



**Minutes of FAEA Board Meeting  
July 12, 2022  
8:00 am – 11:00 am Eastern Time  
U.S. Grains Council Office, Washington, DC**

FAEA Board Chairman Jim Sutter called the meeting to order. Minutes of the November 15, 2021 meeting were approved without any discussion or corrections.

**Nick Gardner made a motion to approve the minutes and Greg Tyler seconded the motion.**

The following Board member representatives were present:

U.S. Soybean Export Council (USSEC)	Jim Sutter
U.S. Soybean Export Council	Doug Winter
U.S. Soybean Export Council	Rosalind Leeck
U.S. Grains Council (USGC)	Kurt Shultz
U.S. Grains Council	Sam Clemence
Elanco	Jessie Sevcik
Merck	Amelia Breinig (via zoom)
National Pork Producers Council (NPPC)	Trachelle Carr
North American Renderers Association (NARA)	Kent Swisher
North American Renderers Association	Dana Johnson Downing
U.S. Dairy Export Council (USDEC)	Nick Gardner
USA Poultry and Egg Export Council (USAPEEC)	Greg Tyler
Food & Agriculture Export Alliance (FAEA)	Kent Sisson
Food & Agriculture Export Alliance	Rita Kishore
Food & Agriculture Export Alliance	Rosida Nababan

The U.S. Meat Export Federation (USMEF) was unable to attend.

### **Update on 2022 FAEA Activities**

#### **1. Membership Changes & Recruiting New Members**

After the July 2021 Board meeting, FAEA reached out to six organizations to inquire about their interest in joining the FAEA. The United States Meat Export Federation (USMEF) and North American Renderers Association (NARA) joined FAEA. The North American Meat Institute decided to drop its membership in 2022. They recently reorganized and are focusing priorities and resources on their Protein PACT initiative for sustainability in the U.S. protein sector.

The American Feed Industry Association indicated an interest in joining subject to reviewing their budget situation. FAEA staff will contact them again to get a final decision. One member recommended contacting Constance, the CEO of AFIA. Some members identified additional organizations to approach for membership. For example, the Pet Food Institute and others.

2. Country Specific Activities: Kent Sisson gave an update on FAEA activities since November 2021(see Appendix A for presentation slides).

a. Bangladesh

Rita and Kent traveled to Bangladesh in May 2022. They met with staff from FAS, USAID/International Development Group (IDG), Land O lakes (Venture37), FAO, and various Bangladesh Government Agencies to talk with them about training needs and potential implementing partners. Many donor and implementing organizations are working in Bangladesh and FAEA does not want to duplicate their work. FAEA is proposing two activities with partners (e.g., V37) in Bangladesh, 1) food/feed laboratory training/accreditation, and 2) a workshop to discuss food safety coordination activities between Bangladesh regulatory agencies. FAEA will meet with FAS during the next few days to discuss both proposals.

**DISCUSSION:** Kent explained how the status of the Food Safety laws in Bangladesh, Nigeria and Kenya are at different stages of being passed and implemented but are experiencing similar challenges. For example, Bangladesh passed its Food Safety law in 2015 and it is now being implemented. The Nigeria National Assembly in Parliament is now considering their law and it is hoped that it will be passed before the end of 2022. Kenya has not yet submitted its law to Parliament for consideration. However, one of the common challenges faced in each country is the lack of coordination and agreement between the various regulatory agencies on each agency's respective roles and responsibilities.

Kurt and Jim asked if there are any U.S. regulatory agencies that can coordinate a strategic workshop and bring appropriate representatives of those countries together in the U.S. Kurt suggested developing a strategy for each country. FAEA staff will consider this.

b. Kenya

The drafting of a Food Safety Policy and Law has been completed by the Kenyan Government supported by funding from FAEA over the past two years. The policy draft was submitted to the Kenya Cabinet Ministries the first week of July for submission to Parliament. FAEA staff is preparing a draft roadmap of capacity building and technical assistance activities in preparing regulations to implement the law once it passes and signed. FAEA is consulting with FAS Nairobi to conduct a Food and Feed Safety Strategic Planning Workshop in Nairobi later this year. All current work is being funded under an EMP approved project to Kent's company, SIAM Professionals, LLC. The project is approved for \$321,209 through Dec 2023. We will use FAEA funds for travel to Kenya because EMP funds were not budgeted for travel.

**DISCUSSION:** Dana asked for an explanation of the NAMI EMP funded study recommendations for Kenya. Kent explained that the original plan was to identify and recommend investment opportunities in Kenya for renovating or building a new modern slaughtering/meat processing facility that would also serve as a training center for Kenyan (and potentially other East African countries) for processing meat. However, the study identified that there are a number of structural

and logistical challenges that need to be addressed first before investment in a facility is prudent. For example, there is a lack of feed for cattle (and goats) as well as an inconsistent consistent supply of animals to keep slaughtering facilities operating efficiently and at full capacity.

