



PorterShed
#backedbyAIB

Socio-economic impact study

Prepared for:



12 December 2022



KPMG

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Private and Confidential

Mary Rodgers
Chief Executive Officer (CEO)
Galway City Innovation District (GCID)
Eyre Square
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12 December 2022

Socio-economic impact study

Dear Mary

In accordance with our engagement letter and its attachments dated 17 May 2021 (our "Engagement Letter"), we enclose our report – Socio-economic impact study.

This report contains:

1. An outline of the PorterShed's economic impact throughout the supply chain – direct, indirect, and induced impacts.
2. An analysis of employment impacts as a result of the PorterShed's activities, including the impact of employment created by members.
3. Detail on the PorterShed's contribution to the Exchequer through payroll taxes.
4. Qualitative and quantitative feedback from PorterShed members on the PorterShed's impacts.

Our report is confidential and is released to you on the basis that it is not to be copied, referred to or disclosed, in whole or in part, without our prior written consent, save as permitted in our Engagement Letter or in agreement with us.

Yours sincerely,

KPMG



Disclaimer

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Foreword

Foreword by Maurice O’Gorman and Mary Rodgers, Galway City Innovation District (GCID).

It is our privilege and honour to present to you the Galway City Innovation District / PorterShed Socio-economic impact study produced in partnership with KPMG.

The PorterShed was set up so that current and future generations would have a choice to stay and work in Galway without sacrificing their career or ambition. We have taken great strides towards achieving this and this report summarises the socio economic impact of the PorterShed on the West region during its first five years in operation, 2016 - 2021.

Community, Collaboration and Connectedness are at the heart of everything we do at the PorterShed, the magic of the PorterShed comes from the community that amplifies and supports it, a community that the PorterShed team and Board are proud to be part of.

To our members and alumni who are our greatest ambassadors, you are the innovators, the dreamers, the risk takers. Every time you present and progress, you inspire others. Even when you fail, you fail forward. We thank you for being part of our community for sharing your dreams, your ambition and your vision.

Enterprise Ireland, we thank you for your trust, confidence and support. You took a chance on team PorterShed, and we believe that for years and decades to come, the jobs, the innovation driven enterprises, the value and the legacy will continue.

Thank you to the Western Development Commission for helping us accelerate economic growth within our region from your part in funding the first regional accelerator in Ireland to our current building, you have been with us all the way.

To our sponsors, you have been critical to our success. AIB came on board from the beginning as our main sponsor, in a time when it was a brave decision, please know we are grateful for your early and ongoing support. AIB has since been joined by other corporate sponsors including KPMG, Vodafone/SIRO and a range of corporate partners.

To our founders, you took a risk, motivated by your passion for Galway, the West of Ireland and the creation of high value sustainable jobs in our region. To our fellow founders John Breslin, Dave Cunningham, and Conor O’Dowd thanks for taking the risk, it's been a monumental journey. And thanks to our board members for joining us on this journey Niamh Costello, Evin Cussack, Kenny Deery and former member Johnny O’Dwyer. The PorterShed is a proud partner with Galway Chamber, Galway City Council and Galway Local Enterprise Office to deliver on the ambition for a future Galway and thriving West Region.



Maurice O’Gorman
Chair, Galway City Innovation District (GCID)



Mary Rodgers
CEO, Galway City Innovation District (GCID)

Contents

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About this report

This report outlines our socio-economic impact analysis of the PorterShed.

High-level scope

- 1 Economic impact analysis: Estimate the current socio-economic impact of the PorterShed**
- 2 Survey of PorterShed members and alumni to capture views of the PorterShed's impact on their business**
- 3 Case studies of PorterShed members and successes to date**

Key activities and approach across workstreams



Primary research:

- 1) Survey of PorterShed members and alumni**
- 2) Consultations with key PorterShed staff, stakeholders and members, including:**
 - Altocloud (acquired by Genesys)
 - John Breslin (PorterShed board member)
 - Breda Fox (Local Enterprise Office)
 - FleetOps
 - Fincovi (acquired by SkySpecs)
 - Mary Rodgers (PorterShed CEO)
 - Video Sherpa



Secondary research:

- Third party documents and reports, including from:**
- Innovation Centres Impact Case Study
 - PorterShed Directory (October 2020)
 - PorterShed members' websites
 - West Regional Enterprise Plan First Progress Report



Economic modelling:

Sources include:

- CSO input-output tables
- GCID annual accounts
- Member survey



Executive Summary



The PorterShed's impact



€3.86m Contribution to national economic output (Expenditure by PorterShed and attendees at events, 2016 – 2021)



€2.48m Contribution to national economic output (Construction of the Bowling Green)



€6.34m Overall / combined contribution to national economic output



835 high-value sustainable jobs created across the value chain



€49m Employment income created by members



€14m Contribution to the exchequer through employee taxes (PorterShed and members)




€35m inward investment brought to the region by members



€9.95m NDRC follow on funding raised with the PorterShed's help. **1,200** events hosted by the PorterShed



Executive summary

Our key findings are summarised below.

Theme	Key findings
Scene setting 	<ul style="list-style-type: none">• In 2015, the Galway startup ecosystem was suffering from the lack of a downtown hub for startup companies to locate in. The need for an intervention was evident from the West's stagnating population growth, rising regional disparity where economic growth lagged against other regions, and a lack of startup funding. The GCID founders realised that startups desired to be clustered around other startups and Higher Education Institutions (HEIs), and that startups can help to drive job growth and economic dynamism• Recognising the need for an intervention, the Galway City Innovation District (GCID) was established to boost Galway's startup ecosystem• Through the PorterShed, the GCID offers a co-working and collaborative space that provides entrepreneurs with collaborative spaces and facilitates networking between entrepreneurs and investors• The PorterShed opened in 2016 at the end of a period of low regional growth and high unemployment. Since its inception, the PorterShed has helped to support growth in the number of entrepreneurs and total employment in the region• 22 companies completed the NDRC at PorterShed Accelerator Programme (2017-2019), with €830k in funding (50% Enterprise Ireland, 50% private investors) going directly to start-ups• As part of the Irish Tech Hub Network, the PorterShed connects the West to the wider startup ecosystem. According to the Global Startup Ecosystem Index (2022) city ranking, Galway is ranked 3rd in Ireland• This report provides a socio-economic impact analysis of the PorterShed• The PorterShed creates a positive impact through various channels. These include the provision of co-working and collaborative space, and the facilitation of networking, training, collaboration and funding. Training and events help founders to upskill in the areas where they need it most. The PorterShed provides startups with a home base.• In addition, the PorterShed helps foreign companies to integrate with the local startup ecosystem and helps to attract foreign direct investment (FDI). The PorterShed's direct economic activities create an initial round of expenditure that creates further economic impacts in the economy


Executive summary

Our key findings are summarised below.

Theme	Key findings
Scene setting 	<ul style="list-style-type: none">• In the West, the number of businesses with under 10 employees increased from ~13,700 in 2016 to 14,400 in 2018. The PorterShed plays a key role in assisting new companies with fewer than 10 employees• 40% of the members note that their employment has grown by more than 5 employees since joining the PorterShed. Without the PorterShed, 35% of respondents rate their odds of being/becoming a thriving startup between 20%-50% lower
Case Studies 	<ul style="list-style-type: none">• Fincovi (acquired by SkySpecs) was founded to make renewable energy the best managed and most sustainable real asset class, providing software-enabled financial services for the renewable energy sector• Through the NDRC accelerator program, facilitated by the PorterShed, Fincovi founders were introduced to their investors. During 2022, they plan to grow the team further by hiring an additional 12 full-time staff members, to be based in Ireland• Altocloud (acquired by Genesys) provides customer journey analytics for real-time engagement, helping clients to drive more intelligent customer engagement automatically. The PorterShed provided Altocloud with the space to grow and the support needed to develop the business. Genesys Altocloud continues to be a corporate member of the PorterShed, also helping other startups in the PorterShed community to learn from Altocloud's experience• FleetOps provides a simple way for enterprise truck fleets to measure and manage their performance. Through the PorterShed, the founders were introduced to their current CFO, Enterprise Ireland and some of their initial investors

Executive summary

Our key findings are summarised below.

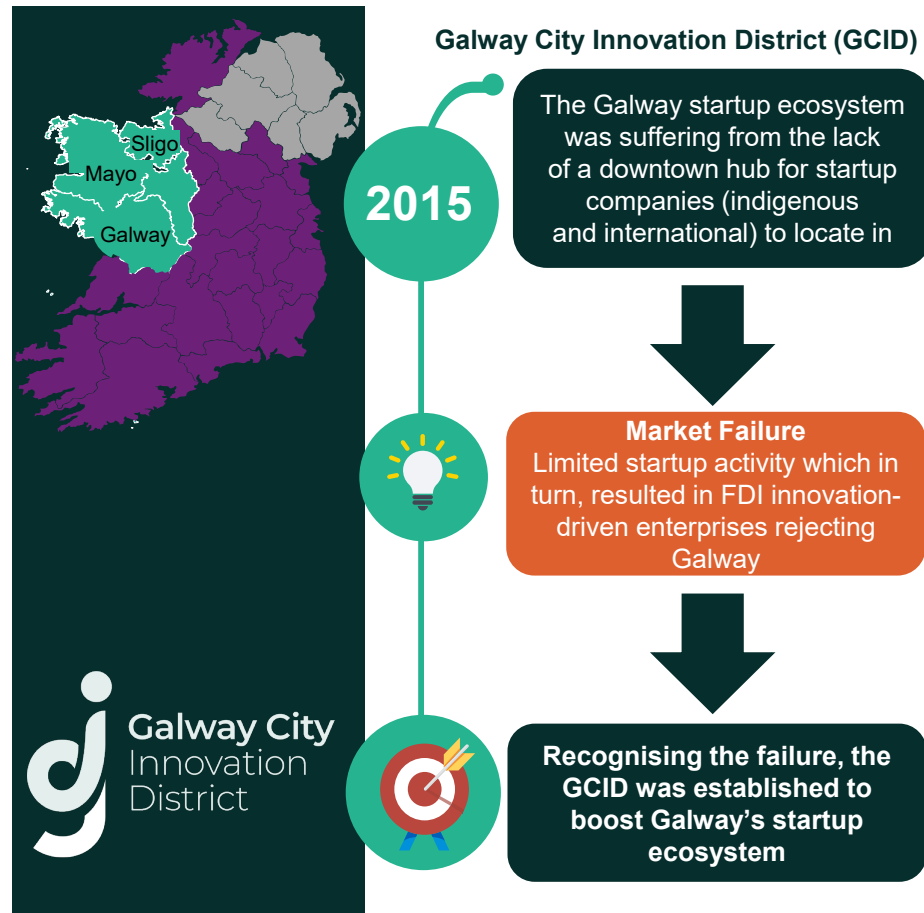
Theme	Key findings
Economic Impact 	<ul style="list-style-type: none">• The PorterShed's economic activities can be seen as the initial round of expenditure that creates further economic impacts. In particular, this stems from operational expenditure, expenditure by attendees at PorterShed events and capital expenditure. In addition, the PorterShed has a broader impact on the economy through the support provided to startups• Between 2016 and 2021 spending by the PorterShed and attendees at PorterShed events contributed ~€3.86 million to national economic output• Construction of the Bowling Green contributed ~€2.48 million to national economic output• Including the Bowling Green expansion project, the PorterShed's contribution to national economic output is ~€6.34 million• The PorterShed contributes to employment through employing its own staff, via indirect jobs created in the value chain as a result of PorterShed and member spending, and employment created by PorterShed members. This contributes to the creation of ~835 jobs (Note: this includes an expected ~95 future jobs as members employ additional staff over the next three years)• In terms of PorterShed staff, the contribution to the exchequer through employee taxes is ~€78,000. This impact is more significant when considering the tax revenue generated by the jobs that have been created as a result of the PorterShed via value chain employment and employment created by PorterShed members• Employment created by members creates ~€49 million in employment income and contributes ~€14 million in taxes to the Exchequer• Members have brought inward investment of ~€35 million to the region• PorterShed hosted 1,200 events and the NDRC at PorterShed Accelerator Programme helped to facilitated follow on funding of €9.95m (total amount raised by the cohort as of Dec 2021)

Scene setting



Overview and context

The GCID intervention was needed to address the constraints curtailing the Galway startup ecosystem.



