



L-R: Brendan Kavanagh, Brendan Kavanagh Furniture & Séamus Doran, Local Enterprise Office Carlow



WHAT IS A MARATHON

It's an endurance event: "The state or fact of preserving"

And 6 time marathon runner Brendan Kavanagh knows what it takes. It's that same dedication and perseverance which he has placed into his business over the past 20+ years.

In many ways setting up one's own company can be likened to running a marathon - it's not just about the work and effort you put in, its also about mentally believing you can cover the distance. It's about resilience and perseverance.

When you ask Brendan Kavanagh of Brendan Kavanagh Furniture Ltd. what is his role in the business he will say "I am the driver of the business, from meeting clients - working on the projects in the workshop, then moving on to fitting the projects. Also keeping up with changes in the

market, meeting supplier reps, updating of the workshop, purchasing new machinery".

It's an all-encompassing role... you might ask how he found time to run marathons!

But then when we approach life with a consistent attitude of perseverance, which from speaking to Brendan its clear to see he does, we are more likely to succeed at anything that we put our mind to.

Brendan Kavanagh Furniture Ltd.'s business model is centred around creating customised furniture. They are designers and makers of bespoke kitchens and bedroom furniture in addition to other custom made furniture items, individually crafted to each clients home.

Starting out in 1999, the business was initially just Brendan. He now employs 4 crafts people. It was a gradual process in terms of employment and adding additional crafts people to the team.

So too was the building of relationships and trust with highly regarded architects. Since 2008, Brendan Kavanagh Furniture Ltd. works primarily for architects crafting individual designs from kitchens to bedroom furniture, fulfilling a dream with a furniture piece for any quirky corner or non-standard space within a home. Each piece is designed with care and the utmost attention to detail. The demand for such bespoke and individually crafted designs became so great that expansions of the workshop was needed in 2004 and again in 2011.

Brendan Kavanagh Furniture Ltd. is set for yet another expansion as they further increase their employee numbers and establish themselves in the export market. Through the support of Local Enterprise Office Carlow they purchased a CNC machine which improves performance and enables them to increase output, bringing about a new objective - to manufacture one off pieces of furniture for the overseas markets.

Brendan recalls that when he was starting the business he completed a 'Start Your Own Business Course' through the Local Enterprise Office and as he says himself "we have been in touch ever since, for which I am very grateful".

Down through the years he has also received supports from the LEO such as:

- **Employment Grants**
- **New Machinery Grants**
- **Training & Upselling Supports**
- **Mentoring on Business Advice**

"to know that the LEO are there when needed" has been a great source of help to Brendan along the way.

The information received has been very positive for Brendan's business and he feels "without doubt my business is in a much better place because of the supports offered by the LEO".

Brendan takes great pride in his work and is very loyal to his customers, both private clients and architectural firms. He constantly looks for ways to improve his business having participated on Management Development Business Programmes through the Local Enterprise Office amongst other initiatives.

Being part of his local community is also very important to Brendan who is situated in Clashganny, Borris, County Carlow. Brendan holds strong ties to his community, including his St. Mullins GAA club, and has regularly involved himself with charities to raise money and supports for those in need.

His wife Caroline takes care of accounts and invoicing and additionally she undertakes the designs for the CNC machine.

With the support of his wife Caroline, his staff and the LEO, Brendan is going from strength to strength. With respect to the LEO, he in his own words is

"very appreciative of all the help I received along the journey, and am looking forward to many years ahead working together".

"There is no way my business would be in as strong a place without them".