Kurt mentioned that there is also a problem with feed mills. They are operating under capacity and feed prices are relatively high because Kenya restricts imports of GM corn and soy.

Nick and Greg shared how Africa in general, is very protective of their domestic livestock industries (poultry and dairy).

There is an FAS Trade mission to Kenya (Oct 31 – Nov 3) but FAEA will not participate.

Rosalind (USSEC): USSEC has been working on resolving biotech issues in Africa. She confirmed that the feed industry has problems. One of the challenges is that the people in the Cabinet level positions do not want to approve GM products for import. She is optimistic that GM imports will eventually be approved and believes once Kenya approves GM imports, other East African nations will follow.

c. Nigeria

Kent traveled to Abuja to join an FAS Trade and Regulatory Capacity Building Division (TRCBD) team meeting with Nigerian Gov't and private sector organizations involved in food and feed safety regulation. The purpose of the trip was to get an update on the status of the passage of their Food Safety and Quality Bill. It is now under consideration by the Nigerian National Assembly (Parliament) and is expected to pass by the end of this year if all goes as planned. FAEA wanted to ascertain whether we have a role in advocating passage of the Bill (e.g, working through the Nigerian Economic Summit Group (NESG) which functions as a bridge/lobbying organization between the private sector and the Nigerian government). FAEA will meet with TRCBD later today to discuss next steps in partnering with them on activities in Nigeria, including identifying potential capacity building training activities and assistance in drafting regulations to implement the bill. All efforts will be collaborated with TRCBD.

Kent also met with the USSEC Soy Excellence Center (SEC) mission staff and members while they were in Nigeria at the same time. U.S. Soybean Export Council Chairman, Doug Winter was on the team and presented his observations to the Board about Nigeria in terms of its development as a market for feed/soy ingredients, and the work USSEC is doing there with emphasis on the SEC activities (see notes below under, "Member Priorities").

d. Cambodia

FAEA provided WTO/SPS training to Cambodia in 2021. We hired a former USTR official to give a virtual presentation to Ministry of Agriculture and Fisheries (MAFF) officials explaining WTO/SPS notification and reporting obligations. FAEA has asked Cambodian MAFF and other Government officials for their interests in additional training before we develop a plan for implementing capacity activities in the country. Kent will travel to Singapore for another client

in September 2022 and will then travel to Cambodia to meet with the FAS Cambodian staff member and others to assess the situation there for conducting FAEA activities and the status of their new food safety law.

e. Vietnam

The training workshop to be conducted by FAEA, USGC and USSEC on implementing their recent Animal Husbandry Law and guiding regulations in livestock and animal feed was canceled since implementation of the law is progressing smoothly. Kent will be in Ho Chi Minh City during August 2022 on business for another client and will check with the FAS Office there on any new developments or opportunities for FAEA activities in Vietnam.

f. China

No travel or activities are planned for China this year due to Covid related travel and quarantine restrictions. Kent said that he will travel to China as soon it lifts restrictions. Kent will meet Chinese & U.S. regulatory (APHIS, FSIS, FDA) agencies to assess training and education needs, and to possibly identify potential contractors to keep FAEA apprised of food/feed safety developments in real time. FAEA interviewed a former FAS staff person (Mae Jie) who is now in the U.S. She may be able to keep FAEA updated on developments on an ad-hoc basis. One member, (Rosalind) noted that she has worked with Mae Jie in the past and that she is very well connected and knowledgeable about the food safety situation in China.

**DISCUSSION:** The general consensus from the members was that there is not much that FAEA can do at this time to add value to what is already being done in China. Most members have staff in China and are able to provide regular updates and intel on developments in the animal feed and food safety area.

Nick and Kurt both expressed reservations about hiring an in-country consultant for China given the staff resources that members already have in place and that can be called upon to assist FAEA if information is needed. Greg noted that USAPEEC has been back in the market and re-opened their office there as well.

g. Codex and Technical Assistance

Rita participated virtually in a number of Codex committee meetings since the last November Board meeting. We are assessing the need for assisting key African nations in participating in virtual Codex committee meetings. Rita participates in the monthly FICC meeting. While in Bangladesh in May, Rita and Kent met with the Bangladesh Standards and Testing Institute (BSTI). BSTI is responsible for Bangladesh Codex activities. FAEA encouraged Bangladesh to be active in Codex. FAEA also explained the importance of maintaining science-based decision making in Codex. FAEA continues to work with its members and the US Codex office to assess needs and activities for target markets in Africa, South Asia, and Southeast Asia. Rita reached out to USDA's Agriculture Research Service (ARS) scientists regarding potential laboratory training activities. ARS connected FAEA with various scientists around the U.S. and Rita will meet with

them to discuss how we can collaborate with this network of experts in conducting lab training activities in FAEA target markets.

