

ACORNS

Accelerating the Creation Of
Rural Nascent Start-ups



Providing early stage female entrepreneurs, living in rural Ireland, with the knowledge, support and networking opportunities to meet and even exceed their current aspirations.

***RUNNER UP AT THE EUROPEAN ENTERPRISE PROMOTION AWARDS 2018,
INVESTING IN ENTREPRENEURIAL SKILLS***



**An Roinn Talmhaíochta,
Bia agus Mara**
Department of Agriculture,
Food and the Marine



‘Early stage female entrepreneurs, living in rural Ireland, are invited to apply for a place on ACORNS 6.

Those who successfully completed a previous cycle of ACORNS are being offered the opportunity for further support.’

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ACORNS

Early stage female entrepreneurs, living in rural Ireland, are invited to apply for a place on the ACORNS programme, now in its sixth year.

The intention is to provide up to 50 entrepreneurs with the knowledge, support and networking opportunities to meet and even exceed their current aspirations.

The programme will run from October 2020 to April 2021. Selected participants will be those who, on a competitive basis, best demonstrate their potential to advance their businesses and their commitment to fully engage in the initiative.

If you would like to find out more about the initiative or have any questions about ACORNS, please feel free to contact us at info@acorns.ie or phone the office at 01 8450770.

This innovative programme is funded through the **Rural Innovation and Development Fund** by the **Department of Agriculture, Food and the Marine (DAFM)**. Thanks to this funding, there will be no charge for those selected to participate in ACORNS and their accommodation costs associated with any residential elements of the initiative will be covered.

WHO QUALIFIES FOR THE PROGRAMME?

ACORNS is designed for nascent female rural entrepreneurs. To qualify for consideration, a woman (i) must have recently set up a new business which she owns or part owns, and which has generated sales no earlier than 1 January 2018 or (ii) must be at an advanced stage of planning a new venture and have a clear idea of what she wants to achieve. If she is not already trading, activities such as organising the start-up team, looking for equipment/facilities, saving money for the start-up, or writing a business plan would all be considered as active commitments to starting a business.

She must also be living in a rural area. These are all areas of the country outside the administrative city boundaries of Dublin, Cork, Galway, Limerick and Waterford.

There is no restriction on the sector in which the new business is focused. Favourable consideration will be given to those who expect to grow their business and to employ others over the next three years.

If selected, applicants must be available to attend the first round table session on 23 October 2020. This will take place either in person or remotely, depending on prevailing circumstances.

HOW TO APPLY

Please register your interest on the website www.acorns.ie in the first instance and you will be sent an application link by email.

If you would like a printed application form sent to you, or if you have any difficulties in registering online, please contact us by phone on 01-8450770.

Closing date for receipt of completed applications is the 21st September 2020. No applications received after this date can be considered.

SELECTION PROCESS

As was the case previously, it is expected that there will be many more applicants than there are places available. Accordingly, it will be a competitive selection process. The ACORNS Lead Entrepreneurs will be central to the selection of successful candidates. They will be seeking those who are prepared to fully engage with the programme; demonstrate a determination to advance their fledging businesses; are prepared to work hard in pursuit of their entrepreneurial goals; and expect to become employers.

There are up to 50 places available for suitable candidates. The ACORNS Lead Entrepreneurs will meet in late September to assess the applications received. Successful candidates will be notified in early October.

WHAT TIME COMMITMENT IS INVOLVED?

The first round table session takes place on **23 October 2020**. At this first session, the participants will meet their round table group and their ACORNS Lead Entrepreneurs for the first time.

Participants will subsequently meet with their ACORNS Lead Entrepreneur and their group of eight peers in separate round tables on four occasions between November and March. These sessions will last for about three hours and will explore the themes of Strategy, Marketing/Sales, Finance, and Implementation. These sessions may be held in person or by zoom, depending on prevailing circumstances. If in person, they will be held close to the assigned ACORNS Lead Entrepreneur. Some travel may be involved on the part of the participants.

It is hoped to hold a residential Development Forum in **April 2021**. The theme of this Forum will be *SMART Planning - The Roadmap Ahead*.

Selected candidates are expected to attend all round table sessions, whether held remotely or in person.

WHAT'S THE APPROACH?

Based on a belief that entrepreneurs learn best from each other, the ACORNS initiative is focused on interactive round table sessions that are facilitated, not by consultants, academics or professional trainers, but by female entrepreneurs who have started and successfully grown businesses in rural Ireland.

Those who will facilitate the interactive round table meetings and the residential developmental sessions, have the practical knowledge that comes from first-hand experience of owning and managing a successful business in rural Ireland. They believe in the philosophy of *entrepreneurs supporting entrepreneurs* and are giving their time to assist others on a voluntary basis. They are known as ACORNS Lead Entrepreneurs.

