



irishamerican
business chamber & network

symposium with ÚDARÁS NA GAELTACHTA

Cross-Atlantic Connections: Doing Business in Ireland & Philadelphia

WELCOME RECEPTION

Monday, the 24th of April 2017

6.00 – 8.30 pm

The Pyramid Club of Philadelphia

1735 Market Street, 52nd Floor | Philadelphia, PA 19103

SYMPOSIUM

Tuesday, the 25th of April 2017

8.00 am – 2.00 pm

The Union League of Philadelphia

140 South Broad Street, Philadelphia, PA 19102



Donegal Mayo Galway Kerry Cork Meath Waterford

Dún na nGall Maigh Eo Gaillimh

Ciarraí Corcaigh An Mhí Port Láirge

Donegal Mayo Galway Kerry Cork Meath Waterford



AGENDA

- 8.00 AM | Registration, Networking & Breakfast
- 8.30 AM | Welcome Address – Kevin D. Kent, *Chairman, IABCN*
- 8.40 AM | **Opening Remarks & Company Introductions**
Michael Heaney, *Director of Enterprise & Employment, Údarás na Gaeltachta*
- 9.10 AM | **Westire Technology**, Sean Ganley, *CEO*
- 9.35 AM | **Complete Laboratory Solutions CLS (Saotharlann Chonamara)**
Evelyn O'Toole, *CEO*
- 10.00 AM | **Resources Available in PA: Office of International Investment at Pennsylvania Department of Community & Economic Development**
Jason Hunt, *Marketing Executive*
- 10.25 AM | Coffee Break**
- 10.45 AM | **ÉireComposites Teo**, Tomas Flanagan, *Owner*
- 11.20 AM | **National University of Ireland, Galway**, Dr. Jim Browne, *President*
- 11.45 AM | **Randox**, Mark Campbell, *Senior Manager*
- 12.10 PM | **Ireland: The US Gateway to Europe: IDA Ireland**
Doireann Mooney, *Vice President, Emerging Business*
- 12.30 PM | **Resources available in Philadelphia: Select Greater Philadelphia**
Meghan Kelly, *Director, Business Expansion Services*
- 12.50 PM | Meet the Speakers; Networking Reception**
- 1.30 PM | Luncheon**
- 2.00 PM | Closing Remarks – Bill McLaughlin, *Founder & Chairman Emeritus, IABCN*



SYMPOSIUM PARTICIPANTS



Irish American Business Chamber & Network, Inc.
Bill McLaughlin, Founder & Chairman Emeritus
Kevin D. Kent, Chairman

The Irish American Business Chamber & Network, Inc. (IABCN) is a nonpartisan business organization promoting the interests of its members and the development of economic and educational relationships between the United States, Ireland, and Northern Ireland.

We provide growth opportunities through a series of networking forums for business executives, helping them to exchange information and ideas on doing business with one another.

These forums are hallmarked by the appearance of top CEOs, government executives and directors who share similar interests and goals. Visit our website to review some of our past events and to gain a greater appreciation of the opportunity for networking created by the Irish American Business Chamber.

www.iabcn.org



Údarás na Gaeltachta
Michael Heaney, Director, Enterprise & Employment
Sinead Ní Fhátharta, Manager, Enterprise & Employment

Údarás na Gaeltachta is the regional authority responsible for the economic, social and cultural development of the Gaeltacht. The overall objective of Údarás na Gaeltachta is to ensure that Irish remains the main communal language of the Gaeltacht and is passed on to future generations. The authority endeavours to achieve that objective by funding and fostering a wide range of enterprise development and job creation initiatives and by supporting strategic language, cultural and community based activities. A governing board of 12 members and a staff of 87 people implement the agency's development brief.

ECONOMIC MISSION

Údarás encourages investment in the Gaeltacht through a range of generous financial and non-financial incentives for new and existing enterprises in the Gaeltacht.

The organisation supports businesses in developing new markets, technologies, products and strategic alliances through research and development. Gaeltacht companies span a range of commercial sectors, including life sciences, ICT, tourism, fish processing and aquaculture, renewable energy, food, niche manufacturing, audio visual and digital media, arts and crafts. Over 7,300 people are currently employed full time in Údarás na Gaeltachta client companies and these companies have a significant economic impact and make a substantial contribution to the Irish economy.



