



Minutes of the Waterford LAG Meeting
Wednesday 14th December 2022, teleconference via Zoom at 10.00 a.m.

Present:

Non Public Sector:

Public Sector

1. Gabriel Foley	PPN / Environment	1. Mayor John O'Leary (Chair)	Elected representative
2. Senan Cooke	PPN / Community & Voluntary	2. Cllr Eamon Quinlan	Elected representative (Deputy Chair)
3. Maggie Flannagan	PPN/ Community & Voluntary	3. Richie Walsh	Head of LEO
4. Jimmy Taaffe	CEO – WLP CLG	4. Michael O'Brien	WWETB
5. Liam Quinn	CEO – Waterford Area Partnership	5. Kate Cassidy	HSE
6. Breda Fell	PPN / Community & Voluntary	6. Cllr Pat Nugent	Elected Representative
7. Gerald Hurley	CEO Waterford City Chamber	7. Margaret Mary Collins	TUSLA
Apologies:		Apologies:	
8. Jenny Beresford	CEO Dungarvan & West Waterford Chamber	8. Michael Walsh	CE, WC&CC
9. Catherine Quinlan	I.C.M.S.A.	9. Kathryn Kiely	SETU
10. Heather Kiely	PPN Community/Voluntary		

Staff Present: J. Codd S.O., S. Whelan S.O., C. O'Brien S.O., S. Breathnach Chief Officer, E Morrissey, O Matiut.

1. Total current Membership	19
2. Total attendees	14
3. Quorum % required (50% of 1 above)	Achieved – 74%
4. non-public/public ratio	7 non-public: 7 public 50% non public: 50% public

1. **Confirmation of Quorum:** Having reviewed the attendance record S. Breathnach informed the committee that a public representative would need to stand down to balance the quorum. J O'Leary agreed to abstain from voting. Revised Quorum Non-public 7: Public 6.

Chair John O'Leary opened the meeting.

2. **Apologies.**

As per table above apologies were noted.

3. **Review of Membership: Nomination of Kathryn Kiely SETU**

Chief Officer S Breathnach asked the committee to consider a SETU representative in lieu of a representative from the Dept of Social Protection. SETU nominated Kathryn Kiely to sit on the LCDC.

Proposed: G. Foley	Seconded by B. Fell
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

4. **Conflict of Interest:**

- (i) No declarations submitted for this meeting
- (ii) Review of Quorum: Quorum 7:6 in favour of public sector.

5. **Confirmation of Minutes of LAG Meeting held on 17th November 2022**

Proposed: S. Cooke	Seconded by P. Nugent
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

6. **Matters arising:**

None.

7. Rural Development Programme.

a) Projects for approval.

7 a i). 31LDRWAT117886 Dunmore Adventure Ropes Course

WLP S.E.O. Mr. Jimmy Taaffe outlined the merits of this project.

Project ID	31LDRWAT117886
Project Type:	Capital
Project Name:	Dunmore Adventure Ropes Course
Promoters Name:	Dunmore East Adventure Centre Ltd
Address:	The Harbour, Dunmore East, Co. Waterford
Description:	The promoter is investing in a high ropes course to offer land-based activity to complement their established marine based offering. Training by the supplier is required along with all relevant safety equipment including harnesses and belay devices. This land-based offering will cover the winter period when sea conditions can become too rough and is less weather dependent.
Theme:	Local Objective 1
Sub-theme:	Strategic Action 1.1
Link to LDS	Supporting activity tourism in the County and in particular adding to an all year round tourism product

Total Project Costs	€116,530
Eligible Project Costs	€116,530
Funding sought by promoter:	€80,248.95
State one of the following: - First Review / Previously Deferred or Not Recommend	First Review
Funding recommended by Evaluation Committee:	A maximum of €64,091.50 or 55% of eligible expenditure, whichever is the lesser, with the following condition: - • Subject to sufficient funding being available.
Details of private funding:	€36,281.05
Voluntary Labour: YES / NO (If yes provide detail)	N/A
Synopsis of project:	Investment in a high ropes course to add to the promoter's land-based activity and provide a year-round offering

Detail exactly what WLP will be funding (List items from Project Assessment Report)	Detail	Total Cost (Expenditure)	Grant Aid recommend by the Evaluation Committee @ 55%
	High ropes course	€116,530	€64,091.50
	Total Funding	€116,530	€64,091.50
Was an assessment completed? Date: _____	Yes on the 3 rd November '22		
Are detailed costings provided for the project? Were the costs for the project considered reasonable and how was this measured?	Yes, etendering was used which opens up the opportunity to tender to a large audience both at home and abroad and though one supplier tendered they are the most reputable company in the adventure market		
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 supplier has previously supplied caving system equipment to the promoter which was competitively priced		
Innovative Element of the project:	The high ropes course will be a unique offering in the South East and will enhance the land based off season products for the promoter		
Consideration of Deadweight:	Due to the cost of the equipment, the project would not progress without funding		
Consideration of Displacement:	This particular activity is not available in Waterford County and a similar outdoor facility is the Castlecomer Discovery Park, Kilkenny which offers a tree top tour only		
Economic justification for project:	Investment in this new activity will add hugely to the product offering already available to groups in the Dunmore East Adventure Centre particularly in the winter season when marine based activity is limited and sustain the 15.5 staff already employed and the creation of a further .3 of a job		
Average Score for Project:	77/100		
% level of aid & ceiling:	A maximum of €64,091.50 or 55% 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 to support County Waterford's tourism initiatives. 2. The project scored 77/100		

