

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

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

## INTERNATIONAL MARKETING PROGRAM

VISIT US ONLINE:  
[agr.wa.gov/international](http://agr.wa.gov/international)

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WASHINGTON STATE DEPARTMENT OF AGRICULTURE

# INTERNATIONAL MARKETING PROGRAM

Helping Washington Companies  
Expand Food and Agricultural Exports  
Around the World



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

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



Washington  
State Department of  
Agriculture

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

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



## CORE FUNCTIONS

### Export Development

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

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

### Export Assistance

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

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

### Market Access

Collaborate with partners to address market entry barriers

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

### In-Market Representatives

Local industry experts who can provide in-country information, market intelligence, and assistance with projects

In-market representatives provide coverage in:

- Japan
- Korea
- Vietnam
- Singapore
- Malaysia
- Indonesia
- Thailand
- The Philippines
- Mexico
- Central America

Project-based in-market representatives provide services for projects in various international markets. Contact WSDA staff for more information.