Source: PorterShed.

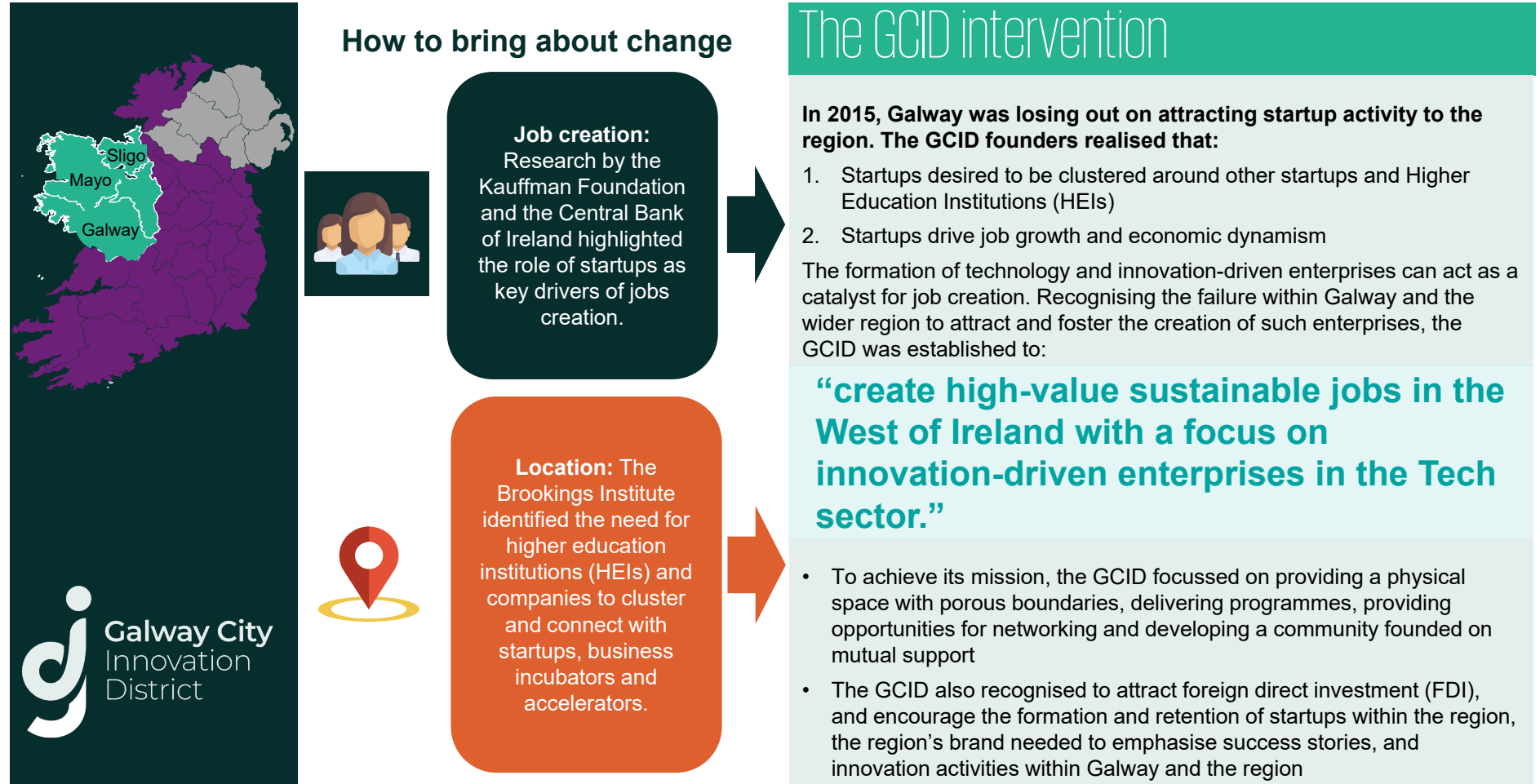
The need for intervention

In 2015, Galway was losing out on attracting startup activity to the region. The need for the GCID intervention was highlighted across three areas:

- 1** **Population**
Stagnation in population numbers in the West reflected a regional economic imbalance and a lack of opportunities in the West of Ireland.
- 2** **Development**
Regional GDP statistics (2016) highlighted a rise in regional disparity, with the gap between the West and the other regions widening.
- 3** **Funding**
There was a lack of funding opportunities: No Venture Capital funds based in the West of Ireland, limited Angel investing.

Overview and context

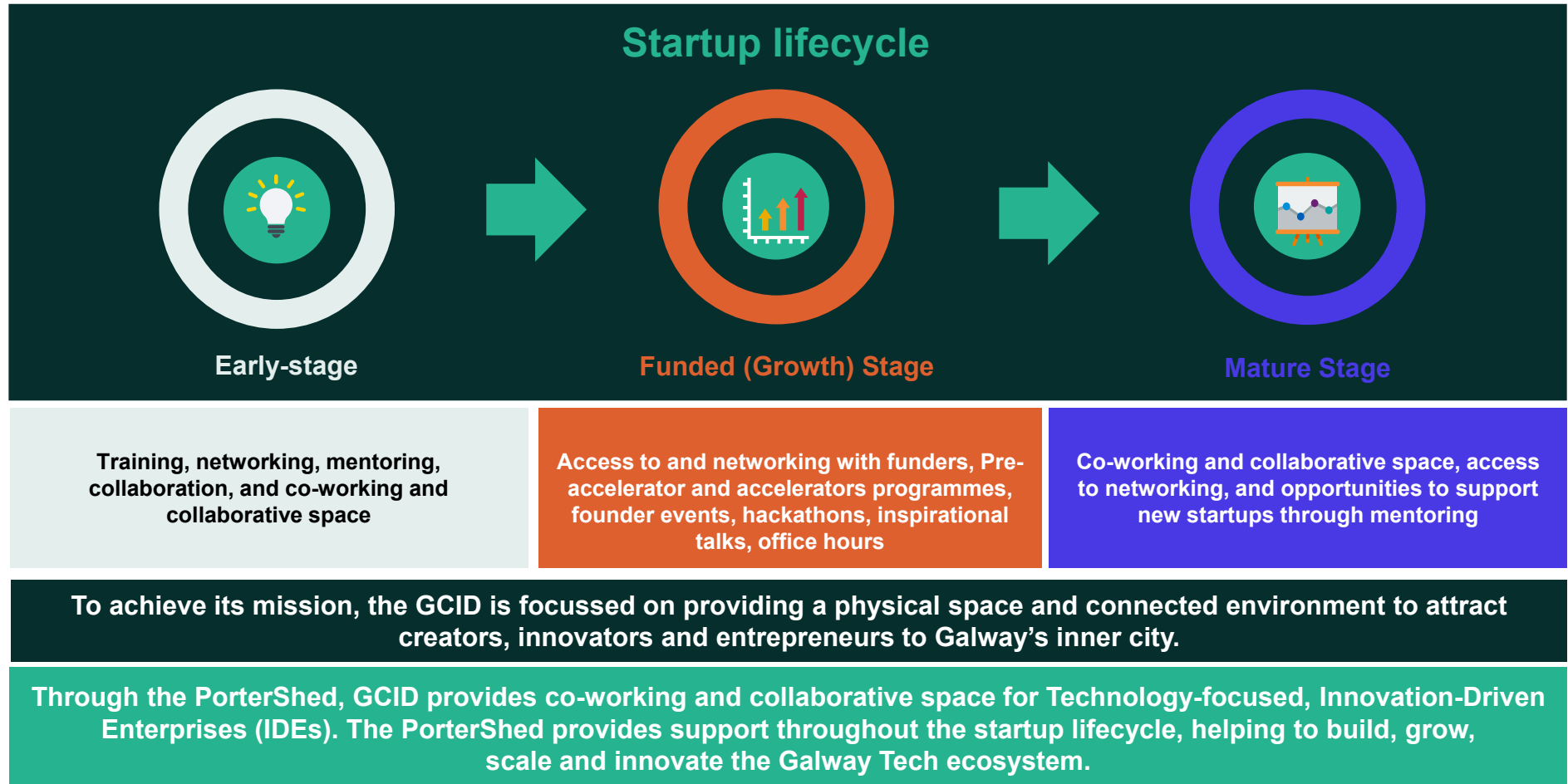
GCID founders recognised that startups can support job creation and economic dynamism.



Source: PorterShed.

Overview and context

Through the PorterShed, GCID provides support throughout the startup lifecycle.



Source: PorterShed.

Overview and context

The PorterShed facilitates testing, training, access to funding and ecosystem support.

Facilitate testing before investment takes place



Awareness: PorterShed events raises awareness of new digital technologies.



Ideation: Through its hackathons, pre-accelerator programme, training and education programmes, the PorterShed provides a setting for nascent companies and early-stage companies to test and adopt technologies.

Mature companies: Company's such as Fidelity and SAP use the PorterShed to test new ideas and technologies.

Support skills development and training



Advertising: Workshops on Digital Marketing. These workshops upskill members and startups on the value and implementation of advertising.



Bootcamps: GCID runs a series of bootcamps to upskill and educate entrepreneurs and intrapreneurs who are considering setting up their own business.

Traineeships: The PorterShed facilitates numerous traineeship programmes, meetups and hackathons.

Support startups to find investments



Venture West: Venture West: The GCID organised the first venture capital conference held in the West of Ireland.



VC and Angel Investor Office Hours and pitch events: The PorterShed has hosted over 36 day-long office hours with both domestic and International VC firms. Quarterly Angel Investor evenings provide a forum for Tech and Medtech startups to present to Angel Investors in a private setting.



Angel Network: The PorterShed has established a successful angel network. Angel investors have invested in excess of €2.5 million in early-stage and growth technology companies.

EU level: Collaboration with EIT Health (European Institute of Technology – Health), supporting startups to apply for funding via H2020. Host events on funding with Equity EU Grant workshops.

Examples of supporting the innovation ecosystem



Corporate network: The PorterShed has a strong relationship with corporates in the West and North of Ireland. Corporate partners work closely with PorterShed member companies on innovative R&D solutions.



Attracting FDI: The PorterShed has worked with the IDA West region to promote Galway as a vibrant Tech innovation district. The PorterShed has hosted over 30 IDA company itineraries. Showcasing the vibrant tech startup scene and the collaborative Galway ecosystem.





Women in Tech: The GCID has also targeted particular groups within the region, including focussed events for women in tech and promoting female entrepreneurs. 33% of the PorterShed's current membership are female.

Source: PorterShed.


Overview and context

As part of the Irish Tech Hub Network, the PorterShed connects the West to the wider startup ecosystem.






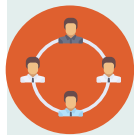
The Irish Tech Hub Network (ITHN)



Galway City
Innovation
District



Connecting the regions: The Irish Tech Hub Network connects best in class hubs across Ireland who have significant potential to catalyse innovation in their regions.



ITHN facilitates knowledge sharing and resources across the network, enhancing global connectivity, and helping to make Ireland a true island of innovation.

Source: PorterShed, ITHN.

PorterShed network

The PorterShed is a part of the Irish Tech Hub Network and this helps to connect startups in the West with the rest of Ireland's startup ecosystem.



ITHN key statistics

Entrepreneurs	1000+
Startups	240
Corporate partners	34
Ecosystem mentors	650+



"Sharing best practice, enhancing connectivity & creating a world-class environment for entrepreneurs enables our Irish startups to unlock untapped potential & accelerate growth into global markets."

- Mary Rodgers | CEO, PorterShed

Overview and context

22 companies completed the NDRC at PorterShed Accelerator Programme (2017-2019), with 10 companies receiving follow on funding of €9.95m.