Jobs Created	Jobs Sustained	Match Funding	Previous Grant Aid Received
.3	15.5	€36,281.05	€118,219.76

Confirmation on the applicant's position re De-Minimis and double from the relevant agencies.	Date of Confirmation	Signed By
Failte Ireland	3 Nov '22	Ivona Carr
LEO	3 Nov '22	Brid Kirby

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

- Ms Claire Connors advised that the Evaluation Committee are familiar with the promoters as they were recently funded for the Sea Safari project and previously the water-based Wibit system. The promoters are Karen Harris, Gavin Sweeney and Rupert Musgrave, and they are all very experienced in operating an adventure facility and have done so successfully for years.
- The promoters are very proactive, actively seek out new trends, and continually change and update their offerings at Dunmore Adventure. The Dunmore Adventure are the only Irish company offering state-of-the-art Wibit Sports equipment, but it is vital to constantly adapt by keeping the offerings fresh and new.
- The proposed new mobile High Ropes Course will extend the land-based offering and get them through the shoulder season. The mobile high ropes course can be removed in off-peak months to store the equipment below.
- The Centre caters to school tours, sports clubs, groups, and individuals. It was noted that transition year students are potentially year-round users rather than just end of school year.
- The promoters have it down to a fine art and can quickly move the groups through the activities. The activity allows many customers to participate with lower instructor ratios, which is more cost-effective for the business.
- Fortunately, the promoters can constantly re-arrange the space, keeping the offerings fresh and new.
- Ms Connors advised that only one tender was received in response to the tender proposal. The Department clarified that this isn't an issue as it was openly advertised on e-tenders. The successful company is Bulgarian and was the original supplier of the Wibit system.
- The Committee noted that it's a super project but queried if they had sufficient funding to fund the project themselves. Ms Connors advised that while the accounts appear profitable, they are tight on operating finances. Looking at what they have provided in terms of bank statements, they would need help to fund this.
- The Committee agreed that the creditors were reasonably high and discussed the percentage level of funding.
- The Committee expressed the opinion that given the level of profits, they would have thought there would have been more cash on hand. Ms Connors advised that the promoters are continually re-investing and changing equipment. The promoters also came through a grave insurance issue noting that the way they can keep moving forward with a successful business in a challenging area is quite incredible.
- Ms Connors explained that the funding was reduced from 75% to 68.86549% due to de-minimis.

- The Evaluation Committee agreed that funding this project is a good use of Rural Development funds and agreed to recommend funding to the LCDC at a reduced rate of 55%.

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

1. The project fits the LCDC Local Development Plan to support County Waterford's tourism initiatives.
2. The project scored 77/100

A maximum of €64,091.50 or 55% of eligible expenditure, whichever is the lesser, with the following condition:-

- Subject to sufficient funding being available.

Amount Recommended: €64,091.50	55% of Eligible Project Funding: €116,530
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Proposed: S. Cooke	Seconded by P. Nugent
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

7 a ii). 31LDRWAT117888 Low Loader Production and Agricultural Trailer Manufacturing

WLP S.E.O. Mr. Jimmy Taaffe outlined the merits of this project.

Project ID	31LDRWAT117888
Project Type:	Capital
Project Name:	Low loader production and agricultural trailer manufacturing
Promoters Name:	Damien Power
Address:	Killineen East, Dungarvan, Co. Waterford. X35 NN96
Description:	The promoter is manufacturing his own bespoke high specification agricultural low loader trailer. Having created his own design for a trailer manufacturer who required a quick turnaround, the promoter realised he couldn't meet this demand using his own workshop and set about upgrading his own trailer design. He currently has to subcontract a lot of the elements due to lack of equipment in house and is seeking grant support to enable him to invest in his own equipment that will greatly improve efficiencies and create employment.
Theme:	Local Objective 2
Sub-theme:	Strategic Action 2.1
Link to LDS	Support for existing enterprise with investment in new technology

Total Project Costs	€22,697.70		
Eligible Project Costs	€22,697.70		
Funding sought by promoter:	€17,023.77		
State one of the following: - First Review / Previously Deferred or Not Recommend	First Review		
Funding recommended by Evaluation Committee:	A maximum of €17,023.77 or 75% of eligible expenditure, whichever is the lesser, with the following conditions: - • Subject to sufficient funding being available. • The promoter shall be referred to the Local Enterprise Office for mentoring support.		
Details of private funding:	€5,674.43		
Voluntary Labour: YES / NO (If yes provide detail)	N/A		
Synopsis of project:	Purchase a new semi-automatic band saw & measuring system for Power Precision Engineering		
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%
	Sterling SRA440 DGSA semi-automatic double mitring bandsaw and Pehu LMS30 Length Measuring system	€22,697.70	€17,023.77
Total Funding		€22,697.70	€17,023.77
Was an assessment completed? Date:	Yes, 14 th November 2022		
Are detailed costings provided for the project? Were the costs for the project considered reasonable and how was this measured?	Yes, direct tendering was used and three comparable quotes were received and costs were reasonable		
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:	The investment in this equipment will make the business much more efficient and competitive avoiding unnecessary time delays and money sub-contracting elements of the manufacture process elsewhere		
Consideration of Deadweight:	The promoter has stated the project would proceed on a reduced basis without grant aid. However, based on the limited financial resources available, I would consider the promoter to be dependent on grant support to undertake this investment or indeed it would take him a lot longer on a		

