



- China: To some degree is important, however don't see a lot of real significant progress anywhere across the board in China – so just maintaining it
- Others: With FAEA's limited size, scope and ability as an organization to make an impact, they hesitate to add any other target countries for FAEA to address. It would be easy to suggest other places Ethiopia as in the past, but the current political instability does not allow FAEA to do anything there now.

USA Poultry and Egg Export Council

- Kenya: Is not on the radar since they are not importing poultry products.
- Nigeria: Is important to watch but it has always been difficult to get access to the market. Would love to have an access for processed products and leg quarters.
- USAPEEC has been working with a contact there for many years and brought a group of Nigerians to Mexico to show educate them on how Mexico managed to grow their own industry and export, but USAPEEC was not totally happy with the results.
- Ghana: Is a top poultry market but still has on-going market access issues.
- Bangladesh: Not doing activities there but they continue to monitor the situation from their new USAPEEC office.
- Pakistan: Monitoring the situation but they have their own poultry industry.
- Cambodia: Monitoring developments but not a high priority.
- Vietnam: Has been their top market in Southeast Asia and they have a consultant there, so it is important.
- China: Is a huge market with many current restrictions (e.g., poultry exports from 34 US States are banned due to Avian Influenza) from and challenges (including politics). Are just waiting for States to be removed from the banned list and for travel to open up and consider other options.

U.S. Dairy Export Council

- Was in Middle East and had to drop out of the meeting before he was able to share their priorities.

National Pork Producers Council

- Key priorities remain unchanged.
- Vietnam: Is a huge market, definitely want and need more access
- Southeast Asia: In general, very interested. The Philippines and Vietnam continue to be the most important markets. They have access to both of those countries but even greater access. Both countries have tariffs and sanitary issues that are creating challenges.
- China: Is already a huge market for port, so China will always be on the list. Although they continue to have issues with China, they continue to ship a lot of pork.

- Codex – Trisha is the codex person for NPPC. Heavily involved in food hygiene and drugs and the big meeting that's coming up next week.
- Kenya and Nigeria: Very much interested in Kenya. Earlier this year they got some access for sausage but then it was stopped again. Would love more access in both Nigeria and Kenya. They would like to see the FTA negotiated.

Elanco

- Codex: Is very important. Residue of veterinary drugs is really challenging.
- China: Remains important – there many to talk on the trade policy perspectives
- Vietnam and Cambodia: Remain important and they are supportive of FAEA working there.
- Bangladesh and Kenya remain important as long-term development markets.

Merck Animal Health

- Vietnam: There's a lot of work and opportunities to collaborate together with FAS and others - as a counter to some of the influence of China in the region. We need to maintain our relationships there along with the lines of communication.
- Overall strategy: FAEA not forget about food residues (veterinary drug residues). There's also a need for laboratory training and expertise in many markets. Capacity building may or may not fit with every one of the countries but please consider that when you're looking at the opportunities.
- Also, it's not just about the import of the live animals and the genetics and everything but it's also on the animal health products. Keep in mind the barriers to import of the animal health products and as you develop the strategic plan and their health product imports and standards challenges. Keep in mind that most countries want to make their national treatment strong. They will have their own manufacturing site in every country for every product that is clearly not practical. But instead, they need to have good science and risk based standards in place for importation of those bits and pieces that keep their herds healthy, which in turn keeps the world and reduces livestock diseases.
- Codex is critical for their industry and the members of this FAEA. Don't forget referencing the OIE standards/WAH (world organization for animal health) when you're looking at the development of those food safety standards, as appropriate.

North American Renderers Association

- Vietnam & Philippines: Are important for their industry.
- Taiwan: Is becoming more important because as China is becoming more difficult.
- Ghana & Kenya: These are important as long-time development markets. Keep an eye on the market access issues. Just got an approve project for market assessment for animal protein meals in Northern West Africa. There is no import requirement for protein meals although there is some small trade.

