



Northern Ireland Food and Drink Association

Appetite for Growth

***Innovation and Export—Growing our World
Class Food and Drink Industry.***

Wednesday 23rd September 2015

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Innovation and Export

Growing our World Class Food and Drink Industry

- 08:00** Registration, networking and exhibition
- 08:45** Welcome and Introduction
Richard Wright, Agricultural commentator
- 08:50** Opening remarks
Declan Billington, MD, John Thompson & Sons and Vice-Chairman of NIFDA
- 08:55** The Lord Mayor of Armagh City, Banbridge and Craigavon
Councillor Darryn Causby
- 09:00** Bank of Ireland UK
William Thompson, Agri Manager Northern Ireland
- 09:05** Innovation Infrastructure in NI
John Hood, Director of Food Tourism, Invest Northern Ireland
- 09:25** Improving our Competitiveness through Innovation and Research
Stephane Durand, Agri-Food QUEST Manager

- 09:45** Attracting Skills to the Food Industry
Harry Hamilton, Project Manager, Northern Ireland Food and Drink Association
- 10:05** From Islay to Germany
Ishbel Capper, Islay Ales
- 10:20** Coffee, networking and exhibition
- 10:50** Export Uncertainty - The Exchange Rate Challenge and Trade Finance Options
Alan Bridle, Chief Economist, Bank of Ireland UK
Willie McCoy, Head of Trade Finance, Bank of Ireland UK
- 11:10** Food Exporting – the Opportunity
Sandra Sullivan, Director, Food and Drink Exportese
- 11:25** Keynote speaker:
Dr Clive Black, Head of Research, Shore Capital
- 11:55** Panel discussion
- 12:20** Closing remarks
- 12:30** Lunch, networking and exhibition

Richard Wright, Conference Chair

Richard is a graduate from Queen's University Belfast in Economics and Economic History. He worked as agricultural economist and then became an agricultural



journalist and is a former producer of BBC's daily farming programme. He is a European columnist for magazines in the UK and Ireland. Richard is a past president of the Guild of Agricultural Journalists, winner of European Journalism Award, as newspaper columnist on European affairs, and past winner of the Belfast Telegraph cup and Farmers' Champion award, both presented by the Ulster Farmers Union. He is also a winner of the Ulster Bank award for

“outstanding contribution to the food industry” and an Honorary Associate of the British Veterinary Association. Outside of work, Richard's interests include boating on Lough Erne, food, wine and golf - proving that you do not have to be an expert at any of these to enjoy them.

Declan Billington

Since 2005 Declan has been the Managing Director of John Thompson and Sons Ltd, the UK's largest multispecies animal feed mill and is responsible for the overall strategic direction and performance of the company.

Prior to this he was Finance Director and then Managing Director of Copeland (NI) Ltd (1997-2005), a production facility which is part of a US business involved in the manufacturing of air conditioning and refrigeration compressors. Currently Vice Chairman of NIFDA and sits on the Board of the Agricultural Industries Confederation (AIC), previously President of Northern Ireland Grain Trade Association (2010/11), Chair of Skills Sub-Group of Economic Development Forum (2006-07), Chair of CBI (2006-08) and Chair of Economic Affairs Committee of CBI (2003-05).



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CLlr Darryn Causby



Darryn Causby is the first Lord Mayor of the new Armagh City, Banbridge and Craigavon 'super council'. He was elected to Craigavon Borough Council in 2011 and then in 2014 elected to Armagh City, Banbridge and Craigavon for District Electoral Area of Portadown.

William Thompson

William has over 19 years experience in banking, where he has held various positions in Retail Banking, Service Delivery and Operations across NI, GB & ROI. He was appointed to the role of Head of Agri for Northern Ireland in October 2011. Since then he has been responsible for leading the agri strategy for Bank of Ireland with a major focus on commercial aspects of the business. William leads the banks engagement with Government ministers and industry representatives in relation to the agri food sector. He is a regular commentator in the agri media and has a strong working relationship with many key stakeholders across the industry.