	phased basis.
Consideration of Displacement:	While there are three other businesses identified by the promoter based in Cork and Carlow, the distance from the promoter is significant to mitigate against any possible displacement
Economic justification for project:	The promoter is working hard trying to produce a high-quality trailer but due to limited resources in house is struggling with sub-contracting costs and lead in times making the overall enterprise inefficient. The investment in this much needed equipment will reduce cost and increase lead in times
Average Score for Project:	76/100
% level of aid & ceiling:	A maximum of €17,023.77 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 to support County Waterford's rural enterprises. 2. Funding will create one new job. 3. The project scored 76/100

Jobs Created	Jobs Sustained	Match Funding	Previous Grant Aid Received
1ft	3ft	€5,674.43	€0 Leader
			€46,500 LEO approved

Confirmation on the applicant's position re De-Minimis and double from the relevant agencies.	Date of Confirmation	Signed By
LEO	17/09/22	Brid Kirby

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

- Ms. Claire Connors advised that the promoter previously worked for Radleys Engineering as a fitter /welder but set up his own business on the farm, mainly doing repairs to farm equipment. He then got a contract from Smiths Trailers in Carlow to look at design faults and seems to have a flair for design. Smiths Trailers offered him a contract to produce 200 trailers per year which he had to turn down due to lack of the necessary equipment. Since then, the promoter has designed his own trailers but must contract out much of the work. He is applying for funding to purchase the necessary equipment to complete this work in-house.
- Ms. Connors clarified that the promoter has quite a sizeable space in a big yard with plenty of room for expansion.
- The promoter is known as a whizz kid with trailers and has produced two of his own, a low loader and a bales trailer.
- The Evaluation Committee commented that the projections were overly optimistic and appeared to be a bit

skewed but noted that the promoter is the exact type of person the programme should be assisting. He is very talented, and the bank, credit union and Smith Trailers have shown their belief in his abilities.

- Ms. Connors noted that he has good contacts in the industry and is very personable. A lot of his business is repeat business, as he still does a lot of repairs.
- The Evaluation Committee suggested that the promoter be referred to LEO for mentoring.
- The Evaluation Committee agreed that funding this project is a good use of Rural Development funds and agreed to recommend funding to the LCDC.

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

4. The project fits the LCDC Local Development Plan to support County Waterford's rural enterprises.
5. Funding will create one new job.
6. The project scored 76/100

A maximum of €17,023.77 or 75% of eligible expenditure, whichever is the lesser, with the following conditions:-

- Subject to sufficient funding being available.
- The promoter shall be referred to the Local Enterprise Office for mentoring support.

Amount Recommended: €17,023.77	75% of Eligible Project Funding: €22,697.70
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Proposed: P. Nugent	Seconded by G. Foley
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

7 a iii). 31LDRWAT118227 West Waterford Festival of Food (See item 7.d also).

WLP S.E.O. Mr. Jimmy Taaffe outlined the merits of this project.

Project ID	31LDRWAT118227
Project Type:	Capital
Project Name:	West Waterford Festival of Food
Promoters Name:	Waterford County Festival of Food CLG
Address:	The Courthouse, Dungarvan, Co. Waterford
Description:	Clearly describe in detail the nature of the proposed project including innovative aspects. West Waterford Festival of Food is one of the biggest community food festivals in the country with a national and international profile. The highlight of the festival is the hugely successful markets run over Saturday and Sunday providing a platform for

	local artisan producers to showcase their produce. The impact of the festival on the Dungarvan and West Waterford area is massive bringing in thousands of visitors with high value spend who book out accommodation. Taste Waterford which is part of the overall festival continues to support Waterford artisan food producers with a year-round remit of supports through mentoring, marketing, networking, peer support and B2B tradeshows. Next year it is hoped to increase membership by 10% by the end of 2023 by offering a newly developed, more high end online platform which will be a crucial source of information for the consumer as well as the producer. The go to website for all things and events food related in Waterford. Members can add stories, images and offerings on their new members portal.
Theme:	L01
Sub-theme:	SA1.2
Link to LDS	Supporting rural artisan food producers showcase their produce in a food tourism annual event with year-round supports and attracting visitors to the area

