



**BIA**  
INNOVATOR CAMPUS

Supports for Local, Small Food Producers  
Businesses

# Who we are

We have worked hard since 2017 to raise over €8 million euro to create an exciting base for the food sector in the West of Ireland (and beyond), and we have only just begun.

## FOUNDING PARTNERS



Comhairle Chontae na Gaillimhe  
Galway County Council



**gretb**

Bord Oideachais agus Oiliúna  
na Gaillimhe agus Ros Comáin  
Galway and Roscommon  
Education and Training Board



ATHENRY  
COMMUNITY  
COUNCIL



SCCUL  
Enterprises CLG

Oifig Fiontair Áitiúil  
Local Enterprise Office



## OUR WHY?

“Lack of access to appropriate facilities and expertise is a major barrier to growth for artisan and small producers ”

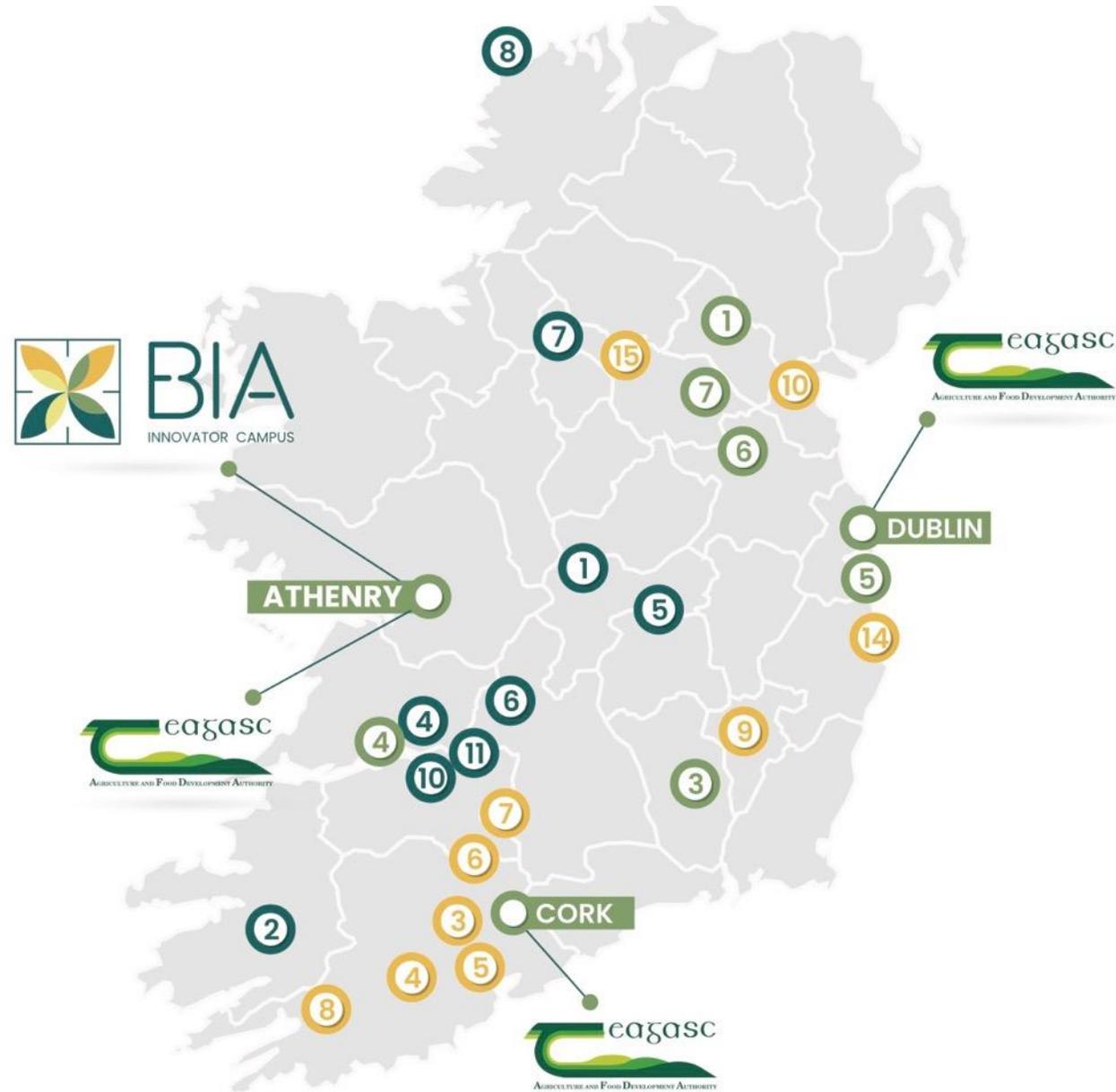
Professor Patrick Wall - UCD

“ Food hubs are not just a flash in the pan. They are incredibly innovative business models specifically addressing some of our producer’s most overwhelming challenges ”

