

ENTERING THE U.S. MARKET IN 2020: CHALLENGES AND OPPORTUNITIES FOR FOOD WINE PRODUCERS

THU. JULY 16, 2020 – ZOOM WEBINAR

SPEAKERS:



**Hon. Aristos Constantine, Cyprus Trade Commissioner,
North America**

Aristos Constantine is the Trade Commissioner of the Republic of Cyprus for North America and head of the Cyprus Embassy Trade Center in New York. The Cyprus Embassy Trade Center is the trade and economic and arm of Cyprus' diplomatic representation covering the USA and Canada and operates under the auspices of the Ministry of Energy, Commerce & Industry of the Republic of Cyprus. Prior to his current position, Mr. Constantine served as Business Development Advisor for the United Nations Development Programme, Division of Western Asia, Arab States and Europe.



Bob Bauer, president of the American Food Industries.

Bob Bauer is the president of the Association of Food Industries, headquartered in Neptune, N.J. AFI is an international trade association which fosters international trade in food products. The association has approximately 1,000 member companies throughout the world. In addition to companies belonging solely to AFI, the Association of Food Industries includes the North American Olive Oil Association and the National Honey Packers and Dealers Association, which also has Processed Foods and Nut & Agricultural Products sections. Mr. Bauer has been associated with AFI form almost 15 years, first as VP and as president since 2002. In 2016-17 he was invited to and served on the task force that developed the Food Safety Preventive Controls Alliance course – with curriculum recognized by FDA – to teach the food industry about the requirements of the Foreign Supplier Verification Program provisions of the Food Safety Modernization Act.



Phil Kafarakis, former president of Specialty Food Association

Phil Kafarakis is a veteran of the American food Industry, operating at the cross-roads of the global food business by leading both for-profits and non-profit entities through disruptive change for decades. Serving the \$160 billion U.S. specialty food industry as an Advocate, Advisor and former President of the Specialty Food Association (SFA) allowed Phil to see how the future of food is being shaped. He is a passionate advocate for thousands of small-business companies spearheading innovation across the entire supply-chain, and he keeps advancing their interests and unite global entrepreneurs to multiple segments of the food industry. At the same time, with years of C-Suite leadership experience at McCormick & Co., Cargill, Jones Dairy Farm, Kraft and at the National Restaurant Association, have also provided Phil with a comprehensive and unique perspective on what moves food companies to success or failure. HoyaSaxa Georgetown University MBA.



Marcellina Robson, Director of National Accounts with DPI Specialty Foods

Marcellina Robson's role is contributing to quality, volume and profit by driving distribution and availability for the majority of the retailers across the United States. She was successful in annual growth with leading national sales two years in a row (2018-2019). Managing over 100+ commodities across the center store departments, Marcellina specializes in ethnic, international, and specialty grocery across eighteen divisions. Today DPI supplies over 40,000 SKUs comprised of perishable and non-perishable food items from five continents. Brand and volume growth is by driving distribution and availability for retailers. DPI searches the world to provide million of end-users with an extraordinary selection of products that will delight and enhance consumers' experiences. Their product mix includes Gourmet, Specialty, Natural, Organic, Gluten Free, Local and Ethnic foods in all three temperature ranges.



Thanasi Economou, General Manager, Loumidis Foods

Thanasi Economou joined the Loumidis Foods family 2 years ago, bringing a wealth of experience from different industries and a scientific approach to marketing. Loumidis is celebrating 100 years of legacy, having started in 1920 in Greece where it is still deeply rooted today. The name has long been synonymous with high quality, and has attracted important Greek food brands, encouraging expansion to American markets in 1992. Today, after almost 30 years of experience in the US, with a portfolio of over 470 SKUs and over 1000 customers served, Louimidis sets the bar for representation of outstanding products from Greece and the Mediterranean region. Thanasi is a MS graduate at NYU, with a background in commercial real estate, finance, and management.



Andrea Englishis, DWS, Vice President Athenee Importers

Athenee Importers is the oldest importer of Greek wines in the United States, founded in 1973. Currently, Athenee represents over sixteen wineries from Greece and Cyprus, as well as seven distilleries and 2 breweries. Athenee Importers currently distributes its wines in over 30 states across America. The company represents producers that are focused on quality, regardless of the quantity they produce.

Andrea received her B.A. in Business Administration from George Washington University in 1997, she began her formal wine studies at the International Wine Center in New York City, an affiliate of London's Wine & Spirits Education Trust and completed and received her *Diploma in Wine & Spirits* from the WSET in 2007. As Vice President of Athenee Importers, Andrea is actively involved in training and education on both the distributor and on the retail level. In addition to education, Andrea oversees all national sales as well as cultivating customer relationships and maintaining relationships with the company's suppliers in Greece and Cyprus.



Mike Kostyo, Trendologist, Datassential

Mike Kostyo is the resident Trendologist and Senior Managing Editor on the Market Intelligence team at Datassential, the food industry's leading market research and trends company. At Datassential, Kostyo oversees the company's seven TrendSpotting magazines, custom client publications, and he leads trend immersion tours and ideation sessions across the country. Kostyo was a recurring guest on Fusion TV's "The AV Club Show"; has been featured on WGN Radio, CBS Radio, and Gimlet Media's "Why We Eat What We Eat" podcast; is regularly featured in newspapers and magazines; speaks at numerous conferences across the country annually; and he was a judge on Food Network's "Eating America." He has a master's in gastronomy from Boston University, plus certificates in the culinary arts, baking arts, wine, and artisan cheese production. In his spare time he teaches cooking classes and co-founded a monthly food swap in Chicago.