Exports remain a critical and vital part of our Midwest food and agricultural landscape. From North Dakota to Oklahoma, we can see how Food Export-Midwest services have continued to help small and medium-sized enterprises expand their global marketing efforts and sales.

Navigating through challenging trade times keeps our programs more relevant than ever and the funding we receive from the United States Department of Agriculture Foreign Agricultural Service Market Access Program is even more important to support our mission. Many of our suppliers and producers, urban and rural alike, simply could not remain competitive in foreign markets without our support, much less find new export markets.

2018 brought new opportunities at tradeshows in Canada and South America, as well as successful new trade missions to Australia and New Zealand. Our ongoing focus on new opportunities in China led us to Chengdu and Shenzhen. Managing over 50 unique activities in 2018 provided Midwest suppliers with outstanding opportunities and unlimited potential.

Recognizing the importance of exporter education as the foundation of successful growth, Food Export-Midwest also committed to strengthening our educational offerings and providing new ways to access information.

Continuing to assess what’s important to our companies, focusing on their success and providing relevant and proactive services helps build our member state economies, grows jobs and creates an expanding global marketplace for our companies.

Sincerely,

PRESIDENT
Doug Goehring, Commissioner
North Dakota Department of Agriculture

EXECUTIVE DIRECTOR
Tim Hamilton
Food Export Association of the Midwest USA

DRIVING FORWARD THROUGH TRADE.
FOOD EXPORT-MIDWEST

ACHIEVEMENTS

PROGRAMS & RESULTS

173
NEW PARTICIPANTS

2,072
PARTICIPANTS REGISTERED
IN OUR PROGRAMS

14,934
CONTACTS WITH
NEW BUYERS

“The International Marketing Team helped by giving us guidance in the new [export] marketplace. Part of the guidance was the recommendation to attend a **Focused Trade Mission**, where we made several industry connections. This success was also supported by **Food Export Helpline** to answer further questions about exporting documentation and forms.”

Jill Bommarito, Founder & President of Ethel’s Baking Company
Saint Clair Shores, MI
Participants Learn How to Become Export Ready

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

Participants Explore Markets and Promote Their Products

- Market Builder
- Buyers Missions
- Food Show PLUS™
- Focused Trade Missions
- Trade Leads
- Export Advisor Program

Participants are Becoming a Global Brand

- The Branded Program

“Involvement in the Branded Program has allowed us to conduct marketing activities we would not have otherwise been able to do and remain competitive with larger global producers.”

Margaret Ebeling, Marketing Director of Death’s Door Spirits

Middleton, WI

$426,522,770

ACTUAL SALES

$495,255,976

PROJECTED SALES
### Statement of Activities

**Period Ended December 31, 2018**

<table>
<thead>
<tr>
<th>REVENUE AND SUPPORT</th>
<th>UNDESIGNATED</th>
<th>PROGRAM</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal Program Reimbursements</td>
<td>$ 0</td>
<td>$ 9,433,608</td>
<td>$ 9,433,608</td>
</tr>
<tr>
<td>Industry Fees</td>
<td>$ 741,753</td>
<td>$ 900,000</td>
<td>$ 1,641,753</td>
</tr>
<tr>
<td>State Membership Dues</td>
<td>$ 127,000</td>
<td>$ 0</td>
<td>$ 127,000</td>
</tr>
<tr>
<td>Interest Income</td>
<td>$ 15,379</td>
<td>$ 0</td>
<td>$ 15,379</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>$ 4,505</td>
<td>$ 0</td>
<td>$ 4,505</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$ 888,637</strong></td>
<td><strong>$ 10,333,608</strong></td>
<td><strong>$ 11,222,245</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>UNDESIGNATED</th>
<th>PROGRAM</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Reimbursable Expenses</td>
<td>$ 0</td>
<td>$ 9,433,608</td>
<td>$ 9,433,608</td>
</tr>
<tr>
<td>Personnel</td>
<td>$ 451,868</td>
<td>$ 850,000</td>
<td>$ 1,301,868</td>
</tr>
<tr>
<td>Travel and Meetings</td>
<td>$ 88,364</td>
<td>$ 0</td>
<td>$ 88,364</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>$ 49,574</td>
<td>$ 0</td>
<td>$ 49,574</td>
</tr>
<tr>
<td>Other General and Administrative</td>
<td>$ 185,888</td>
<td>$ 50,000</td>
<td>$ 235,888</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$ 775,694</strong></td>
<td><strong>$ 10,333,608</strong></td>
<td><strong>$ 11,109,302</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>UNDESIGNATED</th>
<th>PROGRAM</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase (Decrease) in Net Assets</td>
<td>$ 112,943</td>
<td>$ 0</td>
<td>$ 112,943</td>
</tr>
<tr>
<td>Beginning of Period</td>
<td>$ 1,875,216</td>
<td>$ 0</td>
<td>$ 1,875,216</td>
</tr>
<tr>
<td>End of Period</td>
<td><strong>$ 1,988,159</strong></td>
<td>$ 0</td>
<td><strong>$ 1,988,159</strong></td>
</tr>
</tbody>
</table>