22 Companies completed the accelerator*
11 trading, 9 closed and 2 acquired

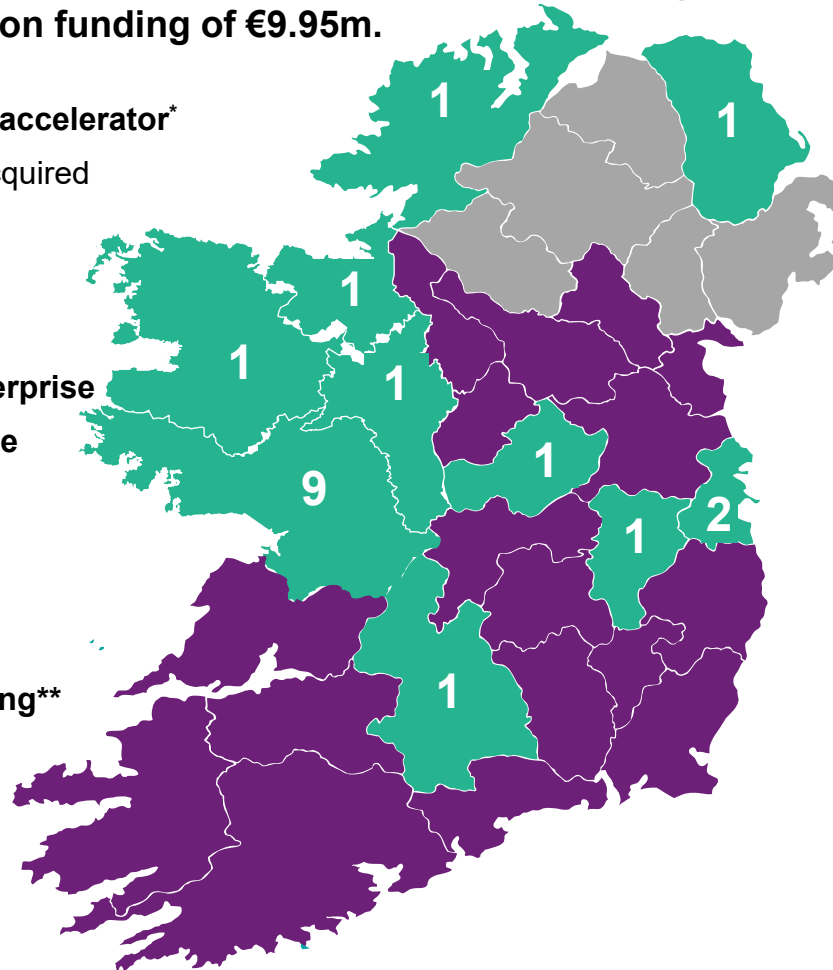
9 Female founded companies

€830K Funding (50% Enterprise Ireland, 50% private investors) directly to start-ups

€9.95m Follow on funding**

108 Jobs created

13 Companies became EI HPSU client



Trading:

- Donegal - 1
- Dublin - 2
- Galway - 5
- Kildare - 1
- Mayo - 1
- Sligo - 1



Acquired:

- Galway - 1
- Roscommon - 1



Impact:

The programme accelerated learning and fast-tracked new businesses, boosting regional start-up ecosystems and creating high-value sustainable jobs

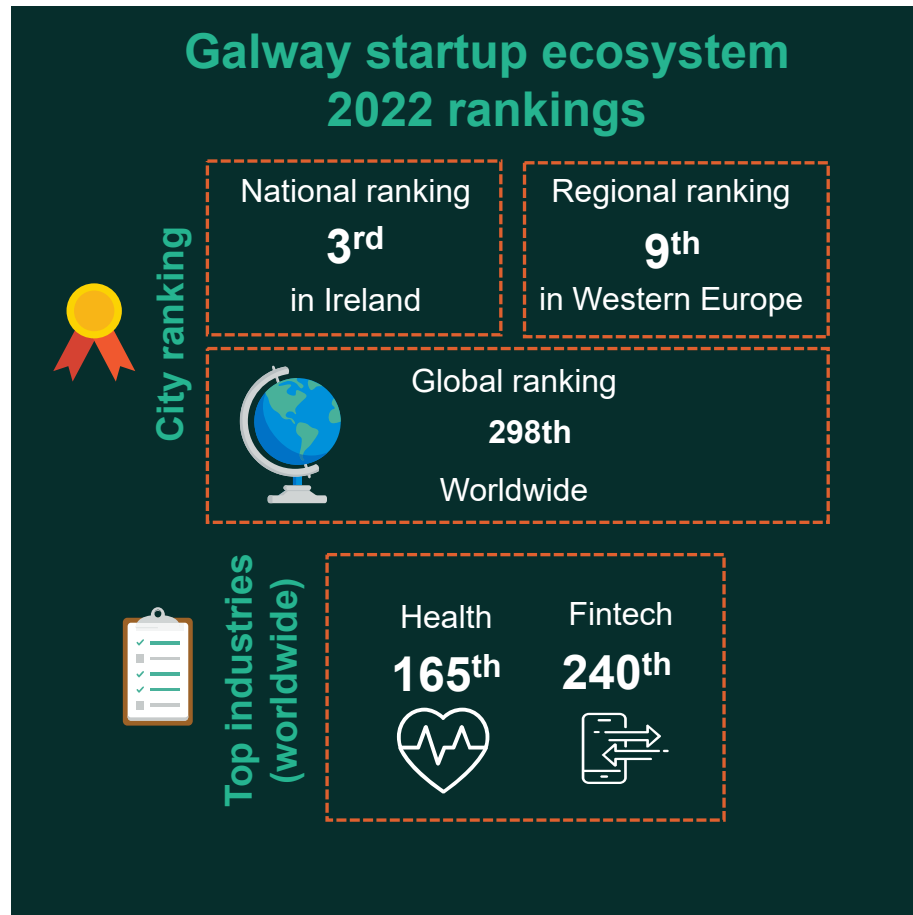


Source: CSO, PorterShed, Northern & Western Regional Assembly, KPMG analysis.

Note: *22 companies include 3 international companies not shown on the map. **Total amount raised by the cohort as of Dec 2021.

Overview and context

The PorterShed is a crucial part of the Galway startup ecosystem.



Source: StartupBlink, Global Startup Ecosystem Index 2022, PorterShed.

PorterShed's role

- Since its inception, the PorterShed has helped to **create a more favourable startup ecosystem** for Galway
- The PorterShed creates a positive impact through various channels. These include the provision of co-working and collaborative space, and the facilitation of networking, training, collaboration and funding. Training and events help founders to upskill in the areas where they need it most
- According to the Global Startup Ecosystem Index (2022) city ranking, **Galway is ranked 3rd in Ireland**
 - In terms of global startup industry rankings, Galway is ranked 165th for health and 240th for fintech
- In terms of FDI, the PorterShed has helped several companies to integrate with the local startup ecosystem
 - Examples include RTR, Siteminder, Diligent, Soti, Wipro. PorterShed also helps to attract companies to Galway, for example, companies such as Metlife and Poly

Overview and context

Through the PorterShed, the Galway City Innovation District (GCID) supports entrepreneurs to network and succeed.

PorterShed	<ul style="list-style-type: none"> The PorterShed is a co-working and collaborative space for technology-focused, innovation-driven enterprises It provides entrepreneurs with collaborative spaces and facilitates networking between entrepreneurs and investors
Regional profile	<ul style="list-style-type: none"> The PorterShed is an important role-player in the Galway and West region startup ecosystem, supporting IDEs and helping to attract FDI
Case studies	<ul style="list-style-type: none"> Case studies present an overview of selected PorterShed members and their key successes
Impact	<ul style="list-style-type: none"> The PorterShed creates a positive impact through various channels. These include startup support and networking, supporting FDI and job creation, and the impact of PorterShed's direct economic activities

Overview

This report provides a **socio-economic impact analysis of the PorterShed**. The PorterShed creates a **positive impact through various channels**, including startup support and networking, supporting FDI and job creation, and the impact of PorterShed's direct economic activities

Networking, training, collaboration and funding

- Networking facilitated by the PorterShed connects founders** with **potential employees**, with **mentors**, with **investors**, and **opportunities to founders to market/sell** their products/services. **Training and events help founders to upskill**, for example in corporate governance, corporate merger guidance, and the due diligence process. By hosting the NDRC accelerator program, PorterShed members can network with investors and stakeholders such as Enterprise Ireland while receiving specific training and advice
- The **PorterShed provides startups with a home base** and often, members continue to use the PorterShed facilities in subsequent growth phases, allowing them to focus on their business while having **access to the broader network provided by the PorterShed**

Economic impacts

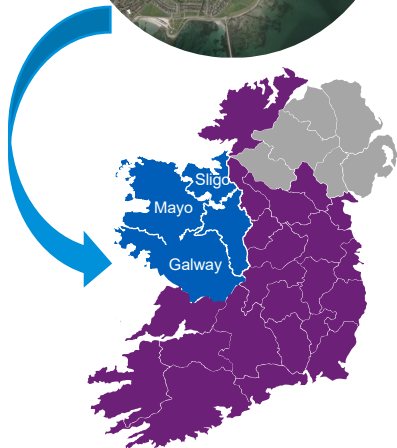
The **PorterShed's economic activities** can be seen as the initial round of expenditure that creates further **economic impacts**. In particular, this stems from:

- The **PorterShed's operational expenditure** and **expenditure by attendees** at PorterShed events
- The **capital expenditure** incurred to establish the PorterShed, and for the construction of the facility at the Bowling Green

Regional Overview

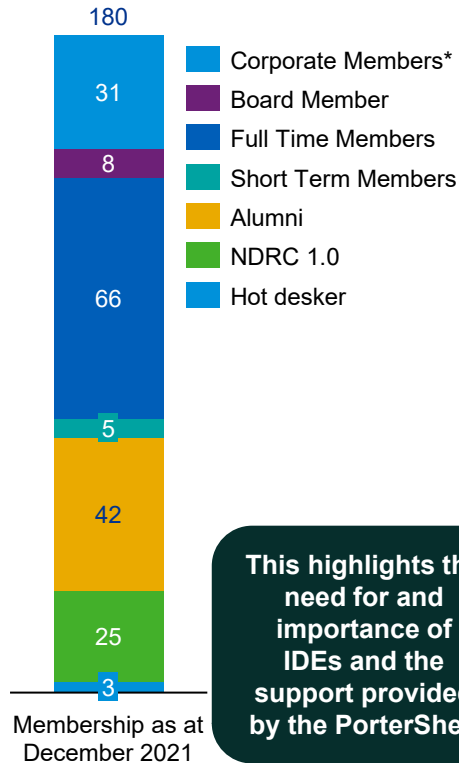
IDEs* and the PorterShed are crucial to support economic development in the region.

