

**Global Broad-Based Initiative Proposal  
Food and Agriculture Export Alliance (FAEA)  
Application Year: 2023**

**1. Project Title and Total Funding Request:**

Develop and implement science-based, trade-friendly food and feed safety laws and regulations: Asia (Bangladesh, China, Cambodia, Vietnam, and Pakistan), and Sub-Saharan Africa (Kenya, Nigeria, and Ghana).

<b>MAP Funding Request:</b>	<b>\$295,000</b>
FAEA Cash and Goods & Services Contributions:	\$145,000
Third-party Contributions:	\$ 20,000
<b>FAEA Contribution Ratio (\$145,000/\$460,000):</b>	<b>32%</b>

**2. Collaborating Parties:**

**The Food and Agriculture Export Alliance (FAEA)** was created in May 2004 to achieve greater cooperation and effectiveness in market access among meat, poultry, dairy, feed grains, rendered products, and soybean cooperators and private sector input providers. The broad goal of FAEA is to enhance cooperation among commodity groups and private organizations in developing export markets through reduced sanitary and phytosanitary (SPS) constraints for the benefit of U.S. agriculture in general and of the U.S. grain-oilseeds-animal sectors in particular.

The FAEA goal is to advance international food and feed safety laws and regulations in accordance with science-based international standards. FAEA has identified non-tariff barriers, especially those related to food and feed safety, as an area of common concern to its stakeholders (e.g., SPS, Technical Barriers to Trade (TBT) and Codex Alimentarius Commission recommendations and standards). Non-tariff trade barriers are an area that has become increasingly important as other forms of trade constraints are being eliminated through multi-party trade agreements or bilateral negotiations. SPS is referred to as “the trade barrier of choice” and poses a threat to existing and future expansion of world agricultural trade.

**Food and Agriculture Export Alliance (FAEA) members and supporters:**

➤ **MAP Participants**

- North American Renderers Association
- U.S. Grains Council (lead organization in submitting GBI proposal)
- U.S. Soybean Export Council
- U.S. Dairy Export Council
- U.S. Meat Export Federation
- USA Poultry & Egg Export Council

➤ **Commodity Groups**

- National Pork Producers Council

➤ **Private Sector Input Providers**

- Elanco
- Merck Animal Health

In 2021, we were successful in recruiting two new members, the U.S. Meat Export Federation and the North American Renderers Association. However, in 2022 the North American Meat Institute (NAMI) discontinued its FAEA membership. NAMI made this decision to better align and focus their mission, vision and resources on the organization's Protein PACT initiative.

**Other collaborating supporters and organizations:**

- FAS Washington, DC and Field Offices in Asia and sub-Saharan Africa
- Office of the U.S. Trade Representative (USTR)
- U.S. Codex Office
- USAID
- Venture37 (Land O'Lakes) in Kenya and Bangladesh

**FAEA Staff**

FAEA has retained an experienced professional as the Executive Director (ED) to manage the implementation of the programs outlined below. The ED works independently of the overseas FAEA member offices but will have the opportunity to collaborate with those offices as needed.

In 2020, FAEA hired two part-time contractors in the U.S. The Program Coordinator (PC) assists in managing intelligence gathering and reporting, implementing specific international projects, and handling many administrative duties. The PC also designed and created the official FAEA website which she maintains and updates.

The second contractor is the Codex Coordinator (CC) who establishes and maintains a network of U.S. and international Codex contacts, participates in the monthly Food Industry Codex Coalition (FICC)<sup>1</sup> meetings held in Washington, DC, prepares and submits monthly reports to the ED summarizing relevant Codex committee developments and issues, and identifies individuals from foreign countries to participate in specific Codex committee meetings.

**3. Status and duration of the project.**

- a. **Indicate if the project is new or is a continuation of a previously approved project. If a continuation, indicate the amount of funds expended and the results or progress made to date and include a justification for additional funding.**

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<sup>1</sup> The Food Industry Codex Coalition (FICC) represents over 70 U.S. food companies, beverage companies and trade associations interested in the international standard setting activities of the Codex Alimentarius Commission (CAC). FICC member associations and food and beverage companies recognize the critical role Codex serves to facilitate fair trade and protect consumer health through the development and use of science-based food safety standards and guidelines. The primary objective of the FICC, which represents the entire food chain from production to retail, is to advocate for international food standards and policies based on science.

## Strategy (Long-term)

FAEA proposes to continue work in Asia (Bangladesh, China (based upon new changes in the food and feed safety bureaucratic structure and a large number of forthcoming regulations under the law), and Cambodia) and sub-Saharan Africa (primarily Kenya but also in Nigeria and Ghana) with GBI funding. Plans to make initial visits and contacts Nigeria and Ghana in 2020 and 2021 were postponed due to COVID-19 but we hope to engage with them in 2022.

Vietnam is also an important market for FAEA members. It is the second largest FAEA target market after China in terms of FAEA member exports (averaging \$1.4 billion in sales during the 2017-2021 five-year period). Thus, we will continue to monitor new SPS, food, and feed safety developments in Vietnam and collaborate with FAS and FAEA members to conduct capacity building training there as needed using **FAEA member funds**.

## ASIA

The basic strategic approach for Asia will continue on a bilateral basis since, unlike the target markets of sub-Saharan Africa, the Asian markets are somewhat more diverse in terms of economic development, culture, and governance. FAEA also has a long history of working exclusively and individually with China and Vietnam.

## AFRICA

For 2023, FAEA plans a somewhat broader strategic approach to engaging with Africa. In discussions with both the FAS Washington Multilateral Affairs staff and the Office of the U.S. Trade Representative (USTR), both are interested in sharing information with FAEA and, when it makes sense, to collaborate with them on two separate, but cross-cutting U.S. Government (USG) initiatives.

One is the U.S.-Kenya Free Trade Agreement (FTA). In February 2020, President Trump and Kenyan President Uhuru Kenyatta announced their intent to negotiate a bilateral free trade agreement. On March 17, 2020, the President formally notified Congress of our intention to move forward with negotiations as the United States attempts to secure its second FTA with an African country. Kenya offers the United States an opportunity to develop a replicable model for future U.S.-Africa trade deals with limited risk in a country where China has tried and failed to secure an FTA. The outcome of a U.S.-Kenya FTA will have significant consequences both to intra-African trade as well as countering China's influence in Kenya.<sup>2</sup> In April 2020, USTR contacted the FAEA Executive Director advising that they have begun the interagency and industry stakeholder Trade Promotion Authority (TPA) process to identify the negotiating objectives for the Agreement. USTR requested that FAEA collaborate and support the USG during the SPS/food safety component of the negotiations. However, in 2021 progress on the FTA stalled. We will continue to keep in touch with USTR regarding how and what can be done if the FTA efforts take off again.

The other initiative involves the USG effort to proactively work with African nations as they establish the **African Continental Free Trade Area (AfCFTA)**. The AfCFTA will bring together all 55 member states of the African Union covering a market of more than 1.2 billion people, including a growing middle class, and a combined gross domestic product (GDP) of more than

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<sup>2</sup> See Center for Strategic International Studies website:

<https://www.csis.org/analysis/going-solo-what-significance-us-kenya-free-trade-agreement>

US\$3.4 trillion. In terms of numbers of participating countries, the AfCFTA will be the world's largest free trade area since the formation of the World Trade Organization. Estimates from the United Nations Economic Commission for Africa (UNECA) suggest that the AfCFTA has the potential both to boost intra-African trade by 52.3 percent by eliminating import duties and to double this trade if non-tariff barriers are also reduced.<sup>3</sup>

The main objectives of the AfCFTA are to create a single continental market for goods and services, with free movement of business, persons, and investments, and thus pave the way for accelerating the establishment of the Customs Union. It will also expand intra-African trade through better harmonization and coordination of trade liberalization and facilitation and instruments across the African Union (AU) Regional Economic Communities (RECs) and across Africa, in general. The AfCFTA is also expected to enhance competitiveness at the industry and enterprise level through the exploitation of opportunities for scale production, continental market access, and better reallocation of resources.

The AfCFTA provides an opportunity for strategic U.S. engagement to ensure that African SPS regulatory measures are not trade disruptive, but rather trade enhancing for U.S. agricultural products. In 2019, FAS supported the development of an SPS Policy Framework for Africa with the AU towards the implementation of Annex 7 (SPS Chapter) of the AfCFTA. The Framework emphasizes the adoption of science and risk-based SPS regulatory measures by the Member States that are consistent with international standards. In 2020, FAS continued to provide technical assistance towards its implementation with the Member States.

Options for FAEA engagement would include technical assistance encouraging the harmonization of SPS legislation across countries and creating best practices that can be shared more broadly within regional blocks. Bilateral support will strategically assist in the national implementation of the SPS framework. These strategic investments, and the relationships and trust created, will strengthen the link between the U.S. food and agriculture industry and African markets.

FAEA is interested in collaborating with FAS, USTR, and other USG agencies as they engage in the above-mentioned initiatives. Such collaboration is a classic example of how the Government and U.S. industry can leverage their respective strengths and resources to more efficiently and cost-effectively achieve the same overall objective of ensuring the free and unrestricted flow of trade between the U.S. and in this case, Africa. That is, FAEA needs the authority and power of the USG to conduct bilateral and multilateral negotiations to maintain and open markets and the USG needs the technical expertise and funding resources that FAEA and its producer/exporter members can provide to educate and create goodwill with African government officials, buyers, and consumers of U.S. food and agriculture products.

## ACTIVITIES

FAEA implements its strategy by conducting four categories of activities known as MICA, that is, **Management** and Administration, **Information** Gathering, Analysis, and Intelligence Sharing; **Capacity Building** Activities, and **Advocacy** for Codex and Science-Based Standards (MICA):

- A. Management and Administration (100% FAEA funds):** The day-to-day management and administration of the FAEA project is carried out by three

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<sup>3</sup> See Tralac website: <https://www.tralac.org/resources/our-resources/6730-continental-free-trade-area-cfta.html>

FAEA staff with overall guidance, direction, and oversight provided by nine FAEA Board members and USGC staff. The FAEA and USGC staff and their primary responsibilities are described below:

- a. **Executive Director (ED)** – Responsible for the overall management, administration, and implementation of the project. This includes on-going communications and interaction with the FAEA Chairman and the two primary U.S. Grains Council (USGC) staff that handle all the MAP/GBI administrative duties including submitting the GBI in the USGC UES, UES amendments, budget oversight, payment of invoices, and providing MAP regulation consultations and advice on issues such as contracting and travel. The Board members hold one annual board meeting (usually in Washington, DC) in November on the margins of the USAEDC workshop. They also have at least one additional meeting, typically in July, on the margins of the USAEDC Attaché Conference.
- b. **Program Coordinator (PC)** – Responsible for assisting the ED in all duties and tasks. Key duties include developing and implementing the information gathering, analysis, and intelligence sharing on a monthly basis; designing, managing and updating the FAEA website; providing back-up in managing the FAEA and GBI budgets; and assisting with implementing capacity-building activities in the target markets and in the U.S.
- c. **Codex Coordinator (CC)** – Responsible for assisting the ED in implementing all aspects of the Codex activity including developing and maintaining a network of Codex contacts in the U.S. and in target FAEA countries; gathering and analyzing Codex and food/feed safety and animal health-related information and standards then sharing that information with the ED, PC, and Board members; participating in Codex related meetings such as the monthly FICC meeting in Washington, DC; and identifying and recommending foreign officials for FAEA to sponsor for participation in Codex committee meetings.
- d. **USGC staff** – USGC dedicates two staff members to work on a day-to-day basis with FAEA staff. These staff members provide monthly guidance and support to the FAEA project and ensure that it is being managed and administered in accordance with FAS and MAP regulations. They also work directly with FAEA and USGC staff in managing the GBI/MAP and FAEA member budget, updating and providing monthly budget spreadsheets to FAEA. They process and pay all FAEA invoices for both GBI and FAEA expenses. They also provide substantial support to FAEA staff when implementing FAEA capacity building activities, especially those that involve international travel and logistics arrangements for teams traveling to the U.S. and consultants traveling to target markets.

- B. Information Gathering, Analysis, and Intelligence Sharing (FAEA and GBI Funds):** Accurate and timely information is critical to the successful performance of the FAEA project. FAEA uses its network of U.S. Government, FAEA member staff, and contractors to gather information on a monthly and “alert” basis, analyze it, share that information with our USDA and USTR contacts, and then implement steps to address any potential trade restricting measures. The fundamental objective of FAEA is to identify and understand what foreign nations/officials are considering in terms of establishing and implementing food/feed safety and animal health/production laws and regulations and then taking action to intervene ***BEFORE*** trade restricting barriers are put into place. FAEA then uses its GBI and FAEA resources and collaborators to assist and/or intervene in the rulemaking process by implementing its capacity-building activities and coordinating closely with FAS (both Washington and Field staff), USTR and the relevant regulatory agencies (e.g., FDA, FSIS, APHIS, and EPA) to ensure that laws, regulations, and standards are science-based and do not act as Technical Barriers to Trade (TBT).
- C. Capacity Building Activities (FAEA and GBI Funds):** The bulk of GBI funding is used in implementing capacity-building activities. Most activities take place in the target markets and involve providing technical assistance and education to Ministry regulatory, health and judicial decision-makers, technical staff, and legislative (lawmakers) representatives in the host countries. These activities typically are carried out in the form of workshops and seminars by U.S. technical or regulatory experts that FAEA hires on an activity-by-activity basis. We also hire in-country contractors to assist in implementing activities and to report on new developments or proposals that are being considered.
- D. Advocacy for Codex and Science-Based Standards (FAEA and GBI Funds):** Advocacy and outreach for supporting U.S. positions is another “preventive” initiative that FAEA carries out on an on-going basis. We rely on our information network and contacts to identify nations and officials that share the same policy or positions on Codex and standards set by other international bodies (e.g., OIE and IPPC). FAEA then sponsors like-minded officials to participate in Codex meetings that are of key importance to FAEA members. We also use our information and intelligence network to learn about and share standards-related issues with FAEA members and our USG collaborators, including the U.S. Codex office.

As the table below illustrates, this GBI proposal is a combination of new and continuing projects. The gray shaded blocks indicate **GBI/MAP** funded projects previously completed; red indicates activities that were planned but then **postponed or canceled** due to Covid-19 related travel or activity implementation restrictions, and yellow indicates **GBI funded projects proposed for 2022/2023**.

Market	Activity	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	
Vietnam	Food safety regulatory system	Gray	Gray	Gray															
Vietnam	Food safety Law & regulations		Gray	Gray	Gray														
Vietnam	Animal Health Law & regulations				Gray	Gray	Gray	Gray	Gray										
Vietnam	Plant Safety Law & regulations				Gray	Gray	Gray	Gray	Gray										
Vietnam	Implementation of Animal Feed Regulations																Red	Yellow	Yellow
China	Food safety regulation website	Gray	Gray	Gray															
China	Consistent national and provincial regulatory enforcement			Gray	Gray	Gray	Gray	Gray											
China	Food safety transition and inter-agency coordination					Gray	Gray		Gray	Gray	Gray								

Market	Activity	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	
China	Work with Regulatory agencies on regulations																		
Sub-Sahara	Opportunity research																		
Ghana and Nigeria <sup>4</sup>	Food and feed laws and regulations																		
India	Food and feed laws and regulations																		
Myanmar	Food and feed laws and regulation development																		
Bangladesh	Food and feed laws and regulation development																		
Kenya	Development of Kenya Food Safety Policy and Law																		

<sup>4</sup> No projects were conducted in 2020 & 2021 because Ghana and Nigeria did not make progress in passing food and feed safety legislation.



Market	Activity	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	
Cambodia <sup>5</sup>	Food law and regulation training																		
Philippines	Food and feed laws and regulations																		
South America	Research and engagement																		
Africa & Southeast Asia	Research, engagement & reporting																		
African Continental Free Trade Area (AfCFTA)	Research, engagement and support of FAS AfCFTA SPS initiatives																		
Pakistan	Research and engagement																		
Global (outreach and information sharing)	Website																		
	Proactive Codex engagement																		
FAEA Admin & Management	Exec Dir, Prog Cord & Codex Coord																		

<sup>5</sup> In 2020, the ED met with Cambodian Ministry of Commerce and Agriculture officials in Phnom Penh but no significant projects were conducted because Cambodia did not make progress in passing its draft food safety legislation. At the request of Cambodia, FAEA coordinated with FAS in 2021 to sponsor a virtual presentation to Cambodian officials on the WTO Agreement on SPS Measures and Member Notification obligations.

