

Developing Markets and Driving Sales for Northeast Suppliers.



2016 ANNUAL REPORT



EXPORTING SUCCESS— ONE COMPANY AT A TIME

Agricultural exports continued to expand and new companies discovered the value and benefits of exporting with the assistance of Food Export-Northeast. The Market Access Program funding that Food Export-Northeast receives each year goes directly into our programs and services and helps to make exporting a reality for companies that otherwise would not have the opportunity.

The return on investment continues to grow each year and our \$9 million Market Access Program investment turned into \$820 million in actual sales for 534 companies across the region. Our programs provide the foundation for success through educational programs, buyer access and sales opportunities as well as overseas promotional support.



With additional support from our 10 State Departments of Agriculture, we remain committed to helping improve our suppliers' bottom line and bringing Northeast agricultural and value-added food products to the world.

Sincerely,



PRESIDENT
Steven Reviczky, Commissioner
Connecticut Department
of Agriculture



EXECUTIVE DIRECTOR
Tim Hamilton
Food Export-Northeast

“Overall, Food Export has helped us tremendously with their economic support. Being a part of Food Export and their Branded Program has allowed exposure to markets we may not otherwise have an opportunity to enter.”



Klara's Gourmet Cookies
Lee, MA

PROGRAMS & RESULTS



EXPORTER EDUCATION

Participants Learn How to Become Export Ready

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



MARKET ENTRY

Participants Explore Markets and Promote Their Products

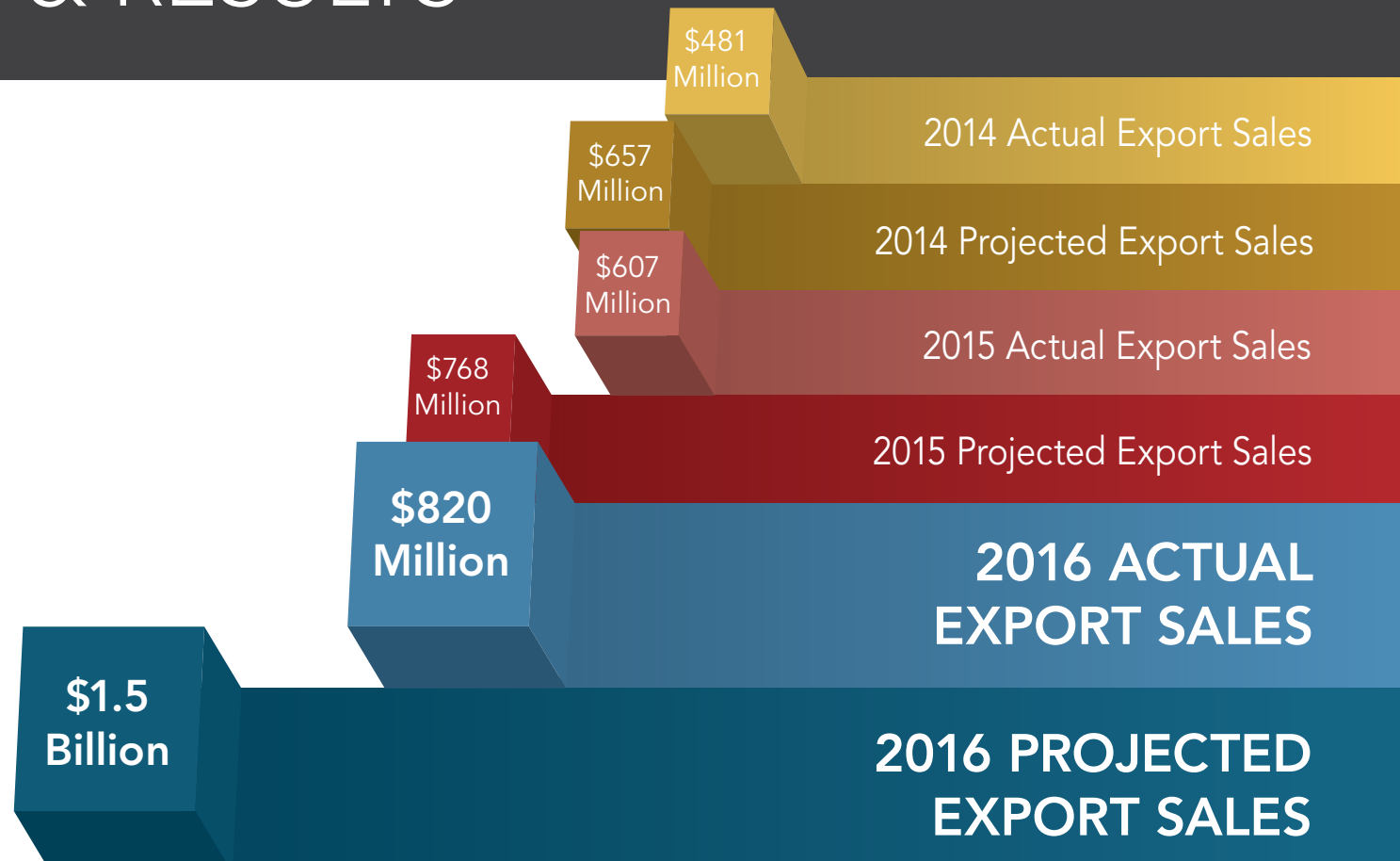
- Market Builder
- Buyers Missions
- Food Show PLUS!™
- Focused Trade Missions
- Online Product Catalog
- Export Advisor Program



MARKET PROMOTION

Participants Have Become a Global Brand

- The Branded Program



“The Food Export programs and services have been a major hub for educating us on the export process and have helped us get started with making connections in international markets.”