Galway City areas of interest



- PorterShed
- NUI Galway
- Galway CBD
- Bowling Green

PorterShed members



This highlights the need for and importance of IDEs and the support provided by the PorterShed

Regional statistics, 2019

Galway (West)



€12b

West GVA

€584m

Galway Income from Self Employment

€20K

Galway Disposable Income per Person

Dublin



€147b

Dublin GVA

€2,135m

Dublin Income from Self Employment

€26K

Dublin Disposable Income per Person

Regional disparity: Ireland is classified as a developed region, while the Northern and Western region was downgraded in to a region in transition in 2019

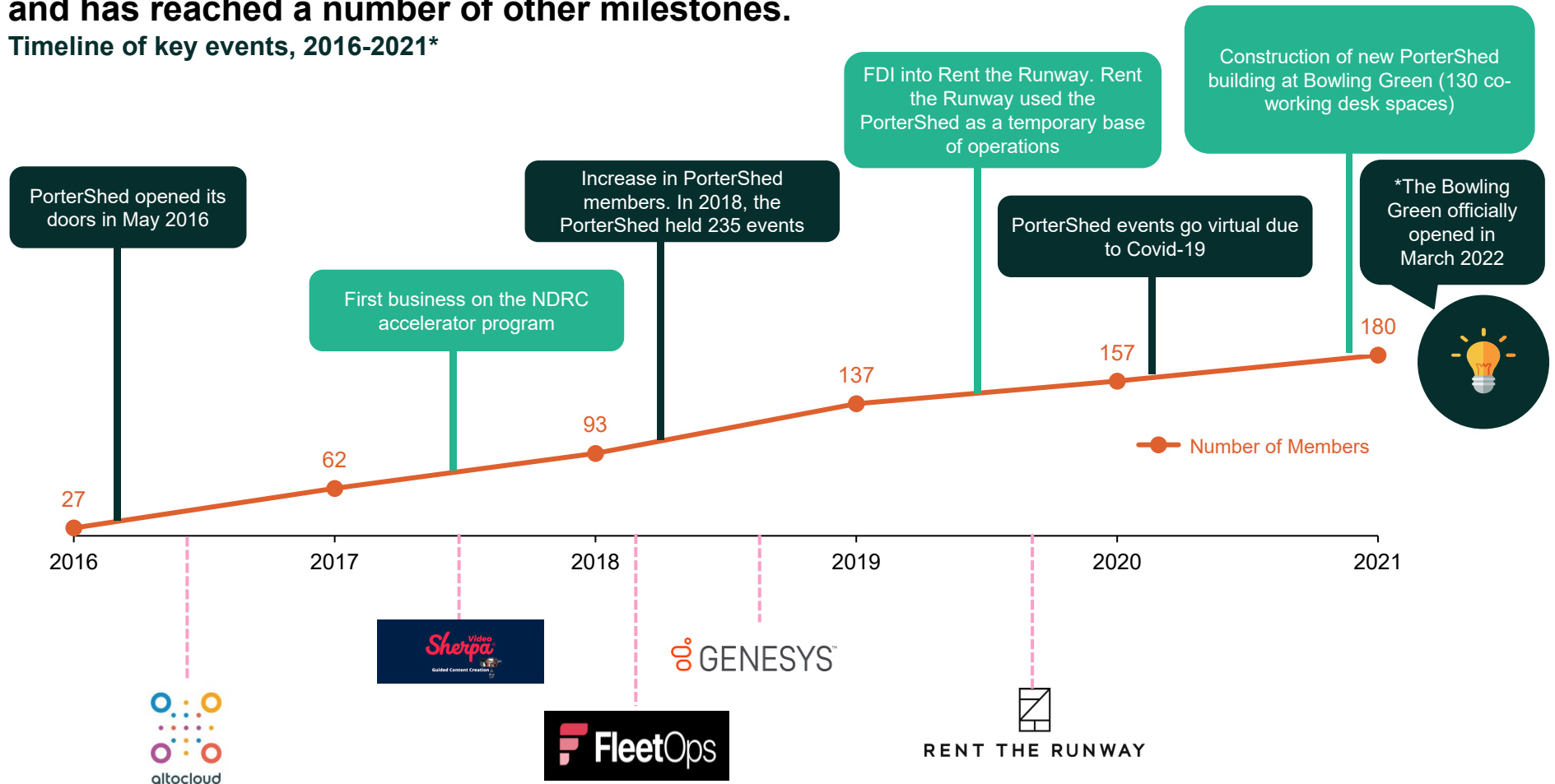
Source: CSO, PorterShed, Northern & Western Regional Assembly, KPMG analysis.
Note: * IDEs: Innovation-Driven Enterprises.

PorterShed's growth: key milestones

The PorterShed has hosted 1,200 events

Since its inception, the PorterShed has seen its membership grow, has hosted 1,200 events, and has reached a number of other milestones.

Timeline of key events, 2016-2021*

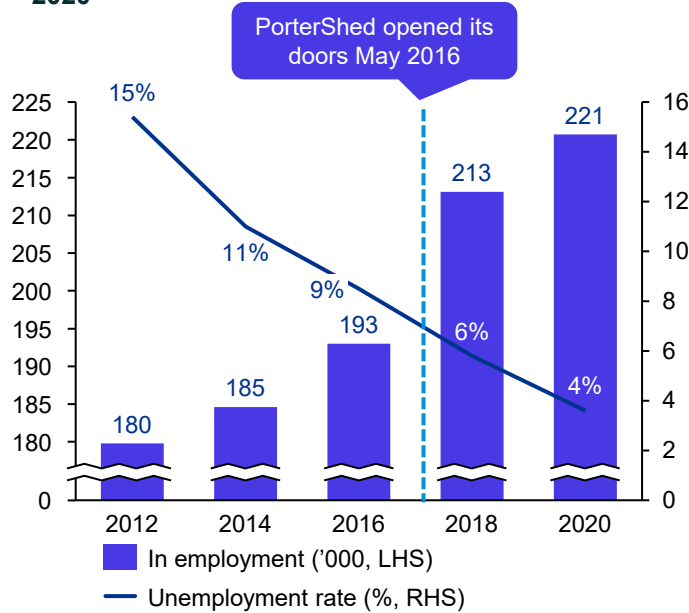


Source: PorterShed.

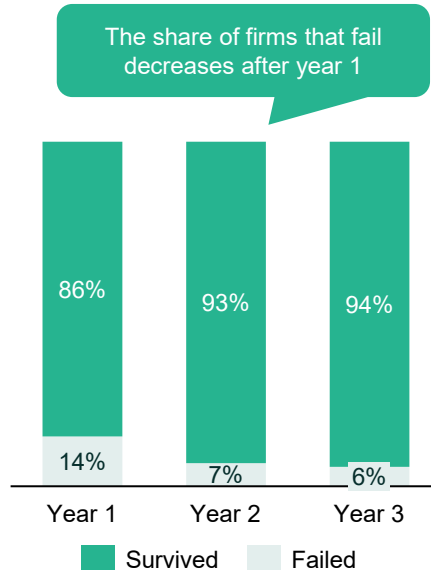
Regional employment & business demography

Unemployment in the West has been on the decline with the no. of businesses increasing.

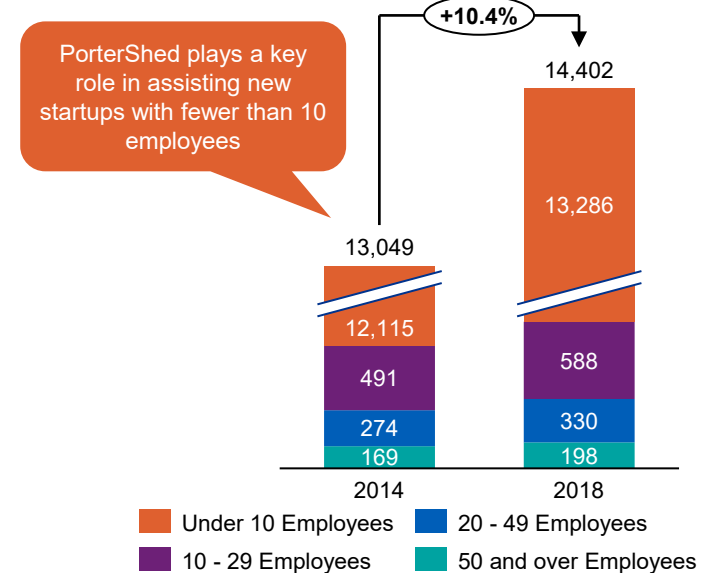
Regional employment & population trends, 2012-2020



2013-17 percentage of surviving new enterprises in the RoI



Number of businesses in the West based on employee size



Key Takeaways

- PorterShed opened in 2016 at the end of a period of low growth and high unemployment
- PorterShed helped to **support** the growth in the number of **entrepreneurs** and **employment** in the region, by providing resources and support for startups

Key Takeaways

- Between 2013 to 2017, **~20,500 (14%) of new businesses** in Ireland **ceased operations within their first year** of operating. The percentage of businesses that **fail decreases** between the **1st and 2nd year** of operating

Key Takeaways

- The number of businesses with under 10 employees has **increased from ~13,700 in 2016 to 14,400 in 2018**. This change shows the significant **increase in startup activity** in the west in recent years

Source: CSO, KPMG analysis.

Note: Data refers to Q4 in respective year. Unemployment is headline unemployment, exclusive of pandemic effect.

Member Survey

Without the PorterShed, 35% of survey respondents stated that the likelihood of becoming a thriving startup would have been 20%-50% lower.

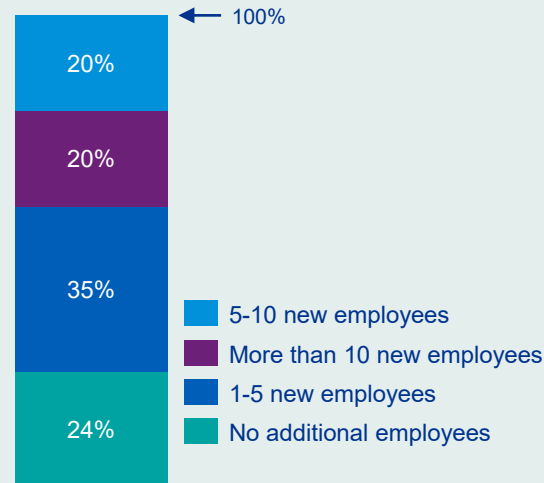
"Loved the energy / atmosphere in The PorterShed"

"The active connections and opportunities provided by the excellent team (Mary, Anthony and Aoife) really gave our business a kick-start in Galway"

"Working with other engineers problem solving, met my co founder at PorterShed"

"Community aspect is crucial, team even helped me find an apartment when I moved here"

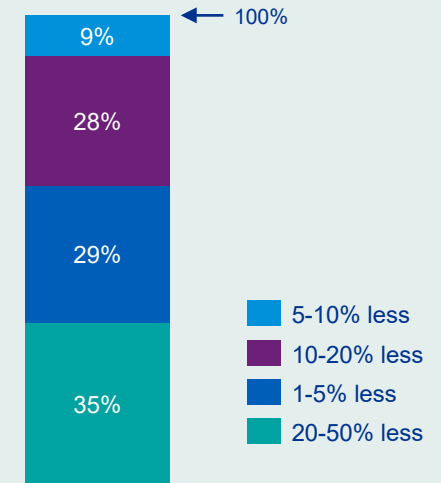
How much has your employment grown since joining the PorterShed?



Key Takeaways

40% of the members surveyed have said that their employment has grown by more than 5 employees since joining the PorterShed.

How much lower would you rate your odds of being/becoming a thriving startup, without the PorterShed?



Key Takeaways

Without the PorterShed, 35% of respondents rate their odds of being/becoming a thriving startup between 20% and 50% less

See the appendix for more insights from the survey

Source: KPMG survey.

Case Studies

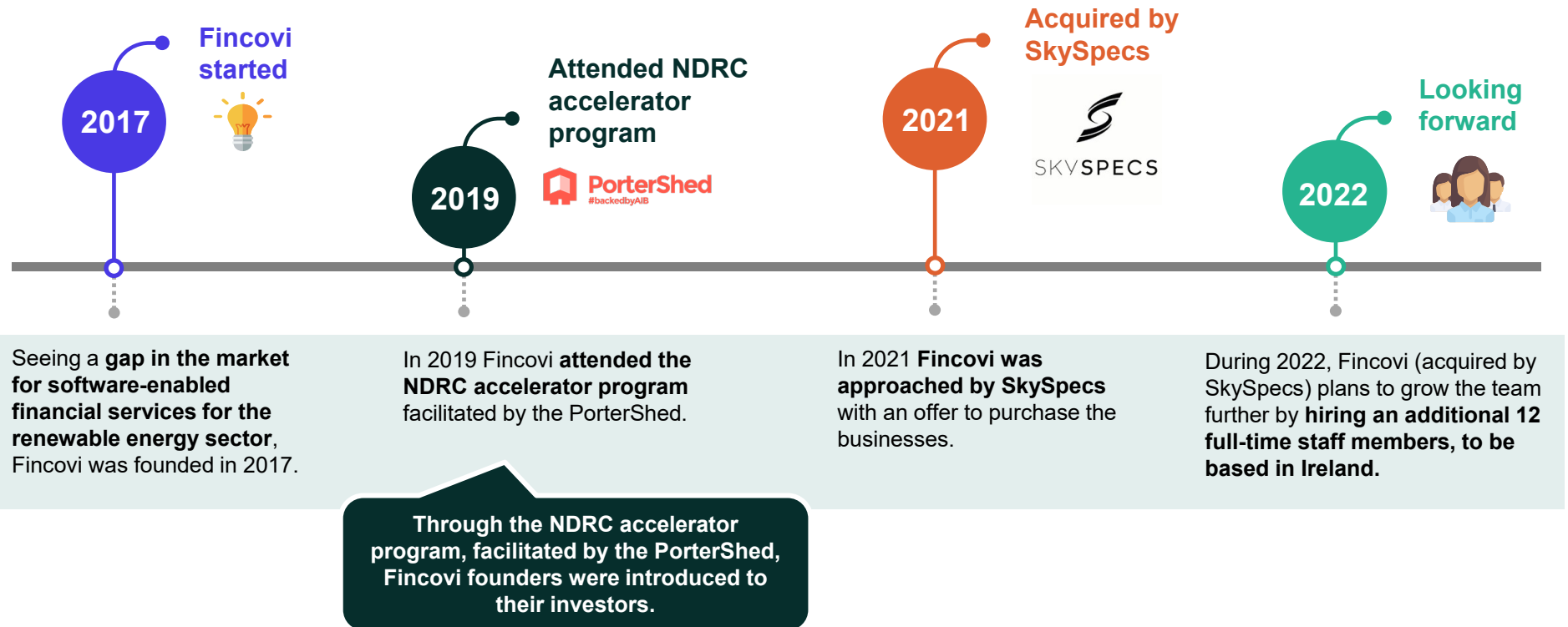


Fincovi (acquired by SkySpecs)



Fincovi has seen significant growth in the last two years.

