.2                  | 107.5                | 96.0                | 100.0          |
| 1996 | 65.7                  | 110.6                | 97.0                | 100.0          |
| 1997 | 71.6                  | 120.8                | 104.0               | 100.0          |

Note 1: Gross Value Added is an indicator of output and is not a measure of the income or wealth of the residents of that region.

Note 2: The GVA for Co. Kerry and Co. Cork was based on one figure published for each county by the CSO for 1995 and that the figures for 1991 to 1997 can be calculated by using the same proportion of the South West region as 1995

Note 3: Figures only available rounded off to the nearest 1.0

Source: Central Statistics Office. Website: [www.cso.ie](http://www.cso.ie)

When Co. Kerry is disaggregated from its region a very different GVA pattern emerges. This data set shows that Co. Cork is doing significantly better than Co. Kerry and is completely masking the performance of Co. Kerry within the South West Region. From 1991 to 1999 Co. Kerry's GVA scores are well below the national average, where as Co. Cork scores well above the national average throughout.

On a base of 100 representing Ireland, Cork scores 116.2 and Kerry scores 68.8 in 1997. In 1995 GVA for Kerry was 69.0 and 117.0 for Cork.

| INDUSTRY 1998         |          |
|-----------------------|----------|
| Number of Enterprises | 126      |
| Persons employed      | 5,141    |
| Industrial Input      | 646,752  |
| Industrial Input      | £432,939 |
| Net Output            | £213,813 |
| Wages and Salaries    | £74,656  |
| (Source: CSO)         |          |

*In 1997 the average wage per industrial worker derived from industrial local unit census indicated that workers in County Kerry earned £12,650 per annum (whilst workers in the South and East Region were, on average, taking home £15,182 per annum).*

## 1(G.3) Development Agencies

### Agency Assisted Companies

There are:

26 foreign owned companies assisted by IDA.

37 indigenous companies assisted by Shannon Development.

61 indigenous companies assisted by Enterprise Ireland.

496 projects assisted by County Enterprise Board.

9 large companies by Údarás and over 109 small enterprise projects between 1998 and 1999.

(See Appendix for lists)

### Enterprise Development Agencies

There are 12 enterprise development agencies operating in the County:

- IDA
- Shannon Development
- Enterprise Ireland
- Údarás na Gaeltachta
- Kerry County Enterprise Board
- Tuatha Chiarraí, Partnership Trá Lí, South Kerry Development Partnership, IRD Duhallow, North Kerry Together Ltd, Sliabh Luachra ADM, Meitheal Forbartha na Gaeltachta.

In addition, the Department of Social, Community and Family Affairs also operates some enterprise initiatives.

### IDA

The IDA works on a regional basis. South Kerry is under their South West administration, based in Industry House, Rossa Avenue, Bishopstown, Cork.

North Kerry is under the Mid West region, based in the Innovation Centre, National Technology Park, Plassey, Limerick.

- Supports
  - The IDA provides grant aid to overseas companies with a substantial company base outside Ireland. They don't fund Irish enterprises or foreign start-ups.

- IDA Property in Kerry

Land Owned

Killarney .522 Hectares

Killorglin .82 Hectares

Annascaul .47 Hectares

Enterprise units in Killarney and Caherciveen, IDA industrial estate.

Source: IDA

## Shannon Development

The key objective of Shannon Development in the development of industry is the maximisation of the job potential through strengthening indigenous industry and attracting inward investment.

Shannon Development is responsible for the development of indigenous industry in North Kerry.

- **SUPPORTS**

The new start-ups supported by Shannon Development are usually 'High Potential Start-Ups'. There are manufacturing/international service companies, which generally match the following criteria:

- High Growth Market
- Turnover > 750k within 3 years
- Min. 10 employees within 3 years
- Significant growth capacity beyond 3 years.