Kathleen Merrigan, Agriculture Deputy Secretary,  
USDA

## How we are uniquely placed to support industry:

- **NATIONAL CENTRE OF EXCELLENCE** - BIA Innovator Campus is a one stop shop for everything you need and a **national centre of excellence.**
- **FULL BUSINESS SUPPORT FROM FARM TO FORK** - We give support across all aspects of their business so a more rounded approach to ensure sustainability.
- **FASTRACK** - We work across all agencies and help by signposting and connecting entrepreneurs to who and what they need faster.
- **FOOD EXPERTS** - We provide expertise from those that have rolled up their sleeves and done it before.
- **OPEN DOOR WELCOME**- We work with individuals, entrepreneurs, farmers, food producers, chefs, HORECA, students and anyone that wants to progress themselves or their business in the agri-food industry.



**MAPPING OF FOOD INCUBATORS IN IRELAND**



 **BIA**  
OBAIR  
STARTER  
UNITS

 **BIA**  
OBAIR  
GROWTH UNITS

 **BIA**  
OBAIR  
CO-WORKING

 **BIA**  
OBAIR  
EOLAS

 **BIA**  
OBAIR  
ACCELERATE  
YOUR BUSINESS

 **BIA**  
OBAIR  
BLAS  
FOOD TOURISM

**A campus of scale, three buildings of food specific resources to support over 40+ food related businesses onsite and hundred others remotely .**

# MEET OUR TEAM



**Sandra Regan**

Food Sector  
Project Manager



**Colm Foley**

Food Technologist,  
TEAGASC funded



**Elaine Donohue**

General Manager



**Anita Furey**

Food Technologist,  
TEAGASC funded



**Devon Butterfield**

Community Projects &  
Events Executive

**Agtech/  
Foodtech  
Senior  
Position**

EI funded  
Q1 2023

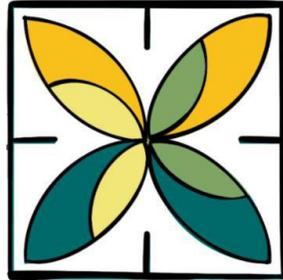
**Innovation  
Specialist**

EI Funded Q2  
2023



**Florian Huebner**  
EU Project Manager  
and Proposal Writer

# A PLACE TO LEARN



# BIA EOLAS





“.....Food Systems live off innovation.....**80% of productivity increases in the food system are owed to innovation**....20% of productivity increases are owed to resource use....”

Joachim Von Braun



# BIA

INNOVATOR CAMPUS

## LEARNING FOR FOOD INDUSTRY



01

**MANUFACTURING & ENGINEERING**

- Production
- Production Layout
- Capacity



02

**PROCUREMENT & SUPPLY CHAIN**

- Sourcing
- Supply Chain



03

**MARKETING CATEGORY**

- Branding
- Marketing
- Insight



04

**FOOD SCIENCE QUALITY**

- Compliance
- BRC
- Technical, Quality & Innovation



05

**BUSINESS ENTREPRENEURSHIP COMMERCIAL MANAGEMENT**

- Growth Stages
- Commercial
- Product Cost

# BREAD AND JAM IRELAND

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POWERED BY



**BIA**  
INNOVATOR CAMPUS

BACKED BY



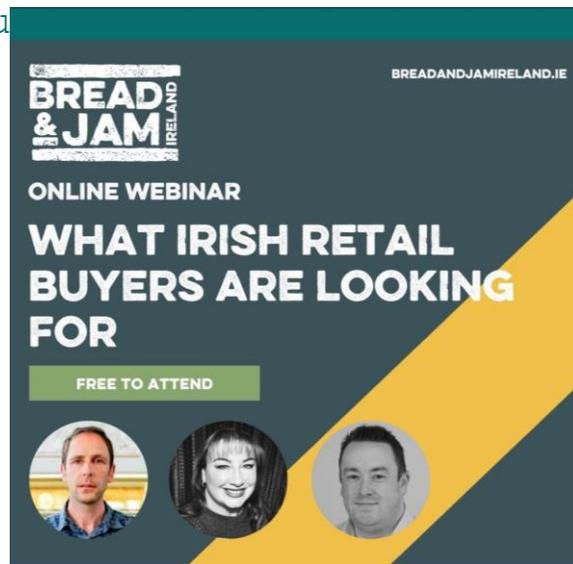
# MONDAY MOTIVATION 2022 RECAP | CHAIR : JOHN STAPLETON

Tune in to the Bread & Jam Ireland virtual panel discussions held on Zoom on a Monday morning to get your week off to a cracking start. Be inspired by three local food and drink