Unique Pretzel Bakery
Reading, PA

**Participants
Registered** in Programs

13,927

Contacts with
New Buyers

1,431

New Participants in
Food Export-Northeast Programs

129



“The programs offered by Food Export, both Branded and general services, have been invaluable over the past 25 years.”



SB Global Foods, Inc.
Hatboro, PA

Statement of Activities

Period Ended December 31, 2016

REVENUE AND SUPPORT	UNDESIGNATED	PROGRAM	TOTAL
Federal Program Reimbursements	\$ 0	\$ 7,553,156	\$ 7,553,156
Industry Fees	\$ 794,720	\$ 850,000	\$ 1,644,720
State Membership Dues	\$ 50,100	\$ 0	\$ 50,100
Interest Income	\$ 25	\$ 0	\$ 25
Miscellaneous Income	\$ 1,500	\$ 0	\$ 1,500
Total Revenue and Support	\$ 846,345	\$ 8,403,156	\$ 9,249,501

EXPENSES	UNDESIGNATED	PROGRAM	TOTAL
Program Reimbursable Expenses	\$ 0	\$ 7,553,156	\$ 7,553,156
Personnel	\$ 442,156	\$ 800,000	\$ 1,242,156
Travel and Meetings	\$ 113,717	\$ 0	\$ 113,717
Professional Fees	\$ 110,311	\$ 0	\$ 110,311
Other General and Administrative	\$ 127,165	\$ 50,000	\$ 177,165
Total Expenses	\$ 793,349	\$ 8,403,156	\$ 9,196,505

NET ASSETS	UNDESIGNATED	PROGRAM	TOTAL
Increase (Decrease) in Net Assets	\$ 52,996	\$ 0	\$ 52,996
Beginning of Period	\$ 1,686,955	\$ 0	\$ 1,686,955
End of Period	\$ 1,739,951	\$ 0	\$ 1,739,951

Statement of Financial Position

As of December 31, 2016

ASSETS	UNDESIGNATED	PROGRAM	TOTAL
Cash and Cash Equivalents	\$ 1,775,388	\$ 307,574	\$ 2,082,962
Interfund Accounts	\$ 433,452	\$ (433,452)	\$ 0
Receivables	\$ 62,365	\$ 23,656	\$ 86,021
Furniture and Equipment (Net of Depreciation)	\$ 14,500	\$ 0	\$ 14,500
Other Assets	\$ 25,584	\$ 159,966	\$ 185,549
Total Assets	\$ 2,311,288	\$ 57,744	\$ 2,369,032

LIABILITIES	UNDESIGNATED	PROGRAM	TOTAL
Accounts Payable and Accrued Expenses	\$ 163,229	\$ 57,744	\$ 220,973
Program Advances	\$ 0	\$ 0	\$ 0
Deferred Revenue and Expenses	\$ 323,010	\$ 0	\$ 323,010
Total Liabilities	\$ 486,239	\$ 57,744	\$ 543,983

NET ASSETS	UNDESIGNATED	PROGRAM	TOTAL
Unrestricted Net Assets	\$ 1,825,049	\$ 0	\$ 1,825,049

Food Export-Northeast Staff

EXECUTIVE DIRECTOR:

Tim Hamilton

Joshua Dillard
Deputy Director

John Belmont
Communications Manager

Howard Gordon
Branded Program Manager

Suzanne Milshaw
International Marketing
Program Manager

Bruce Pansius
Finance Manager

Laura Buske
Communications
Coordinator

Ben Cortese
Liaison

Alex DeMenna
Branded Program Assistant

Bulat Hametov
Liaison

Andrew Haught
International Marketing
Program Coordinator

Leah Hermens
International Marketing
Program Coordinator

Kate Pawlak
Business Development
Analyst

Wahkeena Mason
Administrative Assistant

Anna McCrorey
Accounting/HR Coordinator

Adrienne Messe
Liaison

Adolfo Montelongo
Communications
Coordinator

Cory Wallace
IT Support Specialist

Mike Weiland
IT and Database
Administrator

Food Export-Northeast 2016 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:
Lorraine S Merrill,
Commissioner
New Hampshire
Department of Agriculture,
Markets & Food

MEMBERS:

Kenneth Ayars, Chief
Rhode Island Division of
Agriculture

Douglas Fisher, Secretary
New Jersey Department of
Agriculture

Ed Kee, Secretary
Delaware Department of
Agriculture

John Lebeaux,
Commissioner
Massachusetts Department
of Agricultural Resources

Russell Redding, Secretary
Pennsylvania Department of
Agriculture

Chuck Ross, Secretary
Vermont Agency of
Agriculture, Food and
Markets

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

As of 12/31/2016

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.

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 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.