



Comhpháirtíocht Leader Waterford Leader
Phort Láirge Partnership

Decision of Evaluation Committee

Project ID	31LDRWAT115766
Project Type:	Capital
Project Name:	Comeragh Pods
Promoters Name:	P.T. Quinlan Ltd
Address:	Kilrossanty, Kilmacthomas, Co. Waterford
Description:	Development of a Self-Catering Glamping Site providing short term stay for tourists to the Comeragh Area. The development [Comeragh Pods], is a new build construction on an identified section of land in Kilrossanty, Co. Waterford. One of our key USP's to the marketplace, is an Environmentally conscious approach to holidaying in Rural Ireland. The promoters want to build a project which benefits from the wonderful location, while respecting the landscape throughout it's approach and operation.
Theme:	LO1 Rural Tourism / S2 Aims c) / S3 Priorities 1)
Sub-theme:	SA1.4 Glamping, camping, community hostels, RV Parks
Link to LDS	Supporting rural tourism and enterprise to promote overnight stays

Total Project Costs	€235,602.16
Eligible Project Costs	€235,602.16
Funding sought by promoter:	€176,701.63
State one of the following: - First Review / Previously Deferred or Not Recommend	Second review
Funding recommended by Evaluation Committee:	€176,701.63
Details of private funding:	€8,900.54 Own funds €50,000 loan finance
Voluntary Labour: YES / NO (If yes provide detail)	No
Synopsis of project:	Funding sought for 6 lux glamping pods and a communal building and associated works on land owned by the promoter near the Mahon Falls in the Comeragh mountains where there is very little accommodation

Detail exactly what WLP will be funding (List items from Project Assessment Report)			
	Detail	Total Cost (Expenditure)	Grant Aid recommend by the Evaluation Committee @ 75%
	Automatic Gate	3,800	2,850
	Pods x 6	100,800	75,600
	CCTV	1,500	1,125
	Communal Building	33,000	24,750
	Internal Fixtures (Kitchen/Carpentry)	15,885.46	11,914.09
	Cladding – Washrooms	4,141	3,105.75
	Office Equipment/Kitchen Equipment	6,951.71	5,213.78
	Services: ESB	5,221.33	3,915.99
	Services: Water (Borewells)	3,950	2,962.50
	Landscaping	8,500	6,375
	Car Park Stabilisation Mats	3,800	2,850
	Lawnmower/Strimmer	4,756.09	3,567.07
	Fencing	2,835	2,126.25
	Drylining (Kitchens/Bathrooms)	15,000	11,250
	Outdoor Furniture	4,726.83	3,545.12
	Picnic Benches	1,482.93	1,112.19
	Bathroom Fixtures	1,196.70	897.52
	Pod/Communal Furniture	7,495.12	5,621.34
	Gates	2,450	1,837.50
	Merchandise	610	457.50
	Marketing & Advertising	7,500	5,625
€	Total Cost of Project	€235,602.16	€176,701.63
Was an assessment completed?: Date: <u>06/10/2021</u>	Yes		
Are detailed costings provided for the project? Were the costs for the project considered reasonable and how was this measured?	Yes, the larger cost items such as the pods and communal building were etendered and a notice was placed in a local newspaper for the entire project. Other smaller cost items were invited via email and a full audit trial provided. The MEAT process was used to select suppliers		
Where the procurement process resulted in less than 3 quotes, the EC must show the additional steps taken to ensure the reasonableness of costs:	Where less than three quotes were provided, evidence is available that the specific items were either etendered or directly invited and in all cases except ESB which is the sole supplier of electrical connections, there is comparison quotes		

Innovative Element of the project:	The project will provide much needed accommodation in a popular tourist area where there is a complete lack of same and provides an alternative stay which very much lends itself to the rustic nature of the area
Consideration of Deadweight:	The project would not progress without access to 75% funding as the promoters have limited funds
Consideration of Displacement:	Currently there are very few accommodations or self-catering options to facilitate visitors to the Comeragh Region. There is a Campervan facility available, closer to Dungarvan, which appeals to a different market segment to the identified Market of ComeraghPods. There is no displacement of other businesses rather complementarity of local businesses and outdoor activities.
Economic justification for project:	The project will provide much needed alternative accommodation in the comeragh uplands where existing accommodation is extremely limited. It will also enable people to stay longer in the area and support other local providers, eateries, shops etc
Average Score for Project:	81/ 100 (1)
% level of aid & ceiling:	A maximum of €176,701.63 or 75% of eligible expenditure, whichever is the lesser
E. C. Executive Summary/Rationale for Funding	The Evaluation Committee agreed to recommend funding this project for the following reasons:- 1. The project fits the Local Development Strategy plan for funding rural tourism type projects 2. The Evaluation Committee agreed the promoters have the skills and expertise to successfully implement the project. 3. The project scored 81/100. A maximum of €176,701.63 or 75% of eligible expenditure, whichever is the lesser