- **PROPERTY IN NORTH KERRY**

### Building Space

Listowel:

20,000 sq. ft - occupied (Shannon development property)

16,682 sq. ft- BES building - vacant

Monavalley, Tralee:

41,966 sq. ft. - Shannon development Property - all occupied

### Land in Kerry

Listowel 8.0 acres

Kerry Technology Park 49.5 acres

Ballylongford 605.0 acres

Source: Shannon Development

See Appendix 4 for list of companies supported by Shannon Development.

## Enterprise Ireland

Enterprise Ireland is a national organisation charged with assisting the development of Irish enterprise and whose priority it is to assist growth-orientated companies in the process of business development, internationalisation and innovation. Enterprise Ireland's clients consist of:

1. Existing medium to large indigenous manufacturing industry (employing more than ten people).
2. Existing indigenous internationally traded services with the potential to employ more than ten people.
3. Existing overseas and natural resource based industries.
4. High potential start up companies and those with significant export potential in any of the above categories.

Enterprise Ireland is responsible for the development of indigenous industry in South Kerry - it's clients are typically those who have the potential of employing ten or more.

The challenges posed to Enterprise Ireland include creating profitable new businesses, building a share of international markets, harnessing new technologies, deepening research and development capability, as well as building people skills and capabilities. Overall, its aim is 'to work in partnership with client companies to develop a sustainable competitive advantage, leading to a significant increase in profitable sales, exports and employment' (Enterprise Ireland 2001).

The regional centre for the South West Region is situated in Cork, the Kerry office is located in Killarney.

### Údarás

Údarás na Gaeltachta is a state-sponsored body whose remit is that of industrial development in the gaeltacht regions through the creation of sustainable jobs and attracting investment, and the encouragement and preservation of the Irish language. As well as providing supports to existing enterprises, it also works in co-operation with local communities and organisations. The responsible Government Department is the Department of Arts, Heritage, Gaeltacht and the Islands.

Údarás na Gaeltachta makes a substantial investment in training throughout the gaeltacht, particularly for the professional sector. It also provides a range of services and facilities, several of which are of particular relevance to young people.

Funding similar projects to Shannon Development, Enterprise Ireland and County Enterprise Board.

Property owned by Údarás see appendix 5

### Kerry County Enterprise Board

Kerry County Enterprise Board supports small enterprise projects, throughout Co. Kerry except areas covered by Údarás.

#### Supports

- Employment Grant  
An employment grant may be payable towards the cost of providing new full-time and /or part-time jobs. A maximum grant of £5,000 per employee for 10 employees.
- The County Enterprise Board provides enterprise support, advice, business planning advice, mentoring, management development courses and after care service.
- Ineligible projects:
  1. Projects involving primary agricultural production
  2. Conference and seminars
  3. Projects which are contrary to public policy
  4. Projects which would cause displacement of existing jobs and businesses
  5. Retail outlets and professional services (including consultancies)
  6. Projects with investment costs in excess of £100,000
  7. Manufacturing projects with employees in excess of 10 people

Source: Kerry County Enterprise Board.

## LEADER II Programmes

Four separate companies administer Leader funding under the LEADER II Programme:

- **Tuatha Chiarraí which covers North and East Kerry.**
- **South Kerry Development Partnership covers South Kerry, parts of the Iveragh Peninsula.**
- **IRD Duhallow part of east Kerry along Cork border.**
- **Meitheal Forbartha na Gaeltachta covers West Kerry.**

LEADER funding supports small enterprise, rural tourism, crafts, forestry and fishing.