## Member Priorities

### 1. USSEC

- a. Doug Winter, USSEC Board of Directors Chairman, travelled to Nigeria and Egypt as part of a Soy Excellence Center (SEC) team. He shared his observations on Nigeria and the work by the SEC. Key points included:
  - i. Nigeria has a very young population and its literacy rate is very high
  - ii. Nigerian consumption of poultry and eggs is relatively low compared to other countries, so there is a great opportunity to expand the market for poultry feed if they are able to increase poultry production
  - iii. Nigeria has good potential for increasing their grain and animal production however, there are many challenges to overcome including lack of foreign exchange for use in importing agriculture inputs/products including feed ingredients.
  - iv. SEC is funded mostly with ATP funds. The Centers serve as regional hubs for professional development and training to facilitate growth and development in the food and agriculture sectors with courses, workshops and seminars
    - Besides Nigeria, the SEC has centers in Egypt, Thailand (Southeast Asia), and Honduras (Americas).
    - SEC is developing a live training course. The participants receive a certificate - which is very important to those participating.
- b. Jim Sutter said that although USSEC funds its SEC's with ATP funds, it hopes to continue with other funds once the ATP funding expires. He said that Nigeria is a future growth market. Jim noted that protein consumption in Africa is low and it would be useful to determine the level of protein consumption and constraints to stimulating growth and demand. For example, it might be useful to identify where in the country they could build their protein industries. Perhaps there is a role for FAEA to facilitate the development of the protein production sector in Nigeria and other Africa countries. FAEA should also consider how it may help to counter the non-science-based EU influence on food and feed safety laws and regulations, for example, the recent "precautionary principal" mentioned in the latest CCAFRICA food safety paper.
- c. In Bangladesh and Pakistan, it is important for FAEA to partner with other organizations to do work there
- d. Cambodia has a large WISSH aquaculture program (CAST) and FAEA can partner with them
- e. Vietnam - FAEA should keep monitoring the need for future activities
- f. China - is an important market but FAEA probably cannot add much value there
- g. Codex - Rosalind said USSEC is very interested in supporting Codex and keeping track of what is happening in Codex Committees & setting MRL standards

## **2. USGC**

- a. Africa and South Asia – Feed grains have market access challenges due to lack of acceptance of GM produced feed – these are the biggest constraints to exports
  - i. USGC has centers for excellence in Morocco and Tunisia on poultry development and other development programs
  - ii. Cold chain is important to further long-term development of the poultry sector
  - iii. In Kenya, USGC is working with AKAFEM (Kenya feed mill association) on their strategic plan
  - iv. Nigeria, Ghana, and Bangladesh are all of interest to USGC
- b. China - agrees with other members that FAEA opportunities to influence change may be minimal
- c. Vietnam and Cambodia - FAEA should be more engaged to influence long-term growth and demand for FAEA products

## **3. USAPEEC**

- a. Africa - market access issues are the biggest constraints (a lot of imported products go to Benin before going to other countries). The host Governments protect small farmers that engage in backyard poultry production.
- b. Nigeria - important market but must overcome market access constraints
- c. Ghana - poultry has access
- d. Senegal - completely shut out – their export cert must be in French
- e. Bangladesh – has an office in India now and is looking more at South Asian markets
- f. Pakistan - no access but it has a strong poultry industry
- g. Cambodia - do have some access but lack of transparency in import system (products typically go to Singapore before transshipment to Cambodia) due in part to cold chain limitations
- h. Vietnam and China – not sure FAEA can do much more there

## **4. USDEC**

- a. Kenya - increasing interest in Kenyan market, but tariff issues make exporting difficult. USDEC is supporting and trying to facilitate development of a school milk program there.
- b. Nigeria - USDEC is interested in the market but US does not export any milk or milk products to Nigeria because EU developed a competing dairy industry there
- c. China - is a priority market but FAEA must be realistic about what it can accomplish there
- d. Cambodia and Vietnam – still interested
- e. Codex - a big focus for USDEC and important for FAEA. FAEA can add value in CCAFRICA on food safety.
- f. Pakistan and Bangladesh – interested in monitoring the situation there but currently not big markets.

## **5. NPPC**

- a. Kenya is not a priority but NPPC is interested in the NAMI EMP livestock and meat processing project
- b. Nigeria – pork industry just gained access for sausages, but greater access is needed for other products

- c. Vietnam - a big market for pork – there are some tariff issues that they are working on
- d. Philippines - huge and important market for NPPC – Univ of Minnesota EMP program is addressing African Swine Fever problem. Just starting to work on that and are part of the FAS trade mission there. Import tariffs are a constraint.
- e. China - an uphill battle
- f. Codex - NPPC has a person heavily involved with the Codex veterinary drug committee

## **6. Elanco**

- a. Africa - Kenya is important by itself but also as a regional leader. Also interested in the NAMI EMP project that has been taken over by the US Livestock Genetics Export, Inc. (USLGE). Recommends that FAEA continue to collaborate with USLGE on the project.
- b. Asia - Bangladesh is the least developed market but it is important for FAEA to keep involved. Susceptible to EU influence. Elanco is expanding its team there.
- c. Cambodia - is in a prime spot to start improving their food and feed safety laws as livestock production is growing there.
- d. Vietnam - is a more open version of China. There is growth in processing and investment, so Elanco wants to be active there. FAEA should maintain its presence.
- e. China - has no process for establishing MRL's for drugs and pesticides.
- f. Codex – MRL process is very important to Elanco for CCASIA and CCAFRICA. FAEA needs to help Asia and Africa coordinate their Codex positions.

