



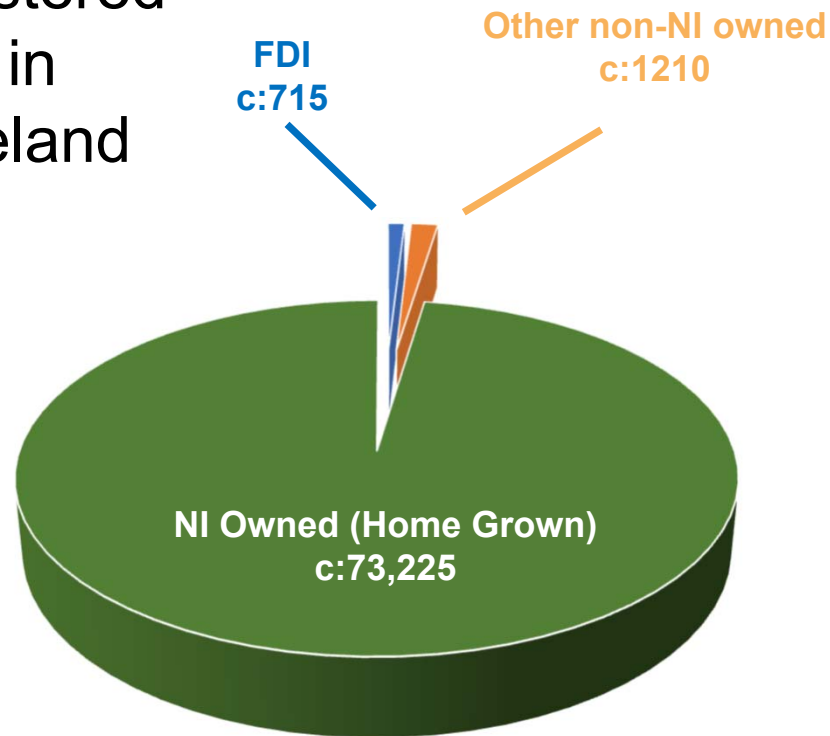
## Support for start-ups and business in Northern Ireland

Mr. Michael McQuillan - Chief Executive, Enterprise NI

# Northern Ireland

75,150 registered  
businesses in  
Northern Ireland

NISRA 2019



..plus **60,000**



**active self-  
employed**

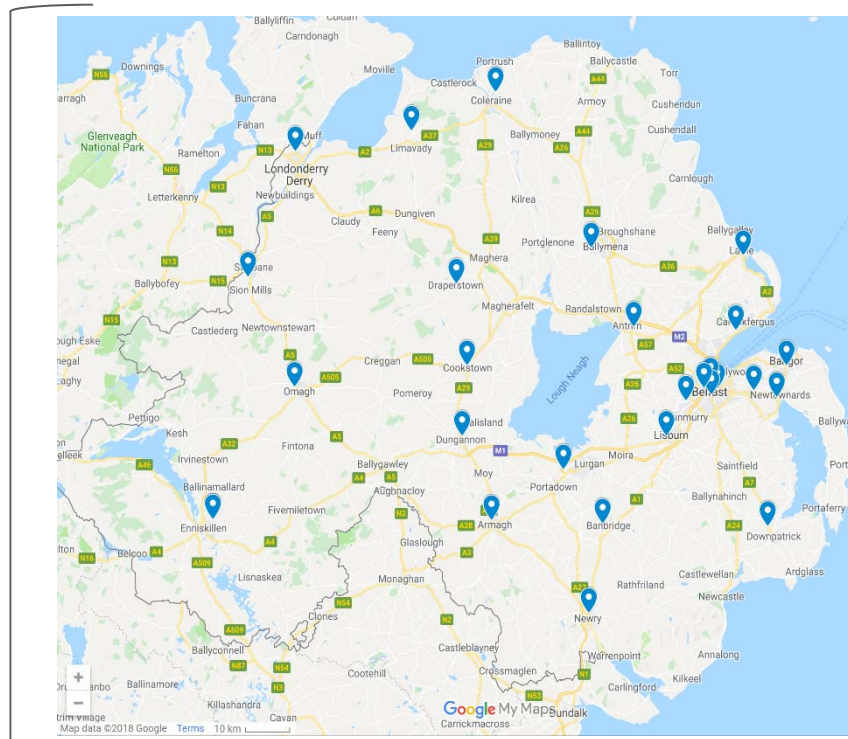
BEIS, Business population estimates, 2018

