



IS THE GLASS HALF FULL?



Carlow County
Enterprise Board



County Carlow
CHAMBER
IN BUSINESS FOR BUSINESS

Economic Conference

positivity and dynamism in the face of huge challenges



Friday May 22nd - 8.30 am - 1 pm
Mount Wolseley Hotel, Golf and Spa Resort
Tullow, Co. Carlow

Foreword



DAVID WALSH

President

County Carlow Chamber



MICHAEL KELLY

CEO

Carlow County Enterprise Board

While undoubtedly we are all facing challenging times, this conference is being designed as a positive way of highlighting the many business successes and grounds for optimism in County Carlow.

Despite the challenges, there are countless local and national business stories demonstrating positivity and dynamism in the face of huge challenges. They show that despite the doom and gloom, there is a way forward! We want to highlight these stories and are aiming this positive message at the wider business community.

I hope you will join us for what promises to be an interesting and rewarding occasion.

Yours sincerely

David Walsh, President
County Carlow Chamber

Yours sincerely

Michael Kelly, CEO
Carlow County Enterprise Board

Event Speakers

FRANK ROCHE - Conference Chairman

Frank is currently the Deputy Principal of the UCD College of Business and Law. He holds the Berber Family Chair of Entrepreneurship at the UCD Michael Smurfit School of Business and was recently appointed the Director of Entrepreneurial Strategy for UCD to assist in the creation of an entrepreneurial University.

His interest in the policy field led to his appointment as the Programme Manager for Ruairi Quinn, the first Minister of the newly formed Department of Enterprise, Trade and Employment. This continuing interest is now evident in his membership of the Small Business Forum set-up by Minister Micheal Martin to recommend solutions to the problems and issues faced by small firms in Ireland.



JERRY KENNELLY - Keynote Speaker

Jerry Kennelly founded Stockbyte and Stockdisc, two companies based in Tralee which captured 10% of the global royalty-free stock photography market in ten years. His companies were sold to Getty Images (GYI) for \$135million in April 2006, in what appears to have been the final phase in the consolidation of this dynamic, web-enabled industry. Kennelly, who started business as a freelance photographer 25 years ago has been honoured by the Deloitte Fast 50 Awards and was winner of the Ernst & Young Emerging Entrepreneur of the Year Award in 2005. Stockbyte is also a former winner of the DHL Exporter of the Year Award.

Kennelly was one of three Ernst & Young winners who took up a challenge from John O'Shea of Goal to set up a sustainable business in Africa.



DR. DON THORNHILL - Chairman, Nat. Competitiveness Council of Ireland

A former top Irish civil servant (Secretary General of the Department of Education and Science and Chairman of the Higher Education Authority), Dr. Don Thornhill is now a consultant and adviser on strategy and policy. He is a board member of a number of organisations in the public and private sectors, including Chairman of the National Competitiveness Council of Ireland, Chairman of the Irish Payments Services Organisation and a member of the boards of Forfás (Ireland's national policy and advisory board for enterprise, trade, science, technology and innovation), the Irish Taxation Institute and Science Foundation Ireland. He is also deputy chairperson of the Chartered Accountants Regulatory Board.



MICK KELLY - ICL

ICL is a major employer in Carlow and has over 200 people working in the company. The company provides a fleet of vans in excess of 120 to support UPC in its day to day operations.

The result of the partnership with UPC is both strategic and beneficial to businesses across Ireland and provides the business community with another high quality telecommunications option with Internet speeds up to 20MB. ICL is looking forward to growing its relationship with UPC over the coming year and establishing strong links with local enterprises and the local economy in general.



LYNNE WHELAN - Managing Director, Gael Energy

Gael Energy is a Carlow based company, providing solar heating and wood pellet/chip boiler systems. The company is owned and managed by Lynne Whelan and supported by a fully trained team of solar installers for the Lazer 2 solar thermal system along with a full engineering network for the Biomass wood pellet/ chip boiler systems.

The company was selected as one of the top five best emerging new business for 2009 by the Small Firms Association (SFA).



LESLIE CODD - Managing Director, Codd Mushrooms

Established in Tullow in 1990, and owned jointly by Leslie and his brother Raymond, Codd Mushrooms employs 71 staff and in 2009 invested €3 million in a new production facility, creating 15 harvesting and production jobs. Increased demand from customers, including supermarket chain Aldi, convinced the company to make the €3 million investment, which will see turnover of €5.3 million in 2008 increase to over €6 million this year.

(Photo: Farmers Journal)



JOHN O'NEILL - Managing Director - HEATONS

John O'Neill is the Chairman & Managing Director of HEATONS. He joined HEATONS in 1986 at which time they had 11 stores and 150 employees. Today Heatons has 81 stores throughout the island of Ireland and employs over 2,000 staff which is expected to increase in 2010. The sole business is retailing with a product offering of Home, Gifts, Audio, Toiletries, Footwear, Children's clothes, Men's and Women's fashions.

As the second largest Irish owned retail non food business, Heatons has doubled its turnover in the last three years and having secured the franchise for the island of Ireland for the UK's largest sports chain, we aim to open 40 of these stores within the next three years. Heatons' expansion plans also include the Polish and Slovakian markets in the next two years.



Friday May 22nd - 8.30 am - 1 pm
Mount Wolseley Hotel, Golf and Spa Resort
Tullow, Co. Carlow

Conference Agenda

- 08.30 Registration and coffee
Opening Session:
Conference Chair:
- 09.00 Welcome Address: David Walsh - President of County Carlow Chamber
- 09.15 Opening Address
Chairman Frank Roche
- 09.15 Keynote Address: Jerry Kennelly
- 10.00 Dr .Don Thornhill: *Economic outlook*
- 10.30 Coffee Break
- Session Two: OPPORTUNITIES**
- 11.00 Michael Kelly - CEO Carlow County Enterprise Board
- 11.15 Mick Kelly - ICL
- 11.30 Lynne Whelan - Gael Energy
- 11.45 Leslie Codd - Codd Mushrooms
- 12.00 John O'Neill - Director of Heatons Group: *Retailing in the 21st Century*
- 12.30 Q & A Forum with full speaker panel
- Concluding Remarks**
- 1.00 Networking Lunch

Media Partners



THE NATIONALIST

Reservation Form

Please complete booking form and fax or post along with **conference fee of € 50** before 20th May to:

**County Carlow Chamber
Carlow Gateway Business Centre
Athy Rd.
Carlow**

T: 059 9132337 F: 059 9130652
email: info@jacquimcnabb.ie

Please reserve ____ places on **22nd of May 2009.**

Names: _____

Company: _____

Address: _____

Phone: _____

email: _____

Detailed conference notes will be provided.

Friday May 22nd - 8.30 am - 1 pm
Mount Wolseley Hotel, Golf and Spa Resort
Tullow, Co. Carlow