Foreign Direct Investment in the North-West – The role of Sligo

John Nugent
Regional Manager, Border
Personal Timeline

- 1992: Analytical Chemist, Eolus
- 1996: Forbairt
- 1998: Enterprise Ireland
- 2001: EI Industrial Products
- 2002: IDA Ireland Engineering
- 2005: IDA Ireland CCOS (GTB)
- 2006: IDA Ireland California
- 2009: IDA Ireland Clean Tech
- 2012: IDA Ireland NW Region
- 2015: IDA Ireland NE & NW Region

- MSc. Env Prot.
- Post Grad Dip Strategy
- MSc. Management

UCD Michael Smurfit Graduate Business School
IRISH MANAGEMENT INSTITUTE
IDA Ireland

+ Foreign Direct Investment Agency for Ireland
+ Funded by the Irish Government
+ Compete and win foreign investment for Ireland
+ Win new investment from around the world for Ireland.
+ Provide assistance to existing clients to expand and develop their business in Ireland.
+ To create valuable & sustainable employment
Mission

IDA Ireland partners with multinational companies to win and develop foreign direct investment, providing jobs for the economic and social benefit of Ireland.

Vision

IDA, for the benefit of the people of Ireland, will be the best and most successful Investment Promotion and Development Agency in the world.
IDA Ireland Overseas Offices
IDA Ireland Business Focus

- Global Business Services
- High Value Manufacturing
- Research, Development & Innovation
- Information Communication Technology
- Life Sciences & Food
- Engineering & Industrial Technologies
- Content Industry, Consumer & Business Services
- International Financial Services
Total Employment in IDA client companies by Sector

- Pharmaceuticals & Food: 28,026 (↑ 4.3%)
- Medical & Dental Instruments / Supplies: 30,746 (↑ 6.3%)
- Financial Services: 26,012 (↑ 5.4%)
- Miscellaneous Industry: 19,700 (↑ 4.2%)
- International Services: 85,999 (↑ 7%)
- Computers, Electronics & Optical Equipment: 19,960 (↓ -1.2%)

Total: 210,443 (↑ 5.2%)
Investment Delivery by Territory 2017

160 Investments from North America
2016: 72%
2017: 67%

56 Investments from Europe
2016: 20%
2017: 24%

21 Investments from Growth Markets
2016: 8%
2017: 9%
Employment in context
- 2017 marks third year of growth
- Employment now at highest level on record at 210,443
- IDA clients account for 10% of employment in Ireland
Why companies invest in Ireland?

There is not just one reason why companies choose to invest in Ireland, there are many.
Why companies invest in Ireland?

Critical mass of population and urban centres

Ability to attract and develop appropriate talent

Clustering - specific industry sectors/activities

Infrastructure, social & cultural capital (Placemaking)

Property solutions (future supply)

Market access
IDA clients
- Account for 10.2% of total employment in Ireland.
- 58% of employment is outside of Dublin
- Spent €17.9bn in Irish Economy in 2016 on payroll and Irish sourced materials and services.
- Invest €5bn in capex annually, half outside of Dublin.
- Invest €1.6bn in house R&D
- Account for over 70% of national exports and 80%* of Irish corporation tax.
Sligo in context of NW Region

IDA client companies directly employ 2,184 people in Sligo town and county

8% of total employment in the county

These account for around €250 million in Irish economy expenditure on items such as payroll, Irish materials and services, capital investment and R&D
Project Ireland 2040

The NPF identifies **key future planning, development and placemaking policy priorities** for the regions, and **key growth enablers for the 5 cities that include placemaking initiatives**.
### Co-location – Population and Employment

<table>
<thead>
<tr>
<th>Settlement</th>
<th>Population</th>
<th>Resident Workers</th>
<th>Total Jobs</th>
<th>Ratio Jobs:Workers</th>
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</thead>
<tbody>
<tr>
<td>Dublin</td>
<td>1,173,179</td>
<td>524,019</td>
<td>512,449</td>
<td>0.978</td>
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<tr>
<td>Cork</td>
<td>208,669</td>
<td>87,354</td>
<td>102,139</td>
<td>1.169</td>
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<tr>
<td>Limerick</td>
<td>94,192</td>
<td>35,404</td>
<td>44,625</td>
<td>1.260</td>
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<tr>
<td>Galway</td>
<td>79,934</td>
<td>34,085</td>
<td>44,376</td>
<td>1.302</td>
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<td>Waterford</td>
<td>54,504</td>
<td>20,298</td>
<td>24,375</td>
<td>1.301</td>
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<tr>
<td>Drogheda</td>
<td>40,956</td>
<td>16,108</td>
<td>12,361</td>
<td>0.767</td>
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<tr>
<td>Dundalk</td>
<td>39,004</td>
<td>14,178</td>
<td>14,163</td>
<td>0.999</td>
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<tr>
<td>Athlone</td>
<td>21,349</td>
<td>8,240</td>
<td>13,108</td>
<td>1.591</td>
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<tr>
<td>Letterkenny</td>
<td>19,274</td>
<td>7,669</td>
<td>11,395</td>
<td>1.486</td>
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<tr>
<td>Sligo</td>
<td>19,199</td>
<td>6,876</td>
<td>13,024</td>
<td>1.894</td>
</tr>
<tr>
<td>Castlebar</td>
<td>12,068</td>
<td>4,710</td>
<td>9,045</td>
<td>1.920</td>
</tr>
</tbody>
</table>
Sligo servicing the NW? Or NW servicing Sligo?

- 19,199
- 6,876 workers
- 13,024 jobs
- 1.894
A Sligo Story

Atlantic MedTech Cluster

Abbott
A Promise for Life

IDA Ireland
Sligo servicing the NW

- 19,199
- 6,876 workers – demographic?
- 13,024 jobs – what activity?
- 1.894
- How to get to 1.8, 1.7, 1.6, 1.5?
- Or 2.0, 2.1 .......?
THE BUILDING BLOCK

Collaborative workspace
Intelligent design
Remote working
Home working
Second Site
Placemaking
Are we looking at Silicon Sligo? Winds of change blowing through the North West

Raft of job announcements from global and indigenous firms
Disruptive Technologies and future of Work

**Disruptive technologies***
- Expected to create more jobs than they destroy on aggregate
- 90% of jobs will require some digital skills
- 20% of jobs obsolete, 80% will change

Implications:
- Up & Re-skilling & workforce adaptability
- Hybridized skills, Re-defining Education, Lifelong learning
- **Decoupling of work and location**
- Regulation of ‘gig economy’

Source: McKinsey & Company
THANK YOU