10:30 am

Budget and Financial Situation

Sam Clemence



FOOD & AGRICULTURE EXPORT ALLIANCE

MAP/GBI Funds

Member Funds

Forecast MAP/GBI and Member Financial Situation Kent Sisson

- Sam shared the latest up-to-date budget and expenditures for 2022. He advised FAEA to do a better job in expending its funds to get the annual expenditure rate closer to 100% of the allocated budget. FAS watches this closely when it makes its MAP allocations.
- If FAEA staff is limited with what it can do, we should consider hiring more consultants overseas to do the work that we are unable to do.
- FAEA can also collaborate with members to sponsor additional program participants for example if a member wants to bring 7 people to the US – FAEA can sponsor additional people.
- Kent noted that FAEA member funding will be insufficient to cover all expenses by the end of calendar year 2024. Thus, FAEA will need to recruit more members and/or raise the annual membership dues from the current level of \$12,000.

Discussion: Recruitment/increasing member dues Kent Sisson

- Recruitment: Potential organizations to recruit are US Livestock Genetics, Venture37, American Feed Industry Association, and Pet Food (NARA maybe able to assist in recruiting Pet Food).
- There was not a strong consensus to increase the annual dues to raise more industry funds for expenses that cannot be covered with GBI/MAP funds

11:00 am

2023 GBI Proposal

Kent Sisson

- Pakistan: Consider what FAEA can do there. For example, USSEC, would like to see FAEA engage and consider a visit there. Appear to be a lot of opportunities for FAEA – mainly interest from the big poultry firms to expand there.

11:15 am

Other Business

All Members

Discussion: FAEA Strategic Plan

- There is a consensus for FAEA to develop a strategic plan for the organization. Also, agreement that an outside contractor be hired to do most of the work.
- There was a short discussion about rotating the FAEA Chairperson among all the members. FAEA staff will include this as part of the strategic plan.
- We had a discussion on whether U.S. members should make the rounds in Washington, DC to meet with key USDA and other Government officials (e.g., USTR, FDA, EPA, etc.) in conjunction with the next FAEA Board meeting in July. There was a consensus to do that. FAEA staff will make plans accordingly.

11:30 am

Adjourn

Chairman Jim Sutter

- Members were told to “save the dates” of July 10 or 11 for the next Board meeting to be held during the same week as the USAEDC Attache Seminar in McClean, VA. Chairman Sutter then adjourned the meeting.

3:00 pm Sisson & Kishore Codex Meeting with Ken Lowery at USDA South Building

We shared our markets and activity plans with Ken. He provided the following insight on the following topics:

1. Nigeria Workshop

- Someone from his office is willing to prepare a presentation
- We sent Ken the agenda and the context for his presentation
- The Codex office is working with Venture37 in Near East and all of Asia
 - They are doing good work in Near East and SE Asia; he’s not sure of the rest of Asia

2. Bangladesh

- Very disorganized and not engaged
- Need to be convinced that if they don’t engage and harmonize their FS standards with Codex, then they are hurting their trade opportunities
- They don’t have an active Codex delegate and have a dysfunctional focal point that no one listens to.
- We need to help them in developing a basic 101 level Roadmap to follow for engaging in Codex – international or U.S. based consultant to help.

3. Pakistan

- Similar lack of engagement as in Bangladesh

4. Kenya

- Extremely advanced in Codex
- Current president is formerly involved in Food Safety and Codex contact person

5. Nigeria

- Also advanced in Codex
- Always send large delegations to Codex meetings
- Rubin Arowolo – sponsored by Africa is going to the CAC
- But they typically get sponsored by others



6. Ghana

- Has very good people who are very engaged and very smart

7. Cambodia

- Middle ground on engagement and typically aligned with U.S. views
- Typically get funding from others to sponsor delegates

8. Vietnam

- Typically engaged in meetings but not always aligned with the U.S.
- Not so much engaged in implementing Codex standards
- Vietnam, Cambodia and Laos tend to collaborate
- U.S. Codex office sometimes trains and works with Cambodia and Laos to bring along the Vietnamese to align with the U.S. view

9. China

- Not aligned with the US and do not like us