BATION HUB



Karol Butler, [@Good4U](#)  
Samuel Dennigan, [@strongroots](#)  
Aidan Murphy, [@galway\\_hooker\\_brewery](#)



David Morrin [@wholefoodsire](#)  
Aoife Ryan [@avocaireland](#)  
Kevin Sheridan [@sheridanscheese](#)



Justin Burgess [@beanindingle](#)  
Ruth Hurley [@glenilenfarm](#)  
Natalie Keane [@beanandgoose](#)  
Meabh O'Malley [@achill\\_island\\_seasalt](#)



Grainne  
Mullins [@gra\\_chocolates](#)  
Alice Carroll [@foxesbowwhiskey](#)  
Shane Ryan [@eatfiid](#)

IRELAND V

## 2022 to Date | 420 Attended

Coming Next :

17 October @ 11am How to drive sales once you are listed  
14 November @ 11am Working with supermarkets





## Events

- Event Creation
- Event Attendance

### Tech Talk Series

A series of 4 Tech Talks  
8 Hours \* 120 People

- **Getting Retail Ready | Labelling**
  - Climbing the manufacturing ladder : Future Trends - How do you adjust to compete
- **Getting Retail Ready | Shelf life**
- **Getting Retail Ready | Shelf life**



Proposed BIA Events 2022/ 2023

| Adding Value to Start Ups.

Proposed Tender in partnership with Local Enterprise Office Galway

### Start up Bootcamp

Supercharge your Brands growth in six Steps

Weekend Bootcamp 8  
25 People

### Kitchen to Manufacture

Kitchen to Scaled Production Taster programme.

36 Hours \* 25  
People

- **Business Strategy Review**
- **Retail Consultation**
  - Foodservice Consultation
- **Guided Learning Retail Safari**
  - Shop Floor Manufacturing Synergy

### The Big Pitch

Meet the Buyer Events

- **Effective Pitching**
- **Effective Negotiation**
- **Gathering Buyers within artisan Retail and Foodservice to participate.**

IRISH DRINKS OPEN FORUM 2023

RENAISSANCE | LETS RESET



THURSDAY 19th JANUARY 2023

Renaissance | Lets Reset

Renaissance | Lets Reset is an open invite event powered by BIA Innovator Campus, to provide an informative and lively platform for the **Irish spirits & whiskey sector, Agri-producers, and budding start-ups**, to share knowledge and experience and drive discussion and networking in what is one of Ireland's key food & drink growth areas.

Refreshments & Lunch Served

MC | Dave Broom



**BIA**  
INNOVATOR CAMPUS

10:00	Current Programmes and Supports for Crop Producers <i>John Spink, Head of Environment, Crops and Land Use, Teagasc</i>	13:00	LUNCH
10:20	Combining Tradition with the latest crop science <i>Conor Ryan – Pearse Lyons Distillery</i>	14:00	Fundraising for start-up and Growth - <i>Alice Carroll – Foxes Bow Whiskey</i>
10:35	Why bother? Heritage Crops and Terroir <i>Peter Mulryan – Blackwater Distillery</i>	14:20	<i>Scaling the Heights   Growing Drink Start ups</i> Enterprise Ireland
10:55	Fireside Chat – Panel Discussion <b>Your Raw Material - It is all in the detail</b> <i>John Spink   Conor Ryan   Peter Mulryan</i>	14:40	Global Trends in Drinks : The opportunist Outlook Abroad TBC
11:15	Insights in the farm distillery model <i>Jennifer Nickerson – Tipperary Farm Distillery</i>	15:00	LEADERS LECTURE TBC
11:30	BREAK	15:20	BREAK
11:45	Distilling from Alternative Crops <i>Titanic Distillers</i>	15:40	Innovation Through Wood - What's current in the world of Casks supply <i>Paul Caris   Dair NUA Cooperage</i>
12:05	Fireside Chat Panel Discussion Small and Beautiful - Building a distillery on a shoestring <i>Wild Atlantic Distillery - Northern Ireland's Award Winning Distillery</i> <a href="http://www.copelanddistillery.com">www.copelanddistillery.com</a> <a href="http://www.micildistillery.com">www.micildistillery.com</a>	16:00	RTD;s and Brand Innovation – Getting with the Trends <i>Sarah Jayne Brangam   Cult Drinks</i>
12:25	Distilling Forward with sustainability <i>Tom O'Dwyer, Head of Teagasc Signpost Programme</i>	16:15	Creating Edge through imagery, creation and design   <i>Drinksology</i>
12:45	LEADERS LECTURE <i>John Teeling</i>		Home Market View- On and Off trade Drinks sales channels– What's going on?   <i>Shelflife.ie</i>