Fincovi was founded to make renewable energy the best managed and most sustainable real asset class. The firm’s “intelligent middle-office” platform gives CFOs the edge and keeps financial controllers in control of scaling portfolios.



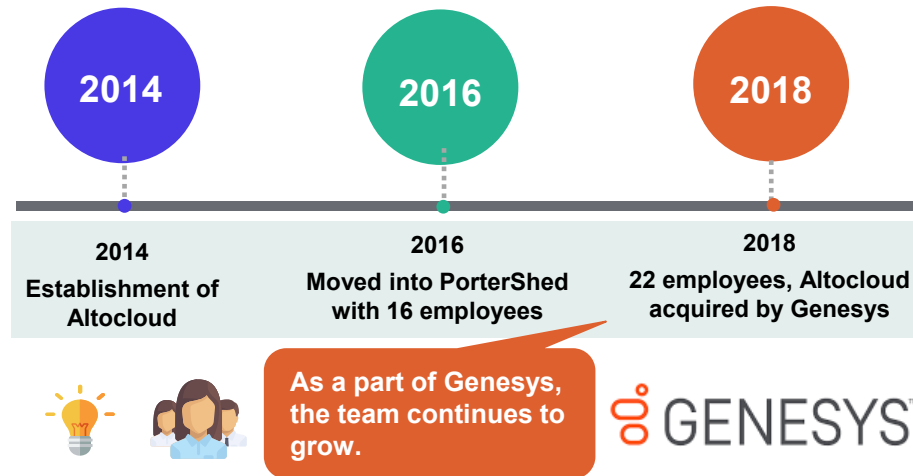
Source: Fincovi consultation.

Altocloud (acquired by Genesys)

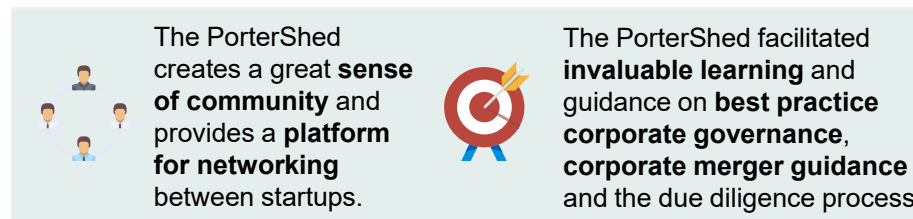


PorterShed provided Altocloud with space and support to develop the business.

Altocloud milestones



Altocloud's perspective on the PorterShed



Source: Genesys Altocloud consultation.

About Genesys Altocloud

- Genesys Altocloud provides **customer journey analytics for real-time engagement**, helping clients to drive more intelligent customer engagement automatically
- Altocloud was established in 2014 and the team moved into the PorterShed premises in 2016. The PorterShed provided Altocloud with the **space to grow and the support needed to develop the business**. The PorterShed **facilitated access to clients and investors**
- In 2018 Altocloud was approached by Genesys with an offer to purchase the business. The workspace provided by PorterShed **continued to serve as base from where the team grew to ~110 before moving to their own premises**
- Genesys Altocloud continues to be a corporate member of the PorterShed, **also helping other startups** in the PorterShed community to learn from Altocloud's experience

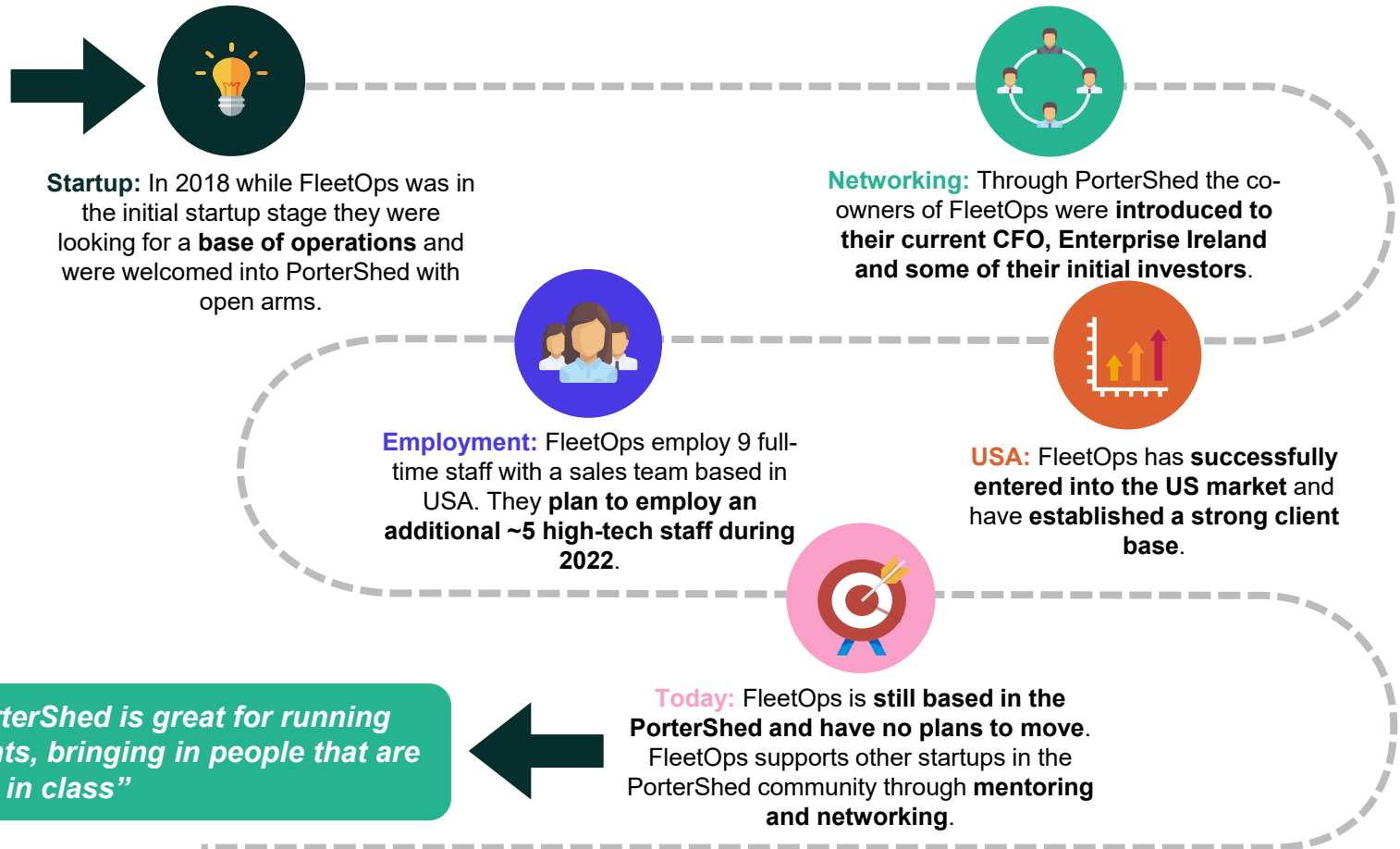


"The PorterShed was an integral part of Altocloud's success and we at Genesys are delighted to continue to support the PorterShed as a corporate member" Joe Smyth, Genesys

PorterShed mentors and programmes gave FleetOps the foundation for startup success.

About FleetOps

FleetOps provides a simple way for enterprise truck fleets to measure and manage their performance. The FleetOps analytics platform allows fleet owners to visualise and track performance targets for everything that matters in their operation.



Source: FleetOps consultation.

Economic Impact



Background: Economic impact analysis

Economic impact assessments consider the injection of income as a result of economic activity from a specific industry or business entity.

Definitions and viewpoint

Economic impact assessments consider the injection of income as a result of a specific event, policy choice or economic activity from a specific industry (or business entity).

The PorterShed's economic activities can be seen as the initial round of expenditure that creates further economic impacts. In particular, this stems from:

1. The PorterShed's operational expenditure and expenditure by attendees at PorterShed events
2. The capital expenditure incurred to establish the PorterShed, and for the construction of the Bowling Green facility

Economic impact

The overall impact can be categorised in terms of the following components:

1. **Direct:** impacts directly accruing from expenditure by the PorterShed for setup and operations, and capital expenditure for the construction of the new Bowling Green premises
2. **Indirect:** impacts generated from expenditure by firms within the supply chain
3. **Induced:** impacts generated by the related spend of individuals and firms outside of the entity being analysed (In this case we consider the impact arising from expenditure by attendees at PorterShed events)



Measuring economic impact

- **Economic output:** we consider the impact on gross output resulting from the PorterShed's economic activities
- **Employment:** we consider the impact on employment in the supply chain as a result of these expenditures

Broader economic impact

In addition, the PorterShed has a broader impact on the economy through the support provided to startups, this includes:

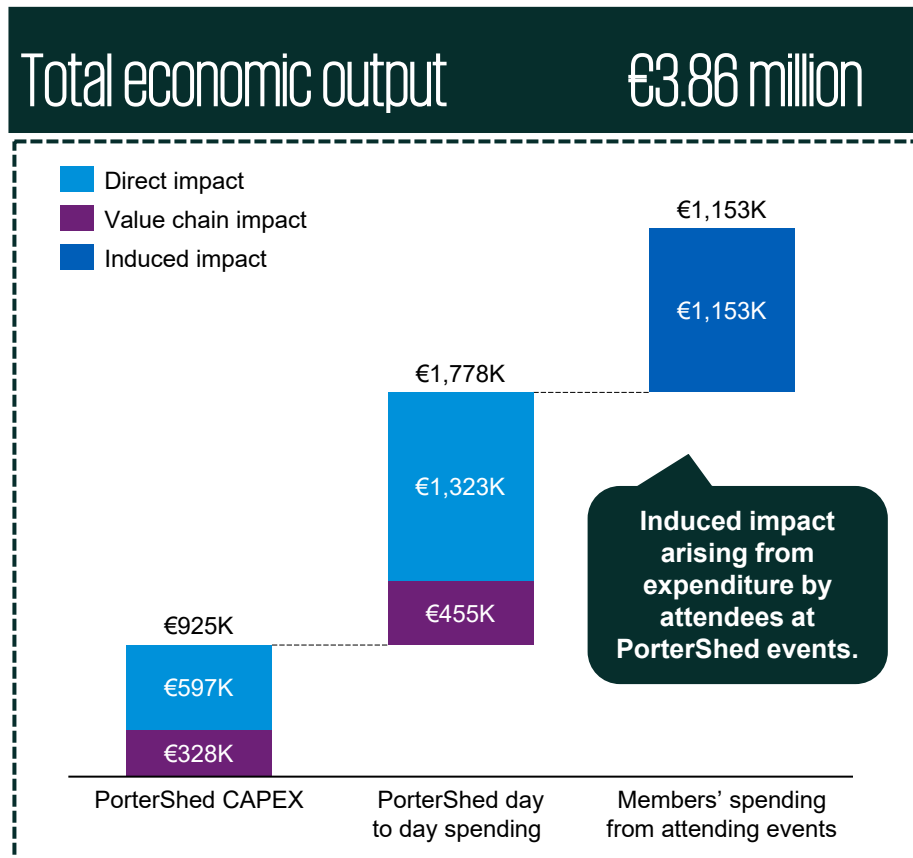
- Employment generated by members
- Space for collaboration and networking
- Training and events
- Connecting founders and talent
- Connecting founders and investors

These positive impacts were highlighted by the member survey and case studies.