John Hood, Invest Northern Ireland

John Hood is the Director of Food and Tourism in Invest NI, responsible for 26 staff working actively with over 200 food and drink businesses. He has been with Invest NI since it was established in 2002, where he has amassed a wide range of experience across sectors having previously headed up its Engineering and Business Services Division and its Life Sciences Division, as well as managing new Foreign Direct Investments. John is a strong advocate for Northern Ireland food and with his team, works to ensure the industry has the capability and capacity to take advantage of the opportunities in external markets. He is actively involved in the local food and drink sector. He is a member of the DETI/ Industry Steering Group looking at the establishment of a single marketing organisation and also sits on the Steering Group for the Northern Ireland Year of Food 2016. John was also on the judging panel of the Northern Ireland Food and Drink Awards 2015 and is a regular contributor to Farm Week.



Stephane Durand

Stephane Durand is a graduate of Pierre et Marie Curie Paris University in chemistry and biochemistry and has an MSc in Food Science and Technology from Montpellier University in France. He has been working for the agri-food industry in the UK for the last 24 years. After working as consultant for the Scottish Salmon Association and for Campden BRI in the area of consumer and sensory sciences, he joined HP Foods in food product development and innovation in the Chinese food category. He has been working for the last 10 years for Moy Park, one of the largest poultry producer in Ireland and the UK.



In August, he was appointed to Centre Manager of the newly formed Agri-Food Quest Competence Centre, a membership-based centre focussing on Research and Innovation project for the Agri-Food businesses of Northern Ireland. The centre is based at Queen's University of Belfast and is funded by Invest NI to a level of £5m for 5 years.



Harry Hamilton

Harry Hamilton, Project Manager for Northern Ireland Food and Drink Association. Currently Harry is conducting a study into the skills gaps and sector attractiveness of the Northern Ireland Food and drink Industry.

Having previously worked on the Access 6 programme, were he assisted food and drink companies from across NI, ROI and Scotland to develop export sales into Europe and North America. Harry has over 25 years experience in business development within the Food and Drink Industry, having owned two food SME's and worked within Dale Farm, Moy Park and Irwin's Bakery.



Ishbel Capper

Ishbel is from Birmingham and trained in hospitality management before working for the NHS and hospitality education. She moved to Islay 22 years ago and continued to work in a variety of local catering and tourism businesses on the island. Married to Paul, Ishbel has been a shareholder of Islay Ales Company Limited since its inception 11 years ago and became a company director 3 years ago.

Ishbel is responsible for helping the business to grow and expand into new markets.



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Alan Bridle



After graduating from Queens University in 1986, winning the Adam Smith prize. Joined the investment Bank of Ireland in Belfast and has held a number of positions in Bank of Ireland's treasury, corporate & business and strategic marketing divisions. He is responsible for all the bank's economic and market research, briefings and presentations and has appeared regularly on business issues



in the local media. He was co-author of the Northern Ireland quarterly house price survey and had monthly columns in both the Irish News and Ulster Business for more than a decade. Alan is a member of CBI NI's economic affairs committee and represented CBI on the Northern Ireland statistics advisory committee. During 2007, was appointed to the independent panel of experts on housing affordability by DSD Minister Margaret Ritchie and currently sits on the steering committee of the Northern Ireland Science Park's knowledge economy index.

Willie McCoy

Willie has been with Bank of Ireland for over 30 years with more than 20 years experience in the International Banking / Trade Finance division. Currently, a Trade Finance Business Development Manager , Willie has extensive knowledge of all Trade Finance activity and has responsibility for the corporate sector and new customer acquisition across NI & ROI.



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Sandra Sullivan

A specialist in the food and drink export sector, Sandra has over 25 years experience in delivering food and drink export services.



Sandra is a director of Food & Drink Exportese, the Food & Drink Exporters Association (FDEA) and of PS8 Ltd, exhibition and events specialist in the food and drink sector. FDEA is a not for profit trade association dedicated to UK food and drink exporters offering research, export advice and events.



Clive Black

Dr Clive Black is a founder director and head of research of Shore Capital Markets. For many years he has been voted highly for his research on food & consumer markets; No.1 in 2014 & 2015 plus City AM analyst of the year in 2013. A QUB alumni, he was voted volunteer alumni of the year in 2013 and is chair of the QUB IFGS Industry Advisory Board. He was brought up in Coleraine.



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