GBI expenditures to date:

2007	\$240,000	Initial Vietnam SPS and China website project
2008	\$314,000	Second year Vietnam SPS and China website
2009	\$397,000	Vietnam Food Law drafting and China website
2010	\$310,000	Vietnam Food Law, China
2011	\$163,189	Vietnam Animal Law, Plant Law, regs, China
2012	\$176,500	China, Vietnam laws, India research
2013	\$240,500	China, Vietnam, India, Africa assessment
2014	\$ 54,559	China, India, Sub-Sahara Africa
2015	\$214,186	China, India, Sub-Sahara Africa, Myanmar, the Philippines
2016	\$143,224	China, India, Nigeria, Ghana, Myanmar, the Philippines
2017	\$142,747	China, Nigeria, Ghana, Myanmar, Philippines, Cambodia
2018	\$194,098	China, Nigeria, Ghana, Myanmar, Cambodia, Bangladesh
2019	\$129,551	Kenya, Ghana, Bangladesh
2020 <sup>6</sup>	\$127,881	Kenya, Bangladesh
2021 <sup>7</sup>	\$232,000	Kenya, Bangladesh, Cambodia
2022 <sup>8</sup>	\$220,000	Kenya, Bangladesh, Cambodia, Nigeria, Ghana, China

The following general project outline is representative of FAEA work in selected markets:

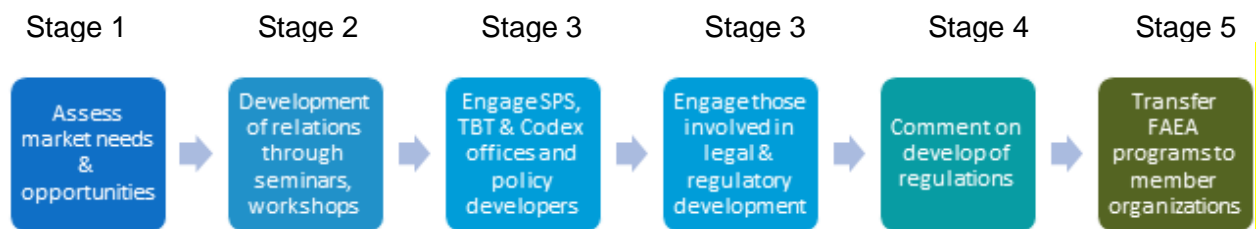
- Stage 1, or the assessment stage, determines the viability of working with a nation or region. Is the target market in the process of or considering altering their food and feed safety laws? If so, can the FAEA influence such legal and regulatory development?
- Stage 2 is the development of the necessary relationships and confidence factors to engage those who are developing the laws and regulations.
- Stage 3 involves working with government regulators to ensure that proposed new regulations are transparent, open to amendment, and notified to the SPS and/or TBT Committees. Stages 2 and 3 take significant FAEA time in country and may include a series of workshops to address a country's rights and obligations as a WTO member, possible visits to the U.S., and sharing of expertise in plant and animal health.
- Stage 4 includes the development of laws and regulations critical to establishing a science-based food and feed infrastructure, which is supportive of trade.
- Finally, in Stage 5, FAEA completes the project and turns over the follow-up responsibilities to individual Cooperators.

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<sup>6</sup> Expenditures in 2020 were significantly less than budgeted because COVID-19 travel restrictions were in place from February through December and FAEA was unable to implement some of its planned activities.

<sup>7</sup> Expenditures were substantially greater in 2021 vs 2020 since we were able to conduct activities primarily in Kenya but also one activity in Bangladesh and one in Cambodia. COVID-19 related travel and in-person training/meeting restrictions remained in place in our other target markets throughout 2021 so were unable to travel to or conduct activities as originally planned in China, Pakistan, Vietnam, Nigeria or Ghana.

<sup>8</sup> Estimate. COVID-19 related travel and in-person training/meeting restrictions were being relaxed in 2021 & 2022 for Kenya, Bangladesh, Nigeria, Ghana, and Cambodia but still in place in other countries including China. We are re-engaging in those markets that are opening up and plan to start implementing activities in 2022.



**If a multi-year project, indicate whether the budget requested is for the life of the project or only for the first year. If the success of the project depends on implementation and funding for multiple years, then the budget request should be for the total funding needed during the life of the project.**

5. The FAEA is a long-term commitment by the participating organizations; however, this budget request is for only one year. The full impact of these initiatives will require several years of programming as shown in the chart above.

#### 4. PROJECT DESCRIPTION - SUMMARY

The proposed GBI program for FAEA in 2023 includes:

- **Bangladesh (Stage 3):** FAEA is planning to implement capacity building activities in collaboration with IDG including 1) a food chain traceability workshop and publications and 2) training for food testing laboratories.
- **Kenya (Stage 3):** Work continued throughout 2021 and into 2022 sponsoring interagency Technical Working Groups (TWG) that successfully completed a new Food Safety policy and draft Food Safety bill for submission to Parliament. The process will culminate with the relevant Ministries submitting the final bill to Parliament for passage in 2022. FAEA reviewing Kenya’s request for food safety training needs and will prepare a Roadmap of priority activities to implement in 2022 under an FAS approved EMP program.
- **Cambodia (Stage 2):** As a follow-up to the 2021 FAEA sponsored seminar to educate Cambodian officials on their SPS and TBT obligations under the WTO, the FAEA Executive Director will travel to Cambodia and Vietnam to meet with FAS staff and Cambodian officials to evaluate progress by the Cambodian Ministries and Parliament in passing its food safety law and SPS law. We will also explore whether there is a role for FAEA to assist with Cambodian participation and engagement in Codex committee meetings. We intend to identify priority training and assistance needs and begin implementing activities again in 2022 as the country relaxes Covid travel and meeting restrictions.
- **China (Stage 2):** FAEA will continue to engage with China to help develop a cooperative process focused on the primary agencies developing regulations under the Food Safety Law and with the new agencies which will be developing food, feed, and veterinary laws and regulations. Due to COVID-19, travel planned by the ED for China during the 2<sup>nd</sup> quarter of 2020 was postponed. In 2020 and 2021, we initiated a relationship with the US-China Agriculture & Food Partnership (AFP) to sponsor and/or participate in their food safety capacity building and inspector training activities, primarily targeting officials from

the State Administration for Market Regulation (SAMR – similar to the US FDA) and their Ministry of Agriculture and Rural Affairs (MARA).

- **Nigeria and Ghana (Stage 2):** At the request of FAS Multilateral Affairs staff and in support of FAEA members that have identified Africa as a priority growth and long-term market for U.S. exports, FAEA is supporting FAS and USG efforts to facilitate the adoption of science-based food, animal, and plant safety laws and regulations in the Africa Continental Free Trade Area (AfCFTA) in 2022 and 2023. Our SPS/TBT strategy for Africa going forward is to identify the key countries of Nigeria and Ghana that will be progressive leaders in the Continent that we can work with and develop a plan for conducting technical assistance and education activities. We will focus on them and hold them up as examples for all African nations to follow. Since we are already engaged and making some progress with Kenya, it will be one of the countries. In **Ghana** we will focus on the Animal Production Law and **Nigeria** the Food Safety Law and regulations with whom we have already targeted in recent years.
- **Codex (Stage 4):** The CC will focus on gathering intelligence and reporting on Codex issues of interest to FAEA through her network of contacts in the U.S. and internationally. She will gather information based on email, telephone, and participation in U.S. or international meetings. She will also identify foreign officials that support U.S. positions at Codex committee meetings and make all the arrangements for FAEA to sponsor their participation. Codex committee meetings were held virtually in 2020 and will likely continue so in 2021. In 2022, we assume that the meetings will be conducted in person and FAEA will identify opportunities and officials to sponsor to those meetings.

FAEA member dues (non-GBI funding) support the following activities:

- **Vietnam (Stage 4):** FAEA will use member funds to collaborate with FAS and FAEA members in sponsoring activities to support regulation development and/or to combat the implementation of any SPS or TBT developments that could restrict imports of U.S. products into the country.
- **FAEA Management and Administration:** FAEA member funds will pay 100% of the fees for the ED, PC, and CC, as well as some of their U.S. expenses that are not tied to specific target countries.

**a. Summary Language for all target markets. How objectives fit with FAEA member objectives.**

Each FAEA member's long-term goal is to move countries toward a WTO compliant and transparent regulatory system, which is science-based and in conformance with international standards. FAEA activities are designed to work toward assuring future actions by the various governments are not arbitrary, retaliatory, or imposed without consultation and that any actions are consistent with their WTO obligations. FAEA works across commodities to set the basis for a viable system that will enhance U.S. exports and improve food safety for all consumers. FAEA has become the de facto private sector voice for commodity groups on the development of foreign laws and regulations by foreign countries. Promoting the use of WTO-based international standards has been a key theme of FAEA's long-term strategy.

FAEA member engagement with a foreign government and industry leaders also will result in greater trust and assurance that the U.S. agricultural sector is a reliable supplier of safe food, feed, and veterinary drugs. It is imperative that foreign policymakers view U.S. agriculture as a long-term strategic partner in assuring food and feed safety, security, and sustainability. FAEA measures its performance by determining 1) the degree to which FAEA suggested language is incorporated into law; 2) the degree to which FAEA suggested language is incorporated into regulation(s); 3) the degree to which language suggested be removed from a draft law is in fact removed; 4) the degree to which language suggested be removed from a draft regulation(s) is in fact removed; 5) advancement to the next stage along the continuum of engagement (Figure 1, above); and 6) the overall strength of the on-going relationship between FAEA and regulators within the countries in which FAEA operates. Science-based, transparent, and WTO consistent laws and regulations in which FAEA pursues decrease trade constraints and provides greater opportunities and market access for U.S. exports.

**Products being promoted:**

- Feed grains and products
- Soybeans and soy products
- Poultry and poultry products
- Dairy products
- Pork products
- Beef products
- Rendered products
- Production inputs (e.g., vet drugs, vaccines)

## U.S. Exports of FAEA Products<sup>9</sup>

Over the past five years, the products represented by FAEA members averaged 45 percent of total U.S. agriculture and related product exports to the world, rising to a record high of 50 percent in 2021 (see Table 1, below). The five-year average of FAEA exports from 2017-2021 was valued at \$74.3 billion compared to total U.S. ag exports of \$165.7 billion. The soybean complex of products accounted for \$27.6 billion, feed grains/products \$18.3 billion, beef \$8.4 billion, pork \$7.1 billion, dairy \$6.2 billion, poultry and eggs \$5.1 billion, rendered products \$940 million, and other meat products of \$608 million (see Table 2, below).

The markets we are targeting for 2023 accounted for 24 percent of total FAEA product exports to the world on average between 2017 and 2021. The rate fluctuated between 11 and 30 percent during the period primarily because of the volatility in exports to China, which dropped substantially in 2018 and 2019 due primarily to the U.S.-China trade dispute. China is by far the largest of the FAEA target markets (see Table 3, below) averaging \$15.6 billion over the past five years, followed by Vietnam (\$1.4 billion), Bangladesh (\$0.5 billion), Ghana (\$71.5 million), Cambodia (\$36.7 million), Nigeria (\$28.6 million), and Kenya (\$9.2 million).

**Table 1: Value of Total U.S. Agriculture and FAEA Product Exports to the World (US\$1,000)**

Products	2017	2018	2019	2020	2021	5-Year Average
	Value	Value	Value	Value	Value	Value
Total FAEA Product Exports to World	\$ 66,785,141	\$ 68,425,056	\$ 64,620,862	\$ 75,633,680	\$ 95,822,122	\$ 74,257,372
Total U.S. Agriculture & Related Exports to World	\$ 158,684,946	\$ 160,446,815	\$ 154,927,661	\$ 162,002,230	\$ 192,397,007	\$ 165,691,732
FAEA Products as % of Total U.S. Ag Exports to World	42%	43%	42%	47%	50%	45%

**Table 2: Value of FAEA Product Exports to the World by Product (US\$1,000)**

Market	Products	2017	2018	2019	2020	2021	5-Year Average
		Value	Value	Value	Value	Value	Value
World Total	Soybeans & Products	\$ 26,223,156	\$ 23,009,133	\$ 23,764,627	\$ 31,205,642	\$ 33,938,223	\$ 27,628,156
World Total	Feed Grains & Products	\$ 15,337,731	\$ 18,954,097	\$ 13,609,141	\$ 16,216,086	\$ 27,484,257	\$ 18,320,262
World Total	Beef & Beef Products	\$ 7,262,725	\$ 8,356,599	\$ 8,094,104	\$ 7,638,409	\$ 10,576,366	\$ 8,385,641
World Total	Pork & Pork Products	\$ 6,485,073	\$ 6,402,756	\$ 6,951,482	\$ 7,711,263	\$ 8,107,056	\$ 7,131,526
World Total	Dairy Products	\$ 5,368,070	\$ 5,478,804	\$ 5,914,294	\$ 6,447,253	\$ 7,659,709	\$ 6,173,626
World Total	Poultry Meat / Eggs & Products	\$ 4,833,691	\$ 4,865,022	\$ 4,832,275	\$ 4,836,185	\$ 5,981,046	\$ 5,069,644
World Total	Rendered Products	\$ 695,079	\$ 728,601	\$ 803,163	\$ 1,029,074	\$ 1,444,521	\$ 940,088
World Total	Meat Products NESOI	\$ 579,616	\$ 630,044	\$ 651,776	\$ 549,768	\$ 630,944	\$ 608,430
<b>TOTAL</b>	<b>FAEA PRODUCTS</b>	<b>\$ 66,785,141</b>	<b>\$ 68,425,056</b>	<b>\$ 64,620,862</b>	<b>\$ 75,633,680</b>	<b>\$ 95,822,122</b>	<b>\$ 74,257,372</b>

**Table 3: Value of FAEA Product Exports to Target Markets and the World (US\$1,000)**

FAEA EXPORTS TO TARGET MARKETS & THE WORLD		2017	2018	2019	2020	2021	5-Year Average
		Value	Value	Value	Value	Value	Value
China	All FAEA Products	\$ 14,967,091	\$ 5,248,688	\$ 10,387,125	\$ 20,797,491	\$ 26,553,843	\$ 15,590,848
Vietnam	All FAEA Products	\$ 768,741	\$ 1,915,160	\$ 1,275,515	\$ 1,428,614	\$ 1,694,499	\$ 1,416,506
Bangladesh	All FAEA Products	\$ 510,617	\$ 528,951	\$ 484,852	\$ 595,006	\$ 554,226	\$ 534,730
Ghana	All FAEA Products	\$ 58,831	\$ 53,254	\$ 64,160	\$ 70,011	\$ 111,308	\$ 71,513
Cambodia	All FAEA Products	\$ 39,605	\$ 34,272	\$ 32,301	\$ 30,547	\$ 46,956	\$ 36,736
Nigeria	All FAEA Products	\$ 47,651	\$ 43,143	\$ 13,139	\$ 30,040	\$ 8,570	\$ 28,509
Kenya	All FAEA Products	\$ 13,711	\$ 10,238	\$ 3,990	\$ 5,007	\$ 13,266	\$ 9,242
<b>FAEA Target Mkt Total</b>	<b>All FAEA Products</b>	<b>\$ 16,406,247</b>	<b>\$ 7,833,706</b>	<b>\$ 12,261,082</b>	<b>\$ 22,956,716</b>	<b>\$ 28,982,668</b>	<b>\$ 17,688,084</b>
<b>Total FAEA Product Exports to the World</b>		<b>\$ 66,785,141</b>	<b>\$ 68,425,056</b>	<b>\$ 64,620,862</b>	<b>\$ 75,633,680</b>	<b>\$ 95,822,122</b>	<b>\$ 74,257,372</b>
<b>FAEA Target Mkt Share of World World</b>		<b>25%</b>	<b>11%</b>	<b>19%</b>	<b>30%</b>	<b>30%</b>	<b>24%</b>

<sup>9</sup> Refer to the U.S. export value trade Tables 1, 2 and 3 above and in the Market Assessment Worksheets.

## 5. Justification for GBI

### a. FAS Global Market Strategy priorities supported by the project.

1. Market Access and Unfair Competition
  2. Adoption of Codex MRLs
  3. Support of trade negotiations
  4. Capacity-Building in the government and private sector
  5. Trade Development through the adoption of science-based policies
- The explicit goal of this project focuses on market access, in particular, SPS, TBT, and Codex regulations to be adopted by our trading partners.
  - This strategy will build capacity in these markets and provide government regulators and food and feed industries with the proper science-based knowledge to address issues regarding safety, build consumer demand and the capacity to develop science-based policies and procedures for import and export trade in agricultural products.
  - The underlying purpose of this activity is to expand trade in Asia and Sub-Saharan Africa. Project success will strengthen the commitment to open, science-based trade by governments, producers and processors and will build export markets for U.S. meat and poultry products, dairy, feed grains and soybeans, and soy products and production inputs.

