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309 West Washington Street
Suite 600
Chicago, IL 60606 USA
Phone: 312.334.9200
Email: info@foodexport.org
www.foodexport.org



1617 JFK Boulevard
Suite 420
Philadelphia, PA 19103 USA
Phone: 215.829.9111
Email: info@foodexport.org
www.foodexport.org

Contact: Gina Donio, Marketing & Communications Manager
215.599.9746 | gdonio@foodexport.org

Food Export–Midwest and Food Export–Northeast Launch Summer 2025 Export Education Webinar Series

Chicago, Ill. & Philadelphia, Pa.—Food Export-Midwest and Food Export-Northeast are excited to announce their Summer 2025 Export Education Webinar Series, running from June 11 through August 20. This comprehensive lineup of live, expert-led webinars is designed to equip U.S. value-added food and agricultural suppliers with the knowledge and tools necessary to succeed in international markets.

The series will cover a range of critical topics, including market entry strategies, export documentation, international logistics, trade financing, and regulatory compliance. Each session aims to provide actionable insights to help businesses navigate the complexities of exporting and expand their global reach.

“Our mission is to empower U.S. food and agricultural suppliers by providing them with the education and resources they need to thrive in the global marketplace,” said Ben Cortese, International Marketing Program Manager at Food Export–Northeast. “These webinars are a key component of that mission, offering accessible, expert-driven content tailored to the needs of our exporters.”

The Summer 2025 series includes the following webinars:

- June 11 - Top Dog: Pet Food Exports Continue to Grow - focuses on pet food products and opportunities
- June 25 - That's an Order: Avoiding Online Frauds and Scams - financial responsibilities and tools, things to look out for / best practices
- July 9 - How to Obtain an Export Price Quotation - best practices for following up and obtaining the best export price quotation
- July 23 - Online Resources for Export Market Research - market research tools and resources
- August 6 - Becoming Export Ready: Meeting Buyer Expectations - best practices and navigating expectations when conducting meetings and following up
- August 20 - Direct or Indirect Exporting: A Guide to International Channels of Distribution - explores various entry modes for export

Each webinar will be conducted by industry experts and will include a Q&A session, allowing participants to engage directly with the presenters.

Food Export-Midwest and Food Export-Northeast are committed to fostering a culture of excellence, collaboration, and innovation. By providing high-quality educational resources, they aim to support the growth and success of U.S. exporters.

“These webinars reflect our vision of being a leading resource for U.S. food and agricultural exporters,” Cortese added. “We strive to offer programs that are not only informative but also practical and directly applicable to our participants' export endeavors.”

The webinars are free to attend, but registration is required. Interested participants can sign up for individual sessions by visiting the Food Export website: <https://www.foodexport.org/programs/exporter-education/webinars-and-video-presentations/>. Recordings of each webinar will be available on-demand for those unable to attend the live sessions.

About Food Export:

Food Export Association of the Midwest USA (Food Export–Midwest) and Food Export USA–Northeast (Food Export–Northeast) are non-profit organizations that assist U.S. companies looking to start or expand export sales. Food Export aims to maximize their success through programs and services in Export Education, Market Entry, and Market Promotion.

The organizations cooperate with the agricultural promotion agencies of its 23 member states to facilitate trade between suppliers and worldwide importers, and to promote the export of food, agricultural and seafood products from those states. The organization is funded through the Market Access Program (MAP), administered by the USDA's Foreign Agricultural Service (FAS)

To become a supplier or to learn more, please visit foodexport.org or email info@foodexport.org.

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