



Comhpháirtíocht Leader Waterford Leader
Phort Láirge Partnership

Decision of Evaluation Committee

Project ID	31LDRWAT106172
Project Type:	Rural Tourism – Glamping/Cabins
Project Name:	Nire Cabin Company Ltd
Promoters Name:	Paul & Ruth Deegan
Address:	The Nire Valley, Ballymacarbry, Co. Waterford
Description:	The development of a low density, low impact eco campsite using off grid timber cabins with individual integrated constructed wetlands (ICWs) for water treatment, allowing the comfort of full bathroom facilities in the cabins.
Theme:	Local Objective 1 Rural Tourism
Sub-theme:	SA 1.4 Community hostels, RV Parks, glamping/camping
Link to LDS	L.O.1

Total Project Costs	€111,990.45		
Eligible Project Costs	€98,670		
Funding sought by promoter:	€49,335		
Funding recommended by Evaluation Committee:	€49,335		
Details of private funding:	€50,0000 in Loan/Bridging Finance		
Voluntary Labour: YES / NO (If yes provide detail)	No		
Synopsis of project:	The development of a low density, low impact eco campsite using off grid timber cabins with individual integrated constructed wetlands (ICWs) for water treatment, allowing the comfort of full bathroom facilities in the cabins.		
Detail exactly what WLP will be funding (List items from Project Assessment Report)	Detail	Total Cost (Expenditure)	Grant Aid recommend by the Evaluation Committee @ 50%
	5 Cabins	€64,350	€32,175
	Wetlands	€21,360	€10,680
	Groundworks	€12,960	€6,480
Total Funding		€98,670	€49,335
Was an assessment completed?: Date: <u>13/03/2018</u>	Yes		
Are detailed costings provided for the project? Were the costs for the	National Public Procurement Guidelines adhered to. Correct number of quotations on file. Assessment of Tenders received based on lowest price.		

project considered reasonable and how was this measured?	
Where the procurement process resulted in less than 3 quotes, the EC must show the additional steps taken to ensure the reasonableness of costs:	N/A
Innovative Element of the project:	Usually Glamping involves some form of compromise often including shared bathroom facilities and lack of privacy. The design of this site offers a cabin density of less than one per acre and also makes it possible to have ensuite facilities with flushing toilets in all cabins.
Consideration of Deadweight:	The Promoters will not be able to progress without grant aid as the Bank has approved funding on the basis of grant aid being successful.
Consideration of Displacement:	This project will complement rather than displace other accommodation facilities in the area.
Economic justification for project:	The lack of accommodation in the area is a hindrance to the continued tourism growth.
Average Score for Project:	76/100
% level of aid & ceiling:	50% or whichever the lesser amount
E. C. Executive Summary/Rationale for Funding	The Evaluation Committee agreed to recommend funding this project for the following reasons:- 1. The location is specular about a mile from the main road and Melodies. The cabins will be extremely luxurious, very well built and used all year round. Each one located on its own wetlands. 2. The Evaluation Committee agreed that the promoter addressed their concerns in a very frank and clear manner. 3. They consider this a good project to fund as it fits the Co Waterford Local Development Strategy for Rural Tourism. 4. It was agreed that the promoters have the requisite skills to deliver the project noting that with the right publicity that the project should be successful. 5. A Committee Member commented on the quality of the business plan, the emphasis on customer care and that the application overall is very well presented.

Jobs Created	Jobs Sustained	Match Funding	Previous Grant Aid Received
2 Jobs	None	€50,0000 in Loan/Bridging Finance	None

Confirmation that agencies / communities are supportive of the proposed project.	Date of Confirmation	Signed By
Yes/Failte Ireland/LEO	14/03/18	B Kirby/Hilary Creedon

Detail of Discussion:

Meeting on the 26 3 18: The following were the main points raised in the discussion of the project:-

- Mr Jimmy Taaffe briefly outlined the project, its location and the background of the promoters to the Evaluation Committee. They are proposing to build 5 luxury cabins on 6 acres of land in Ballymacarby Upper not too far from Melodies. These will be high quality cabins with their own garden area and constructed wetlands, and will be eco-friendly located in a very scenic area.
- The promoters both of who come from the hospitality sector will provide meals. It is being proposed that a breakfast hamper will be delivered to each cabin every morning.
- The promoters are borrowing €50,000 from their in-laws and the bank has agreed a loan of €50,000 conditional on LEADER funding being approved.
- The Evaluation Committee noted that while they love the concept that the figures provided are concerning. It was pointed out that the projections did not include any repayment for the bank loan.
- The viability of the project with only 5 cabins was questioned.
- A Committee Member noted that the marketing plan is weak noting that it is not a good idea to rely on booking.com or similar agencies because of the large fees they charge per booking.
- The Evaluation Committee queried if the promoters were mortgage free as this would have a bearing on the financial viability of the project. They feared that the promoters will run out of working capital in the first year.
- A Committee Member noted that further market research may be required as they are dubious that this type of accommodation will be as popular in Ireland as it is in Spain or France due to the difference in weather. It was also noted that the proposed cost of €120 per night is quite expensive. Mr Jimmy Taaffe said that the location is excellent and that the promoters are offering a luxurious, high end experience that will attract visitors.
- The Evaluation Committee all agree that the concept is lovely but are not confident that this project will be viable and require further information as they do not want to grant aid the promoter into difficulty.