SYMPOSIUM PARTICIPANTS

CULTURAL MISSION

All of the organisation's activities have the aim of preserving and promoting the Irish language at their core. Údarás funds a range of strategic language and cultural initiatives as well as supporting the Irish language through its own practices.

Údarás supports a range of initiatives and collaborates with individuals, community groups and companies which embrace Irish and provide the everyday settings in which the language flourishes, such as:

- Language Services Centres
- Irish Language Pre-schools
- Irish in Business
- Language Learning Incentives

SOCIAL MISSION

The people of the Gaeltacht play an active role in the economic, social and cultural development of their communities, largely through well-established groups such as community cooperatives and community development companies. An Údarás provides funding for these and provides the advice, assistance and financial support that help these community groups become strong and proactive structures which can deliver local services, promote local development initiatives, and in many instances manage and administer community or state assets such as enterprise centres. An Údarás works in close partnership with community groups to administer social employment schemes, manage youth clubs and pre-school groups and enhance the social infrastructure through activities such as the provision of assistance for the elderly and the disadvantaged.

www.udaras.ie/en



Westire Technology Limited

Sean Ganley, CEO; Sean Noone, Chairman & Managing Director

Jerome McDonnell, Executive Director

Westire Technology Limited (WESTIRE) was initially established as a research and development company and during March of 2016 WESTIRE took-over the core products and assets of SELC Ireland Limited (SELC). The founder of both SELC and WESTIRE Sean Noone BSc DBA has over 33 years-experience in the provision of photocell street lighting technologies supplying Utilities, Lighting Luminaire OEM's and Municipalities through-out Europe, North America, Canada & South Africa.

www.westire.com



SYMPOSIUM PARTICIPANTS



Complete Laboratory Solutions CLS (Saotharlann Chonamara)

Evelyn O'Toole, CEO

CLS (Complete Laboratory Solutions & CLS MedPharma) is the leading Irish contract laboratory. The company provides microbiological & analytical testing and supply trained analysts on contract to the pharmaceutical, medical device, food and water industries.

The company is very proud to work in partnership with its clients, many of whom are leading global brands. CLS has both GMP (approved by the Irish Medicine Board) and 17025 (accredited by Irish National Accreditation Board) testing facilities.

CLS currently employs 83 people, invests in leading technology, boasts a brilliant team of people and has the vision and strategic plan to optimise growth with sustainability and innovation to place and hold CLS in a leading position making it attractive as a supplier both in Ireland and internationally.

www.cls.ie



Pennsylvania Department of Community & Economic Development

Jason Hunt, Marketing Executive

Office of International Business Development

The mission of the Department of Community and Economic Development (DCED) is to foster opportunities for businesses to grow and for communities to succeed and thrive in a global economy.

Economic development, education and workforce agencies are working together like never before to meet the needs of employers. All of these efforts have created an environment of certainty and predictability in Pennsylvania – one where businesses feel confident and can thrive and grow. The quality of life in Pennsylvania is exceptional. Affordable land and housing costs, diverse and vibrant communities from big cities to small towns, excellent schools, access to world-class arts and top-notch healthcare make Pennsylvania a great place to live and raise a family. Pennsylvania is the 20th Largest Economy in the World. With a gross domestic product of more than \$600 billion, Pennsylvania is the twentieth largest economy in the world — larger than the nations of Saudi Arabia, Sweden and Iran. If you are moving or growing a business, Pennsylvania is the place to be.

www.newpa.com/



SYMPOSIUM PARTICIPANTS



ÉireComposites

Tomas Flanagan, Owner

ÉireComposites offers its customers an integrated service including accredited design, innovative tooling, advanced manufacturing, and testing in a single organisation.

We currently employ over 70 staff in our facility in Inverin. Inverin is part of the Connemara Gaeltacht. By allowing the people of Inverin to work locally, ÉireComposites is promoting the Irish language.

We pride ourselves in meeting our customers' delivery times. That's why in 2015, 99% of components were manufactured and delivered on time.