## **7. Merck Animal Health**

- a. Merck priorities have not changed much since the November meeting
- b. Kenya - has a lot of influence in Africa, therefore is an important market for FAEA
- c. Cambodia - the animal health law is changing
- d. Vietnam - there is good growth there and FAEA should continue to monitor the market for opportunities and/or constraints
- e. Codex - need FAEA support for adoption of Codex standards across all markets

## **8. NARA**

- a. Pet food and aquaculture feed are their big products (aquaculture feed replacing fish meal)
- b. Singapore - one of their biggest markets
- c. China - an important market for NARA. BSE ban has not been lifted for imports of rendered products. There are market access issues remaining in China.
- d. Indonesia - NARA's biggest market but there are market access and corruption issues. Indonesia does not accept a systems approach and require inspection of every plant. U.S. plants must be audited and approved for export to Indonesia, but an inspection trip has not been scheduled.
- e. Vietnam - has grown tremendously. But they don't accept ruminant feed meals.
- f. Cambodia - is a small market. NARA conducted training there to open up the industry
- g. Pakistan - no longer a market
- h. Bangladesh - was a big market at one time
- i. Ghana, Nigeria, and Kenya show good potential for future growth



## Financials and Budget

Sam provided a historical update on the FAEA budget and forecast for the future. In 2020, two additional FAEA staff members were hired. Thus, member expenditures rose and the surplus balance has declined since then. The balance will continue to fall due to staff consultant fees, inflation, increased FAEA staff international travel as markets relax COVID related travel restrictions, and an expected increase in U.S. expenses. The surplus balance at the beginning of 2022 was \$79,756. The projected 2023 budget will be \$108,000 plus a carryover of \$27,000 from previous years. However, by the end of 2024, it is projected that there will be a negative balance of -\$16,244 unless more members join and/or annual member fees (currently \$12,000) are raised.

Historically, FAS/GBI funding allocations declined as expenditure rates were low (15% - 61%). However, the expenditure rate in 2021 was 86%. FAS approved a total budget of \$275,000 for 2022 which is less than approved for previous years. Expenditures for the first half of 2022 were about \$70,000. FAEA anticipates more travel and activities in Bangladesh, Nigeria, and Cambodia during the second half of 2022 which will increase the expenditure level for the year. No expenditures are expected in China for 2022 due to the country's continued COVID 19 restrictions on travel and lock downs. FAEA requested a GBI budget of \$295,000 for 2023.

## Member Fees

Given the budget forecast for the future, Kent requested that the Board discuss raising the member fees to \$15,000.00/year. Board member comments were as follows:

1. USSEC and USGC supported the increase in fees
2. Elanco would prefer recruiting additional members but is not opposed to the increase. Jesse suggested potential recruits including AFIA, Pet food, Zoetis and Land O'Lakes/V37. Nick Gardner mentioned that Land O'Lakes interests may not align as well with the current FAEA goals and objectives. (FAEA will contact Nick before contacting V37).
3. NARA said that it could be a challenge for them to pay \$15,000. They would prefer to recruit more members.
4. Kurt said that members should be prepared to discuss this issue at the November 2022 FAEA Board meeting.

## Strategic Plan

Kent asked the members if there is a need to have a strategic plan for FAEA. Board member comments were as follows:

1. All members were supportive of the idea of a strategic plan but emphasized keeping it simple. For example, *start by doing an internal survey of FAEA members*. The general consensus was not to spend too much money on it.
2. As part of the strategic plan, FAEA should explore the Board leadership role, that is, consider a process for rotating the FAEA Chairmanship on a regular basis.



## Other Business

### 1. GBI Funds

FAEA will ask FAS about their flexibility in requiring graduation of GBI funds after a given number of years of working in a country. **(NOTE: FAEA Staff later discussed this issue with Tony Jones and Chris Jacquette at FAS. They said Mary Ponomarenko is the person that should be contacted about this. But they added that FAS is always open to extending the time in a market, if justified.)**

### 2. EMP Cold chain project by LixCap and WFLO in Africa

Kent informed the members about this project and asked them to let him know if they are interested in learning more about the project and discussing with LixCap and WFLO. USAPEEC and NPPC are interested. **(NOTE: Kent later informed WFLO/Amanda Brondy of their interest via email.)**

### 3. Additional Member Feedback

Consider bringing together key regulatory and other officials from multiple countries to share lessons learned and good practices in drafting and implementing food safety laws and regulations and sharing how they manage coordination between agencies.

