

## **KENT BUSINESS SUMMIT 2018**

### **SHAPING KENT'S FUTURE IN A GLOBAL ECONOMY**

**Sibson Building - Kent Business School - University of Kent**  
**Friday 12 January 2018**

*A Kent Business School/Institute of Directors/Federation of Small Businesses initiative*

With the Brexit negotiations now officially underway, Kent businesses are readying themselves for the time after the UK leaves the European Union. But how does one prepare for the unknown? In light of the falling pound, a possible return to border controls and stricter immigration rules, how does one build a resilient business that can weather an extended period of economic uncertainty? And, most importantly: how can businesses take advantage of their location in Kent?

At the exclusive half-day summit **Shaping Kent's future in a global economy**, organised by Kent Business School (KBS) in partnership with the Institute of Directors (IOD) and the Federation of Small Businesses (FSB), Kent business leaders will share ideas, experience and expertise on how to prepare for the UK's exit from the European Union.

By providing a platform for businesses to discuss their Brexit action plans, KBS and its partners want to help build a resilient Kent's business community, and facilitate engagement with MPs and government about the challenges and opportunities ahead. The outcomes of the summit will inform research into the short and long-term economic implications for the first country to leave the EU.

The summit is chaired by **Louise Stewart**, former political editor for BBC Southeast and current Head of Communications for the FSB.

*The summit is the first large-scale event under the umbrella of **PROJECT UK**, a 5-year cross-faculty project within the University of Kent, which examines the short- to long-term economic, (geo-) political and social implications for the first country ever to leave the European Union.*

### **Overall aims of the Kent Business Summit**

It is our aim to make the Kent Business Summit an annually returning event, which monitors, on an ongoing basis, Kent's economic position in the UK and abroad. Regardless of whether Brexit will happen or not, the economic face of Kent is changing. We want to create a platform where Kent businesses can come together with government, politicians and academics to discuss the challenges and opportunities in developing a healthy business community and sustainable economic growth for the county.

### **Objectives Kent Business Summit 2018**

- Bringing a realistic but constructive message about the way forward for Kent entrepreneurs
- Monitoring the economic implications of Brexit for local/regional business to feed into Brexit-related research at KBS/University of Kent
- Drawing up action plans for Kent businesses pending Brexit
- Engaging in conversation with Kent MPs and local government on business support required

### **Who should attend**

Owners and directors from small and medium-sized businesses (including start-ups) and corporates who wish to have a constructive dialogue on the way forward for the Kent business community.

### **What do we offer**

- An exclusive half-day summit with a round table breakfast, national and international speakers and a panel discussion at Kent Business School's state of the art new Sibson building on Canterbury campus
- The opportunity to meet and share experiences with other Kent business leaders, local MPs and government representatives, University academics and business network organisations
- A summit report published post-event
- A limited-spaces ticket lunch (optional) with local MPs post-event

**The summit has been made possible with the support of Crowe Clark Whitehill.**

**Kent Business Summit 2018 programme**

- 07:30 – 08:00            Registration
- 08:00 – 09:30            Breakfast round table sessions on:
1. Strong Leadership in an Uncertain World - **Dan Corpe, MD Corpe Consulting and Peter Bolton, Founding Partner Copper Bottom Investments**
  2. The Art of Export, **Dr Fragkiskos Filippaios (KBS) and Tom Cole, CEO ITL Group**
  3. Innovation pending Brexit, **Chris Price, Kent Messenger**
  4. The UK Workforce of the Future, **Prof Jeremy Howell (KBS)**
  5. How to put Kent on the Map, **Mark Harvey, CEO Chapel Down**
- 09:30 – 09:35            Plenary – Welcome **Martin Meyer, Director Kent Business School**
- 09:35 – 09:45            Round table summaries by rapporteurs
- 09:45 – 10:05            **The future is Kent: Strategic vision for the Kent economy**  
**David Smith, Director of Economic Development, Kent County Council**
- 10:05 – 10:25            **Disruption and innovation: Staying ahead of the game**  
**Jane Ollis, Chairman IOD Kent/BD Manager, Quvium**
- 10:25 – 11:00            Coffee/tea break
- 11:00 – 11:20            **Increasing productivity against all odds: an NHS hospital perspective**  
**Jane Ely, Chief Operating Office for East Kent Hospitals Trust**
- 11:20 – 11:40            **Case study Greece: How to build resilience in uncertain times**  
**International speaker Vagelis Gizelis, MD Gizelis S.A.**
- 11:40 – 12:25            Q&A/panel discussion led by **Louise Stewart, Head of Communications FSB**
- 12:25 – 12:30            Closing remarks - **Steve Martin, Dir-Gen Institute of Directors**
- 12:30 – 14:00            Ticket lunch with Kent MPs