Economic output - PorterShed 2016 to 2021

Between 2016 and 2021, spending by the PorterShed and attendees at PorterShed events contributed ~€3.86M to national economic output.

Contribution to national economic output



Source: CSO, PorterShed, PorterShed member survey, KPMG analysis.

Economic output: composition of the multiplier impact

Direct impact €1.92 million

This captures the direct impact of spending by the PorterShed in the economy, on utilities, payroll, and suppliers, amongst others.



Value chain impact €783K

This captures the impact of spending by suppliers within the supply chain, including on telecommunication services, electricity and gas supply, and food and beverage services, amongst others.



Induced impact €1.15 million

This captures the impact of spending by attendees at PorterShed events.



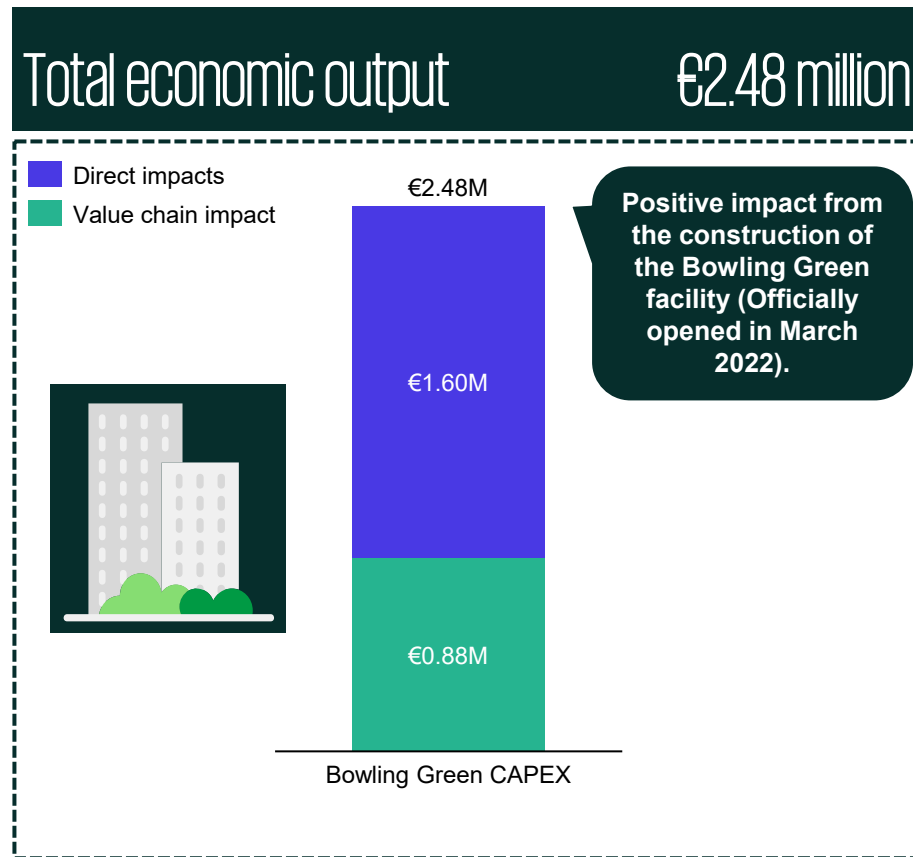
Total economic output €3.86 million

Together, direct spending by the PorterShed, the supply chain supplying these goods and services, and attendees at PorterShed events contributed ~€3.86 million to total industrial output.

Economic output – Capital expenditure for the Bowling Green

Construction of the Bowling Green contributed ~€2.48 million to national economic output.

Contribution to national economic output



Source: CSO, PorterShed, KPMG analysis.

Economic output: composition of the multiplier impact

Direct impact €1.60 million

This captures the direct impact of spending for the construction of the Bowling Green facility.



Value chain impact €0.88 million

This captures the impact of spending by suppliers within the supply chain, including on construction, building materials and construction services.



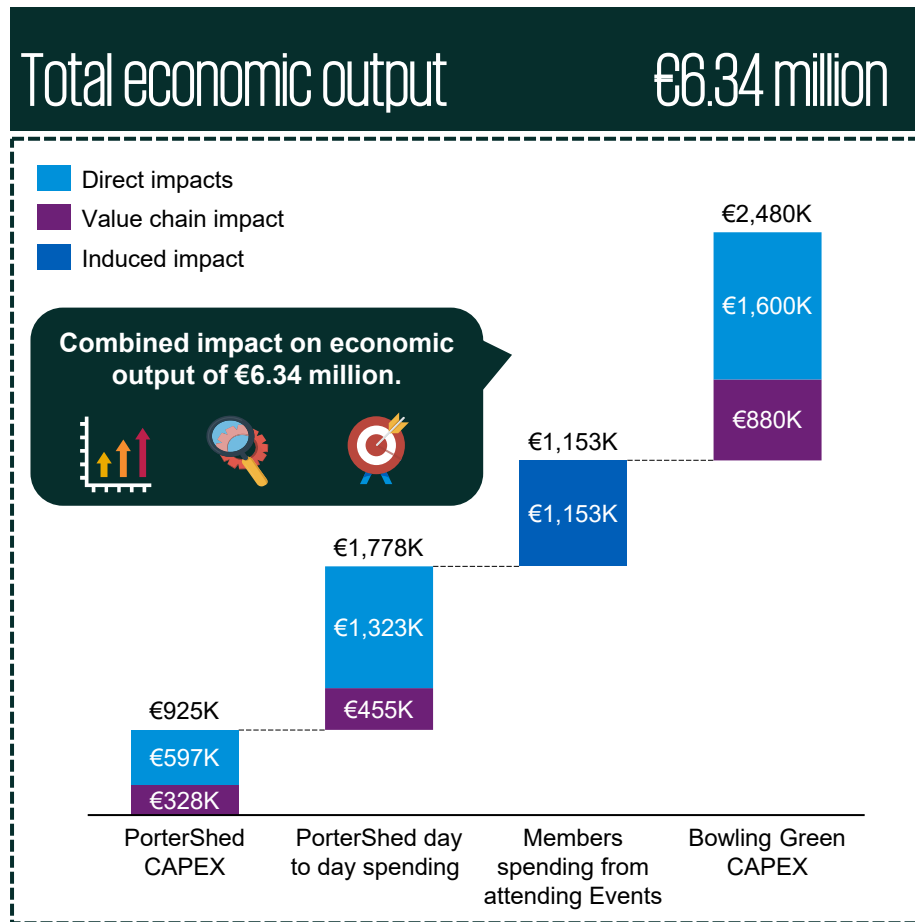
Total economic output €2.48 million

Together, direct spending from construction and the supply chain supplying these goods and services contributed €2.48 million to total industrial output, with a multiplier of 1.55 comparing direct and value chain impacts.

Economic output - PorterShed's overall impact

The PorterShed's total contribution to national economic output is ~€6.34M.

Contribution to national economic output



Source: CSO, PorterShed, KPMG analysis.

Note: The total contribution of €6.34 million includes the impact of the Bowling Green expansion project.

Economic output: composition of the multiplier impact

Direct impact €3.52 million

This captures the direct impact of spending by the PorterShed in the economy, on utilities, payroll, and suppliers, amongst others, on an ongoing basis. The impact of capital expenditure (CAPEX) is also included here.

Value chain impact €1.66 million

This captures the impact of spending by suppliers within the supply chain, including on telecommunication services, electricity and gas supply, and food and beverage services, amongst others, on an ongoing basis.

Induced impact €1.15 million

This captures the impact of spending by attendees at PorterShed events.

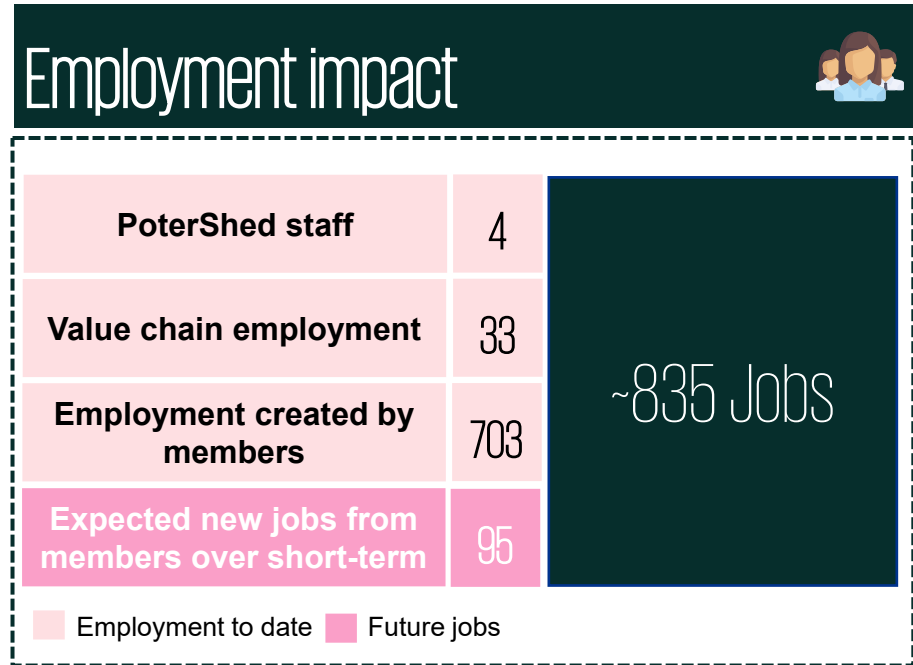
Total economic output €6.34 million

Together, direct spending by the PorterShed, including CAPEX, the supply chain supplying these goods and services, and attendees at PorterShed events contributed ~€6.34 million to total industrial output.

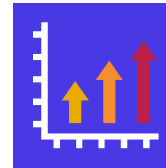
Economic output - Employment and Exchequer

The PorterShed creates employment and generates revenue for the Exchequer.

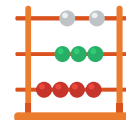
Contribution to employment



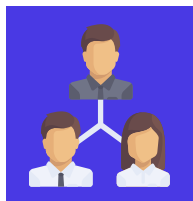
Employment and Exchequer impacts



In the West, the number of business with under 10 employees has increased significantly from 2016. The PorterShed plays a key role in supporting new companies that fall in this category



In terms of PorterShed staff, the contribution to the exchequer through employee taxes is ~€78,000 (per annum). This impact is more significant when considering the tax revenue generated by the jobs that have been created as a result of the PorterShed via value chain employment and employment created by PorterShed members.



The PorterShed contributes to employment through employing its own staff, via indirect jobs created in the value chain as a result of PorterShed and member spending and employment created by PorterShed members.

Source: CSO, PorterShed, KPMG analysis.

Note: The 830 jobs includes an expected ~95 future jobs as members employ additional staff over the next three years.

Broader economic impact

Employment created by members provides employment income of ~€49 million for the region.

Members' impact: employment income¹

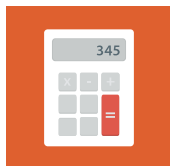
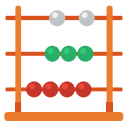
Employment created by members	703	~€49 million
Average salary	€70k	

Employment created by members provides employment income of ~€49 million (per annum) for the region. The PorterShed indirectly contributed to this employment through its support to PorterShed members.

PorterShed support

The PorterShed supports startups through various channels, including: pre-accelerator, accelerator, founder events, hackathons, inspirational talks and office hours. In addition, the PorterShed has a regional impact through events such as the Tech Hub Network summit, where 180 business hubs attended from 26 counties.