The proposed draft guidelines for developing harmonized food legislation for CCAFRICA includes the Precautionary Principal (PP). The US is concerned about it and is working behind the scenes with CCAFRICA to take PP language out of the law. The industry believes the U.S. Gov't should take a more proactive and public position on it. One member said that FAEA should discuss this with the U.S. Codex office and ask them to weigh in on this issue during the next CCAFRICA meeting.

### 4. Next Board Meeting

The next FAEA Board meeting will be held **Wednesday, November 16, 2022 from 9:00 am -11:00 am, in Baltimore** the day before the November USAEDC Workshop that will be held there. Kent will send an email to members with more details closer to the date of the meeting.

Appendix A

**FA FOOD & AGRICULTURE  
FA EXPORT ALLIANCE**



July 12, 2022

1

**FAEA JULY 2022  
BOARD MEETING**

**Call to Order & Introductions**

**Approval of Previous Minutes**

**Update on 2022 Activities**

**Member Priorities**

**Budget & Financial Situation**

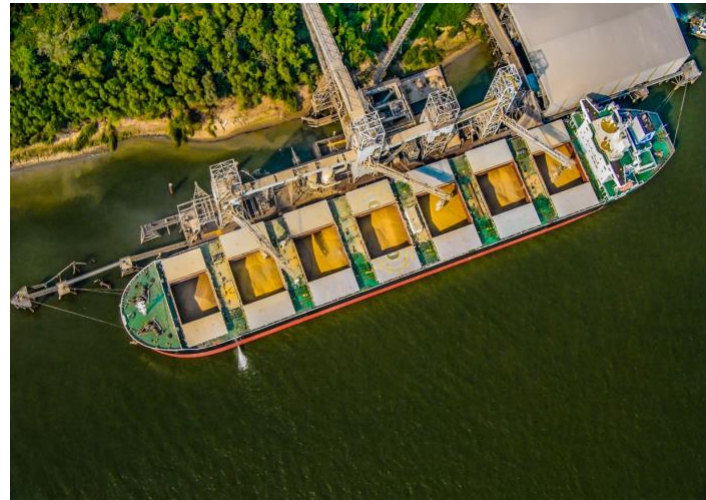
**2023 GBI Proposal**

**Other Business**

**Adjourn**

# CALL TO ORDER & INTRODUCTIONS

- *Welcome everyone!*
- *Let's go around the table and briefly introduce yourself*



July 12, 2022

2

# APPROVAL OF NOVEMBER 2021 BOARD MINUTES



*Vote on approving minutes of  
November 2021 Board meeting*

July 12, 2022

3

## MEMBERSHIP CHANGES

- *As you know, we reached out to six organizations last spring to ask about their interest in joining FAEA*
- *We are pleased that USMEF and NARA joined FAEA*
- *We are still waiting to hear from AFIA on their decision to join*
- *Unfortunately, the North American Meat Institute decided to drop its membership this year. They recently reorganized and are focusing resources on their Protein PACT initiative for sustainability in the U.S. protein sector.*

July 12, 2022



4

## **UPDATE ON 2022 ACTIVITIES**

- *Bangladesh*
- *Kenya*
- *Nigeria*
- *Cambodia*
- *Vietnam*
- *China*
- *Codex*

July 12, 2022

5

## **BANGLADESH**

- *Rita and I traveled to Dhaka in May to meet with FAS, USAID/IDG, Venture37, FAO, and other program implementors/stakeholders to determine training needs and potential implementing partners*
- *Several donors are working in the food and feed safety space so we don't want to duplicate, but rather collaborate, where possible*
  - *Key training needs are in lab testing and interagency coordination*
- *We are developing a workplan for this year and 2023*
  - *Rita is preparing proposals for 2-3 activities*

July 12, 2022

6



## KENYA

- **Food Safety Policy and Law has been completed (Phase I)**
  - **Policy moved to Cabinet last week for submission to Parliament**
  - **Law moving to Cabinet in a week or so for submission to Parliament**
- **FAEA staff preparing roadmap of activities for Phases II (capacity building training) and III (assistance in preparing regulations to implement the law once it is passed and signed)**
- **We are considering conducting a Food and Feed Safety Strategic Planning Workshop in Nairobi later this year in coordination with FAS Nairobi and others**
- **Funding for Kenya (\$321,209) is under an EMP program through Dec 2023 – FAEA funds being used for travel only**
- **NAMI EMP Livestock and Meat Processing project was completed and being handed over to U.S. Livestock Genetics for Phases II and III of their project. FAEA will follow – but not lead it**

July 12, 2022

7

# NIGERIA

- *I traveled to join an FAS Trade and Regulatory Capacity Building Division (TRCBD) team meeting with Nigerian Gov't and private sector organizations involved in food and feed safety regulation*
- *Purpose of trip:*
  - *Determine status of passage of the Food Safety and Quality Bill by Nigerian National Assembly (end of 2022, if all goes well)*
  - *Ascertain role of FAEA in advocating passage of the Bill (provide support to Nigerian Economic Summit Group - NESG) – will discuss further with TRCBD later today*
  - *Identify potential capacity building training activities and assistance in drafting regulations to implement the bill (collaborate with and support FAS TRCBD efforts)*
- *Met and joined with USSEC Soy Excellence Center mission staff and members – Doug will share his observations later*

