



Challenges and opportunities for the European agri-food sector

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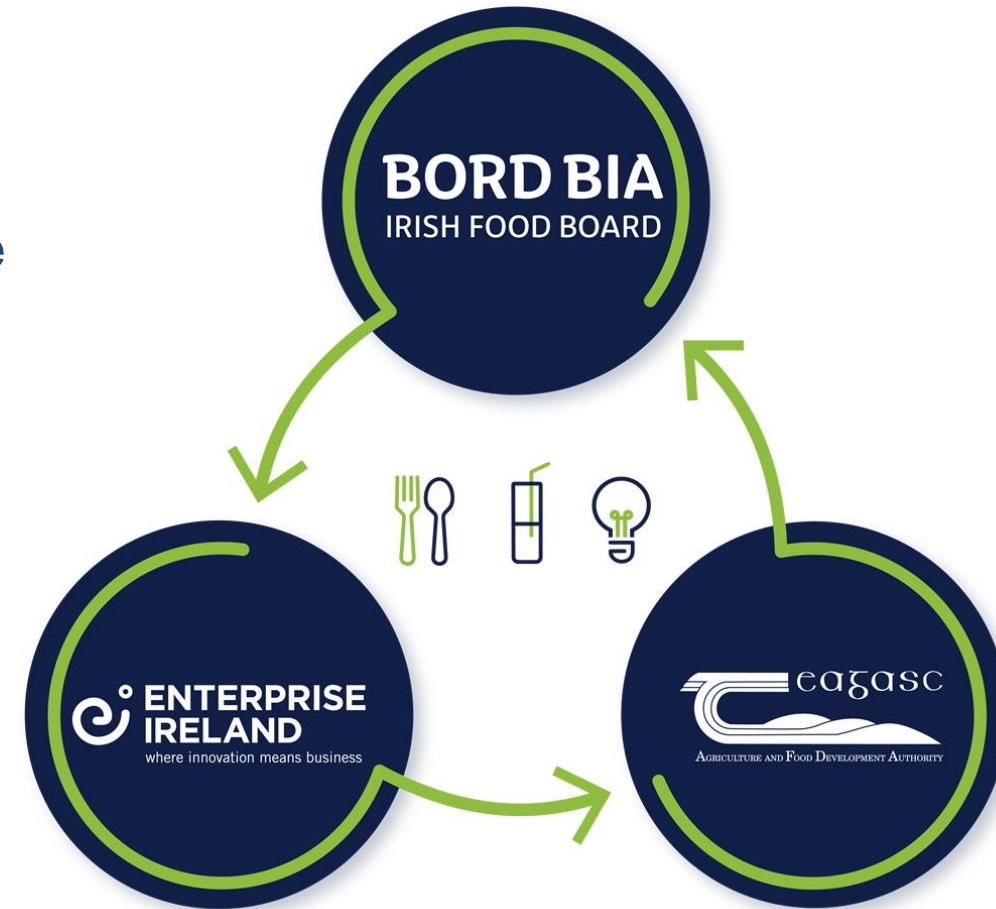
Food Works Programme

Description

- Food Works is a government supported accelerator programme for high potential, ambitious **food and drink** start-ups.
- Starting in 2012, the programme is a collaborative initiative run by three state agencies with the aim to support the rapid scaling and growth of innovative Irish food and drink start-ups
- Companies/start-ups must be less than 4 years old

Funding and Resources

- Started in 2012 – ongoing
- Funded by 3 agencies
- Participation fee €3,000
- Participating businesses are eligible for feasibility grant funding of up to €35,000. This includes €15,000 for salary expenditure and up to €20,000



Food Works Programme – Benefits

FOOD WORKS UNIQUELY DELIVERS TRI-AGENCY SUPPORT FOR YOUR BUSINESS

Sales and marketing support domestically and internationally
Consumer Insight & Development
Creative Design & Consumer Research



Feasibility grant funding, up to €35,000

Understanding HPSU (High Potential Start-Up) investment and grant funding opportunities

Business planning and strategy development

Product development and process scaling

A range of testing to support the determination of product quality and safety

Technical and regulatory advice and consultancy

Benefits:

- Workshops
- Business Advisors
- Consumer & Market Research
- Manufacturing & Technical Expertise
- International Inspiration Trip
- Networking
- Feasibility Grant Funding
- PR

Food Works Programme - Results

• Results

- 10 years (Started in 2012)
- 100 start ups
- €4.5million funding
- 50% exporting
- Innovation across categories

More Information

<http://foodworksireland.ie>



twitter.com/foodworksirl



Food Academy Programme

Description

- Food Academy was developed by Bord Bia, SuperValu and the Local Enterprise Offices in 2013 to provide a standardized programme of supports tailored to new and early-stage food businesses throughout the country.
- Through workshops, mentoring and the opportunity to pitch to SuperValu store owners this is a unique opportunity for artisan producers to have their product on the shelf of one of Ireland's leading retailers

Resources

- Finance and staff resources from the Local Enterprise Office, Bord Bia and SuperValu.
- The cost of running the programme which includes mentoring and workshops is funded by the Local Enterprise Offices.





Food Academy Programme - Results

Results

- Currently over 300 Food Academy small producers in SuperValu stores.
- Food Academy is supporting over 1,130 jobs



More Information

- Website: www.bordbia.ie/industry/small-business/resources/food-academy/
- Map of Producers: <https://supervalu.ie/real-people/food-academy-programme>





Thank you!

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