



2017 ANNUAL REPORT



**WORLDWIDE
SUCCESS** FOR
NORTHEAST SUPPLIERS

EXPORTING GROWTH

Developing New Markets.

"We are incredibly grateful for the country specific support we gain through Food Export, which plays a critically significant role in our international marketing efforts. Food Export has helped us to create a strong export foundation and allows us to expand each year."

Christina Ferranti-Clift, Marketing Director
East Coast Seafood Inc. – Massachusetts

Every day, we help small U.S. food and agricultural companies to expand opportunities and find their way to export success. Agricultural exports are making a difference by growing both rural and urban economies across the Northeast region. **Market Access Program funding**, made possible by the **USDA's Foreign Agricultural Service**, provides **Food Export-Northeast** with the resources needed to help small companies expand into respected global brands.

From exporter education and readiness training, to customized market insights and financial support for international marketing and promotions, Food Export-Northeast provides a suite of programs and services to help companies navigate the unique world of international business. In 2017, **over 570 companies** accessed critical tools provided by Food Export-Northeast to develop new markets and grow export sales.

Sincerely,



PRESIDENT
Steven Reviczky, Commissioner
Connecticut Department
of Agriculture



EXECUTIVE DIRECTOR
Tim Hamilton
Food Export USA-Northeast



WAREHOUSE

2017

FOOD EXPORT SUCCESSES

Programs & Results

"Your staff at Food Export USA Northeast did a superb, professional and proficient job. Every question and email was answered in a courteous, timely and professional manner. It was a pleasure working with you."

Motty Koth, Manager
A & B Famous Gefilte Fish Inc. – New Jersey

140

NEW PARTICIPANTS

1,421

PARTICIPANTS REGISTERED IN OUR PROGRAMS

13,264

CONTACTS WITH NEW BUYERS





EXPORTER EDUCATION

Participants Learn How to Become Export Ready

- Export Essentials Online
- Seminars
- Webinars
- Food Export Helpline™
- Export Advisor Program



MARKET ENTRY

Participants Explore Markets and Promote Their Products

- Market Builder
- Buyers Missions
- Food Show PLUS!™
- Focused Trade Missions
- Online Product Catalog



MARKET PROMOTION

Participants Have Become a Global Brand

- The Branded Program

\$785,536,677

ACTUAL SALES

\$1,231,301,795

PROJECTED SALES

“Between the Buyers Missions and the other assistance I received, the programs from Food Export have helped us expand into these new international markets. These sales lay the groundwork for future sales for the company, which we are excited about.”

Robert Gatto, Vice President of Business Development
US Durum Products Ltd. – Pennsylvania



Statement of Activities

Period Ended December 31, 2017

REVENUE AND SUPPORT	UNDESIGNATED	PROGRAM	TOTAL
Federal Program Reimbursements	\$ 0	\$ 8,351,892	\$ 8,351,892
Industry Fees	\$ 907,485	\$ 835,000	\$ 1,742,485
State Membership Dues	\$ 50,100	\$ 0	\$ 50,100
Interest Income	\$ (11)	\$ 0	\$ (11)
Miscellaneous Income	\$ 2,500	\$ 0	\$ 2,500
Total Revenue and Support	\$ 960,074	\$ 9,186,892	\$ 10,146,966

EXPENSES	UNDESIGNATED	PROGRAM	TOTAL
Program Reimbursable Expenses	\$ 0	\$ 8,351,892	\$ 8,351,892
Personnel	\$ 563,840	\$ 785,000	\$ 1,348,840
Travel and Meetings	\$ 130,329	\$ 0	\$ 130,329
Professional Fees	\$ 84,442	\$ 0	\$ 84,442
Other General and Administrative	\$ 153,344	\$ 50,000	\$ 203,344
Total Expenses	\$ 931,955	\$ 9,186,892	\$ 10,118,847

NET ASSETS	UNDESIGNATED	PROGRAM	TOTAL
Increase (Decrease) in Net Assets	\$ 28,119	\$ 0	\$ 28,119
Beginning of Period	\$ 1,825,050	\$ 0	\$ 1,825,050
End of Period	\$ 1,853,169	\$ 0	\$ 1,853,169

“Without the Market Access Program and the support of different trade shows, the company would not be nearly as advanced as we are now regarding exporting.”