July 12, 2022

8

## **CAMBODIA**

- ***Waiting for feedback from Ministry of Ag and Ministry of Commerce and FAS/W on needs and topics for additional training***
  - ***FAS program with Cambodia ended last Sept***
  - ***FAEA must identify and develop direct relationships with appropriate contacts in Cambodia as well as the newly hired FAS Cambodian staff member to assess needs and plan next activities***
  - ***May be opportunities to use some of the materials Rita has put together, and will develop for training of regulatory staff***
- ***Plan to travel to re-engage in mid-September when I'm in the region for another client***

July 12, 2022

9

## **VIETNAM**

- *Previously planned program was canceled for co-sponsoring (w/USGC and USSEC) three, 2-day training workshops on implementing the Animal Husbandry Law & guiding regs in livestock and animal feed – the law is being implemented smoothly according to FAS Hanoi*
- *I will travel there the first week of August on business for another client and will check with the FAS Office in Ho Chi Minh City on any new developments or opportunities*

July 12, 2022

10

## **CHINA**

- ***No travel or activities so far due to Covid related travel restrictions***
- ***Travel there ASAP after restrictions are lifted***
  - ***to meet Chinese & US regulatory (APHIS, FSIS, FDA) agencies to assess training and education needs***
  - ***to identify potential contractor to keep FAEA apprised of food/feed safety developments in real time***
    - ✓ ***We interviewed former FAS staff person who is now in the U.S. She maybe able to keep us updated on developments on an ad-hoc basis***

July 12, 2022

11

TRAVEL PLAN SUMMARY FOR 2022	FAEA Travel Plan for 2022*				
	COUNTRY	TIMING	PURPOSE	TRAVELER	CURRENT TRAVEL SITUATION
<ul style="list-style-type: none"> <li>Assumptions               <ul style="list-style-type: none"> <li>Country is open for travel, i.e., no Covid-19 quarantine requirements for fully vaccinated travelers</li> </ul> </li> <li>Primarily Exec Dir travel but other FAEA staff will travel based on need</li> <li>Will combine travel for other SIAM clients to share expenses, when possible</li> </ul>	Kenya	December-21 June-22	Evaluated program; planning activities for Phases II & III	Exec Dir	Open
	Bangladesh	May-22	Identifying activities to conduct & partners to collaborate with	Exec Dir & Codex Coordinator	Open
	Nigeria	June-22	Identifying activities to conduct & partners to collaborate with	Exec Dir	Open
	Vietnam	August-22	Consult with FAS HCMC staff to assess needs	Exec Dir	Open
	Cambodia	September-22	Re-engage with Gov't to build relationships & assess needs	Exec Dir	Open
	China	December-22	Re-engage with Gov't to build relationships & assess needs	Exec Dir	Closed
	* As of July 2022				
	Completed		Planned		Tentative

July 12, 2022

12

## CODEX & TECHNICAL ASSISTANCE

- FAEA Codex activity in 2022 included:
  - ✓ Virtual participation in some Codex committee meetings
    - 2022 Codex meetings still being held virtually for 2022
  - ✓ Assessing need for assisting key African nations in participating in virtual Codex committee meetings
  - ✓ Participating in monthly FICC meeting
  - ✓ Meeting with Bangladesh Standards and Testing Institute regarding Codex
- 2022/23:
  - ✓ Continue work with FAEA members and US Codex office to assess needs and activities for target markets in Africa, South Asia, and Southeast Asia
  - ✓ Conversation with ARS regarding laboratory training activities

July 12, 2022

13



## **MEMBER PRIORITIES**

- 1. *U.S. Soybean Export Council (including Nigeria observations)***
- 2. *U.S. Grains Council***
- 3. *USA Poultry and Egg Export Council***
- 4. *U.S. Dairy Export Council***
- 5. *National Pork Producers Council***
- 6. *Elanco***
- 7. *Merck Animal Health***
- 8. *U.S. Meat Export Federation***
- 9. *North American Renderers Association***