ÉireComposites has managed over 16m of EU FP6 and FP7 projects relating to composite materials for Aircraft Structures, Space Launchers and Renewable Energy. Key customers include Bombardier and Airbus (aircraft parts) and Kingspan (wind energy).

www.eirecomposites.com



Randox

Mark Campbell, Senior Manager

Rachel Fullerton, Life Sciences Team Leader

Randox is a global leader in healthcare diagnostics; today more than 5% of the world's population – in excess of 370 million people across 145 countries – receives medical diagnosis using Randox products each year. Our products and services are used in hospitals, clinical, research and molecular laboratories, food testing, forensic toxicology, life sciences, and veterinary laboratories. With more than 1400 employees of 44 nationalities, including 300 research scientists and engineers, we have offices and distribution in over 145 countries. There are four key manufacturing and research and development sites, located in County Antrim, Northern Ireland; Dungloe, County Donegal, Ireland; Bangalore, India; and in the Greater Washington DC area, USA. Our Randox Health Clinics are currently located in London and Belfast, with ambitious plans to roll out a number of new clinics across the UK over 2016 – 2017.

www.randox.com



SYMPOSIUM PARTICIPANTS



National University of Ireland, Galway

Dr. Jim Browne, President

On 6th March 2008, Dr Jim Browne became the twelfth president of NUI Galway. A native of Athlone, Co Westmeath and an engineering graduate of NUI Galway, Jim Browne is a former Dean of Engineering (1996-2001).

Prior to becoming President, he served as Registrar and Deputy-President of the University for seven years. He has a record of achievement in academic leadership, strategic planning and change management within NUI Galway.

Dr Browne has published over 200 academic papers and 15 books, including translations into French and Chinese. He was awarded the degree of D.Sc. by the University of Manchester for published work in 1990 and he is a member of both the Royal Irish Academy and the Irish Academy of Engineering. In 2013 Dr Browne was the recipient of the Irish Medical Devices Association award for Outstanding Contribution to the Medical Technology Sector and the Engineers Ireland Excellence award for Outstanding Contribution to Engineering.

Dr Browne's leadership roles include membership of the editorial boards of a number of international research journals; member of Irish Universities Quality Board (now QQI); President of Engineers Ireland 2008/2009; member of the Senate of the National University of Ireland; member of the board of CAO; Member of the EPSRC Review Group on Engineering Research Centres in the UK; member of the board of Galway University Foundation; and member of the board of Music for Galway.

In April 2013, he was appointed Chair of the Children's Hospital Group Board by the Irish Minister for Health & Children. The Children's Hospital Group Board is the end-user and client for a major national building project and will oversee the operational integration of Ireland's three children's hospitals in advance of the move to the new hospital.

He has significant industrial experience, having spent some years working with Nortel Networks (then Northern Telecom) in Canada and Ireland. He has also consulted with a wide range of Irish and international corporations. In addition, Dr Browne also has considerable experience of working with overseas universities, as well as with public and private bodies. He is married to Maeve; and they have four children.

Queen's College Galway was founded in 1845. Following construction of the iconic Quadrangle building, the University opened its doors four years later to the first cohort of just 68 students.

From humble beginnings, NUI Galway has grown massively in size and reputation over the past 170 years. Today they are ranked among the top 2% of universities in the world and recognised as being one of the best universities for their international outlook.

The medical technology sector in Ireland is recognised as one of five global emerging hubs. Eight of the world's top ten med-tech companies are based here, and devices designed and made in Galway are saving lives all over the world. Galway is at the very heart of this development and NUI Galway is the powerhouse for much of this progress.

NUIG researchers focus on some of the major medical challenges that face the world today including cardiovascular disease, cancer, orthopaedic disorders and neurodegenerative diseases. They are pushing the frontiers of science to create the technologies of the future. This will lead to better and more affordable health outcomes for patients.



SYMPOSIUM PARTICIPANTS



IDA Ireland

Doireann Mooney, *Vice President, Emerging Business*

Ireland's inward investment promotion agency, IDA Ireland (Industrial Development Agency) is responsible for the attraction and development of foreign investment in Ireland. A range of services and incentives, including funding and grants, are available to those considering foreign direct investment in Ireland. These are offered by IDA Ireland, Ireland's inward investment promotion agency, to both new and existing clients.