Karl Brown
SB Global Foods Inc. – Pennsylvania

Statement of Financial Position

As of December 31, 2017

ASSETS	UNDESIGNATED	PROGRAM	TOTAL
Cash and Cash Equivalents	\$ 1,450,095	\$ 184,263	\$ 1,634,358
Interfund Accounts	\$ 765,663	\$ (765,663)	\$ 0
Receivables	\$ 66,097	\$ 379,244	\$ 445,341
Furniture, Equipment, and Leasehold Improvements (Net of Depreciation)	\$ 17,039	\$ 0	\$ 17,039
Other Assets	\$ 28,013	\$ 206,238	\$ 234,251
Total Assets	\$ 2,326,907	\$ 4,082	\$ 2,330,989

LIABILITIES	UNDESIGNATED	PROGRAM	TOTAL
Accounts Payable and Accrued Expenses	\$ 147,253	\$ 4,082	\$ 151,335
Program Advances	\$ 0	\$ 0	\$ 0
Deferred Program Fees	\$ 326,485	\$ 0	\$ 326,485
Total Liabilities	\$ 473,738	\$ 4,082	\$ 477,820

NET ASSETS	UNDESIGNATED	PROGRAM	TOTAL
Unrestricted Net Assets	\$ 1,853,169	\$ 0	\$ 1,853,169



Food Export-Northeast Staff

Tim Hamilton
Executive Director

Joshua Dillard
Deputy Director

John Belmont
Communications Manager

Howard Gordon
Branded Program Manager

Suzanne Milshaw
International Marketing
Program Manager

Bruce Pansius
Finance Manager

Mike Weiland
IT Manager

Laura Buske
Communications
Coordinator

Ben Cortese
Liaison

Alex DeMenna
Branded Program Assistant

Tess England
International Program
Associate

Bulat Hametov
Liaison

Andrew Haught
Senior Coordinator
International Marketing
Program

Deborah Ingravallo
Liaison

Sarah Larson
Communications Associate -
Social Media

Wahkeena Mason
Senior Administrative
Assistant

Anna McCrorey
Accounting/HR Coordinator

Adolfo Montelongo
Communications
Coordinator

Food Export-Northeast 2017 Board of Directors

PRESIDENT:
Steven Reviczky,
Commissioner
Connecticut Department
of Agriculture

VICE PRESIDENT:
Richard Ball, Commissioner
New York State Department
of Agriculture and Markets

SECRETARY/TREASURER:
Vacant

MEMBERS:
Kenneth Ayars, Chief
Rhode Island Division of
Agriculture

Douglas Fisher, Secretary
New Jersey Department of
Agriculture

Shawn N. Jasper,
Commissioner
New Hampshire Department
of Agriculture, Markets and
Food

John Lebeaux,
Commissioner
Massachusetts Department
of Agricultural Resources

Russell Redding, Secretary
Pennsylvania Department of
Agriculture

Michael Scuse, Secretary
Delaware Department of
Agriculture

Anson Tebbetts, Secretary
Vermont Agency of
Agriculture, Food and
Markets

Walter Whitcomb,
Commissioner
Maine Department of
Agriculture, Conservation
and Forestry

State Regional Trade Groups (SRTGs)

Food Export–Northeast is one of four non-profit State Regional Trade Groups (SRTGs) that promote the export of food and agricultural products from their respective regions of the United States. The SRTGs were first created as a cooperative effort between the State Agricultural Promotion Agencies and the United States Department of Agriculture's Foreign Agricultural Service. The SRTGs work in conjunction with their member states to provide a wide range of services to facilitate trade between local food companies and importers around the world.

Other State Regional Trade Groups

Food Export Association of the Midwest USA®

309 W. Washington Street, Suite 600
Chicago, IL 60606 USA
T: 312.334.9200 F: 312.334.9230
www.foodexport.org

The Southern U.S. Trade Association (SUSTA)

701 Poydras Street, Suite 3845
New Orleans, LA 70139 USA
T: 504.568.5986 F: 504.568.6010
www.susta.org

The Western U.S. Trade Association (WUSATA)

4601 NE 77th Avenue, Suite 240
Vancouver, WA 98662 USA
T: 360.693.3373 F: 360.693.3464
www.wusata.org



One Penn Center
1617 JFK Boulevard Suite 420
Philadelphia, PA 19103 USA
T: 215.829.9111 F: 215.829.9777
www.foodexport.org

Food Export-Northeast does not tolerate fraud and is vigilant in preventing fraud in any of our programs. Food Export does not discriminate, and we reserve the sole right to accept or deny companies into our programs. For complete participation policies and our code of ethics, visit: www.foodexport.org/termsandconditions. Many of our programs and services are made possible by funds from the USDA, Foreign Agriculture Service. Persons with disabilities who require alternate means of communication of program information should contact us.

As of December 31, 2017

About Us

Food Export USA-Northeast is a non-profit organization that promotes the export of food and agricultural products from the northeast region of the United States. The organization has been helping exporters of northeast food and agricultural products sell their products overseas since 1974, when it was first created as a cooperative effort between 10 northeastern state agricultural promotion agencies and the United States Department of Agriculture's Foreign Agricultural Service (FAS). Food Export-Northeast, in conjunction with its member states, provides a wide range of services to facilitate trade between local food suppliers and importers around the world. These services include: export promotion, customized export assistance, and a cost-share funding program. The Northeast has a bounty of diverse agriculture including fruits (cranberries, blueberries, wild blueberries, and apples), wine, dairy products, snack foods, sea food and maple syrup to name just a few. Host to a large, well developed food processing industry covering all aspects of the food industry, the Northeast is home to a multitude of value-added products ranging from the organic, kosher, specialty/ gourmet, foodservice and ethnic market segments.