Contribution to Exchequer²



~€14 million

The employment created by members not only supports employment income in the region but also contributes to the Exchequer through income taxes of ~€14 million (per annum).

Innovation-driven enterprises

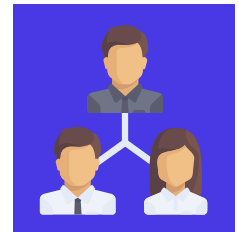
42

Members' inward investment

€35m

Events hosted

1,200



NDRC

3 cohorts

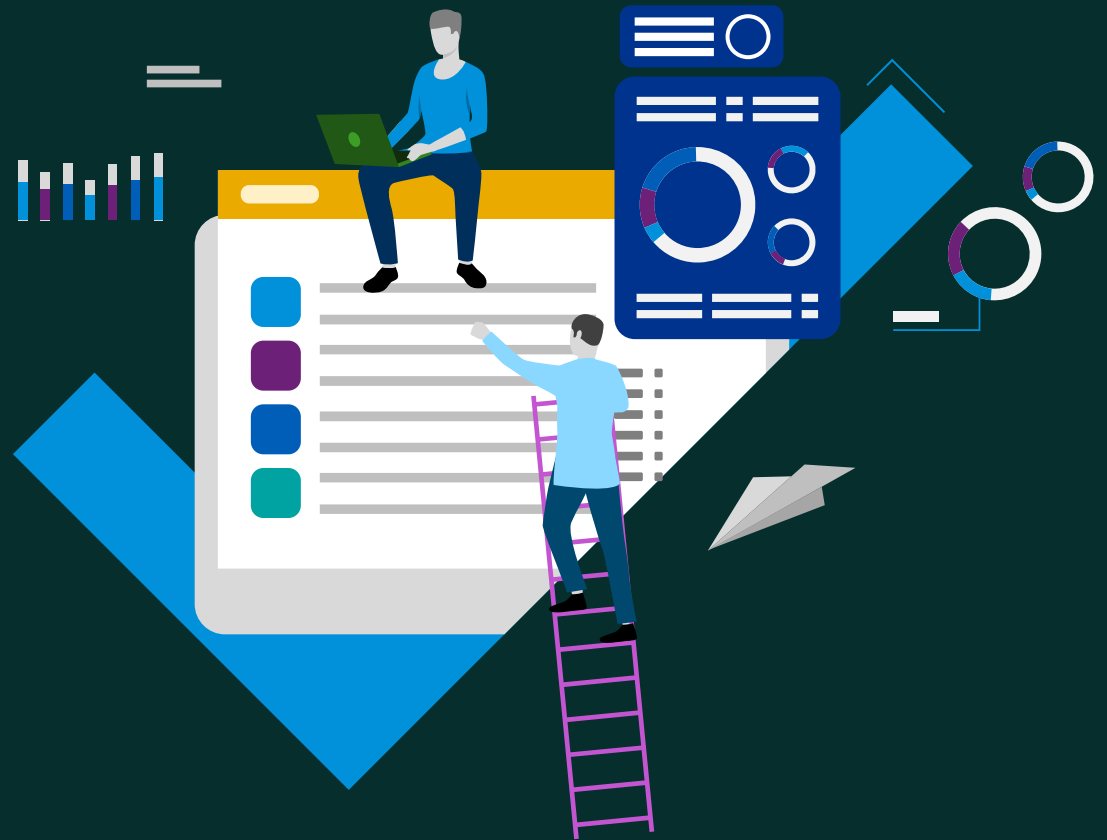
22 companies

€9.95m raised

Source: PorterShed, KPMG analysis.

Note: 1) Employment income of ~€49 million created per annum, based on an average annual salary of €70,000 and 703 jobs created by members. 2) Annual contribution to the Exchequer is based on annual employment income of ~€49 million.

Appendices



PorterShed membership types

The PorterShed has a range of memberships to suit the needs of businesses in different stages of their life cycle.



Corporate

€2,995 - yearly

- Access from 9am 'till late
- 30 Credit for Hot Desk or conference Room Booking
- Listed as corporate member on PorterShed website
- Seminar & Event space availability



Full-Time

€240 - monthly

- 24/7 Access
- Dedicated desk
- Zero Overheads and Fibre Broadband
- Conference room & event space use



Hot Desk

€30 - Daily

- Access from 9am 'till late
- Zero Overheads and Fibre Broadband
- Discounted conference room & event space bookings
- Free tea/coffee and sometimes beer
- Pre pay 4 days for €100



Hybrid

€200 – 10 days

- Access from 9am 'till late
- Zero Overheads and Fibre Broadband
- Discounted conference room & event space bookings



Virtual

€35 - monthly

- Company registration address
- Google business address
- Community inclusion
- Mail forwarding
- Contact for detailed plans



Podcast Studio

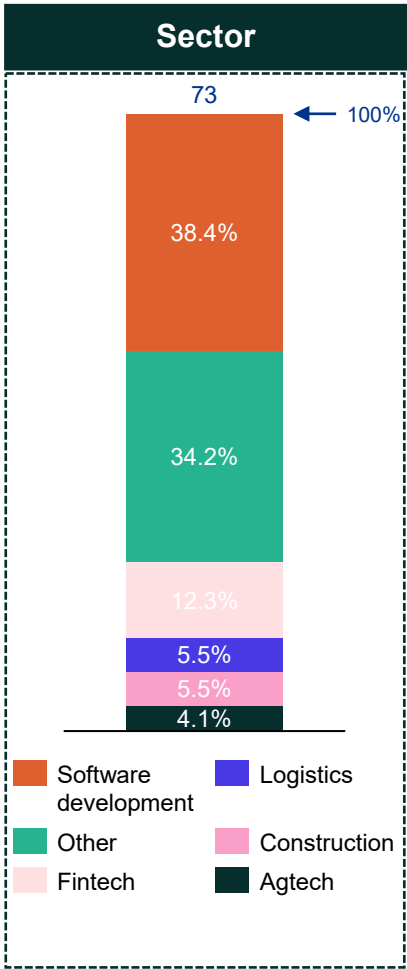
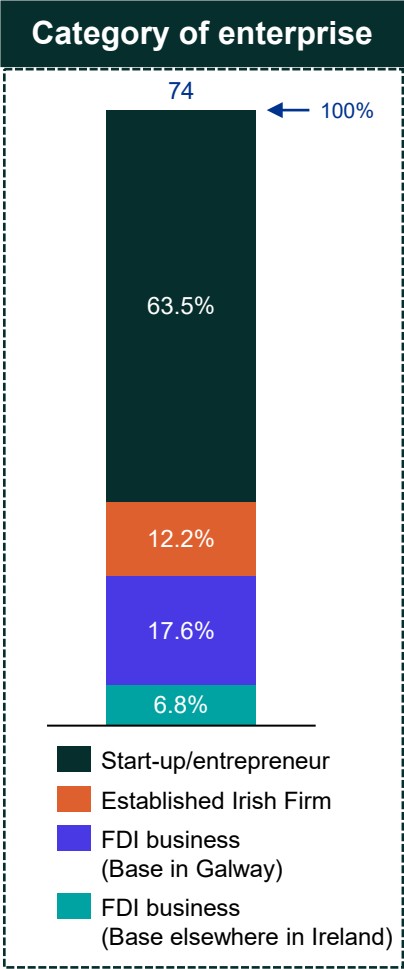
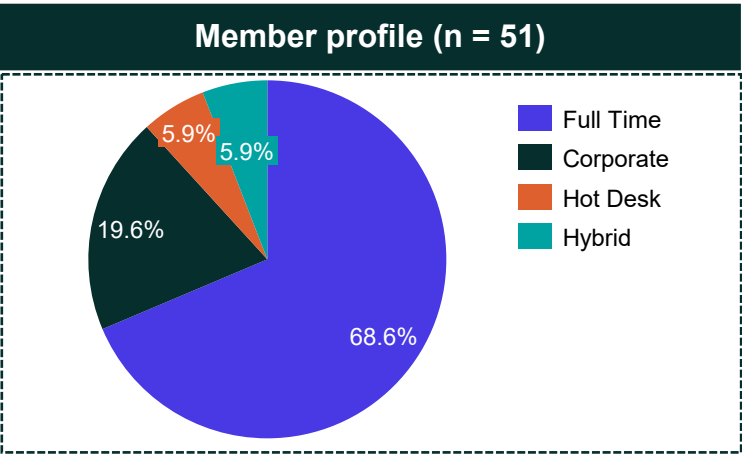
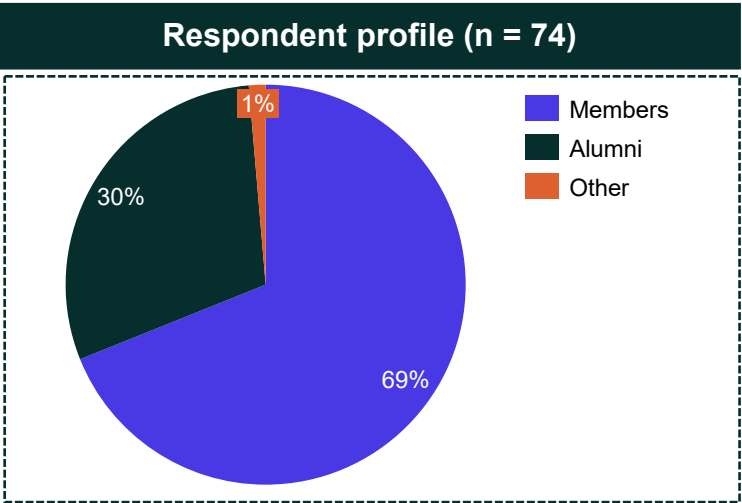
€40 - Hourly

- First setup included
- Shure XLR Mv7 mic x 2
- LED panel lights for video x 2
- RodecasterPro mixer
- Studio headphones x 2
- Sound proof studio pod

As at December 2021, the PorterShed has 180 people signed up as members from 122 different companies. There are different membership types ranging from short-term memberships to a yearly corporate membership. This is to accommodate businesses in different stage of their life cycle and to foster collaboration between entrepreneurs, mentorship, financial advice and access to investors.

PorterShed member survey: respondents

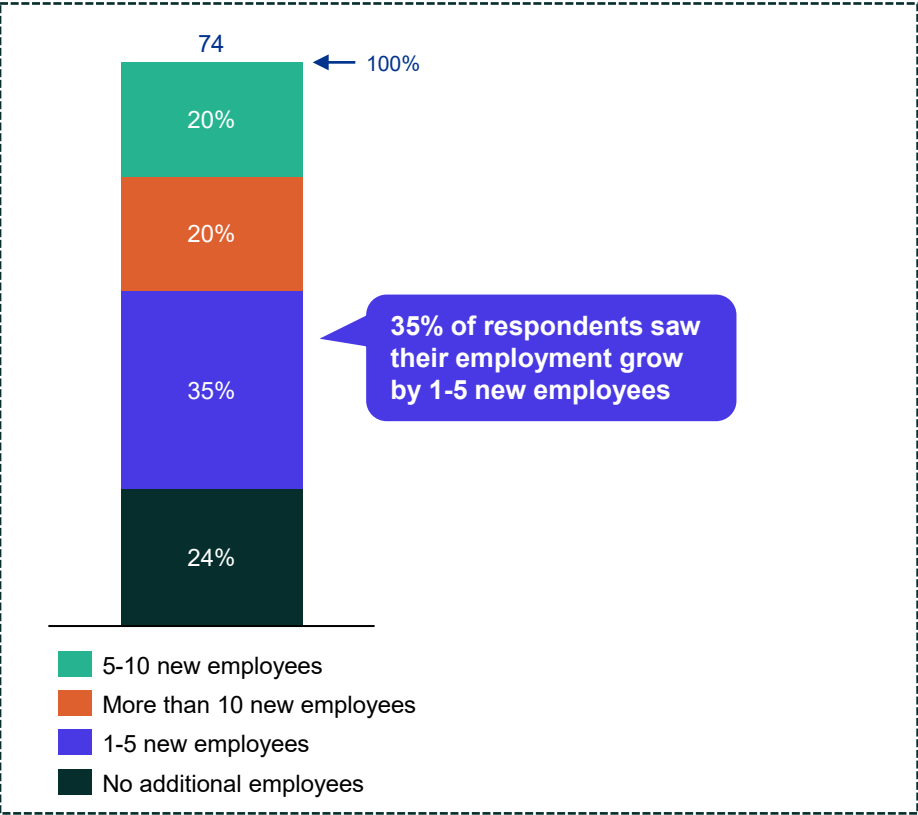
The majority of respondents are full-time PorterShed members.