### b. Explain why the proposal should be funded out of the GBI pool of MAP as opposed to using base MAP funding. Indicate whether similar projects have been conducted by other organizations or under other programs. If so, indicate how this project is related to those done previously. Describe any previous related experience/results.

The proposed activities pool the resources of major USDA cooperators and MAP participants as well as the private sector. This public-private cooperative effort is based on the ultimate connection between feed grains, soybeans, dairy, and red meat and poultry products and production inputs.

Corn and soybeans are two of the most important crops in the United States as well as two of the most important U.S. agricultural exports. Many corn producers also produce soybeans, and grains and soybeans find their primary demand in feeding animals either in the United States or abroad. The interests of U.S. corn and soybean farmers are served equally well by exports of meat, dairy and poultry as they are in the form of grains or oilseeds. U.S. exports of dairy, poultry, and animal products have grown rapidly in the past few years.

FAEA members have cooperated in this project to pool the staff and financial resources of all organizations to accomplish goals not achievable by each organization. This is exactly what the GBI program is intended to encourage – cooperation to efficiently and effectively achieve the greatest good for the industry.

### c. Describe the Degree and Scope of Impact. Clearly indicate how broad it is in terms of products, markets, and sectors that are covered. Explain why the proposal will be more effective if planned and implemented by multiple program participants and how the scope of impact will be broader with multiple parties involved.

The scope of this program goes beyond what any one of the FAEA members could accomplish alone. The SPS, TBT, and Codex aspects of country regulations bridge all participants' interests. Bringing together the resources, contacts, and experience of grain, soybean, dairy, poultry, and red meat organizations makes this project possible. The purposeful cooperation by these organizations is to strengthen local food and feed safety and government policies and establish science-based regulations that will result in gains in trade by eliminating current constraints and influencing the content of future laws and regulations.

- d. Describe the Scope of Participation and Strength of Support. Identify current collaborators and discuss their roles, responsibilities, and contributions of staff and funds. Explain why proposed collaborators and the product/market mix are appropriate. Identify whether the project is a pilot with future expanded participant and/or market potential. Identify each organization's complementary activities or possible follow-up programming from non-GBI project funding sources. Be sure to indicate whether FAS/F offices have been consulted and/or will be involved as collaborators in the project's planning and implementation.**

FAEA members include U.S. Grains Council, U.S. Soybean Export Council, USA Poultry & Egg Export Council, U.S. Meat Export Federation, National Pork Producers Council, U.S. Dairy Export Council, North American Renderers Association, Elanco, and Merck Animal Health. Each FAEA member contributes up to \$12,000 in cash per year to the FAEA activities. Each organization also contributes significant staff resources to the FAEA mission.

U.S. Grains Council Programs. Council programs have focused on building up the commercial industry segments in animal agriculture and on fostering government policies that encourage agricultural development and trade. The U.S. Grains Council and U.S. Soybean Export Council cooperate actively in Southeast Asia. The U.S. Grains Council directs Southeast Asia programs from its regional office in Kuala Lumpur, Malaysia; and China programs from Beijing. The USGC also has an office in Tunisia which oversees activities in Sub-Saharan Africa.

U.S. Soybean Export Council Programs. USSEC provides technical support to the poultry, feed and livestock industries and promotes the importation of U.S. soybeans and soybean meal. The primary focus is on expanding demand with aspects of customer preference and trade access. USSEC has worked in Sub-Saharan Africa and Asia, and its counterpart, WISHH has a long history in human nutritional development in the regions. USSEC has been heavily engaged with the soymeal and aquaculture sectors. USSEC has continued to fund legal and regulatory programs in Vietnam with MAP funds.

U.S. Meat Export Federation. The mission of USMEF is to increase the value and profit opportunities for the U.S. beef, pork and lamb industries by enhancing demand in export markets through a coordinated and collaborative partnership of all stakeholders. They gather and disseminate market intelligence and facilitate contact between U.S. exporters and targeted buyers in export markets. The Federation educates targeted buyers in export markets on the attributes of U.S. red meat and red-meat products and build buyer loyalty to products exported from the United States. USMEF also increases the presence of U.S. red meat and red-meat products in the HRI and retail sectors in targeted export markets.



USA Poultry & Egg Export Council Programs. USAPEEC conducts trade servicing activities to build relationships and establish a credible presence with government and industry leaders, and to reinforce the quality, safety and wholesomeness of U.S. poultry and poultry products. USAPEEC has also been very active in assisting in the control and eradication of avian influenza. USAPEEC has an office in Johannesburg which oversees activities in Sub-Saharan Africa, an office in Singapore which oversees Cambodia and Vietnam, an office in India which oversees Bangladesh, offices in China, and is headquartered in Stone Mountain, Georgia.

U.S. Dairy Export Council Programs. USDEC concentrates on dry dairy ingredients used in the formulation of foods or as feed to local livestock. Medium-term efforts are focused on trade servicing, SPS requirements, and technical assistance to expand sales to retail and ingredient prospects to the food processing sector utilizing dry milk, whey proteins, and numerous other processed milk products.

North American Renderers Association. NARA is headquartered in Alexandria, Virginia and was formed in 1933 as the professional organization of the rendering industry. NARA also has offices in Hong Kong and Mexico City. NARA is an alliance that speaks with a collective voice to represent the best interests of its members in public, government and regulatory affairs, and provides services, programs and technical support to the North American rendering industry: both in the national and international markets.

National Pork Producers Council. The National Pork Producers Council (NPPC) conducts outreach on behalf of its 43 affiliated state associations, enhancing opportunities for the success of U.S. pork producers and other industry stakeholders by establishing the U.S. pork industry as a consistent and responsible supplier of high-quality pork to the domestic and world markets. Public-policy issues on which NPPC focuses are in the areas of agriculture and industry, animal health and food safety, environment and energy and international trade. NPPC often works closely with the National Pork Board and has formed joint task forces with it on some issues, such as an animal identification system, animal well-being, and food safety.

Elanco. Elanco is a global company that develops and markets veterinary products to improve animal health in more than 75 countries. Elanco is a division of Lilly and is headquartered in Greenfield, Indiana. Elanco has brought over 35 agricultural and animal and aquaculture health products to the global market, including anti-bacterials, parasiticides, anticoccidials, and productivity enhancers.

Merck Animal Health. Merck is dedicated to preserving and improving the health, well-being, and performance of animals through veterinary science. Merck offers a wide range of veterinary pharmaceuticals, parasiticides, vaccines, and health management solutions. Merck has offices in more than 50 countries and markets its products in over 140 countries and operate a network of manufacturing sites and research and development (R&D) facilities around the world. Merck Animal Health, known as MSD Animal Health outside the U.S. and Canada, is the global animal health business unit of Merck.

Foreign Agricultural Service. FAS conducts quarterly meetings with staff from Trade and Capacity Building Division of FAS in Washington, DC. We also meet virtually with FAS overseas offices and in-person when we travel to their countries, in particular in Kenya, Bangladesh, and Vietnam. FAS have attended overseas meetings and encouraged the cooperative effort and continue to be a part of the FAEA programs. Organizations which are part of the FAEA (described above), are

achieving efficiencies from closer cooperation. FAEA members works with FAS offices located in China, South and Southeast Asia, and Africa.

**e. Explain the Overall Creativity and Uniqueness of the project.**

This project is unique in combining resources of a diverse group of MAP participants and private sector organizations and businesses which focus on a targeted set of goals not common to each organization. The project has defined a new direction in cooperation among key components of U.S. agriculture. Collectively, these cooperators represent approximately 45% of U.S. agricultural exports. The application of non-scientific barriers to trade is common to all the products represented by FAEA members. There is a need to provide in-country capacity building efforts to address these barriers and thus further expand agricultural exports. This model uniquely represents a broad section of agriculture interests that builds upon and leverages the human and financial resources currently deployed by the FAEA member organizations and FAS.

**f. Discuss the extent to which the project minimizes duplication or redundancy with existing efforts funded with base MAP funding or under other programs. If it complements or supplements ongoing efforts, explain the extent to which this project will add value to those efforts.**

The Cooperator FAEA members, along with non-cooperator members, have their independent overseas programs. This GBI project will be coordinated as appropriate with this GBI project. The combination of direct efforts under the GBI, complemented by the other independent programs, will enhance the value of the GBI as well as the programs conducted by each Cooperator and association.

## FY 2023 UES – Bangladesh

### Market Assessment Worksheet Market: Bangladesh Commodity Aggregate: FAEA

#### 1. Market Assessment

The population of Bangladesh is estimated to reach just over 168 million people by 2022<sup>10</sup>, the eighth-most populous country in the world. Nearly 22 million are estimated to live in the capital, Dhaka. Agriculture is a key sector in the economy, employing almost half of the Bangladeshi workforce. However, farming is still undertaken by small tenant farmers, and around 65% of goods produced in rural areas are consumed there, with only 35% making it to the cities. This has implications on food safety, with little knowledge nor awareness of food or feed safety issues by consumers.

The best opportunities for FAEA member products are soybeans, feed grains, and dairy products. The poultry industry is well established, but consumption is not as high as it could be. Poultry and meat imports from the U.S. are nearly non-existent. There is still room for growth in both the poultry and aquaculture sectors. Thus, the demand for soy and feed grains should continue to grow.

**Table 1. U.S. Exports of FAEA Products to Bangladesh  
(CY 2017-2021/US\$ 1,000)**

Country	Products	2017	2018	2019	2020	2021	5-Year Average
		Value	Value	Value	Value	Value	Value
Bangladesh	Soybeans & Products	\$ 434,459	\$ 454,948	\$ 411,759	\$ 524,856	\$ 500,980	\$ 465,400
Bangladesh	Feed Grains & Products	\$ 73,811	\$ 69,513	\$ 59,942	\$ 56,202	\$ 51,067	\$ 62,107
Bangladesh	Dairy Products	\$ 2,340	\$ 4,475	\$ 13,148	\$ 13,944	\$ 2,153	\$ 7,212
Bangladesh	Poultry Meat / Eggs & Products	\$ 7	\$ 15	\$ 3	\$ 4	\$ -	\$ 6
Bangladesh	Beef & Beef Products	\$ -	\$ -	\$ -	\$ -	\$ 26	\$ 5
Bangladesh	Meat Products NESOI	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bangladesh	Pork & Pork Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bangladesh	Rendered Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>FAEA PRODUCTS</b>	<b>\$ 510,617</b>	<b>\$ 528,951</b>	<b>\$ 484,852</b>	<b>\$ 595,006</b>	<b>\$ 554,226</b>	<b>\$ 534,730</b>

#### a. Focus of FAEA Efforts in Bangladesh

In 2015, Bangladesh created the Bangladesh Food Safety Authority or BFSA. The BFSA was initially given the go-ahead for 300-plus staff. However, as of 2021, the BFSA was not fully operational or staffed yet. It consisted of one Chairman, four Board Members, five Directors, and several embedded FAO consultants.

In addition to BFSA, there are an additional 20 ministries and departments and 486 agencies involved, which have responsibility for certain areas impacting food, feed, and veterinary drugs safety. Given the ongoing changes and the fact that the food, feed, and veterinary drug safety structure in Bangladesh was only just emerging, it has been a crucial time to ensure that what was being created would be fully based on science and enforce legislation through a science-based approach.

<sup>10</sup> Based on country population data from: <https://worldpopulationreview.com/>

Kansas State University (KSU), with funding from USDA, worked with BFSA on developing and training its staff. The KSU program ended in 2021. USAID has also been working with the Bangladesh Government (including BFSA) and the private sector on food and feed safety issues. They hired the International Development Group (IDG) to implement their Feed the Future Bangladesh Improving Trade and Business Enabling Environment (FTF-BITBEE) activities.

FAEA first engaged with Bangladesh in 2018 when we hired a third-party consultant to conduct a review of the country's food and feed safety laws and regulations at the end of the year. Based on that study, it was decided to develop an FAEA strategy and activity plan for the country. The FAEA Executive Director traveled to Bangladesh in January 2020 to meet with FAS Dhaka, Cooperator representatives, USAID, IDG, BFSA, Ministry of Agriculture and other regulatory agencies, and other international organizations working in the food and feed safety area. Based on the findings from that trip, in 2020, FAEA decided to:

- Hire a Bangladesh consultant to gather information on the food and feed safety developments and send monthly reports to FAEA
- Sign a 2-year MOU with the IDG to collaborate with them in implementing the USAID FTF-BITBEE activities that were of mutual interest to FAEA

Due to the onset of COVID-19 in early 2020, FAEA and IDG only conducted one joint activity during the 2020 to 2021 period. BFSA was initially thought to be the key government agency to work with. However, feedback from FAS on some of the challenges KSU had in working with BFSA (including a high rate of BFSA staff turnover and coordination of activities among the various donor agencies) and a decision by USAID to change its strategy to focus on working directly with the private sector, led us to refocus the FAEA strategy and activities for Bangladesh.

As we re-engage in 2022 and 2023, we will also focus on private sector technical training and in identifying what, if any, activities we can effectively carry out with Bangladesh Government agencies to support Codex committee issues of interest to FAEA members and/or provide guidance on WTO/SPS obligations and reporting requirements.

## **b. Summary of Food and Feed Safety Challenges**

Despite a rapidly growing population and economy, Bangladesh lacks a modern well-functioning regulatory system to support the food and agricultural system, which has impacted agricultural trade. USDA has been working with Bangladesh to increase its ability to comply with international trade standards and to develop into a productive trading partner for the U.S. and other countries.

Bangladesh's food safety policies and regulations are relatively new. The implementation, monitoring, and enforcement of the food safety regulations continue to be an area of concern for consumers, as well as businesses involved in agricultural trade, production, and processing. In terms of legislation, the Food Safety Act of 2013 is the key overarching

legislation for food safety in Bangladesh. There are over 20 government ministries and departments involved in food, feed, and veterinary drug safety, including the Ministry of Food, Ministry of Agriculture, and the Ministry of Fisheries and Livestock.

Bangladesh has been a World Trade Organization (WTO) member since January 1, 1995, and a member of GATT since December 12, 1972. Bangladesh has undertaken major reforms of the Customs Administration to facilitate trade and reduce its dependency on customs duties.

The fish and aquaculture sector do well in following food safety requirements in part because those products are exported and must meet importing country requirements. However, for meat and products, sanitation and hygiene remain a problem because many animals are slaughtered outside of slaughterhouses, for example, during religious holiday celebrations. Likewise, veterinary drug residues are a problem in poultry and milk.

BFSA sends its regulations to the Ministry of Food for publication. In the past, they did not report those to the WTO, but now they also send them to the WTO Cell (see below), which reports them to the WTO.

**WTO Cell:** The WTO Cell falls under the Ministry of Commerce and is the Government authority for reporting all relevant laws and regulations to the WTO. They tend to follow all Codex, OIE, and IPPC standards. However, enforcement of regulations is an issue that needs to be further addressed.

**Department of Livestock Services (DLS):** DLS is responsible for inspecting imported feed (DDGS, CGM, fish meal, poultry meal, and complete feeds but not soybeans/soybean meal and grains) and veterinary drugs. They currently test all imports of DDGS and CGM in the country. DDGS, CGM, soybean meal, and vet drugs are all being imported from the U.S. Virtually no beef or poultry is imported. They only allow fish and poultry meals to be imported in 25-50 kg bags instead of in bulk because they want to know who the importing and exporting companies are for tracking purposes. MBM is banned for import due to concerns about bovine (BSE) or porcine (religious prohibitions) contamination. The U.S. would like an MRL (rather than zero-tolerance) set for MBM to take into account potential residual amounts of bovine/porcine. *DLS could use assistance in laboratory training.*

**Bangladesh Standards and Testing Institution (BSTI):** BSTI is the Codex point of contact in Bangladesh, and they are the standards-setting (for both mandatory and voluntary standards) body for the country. Currently, 23 food products are imported into Bangladesh that requires BSTI certification. Poultry feed and fish feed require mandatory certification by BSTI before they can be sold in the country. They test for quality and safety, including heavy metals, antibiotics, and pesticides. They also test milk powder and follow Codex standards.