16:50 Closing Comments with MC DAVE BROOM

17:00 Irish Drinks Forum Social – Cocktails and Informal Networking

BOOKING DETAILS .... BIA Innovator Campus CLG, Athenry, Co. Galway  
Registration at 9:00am, Summit opens at 9:30am

How we are uniquely placed to support:

- Brand new facility
- 60 Seater Auditorium
- 10 Person Showcase/Flexible Room
- 48 seater audio-visual space / 8 seater training space
- Welcome Zone, Restrooms, Bus set down area, parking.



# Training / Showcase Room

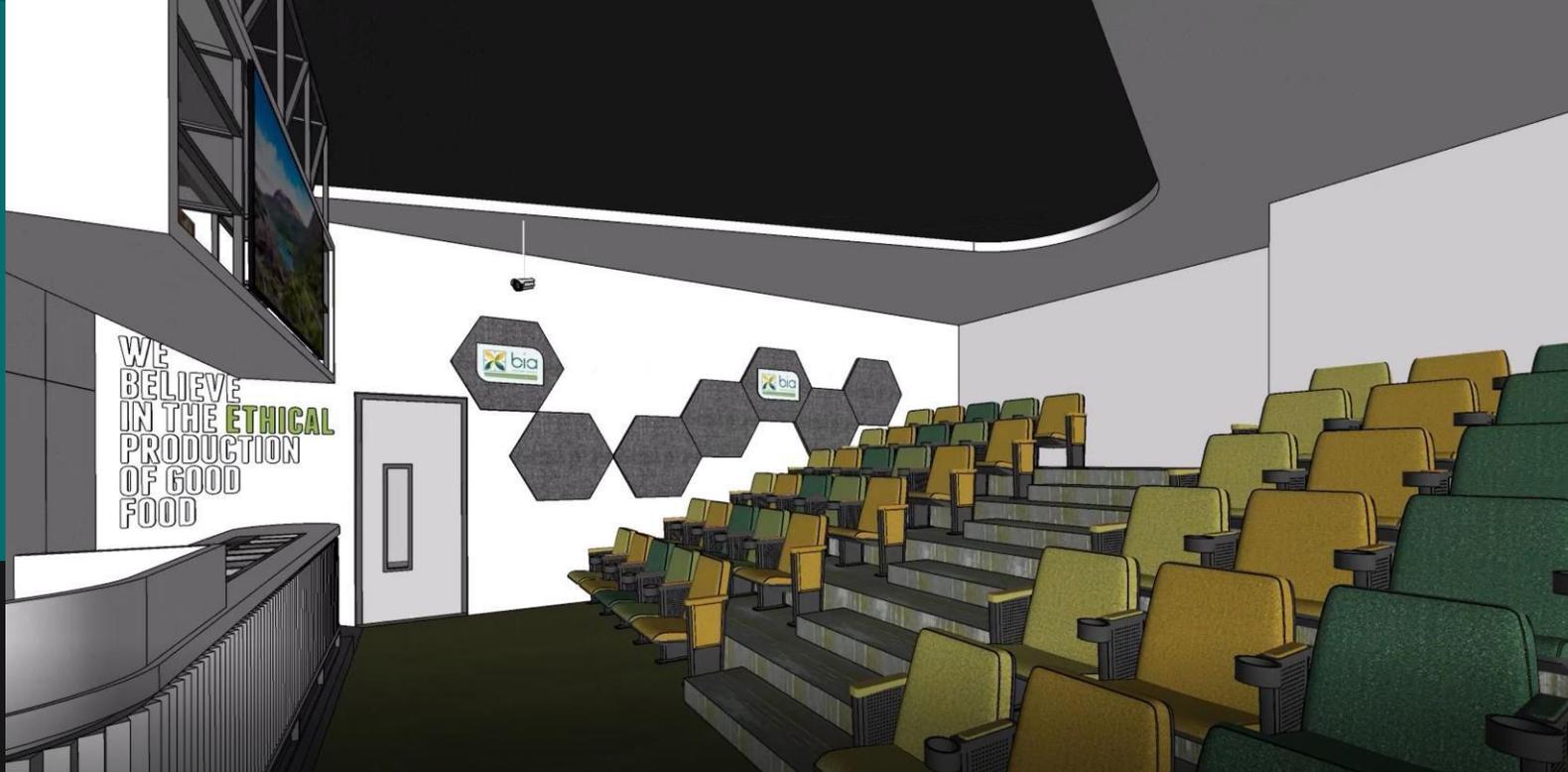
A space to train /present your products or business professionally.