Jobs Created	Jobs Sustained	Match Funding	Previous Grant Aid Received
1	0	€8,900.54 Own funds	€0
		€50,000 loan finance	

Confirmation on the applicant's position re De-Minimis and double from the relevant agencies.	Date of Confirmation	Signed By
Failte Ireland	13/09/2021	Mary Houlihan

LEO	08/09/2021	Brid Kirby

- **Meeting 13/10/21 - Detail of Discussion:** Ms Claire Connors advised that this project was recommended for funding at the previous evaluation meeting. Since then, it has come to light, at the Article 48 check, that some elements of the project, the works related services for plumbing and electrical, should be funded at 50% rather than 75%. The IT systems require any project with two percentage rates to be entered as two separate projects. The change in percentage rate for the service works to 50% reduces the overall projects costs accordingly.
- The Evaluation Committee agreed to recommend funding both Comeragh Pods projects as per the rationale and scoring previously used. This project will be funded under the Rural Development 2014 -2022 Programme.

A maximum of €176,701.63 or 75% of eligible expenditure, whichever is the lesser

Previous Meeting 20/09/21 - Detail of Discussion:

- Ms Claire Connors outlined the project to the Evaluation Committee advising that the promoters are a husband-and-wife team Pdraig and Tracy Quinlan from Kilrossanty. They intend to establish a self-catering Glamping site and are applying to purchase 6 glamping pods and 1 large communal pod and all associated costs.
- The site is on a 19.5-acre site and is looking straight up into the Comeragh Mountains with the River Tae running alongside. Once the trees are paired back there will be views of the river.
- Ms Connors advised that there is limited accommodation in the area.
- The Evaluation Committee discussed the access road and Ms Connors advised that access was good. Once turned off the main road the site is only 500 metres down the access lane which is good and wide. It was pointed out that there are many houses down the road and that WC&CC has a small development charge in the plans for the road.
- The pods are mid-range one bedroom with a double bed, a sitting/kitchen area with a double sofa bed, a small bathroom and outside decking.
- It was confirmed that the pods would have a life span of about 10 to 12 years once taken care of.
- The price during high season will be €150 which is comparable to competitors.
- The Evaluation Committee agreed that it is an excellent application, very well put together. There are lots of nice inclusions around eco-tourism and the branding of uniforms is a nice touch. One Committee Member noted that the Up-Cycled approach detailed on page 48 should be reconsidered as the more streamlined an area is the better it will look and be more hygienic.
- The backgrounds of both promoters were discussed, and it was agreed that they have the experience and capability to successfully implement the project.
- Ms Connors advised that the area is starting to develop with a nearby café/restaurant just after opening. Waterford City and County Council have plans to develop the Mahon Falls car park.
- It was noted that the director's expenses of €23k appear low but Ms Connors advised that Ms Quinlan will remain working but will take care of the accounts, promotions, etc. Mr Quinlan will be on hand, and they will outsource the linen/laundry and employ someone part-time cleaning. Initially, they are projecting 60% occupancy.

- It was confirmed that the nearest shop is in Lemybrien.
- It was noted that the promoters seem to have a reasonable amount of working capital of €25k. About one or two of the quotes there was a slight concern as most of the plumbing quoted were in the region of €22k one was €12K and it was feared that this may be too low.
- Ms Claire Connors advised that there was a slight adjustment to the figures circulated.
- Correspondence received from Mr Paddy Gordon Solicitors regarding the lease of the land advising that it should be transferred shortly was readout.
- The Evaluation Committee agreed to recommend funding this project under the Rural Development 2014 -2022 Programme.

Amount Recommended: €176,701.63

75% of Eligible Project Funding: €235,602.16

Signed: _____ **Signed:** _____

Chairperson of Evaluation Committee

Committee Member

Date: _____ **Date:** _____

Issues / Queries raised by Evaluation Committee	Project Officers Response

Signed: Claire Connors **Dated:** 14th October 2021

WLP Project Officer

Please insert photos below of reference purposes:



Evaluation Committee Scoring Record

Date: 13/10/2021

Time: 1hr.

Project Title: Comeragh Pods

Project Reference Number: 31402WA7115766

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 / MP	
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>2</u> - Job Creation 5/19 <u>5</u>		19	16
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>5</u> - Structure of Business 6/25 <u>5</u> - Necessary skills base 7/25 <u>5</u>		25	20
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>		25	20

	- Financial Plan	6/25	5		
	- Deadweight	6/25	5		
Sustainability	Is the project viable and will the service continue to be delivered?			13	
Requirement	Does the proposal target a specific need or address a specific gap in the market?			18	
Total				100	81

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: Paul Doherty

Signature of Evaluation Committee Chair

Date: 14/10/2021