They set standards for over 4,000 products. Of those, 181 are mandatory standards, including 72 for food and ag products. The remaining standards are all voluntary

standards. They have a 60-day comment period for any new voluntary national standards that they set. They have chemical testing labs for testing both imported and domestic food. They carry out three testing activities:

1. Monitoring: Testing samples for compliance and certification
2. Voluntary testing: They test products as requested by companies to give consumers confidence and trust in the products. They will test both imported and domestically produced products.
3. Feed Ingredients: They set the standards but do not do the testing – testing is carried out by DLS, not BSTI.

*BSTI staff would be potential officials that FAEA could sponsor to Codex committee meetings and/or possibly to meetings of other international standards-setting bodies.*

### **c. Focus Sectors**

In 2022 and 2023, the focus of FAEA efforts in Bangladesh includes the following areas:

- SPS/WTO Commitments and Reporting Obligations
- Animal Feed Laboratory Testing
- Food Laboratory Testing
- Food Chain Traceability
- Slaughterhouse and Meat Processing Inspection Policies and Procedures
- Participation and engagement in Codex committee meetings

### **d. Sectors of Past FAEA Focus**

The past strategy of FAEA and our key USDA and USAID/IDG partners was to focus on assisting BFSA in staffing and training its staff. However, due to COVID-19 travel and in-person meeting restrictions, all but one activity was canceled.

## **2. Long-term Strategy in this Market**

FAEA's long-term strategy in Bangladesh is to identify needs and provide training sessions and materials to meet those needs for:

- A. **Bangladesh private and public sector stakeholders** to expand their technical knowledge and expertise in 1) food chain traceability and 2) laboratory training on animal feed quality and safety as well as human food safety, including policies and procedures for inspecting meat processing and slaughtering facilities
- B. **Bangladesh regulatory agencies and Government authorities** to improve their understanding and stress the importance of 1) compliance with WTO/SPS obligations and reporting requirements and 2) participation and engagement in Codex committee meetings

### 3. Past Performance and Evaluation Results

#### Country Progress Report: Bangladesh

##### Executive Summary:

The research was conducted in 2018/2019. In 2020, the Executive Director traveled there to assess the needs and identify potential activities to conduct or co-sponsor with partners. As a result, FAEA signed an MOU with the International Development Group (IDG – 2 years) to collaborate with them. We agreed to implement seven food safety and SPS technical assistance and education activities with IDG. However, due to COVID-19 restrictions on travel to the country, only one of those activities was implemented.

We conducted a joint activity with IDG targeting the Dhaka hotel and restaurant sector. Restaurants in Dhaka city were struggling to obtain a hygiene grade of A or higher largely because the food handlers working in those establishments do not have good awareness, knowledge, or education on Good Hygiene Practices (GHP). At the request of BFSA to address this challenge, USAID and FAEA co-sponsored a two-day training workshop conducted on 24-25 March 2021. The training course sought to give the participants knowledge, skills, and competence in HACCP food safety and good hygiene practice as per the Food Hygiene Regulation. The training included a total of 19 participants who came from various hotels and restaurants in Dhaka city.

We also hired a consultant (Alcumus Bangladesh – one-year contract) to provide monthly reports to FAEA on all developments related to food and feed safety regulations/issues as well as standards. Alcumus submitted eight monthly reports to FAEA from May-December 2020. This kept FAEA staff apprised of the food and feed safety situation in the country and helped us in planning the implementation of the USAID FTF-BITBEE activities in collaboration with IDG. As we started working closer with IDG in 2021, we did not renew our reporting contract with Alcumus since IDG was keeping us informed.

##### Overview of Constraints

**Constraint #1:** *Lack of a fully functional and staffed Bangladesh Food Safety Authority (BFSA) to carry out its mandate under the 2015 Food Safety Law*

##### Measures:

1. Bangladesh will develop the outline and responsibilities of the newly established food safety authority (BFSA).
2. The government of Bangladesh will adopt a food and feed safety model beneficial to U.S. trade.
3. FAEA will assist in the establishment of food and feed and veterinary drug regulations by the new BFSA.
4. Strengthen the FAEA relationship with the Government of Bangladesh by having the FAEA Executive Director and FAEA consultants work directly with the government on the development of the BFSA and other related agencies.

5. Advance from Stage 3 to Stage 4 along the continuum of engagement (Figure 1, above) by 2022.

### **Actual progress for 2021:**

FAEA did not make any progress on the performance measures in 2021 for the reasons explained below. After consultations with our implementing partner in Bangladesh (International Development Group or IDG) and FAS Washington staff managing food safety programs in Bangladesh, FAEA is changing its strategy, constraints, and activities for 2022 and 2023.

### **Review of Constraints, Performance Measures, and Activities:**

*Constraint #1: Lack of a fully functional and staffed Bangladesh Food Safety Authority (BFSA) to carry out its mandate under the 2015 Food Safety Law*

- We were unable to travel to and/or unable to conduct in-person training/education activities in-country due to COVID-19 related restrictions imposed by the Government of Bangladesh
- Lack of effectiveness of BFSA in carrying out their oversight and coordination mandate with the various food safety regulatory agencies due to their overlapping authorities, responsibilities, and political differences
- FAEA's limited ability to effectively engage and influence BFSA practices and organizational plans due to BFSA's frequent turnover in top leadership

FAEA began working in Bangladesh at the end of 2018 by hiring a third-party consultant to conduct a review of the country's food and feed safety laws and regulations. Based on the study and the interests of FAEA members, FAEA staff moved forward with preparing a strategy and activity plan for the country. Specifically:

In 2020 FAEA:

- Executive Director traveled to Dhaka to assess the situation and establish relationships with FAS, USAID, FAO, BFSA officials, and others involved in regulating and setting standards for food and feed safety and animal health.
- FAEA hired a consultant (Alcumus Bangladesh) in Bangladesh to:
  - provide SPS/TBT intelligence on new developments and issues.
  - Assist with implementing FAEA activities.
- FAEA signed an MOU with the International Development Group (IDG) in Bangladesh to collaborate with them in implementing SPS/TBT capacity-building activities on behalf of USAID under their FTF-BITBEE program.

In 2021:

- FAEA did not renew its contract with Alcumus because it reached its objective in 2020.
- Conducted only one of seven activities due to COVID-19 related issues that prevented FAEA and its partner from executing activities in Bangladesh

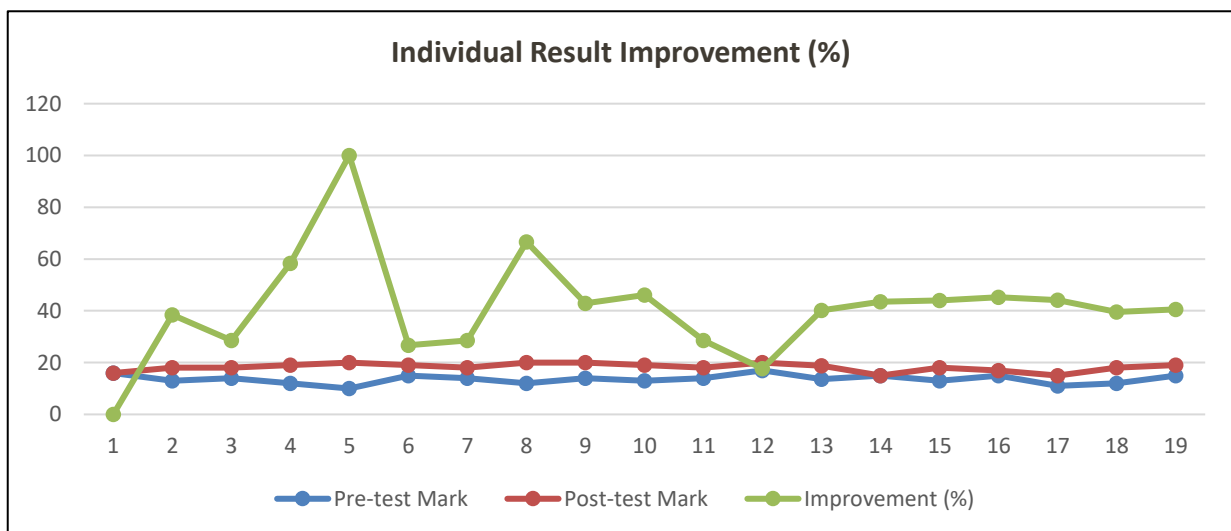


- Co-sponsored with IDG, a food hygiene activity to train and educate hotel food handlers in the proper handling and storage of perishable foods, as explained below.

A total of 19 hotel and restaurant managers and staff participated in the training workshop. Each participant completed a workshop evaluation form provided by the Feed the Future Bangladesh Improving Trade Activity. The form was comprised of two components, including "Contents of the Training and Facilitation" and "Logistics." The evaluation showed that 53 percent of participants gave the training "excellent" remarks, 38 percent gave the training "good" remarks, and only 9 percent indicated "satisfactory" remarks.



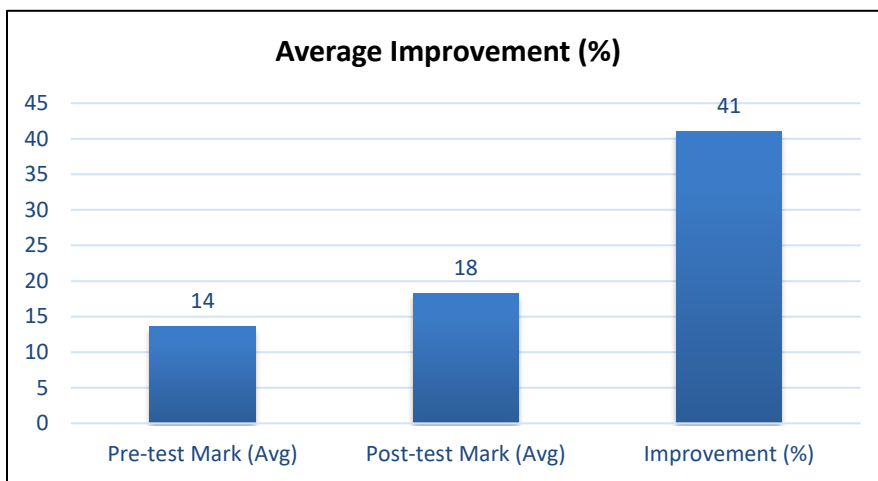
Each participant also took a pre- and post-training test to measure the improvement in test results after the training. A total of 19 participants from various hotels and restaurants



in Dhaka city took the pre-training and post-training tests. Each test had a total of 20 questions, and participants had 10 minutes to complete the test questionnaires. The pre- and post-test questionnaires were translated into Bangla for better understanding.

The lowest and highest scores in the pre-training test were 10 and 17, respectively, while that of the post-training test were 15 and 20, respectively. The lowest and highest average scores in the pre-and post-training test marks were 14 and 18, respectively. The improvement of the marks from pre-test to post-training was almost 41 percent. Therefore, a significant average improvement was observed across the various participants receiving the training.

In the pre-test, except for one (obtained 18 out of 19), all participants marked less than 70 percent of the answers correctly. On the other hand, after completing this training, most of



the participants (except two) marked over 80 percent of the answers correctly. There was a significant individual improvement observed after completion of the training.

## Lessons Learned and Future Plans:

### *Lessons Learned:*

Based on feedback from IDG, FAS staff in Washington, and their implementing organization, Kansas State University, which conducted capacity building food and feed safety programs in Bangladesh, there were institutional and administrative challenges working with BFSA that made it difficult to achieve the original objectives of helping the organization become functional, effective, and technically competent.

In 2022 FAEA is:

- Redefining its strategy and constraint to re-engage with BFSA and other organizations (e.g., USAID, USDA, Venture37, Alcumus, and FAO) that are implementing food and feed safety activities in Bangladesh. Our objective is to determine how FAEA can best focus on activities targeting the private sector and public sector in areas such as WTO/SPS compliance and obligations, meaningful participation in Codex committee meetings, food chain traceability, and food and animal feed laboratory training and accreditation. Thus, for 2022 our constraint is:

**Constraint #1:** *Lack of FAEA knowledge and understanding of the food and feed safety training needs in Bangladesh*

- FAEA is re-engaging with IDG and potentially other Bangladesh partners to shift focus away from assisting BFSA in training its staff to provide technical training to Bangladesh private and public sector animal feed and food laboratories and food processing facilities
- The ED and Codex Coordinator are traveling there to meet with FAS, IDG, USAID, Alcumus, FAO, and others to plan and implement training on WTO/SPS commitments and obligations, food chain traceability, and feed and food testing laboratory training for 2022 and 2023
- FAEA is consulting and coordinating with the FAS Washington Trade and Regulatory Capacity Building Division (TRCBD) to identify potential areas of cooperation and to prevent overlap and redundancy in our activities

In 2023 FAEA will:

- In collaboration with IDG and other potential partners, provide U.S. experts in specific areas (animal feed and food safety standards and laboratory training, WTO/SPS obligations and reporting requirements, and Codex committee engagement/participation). The experts will participate in face-to-face seminars and workshops for Bangladesh private and public laboratory staff on proper laboratory food and feed safety testing methodology and analysis; give presentations to Bangladesh government staff on WTO/SPS notification and compliance, and inform Bangladesh Codex staff on how they may be more informed and participate in Codex committee meetings of interest to FAEA members.
- Conduct travel by the ED or Codex Coordinator to Bangladesh at least one time to manage the program, provide guidance to partners, participate in capacity building activities, and evaluate the success.
- Coordinate with the various parties working on SPS/TBT capacity building issues, including FAS, USAID, Cooperator representatives, FAO, Alcumus, Venture37 (Land O'Lakes), and U.S. universities.

**Performance Measure Changes:**

FAEA will remove the following performance measures:

1. Bangladesh will develop the outline and responsibilities of the newly established food safety authority (BFSA).
2. The government of Bangladesh will adopt a food and feed safety model beneficial to U.S. trade.
3. FAEA will assist in the establishment of food and feed and veterinary drug regulations by the new BFSA.
4. Strengthen the FAEA relationship with the Government of Bangladesh by having the FAEA Executive Director and FAEA consultants work directly with the government on the development of the BFSA and other related agencies.
5. Advance from Stage 3 to Stage 4 along the continuum of engagement (Figure 1, above) by 2022.

FAEA will add two constraints and their respective performance measures:

**Constraint #1:** Lack of expertise and/or knowledge of procedures for analyzing animal feed and food to meet quality and feed/food safety standards in public and private laboratories

**Performance Measures:**

- Number of food/feed laboratories that participate in the training
- Training participants that receive a > 20% improvement over their Pre-training test scores

**Constraint #2:** Lack of expertise and/or knowledge of procedures for conducting food safety and residue inspections of dairy, meat/poultry, and/or other food products

**Performance Measures:**

1. **Number of dairy, meat, or other food processing facilities** that participate in the training program
2. **Training participants that receive a > 20% improvement** over their Pre-training test scores

**4. Export Goals**

**FAEA Combined Actual Exports (2017-2021) and Goals (2022-2026)**

Year	Value (\$1,000)
2017	510,617
2018	528,951
2019	484,852
2020	595,006
2021	554,226
2022	575,000
2023	600,000
2024	625,000
2025	650,000
2026	675,000

Year: Jan-Dec, Value \$USD 1,000

**Export Strategy Worksheet**  
**(Market: Bangladesh, Commodity Aggregate: FAEA)**

**Constraint #1:** Lack of expertise and/or knowledge of procedures for analyzing animal feed and food to meet quality and feed/food safety standards in public and private laboratories

**Description**

**I. Performance Measures (outcomes):**

1. **Number of food/feed laboratories** that participate in the training program
2. **Training participants that receive a > 20%** improvement over their Pre-training test scores

Description	Baseline Yr	Baseline Nbr	Goal Yr 1 (2023)	Goal Yr 2 (2024)	Goal Yr 3 (2025)
Number of food/feed laboratories that participate in the training	<b>2022</b>	0	4	4	4
Training participants that receive a > 20% improvement over their Pre-training test scores	<b>2022</b>	N/A	100%	100%	100%

**Strategic Response: Resources and Activities (i.e. Outputs)**  
**Activity Information for Addressing Constraint/Opportunity #1**

- A. Activity Code: M23BG#####**
- B. Activity Title: Food/Feed Safety Laboratory Training**
- C. Request: \$40,000**

**D. Activity Description:**

FAEA will work with local partners (potential partners include Alcumus and Venture37) in Bangladesh to design and implement a laboratory training program for public and private sector laboratories to improve the technical knowledge and expertise of their staff in testing and analyzing food and animal feed ingredients to test for quality, residue, and accreditation standards.

FAEA will contract with U.S.-based and/or Bangladesh technical consultants to conduct the training in Bangladesh.