135,000 enterprises

99.2% of all enterprises  
are micro and small



Enterprise  
NORTHERN IRELAND  
supporting



### NI's most powerful asset/player in the enterprise and entrepreneurial support ecosystem...

- ❑ 28 Local Enterprise Agencies
- ❑ 44 locations
- ❑ Across all 11 council areas
  
- ❑ 300 LEA staff
- ❑ 200 volunteer board members
- ❑ 150 associate advisors

# MORE TOGETHER

## Councils (Local Government)

- Economic Development
- Community Plan

## Sectoral Groups



## Gov funded support



## Universities /Colleges



## Gov departments



## Hubs & Accelerators



## Business Organisations

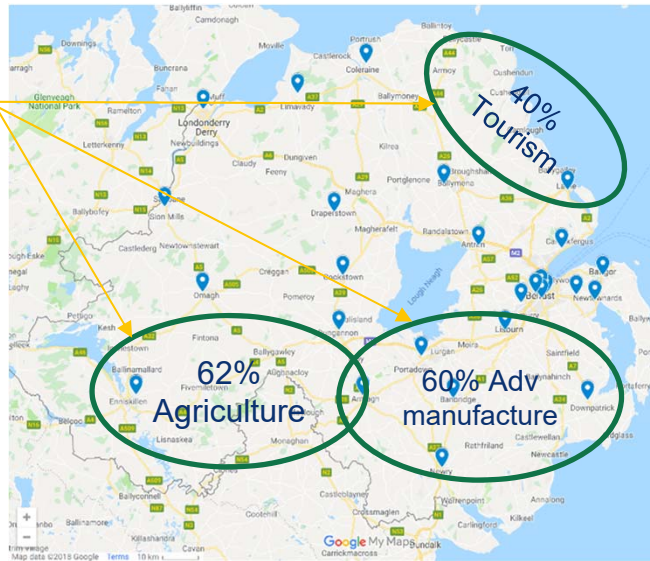


## Regular Business Support

Accountants  
Banks  
Advisors  
Consultant  
Family



Sub-Regional



Sub-Groups

Family Business

Women

Ethnic Minority

Economically Inactive

## Getting close to our start-ups and survivors...

### Issue

- Capacity
- Capability
- Confidence

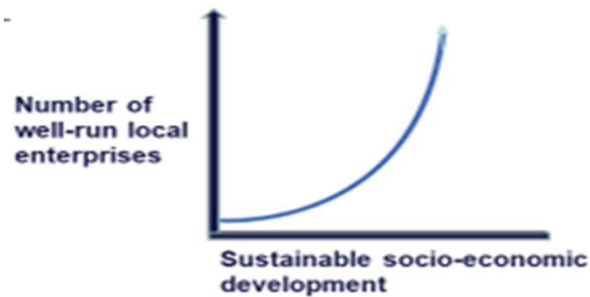
### Solution

Type of support / How its provided  
**Impactful Business Learning**  
**Mentoring / Clear access to quality guidance**

## Changing the metric of success...

From only '*Jobs*' - - - to - - - *increasing the number of start-ups and well-run micro and small businesses*

The primary focus of support and the measurement of success must be increasing the number of well-run local micro/small enterprises that survive and grow.



- LOCAL COMMUNITY PROSPERITY ✓
- MEANINGFUL JOBS ✓
- IMPROVED HEALTH & WELLBEING ✓
- ENHANCED SOCIAL COHESION ✓
- LOCAL CIVIC PRIDE ✓
- INCREASED CONTINUOUS IMPROVEMENT/ EDUCATION ENGAGEMENT ✓



Thank you!

Questions welcome

Helsinki • Jyväskylä • Białystok • Hannover • Frankfurt • Karlsruhe • Marche • Northern Ireland • Southern Denmark • Valencia • West Pomerania • West Region Romania