- Ambient and chilled display spaces around the walls to hold your products.
- Widescreen TV with inbuilt camera and speakers.
- Plug in your laptop and host your presentation on the screen.
- Counter top space and high top table for laying out samples.



# Auditorium

- 60 seater capacity
- Host seminars and events
- Cookery demonstration at front of room
- 2 cooking stations – hobs, ovens, sinks
- Overhead cameras for direct shots of hob
- Cameras set up for recording and live Streaming online



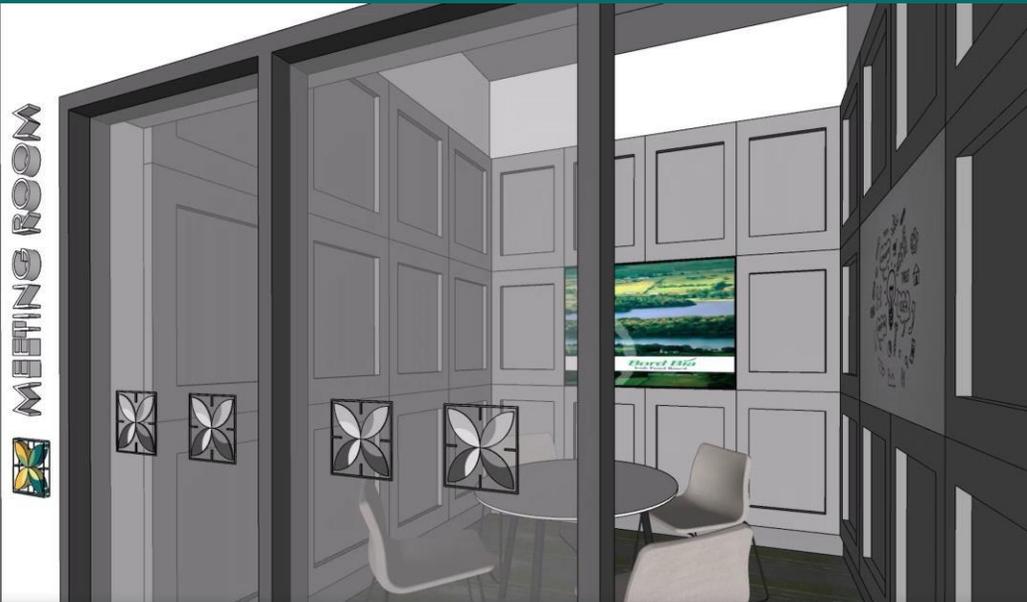
# Audiovisual Room

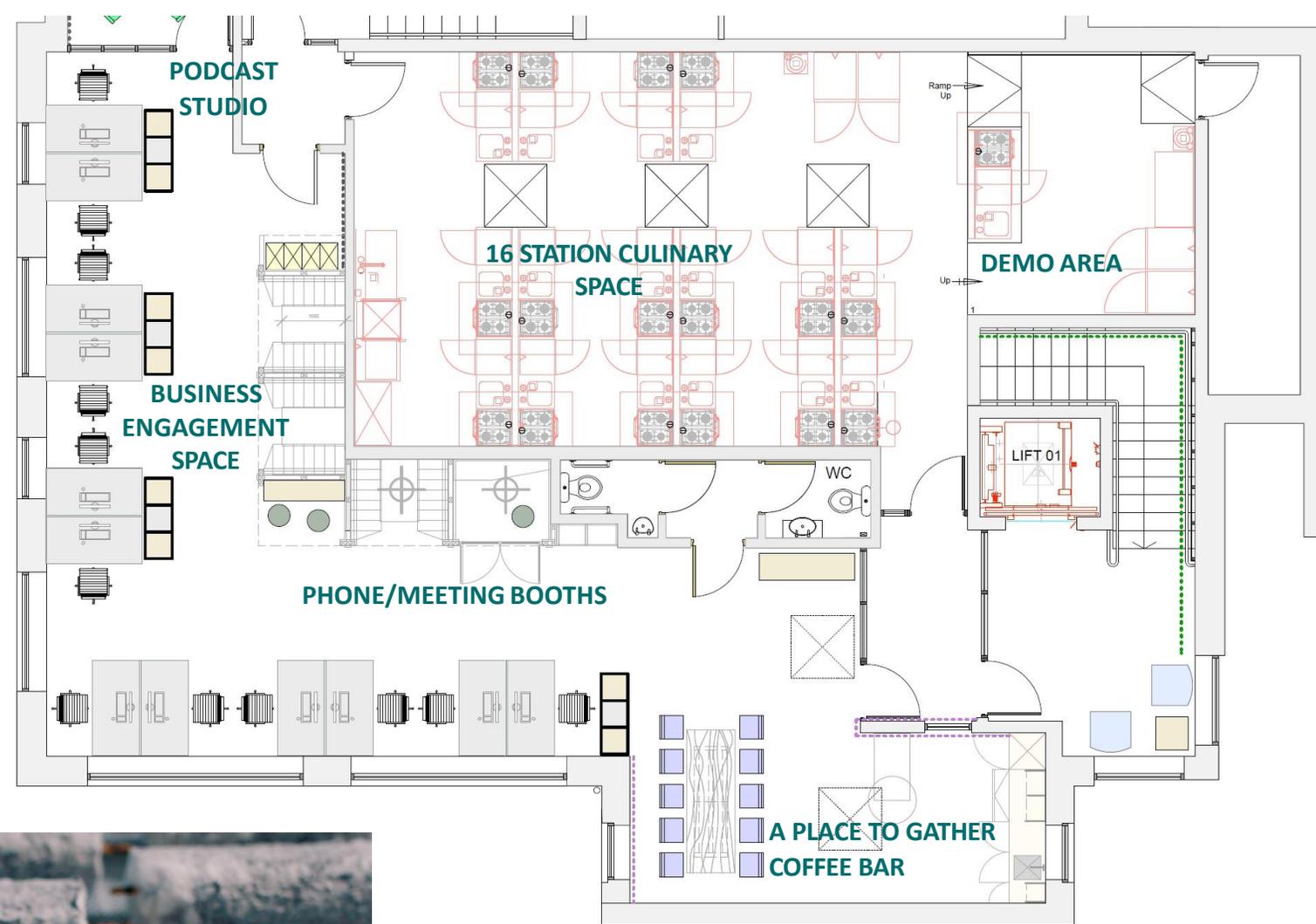
- 48 Seater Large space with audio visual wall of 9 screens streaming from main auditorium or individual content.