Working with a group of about eight participants each, the Lead Entrepreneurs will facilitate round table meetings, addressing enterprise challenges and supporting participants to consider how best to start, develop and position their businesses for sustainability and growth.

LEAD ENTREPRENEURS

The voluntary Lead Entrepreneurs are the backbone of the ACORNS programme. They are not, and cannot be, experts in every area of business but they have faced the challenges of starting and growing a business. All are past participants of the Going for Growth programme and have first-hand experience of the round table peer learning approach and of its benefits. All are entrepreneurs with businesses based in rural Ireland.

ANNE REILLY - Paycheck Plus, Louth

Paycheck Plus was founded by Anne Reilly in 2005. Headquartered in Drogheda, Co Louth, and with an office in Manchester, Paycheck Plus manages Irish and UK payrolls for domestic and international organisations of all sizes. The emphasis of the Paycheck Plus team is to help employers structure their payroll in the most efficient and cost efficient way while ensuring legislative and compliance requirements in a timely and accurate manner. The company has set itself apart from competitors by focusing on tailoring their services to the needs of each individual business. Paycheck Plus is the recipient of a number of national and international awards including Best Payroll Provider at the Global Payroll Awards, and Anne was awarded the 2019 Payroll Leader of the Year. Anne is a former lecturer in Irish payroll and a graduate of the Institute of Directors. www.paycheckplus.ie



CAROLINE MCENERY - The HR Suite, Kerry

Caroline McEnery set up The HR Suite in response to the demand for an outsourced expert HR department. The company offers specialist tailored and effective human resources and business solutions to over 500 clients throughout Ireland. The HR Suite is based in Tralee, Co. Kerry, and has an office in Dublin. Caroline is a Commissioner on the Low Pay Commission and is also an adjudicator in the Work Place Commission. Caroline has completed a Masters in Human Resources in the University of Limerick and is a trained mediator. She is also the author of 'The Art of Asking the Right Questions' that provides top tips to people managers throughout the employment journey. To mark 10 years in business in 2019 Caroline launched a children's book 'Celebrating You' to advocate diversity and the importance of celebrating individuality in children. www.thehrrsuiteonline.com



EIMER HANNON - Hannon Travel, Meath

Eimer Hannon is Managing Director of Hannon Travel, which she founded in 1999. The company has grown to become one of Ireland's leading corporate travel management companies, providing travel services from its two bases in Ireland and Northern Ireland to a large number of both national and international travel accounts. With clients based across Europe, USA and Asia, it services a wide range of business sectors including aviation, finance, manufacturing, pharmaceuticals, equestrian, engineering and mining. Eimer has been awarded the Matheson WMB Female Entrepreneur of the Year 2019. She sits on the Irish International Air Transport Association Agency Programme Joint Council and also on the Amadeus Consumer Advisory Board. Eimer is actively involved in the Going for Growth Community, having completed a cycle of both Going for Growth and Continuing the Momentum. www.hannontravel.com



LARISSA FEENEY - Accountant Online, Donegal

Larissa Feeney began her career as a qualified chartered accountant spending several years as a sole practitioner before setting up the award-winning online accountancy firm Accountant Online. Based in Letterkenny, Co Donegal, the company also has offices in Dublin. Their service is particularly focused on entrepreneurs and early stage small businesses. They provide clients with a secure and easy service for forming a company, launching, and scaling the business, ensuring that they meet all compliance requirements in how they manage their business. They provide a complete range of financial and governance services, from company setup stage through to secretarial, tax, payroll, and company filings. Accountant Online has been widely recognised, seeing them selected as winners in the Irish Accountancy Awards 2017 and 2018 and Shortlisted for 2019 Medium Practice of the Year, Best Use of Technology and Accountant of the Year. www.accountantonline.ie



MARY B WALSH - Ire Wel Pallets, Wexford

Mary B Walsh is the founder and Managing Director of Ire Wel Pallets Ltd. Established in May 1990, IWP is a pallet and packaging solutions provider, supplying pallets, boxes and crates to its exporting customers in the Medical Devices, Pharmaceutical, Food, Drinks, Electronics and Engineering industries, amongst others. Based near Gorey, Co. Wexford, IWP operates from the first purpose-built pallet manufacturing facility in Ireland, incorporating a state-of-art ventilated storage facility for kiln dried timber and pallets in addition to the production facilities on-site. Investments of €4.5m between 2015 and 2019 have introduced new technology on site that has given the company more control over its production, quality and stock. The company is exploring export markets, including the UK, and is continuing expansion plans for the business. www.iwppallets.com