**E. Expected Results/Time Frame:**

Bangladesh technical staff in feed laboratories will improve their technical expertise and testing procedures, and at least 50 percent of the laboratories will receive accreditation.

(January 2023 – December 2023)

**Export Strategy Worksheet**  
**(Market: Bangladesh, Commodity Aggregate: FAEA)**

**Constraint #2:** Lack of expertise and/or knowledge of procedures for conducting food safety and residue inspections of dairy, meat/poultry, and/or other food products

**Description**

**I. Performance Measures (outcomes):**

1. **Number of dairy and meat or other food processing facilities** that participate in the training program
2. **Training participants that receive a > 20% improvement** over their Pre-training test scores

Description	Baseline Yr	Baseline Nbr	Goal Yr 1 (2023)	Goal Yr 2 (2024)	Goal Yr 3 (2025)
Number of facilities that participate in the training	<b>2022</b>	0	4	4	4
Training participants that receive a > 20% improvement over their pre-training test scores	<b>2022</b>	N/A	100%	100%	100%

**Strategic Response: Resources and Activities (i.e. Outputs)**  
**Activity Information for Addressing Constraint/Opportunity #2**

- A. Activity Code: M23BG#####**
- B. Activity Title: Dairy and Meat/Poultry Product Laboratory and Inspection Training**
- C. Request: \$40,000**

**D. Activity Description:**

FAEA will work with local partners (potential partners include Alcumus and Venture37) in Bangladesh to design and implement a dairy and meat/poultry training program for private and public food processing facilities and laboratories to improve the technical knowledge and expertise of their staff in testing and analyzing those products to test for quality, residue, and accreditation standards.

FAEA will contract with U.S.-based and/or Bangladesh technical consultants to conduct the training in Bangladesh.

**E. Expected Results/Time Frame:**

Bangladesh technical staff in food processing facilities and laboratories will improve their technical expertise and testing procedures, and at least 50 percent of the facilities and laboratories will receive accreditation.

(January 2023 – December 2023)



## FY 2023 UES – Cambodia

### Market Assessment Worksheet Market: Cambodia Commodity Aggregate: FAEA

#### 1. Market Assessment

The population of Cambodia is estimated to reach just over 17 million people in 2022<sup>11</sup>, and agriculture is a key sector of the economy. Cambodia is a relatively small market for U.S. FAEA products when compared to the larger, more established markets of Southeast Asia. However, with a significant jump in U.S. FAEA exports to nearly \$47 million to the country in 2021, the value rose by over 53 percent from 2020 after three years of decline since 2017. Based on five years of trade data (see table below), the best opportunities for FAEA member products are soybeans, feed grains, beef, and dairy products. Poultry imports from the U.S. have remained relatively constant at just around \$120,000 per year since 2018.

**Table 1. U.S. Exports of FAEA Products to Cambodia  
(CY 2017-2021/US\$ 1,000)**

Country	Products	2017	2018	2019	2020	2021	5-Year Average
		Value	Value	Value	Value	Value	Value
Cambodia	Soybeans & Products	\$ 19,273	\$ 12,661	\$ 9,326	\$ 7,729	\$ 20,751	\$ 13,948
Cambodia	Feed Grains & Products	\$ 14,710	\$ 14,304	\$ 12,709	\$ 11,583	\$ 12,796	\$ 13,220
Cambodia	Beef & Beef Products	\$ 3,464	\$ 5,188	\$ 7,370	\$ 4,827	\$ 5,278	\$ 5,225
Cambodia	Dairy Products	\$ 1,149	\$ 1,802	\$ 2,618	\$ 6,213	\$ 7,993	\$ 3,955
Cambodia	Poultry Meat / Eggs & Products	\$ 960	\$ 122	\$ 119	\$ 117	\$ 114	\$ 286
Cambodia	Pork & Pork Products	\$ -	\$ 195	\$ 70	\$ 78	\$ 21	\$ 73
Cambodia	Meat Products NESOI	\$ 49	\$ -	\$ 89	\$ -	\$ 3	\$ 28
Cambodia	Rendered Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>FAEA PRODUCTS</b>	<b>\$ 39,605</b>	<b>\$ 34,272</b>	<b>\$ 32,301</b>	<b>\$ 30,547</b>	<b>\$ 46,956</b>	<b>\$ 36,736</b>

#### a. Focus of FAEA Efforts in Cambodia

Since 2015 - working with the U.N. FAO - the government of Cambodia developed a draft food safety policy, which FAEA had a chance to review. (Note: this policy was not released, and FAEA was one of the few outside organizations to review and comment on the law). The policy was later open for limited public comment in 2017 and was expected to be considered by Parliament for consideration in late 2017 or early 2018 but was never adopted. However, it now appears that the final draft of the law will be approved in 2022<sup>12</sup>.

The ultimate FAEA objective is to ensure that the government of Cambodia will adopt a viable and internationally acceptable food safety law and begin to draft implementing regulations as soon as 2023, if not sooner.

<sup>11</sup> Based on country population data from: <https://worldpopulationreview.com/>

<sup>12</sup> See GAIN report FAIRS Annual Country Report, [CB2021-0005, dated February 13, 2022](#).

In 2021, FAEA sponsored a virtual webinar on the "WTO Agreement on SPS Measures" for 25 Ministry of Agriculture, Forestry, and Fisheries (MAFF) officials.

### **b. Summary of Food and Feed Safety Challenges<sup>13</sup>**

It is relatively easy to import products into Cambodia. Most of the food and agriculture standards that Cambodia follows are based on Codex standards. However, Cambodia does not have the capacity to create many of its own food regulations.

Currently, food safety efforts in Cambodia are largely dictated by the Food Safety Law of 1997, the Law on Cambodia Standards of 2011, and the Law on Management of Quality and Safety of Products and Service of 2018, among others. Numerous sub-decrees have also been adopted describing how different regulations or standards are to be implemented. The country does have a newly drafted Food Safety Law, which was developed with assistance from the UN's FAO. The first draft of the law was introduced in 2015, and it has undergone iterative reviews and revisions, primarily through the Council of Ministers.

At the federal level, food safety is managed by six Cambodian ministries: Ministry of Health; Ministry of Agriculture, Forestry and Fisheries; Ministry of Tourism; Ministry of Commerce; Ministry of Industry and Handicraft; and Ministry of Economy and Finance. These six ministries have different food safety responsibilities or jurisdictions. For example, Camcontrol (Ministry of Commerce) has a broad mandate for food safety inspection of exported goods as well as local markets. The Food Safety Bureau (Ministry of Health) focuses on restaurants and similar food service establishments.

While dividing food safety responsibilities among different government agencies is not uncommon (e.g., FDA vs. USDA), there is a general consensus that Cambodian food safety efforts may sometimes be disjointed due to a lack of clarity and/or overlap in responsibilities of each Ministry. Additionally, while one Ministry may be responsible for a certain stage of production, this responsibility may be further subdivided into different departments within the Ministry itself, commonly based on the commodity (e.g., animal products, vegetables or grains, fish). Thus, some food safety efforts may be uncoordinated in certain cases and duplicative in others (e.g., different ministries may have different protocols and standards for testing similar products or samples).

### **c. Focus Sectors**

In 2022 and 2023, the focus of FAEA efforts in Cambodia will target assistance to MAFF, Ministry of Commerce, and/or Ministry of Health as they prepare regulations to implement the new Food Safety Law.

### **d. Sectors of Past FAEA Focus**

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<sup>13</sup> The bulk of this section is taken from an October 2020 report prepared by the, [“Feed the Future Innovation Lab for Food Safety”](#), supported by USAID.

The original strategy of FAEA was to assist MAFF and other relevant food regulatory agencies in implementing the Food Safety Law. However, it languished for several years without getting approved. Thus, in 2021 in coordination with FAS Washington and Hanoi staff, FAEA hired a retired USTR official to prepare and present a webinar on the WTO SPS Agreement. The presentation was done virtually, given the inability to travel to Cambodia during the Covid-19 pandemic. Twenty-five officials participated in the training.

## **2. Long-term Strategy in this Market**

FAEA's long-term strategy in Cambodia is to identify Cambodian officials' needs for training sessions and materials for preparing and implementing regulations for the new Food Safety law. FAEA will first meet with Cambodian officials and FAS representatives to identify their needs and then collaborate in preparing a roadmap of planned activities to assist in developing the regulations. We will focus on those regulations that are most relevant for our FAEA members representing the livestock, pork, beef, dairy, poultry, feed, and vet drug sectors.

## **3. Past Performance and Evaluation Results**

### **Country Progress Report: Cambodia**

#### **Executive Summary:**

In 2020 the Executive Director traveled to Cambodia on behalf of another client. While there, he met with officials from MAFF and the Ministry of Commerce (CAMCOTROL) to evaluate the status of the draft Food Safety Law. Learning that there was no near-term progress in sight for passage of the law due to various administrative and political "turf" challenges in Cambodia, it was decided to collaborate with FAS in providing assistance to the General Directorate of Agriculture under MAFF who had requested training on the WTO SPS Agreement.

FAEA hired an expert third-party consultant from the U.S. to prepare a 90-minute presentation, which she gave virtually to 25 MAFF officials in June 2021.

#### **Overview of Constraint**

**Constraint #1:** *Lack of knowledge by Cambodian Ministry of Agriculture, Forestry and Fisheries staff of the WTO/SPS agreement and notification obligations*

#### **Measures:**

1. Cambodia will adopt a viable food safety law and begin to construct the regulations in 2021.
2. The language suggested by FAEA will be incorporated into food and feed safety regulations and reflect standards and recommendations from Codex.
3. Regulations will be beneficial to trade and support U.S. agricultural exports to Cambodia

4. Advance from Stage 1 to Stage 2 along the continuum of engagement (Figure 1) by 2022.

### **Actual progress for 2021:**

The webinar was put together in collaboration with FAS staff in the Trade and Capacity Building Division, who arranged most of the logistics and details for the webinar. We did not establish any pre-training performance measures. However, one of our goals was to use this webinar as an opportunity to establish a good relationship with MAFF officials and build upon the goodwill with them to parlay the relationship into jointly developing future training opportunities with other MAFF officials responsible for the Department of Animal Production and Health.

FAEA made limited progress against the four performance measures.

1. Cambodia has started to adopt its food safety law and work on regulations for implementing the law.
2. FAEA was successful in conducting the webinar training as planned and received positive feedback from the participants about the value of the presentation. However, the MAFF officials did not follow through in providing a request for further training, nor did they introduce us to others in MAFF with whom we might offer our assistance.  
FAEA was unable to travel there to be more proactive as originally planned due to COVID-19 travel and in-country meeting restrictions.
3. Cambodians have not implemented any new food regulations that FAEA is aware of.
4. Cambodia has not advanced to Stage 2 along the continuum of engagement.

### **Review of Constraints, Performance Measures, and Activities:**

In 2020 FAEA:

- Traveled to Cambodia and met with the key officials in MAFF and the Ministry of Commerce to assess the progress in passing the new Food Safety Law.

In 2021 FAEA:

- Conducted a WTO SPS Agreement webinar (virtual) for 25 MAFF officials.

In 2022 FAEA:

- Will travel to Cambodia to re-engage with the key MAFF and other Food Safety regulatory agencies now that it appears the new Food Safety Law will be approved.
- Jointly discuss with Cambodian officials, FAS staff in Vietnam, Phnom Penh, and Washington appropriate activities to assist Cambodian authorities in drafting regulations to implement the new Food Safety law and provide support for Cambodian officials to engage and participate in relevant Codex committee meetings.
- Develop an activity plan and start implementing the activities in 2022 and 2023.

## **Lessons Learned and Future Plans:**

### *Lessons Learned:*

It is difficult to influence host country authorities to pass laws and regulations in a timely manner. The process is often complex and complicated by political, turf, and funding issues within the Cambodian government.

In 2023 FAEA will:

- Begin implementing an activity plan to assist Cambodian officials in preparing regulations for implementing its new Food Safety Law by:
  - Identifying the specific expertise needed and sponsoring U.S.-based consultants, officials, or others to provide the necessary training, materials, and other resources for training in Cambodia.
  - Sponsor officials to visit the U.S. or other countries (e.g., Vietnam) to understand how they implement food safety laws and prepare regulations.

### **Performance Measure Changes:**

FAEA will remove the following performance measures:

1. Cambodia will adopt a viable food safety law and begin to construct the regulations in 2021.
2. The language suggested by FAEA will be incorporated into food and feed safety regulations and reflect standards and recommendations from Codex.
3. Regulations will be beneficial to trade and support U.S. agricultural exports to Cambodia
4. Advance from Stage 1 to Stage 2 along the continuum of engagement (Figure 1) by 2022.

FAEA will add the following performance measures:

- Priority list of regulations prepared by 1<sup>st</sup> quarter of 2023
- Percent of priority regulations started each year
- Percent of the priority list of regulations completed

#### 4. Export Goals

##### FAEA Combined Actual Exports (2017-2021) and Goals (2022-2026)

Year	Value (\$1,000)
2017	\$39,605
2018	\$34,272
2019	\$32,301
2020	\$30,547
2021	\$46,956
2022	\$48,000
2023	\$50,000
2024	\$55,000
2025	\$60,000
2026	\$65,000

Year: Jan-Dec, Value \$USD 1,000

**Export Strategy Worksheet**  
**(Market: Cambodia, Commodity Aggregate: FAEA)**

**Constraint #1:** *Lack of expertise and/or knowledge in preparing regulations for implementing a food safety law*

**Description**

**I. Performance Measures (outcomes):**

1. **Cambodians develop a priority list of regulations** for implementing the law by the end of the first quarter of 2023
2. **Percent of regulations started** preparing each year
3. **Percent of regulations drafted** by the end of each year

Description	Baseline Yr	Baseline Nbr	Goal Yr 1 (2023)	Goal Yr 2 (2024)	Goal Yr 3 (2025)
Priority list of regulations prepared by 1 <sup>st</sup> quarter of 2023	<b>2022</b>	0	Yes	n/a	n/a
Percent of priority regulations started each year	<b>2022</b>	0	50%	100%	n/a
Percent of the priority list of regulations completed	<b>2022</b>	0	25%	75%	100%

**Strategic Response: Resources and Activities (i.e. Outputs)**  
**Activity Information for Addressing Constraint/Opportunity #1**

- A. Activity Code:** M23CB#####  
**B. Activity Title:** Training on Preparing Food Safety Regulations  
**C. Request:** \$50,000

**D. Activity Description:**

FAEA will work with FAS and Cambodians to identify a priority list of regulations for implementing the new Food Safety law. Based on the list of regulations, FAEA will then:

1. hire appropriate experts to travel to Cambodia to provide guidance, assistance, and materials to Cambodians as they draft the regulations.
2. Sponsor one or more study trips to the U.S. or other countries (e.g., Vietnam) to see how they implement and prepare regulations for their food safety laws.

**E. Expected Results/Time Frame:**

A priority list of activities is completed by the first quarter of 2023, and the Cambodians will start drafting at least 50 percent of them by the end of the year. (January 2023 – December 2023)



## FY 2023 UES – China

### Market Assessment Worksheet Market: China Commodity Aggregate: FAEA

#### 1. Market Assessment

The population of China is estimated to reach just over 1.45 billion people in 2022<sup>14</sup>, making it the most populous country in the world. China is also the largest market by far for U.S. FAEA products, averaging nearly \$15.6 billion over the past five years (see Table 1 below) and setting a new record in 2021. Based on five years of trade data, the best opportunities for FAEA member products are soybeans, feed grains, pork, dairy, beef, and poultry products.

Even though it is currently the largest market for FAEA products, there is potential for continued growth in FAEA exports to the country. Non-scientific SPS constraints and trade policy decisions have constrained U.S. exports. Recent progress in resolving the trade dispute between the U.S. and China shows promise, and FAEA will re-engage in 2022 in a more positive and impactful manner.

