



Growing Wisconsin Food and Agricultural Exports

International Agribusiness Center

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION (DATCP)

January 17, 2024 - Wisconsin Agricultural Export Advisory Council Webinar

WISCONSIN AGRICULTURAL EXPORT ADVISORY COUNCIL WEBINAR – JANUARY 17, 2024

Agenda

Welcome and Opening Remarks - Randy Romanski, DATCP Secretary

Growing Exports and Ensuring Payments Through Credit Terms and Insurance

- **Mariel Huasanga, Export-Import Bank of the United States (EXIM)** – the official export credit agency of the United States. EXIM is an independent Executive Branch agency with a mission of supporting American jobs by facilitating the export of U.S. goods and services. Mariel will provide an overview of EXIM trade financing programs.
- **Bruce Glaub, Trade Acceptance Group (TAG)** – will explain how specialty financial services companies provide innovative trade finance solutions, assisting U.S.-based companies and banks to maximize export opportunities and minimize risk. TAG is a broker of EXIM's insurance and loan products.
- **Jen Pino-Gallagher, M3 Insurance** – will share how M3 and similar companies help exporters utilize credit insurance, as well as other insurance products to reduce exporting risks.



WISCONSIN AGRICULTURAL EXPORT ADVISORY COUNCIL WEBINAR – JANUARY 17, 2024

Agenda

Trade Promotion Activities in Active Recruitment

International Market Access Grant FY24 Second Round Applications

Adjourn



INTERNATIONAL AGRIBUSINESS CENTER TRADE PROMOTION ACTIVITIES - ACTIVE RECRUITMENT

- **Secretary-led Mission, Santiago, Chile, May 6-10** – Recruited two companies, four openings — packaged foods, food ingredients, beverages, livestock, genetics, feed, and wood.
- **Carrefour Wood Show, Nantes, France, May 28-30** – Recruited one company, recruiting two openings – lumber, timber, and wood products.
- **Alimentec Show, Bogotá, Colombia, June 18-21** – Recruited one company, two openings — packaged foods, food ingredients, and beverages.
- **China Dairy Expo, Wuhan, China, late June or early July (three days)** – Recruited five companies, one opening— dairy, feed, and genetics.

For more information on trade promotion activities, please visit:

[DATCP Home International Agribusiness Center Calendar \(wi.gov\)](#)



Thank you!



International Agribusiness Center

mark.rhodareis@wisconsin.gov, 608-400-5311

datcp.wi.gov/Pages/AgDevelopment/InternationalAgribusiness.aspx

January 17, 2024