July 12, 2022

14

## **BUDGET & FINANCIAL SITUATION**

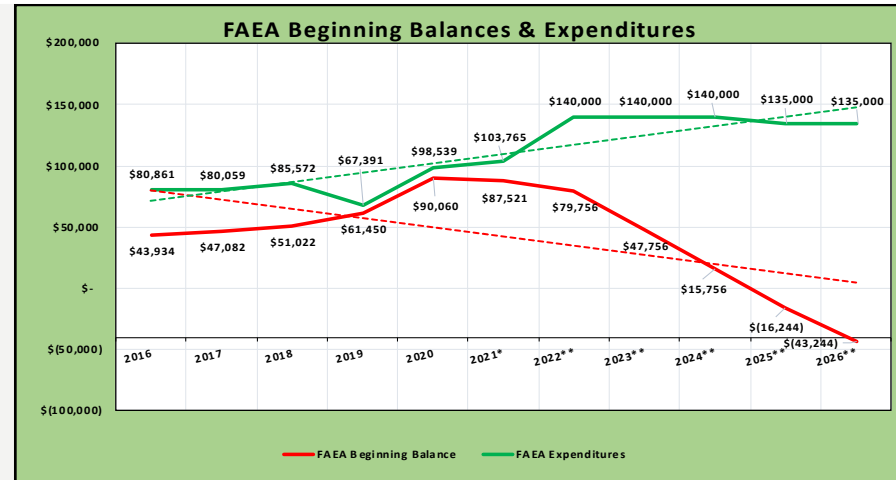
- ***MAP/GBI Funds***
- ***Member Funds***
- ***Forecast MAP/GBI & FAEA Financial Situation***
  - ***Need to consider increasing member dues for 2023***
    - ✓ ***Up from \$12,000 - \$15,000 per year***
    - ✓ ***Due to inflation, increased staff travel, and U.S. expenses***
    - ✓ ***Vote on this during November 2022 Board meeting***

July 12, 2022

15

## FAEA BUDGET/EXP FORECAST

- Historically - have built up a surplus balance
- 2021 - due to addition of 2 FAEA staff in 2020, exp's are rising and balance is falling
- 2022 - income increased due to net gain of one member but surplus balance will continue to fall due to inflation, increased staff travel, and expected increase in U.S. expenses
- Outlook – financial situation looks good thru 2023 but will have negative balance at the end of 2024



FAEA AND GBI HISTORICAL AND FORECAST BUDGETS AND EXPENDITURES

Calendar Year	FAEA			Exp Rate % (Exp/Bgt)	GBI		Exp Rate % (Exp/Bgt)
	Beginning Balance	Budget	Expenditures		Budget	Expenditures	
2016	\$ 43,934	\$ 84,000	\$ 80,861	96%	\$ 420,000	\$ 143,224	34%
2017	\$ 47,082	\$ 84,000	\$ 80,059	95%	\$ 360,000	\$ 142,747	40%
2018	\$ 51,022	\$ 96,000	\$ 85,572	89%	\$ 317,000	\$ 194,098	61%
2019	\$ 61,450	\$ 96,000	\$ 67,391	70%	\$ 347,000	\$ 129,551	37%
2020	\$ 90,060	\$ 96,000	\$ 98,539	103%	\$ 300,000	\$ 44,638	15%
2021*	\$ 87,521	\$ 96,000	\$ 103,765	108%	\$ 275,000	\$ 236,412	86%
2022**	\$ 79,756	\$ 108,000	\$ 140,000	130%	\$ 275,000	\$ 260,000	95%
2023**	\$ 47,756	\$ 108,000	\$ 140,000	130%	\$ 295,000	\$ 278,909	95%
2024**	\$ 15,756	\$ 108,000	\$ 140,000	130%	\$ 350,000	\$ 330,909	95%
2025**	\$ (16,244)	\$ 108,000	\$ 135,000	125%	\$ 375,000	\$ 354,545	95%
2026**	\$ (43,244)	\$ 108,000	\$ 135,000	125%	\$ 400,000	\$ 378,182	95%