While investment from overseas manufacturing and internationally traded services are the broad focus of IDA Ireland, the agency continues to work with investors once in Ireland to encourage and assist in expanding and developing their businesses. This long-term view of relationships with foreign direct investors in Ireland has proven very successful for all involved and is something IDA Ireland excels at.

IDA focuses on securing investment from new and existing clients in the areas of High End Manufacturing, Global Services (including Financial Services) and Research, Development and Innovation. Key sectors within these areas for investment are Life Sciences (Pharmaceutical, Biopharmaceutical and Medical Technologies), Information Communications Technology (ICT), Engineering, Professional Services, Digital Media, Consumer Brands and International Services.

And looking to the future, IDA is actively focusing on emerging areas such as Clean Technology, Convergence and Services Innovation. These areas offer exciting new overseas investment opportunities and are ideally suited to the Irish skill-set, experience and in the case of Clean Technology, geography and climate.

Patrick represents IDA Ireland in East Coast North America, based in New York, for the Engineering & Industrial Technologies portfolio. This portfolio includes sectors such as aerospace, automotive, industrial automation and processing, clean technology and energy.

Patrick has worked in IDA for almost 10 years, working in the IDA's Property Division in Athlone and the International Financial Services Division in Dublin, before moving to New York to head up the Engineering portfolio in North America. Prior to IDA, Patrick worked in Property Management and Engineering roles in Fingal County Council and AirCon Engineering in Enniscorthy.

A County Wexford native, Patrick has a Bachelor's Degree in Geomatics from Dublin Institute of Technology.

www.idaireland.com



SYMPOSIUM PARTICIPANTS



Select Greater Philadelphia

Meghan Kelly, Director, Business Expansion Services

Select Greater Philadelphia (Select) is an economic development marketing organization dedicated to attracting and growing companies to Greater Philadelphia. Select assists companies interested in the region by providing detailed information about the 11-county area.

Select offers a one-stop connection to numerous resources that help companies make informed decisions about locating to Greater Philadelphia. Through global marketing efforts, Select works to promote the region's key assets to help build the area's economy. The Greater Philadelphia region encompasses northern Delaware, southern New Jersey and southeastern Pennsylvania. Select is a private, non-profit organization and an affiliate of the Greater Philadelphia Chamber of Commerce.

www.selectgreaterphiladelphia.com



ADDITIONAL RESOURCES FOR GLOBAL EXPANSION



Enterprise Ireland

Enterprise Ireland is the government organisation responsible for the development and growth of Irish enterprises in world markets. They work in partnership with Irish enterprises to help them start, grow, innovate and win export sales on global markets. In this way, they support sustainable economic growth, regional development and secure employment.

Their priority is the achievement of export sales growth from Irish-owned companies. All services are geared toward helping Irish companies win international sales. Their range of services is extensive, from funding, to making introductions in key international markets.

www.enterprise-ireland.com



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JAMES McLAUGHLIN MEMORIAL FUND

On July 24th, 2015, we lost founding board member and past president, Jim McLaughlin, to brain cancer. Jim, a Havertown resident, was a proud graduate of Monsignor Bonner High School and Saint Joseph's University.

To honor Jim, and continue his legacy of service and loyalty, we have started the "James J. McLaughlin, Jr. '70 Memorial Scholarship Fund" at Saint Joseph's University.

Thursday, May 18th • 5.30 p.m. - 9.00 p.m.
The Springfield Country Club

Individual Ticket: \$50.00
Patron: \$100.00*

*Attendees will enjoy 2 drink tickets, live Irish music,
live auctions, chef-attended food stations and a Silent Auction!*

** A Patron ticket includes 1 ticket to our event and a \$50 (tax-deductible)
donation directly to the "James J. McLaughlin, Jr. '70 Memorial
Scholarship Fund" at Saint Joseph's University.*

[Register online at iabcn.org.](http://iabcn.org)



Let your friends know you are attending, use the hash tag #JimSM70!

Donations may be made to the Scholarship Fund

Checks payable to: Saint Joseph's University
Memor: James J. McLaughlin, Jr. '70 Scholarship Fund
Mailed to: Irish American Business Chamber & Network, Inc.,
200 South Broad Street, Suite 310, Philadelphia, PA 19102