- Furniture can be configured to suit your group.
- Podium and projectors available.
- Ideal to host daytime or evening event with high top tables and people mixing.
- Can be used along with our business centre.



# Business Centre

- Open plan office space with coffee bar
- Clients on site will make use of the hot desk and meeting room options.
- Membership packages available for use of this space.
- Meeting rooms, conference room, hot desks, private phone booth, meeting booths and screens.
- A community of entrepreneurs.





# DE-RISKING BY REDUCING INVESTMENT AT EARLY STAGE

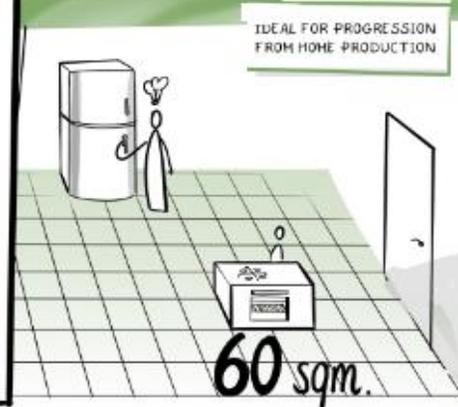


EXCEPTIONAL COMBINATION OF PRODUCTION, INNOVATION AND KNOWLEDGE FACILITIES OFFERING AN INTENSE IMMERSION IN THE FOOD SECTOR ①