## ADM

Area Development Management companies are as follows:

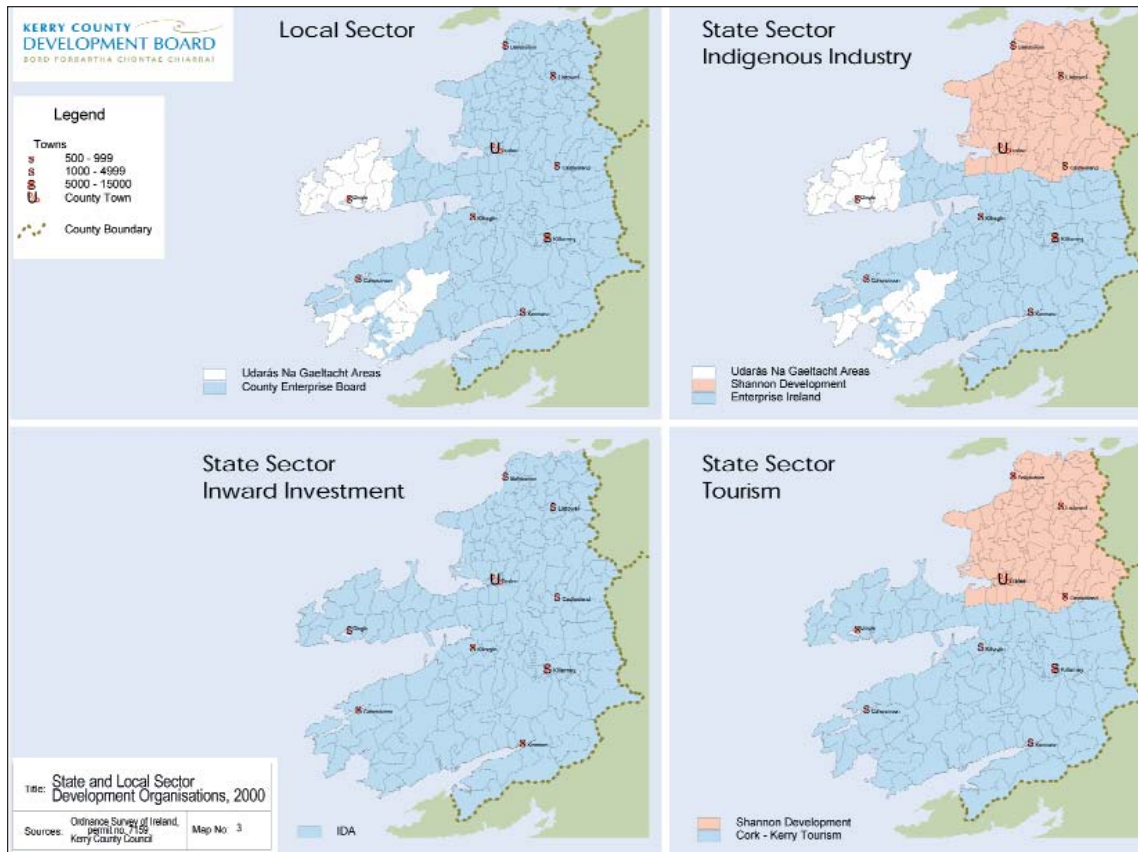
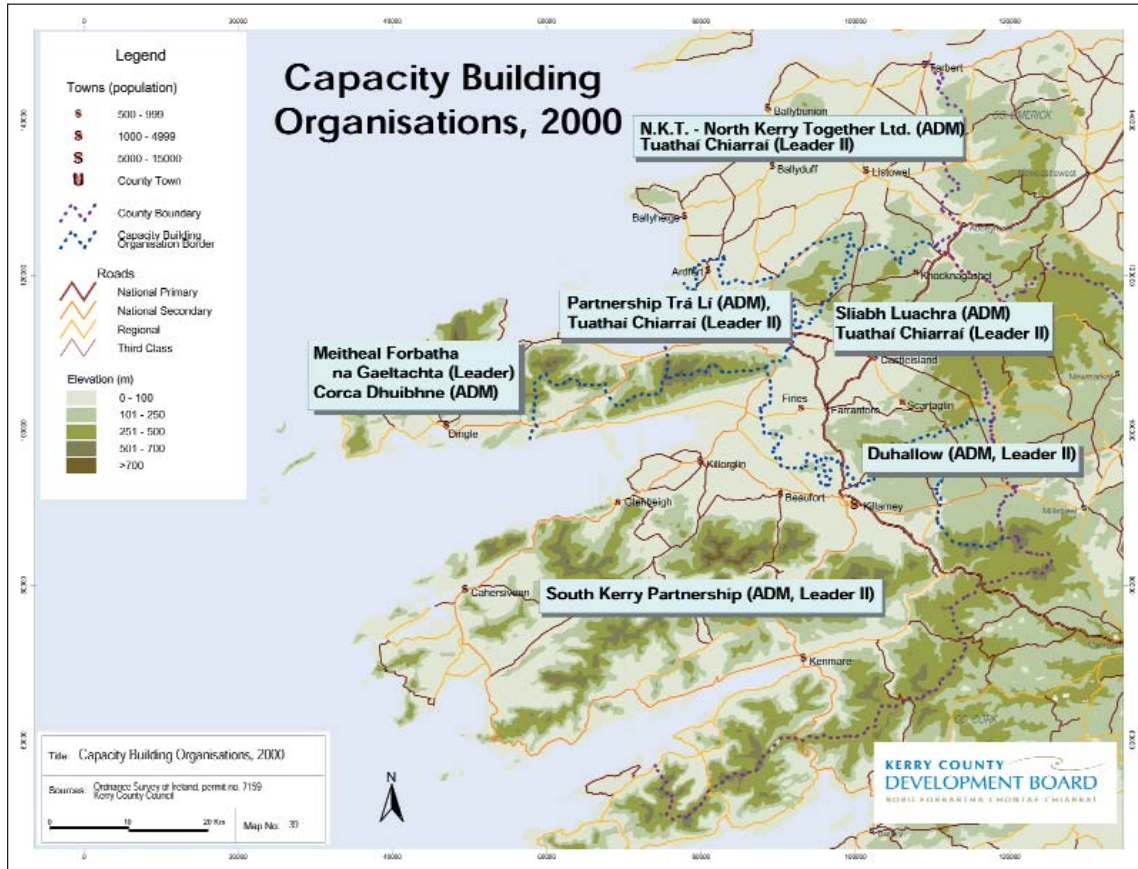
- **North Kerry Together Ltd. - Covering North Kerry - Listowel baronies region.**
- **Partnership Trá Lí operating in Tralee.**
- **Sliabh Luachra ADM - East Kerry.**
- **Meitheal Forbartha na Gaeltachta (Corca Duibhne) - West Kerry, Part of Iveragh Peninsula and Castle in Camp.**
- **South Kerry Development Partnership Ltd. - South Kerry.**