**Table 1. U.S. Exports of FAEA Products to China  
(CY 2017-2021/US\$ 1,000)**

Country	Products	2017	2018	2019	2020	2021	5-Year Average
		Value	Value	Value	Value	Value	Value
China	Soybeans & Products	\$ 12,255,581	\$ 3,132,508	\$ 8,010,361	\$ 14,103,282	\$ 14,136,218	\$ 10,327,590
China	Feed Grains & Products	\$ 1,348,061	\$ 891,499	\$ 559,026	\$ 2,762,266	\$ 7,497,611	\$ 2,611,693
China	Pork & Pork Products	\$ 662,277	\$ 570,902	\$ 1,300,153	\$ 2,280,399	\$ 1,697,580	\$ 1,302,262
China	Dairy Products	\$ 576,551	\$ 497,851	\$ 372,772	\$ 538,526	\$ 702,860	\$ 537,712
China	Beef & Beef Products	\$ 30,929	\$ 60,772	\$ 86,101	\$ 310,546	\$ 1,592,158	\$ 416,101
China	Poultry Meat / Eggs & Products	\$ 37,845	\$ 50,508	\$ 12,485	\$ 763,270	\$ 883,855	\$ 349,593
China	Meat Products NESOI	\$ 11,690	\$ 16,920	\$ 28,622	\$ 29,005	\$ 34,637	\$ 24,175
China	Rendered Products	\$ 44,157	\$ 27,728	\$ 17,605	\$ 10,197	\$ 8,924	\$ 21,722
<b>TOTAL</b>	<b>FAEA PRODUCTS</b>	<b>\$ 14,967,091</b>	<b>\$ 5,248,688</b>	<b>\$ 10,387,125</b>	<b>\$ 20,797,491</b>	<b>\$ 26,553,843</b>	<b>\$ 15,590,848</b>

#### a. Focus of FAEA Efforts in China

In March 2018, China announced significant changes in its food and feed safety regime. This included changes in the responsibilities and management, elimination of the General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ), and greater control of the National Health and Family Planning Commission. These changes directly affected how risk assessments are conducted, trade (imports and exports), enforcement, certification, and product safety.

Since March 2018, FAEA has been tracking the reform of Chinese state institutions, especially the formation and restructuring of the State Administration for Market Regulation (SAMR), General Administration of Customs (GAC), and the National Health Commission (NHC). Since the SAMR is a new agency for Chinese market supervision and management, details of its functional details and responsibility structures have been

<sup>14</sup> Based on country population data from: <https://worldpopulationreview.com/>

ongoing. The State Administration for Market Regulation is directly under the State Council in a leading role of ministries or equivalents.

- The Certification and Accreditation Administration of China (CAAC) and the Standardization Administration of China (SAC) still exist.
- State Administration for Industry and Commerce (SAIC), General Administration of Quality Supervision, Inspection, and Quarantine (AQSIQ), and China Food and Drug Administration (CFDA) no longer exist.
- The main duties of SAMR include:
  - Comprehensive market supervision and management, such as product quality, market order, food safety, special equipment, etc.
  - Law enforcement of market supervision and anti-monopoly.
  - Unified measurement and standardization, inspection and testing, certification and accreditation, etc.
- Division of responsibilities related to other ministries (agriculture and food-related)
  - The Ministry of Agriculture and Rural Affairs (MARA) is responsible for:
    - Quality and safety supervision and management of edible agricultural products before they enter the market. Once they enter the market, they are supervised and managed by the SAMR.
    - Supervision and management of animal and plant disease prevention and control, livestock and poultry slaughtering, and quality and safety of raw milk purchase.
  - The National Health Commission (NHC) is responsible for organizing the drafting of food safety standards, carrying out monitoring, evaluation, and exchanges of food safety risks, and undertaking the safety review of new food ingredients, food additives, and other food-related products in conjunction with the SAMR.
- The General Administration of Customs (GAC) is responsible for the supervision and management of imported food safety. If imported goods have potential safety hazards, the GAC shall notify the SAMR to take corresponding measures.
- These changes integrate the traditional Bureau of Industry and Commerce, Quality Supervision, and Food and Drug Supervision functions, including antitrust and standardization functions.

## **b. Summary of Food and Feed Safety Challenges**

FAEA is well-positioned to assist China in building its capacity to implement viable, science-based food and feed regulations so that trade in agricultural products will not be hindered by unreasonable, impractical, and unscientific regulations. The two primary organizations developing food and feed safety SPS requirements in the past were the Ministry of Health (CFDA) and the National Health and Family Planning Commission (NHFPC).

Sanitary and phytosanitary issues and trade disputes will remain the dominant obstacles to U.S. export expansion across a spectrum of products, including red meat, poultry, feed grains, soy, and dairy products. Obstacles include gaps in China's regulatory development, clarity in the required documentation, enforcement, transparency, facility

registrations, and lack of viable risk assessment practices. Although China has passed a Food Safety Law, there remain glaring problems and inconsistencies in implementation and commitment to science-based decision making, adoption of international standards, and equal treatment of imports.

FAEA does have the opportunity to shape forthcoming laws and regulations by focusing efforts on the State Administration for Markets Regulation (SAMR) and the Ministry of Agriculture and Rural Affairs (MARA).

### **c. Focus Sectors**

Due to a combination of political challenges (U.S./China trade war) and the COVID-19 pandemic, FAEA was unable to conduct activities in China in 2020 and 2021. We are planning to re-engage starting in 2022 as soon as existing COVID-19 travel and lockdown restrictions are relaxed.

### **d. Sectors of Past FAEA Focus**

China was one of the two markets that FAEA targeted after it was established in 2004. More recently, in 2017, FAEA responded to several proposed regulations by CFDA and the NHFPC. FAEA also took part in planning and sponsoring the two-week visit by the CFDA Division Directors and members from other agencies who register and certify foreign food facilities and products. FAEA also took part in food safety seminars, workshops, and events. For example, in March and April 2017, FAEA attended the multi-day CFDA food safety policy and regulatory training workshop, as well as the one-day AQSIIQ review of import regulations and processing plant certification.

In prior years, FAEA developed a working relationship with AQSIIQ and CIQA, and the three organizations jointly sponsored multi-day workshops in Xiamen, Chengdu, and Beijing on raw milk and milk products, DDGS, pork production and processing, and feed grains. These workshops attracted attendance from central government officials, local CIQ inspectors, port inspectors, and the private sector. These workshops resulted in an inter-ministerial exchange of information as top officials from the Ministry of Agriculture, Ministry of Health, Ministry of Commerce, CIQA, CIQ, and AQSIIQ have presented at these workshops and exchanged information on U.S. food and feed safety laws and regulations. FAEA has provided written comments on draft laws and regulations issued by the CFDA and the Central Committee. It should be noted that many of those draft laws and regulations were not notified to the WTO nor made public.

In January 2018, FAEA joined with the U.S.-China Agriculture and Food Partnership (AFP) to sponsor a high-level CFDA team in the U.S. for two weeks. Both 2018 and 2019 were years for internal restructuring with few new regulations related to FAEA interest. The China food safety infrastructure was hamstrung in 2019 and 2020 by various trade-related disputes, large domestic food safety outbreaks, and an outbreak of African Swine Fever (although ASF does not affect humans, there were considerable consumer

concerns that diverted attention from the basic goal of food safety), COVID-19, and staff changes within the food safety structure.

There has been good progress in 2020 and 2021 in resolving trade disputes. However, the COVID-19 pandemic has had a negative impact on global trade, economic growth, and travel. Together, these developments delayed the implementation of FAEA travel and its plan for engaging with China within two years.

## **2. Long-term Strategy in this Market**

The strategy of FAEA is to influence the government of China to adopt regulations and implement programs under the Food Safety Law and other relevant laws in a manner consistent with the World Trade Organization (WTO), science-based and provides for access for U.S. exports of feed grains, dairy, beef, pork, soy, poultry, and production inputs.

Our objectives include working with China to develop a viable and transparent food recall infrastructure and clarify how U.S. exporters are to comply with the various laws and regulations currently in force, which are not in harmony with the requirements of the Food Safety Law and other relevant laws and regulations. The new trade agreement between the U.S. and China will provide a platform for FAEA to address SPS and TBT constraints, which may continue to restrict trade.

## **3. Past Performance and Evaluation Results**

### **Country Progress Report: China**

#### **Executive Summary:**

Due to COVID-19 travel and meeting restrictions, FAEA did not conduct any activities in China from 2020 – 2021.

#### **Overview of Constraint**

**Constraint #1:** *Limited ability to shape food and feed safety laws and regulations by engaging with the Ministry of Agriculture and Rural Affairs (MARA)/State Administration for Market Regulation (SAMR), General Administration of Customs (GAC), and the National Health Commission (NHC) to plan and conduct activities in China.*

#### **Measures:**

1. China will develop a series of viable food safety regulations under the 2015 Food Safety Law, which includes recommendations and language as proposed by FAEA.
2. Regulations adopted by China will reference Codex standards and recommendations as a basis for food safety. FAEA promotes the adoption of Codex standards as part of our written and oral comments to regulators.
3. China will adopt a viable food safety recall procedure that is focused on consumer protection and processing improvement rather than only punitive action.

4. China will start to implement and enforce greater food safety and live animal health standards in its wet markets.
5. Advance from Stage 2 to Stage 3 along the continuum of engagement (Figure 1) by 2022.

### **Actual progress for 2020-2022:**

We were unable to conduct activities in China over the past two years and make any progress in meeting the above performance measures.

### **Review of Constraints, Performance Measures, and Activities:**

In 2022, FAEA will:

- Hire a U.S. or China-based consultant to assist in preparing and implementing an activity plan for 2023
- Travel to China (assuming COVID-19 restrictions and lockdowns are relaxed) to re-engage with FAS China staff and key Chinese food and feed regulatory safety officials to get concurrence on the plan and start implementing activities in 2023

### **Lessons Learned and Future Plans:**

#### *Lessons Learned:*

China is arguably the most important market for FAEA members in terms of the size of the market for exports of FAEA member products as well as the potential for mitigating food and feed safety constraints that restrict additional trade. However, past political problems (U.S./China trade war) and travel restrictions (due to COVID-19) have prevented FAEA from implementing activities in the country. Thus, it is important to re-engage and establish good contacts, partners, and/or representatives within China so that we maintain an ongoing presence there for planning and implementing activities.

In 2023 FAEA will:

- Develop and implement an activity plan to support China's relatively new food and feed safety agencies in developing science- and risk-based food and feed safety regulations that will allow unrestricted exports of U.S. meat, poultry, dairy, and animal feed products or other inputs.
  - Identify, interview, and hire a U.S. or China-based consultant to develop solid working relationships with appropriate Chinese regulatory officials and recommend, plan, and implement training and education activities to influence the development of unrestrictive food and feed safety regulations.
  - Begin implementing three or more activities in China.

### **Performance Measure Changes:**

FAEA will remove the following performance measures:

1. China will develop a series of viable food safety regulations under the 2015 Food Safety Law, which includes recommendations and language as proposed by FAEA.

2. Regulations adopted by China will reference Codex standards and recommendations as a basis for food safety. FAEA promotes the adoption of Codex standards as part of our written and oral comments to regulators.
3. China will adopt a viable food safety recall procedure that is focused on consumer protection and processing improvement rather than only punitive action.
4. China will start to implement and enforce greater food safety and live animal health standards in its wet markets.
5. Advance from Stage 2 to Stage 3 along the continuum of engagement (Figure 1) by 2022.

FAEA will add the following constraint and performance measures:

**Constraint #1:** *Lack of FAEA partners and a representative to assist in establishing and building relationships with and in implementing training and assistance activities to meet the needs of Chinese food and feed safety regulatory agencies.*

1. **MARA & State Administration for Market Regulation (SAMR)**, General Administration of Customs (GAC), and the National Health Commission (NHC) concur with activity plan & help with implementation
2. **Percent of successful activities** (i.e., that meet or exceed stated goals & objectives)

#### 4. Export Goals

##### FAEA Combined Actual Exports (2017-2021) and Goals (2022-2026)

Year	Value (\$1,000)
2017	\$ 14,967,091
2018	\$ 5,248,688
2019	\$ 10,387,125
2020	\$ 20,797,491
2021	\$ 26,553,843
2022	\$ 27,000,000
2023	\$ 30,000,000
2024	\$ 33,000,000
2025	\$ 38,000,000
2026	\$ 43,000,000

Year: Jan-Dec, Value \$USD 1,000

**Export Strategy Worksheet  
(Market: China, Commodity Aggregate: FAEA)**

**Constraint #1:** *Lack of FAEA partners and a representative to assist in establishing and building relationships with and implementing training and assistance activities to meet the needs of Chinese food and feed safety regulatory agencies.*

**Description**

**I. Performance Measures (outcomes):**

1. **MARA & State Administration for Market Regulation (SAMR),** General Administration of Customs (GAC), and the National Health Commission (NHC) concur with activity plan & help with implementation
2. **Percent of successful activities** (i.e., that meet or exceed stated goals & objectives)

Description	Base-line Yr	Base-line Nbr	Goal Yr 1 (2023)	Goal Yr 2 (2024)	Goal Yr 3 (2025)
MARA & State Administration for Market Regulation (SAMR), General Administration of Customs (GAC), and the National Health Commission (NHC) concur with activity plan & help with implementation	<b>2022</b>	0	All agencies concur & help implement 3 activities	All agencies make changes to relevant regs & help implement 3 more activities	All agencies make changes to relevant regs & help implement 3 more activities
Percent of activities that meet goals/objectives	<b>2022</b>	0	100%	100%	100%

**Strategic Response: Resources and Activities (i.e. Outputs)**  
**Activity Information for Addressing Constraint/Opportunity #1**

- A. Activity Code:** M23CH#####  
**B. Activity Title:** Hire China-Based Consultant or Representative  
**C. Request:** \$80,000 (\$60,000 for Consultant; \$20,000 for activities)

**D. Activity Description:**

FAEA will hire a U.S. or China-based consultant to assist FAEA in preparing a strategy and activity plan for implementing FAEA activities in 2023. The FAEA and the consultant will then:

1. Consult with the Chinese regulatory agencies (Ministry of Agriculture and Rural Affairs (MARA), State Administration for Market Regulation (SAMR), General Administration of Customs (GAC), and the National Health Commission (NHC) to get their concurrence with the activity plan and seek their help with implementation
2. Prepare and begin implementing the activity plan
  - a. Start implementing at least three activities in 2023 and every year thereafter.

**E. Expected Results/Time Frame:**

A priority list of activities is completed by the first quarter of 2023; one or more activities are started no later than July 1, and three are started before the end of the year. (January 2023 – December 2023)



## FY 2023 UES – Kenya

### Market Assessment Worksheet Market: Kenya Commodity Aggregate: FAEA

#### 1. Market Assessment

The population of Kenya (the 26<sup>th</sup> most populous country in the world) is estimated to reach 56 million people in 2022<sup>15</sup>. Kenya also has a fast-growing middle class and expanding food service and food retail sector.

During the past five years (2017 - 2021), U.S. exports of FAEA products averaged \$9.2 million, achieving a high of \$13.7 million in 2017. U.S. feed grains are by far the largest FAEA product imported by Kenya, accounting for 98 percent of FAEA imports on average since 2017.

**Table 1. U.S. Exports of FAEA Products to Kenya  
(CY 2017-2021/US\$ 1,000)**

Country	Products	2017	2018	2019	2020	2021	5-Year Average
		Value	Value	Value	Value	Value	Value
Kenya	Feed Grains & Products	\$ 13,573	\$ 10,031	\$ 3,696	\$ 4,879	\$ 13,099	\$ 9,056
Kenya	Dairy Products	\$ 48	\$ -	\$ 213	\$ 103	\$ 104	\$ 94
Kenya	Poultry Meat / Eggs & Products	\$ 86	\$ 180	\$ 81	\$ 20	\$ 63	\$ 86
Kenya	Soybeans & Products	\$ -	\$ 27	\$ -	\$ -	\$ -	\$ 5
Kenya	Meat Products NESOI	\$ -	\$ -	\$ -	\$ 5	\$ -	\$ 1
Kenya	Beef & Beef Products	\$ 4	\$ -	\$ -	\$ -	\$ -	\$ 1
Kenya	Pork & Pork Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Kenya	Rendered Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>FAEA PRODUCTS</b>	<b>\$ 13,711</b>	<b>\$ 10,238</b>	<b>\$ 3,990</b>	<b>\$ 5,007</b>	<b>\$ 13,266</b>	<b>\$ 9,242</b>

However, relative to other FAEA target markets, Kenya ranks at the bottom of the list for exports of products represented by FAEA members. This is mainly because Kenya maintains relatively high import duties on products including poultry and red meats and feed ingredient imports in part to protect against competition with domestic production. Kenya's ban on genetically engineered feeds also limits access to U.S. soy and feed grains. While the high duties and non-GMO import policy are constraining imports of U.S. products into the country, the elimination or mitigation of those constraints should lead to a substantial opportunity for U.S. feed ingredients, dairy products, and meat/poultry imports.