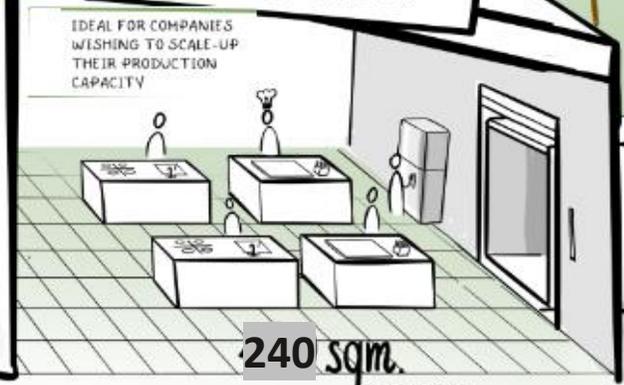
## 4x CO-WORKING KITCHENS



## 9x STARTER UNIT



## 3x GROWTH UNIT

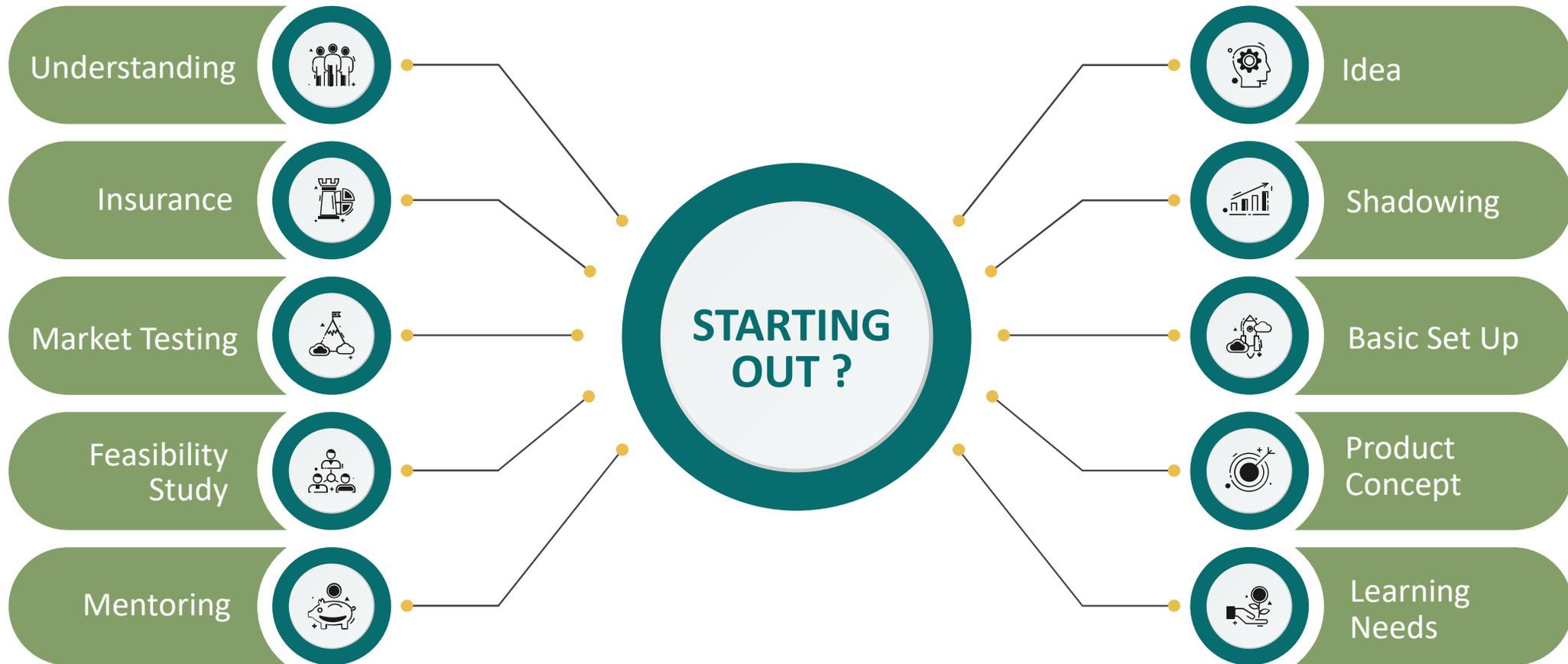


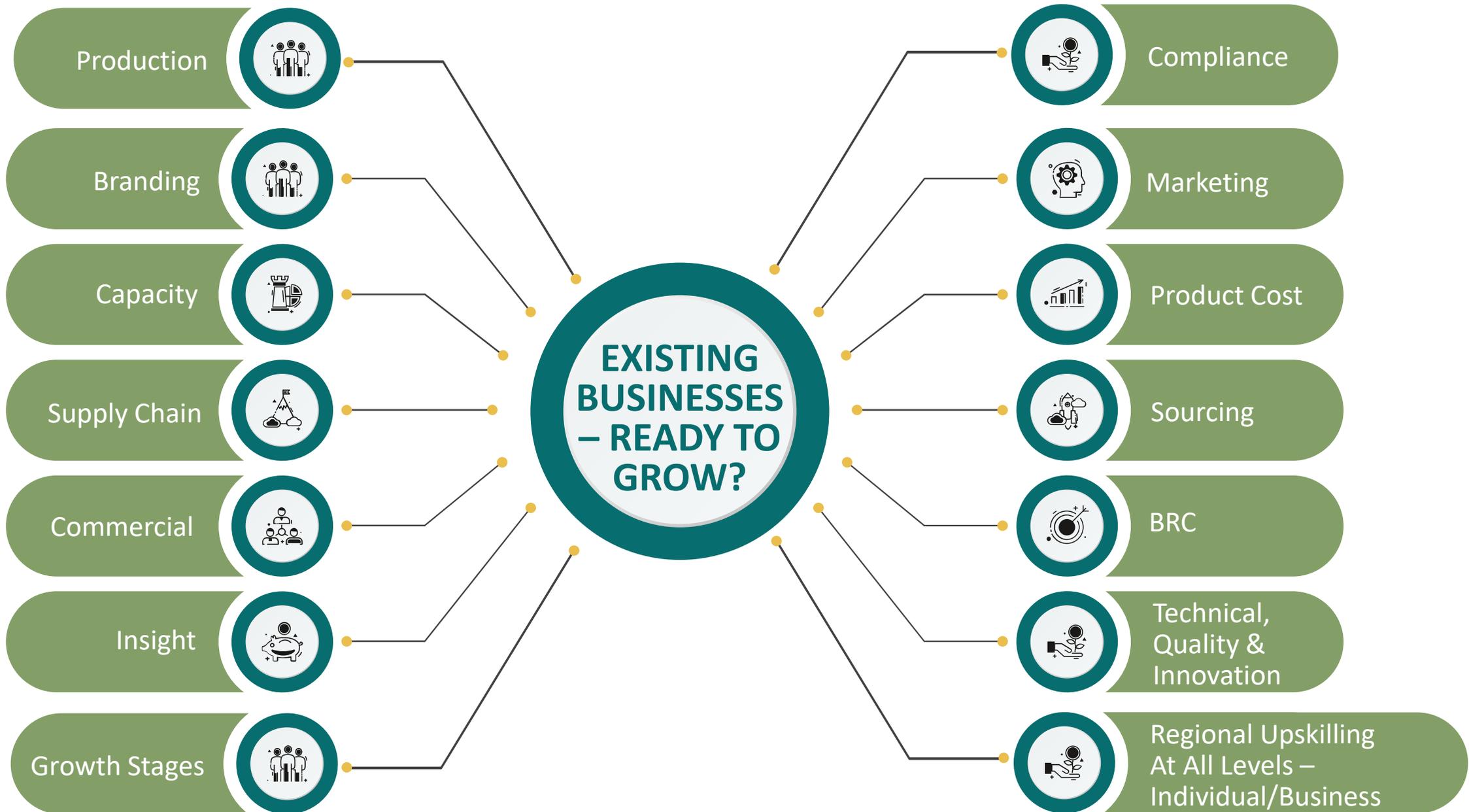
- PAY PER USE
- PREMIUM APPLIANCES
- DEDICATED UNITS

- OWN CONTRACT
- FOOD GRADE SPACE
- CUSTOMISABLE
- GROW YOUR BUSINESS



# AGRI-FOOD SYSTEMS SUPPORT – ONE STOP SHOP







Mellows Campus, Athenry, Co. Galway, H65 R718



hello@biainnovatorcampus.ie



[www.biainnovatorcampus.ie](http://www.biainnovatorcampus.ie)

1. FILL OUT AN EXPRESSION OF INTEREST FORM ON OUR WEBSITE
2. SIGN UP TO OUR MAILING LIST
3. FOLLOW US ON SOCIAL



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