The Evaluation Committee agreed to defer the project until further information on the following is received:-

- 1) The Projections – the Bank loan is not included and the wages are very small.
- 2) Work Capital – Is there enough funding for working capital for the first year of the project.

Meeting on the 9 4 18: The following were the main points raised in the discussion of the project:-

- Mr Jimmy Taaffe advised that the promoter's letter outlined their response to the issues raised regarding the bank loan and working capital.

Bank Loan - They are confident that they will be able to facilitate the repayment of the loan as they equate this to the equivalent of one cabin out of the five let for eight days or four weekends. Originally they were in discussion with the bank for a ten years secured loan but change to an unsecured loan over five years and this was over looked in the projections in the haste to submit the application in time.

Working Capital – The promoter's wife will be in receipt of the back to work job seekers allowance for the next 18 months. They have no mortgage or personal debt so have sufficient funds to sustain them while the project grows.

The promoters are fully supported by family and the family loan has no repayment date.

- Mr Jimmy Taaffe briefly outlined the background of the promoters noting that they were involved in craft beers are very good cooks. All catering will be provided by them. They are both very hospitable and their home and grounds are very well presented.
- They plan on organising specialised events, including yoga, cookery, painting, etc.
- The location is specular about a mile from the main road and Melodies. The cabins will be extremely luxurious, very well built and used all year round. Each one located on its own wetlands.
- Due to the size of the site it will not be possible to get a greater cabin density.
- The way the site is positioned it will not be possible to sell them on individually afterwards.
- Mr Jimmy Taaffe advised that guests will have to park centrally and walk to their cabins. The promoters will bring their bags and deliver breakfast by a golf buggy.
- The Evaluation Committee agreed that the promoter addressed their concerns in a very frank and clear manner.
- They consider this a good project to fund as it fits the Co Waterford Local Development Strategy for Rural Tourism.
- It was agreed that the promoters have the requisite skills to deliver the project noting that with the right publicity that the project should be successful.
- A Committee Member commented on the quality of the business plan, the emphasis on customer care and that the application overall is very well presented.

Recommendation: A maximum of €49,335.00 or 50% of eligible costs whichever is the lesser.

Amount Recommended: A maximum of €49,335.00 or 50% of eligible costs whichever is the lesser.

50% of Eligible Project Funding:

Signed: _____

Signed: _____

Chairperson of Evaluation Committee

Committee Member

Date: _____

Date: _____

Issues / Queries raised by Evaluation Committee	Project Officers Response
Working Capital/Loan Repayment Terms	Addressed by the Promoter in writing

Signed: _____

Dated: _____

WLP Project Officer

Overall Evaluation Committee Scoring Record

Date: 9th April 2018

Time: 11am to 3pm

Project Title: Nire Cabin Company Ltd

Project Reference Number: 311DRWAT106172

Assessment Criteria	Objective	Issues raised by Evaluation Committee	Weighting	Score
Compatibility with Local Development Strategy	Do the project proposals meet the criteria set out in the LAG business plan for the relevant measure?		Yes / No	
Innovation	Is the product innovative in its nature and does it displace existing enterprises? - Product / Service 9/19 <u>9</u> - Displacement 5/19 <u>3</u> - Job Creation 5/19 <u>3</u>	19	1	15
Promoters experience	Does the promoter have the training/skills, track record or experience to deliver? - Standards of Operation 6/25 <u>5</u> - Track Record 6/25 <u>4</u> - Structure of Business 6/25 <u>5</u> - Necessary skills base 7/25 <u>4</u>	25		18
Financial Viability	Are the project costs justifiable (reasonableness of costs) and / is funding available to co-fund the project? - Overall Costs 7/25 <u>5</u> - Co Funding 6/25 <u>5</u> - Financial Plan 6/25 <u>4</u>	25		18

	- Deadweight	6/25 <u>64</u>			
Sustainability	Is the project viable and will the service continue to be delivered?			13	10
Requirement	Does the proposal target a specific need or address a specific gap in the market?			18	15
Total				100	76

N.B. Project must receive a minimum score of 65% prior to being recommended for approval.

- Has the potential level of deadweight been assessed for this project? YES / NO
- i.e. would the project proceed without LEADER funding? YES / NO

Recommendations of the Evaluation Committee: Approved

Signature: 

Signature of Evaluation Committee Chair

Date: 9/4/2018

Denise Walsh

From: pclerkin@cablesurf.com
Sent: Tuesday 17 April 2018 15:36
To: Denise Walsh
Subject: Minutes April 9 2018
Attachments: Minutes 9 4 18-1.doc

Denise,

I have reviewed the attached draft minutes and I am in agreement with them.

Regards,

Paul Clerkin
Chairman of Evaluation Committee

