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RENEW ENTERPRISES WORKING WITH SUNSE IN IRELAND

Repair, Maintenance & Upcycling



THE RENEW TEAM

SEAN DARCY
MANAGER



KEITH EARLE
WORKSHOP OPERATIVE



WHAT DOES RENEW ENTERPRISES DO?

Renew Enterprises is a not for profit set up to create full-time employment for people that have been most distant from the labour market, so that they can learn, train and practice new skills while working in an operating business.

Renew offers accredited courses in bike mechanics and small engines, while also creating wood products and repairing lawnmowers, strimmers, bikes, wheelchairs and some gym equipment. Renew social enterprise is funded by Pobal (an intermediary body established by the Irish Government and the EU in 1992, that works on behalf of Government, and in conjunction with communities and local agencies, to support social inclusion and local and community development). Renew has a dedicated Advisory Group comprised of businesspeople and the coordinator of Waterford Social Enterprise Network (WSEN).

Renew's "model of employment" is also facilitating employee progression to other employment opportunities along individual career paths. This will create further employment opportunities with Renew for participants (people with convictions), who will have received the necessary training from Treo's Workshop programmes.



“The SuNSE program has been an invaluable support and resource to Renew. Carole and Michelle provided crucial advice, constructive critique and challenging questions which helped us to explore new initiatives and clarify our next steps. Of key importance was the essential help we received in submitting a key grant application to enable us to employ more people with criminal convictions and cement our place in the community. My sincere gratitude to the SuNSE program for the insights they gave us at a crucial stage in our development”

Sean Darcy
Manager
Renew Enterprises

THE CHALLENGE

In January 2020, Renew Enterprises contacted the SuNSE project to seek assistance with the development of a business plan as they did not have the knowledge required to complete a sustainable business plan.

Then in May 2021, Renew Social Enterprise re-engaged the SuNSE consultants to assist them with the preparation of a funding application. Renew Enterprises were preparing to submit a grant application for the Community Services Programme 2021-Up-cycling of Bicycles and e-Bikes Pilot Initiative. The Manager needed help with a 3-year cash-flow plan and structuring of the information required for the application.

THE SOLUTION

Since January 2020, the SuNSE consultants have worked with the Manager of Renew Enterprises. During this time, SuNSE analysed and challenged their offering using business analysis and planning, and the Business Model Canvas, focussed on cost structure, revenue streams and promotion/marketing strategy. This focussed Renew on the opportunities that could contribute to increased sales, increased profit margins and in turn increase number of programme participants. SuNSE also assisted Renew with the development and submission of a grant aid application, designed to assist Renew to establish and/or grow their social enterprise.

THE OUTCOME

Following intense support from the Sunse Consultants, Renew Enterprise was awarded grant aid. As a result, the funding will enable Renew to begin working on the project with immediate effect. The up-cycling of bicycles and e-bikes will generate additional employment with revenues alongside ensuring environmental sustainability and viability for the organisation.

Renew is already witnessing the positive role modelling outcomes that Renew's employees are having on Treo project participants. In addition to earning small payments for casual work with Renew, securing a job is now seen as an attainable reality. This is changing the mindset of individuals in a positive way as a crime free future becomes something that is achievable and within reach. This will bring about quicker and sustainable employment progression among Treo participants within Renew and other employers.