Total Project Costs	€147,959.50
Eligible Project Costs	€147,959.50
Funding sought by promoter:	€110,969.62
State one of the following: - First Review / Previously Deferred or Not Recommend	First Review
Funding recommended by Evaluation Committee:	A maximum of €63,833.25 or 50% of eligible expenditure, whichever is the lesser, with the following condition: - • Subject to sufficient funding being available. • Continued funding is not guaranteed and is subject to the rules and regulations of the new programme. If the application is deemed successful, then the Evaluation Committee will only recommend funding to a maximum of €50,000 but funding allocated could be lower depending on the application.
Details of private funding:	€36,989.88
Voluntary Labour: YES / NO (If yes provide detail)	N/A
Synopsis of project:	Support of the 2023 West Waterford Festival of Food as well as year-round assistance to the members of Taste Waterford

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%
	E-commerce and ticketing fulfilment services	3,000	€1,500
	Marketing – Food the Waterford Way	24,500	€12,250
	Web Services	1,000	€500
	Radio Advertising	6,432	€3,216
	Sound & equipment hire	3,330	€1,665
	Marquee & equipment hire services	17,470	€8,735
	Print services	20,293	€0
	Temporary toilet services	4,530	€2,265
	Photographic services	4,110	€2,055
	Cater Hire	18,644.50	€9,322.50
	Bus Services	9,800	€4,900
	Design Services	6,250	€3,125
	Public Relations - Festival	24,500	€12,250
	Videographer	4,100	€2,050
		€147,959.50	€63,833.25
Total Funding			
Was an assessment completed? Date: _____	Yes, 4 th November '22		
Are detailed costings provided for the project? Were the costs for the project considered reasonable and how was this measured?	Yes, direct tendering was used and the most economic advantageous tender selected		
Where the procurement process resulted in less than 3 quotes, the EC must show the additional steps taken to ensure the reasonableness of costs:	Comparable quotes available in most cases and where only one quote available i.e. audio and temporary toilet facilities, both suppliers were used previously and trusted providers		
Innovative Element of the project:	A high end online platform which will be a crucial source of information for the consumer as well as the producer. The go to website for all things and events food related in Waterford. Members can add stories, images and offerings on their new members portal		

Consideration of Deadweight:	The festival would go ahead but on a very reduced basis. The year round supports provided to the artisan food producers would not happen
Consideration of Displacement:	The only other food festival at a similar scale in Waterford City is the Harvest Festival which takes place six months after the West Waterford Festival of Food in September so the two festivals co-exist. East Cork Food and Drink Festival, a smaller event takes place in Middleton in September and the Wexford Food and Wine Festival takes place in May each year also on a smaller scale. Last year saw the launch of a new festival in Tramore, Vitamin Sea, a two day festival celebrating food and the outdoors and again is a much smaller event.
Economic justification for project:	The festival is now a huge annual food event in the country with thousands of visitors spending in the area over the festival weekend. It is dependent on funding to continue to grow and attract more sponsorship. The year round supports to local artisan producers is invaluable in helping them reach new markets and gain new contacts
Average Score for Project:	75/100
% level of aid & ceiling:	A maximum of €63,833.25 or 50% 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 Strategy for supporting artisan food producers in Co Waterford. 2. The project scored 75/100

Jobs Created	Jobs Sustained	Match Funding	Previous Grant Aid Received
0	1.5	€36,989.88	€68,126.08 WLP Dec '21
			€100,000 WC&CC Dec '20 & Feb '22
			€24,000 LEO Nov '20 & '21
			€63,402.75 RIDF Jan '20, April '21 & '22

Confirmation on the applicant's position re De-Minimis and double from the relevant agencies.	Date of Confirmation	Signed By
LEO	8 th Nov '22	Brid Kirby

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

- Ms Claire Connors noted that the Waterford Festival of Foods, Lismore Opera Festival and

Camphire were three events identified for assistance.

- The Evaluation Committee said they had made several points regarding last year's festival that still needed to be addressed.
 - The reliance on print material, including the over-elaborate brochure, and the need to move more toward digital
 - The lack of sponsorship funding from the main benefactors, including local hotels, restaurants, etc.
 - Need to generate more income streams and become self-reliant.
- It was noted that the sponsorship funds go towards the sponsor's PR events, not the festival running costs.
- It was queried what was the spin-off for the local area, particularly with the lack of accommodation facilities available. How will the town benefit from the festival?
- In relation to PR, details advising of reach achieved for paid content and free content obtained based on paid advertisements should be provided to show if value for money is being achieved.
- Again, the Committee discussed the sponsorship received, with the main benefactors contributing very little. It was noted that the highest sponsorship received was from McCarthy's Insurances €12k, Flahavan's €7k, Glanbia €5k and the local businesses that make up the Friends Circle, contributing only €5k in total between them all.
- Ms Connors advised that a large amount of the funding allocated under Rural Development goes towards supporting the year-long events for Food the Waterford Way, noting that the festival could not go ahead without funding.
- The Committee noted that the festival is anticipating another €70,000 from Rural Development next year. It was agreed to advise the promoters that the funding is not pre-determined and will be subject to the rules and criteria of the new programme. It is not yet known if the funding of festivals will be allowed under the new programme. If eligible and the application is deemed successful, then the Evaluation Committee will recommend funding up to a maximum of €50,000 (it could be less depending on the application) and that alternative streams of income should be sourced.
- Ms Claire Connors advised that costs everywhere have gone up and that the festival does need the grant aid.
- The Evaluation Committee commented that over time the festival should become self-supporting and viable and that they are concerned over the lack of support from the trade.
- The Evaluation Committee agreed that they would not fund the print element and would fund the remaining items at a maximum of 50%.