### Statement of Financial Position

**As of December 31, 2018**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>UNDESIGNATED</th>
<th>PROGRAM</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$ 261,619</td>
<td>$ 65,900</td>
<td>$ 327,519</td>
</tr>
<tr>
<td>Investments, at Fair Value</td>
<td>$ 1,037,647</td>
<td>$ 0</td>
<td>$ 1,037,647</td>
</tr>
<tr>
<td>Interfund Accounts</td>
<td>$ 917,903</td>
<td>(917,903)</td>
<td>$ 0</td>
</tr>
<tr>
<td>Receivables</td>
<td>$ 55,612</td>
<td>$ 854,980</td>
<td>$ 910,592</td>
</tr>
<tr>
<td>Furniture, Equipment, and Leasehold Improvements (Net of Depreciation)</td>
<td>$ 41,948</td>
<td>$ 0</td>
<td>$ 41,948</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$ 79,983</td>
<td>$ 0</td>
<td>$ 79,983</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 2,394,712</strong></td>
<td><strong>$ 2,977</strong></td>
<td><strong>$ 2,397,689</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>UNDESIGNATED</th>
<th>PROGRAM</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$ 213,633</td>
<td>$ 2,977</td>
<td>$ 216,610</td>
</tr>
<tr>
<td>Deferred Program Fees</td>
<td>$ 192,920</td>
<td>$ 0</td>
<td>$ 192,920</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$ 406,553</strong></td>
<td><strong>$ 2,977</strong></td>
<td><strong>$ 409,530</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>UNDESIGNATED</th>
<th>PROGRAM</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted Net Assets</td>
<td>$ 1,988,159</td>
<td>$ 0</td>
<td>$ 1,988,159</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$ 2,394,712</strong></td>
<td><strong>$ 2,977</strong></td>
<td><strong>$ 2,397,689</strong></td>
</tr>
</tbody>
</table>

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“We have established exporting business partnerships with Canadian distributors solely because of Food Export-Midwest.”

Luther Tooks, C.E.O of Pyramid Foods, LLC
Shawnee, KS
Food Export-Midwest 2018 Staff

Tim Hamilton
Executive Director

Michelle Rogowski
Deputy Director

John Belmont
Communications Manager

Molly Burns
Branded Program Manager

Robert Lowe, CPA
Financial Manager

Teresa Miller
International Marketing Program Manager

Mike Weiand
IT Manager

Femke Bosch
International Marketing Program Associate

Laura Buske
Communications Coordinator

Mike Hamrock
Program Associate

Lauren Kliethermes
Liaison

Sarah Larson
Communications Associate - Social Media

Matthew Mager
IT Support Specialist

Barbara Moll
Administrative Assistant

Adolfo Montelongo
Communications Coordinator

Enrique Rubio
Liaison

Paul Sorenson
Liaison

Veronica Wade
Branded Program Coordinator

Paul Weiss
Recruitment and Liaison Supervisor

Brendan Wilson
International Marketing Senior Program Coordinator

Food Export-Midwest 2018 Board of Directors

**PRESIDENT:**
Doug Goehring,
Commissioner
North Dakota Department of Agriculture

**VICE PRESIDENT:**
Chris Chinn, Director
Missouri Department of Agriculture

**SECRETARY/TREASURER:**
Bruce Kettler, Director
Indiana State Department of Agriculture

**MEMBERS:**

David Goodman, Director
Ohio Development Services Agency

Dave Frederickson, Commissioner
Minnesota Department of Agriculture

Sheila Harsdorf, Secretary
Wisconsin Department of Agriculture, Trade & Consumer Protection

Mike Jaspers, Secretary
South Dakota Department of Agriculture

Jackie McClaskey, Secretary
Kansas Department of Agriculture

Mike Naig, Secretary,
Iowa Department of Agriculture & Land Stewardship

Raymond Poe, Director
Illinois Department of Agriculture

Jim Reese, Commissioner
Oklahoma Department of Agriculture

Steve Wellman, Director
Nebraska Department of Agriculture

Gordon Wenk, Director
Michigan Department of Agriculture & Rural Development

State Regional Trade Groups (SRTGs)

Food Export-Midwest 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.

As of December 31, 2018

Food Export-Midwest and Food Export–Northeast prohibit discrimination in all its programs and activities on the basis of race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, familial/parental status, income derived from a public assistance program, political beliefs, reprisal or retaliation for prior civil rights activity. Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact us. Additionally, program information may be made available in languages other than English. To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online https://www.ascr.usda.gov/filing-program-discrimination-complaint-under-usda-customer. Food Export-Midwest and Food Export–Northeast reserve the right to deny services to any firm or individual which, in the sole opinion of Food Export-Midwest and Food Export–Northeast, does not comply with FAS, MAP or Food Export-Midwest and Food Export–Northeast regulations or policies, or otherwise offer the best opportunity to achieve its mission of increasing food and agricultural exports. Submission of any false or misleading information may be grounds for rejection or subsequent revocation of any application or participation. Food Export-Midwest and Food Export–Northeast are equal opportunity employers and providers.

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Chicago, IL 60606 USA
T: 312.334.9200 F: 312.334.9230
www.foodexport.org

About Us

Food Export Association of the Midwest USA is a non-profit organization that promotes the export of food and agricultural products from the Midwest region of the United States. The organization has been helping U.S. suppliers of Midwestern food and agricultural products sell their products overseas since 1969, when it was first created as a cooperative effort between 12 Midwestern state agricultural promotion agencies and the United States Department of Agriculture’s Foreign Agricultural Service (FAS). Food Export-Midwest, 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 Midwest is one of the world’s leading food-producing areas. Midwestern farmers harvest grain, as well as oil seeds, fruits and vegetables, beans, livestock, and dairy products. Consequently, the Midwest is home to hundreds of companies who provide consumers around the globe with high quality processed food and agricultural products.