TRIONA MAC GIOLLA RÍ - Aró Digital Strategy, Galway

Triona Mac Giolla Rí is the co-founder and director of Aró Digital Strategy, a digital agency specialised in maximising direct bookings for hotels, based in Na Forbacha in the Connemara Gaeltacht. Aró is recognised as one of the leading full-service providers for independent luxury properties, offering website design, technology solutions and marketing strategy to over 200 luxury hotels in Ireland, the UK and all around the world. Aró delivers cutting edge strategies across the three key areas of customer acquisition, engagement and conversion, helping companies grow their direct bookings. www.aro.ie



CLARE DUIGNAN - Lead Entrepreneur ACORNS Plus

Clare Duignan is a non-executive director with extensive board experience across private, public and not-for-profit sectors. During her career at RTÉ, she gained wide-ranging senior executive experience, with over 20 years in key leadership roles including Head of Independent Productions, Director of Programmes TV, and Managing Director Radio and Performing Groups. Clare is currently a board member with Fáilte Ireland, The Irish Times DAC, IMRO, The Chester Beatty Library, Business to Arts, Ireland XO and The Institute of Banking. She has previously served on the board of the Broadcasting Authority of Ireland, The Dublin International Film Festival, and The Arts Council, and she chaired the Advisory Board of ShinAwil Film and Television. Clare is a qualified Personal, Leadership and Executive Coach.



MONICA FLOOD - Lead Entrepreneur ACORNS Plus

Monica Flood established IT training and consultancy business Olas in 1981, one of the premier IT training companies in Ireland and the sole appointed education partner for SAP. Monica sold Olas to French public company, Assima plc. and went on to pursue other business and investment interests. Her experience of building a service business and a loyal customer base in a very competitive market provides an important perspective for growth and success. A great supporter of the arts in Ireland, Monica is a Patron of The Model in Sligo, home of the Niland Collection and one of Ireland's leading contemporary arts centres, and is a non-executive Director to the Projects Arts Centre in Dublin.



ALISON RITCHIE - ACORNS Advisory Panel & ACORNS 5 Further Development

Alison Ritchie is the Managing Director of Polar Ice Ltd., Ireland's leading manufacturer of dry ice products since 1996. Polar Ice is located in Portarlington, Co Laois. As a serial entrepreneur, Alison established her second business Polar IceTech Ireland Ltd. in 2005, growing the business to become the market leader in Cryogenic Cleaning, and successfully selling the business in 2016. Alison has a Business Degree from DCU, is a Financial Accountant (CPA) and a certified Tax Advisor. Alison was awarded the Ulster Bank Business Achievers Award for Women Led Business in Leinster 2015; named the Women Mean Business Entrepreneur of the Year 2016; awarded Accountant of the Year 2017; and accredited 'Thought Leader - Enterprise Development' at the All Star Business Awards 2018. www.polarice.ie



DEIRDRE MCGLONE - ACORNS Advisory Panel & ACORNS 5 Further Development

Deirdre McGlone is one of the outstanding businesswomen in Ireland. Following her graduation from University of Limerick with a degree in European Studies, Deirdre played a pivotal role in the development of the multi-award winning Harvey's Point Hotel, Lough Eske, Donegal. In 2019, she sold her hotel and her entrepreneurial spirit continues with a new holiday rental business venture in France. Deirdre is a member of the 'Going for Growth' women in business community and a former Lead Entrepreneur with ACORNS.



PREVIOUS PARTICIPANTS

ACORNS is now in its 6th year. There is a clear desire on the part of those who previously completed an ACORNS cycle to stay connected with the initiative and to participate in a further development phase. Thanks to the funding being provided through the Rural Innovation and Development Fund by the Department of Agriculture, Food and the Marine, past participants of ACORNS are offered the opportunity to participate in a further development phase and to join the ACORNS Community. This helps ensure that they continue to reap the benefits of the programme and of the valuable connections they have made through broadening their support network.



ACORNS previous participants left to right: Kay Lyng, K Kajoux Jewels; Deirdre Doyle, The Cool Food School; Triona Spellman, Darcybow; Mary B Walsh, Ire Wel Pallets, Lead Entrepreneur; Aisling McElwain, Aisling McElwain Ceramics; Vicki O'Donnell, Wilder Wander; Anna Dobson, Love Mo Chuisle.



Norma Dineen turns the award winning creamy milk from the family farm in Ballynoe, Co Cork into award winning Bó Rua Cheese

The Further Development phase is offered to participants in the year after their initial ACORNS cycle and includes:

- Two round table sessions with their ACORNS Lead Entrepreneur,
- An opportunity to attend topic based workshops relevant to their development,
- Further networking opportunities,
- Development of individual participant profiles,
- Tracking of progress against agreed goals and milestones.

Former participants are also invited to continue to avail of ACORNS support through the ACORNS Community, through which they can attend a variety of topic-based workshops over a six-month period and take part in the annual ACORNS Forum and networking event. Those that have already completed a Further Development phase and who wish to strongly drive growth in their business, can also apply to participate in ACORNS Plus, a growth-focussed round table initiative.