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

1. The project fits the LCDC Local Development Strategy for supporting artisan food producers in Co Waterford.
2. The project scored 75/100

A maximum of €63,833.25 or 50% of eligible expenditure, whichever is the lesser, with the following condition:-

- Subject to sufficient funding being available.
- Continued funding is not guaranteed and is subject to the rules and regulations of the new

programme. If the application is deemed successful, then the Evaluation Committee will only recommend funding to a maximum of €50,000 but funding allocated could be lower depending on the application.	
Amount Recommended: €63,833.25	50% of Eligible Project Funding: €127,666.50 (eliminating the print element)

Proposed: L. Quinn	Seconded by P Nugent
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

7 a iv). 31LDRWAT118270 Bottle Production and Branding Revision.

WLP S.E.O. Mr. Jimmy Taaffe outlined the merits of this project.

Project ID	31LDRWAT118270
Project Type:	Capital
Project Name:	Bottle Production and Branding Revision
Promoters Name:	Raven Coffee (EU) Ltd t/a 7 th Raven
Address:	Unit 8, Cappoquin Community Centre, Cappoquin, Co. Waterford
Description:	Raven Coffee Ltd t/a 7th Raven produces premium quality cocktails at its location in the Cappoquin Enterprise Park, Cappoquin since mid-2018. Dave and his son, Sean McLaughlin are co-owners and operators of the business. The need to upscale capacity is to meet present and future contracts from large consumers of kegged and bottled cocktails and requires investment in some essential pieces of equipment i.e., a kegging machine, inline infuser, and a bottling machine. The promoter has also been advised to re brand through their participation and feedback from study groups such as the SuperValu Food Academy in order to make their product stand out on the retail shelves.
Theme:	LO2
Sub-theme:	SA2.1
Link to LDS	Investment in new technology

Total Project Costs	€126,221		
Eligible Project Costs	€126,221		
Funding sought by promoter:	€94,665.75		
State one of the following: - First Review / Previously Deferred or Not Recommend	First Review		
Funding recommended by Evaluation Committee:	A maximum of €94,665.75 or 75% of eligible expenditure, whichever is the lesser, but this is subject to sufficient funding becoming available through de-committals otherwise only available budget shall be allocated.		
Details of private funding:	€31,555.25		
Voluntary Labour: YES / NO (If yes provide detail)	No		
Synopsis of project:	Investment in three essential pieces of equipment that will enable the business to meet prospective contracts and a rebrand to become more attractive on the shelf as advised by Supervalu		
Detail exactly what WLP will be funding (List items from Project Assessment Report) Total Funding	Detail	Total Cost (Expenditure)	Grant Aid recommend by the Evaluation Committee @ 75%
	Semi-automatic keg filling Machine	€30,500	€22,875
	Inline gas infusion system	€52,855	€39,641.25
	Semi-automatic bottling filling machine	€39,316	€29,487
	Re-branding	€3,550	€2,662.50
	Total cost	€126,221	€94,665.75
Was an assessment completed? Date: _____	Yes, 2 nd December 2022		
Are detailed costings provided for the project? Were the costs for the project considered reasonable and how was this measured?	Yes, etendering was used to procure the equipment and direct tendering used for the rebranding element		
Where the procurement process resulted in less than 3 quotes, the EC must show the additional steps taken to ensure the reasonableness of costs:	In the case of the re branding, 3 suppliers were invited to quote but only one quotation was received		
Innovative Element of the project:	The new equipment proposed will greatly improve efficiencies in house to provide both kegging and bottling produce at a fraction of		

	the time and labor involved currently enabling them to meet new orders
Consideration of Deadweight:	The promoters are heavily dependent on funding to make this much needed investment
Consideration of Displacement:	While Blackwater Distillery produces gin and other local companies produce cider and artisan beer, there is no one making handmade cocktails
Economic justification for project:	The company are at a stage where they need to move to the next level in their production process to meet new orders and particularly meet their sales targets with their new distributor Classic Drinks. Due to limited resources, this ability to upscale would not happen quick enough and the company would stagnate. Funding to support this development is critical
Average Score for Project:	67/100
% level of aid & ceiling:	A maximum of €94,665.75 or 75% of eligible expenditure, whichever is the lesser, but this is subject to sufficient funding becoming available through de-committals otherwise only available budget shall be allocated.
E. C. Executive Summary/Rationale for Funding	The Evaluation Committee agreed to recommend funding this project for the following reasons: - 7. The project fits the LCDC Local Development Plan to support County Waterford's rural enterprises. 8. Funding will sustain existing employment in a rural area, and the project will fail without funding. 9. The promoters have developed a saleable product and have Emirates and Tullamore interested. 10. The promoters have secured suitable food-grade premises in Cappoquin and fits in with the experience and expertise already in existence in the area, i.e. Crinnaghtaun Apple Juice and Blackwater Distillery. 11. The project scored 67/100 3. A maximum of €94,665.75 or 75% of eligible expenditure, whichever is the lesser, but this is subject to sufficient funding becoming available through de-committals otherwise only available budget shall be allocated.

