



Comhpháirtíocht Leader Waterford Leader
Phort Láirge Partnership

Decision of Evaluation Committee

Project ID	31LDRWAT117663
Project Type:	Capital
Project Name:	EURI Procurement of machinery for increase of bakery production
Promoters Name:	Vinilo
Address:	8 Main Street, Lismore, Waterford,
Description:	The proposed project is the purchasing of machinery to increase the bakery production as well as quality. This is the purchase of a second dough mixer, a bread slicer, and a second oven. This will improve the current production rate as well as increase the quality of pastries produced by the bakery.
Theme:	L02 Strategic and Collaborative investment in rural enterprise development to foster rural job creation in local villages.
Sub-theme:	SA 2.2 Capital Investment in the development of rural food enterprises.
Link to Transitional Rural Development or EURI	Supports to rural businesses seeking to reach new markets, expand, innovate or diversify in response to the impact of the COVID-19 pandemic
Link to LDS	Supporting rural artisan food production

Total Project Costs	14000		
Eligible Project Costs	A maximum of €10,500 or 75% of eligible expenditure, whichever is the lesser		
Funding sought by promoter:	A maximum of €10,500 or 75% of eligible expenditure, whichever is the lesser		
State one of the following: - First Review / Previously Deferred or Not Recommend	First Review		
Funding recommended by Evaluation Committee:	A maximum of €10,500 or 75% of eligible expenditure, whichever is the lesser		
Details of private funding:	Funds in Bank of 3500 or 25% of eligible expenditure		
Voluntary Labour: YES / NO (If yes provide detail)	No		
Synopsis of project:	The proposed project is the purchasing of machinery to increase the bakery production as well as quality. This is the purchase of a second dough mixer, a bread slicer, and a second oven. This will improve the current production rate as well as increase the quality of pastries produced by the bakery.		
Detail exactly what WLP will be funding (List items from Project	Detail	Total Cost (Expenditure)	Grant Aid recommend by the Evaluation Committee @ 75 %

Assessment Report)	Spiral Dough Mixer	4,000	75
	Convection Oven	5,000	75
	Bread Slicer	5,000	75
Total Funding		€14,000	€10,500
Was an assessment completed?: Date: 10/5/2022	Yes		
Are detailed costings provided for the project? Were the costs for the project considered reasonable and how was this measured?	Yes. Yes they were considered reasonable. Using the MEAT process.		
Where the procurement process resulted in less than 3 quotes, the EC must show the additional steps taken to ensure the reasonableness of costs:	The procurement process provided 3 quotes.		
Innovative Element of the project:	It is the only artisan bakery in Lismore		
Consideration of Deadweight:	The bakery is currently operating and would undertake the project without funding over a long period of time.		
Consideration of Displacement:	Displacement was considered but Vinilo is the only bakery in Lismore, the closest bakery is 25km away. Vinilo also brings a unique flare thanks to their head chef Pablo Berriel		
Economic justification for project:	This will add jobs to Lismore and improve the food culture of the area		
Average Score for Project:	79/100 (2)		
% level of aid & ceiling:	A maximum of €10,500 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 LCDC Local Development Plan for L02 Strategic and Collaborative investment in Rural Enterprise Development to foster rural job creation in local Villages. 2. Funding for this project will create 1 full-time job and 1 part-time seasonal job. 3. The project scored 75/100 A maximum of €10,500 or 75% of eligible expenditure, whichever is the lesser with the following conditions: - 1. Before payment, a five-year lease must be obtained 2. Premises should be open for four days per week		

Jobs Created	Jobs Sustained	Match Funding	Previous Grant Aid Received
1.25 FTE	4.6 FTE	3,500	21,900 Priming grant from Waterford local enterprise office

Confirmation on the applicant's position re De-Minimus and double from the relevant agencies.	Date of Confirmation	Signed By
Waterford Local Enterprise Office	13/05/2022	Ten day period was offered for feedback and no response has been received