PROGRESS MADE BY PREVIOUS PARTICIPANTS

Over 250 female entrepreneurs have taken part in ACORNS to date and progress made by previous participants demonstrates encouraging outcomes. Many report increased sales, exports and job creation and continue to grow their businesses.

'Getting a new business off the ground has its challenges. ACORNS has been a fantastic experience and support to me over several years. It helped me drive my business forward. Without it, my business would never have progressed to where it is now.'

LISA LARKIN, DURROW MILLS



'The support, motivation and energy from the group I participated on was electric. I recommend ACORNS to every ambitious female entrepreneur I meet. I also networked beyond and outside my group and have engaged in wonderful collaborations with some of the women I have met.'

NIAMH HOGAN, HOLOS SKINCARE



'ACORNS has been a wonderful experience. It is a great opportunity to meet like-minded people facing similar challenges in business.'

EMILY BRICK, ATHENA ANALYTICS



WHO WE ARE

FITZSIMONS CONSULTING

Fitzsimons Consulting specialises in areas related to entrepreneurship and growth. Paula Fitzsimons, founder and managing director of Fitzsimons Consulting, is a recognised expert on entrepreneurship. Paula has been the national coordinator for GEM (Global Entrepreneurship Monitor) for Ireland since 2000, is a former President of the consortium of GEM national teams and a former member of the governing body of GERA, the governing body for the Global Entrepreneurship Research Association.

Recognising that fewer women start new businesses and, of those that start, fewer have significant growth ambitions than do men, Paula Fitzsimons designed and developed the Going for Growth initiative, which is focused on peer support as a means of assisting established women entrepreneurs who wish to grow their businesses (www.goingforgrowth.com). Going for Growth, which is funded by Enterprise Ireland and KPMG, has just completed its 12th cycle and has supported over 700 women entrepreneurs to achieve their growth ambitions. Going for Growth was awarded the European Enterprise Promotion Award 2015, Investing in Entrepreneurial Skills, and featured extensively in a book *Inclusive Business Creation – Good Practice Compendium*, published in May 2016 by the OECD and European Commission. Successful past participants of Going for Growth have become voluntary Lead Entrepreneurs on ACORNS.

ACORNS, an initiative for early stage female entrepreneurs, is funded by the Department of Agriculture, Food and the Marine (www.acorns.ie). ACORNS was selected to represent Ireland in the European Enterprise Promotion Awards 2018, Investing in Entrepreneurial Skills, and was awarded runner up in this category. ACORNS also featured prominently in the Manifesto for an Innovative Europe, which was developed by the participants of the 2018 SME Assembly.

Back for Business is another initiative developed and implemented by Fitzsimons Consulting to support early stage entrepreneurs among returned Irish emigrants. This programme is funded by the Department of Foreign Affairs and Trade (www.backforbusiness.com).

FOR MORE INFORMATION OR TO CONTACT US

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SPONSORS

ACORNS is funded through the **Rural Innovation and Development Fund** by the **Department of Agriculture, Food and the Marine**. Its objective is to encourage a stronger level of enterprise development in rural areas by seeking out and assisting start-up female entrepreneurs living in rural areas to grow and develop their businesses.

Following a competitive tendering process, the ACORNS initiative developed by Fitzsimons Consulting was selected by the Department of Agriculture, Food and the Marine as most suitable to achieve the stated objectives. It is designed to unleash the potential of female entrepreneurs living in rural Ireland, who have recently started a business or who have taken concrete steps towards starting a business. The objective is to equip these early stage entrepreneurs with the appropriate knowledge, confidence and networks to successfully start and develop sustainable businesses.



An Roinn Talmhaíochta,
Bia agus Mara
Department of Agriculture,
Food and the Marine

DARA CALLEARY TD, MINISTER FOR AGRICULTURE, FOOD AND THE MARINE

Minister Calleary said: ***'I am committed to supporting sustainable enterprise and entrepreneurial activity in rural areas, as this will underpin sustainable community development. I also wish to see the full economic potential of women harnessed. Against this background, I am delighted that my Department, through the Rural Innovation and Development Fund, will continue to support the ACORNS initiative. ACORNS provides valuable peer support to early stage female entrepreneurs in rural Ireland, who have recently started or are about to start a business. In the challenging circumstances that we find ourselves in, this support is needed now more than ever. I encourage nascent female entrepreneurs in rural Ireland to apply without delay.'***



ALL PROGRAMME ARRANGEMENTS WILL TAKE FULL ACCOUNT OF GOVERNMENT GUIDELINES AND PROTOCOLS AND WILL BE SUFFICIENTLY FLEXIBLE TO DELIVER A QUALITY PROGRAMME APPROPRIATE TO PREVAILING CIRCUMSTANCES.



Coronavirus
COVID-19
Public Health
Advice

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