Jobs Created	Jobs Sustained	Match Funding	Previous Grant Aid Received
5	3	€31,555.25	€58,218

Confirmation on the applicant's position re De-Minimis and double from the relevant agencies.	Date of Confirmation	Signed By
Local Enterprise Office	7 th December '22	Brid Kirby

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

- Ms. Claire Connors advised that the promoter has been producing cocktails since 2019. Initially, they started making nitro coffee, a nitro cold brew infused with nitrogen gas to create a smooth and less bitter beverage than regular coffee.
- For their cocktails, their primary research has gone into high-quality, readymade cocktails far superior to any of the low-quality cocktails currently on the market. They produce an Espresso Martini, Pornstar Martini, Strawberry daiquiri and a Mojito.
- The promoters wish to purchase new equipment to meet existing demand and grow their business. They have several potential new contracts and are in discussions with Emirates Stadium in London, Tullamore Whiskey and Classic Drinks (Sysco) but have yet to confirm contracts.
- For emirates Stadium in London, they hope to supply between 3000 to 5000 50-litre kegs of readymade quality cocktails in early Spring 2023. Tullamore Dew has requested the promoters to formulate an Irish Coffee using their whiskey and the promoter's nitro coffee as the base. Their bottled cocktails have just been listed with Classic Drinks (Sysco Foods).
- The Evaluation Committee expressed the following concerns:
 - The promoter should have provided a bank statement with the application, stating that it is tough to see if they have any means of supporting the project during the initial stages.
 - The number of promising projects that fail due to insufficient working capital was discussed.
 - Lack of confirmed contracts
 - Accounts provided were from 18 months previously and included an ongoing concern qualification.
 - The projection for salary seems very low.
 - The application is vague. Usually, the Committee would have requested further information, but that is not an option given that the programme is ending.
 - The project is high-risk but will not succeed without funding
- Ms. Claire Connors clarified that the bank statements are required to prove match funding. In this case, Spencer's Consultancy Ltd, based in Youghal, is providing the match funding for the project; therefore, the promoter isn't required to provide one.
- Ms. Connors advised that the qualification in the accounts was about Covid and the closure of bars.
- Ms. Claire Connors advised that there is a shortfall in the funding available and what the promoter requires. Other projects must be de-committed on the IT system before any additional funding can be known. Only de-committals made during a project's final claim can be reallocated. WLP cannot advise the Department of a list of de-committals but must wait on the promoter to submit their last claim. The de-committal can be requested when the final claim is input onto the system. Once all de-committals have been completed, we will know the final figure available.
- It was also questioned if the funding from Spencer's Consultancy is based on the project receiving the total LEADER allocation.
- Following a phone call, the promoter emailed a profit and loss statement for Jan 2022 to Oct 2022.

- The Local Enterprise Office provided funding for the purchase of equipment totaling €15k before 2019 for the nitro coffee.
- A Committee Member asked if the promoter should test using an industrial kitchen to increase the production before funding to ensure they can maintain quality and consistency.
- Spencer's Consultancy Ltd offer is subject to the promoters successfully obtaining Rural Development funding. They are willing to provide bridging finance for the whole project, with the €30k being either a loan or an investment for them.
- The Evaluation Committee agreed that Spencer's Consultancy appears to have confidence in the promoters and their abilities to deliver this project, given how they are prepared to provide bridging finance for the equipment upfront.
- It was queried if they had any other source of income as the projected staffing costs, including what they are paying themselves, appear pretty low. Ms. Connors replied that the promoters live and breathe the project and have no other source of income.
- It was noted that if the projected sales come through, they would be fine and everything hinges on the new contracts.
- Winelabs were the original distributor for the first two years while the promoter was developing their product. The relationship ended due to a difference in opinion on how the product was being marketed and the quality of ingredients used. The Evaluation Committee noted that Sisco is an excellent distribution network to have.
- Ms. Connors advised that the promoters supply several bars in Dublin and the Mooring and Anchor in Dungarvan but to reach the type of capacity required to meet new contracts they will need to expand and purchase the equipment. They are barely able to supply capacity now, with both working full-time. They need the equipment to get to the next stage.
- Ms. Claire Connors said that ongoing shortages of quality bar tenders will increase demand for quality readymade cocktails in bars, restaurants, and hotels.
- Ms. Connors said that the promoters are in units 8 and 6 of the Cappoquin Enterprise Park but are moving to units 3 and 4 which Blackwater Distillery is vacating.
- The Evaluation Committee thought it unlikely that the project would proceed as is on a lower allocation. Proceeding with 75% of the total funding for two machines was considered a better option if funds no additional funds become available rather than spreading limited funding over three machines.
- The Evaluation Committee agreed that without funding, the promoters have no hope of getting any of the new contracts that they are pursuing.
- A discussion ensued on the funding and what to allocate. Should the whole amount be recommended in the hope of de-committals coming through or just the amount available. It was put forward that if the funding is limited by the time the LCDC meeting occurs, then the promoter may wish to request 75% of two machines. It was agreed to recommend funding a maximum of the total amount of €94,665.75 subject to additional funding becoming available until the situation on further de-committal becomes clearer, leaving it with the promoter to request any amendment if required.
- The Evaluation Committee agreed that funding this project is a good use of Rural Development funds and agreed to recommend funding to the LCDC.