The following were the main points raised in the discussion of the project: -

- Mr Paschal O'Connor outlined the project to the Evaluation Committee advising that Vinilo is a micro-bakery based in Lismore Co. Waterford specialising in sourdough bread and pastries. The bakery, which was opened in 2021, is run by husband-and-wife Pablo Berriel from Uruguay and Lucy O'Hanrahan from Lismore. Pablo is a certified chef and managing director and Lucy is a founding partner and administrator at Vinilo.
- The business employs 3.5 staff full time and they want to expand by purchasing equipment to increase production. Having a conventional oven increases the production and quality of pastries, the mixer will help increase production and the slicer will improve aesthetics.
- The premises are rented from Ms O'Hanrahan's parents and they have a lease until the end of 2022. They have advised that there will be no problem getting an extended lease for 5 years.
- The electrics element of the application was removed as correct procurement procedures were not followed.
- The Evaluation Committee discussed displacement noting that Dún Artisan Bakery is in Dungarvan, and Seagull Bakery is in Tramore. Dungarvan is 25km from Lismore and Tramore is 70km. Both these businesses meet their local demand and the only area where there could be displacement in the proposal to expand into wholesale in the future. Seagull Bakery is one of the best producers of Sourdough and services the wholesale market in Tramore and Dungarvan. It was agreed that the promoters have the potential to expand into Youghal, Clonmel, Tallow and Fermoy for wholesale where there is no competition.
- Mr Paschal O'Connor clarified that currently the promoter can't meet the demand in their area and the increase in production will be to meet those needs.
- A Committee Member noted that they don't see wholesale as their area of growth expressing the opinion that the cookery courses will be very popular.
- Barrons Bakery has a different target market. Mr Jimmy Taaffe advised that Barron's Bakery was grant-aided years ago by LEADER and that programmes do allow the funding of Bakeries.
- It was queried if this project could be considered retail and it was agreed it wasn't as it is the manufacture of artisan food products.
- The Evaluation Committee agreed that the business is a very good addition to the streetscape in Lismore bringing vitality to the area on the days that it is open.
- The promoter's social media presence is very good, and they have received excellent reviews from popular chefs and influencers i.e. Darina Allen and Rosanna Purcell. They have also been awarded a place in McKenna's guides as "Best in Ireland 2022".
- A discussion ensued on the number of days the business is open, currently 3 days per week, and if this should be increased to 5. It was noted that the production process for sourdough commences two days beforehand so technically they are working five days. A Committee Member said that from a business perspective they should be looking to sweat those assets querying if they were in it more for lifestyle than business. It was noted that due to the process required for sourdough being open 5 days means 7 days working and this may be an issue of personnel. Mr Paschal O'Connor advised that the promoters mentioned in their business plan that they intend to open 5 days a week eventually.
- The projections were considered to be overly optimistic, and it was commented that this generally seems to be

the case in most applications as they wish to portray the project as a good business venture.

- It was noted that the business made a €51k turnover with drawings of €30k. While the drawings were considered low for them both they are living rent-free above the premises.
- The Evaluation Committee agreed that a five-year lease is required saying that the premises seemed to have enough room for expansion if required.
- The Evaluation Committee agreed that funding this project is a good use of EURI funds and agreed to recommend funding to the LCDC.

The Evaluation Committee agreed to recommend funding this project for the following reasons: -

1. The project fits the LCDC Local Development Plan for L02 Strategic and Collaborative investment in Rural Enterprise Development to foster rural job creation in local Villages.
2. Funding for this project will create 1 full-time job and 1 part-time seasonal job.
3. The project scored 75/100

A maximum of €10,500 or 75% of eligible expenditure, whichever is the lesser with the following conditions: -

- 1) Before payment, a five-year lease must be obtained
- 2) Premises should be open for four days per week

Amount Recommended: €10,500	75% of Eligible Project Funding:
------------------------------------	---

Signed: _____ Signed: _____

Chairperson of Evaluation Committee

Committee Member

Date: _____ Date: _____

Issues / Queries raised by Evaluation Committee	Project Officers Response
Before payment, a five-year lease must be obtained	
Premises should be open for four days per week	

Signed: Paula O'Connor

Dated: 18/5/2022

WLP Project Officer

Please insert photos below of reference purposes:

Evaluation Committee Scoring Record

Date: 16/5/2022

Time: 1km.

Project Title: EERI - Procurement of machinery for increase of Mahang production

Project Reference Number: 3102WAT117663

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>7</u> - Displacement 5/19 <u>5</u> - Job Creation 5/19 <u>5</u>		19	17
Promoters experience	Does the promoter have the training/skills, track record or experience to deliver? - Standards of Operation 6/25 <u>4</u> - Track Record 6/25 <u>5</u> - Structure of Business 6/25 <u>4</u> - Necessary skills base 7/25 <u>5</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>		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	8
Requirement	Does the proposal target a specific need or address a specific gap in the market?			18	12
Total				100	75

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]

Signature of Evaluation Committee Chair

Date: 16-05-2022

Denise Walsh

From: pclerkin@cablesurf.com
Sent: Wednesday 18 May 2022 21:29
To: Denise Walsh
Subject: Draft Minutes.

Dear Denise,

I have reviewed the draft minutes of the WLP Evaluation Committee meeting held on 16th May 2022 and I am in agreement with them.

Regards,

Paul Clerkin
Chairperson
WLP Evaluation Committee