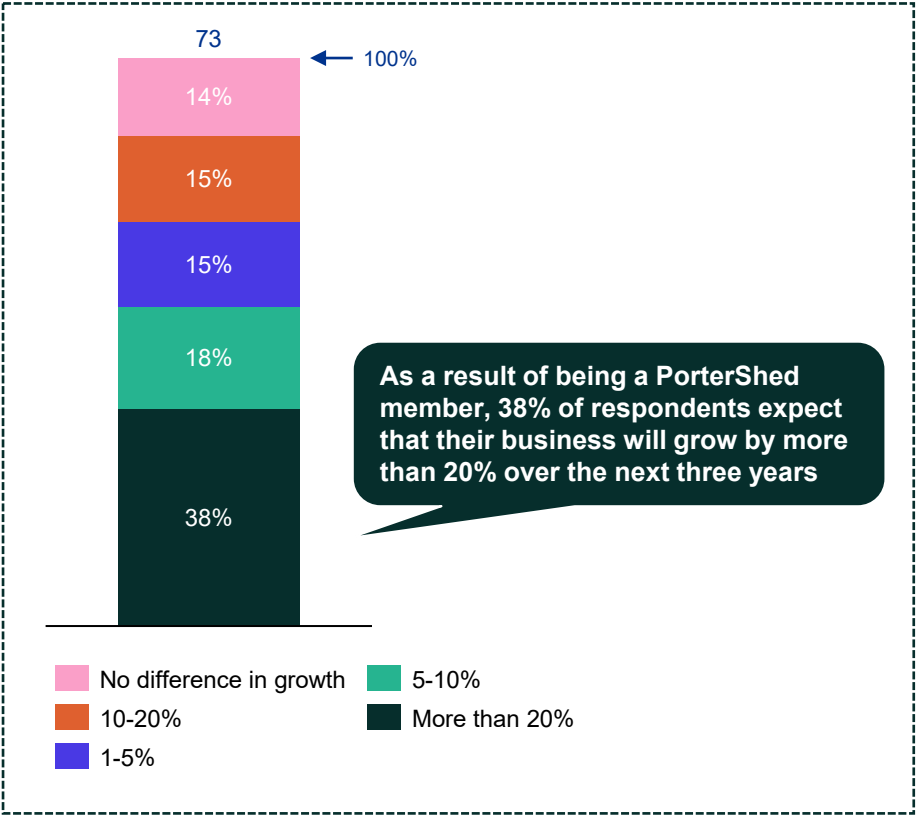
Survey results

By 2024, 38% of respondents expect that their business will grow by more than 20%.

Share of respondents: By how much has your employment grown since joining the PorterShed?



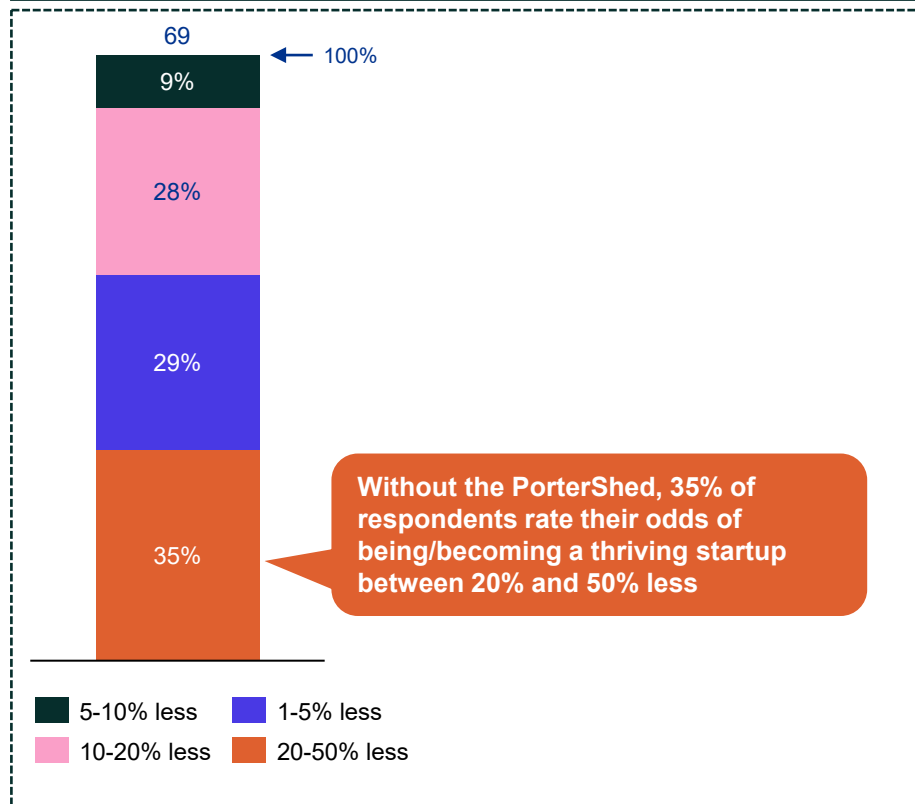
Share of respondents: By how much do you see your business growing over the next three years, because of being a PorterShed member (PorterShed support)?



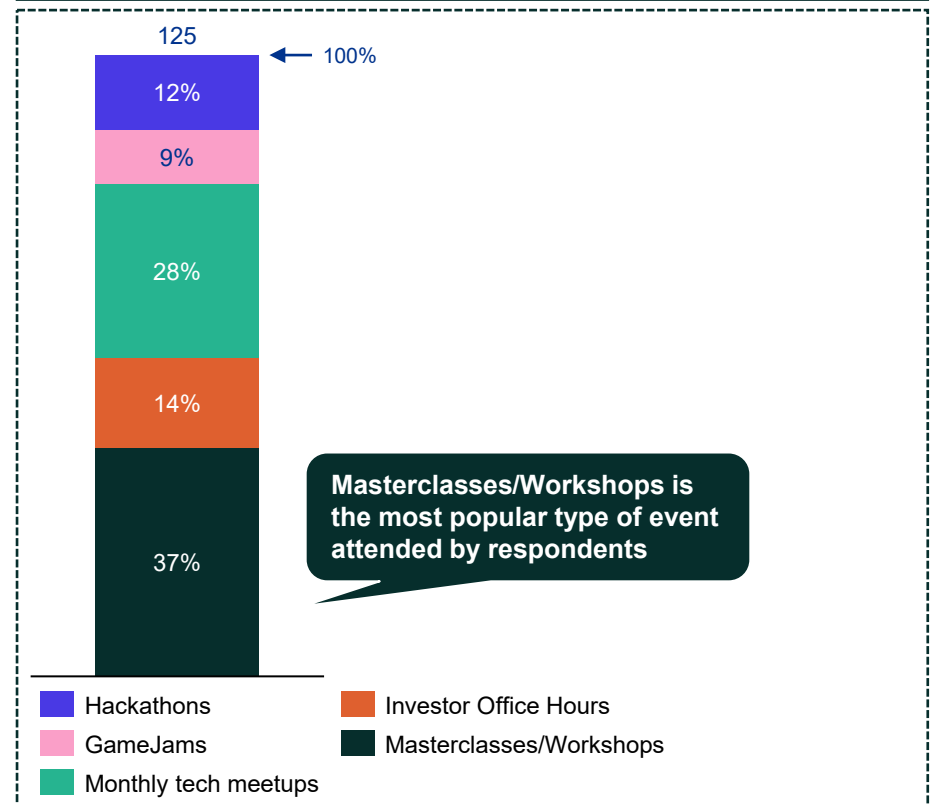
Survey results

Without the PorterShed, the odds of becoming a thriving startup is lower.

Share of respondents: how much lower would you rate your odds of being/becoming a thriving startup, without the PorterShed?



Share of respondents: What type of PorterShed events do you attend?

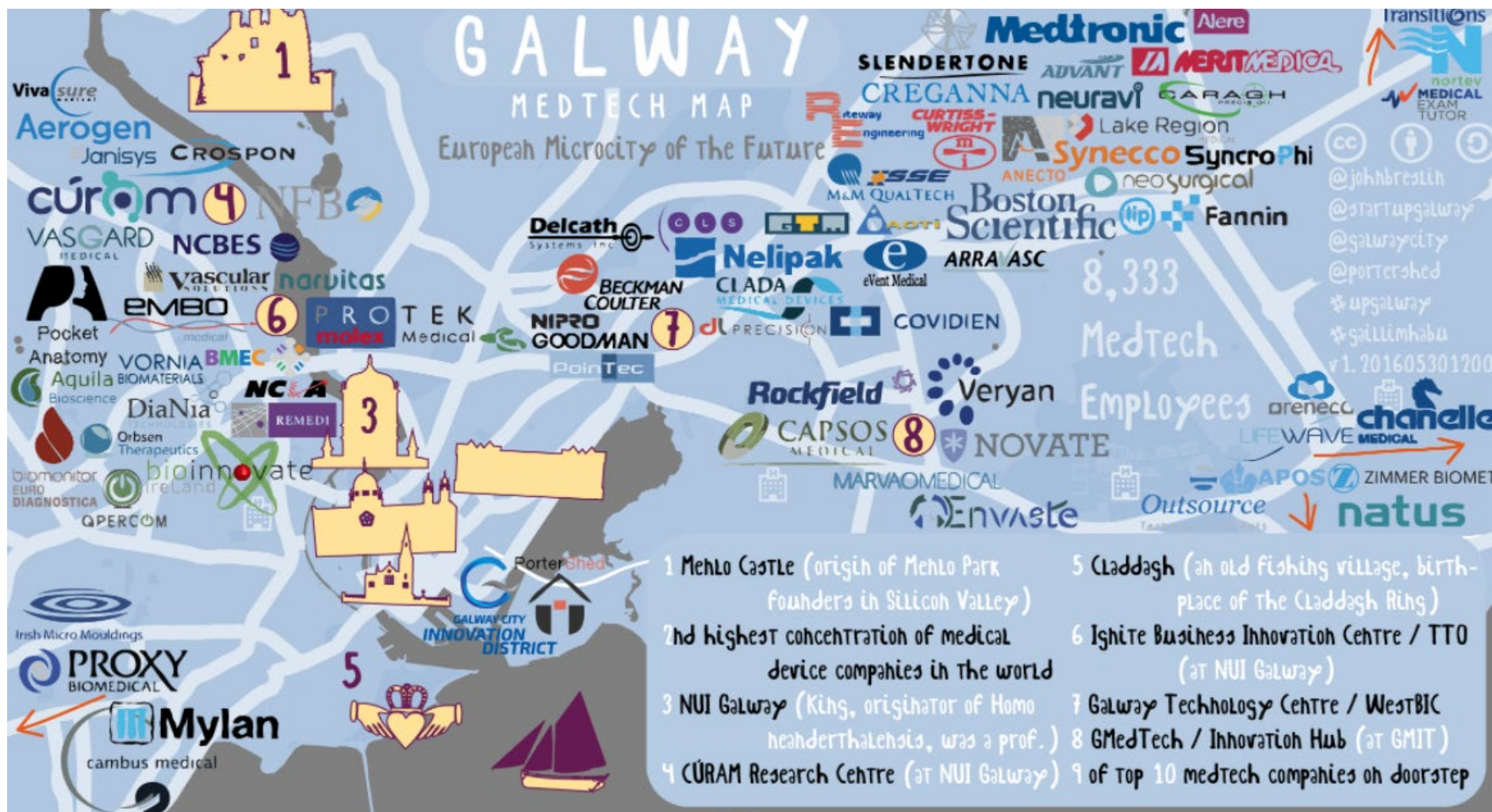


Galway tech landscape: Tech map



Source: PorterShed

Galway tech landscape: Medtech map



Source: PorterShed

Notes



kpmg.ie

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