ADM fund micro enterprise and community enterprise.

All ADM funded community groups and partnerships operate a budget for enterprise development. They support both micro-enterprise and community enterprise through small capital grants, enterprise training and mentoring. Their target groups being the disadvantaged in their local community. Grant aid = 65% of total cost (maximum level depends on the criteria set down by the individual group).

## Capacity Building

Local Development companies since inception have had a significant impact in empowering communities and individuals in accessing training and employment.



## 1(G.4) Development Agency Summary

| AGENCY   | BRIEF DESCRIPTION  | GEOGRAPHICAL AREA  |
|--|--|--|
| <b>IDA</b><br>'high potential start-ups'   | Provides support for overseas companies only, but not foreign start-up   | <b>All Kerry</b><br>North Kerry - through Limerick office<br>South Kerry - through Cork office   |
| <b>Shannon Development</b><br>'high potential start-ups'<br>Usually manufacturing/<br>international services | Responsible for development of indigenous industry.<br>High potential start-ups.<br>Min. 10 employees with 3 years   | <b>North Kerry Electoral Area</b><br>Kerry Technology Park, Tralee.                              |
| <b>Enterprise Ireland</b><br>Similar to Shannon Development  | Responsible for development of indigenous industry in South Kerry.<br>High potential start-ups similar to Shannon Development in North Kerry.  | <b>South Kerry</b><br>52 High Street, Killarney, Co. Kerry.                                      |
| <b>Údarás</b><br>Similar to Shannon Development,<br>Enterprise Ireland and<br>County Enterprise Board        | Responsible for development of indigenous industry in gaeltacht areas of Kerry.<br>'High potential start-ups'.<br>Also cover promoter similar to County Enterprise Board.  | <b>Gaeltacht Areas</b><br>Sráid an Doirín, An Daingean,<br>Co. Chiarraí.                         |
| <b>County Enterprise Board</b>   | Responsible for development and support of small enterprise projects throughout the county.  | <b>All Kerry except gaeltacht areas</b><br>Main Office at Manor West Centre,<br>Rathass, Tralee. |
| <b>Tuatha Chiarraí</b>   | Responsible for local development of small enterprise, rural tourism, crafts, forestry and fishing.  | <b>Covers North and East Kerry</b><br>Offices in Tralee, Castleisland, Listowel                  |
| <b>South Kerry Development Partnership Ltd.</b>  | Responsible for local development of small enterprise, rural tourism, crafts, forestry and fishing.<br>Also operate ADM* Programme.<br>Responsible for micro-business - unemployed to self-employed and community business. Also operates AAE**. | <b>South Kerry</b><br>Offices in:<br>- Caherciveen<br>- Killorglin<br>- Killarney                |
| <b>IRD Duhallow</b>  | Similar to SKDP***. Operates both programmes ADM and LEADER.   | <b>Part of Kerry.</b><br><b>East of Kerry along Cork border.</b><br>Office in Newmarket          |

|  |  |   |
|--|--|---|
| <b>Partnership Trá Lí</b>                                  | <ul style="list-style-type: none"> <li>• Micro and Community Enterprise</li> <li>• AEA (Area Enterprise Allowance)</li> </ul>                        | <b>Tralee and Environs</b><br>Office in Tralee  |
| <b>North Kerry Together Ltd.</b>                           | ADM <ul style="list-style-type: none"> <li>• Micro &amp; Community Enterprise</li> <li>• AEA (SCFA****)</li> </ul>                                   | <b>Listowel and Listowel Baronies Region</b><br>Office in Listowel                      |
| <b>Sliabh Luachra ADM</b>                                  | ADM <ul style="list-style-type: none"> <li>• Micro enterprise</li> <li>• Community enterprise</li> </ul> AEA (SCFA)                                  | <b>East Kerry</b><br>Office: Island Centre, Castleisland                                |
| <b>Meitheal Forbartha na Gaeltachta (Chomhar Dhuibhne)</b> | ADM <ul style="list-style-type: none"> <li>• Micro enterprise</li> <li>• Community enterprise</li> </ul> AEA (SCFA)                                  | <b>West Kerry, part of Iveragh and Castle in Camp</b><br>Office in Ballyferriter/Dingle |
| <b>Meitheal Forbartha na Gaeltachta</b>                    | Operates LEADER similar to Tuatha Chiarraí and ADM Programme. ADM through Chomhar Dhuibhne.  | <b>West Kerry</b><br>Office in Ballyferriter/Dingle                                     |
| <b>Social Community &amp; Family Affairs</b>               | Operates AEA, administered by partnerships in Tralee and South Kerry. However, in North Kerry and East and West Kerry, SCFA administers it directly. | <b>All Kerry</b><br>Head Office in Tralee.  |

\*ADM - Area Development Management.

\*\*AAE - Area Allowance Enterprise.

\*\*\*SKDP - South Kerry Development Partnership Ltd.

\*\*\*\*SCFA - Department of Social, Community and Family Affairs.

### Other Support

All agencies provide:

- Business training
- Mentoring
- Advice on all aspects of business

## Summary

- There are 12 Enterprise Development Agencies operating in the county.
- GVA: On a base of 100 representing Ireland:  
Cork scores 116.2 and Kerry scores 68.8 in 1997