There were some positive changes in 2021 and 2022 to relax the duty on some feed ingredients because of a shortage in feed due to drought in Kenya and most recently due to the high cost of feed ingredients worldwide and also because of the reduction of feed wheat and corn exports from the Ukraine and Russia. However, beef and poultry prices remain relatively high, the supply of livestock (cattle, goats, sheep, and swine) is not adequate to meet demand, and slaughtering and meat processing facilities do not have an adequate, consistent supply of animals to operate efficiently at full capacity.

<sup>15</sup> Based on country population data from: <https://worldpopulationreview.com/>

### **a. Focus of FAEA Efforts in Kenya**

FAEA began its engagement with the Government of Kenya (GOK) in 2019. In 2019, FAEA sponsored a visit to Washington, DC, for nine key Ministry and Parliamentarian officials to learn about the U.S. regulatory food safety framework. As a result, they requested that FAEA assist them in drafting new Food Safety Legislation and subsequent implementation regulations.

In 2021 and 2022, FAEA worked with various Kenyan ministries and Parliament representatives to draft and pass a new Food Safety Law. The goal is to work to establish the general food and feed safety infrastructure structure that will not only strengthen domestic food policy and enforcement in Kenya but may eliminate or ease trade constraints on U.S. goods as harmonization takes place across the numerous countries in East Africa.

### **b. Summary of Food and Feed Safety Challenges**

Kenya is developing new food and feed safety infrastructure to streamline its food safety policy, draft a new food/feed safety law, and prepare regulations to implement the new law. The GOK recognizes that imports are important to help maintain reasonable food prices and improve food safety and food quality for Kenyan consumers as well as for buyers of Kenya's exported food (including meat). Thus, in 2019 and 2020, the GOK approached FAEA to assist in the development of a new food and feed safety policy and law for the country.

Today food and feed safety are spread between several ministries and organizations, and thus there are conflicting directions and measures by which domestic processors and importers must abide by. The Ministry of Agriculture, Livestock, Fisheries, & Co-operatives (MALFC) is the lead organization on food and feed safety, and the Ministry of Health also plays a major role, primarily in public health. The Ministry of Trade and Industrialization and the Ministry of East African Community and Regional Development also are involved.

### **c. Focus Sectors**

FAEA will continue to focus on the animal feed, livestock production, and food (beef, poultry, and dairy) processing sectors. Animal feed prices are high due to relatively high import duties, restrictions on imports of GMO feed ingredients, and drought that has impacted the domestic production of grass on domestic pastureland where most of the beef is produced. There is very little modern, vertically integrated poultry and swine production except for a few companies. Thus, trade policies tend to protect the inefficient production of those animals by restricting imports. There is also a need for better animal genetics. Good cold chain infrastructure is also lacking.

### **d. Sectors of Past FAEA Focus**

FAEA has focused on both the animal feed and livestock products (beef, pork, poultry, and dairy) sectors. Kenya lacks transparent, modern, and science-based feed and food safety policies. Thus, FAEA has assisted the GOK in drafting a new food safety policy and law.

## **2. Long-term Strategy in this Market**

The ultimate objective of this project is to:

- assist the GOK in finalizing its food safety policy and sponsoring activities to draft new food safety legislation that will ultimately lead to a more science and risk-based approach to ensuring that Kenyan consumers can have access to safe food and feed, both domestic and imported.
- Assist the GOK in ensuring that food and feed is safe and work with it to consolidate a regulatory infrastructure to address food and feed safety practices as well as adopt/enforce WTO-compliant SPS, TBT standards and Codex MRLs when it comes to the domestic production and import of food and feed products and veterinary drugs.
- Facilitate Kenya to be recognized as a leader in the larger East Africa through the adoption of science-based SPS/food safety laws and regulations, which will be held up as an example for other countries in the region to follow.

FAEA will play a significant role in drafting the law, promoting its passage, and providing technical experts and guidance in preparing the implementation regulations and conducting capacity-building training activities.

FAEA members and Kenya officials will maintain an open channel of communication, which will facilitate ongoing improvement in Kenya's regulatory implementation in accordance with international standards. The FAEA PC will establish and manage a monthly reporting schedule to gather and analyze intelligence from the FAEA contracted consultant in Nairobi. This will keep FAEA abreast of progress in passing the legislation and implementing regulations as well as any new SPS and TBT developments in the country.

## **3. Past Performance and Evaluation Results**

### **Country Progress Report: Kenya**

#### **Executive Summary:**

FAEA conducted five activities in Kenya in the amount of approximately \$232,000, representing about 88 percent of total worldwide GBI expenditures for FAEA in 2021. The remaining 12% of funds were used in Bangladesh and Cambodia. We focused on Kenya for two reasons: first, we were able to plan and execute activities there because we hired an in-country representative to coordinate activities since we were unable to travel there until December 2021. Secondly, due to COVID-19 travel and meeting-related restrictions in other markets, we were not able to conduct activities in those target markets as

originally planned, leading to budget amendments to shift funds from those markets to Kenya.

Most of the FAEA expenditures covered the fees of the local representative plus travel and per diem costs of conducting several workshops held outside of Nairobi. Those workshops were for GOK officials to meet in a hotel venue where new food safety policies and legislation were drafted. After completion of two Technical Working Group (TWG) meetings conducted during the year, the policy was finalized, and the first draft of the legislation was completed.

In September 2021, FAEA sponsored county consultations in 46 of Kenya's 47 counties, where the draft law was discussed with county-level officials and private sector stakeholders to give them an opportunity to provide feedback and comments. That same month, the TWG reconvened and revised the draft legislative language based on feedback from the county consultations. In December, the FAEA Executive Director and the North American Meat Institute's (NAMI) FAEA Board member traveled to Kenya to meet with FAS Nairobi, the FAEA local representative, the Principal Secretary from the Ministry of Agriculture, Livestock, Fisheries, & Co-operatives (MALFC) leading the project, TWG members from the various other Ministries and Agencies, private sector stakeholders in the meat and feed sector, and other organizations implementing capacity-building activities in Kenya. We discussed plans for finalizing the draft legislation and reviewing the constitutional validation process required before the draft law is submitted to Parliament for review and passage.

In 2022, FAEA and others sponsored the validation process where the draft law was shared with the general public via newspaper publications and a public meeting in Nairobi that was also conducted for virtual participation. The TWG reviewed and considered comments from the validation process and presented the results to the Council of Governors (COG) for their review. We are now waiting for the report from the COG to go to the Ministries, where the final step is for the Cabinet Secretaries to sign off on the legislation and submit it to Parliament. This will mark the end of Phase I of the project.

In 2022, FAEA:

- Is starting to implement Phase II of the project using Emerging Markets Program (EMP) funding. FAS approved approximately \$321,000 in EMP funds to cover 1-2 more years of fees for the in-country representative and to start implementing capacity-building training activities for GOK regulatory agencies. (EMP funds were also used to cover some of the expenses of the validation process noted above.)
- Will work with the regulatory agencies to identify and prioritize the training needs of the relevant agencies.
- Will prepare a Roadmap for implementing the capacity-building training activities in 2022 and 2023.
- The ED and/or Codex Coordinator will travel to Kenya up to three times in 2022 to meet with FAS Nairobi, the in-country representative, Government of Kenya Ministry officials, and private sector stakeholders to manage and participate in Phase II and monitor the passage of the food safety law.

## Overview of Constraint

**Constraint #1:** *Lack of a modern, transparent, science- and risk-based Food Safety Law to guide the nation in improving the safety of animal feed and the livestock, poultry and dairy products imported into and produced in Kenya*

### Measures:

1. Kenya will draft the new Food Safety law in 2021 and begin putting implementing regulations in place
2. The government of Kenya will have adopted a coordinated food safety regulatory framework modeled after the U.S. system
3. FAEA will assist in the establishment of food and feed safety and veterinary drug regulations
4. Strengthen the FAEA relationship with the Government of Kenya by having the FAEA Executive Director and FAEA consultants work directly with the government on the passage of the law and development of the implementing regulations.
5. Advance from Stage 3 to Stage 4 along the continuum of engagement (Figure 1) by 2022.

### Actual progress for 2020-2022:

Performance measure #1 was not met in 2021. The draft language for the Law was finalized in the first half of 2022, but it has not yet been submitted to the Parliament. The Kenyan government rarely met its deadlines for conducting Technical Working Group (TWG) meetings where the draft legislation language was being developed and revised. But the most serious and lengthy delay was due to the Ministry of Health's lack of support for the entire process. They were actually supporting another proposed bill that was introduced by a private Parliament member. However, the FAEA's Ministry of Agriculture leader was able to work at high levels within the Kenya Government and Parliament to get the Ministry of Health on board. We expect the law to be submitted by June 2022.

PM #2 was essentially met insofar as the overall Food Safety Policy that forms the foundation for the law was revised and accepted by the Kenya Government Ministries with input provided by FAEA and relevant U.S. regulatory agencies.

PM's #3, 4, and 5 have not been met since the legislation has not yet been submitted to and passed by Parliament.

### Review of Constraints, Performance Measures, and Activities:

In 2021 and 2022: FAEA was successful in conducting several activities that resulted in the completion of the draft food safety policy and law at the end of 2021. However, there were a number of delays that prevented the law from being finalized and submitted to Parliament before the end of 2021. One of the major delays was the lack of support and participation by the Ministry of Health (MOH) in the early stages of the process. At the time, there were mid-level staff and perhaps higher level MOH officials who were

supporting a separate bill (prepared and submitted by a Parliament "private member"). It took several months before the internal politics between MOH and MALFC were able to come to an agreement to support the new policy and bill and to continue proceedings.

Other delays were simply due to the lack of Government agencies and staff meetings on a regular basis to do the necessary work. The entire process was hampered by the lack of any GOK funding to cover the cost of even some basic travel expenses by GOK staff that would normally be paid from the relevant Ministry budgets. Thus, when FAEA was unable or unwilling to cover some of these expenses, the GOK would seek supplemental funding from other donors.

## **Lessons Learned and Future Plans:**

### *Lessons Learned:*

**Meeting Deadlines:** The GOK does not have a good track record of the meeting agreed-upon deadlines and due dates.

**GOK Budget Limitations:** The GOK does not have much if any, funds to contribute to the cost of travel-related expenses or other activity-related costs. Their primary and seemingly only contributions are in the form of staff time spent planning and participating in the activities.

**Other Donors:** There are other donors who are willing and able to contribute funds for conducting the activities, e.g., TradeMark East Africa and the Danish Embassy. However, FAEA must be careful to ensure that organizations such as those do not alter the overall objective of influencing the development of a law and regulations that are based on science and risk.

**Eligible Program Expenses:** The GOK did not initially understand what program expenses FAEA is able and not able to cover. We had to explain which expenses are eligible and reasonable to be paid under the MAP and EMP programs. We often still must clarify what expenses we will pay.

In 2023:

EMP funding for conducting activities in Kenya is available through the end of 2023. However, we expect that most of it will be utilized in 2022, and we will need GBI funding to complete our planned Phase II and Phase III activities in 2022 and 2023. Phase II activities will focus on training and capacity-building activities to meet the needs of the GOK regulatory agencies and staff. Assuming the Food Safety Law is passed, we will then start implementing Phase III. This Phase will focus on assisting the GOK in preparing food and feed safety regulations for implementing the law.

## **Performance Measure Changes:**

FAEA will remove the following performance measures:

1. Kenya will draft the new Food Safety law in 2021 and begin putting implementing regulations in place
2. The government of Kenya will have adopted a coordinated food safety regulatory framework modeled after the U.S. system
3. FAEA will assist in the establishment of food and feed safety and veterinary drug regulations
4. Strengthen the FAEA relationship with the Government of Kenya by having the FAEA Executive Director and FAEA consultants work directly with the government on the passage of the law and development of the implementing regulations.
5. Advance from Stage 3 to Stage 4 along the continuum of engagement (Figure 1) by 2022.

FAEA will add two new constraints with new performance measures:

**Constraint #1:** *Lack of knowledge and understanding by GOK regulatory staff in identifying, establishing, evaluating, and enforcing the appropriate safety standards and inspection processes to ensure the safety of animal feed and human consumption of meat, poultry, and dairy products*

1. **Knowledge and understanding of regulatory staff** are improved based on comparing pre- and post-training test scores
2. **Regulatory agencies establish periodic training and evaluation programs** for their respective programs based on training sessions sponsored by FAEA
3. **Success by Food Business Operators (FBO)** in passing food and feed safety inspections

**Constraint #2:** *Lack of knowledge and experience by GOK regulatory staff in preparing regulations for the new food safety law*

1. **Regulatory agencies identify new regulations** that must be written to implement the food safety law
2. **Regulatory agencies begin drafting new regulations**
3. **Percent of New Regulations that are completed**

#### 4. Export Goals

##### FAEA Combined Actual Exports (2017-2021) and Goals (2022-2026)

Year	Value (\$1,000)
2017	\$ 13,711
2018	\$ 10,238
2019	\$ 3,990
2020	\$ 5,007
2021	\$ 13,266
2022	\$ 15,000
2023	\$ 20,000
2024	\$ 22,000
2025	\$ 25,000
2026	\$ 30,000

Year: Jan-Dec, Value \$USD 1,000



**Export Strategy Worksheet  
(Market: Kenya, Commodity Aggregate: FAEA)**

**Constraint #1:** *Lack of knowledge and understanding by GOK regulatory staff in identifying, establishing, evaluating, and enforcing the appropriate safety standards and inspection processes to ensure the safety of animal feed and human consumption of meat, poultry, and dairy products*

**Description**

**I. Performance Measures (outcomes):**

1. **Knowledge and understanding of regulatory staff** are improved based on comparing pre- and post-training test scores
2. **Regulatory agencies establish periodic training and evaluation programs** for their respective programs based on training sessions sponsored by FAEA
3. **Success by Food Business Operators (FBO)** in passing food and feed safety inspections

Description	Baseline Yr	Baseline Nbr	Goal Yr 1 (2023)	Goal Yr 2 (2024)	Goal Yr 3 (2025)
Improvement between pre- and post-training test scores	<b>2022</b>	0	20%	20%	20%
New training programs	<b>2022</b>	0	3	2	1
Percent of FBO's that pass inspections	<b>2022</b>	0	75%	85%	90%

**Strategic Response: Resources and Activities (i.e. Outputs)**  
**Activity Information for Addressing Constraint/Opportunity #1**

**A. Activity Code:** M23KE#####

**B. Activity Title:** Conduct Food and Feed Safety Training Programs

**C. Request:** \$0 (These activities will be funded with EMP funds)

**D. Activity Description:**

FAEA will hire local Kenyan or U.S.-based consultants to conduct capacity-building training programs in Kenya and/or bring teams to the U.S. to see how food and feed safety standards and inspection processes are implemented and enforced. The specific types of training activities will be determined in 2022 based on the needs and priorities identified by the relevant Kenyan regulatory authorities and identified in a "Roadmap" that will be jointly prepared by FAEA in consultation with the GOK.

**E. Expected Results/Time Frame:**

A priority list of activities is completed by the third quarter of 2022, and four or more activities are completed before the end of 2023. (January 2023 – December 2023)

**Constraint #2:** *Lack of knowledge and experience by GOK regulatory staff in preparing regulations for the new food safety law*

**Description**

**I. Performance Measures (outcomes):**

1. **Regulatory agencies identify new regulations** that must be written to implement the food safety law
2. **Regulatory agencies begin drafting new regulations**
3. **Percent of New Regulations that are completed**

<b>Description</b>	<b>Baseline Yr</b>	<b>Baseline Nbr</b>	<b>Goal Yr 1 (2023)</b>	<b>Goal Yr 2 (2024)</b>	<b>Goal Yr 3 (2025)</b>
Regulatory agencies identify new regulations that must be written to implement the food safety law	<b>2022</b>	0	Yes	Yes	Yes
Percent of Regulatory agencies that begin drafting new regulations	<b>2022</b>	0	75%	100%	100%
Percent of new regulations that are completed	<b>2022</b>	0	50%	75%	100%

**Strategic Response: Resources and Activities (i.e. Outputs)**  
**Activity Information for Addressing Constraint/Opportunity #2**

- 1. Activity Code: M23KE#####**
- 2. Activity Title: Preparing Food and Feed Safety Regulations**
- 3. Request: \$60,000**

**4. Activity Description:**

FAEA will hire local Kenyan and/or U.S.-based consultants to assist GOK regulatory officials in drafting food and feed safety regulations to implement the new food safety bill. The specific regulations will be identified and prioritized after the new food safety bill is approved by Parliament. Specific training activities will be determined in 2022 based on the needs and priorities identified by the relevant Kenyan regulatory authorities and identified in a "Roadmap" that will be jointly prepared by FAEA in consultation with the GOK.

