MOVING NORTHEAST PRODUCTS GLOBALLY.

ANNUAL REPORT 2018
Exports remain a critical and vital part of our Northeast food and agricultural landscape. From Maine to Delaware, we can see how Food Export-Northeast 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. Our continued support of the region’s seafood industry included market development programs in Southeast Asia, Europe, Hong Kong and China. Managing over 50 unique activities in 2018 provided Northeast suppliers with outstanding opportunities and unlimited potential.

Recognizing the importance of exporter education as the foundation of successful growth, Food Export-Northeast 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
Richard A. Ball, Commissioner
New York State Department of Agriculture and Markets

EXECUTIVE DIRECTOR
Tim Hamilton
Food Export USA-Northeast
“With the Branded Program, we were able to connect with many interested parties at the Seafood Expo North America Trade Show looking to export fresh and frozen seafood products. In fact, the booth in the Massachusetts aisle attracted a variety of industry people. The assistance is tremendous to local fishermen who want to export their local seafood products. It was great to be a part of the show – participating in the program helped us get there and we are looking to return.”

Scott McDonald, Sales Associate at John Nagle & Co
Boston, MA
Food Export—Northeast has been the key element in our export success, which now accounts for ~20% of our gross sales. Without question, Miller’s Mustard would have no export sales without Food Export assistance.”

Robb Miller, President of Miller’s Mustard
Gibsonia, PA
## 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>$ 8,410,746</td>
<td>$ 8,410,746</td>
</tr>
<tr>
<td>Industry Fees</td>
<td>$ 899,909</td>
<td>$ 850,000</td>
<td>$ 1,749,909</td>
</tr>
<tr>
<td>State Membership Dues</td>
<td>$ 50,100</td>
<td>$ 0</td>
<td>$ 50,100</td>
</tr>
<tr>
<td>Interest Income</td>
<td>$ 6,867</td>
<td>$ 0</td>
<td>$ 6,867</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>$ 4,000</td>
<td>$ 0</td>
<td>$ 4,000</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$ 960,876</strong></td>
<td><strong>$ 9,260,746</strong></td>
<td><strong>$ 10,221,622</strong></td>
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</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>$ 8,410,746</td>
<td>$ 8,410,746</td>
</tr>
<tr>
<td>Personnel</td>
<td>$ 258,174</td>
<td>$ 800,000</td>
<td>$ 1,058,174</td>
</tr>
<tr>
<td>Travel and Meetings</td>
<td>$ 91,508</td>
<td>$ 0</td>
<td>$ 91,508</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>$ 39,146</td>
<td>$ 0</td>
<td>$ 39,146</td>
</tr>
<tr>
<td>Other General and Administrative</td>
<td>$ 514,452</td>
<td>$ 50,000</td>
<td>$ 564,452</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$ 903,280</strong></td>
<td><strong>$ 9,260,746</strong></td>
<td><strong>$ 10,146,026</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>$ 57,569</td>
<td>$ 0</td>
<td>$ 57,596</td>
</tr>
<tr>
<td>Beginning of Period</td>
<td>$ 1,853,169</td>
<td>$ 0</td>
<td>$ 1,853,169</td>
</tr>
<tr>
<td>End of Period</td>
<td><strong>$ 1,910,765</strong></td>
<td><strong>$ 0</strong></td>
<td><strong>$ 1,910,765</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>$ 844,535</td>
<td>$ 254,599</td>
<td>$ 1,099,134</td>
</tr>
<tr>
<td>Investments, at Fair Value</td>
<td>$ 422,060</td>
<td>$ 0</td>
<td>$ 422,060</td>
</tr>
<tr>
<td>Interfund Accounts</td>
<td>$ 1,277,881</td>
<td>(1,277,881)</td>
<td>$ 0</td>
</tr>
<tr>
<td>Receivables</td>
<td>$ 26,615</td>
<td>$ 847,353</td>
<td>$ 873,968</td>
</tr>
<tr>
<td>Furniture, Equipment, and Leasehold Improvements (Net of Depreciation)</td>
<td>$ 32,610</td>
<td>$ 0</td>
<td>$ 32,610</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$ 25,472</td>
<td>$ 325,528</td>
<td>$ 351,000</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 2,629,172</strong></td>
<td><strong>$ 149,599</strong></td>
<td><strong>$ 2,778,771</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>$ 193,800</td>
<td>$ 149,599</td>
<td>$ 343,399</td>
</tr>
<tr>
<td>Deferred Revenue and Expenses</td>
<td>$ 524,607</td>
<td>$ 0</td>
<td>$ 524,607</td>
</tr>
<tr>
<td><strong>Total Revenue and Expenses</strong></td>
<td><strong>$ 718,407</strong></td>
<td><strong>$ 149,599</strong></td>
<td><strong>$ 868,006</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><strong>$ 1,910,765</strong></td>
<td><strong>$ 0</strong></td>
<td><strong>$ 1,910,765</strong></td>
</tr>
</tbody>
</table>

“**The Market Access Program is the type of program that will save small American businesses.**”

Peter Groverman, Grovara CEO

Blue Bell, PA
Food Export-Northeast 2018 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 Weiand
IT Manager

Laura Buske
Communications Coordinator

Ben Cortese
Liaison

Tess England
International Program Associate

Andrew Haught
Senior Coordinator International Marketing Program

Deborah Ingravallo
Liaison

Apryl King
Liaison

Sarah Larson
Communications Associate - Social Media

Wahkeena Mason
Senior Administrative Assistant

Anna McCrorey
Accounting/HR Coordinator

Adolfo Montelongo
Communications Coordinator

Madison Smith
Liaison

Food Export-Northeast 2018 Board of Directors

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Richard A. Ball,
Commissioner
New York State Department of Agriculture and Markets

VICE PRESIDENT:
Russell Redding, Secretary
Pennsylvania Department of Agriculture

SECRETARY/TREASURER:
John Lebeaux,
Commissioner
Massachusetts Department of Agricultural Resources

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

Steven Reviczky,
Commissioner
Connecticut 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

As of December 31, 2018

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

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, seafood 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.