

Our goal is to increase exports for Washington State's food and agriculture exporters

- Helping small to medium sized companies become export ready
- Matching sellers with qualified buyers
- Removing market access barriers to open or expand a market
- Participating in Governor's missions to promote Washington agriculture and advocate for open markets

INTERNATIONAL MARKETING PROGRAM

VISIT US ONLINE:
agr.wa.gov/marketing/International

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WASHINGTON STATE DEPARTMENT OF AGRICULTURE

INTERNATIONAL MARKETING PROGRAM

Helping Washington Companies Expand Food and Agricultural Exports Around the World



"WSDA's International Marketing team is a valuable resource for all of Washington's agricultural-based companies interested in exporting, regardless of company size or export experience. Their support is a convenient and economical way to open doors to new international opportunities, resolve exporting ambiguities, get assistance with research, analysis and market studies, advocate interests, and oppose international barriers."

Bahman Dejbod
Director, Import & Export Business
Neil Jones Food Company



Washington
State Department of
Agriculture

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Contact the WSDA Receptionist at:
(360) 902-1976 or TTY Relay (800) 833-6388

Working in partnership with Washington State's food and agriculture industry, we help companies sell their products internationally



CORE FUNCTIONS

Export Development

Identify and provide resources to Washington companies to help them become export ready

- Company Recruitment and Outreach
- Export Training
- Resource Referral
- Market Identification

Export Assistance

Match buyers and sellers, conduct trade activities, and provide technical assistance

- Buyer/Seller Matchmaking
- Market Intelligence
- Export Documentation
- USDA Market Access Program
- Trade Shows
- Trade Leads
- Outbound Trade Missions
- Inbound Buyer's Missions
- Product Promotions

Market Access

Collaborate with partners to address market entry barriers

- Governor's Trade Missions
- Government-to-Government

Overseas Representatives

Local industry experts who can provide in-country information and market intelligence

Our overseas representatives are located in:

- JAPAN
- CHINA
- KOREA
- VIETNAM

In addition to providing in-country information and market intelligence, they help you to develop exports by setting up local appointments and accompanying you during those appointments.