**5. Expected Results/Time Frame:**

A priority list of regulations is completed within three months after the food safety bill is passed, and work begins on drafting regulations within two months after that (January 2023 – December 2023).

## FY 2023 UES – Nigeria and Ghana

### Market Assessment Worksheet Market: Nigeria and Ghana Commodity Aggregate: FAEA

#### 1. Market Assessment

The population of Nigeria and Ghana is estimated to reach over 215 million and 32 million, respectively, in 2022<sup>16</sup>, and Nigeria is the sixth most populous country in the world. Although Nigeria has nearly seven times the population of Ghana, Ghana is a much better market for FAEA products in part because Nigeria is closed to the importation of U.S. poultry, red meats, and pork compared to the more open Ghana market. However, it should be noted that some products imported into Ghana are then transshipped to Nigeria to avoid Nigeria's trade barriers.

Poultry, dairy, and soybeans account for the bulk of FAEA exports to Ghana, while feed ingredients (feed grains, soy, and rendered products) and dairy products make up the majority of FAEA exports to Nigeria. Many FAEA members have identified Nigeria and Ghana as priority markets where positive changes in the food and feed safety laws could lead to greater access and exports.

**Table 1. U.S. Exports of FAEA Products to Nigeria  
(CY 2017-2021/US\$ 1,000)**

Country	Products	2017	2018	2019	2020	2021	5-Year Average
		Value	Value	Value	Value	Value	Value
Nigeria	Feed Grains & Products	\$ 33,708	\$ 13,728	\$ 930	\$ 8,779	\$ 1,577	\$ 11,744
Nigeria	Soybeans & Products	\$ 89	\$ 15,484	\$ 4,599	\$ 12,210	\$ 379	\$ 6,552
Nigeria	Dairy Products	\$ 5,938	\$ 6,291	\$ 5,364	\$ 6,019	\$ 5,409	\$ 5,804
Nigeria	Rendered Products	\$ 6,115	\$ 7,292	\$ 1,540	\$ 2,288	\$ 77	\$ 3,462
Nigeria	Poultry Meat / Eggs & Products	\$ 1,578	\$ 58	\$ 77	\$ 214	\$ 85	\$ 402
Nigeria	Meat Products NESOI	\$ 92	\$ 7	\$ 206	\$ 459	\$ 1,017	\$ 356
Nigeria	Beef & Beef Products	\$ 46	\$ 203	\$ 313	\$ 71	\$ 26	\$ 132
Nigeria	Pork & Pork Products	\$ 85	\$ 80	\$ 110	\$ -	\$ -	\$ 55
<b>TOTAL</b>	<b>FAEA PRODUCTS</b>	<b>\$ 47,651</b>	<b>\$ 43,143</b>	<b>\$ 13,139</b>	<b>\$ 30,040</b>	<b>\$ 8,570</b>	<b>\$ 28,509</b>

**Table 2. U.S. Exports of FAEA Products to Ghana  
(CY 2017-2021/US\$ 1,000)**

Country	Products	2017	2018	2019	2020	2021	5-Year Average
		Value	Value	Value	Value	Value	Value
Ghana	Poultry Meat / Eggs & Products	\$ 52,966	\$ 44,887	\$ 57,091	\$ 54,932	\$ 92,548	\$ 60,485
Ghana	Dairy Products	\$ 1,302	\$ 2,461	\$ 5,128	\$ 10,361	\$ 6,501	\$ 5,151
Ghana	Soybeans & Products	\$ 1,758	\$ 4,613	\$ 151	\$ 3,700	\$ 11,258	\$ 4,296
Ghana	Feed Grains & Products	\$ 2,484	\$ 845	\$ 1,208	\$ 919	\$ 759	\$ 1,243
Ghana	Beef & Beef Products	\$ 318	\$ 437	\$ 570	\$ 35	\$ 107	\$ 293
Ghana	Meat Products NESOI	\$ -	\$ 4	\$ -	\$ 58	\$ 71	\$ 27
Ghana	Pork & Pork Products	\$ 3	\$ 7	\$ 6	\$ 6	\$ 29	\$ 10
Ghana	Rendered Products	\$ -	\$ -	\$ 6	\$ -	\$ 35	\$ 8
<b>TOTAL</b>	<b>FAEA PRODUCTS</b>	<b>\$ 58,831</b>	<b>\$ 53,254</b>	<b>\$ 64,160</b>	<b>\$ 70,011</b>	<b>\$ 111,308</b>	<b>\$ 71,513</b>

<sup>16</sup> Based on country population data from: <https://worldpopulationreview.com/>

### **a. Focus of FAEA Efforts in Nigeria and Ghana**

The FAEA focus on **Nigeria** has been on getting new food safety legislation passed. On January 27, 2015, the government of Nigeria inaugurated: 1) an Inter-Ministerial Committee on Food Safety (IMCFS) and 2) a National Food Safety Management Committee (NFSMC). These two committees are charged with developing policies and regulations which will enable the country to harmonize food safety practices and meet international obligations regarding food and feed trade. With the election of a new government, this effort was delayed until April 2017. FAEA engaged with the various committees and attended policy and legal planning conferences in 2016 and 2017.

As of April 2018, a draft food safety law had been validated by all relevant stakeholders and endorsed by the ministries of Health, Agriculture, Trade, Environment, and Science and Technology. The draft bill was approved by the Federal Executive Council and sent to the National Assembly for consideration. However, there has been no progress in passing the food safety legislation since then.

The **Ghanaian** market continues to offer many opportunities for U.S. exporters of bulk and consumer-ready food products and remains a key access point for entry into the West African regional market. The Economic Community of West Africa States (ECOWAS), of which Ghana is a member, has announced that member states in the sub-region would, from January 2015 forward, adopt common import tariffs and SPS standards. Thus, Ghana's infrastructure and relatively friendly business climate make the country a primary import and transshipment point for all ten ECOWAS nations. This key position will allow Ghana to propose and set the base for food and feed safety regulations adopted by ECOWAS.

FAEA has completed work with the government of Ghana on the Meat Inspection Regulations, the Food Safety Law, the ECOWAS live animal trade protocol, and has advanced the Veterinary Law and the Animal Production Law. However, we are uncertain of what more can be done to strengthen domestic laws and regulations that may constrain U.S. exports.

FAEA will continue efforts to assist Nigeria and Ghana in developing regulations that are science-based, transparent, and favorable to trade once we can confirm that their respective laws are in place and we can influence the development of regulations that will have a positive impact on imports of FAEA products.

### **b. Summary of Food and Feed Safety Challenges**

**Nigeria** is closed to the importation of U.S. poultry, red meats, and pork but does import corn, soybean products, and dairy products. Food and feed are relatively expensive and has contributed to food inflation and shortages. Smuggling of food into the country is at high levels, and this poor handling of goods compromises food safety.

**Ghana** is more open than Nigeria, but more progress can be made in improving their food and feed safety and animal production laws and regulations.

### **c. Focus Sectors**

In 2022, FAEA will travel to both countries to meet with the FAS staff, FAEA member representatives, Government officials and other stakeholders in the feed and livestock sectors to determine the status of the various food, feed, and animal laws and regulations. Our objective is to identify what, if anything, FAEA can do to either influence progress in passing laws and implementing regulations.

### **d. Sectors of Past FAEA Focus**

In **Nigeria**, FAEA's focus has been on assisting with the drafting and passage of new food safety regulations. In **Ghana**, FAEA assisted with strengthening meat inspection regulations.

## **2. Long-term Strategy in this Market**

In **Nigeria**, sanitary and phytosanitary issues and non-science-based closures to trade remain the dominant obstacles to U.S. export expansion across a spectrum of products, including red meat, pork, poultry, feed grains, and dairy products. In the case of poultry, pork, and beef, all imports are banned. Obstacles include gaps in Nigeria's regulatory development, documentation, implementation, science-based regulations, and risk assessment capabilities. In some cases, there are no laws or regulations in place which deal with specific issues related to food and feed production and safety (e.g., veterinary laws). Promoting the use of international standards has been a key theme of the FAEA's long-term strategy.

In **Ghana**, almost all food and feed imports face obstacles, including gaps in Ghana's regulatory development and risk assessment capabilities. Although Ghana is open to U.S. poultry, pork, dairy, beef, feed grains, and vet drugs, uncertainty over SPS requirements and enforcement has limited imports. A new veterinary law clarifies the constraints to trade and helps remove such arbitrary and non-scientific barriers.

In 2019, FAEA worked with the Ministry of Agriculture and Rural Development to develop a meat inspection regulation. This regulation will assist in strengthening food safety and animal welfare and set standards for meat and poultry products. FAEA focused on regulatory development under the new laws and continued to assist the Ministry where appropriate.

The remaining law which FAEA would like to address is the adoption of the drafted Animal Production Law. If that is passed, FAEA will follow up with travel there to meet with officials to determine how FAEA can best assist with the implementation of the law and subsequent regulations.

## **3. Past Performance and Evaluation Results**

## Country Progress Report:

**Executive Summary:** FAEA has not conducted any activities in Nigeria and Ghana since 2018 and 2019, respectively. Now that countries are re-opening for travel and meetings, FAEA needs to revisit these markets to determine what, if any, follow-up work would be beneficial to gaining greater access for FAEA member products.

### Measures:

#### Nigeria

1. Nigeria will adopt regulations under the food policy framework, which contains FAEA recommended language that is consistent with Nigeria's WTO obligations.
2. That Nigeria will open the market for U.S. poultry, beef, and pork and expand their imports of feed grains, soy, and dairy products.
3. Advance from Stage 3 to Stage 4 along the continuum of engagement (Figure 1) by 2022.

#### Ghana

1. The Ghana Parliament will adopt an animal production law no later than the first half of 2021, which will contain language and provisions suggested by FAEA.
2. Ghana government officials will develop regulations under the laws which are WTO consistent and contain suggested language from the FAEA.
3. That non-science-based constraints to U.S. exports will be reduced or eliminated to allow greater trade in red meats, dairy, and soy.
4. Advance from Stage 3 to Stage 4 along the continuum of engagement (Figure 1) by 2022.

### Actual progress for 2021:

#### **Nigeria:**

None of the performance measures have been met. As of 2022, Nigeria has not passed its food safety law, and thus, regulations are not being prepared. Nigeria has not opened its market to imports of poultry, beef, and pork. It has not advanced to Stage along the continuum of engagement.

#### **Ghana:**

None of the performance measures have been met. Parliament has not adopted the animal production law, and regulations are thus not being developed. Constraints to U.S. exports of meat, dairy, and soy remain in place. Ghana has not advanced to Stage 4 along the continuum of engagement.

### Review of Constraint, Performance Measures, and Activities:

We are removing the previous constraints because it is beyond FAEA's control to influence the actions of the respective government administrative and legislative leaders in passing laws and the timetables for doing so. The same can be said for their progress in removing trade barriers. Although those are our ultimate goals, those successes are more dependent on negotiations between U.S. government authorities and those of Nigeria and Ghana.



## Learned and Future Plans:

### *Lessons Learned:*

It is difficult to influence host country authorities to pass laws and regulations in a timely manner. The process is often complex and complicated by political issues, turf battles, and funding constraints that FAEA has no control over.

In 2021, FAEA met virtually with the FAS officers covering both countries. We noted the need to visit both countries to assess the current situation regarding market access barriers for FAEA products. It was decided that FAEA would travel there during the last half of 2022 to conduct the assessment. Based on the assessments, FAEA will decide whether we can do anything to influence progress in the relevant laws and regulations. If so, we will develop a plan for implementation in late 2022 and 2023.

### **Performance Measure Changes:**

FAEA will remove the following performance measures:

#### Nigeria

1. Nigeria will adopt regulations under the food policy framework, which contains FAEA recommended language that is consistent with Nigeria's WTO obligations.
2. That Nigeria will open the market for U.S. poultry, beef, and pork and expand their imports of feed grains, soy, and dairy products.
3. Advance from Stage 3 to Stage 4 along the continuum of engagement (Figure 1) by 2022.

#### Ghana

4. The Ghana Parliament will adopt an animal production law no later than the first half of 2021, which will contain language and provisions suggested by FAEA.
5. Ghana government officials will develop regulations under the laws which are WTO consistent and contain suggested language from the FAEA.
6. That non-science-based constraints to U.S. exports will be reduced or eliminated to allow greater trade in red meats, dairy, and soy.
7. Advance from Stage 3 to Stage 4 along the continuum of engagement (Figure 1) by 2022.

FAEA will add the following constraint and performance measures:

**Constraint #1:** *Lack of knowledge on the status of the various food and feed safety and animal production laws and lack of a plan for engagement*

1. Prepare and implement an engagement plan for each country
2. Sponsor delegates to Codex Committee meetings

#### 4. Export Goals

##### FAEA Combined Actual Exports (2017-2021) and Goals (2022-2026)

Nigeria			Ghana	
Year	Value (\$1,000)		Year	Value (\$1,000)
2017	\$ 47,651		2017	\$ 58,831
2018	\$ 43,143		2018	\$ 53,254
2019	\$ 13,139		2019	\$ 64,160
2020	\$ 30,040		2020	\$ 70,011
2021	\$ 8,570		2021	\$ 111,308
2022	\$ 20,000		2022	\$ 115,000
2023	\$ 25,000		2023	\$ 120,000
2024	\$ 30,000		2024	\$ 130,000
2025	\$ 35,000		2025	\$ 140,000
2026	\$ 40,000		2026	\$ 150,000

Year: Jan-Dec, Value \$USD 1,000

**Export Strategy Worksheet**  
**(Market: Nigeria and Ghana, Commodity Aggregate: FAEA)**

**Constraint #1:** *Lack of knowledge on the status of the various food and feed safety and animal production laws and lack of a plan for engagement*

**Description**

**I. Performance Measures (outcomes):**

1. **Prepare and implement an engagement plan** for Nigeria and Ghana in 2023
2. **Sponsor delegates to Codex Committee meetings** in 2023

Description	Baseline Yr	Baseline Nbr	Goal Yr 1 (2023)	Goal Yr 2 (2024)	Goal Yr 3 (2025)
Prepare and implement an engagement plan for each country	<b>2022</b>	Prepare 2 plans	TBD	TBD	TBD
Sponsor delegates to Codex Committee meeting	<b>2022</b>	0	2	2	2

**Strategic Response: Resources and Activities (i.e. Outputs)**  
**Activity Information for Addressing Constraint/Opportunity #1**

- A. Activity Code:** M23NI#####
- B. Activity Title:** **Develop/Implement Food/Feed Safety Engagement Plan for Nigeria and Ghana and Sponsor Delegates to Appropriate Codex Committee Meetings**

**C. Request:** **\$25,000** (includes \$10,000 for Codex meeting sponsorship)

**D. Activity Description:**

- In Nigeria, gather intelligence, analyze and report on developments and any progress by the IMCFS and the NFSMC, and define when FAEA needs to intervene by providing information or sending consultants to work with the committee(s).
- In Ghana, gather intelligence, analyze and report on developments and any progress in passing the Animal Production Law and implementing regulations to

determine when and how FAEA can best assist and intervene by providing information or sending consultants to work with the appropriate officials.

- Sponsor one individual from Nigeria and possibly Ghana to attend one or more Codex committee meetings.

**E. Expected Results/Timeframe:**

An engagement plan will be developed by the end of 2022 and implemented in 2023 (January 2023 – December 2023).

### BUDGET SUMMARY – TOTAL PROJECT FOR CY2023

Country & Project	MAP / GBI	Industry Cash <sup>17</sup>	Industry G&S	Foreign TPC	GRAND TOTAL
Bangladesh Food Safety Regulations	\$80,000			\$10,000	<b>\$90,000</b>
Cambodia Food and Feed Safety Regulations	\$50,000				<b>\$50,000</b>
China Food and Feed Safety Regulations	\$80,000				<b>\$80,000</b>
Kenya Food Safety Law & Regulations	\$60,000			\$10,000	<b>\$70,000</b>
Nigeria & Ghana Food Safety Law Follow-up	\$25,000	\$10,000			<b>\$35,000</b>
FAEA Management & Administration	\$0	\$125,000	\$10,000		<b>\$135,000</b>
<b>GRAND TOTAL</b>	<b>\$295,000</b>	<b>\$135,000</b>	<b>\$10,000</b>	<b>\$20,000</b>	<b>\$460,000</b>

<sup>17</sup> FAEA 2023 member cash contributions of \$135,000 (\$108,000 (\$12,000 per member) plus \$27,000 carryover). Contribution rate is 32% = ((\$135,000 (cash) + \$10,000 (Goods & Services))/ \$460,000).