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

12. The project fits the LCDC Local Development Plan to support County Waterford's rural

enterprises.

13. Funding will sustain existing employment in a rural area, and the project will fail without funding.
14. The promoters have developed a saleable product and have Emirates and Tullamore interested.
15. The promoters have secured suitable food-grade premises in Cappoquin and fits in with the experience and expertise already in existence in the area, i.e. Crinnaghtaun Apple Juice and Blackwater Distillery.
16. The project scored 67/100

A maximum of €94,665.75 or 75% of eligible expenditure, whichever is the lesser, but this is subject to sufficient funding becoming available through de-committals otherwise only available budget shall be allocated.

Amount Recommended: Up to 75% of the total project cost	Up to 75% of Eligible Project Funding: €126,221
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Proposed: S. Cooke	Seconded by P. Nugent
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

7 a v). 31LDRWAT117891 St. Declan's Way

WLP S.E.O. Mr. Jimmy Taaffe advised that this project has already received approval however the rate of aid is to be changed from 100% to 75% as technical assistance is included in the project.

Project ID	31LDRWAT117891
Project Type:	Capital
Project Name:	St. Declan's Way Steering Committee – Facilitation, Training and Support Services
Promoters Name:	St. Declan's Way Steering Committee
Address:	c/o Glenribbon, Lismore, Co. Waterford P51 R7X0
Description:	St. Declan's Way Steering Committee was formed in 2015 and is a voluntary community organisation with representation from communities along the St. Declan's Way walking trail between Cashel and Ardmore. The committee has been working for many years towards its two main objectives; the reopening of St. Declan's Way as a National Waymarked Trail and the

	addition of the trail to the Walks Scheme. These objectives were attained in 2021 and St. Declan's Way has now moved to a new phased in its development. The Committee is taking stock and considering the long-term management of St. Declan's Way, particularly as the committee is the formal management body for the trail. The Committee is entirely voluntary, and they need to ensure there is a clear strategy and plan in place to guide the work of the group over the coming year along with attendant policies and procedures. Funding is sought to appoint a professional facilitator to work with the committee to develop its management structures, plans, policies, and procedures.
Theme:	LO1
Sub-theme:	SA1.1
Link to LDS	Promoting activity tourism in the county

Total Project Costs	€14,760		
Eligible Project Costs	€14,760		
Funding sought by promoter:	€11,070		
State one of the following: - First Review / Previously Deferred or Not Recommend	Second Review Project was originally recommended at the funding rate of 100% for training however as it is considered technical assistance the funding rate of 75% should apply		
Funding recommended by Evaluation Committee:	€11,070		
Details of private funding:	€3,690		
Voluntary Labour: YES / NO (If yes provide detail)	No		
Synopsis of project:	Funding is sought to appoint a professional facilitator to work with the committee to develop its management structures, plans, policies, and procedures.		
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%
	Consultancy services for 6 months = 24 working days	€14,760	€11,070

Total Funding		€14,760	€11,070
Was an assessment completed? Date:	Yes		
Are detailed costings provided for the project? Were the costs for the project considered reasonable and how was this measured?	Yes, direct tendering was used and the most economic advantageous tender process used to score tenders		
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 promoter provided evidence of seeking to obtain 11 quotations however only two quotes were received and there was little margin between same		
Innovative Element of the project:	The creation of a longer-term management plan for the overall walk and the better equipping of the committee to oversee and develop same		
Consideration of Deadweight:	The promoter has confirmed the project would not go ahead without Leader funding and as this is a purely voluntary committee, I would also concur this project is solely dependent on funding to progress		
Consideration of Displacement:	As this is a training initiative, the project does not impact on any other activity		
Economic justification for project:	The proposed consultancy support will hugely enhance the skills of the steering committee, putting in place a much-needed management strategy and policies and procedures to help them over the coming years particularly given their voluntary nature. This will help sustain the overall walk and encourage more visitors creating a greater opportunity for auxiliary services and spend in the area		
Average Score for Project:	77/100		
% level of aid & ceiling:	75% of total eligible cost of €14,760		
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 supporting tourism initiatives and their committees in County Waterford. 2. The project scored 77/100 A maximum of €11,070 or 75% of eligible expenditure, whichever is the lesser with the following condition:- • Try to ensure that the training is opened to as many as the new members as possible.		