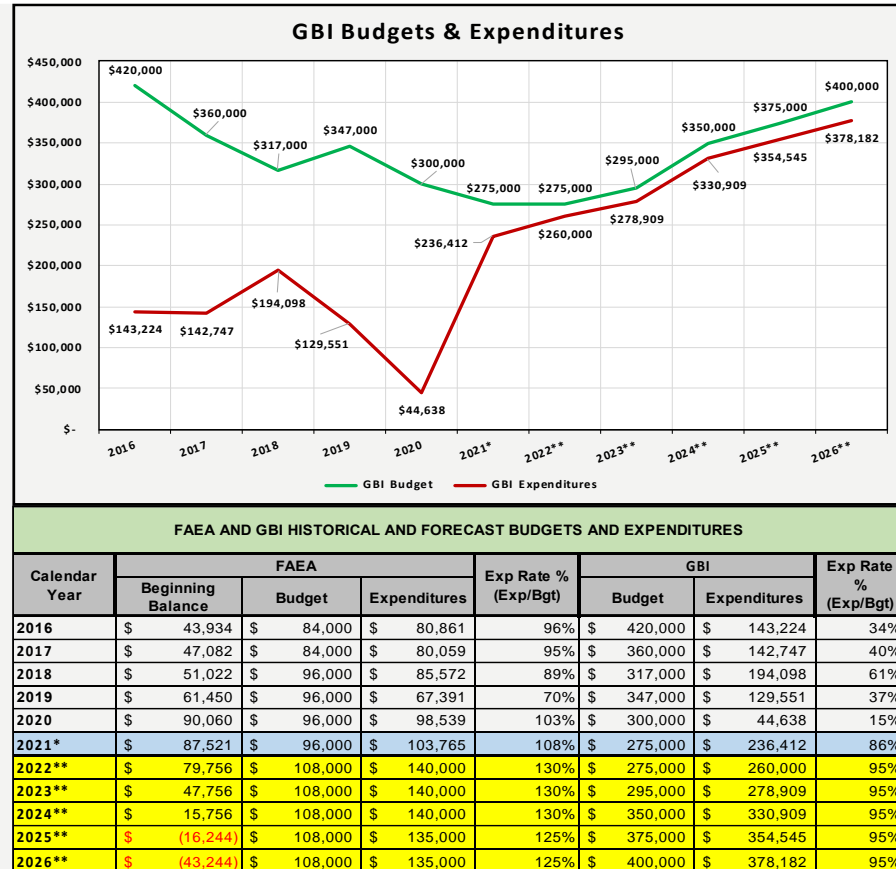
July 12, 2022

16

## GBI BUDGET/EXP FORECAST

- Historically – budget/FAS allocation has been declining as expenditure rates have been relatively low (15% - 61%)
- 2021- expenditure rate = 86%
- 2022 – FAS approved a total budget of \$275,000
- Expenditures for first half of 2022 is about \$70,000
- With more travel and activities in 2<sup>nd</sup> half of 2022 in Bangladesh, Nigeria, and possibly Cambodia, expenditures will rise

July 12, 2022



17



# FOOD & AGRICULTURE EXPORT ALLIANCE

<b>2023 GBI PROPOSAL</b>	Country & Project	MAP / GBI	Industry Cash	Industry G&S	Foreign TPC	GRAND TOTAL
	<ul style="list-style-type: none"> <li>• FAEA 2023 member cash contributions of \$135,000 (Nine members @ \$12,000 per member plus \$27,000 carryover)</li> <li>• Contribution rate is 32% = <math>((\\$135,000 \text{ (cash)} + \\$10,000 \text{ (Goods \&amp; Services)}) / \\$460,000)</math></li> <li>• * EMP funds for Kenya will remain available through 2023</li> </ul>	Bangladesh Food Safety Regulations	\$80,000			\$10,000
China Food and Feed Safety Regulations		\$80,000				\$80,000
Kenya Food Safety Law & Regulations*		\$60,000			\$10,000	\$70,000
Cambodia Food and Feed Safety Regulations		\$50,000				\$50,000
Nigeria and Ghana Food Safety Law Follow-up		\$25,000	\$10,000			\$35,000
FAEA Management & Administration		\$0	\$125,000	\$10,000		\$135,000
<b>GRAND TOTAL</b>		<b>\$295,000</b>	<b>\$135,000</b>	<b>\$10,000</b>	<b>\$20,000</b>	<b>\$460,000</b>

## **OTHER BUSINESS**

- *Should we consider preparing an FAEA strategic plan which would:*
  - *Give FAEA members more formal input into where FAEA should focus its staff and funding resources*
  - *Give FAEA staff a clearer understanding of FAEA member priorities and interests*
- *Member discussion including need, funding, etc.*

July 12, 2022

19

## OTHER BUSINESS

- **Is there any member interest in a cold chain EMP project proposed by Lix Cap in North and West Africa?**
  - *Lixia Capsia Gestionis (dba LixCap) LLC, is a U.S.-based veteran-owned small business and economic development consultancy that specializes in market analysis, agricultural infrastructure, investment facilitation, and private sector project development in emerging markets*
  - *They are partnering with the World Food Logistics Organization to submit an Emerging Markets Program (EMP) proposal to USDA to carry out a one-year study designed to build long-term demand in North and West Africa for exported agricultural and perishable products from the United States and support the American-owned Ifria cold chain development company in constructing an integrated network of sustainable food logistics infrastructure throughout the region.*
  - *Ifria is a U.S.-owned integrated cold chain development company (DevCo) that seeks to raise 120 million USD to develop and expand 10+ anchor temperature-controlled logistics assets in North and West Africa over the coming decades. The assets that Ifria intends to construct will include warehouses and on-farm modular cold storage to provide environmentally sustainable transport, handling, storage, logistics, and distribution services in the region. This infrastructure will facilitate the export of U.S. poultry and meat, as well as other perishable products from the U.S. to key markets in the region, namely Morocco, Senegal, Benin, Ghana, the Gambia, Burkina Faso, Togo, and Niger.*
  - *LixCap and WFLO are hoping to enlist the technical support of U.S. cooperator groups for this proposal and the subsequent study. The consortium is interested in speaking with cooperators that see the value in developing the North and West African cold chain to support U.S. exports into the region regarding existing trade operations and anticipated or present infrastructure needs.*
- **Let me know if you are interested and I will pass on your contact info to the LixCap people**

July 12, 2022

20



## **ADJOURN**

- *Next Board meeting November 2022 in DC the week of the November USAEDC Workshop in Baltimore (save the date for Nov 15)*
- *Thank you for your time and participation!*

July 12, 2022

21