### Summit moderator



**Louise Stewart**

**Head of Communications, Federation of Small Businesses (FSB)**

Louise joined FSB in March 2016 as Head of Media, and now heads the Communications department. She has almost two decades of experience as a broadcast journalist with the BBC and ITV - appearing on Breakfast News, the Today Programme and 5 Live. Before joining the FSB, Louise was Political Editor for BBC South East.

She has interviewed politicians from all parties, including party leaders and Prime Ministers.

Louise is passionate about supporting small businesses and women in enterprise. Louise is a mentor to several young female journalists and an advocate for the Speakers for Schools programme, which is a charity aimed at helping state schools inspire their students and broaden horizons.

### Keynote speakers



**David Smith CBE**

**Director of Economic Development, Kent County Council**

As the Director of Economic Development at KCC, David Smith is responsible for the delivery of the Council's economic strategy – this includes a range of programmes that promote innovation, workforce skills and productivity, arts and culture, regeneration projects and inward investment. He manages the Council's equity investments in innovative companies. His team negotiates S.106 agreements with property

developers in Kent to fund associated infrastructure investment.

His previous Whitehall career included being a member of the government team negotiating UK membership of the Common Market, policy director for managing Big Bang in the City in the 1980s, chief operating officer of the Shareholder Executive, finance and resource director of the Department of Trade and Industry and chief executive of the Radio communications Agency. He worked in a merchant bank on company finance. He has been a member of the top management committee of the University of Oxford. Latterly, he was director of Special Projects at the Department for Business, Innovation and Skills and a director of the interdepartmental Office for Life Sciences.

***In his presentation David will set out Kent's unique position in the UK and KCC's strategic economic vision for the county, and explain how local government can support Kent businesses pending and post-Brexit.***



**Jane Ollis**

**Director Quvium UK, Chair Kent Institute of Directors (IoD)**

Jane offers 25 years of diverse business experience from interning at NASA to sitting on and advising boards of global companies, charities and government bodies. She is an environmental scientist and biochemist by training with a particular interest in how science and technology can shape

tomorrow's world. She is also an alumni of Sydney's prestigious social leadership programme and a business fellow of Oxford University. Last year she joined Quvium UK, a medi-tech start-up that has developed the world's first personalised early-warning system for people with a respiratory disease. She also took up the role of Kent Chairman of the Institute of Directors and more recently has been appointed as Non-Executive Director to the East Kent Hospitals University NHS Foundation Trust.

*Jane Ollis will share her experience of managing a tech start-up in Kent and talk about disruptive innovation as a crucial next step for any UK business wishing to trade successfully post-Brexit.*



**Vagelis Gizelis**

**Owner, General Manager Gizelis S.A.**

Vagelis studied at the University of La Verne in California, USA, and holds a BA Major in Business and Psychology. In 2000, he joined the family business, founded by his father Stamatis Gizelis in 1968, and has been at its helm for the past 18 years, establishing two further subsidiaries: Gizelis Robotics and Metallica Gizelis.

The Greek SME specializes in the manufacturing of machines for the sheet metal industry, turning over close to EUR 4.5m in 2016. Its activities range from machine design and development to complete 'in-house' manufacturing of sheet metal processing machines. One of the oldest companies in its field today, Gizelis S.A. employs over 40 staff and exports to 40 countries worldwide. All manufacturing takes place in two privately owned factories situated within the European Union.

In 2004 Gizelis S.A. formed a strategic alliance with German company Boschert GmbH, opening its markets to a new range of high quality sheet metal processing machines. A further alliance with Indian partner Rajesh Machine Tools Private Limited in August 2017 has opened up the Indian market to the company.

*Vagelis Gizelis has first-hand experience in successfully steering a business through turbulent economic times. He will share his ideas on how to build corporate resilience and grow a business in an uncertain economic climate.*