Jobs Created	Jobs Sustained	Match Funding	Previous Grant Aid Received
0	0	€3,690	€220,000

Confirmation on the applicant's position re De-Minimis and double from the relevant agencies.	Date of Confirmation	Signed By
Local Enterprise Office	5 th Sept '22	Brid Kirby
Faite Ireland	6 th Sept '22	Ivona Carr

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

- Ms Claire Connors advised that the St Declan's Way Steering Committee was formed in 2015. They are a non-formalised community group made up of representation from communities along the St Declan's Way Walking trail between Cashel and Ardmore. The promoters are seeking facilitation and training support to strengthen their committee and to move towards a more formalised structure.
- They wish to put a three-year management plan in place and to further the development and the cohesiveness of the Committee. They wish to grow their membership and put plans and processes in place for the future development of the group.
- The Steering Group will become a Company Limited by Guarantee (CLG) and training will be provided to ensure that the directors are aware of their legal responsibilities.
- Ms Claire Connors said that the group invited 11 training providers to quote but only two tenders were received.
- There was an error in the calculation of VAT on John Ruddle Consulting, but this was a minor discrepancy and did not affect the overall scoring and the winning tender. Tourism Development International (TDI) was the chosen supplier and they were successful in all criteria not just the price.
- Ms Connors pointed out that TDI's quotation estimated a total of 24 day's consultancy at €14,760 versus John Ruddle Consultancy 22 days plus admin and expenses at €14,629.62. Therefore, TDI were better value overall and their proposal best suited to the promoter requirements.
- The Committee agreed that it is a good project noting that the St. Declan's Way is a great concept but queried the ownership of the walk and if all the permissions are in place? The financing of the ongoing maintenance costs were also queried? Ms Connors advised that all the correct permissions were obtained and that when Minister Humphries announced the addition of the St Declan's Way to the national trails that she announced rural recreation funding to maintain them.

- As part of the announcement WLP were allocated a Rural Recreational Officer that will work with the landlords along the trail and put work plans in place for its maintenance, each landlord will get a fee for maintaining their own section. It was advised that there is an equivalent Rural Recreation Officer in Tipperary as well.
- The Rural Recreation Officer will also work with the Anne Valley Walk as they too are part of the national trails. Going forward it will be part of their role to assist other walks in County Waterford achieve national trail status.
- Ms Connors advised that they are a very good committee with professional skills but as they are a fledging group, they wish to ensure there is a clear strategy and plan in place to guide them into the future with appropriate policies and procedures along with a more formal management structure.
- The Evaluation Committee agreed that they are supportive of funding this project but that the committee should try to ensure that the training is opened to as many as the new members as possible.
- The Evaluation Committee agreed that funding this project is a good use of Rural Development 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 supporting tourism initiatives and their committees in County Waterford.
2. The project scored 77/100

A maximum of €11.070 or 75% of eligible expenditure, whichever is the lesser with the following condition:-

- Try to ensure that the training is opened to as many of the new members as possible.

Amount Recommended: €11,070

75% of Eligible Project Funding: €14,760

Proposed: M. O'Brien	Seconded by P. Nugent
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

7.b) Correction to October LAG Meeting Extensions – 3rd Extension for Approval

The following extensions were approved at the October meeting, they are the 'third' extension in each instance and not the 'second' as previously noted.

- i) Blackwater House 31LDRWAT113546,
- ii) Construction of Two Storey Office Block Lismore 31LDRWAT113649
- iii) Tallow Community Enterprise Hub 31LDRWAT113549
- iv) Villierstown Enterprise Centre 31LDRWAT113677

7. c) Draft E.O.I. LEADER Programme 2023-2027

WLP S.E.O. Mr. Jimmy Taaffe prepared a draft E.O.I. for the 2023-2027 LEADER Programme. The draft was circulated to the committee for review. Draft document to be approved.

Proposed: S. Cooke	Seconded by G. Foley
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

7.d) Change of Funding Rate 31LDRWAT11827 West Waterford Festival of Food:

WLP S.E.O. Mr. Jimmy Taaffe informed the committee that West Waterford Festival of food was applying for 75% grant aid on 8 project items rather than 50% grant aid on 20 expenditure items. The total value of financial aid remains the same in each instance.

P. Nugent requested the grant aid figures for West Waterford Festival of Food in 2021 and 2022. Mr. J Taaffe advised that €55,000.00 was allocated this year and €70,000.00 in 2021 however not all of the 2021 grant was drawn down.

Proposed: L. Quinn	Seconded by P Nugent
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

7. e) Re-allocation Request 31LDRWAT113885 Installation of Bottling Equipment

O'Connell Whisky Merchants request a reallocation of €8,600.00 from Stainless Steel to Lifting & Handling Equipment.

Proposed: L. Quinn	Seconded by G. Foley
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

7. f) For Noting: Circular 03_2022 Extension of approval date Exchequer funding 09/12/2022

7. g) 2nd Contract Extension: Freezin Friesan 31LDRWAT114834

Proposed: G. Foley	Seconded by: L. Quinn
Abstentions: J O'Leary	
Quorum achieved: Yes	APPROVED

8. Correspondence

- Our Rural Future: Minister Humphreys launches Embracing Ireland's Outdoors
- Our Rural Future: Minister Humphreys and Minister English launch Ireland's first ever National Hub Summit
- Minister Humphreys and Tánaiste announce over €33 million to upgrade 278 Community Centres nationwide (1.4m allocated to Co. Waterford).
- Our Rural Future: Minister Humphreys announces details of €1.4 million in funding for Tidy Towns Groups

9. A.O.B.

10. Date and venue of next LCDC meeting: 10.00am Thursday 12th January 2023, via videoconference.

Meeting Closed

Signed _____
CHAIRPERSON DATE