



November 24, 2011

Request for Proposal China and Hong Kong In-Market Representative

The Organizations

Southern United States Trade Association (SUSTA), Western United States Agricultural Trade Association (WUSATA), Food Export Association of the Midwest USA and Food Export USA Northeast are non-profit international trade development organizations which combines federal, state, and industry resources for export market development. SUSTA, WUSATA, Food Export Association of the Midwest and Northeast are the four State Regional Trade Groups (SRTG's) that work in conjunction with their member states to provide a wide range of services to facilitate trade and assist U.S. food companies with export promotions.

SUSTA member states include Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, South Carolina, Oklahoma, Tennessee, Texas, Virginia, West Virginia and the Commonwealth of Puerto Rico. WUSATA member states include Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming. Food Export Midwest member states include Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin. Food Export Northeast member states include Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Vermont. Each of the SRTG's allies with the Departments of Agriculture in each of the states represented by their territories to carry out programs aimed at increasing U.S. agricultural exports for their respective regions in the U.S.

More information about SUSTA, WUSATA, and Food Export Association of the Midwest and Northeast is available on the Internet at: www.susta.org, www.susta.org; and www.foodexport.org

Background

Most of the State Regional Trade Groups promotional activities are funded by the Market Access Program (MAP), which is administered by the U.S. Department of Agriculture's Foreign Agricultural Service (FAS). MAP funds are designed to develop overseas market awareness and demand for U.S. agricultural and food products and must be utilized according to federal regulations outlined by USDA. USDA also requires that SRTG's objectively evaluates the effectiveness of its activities, including an analysis of market constraints and performance measures.

Within the MAP program, SRTG's conducts two types of activities – “Branded” promotion and “Generic” promotion. Branded promotion assists individual companies carry out their own marketing activities internationally by reimbursing them for 50% of eligible promotional expenses. Companies must be small according to the Small Business Administration guidelines or be a farm cooperative to participate. Products to be promoted must be of at least 50% US agricultural origin, be marketed under a brand name, and be labeled and promoted as “Product of the USA” or “Made in USA”. Eligible companies include regional processors, manufacturers, distributors, packers and producers. Products promoted on a branded basis have been as diverse as alligator hides, catfish, snack foods and hot sauce. Budgets are approved on a fiscal year basis, but recruiting for the branded takes place year-round.

Generic promotions are industry-wide projects managed by SRTG staff and marketing specialists from the association's member State Departments of Agriculture. A generic activity benefits two or more companies, or a commodity that is not represented by another promotion organization. Any company or cooperative with products of 50% or more U.S. agricultural origin by weight is welcome to participate in SRTG generic activities. Types of activities include:

- Trade missions
- Reverse (or buyer's) trade missions
- Trade shows
- In-store promotions
- Foreign language marketing material
- Chef seminars
- Chef culinary training
- Hotel and restaurant promotions
- Market Builder and Market Entry Services

Scope of Work

Southern United States Trade Association (SUSTA), Western United States Agricultural Trade Association (WUSATA), Food Export Association of the Midwest and Northeast are seeking in-country consultant(s) to help U.S. companies export their products to

China and Hong Kong by providing local market assistance. Consultant will work with assigned SRTG International Marketing Directors.

Specific responsibilities would include:

1. Assistance to U.S. Companies

Scope of Work

A key responsibility of the Representative will be helping U.S. companies export their products to China and/or Hong Kong by providing local market assistance. Many of these companies are small or medium-sized in nature, thus will need significant attention and “handholding”. The associated services that will be required of the Representative may include, but are not limited to:

- Matchmaking of U.S. exporters with appropriate importers, distributors, retailers, and food service operators;
- Assistance with travel for our exporters to China, including recommending and scheduling appointments, hotel arrangements, transportation details, translation services, etc;
- Advice and assistance with distribution, i.e., finding import, warehousing, and other distribution facilities and partners;
- Advice on import, ingredient, labelling regulations and other relevant Chinese regulations;
- Advice on obtaining payment;
- Advice on marketing and public relations activities for their products.

Please quote on a per day basis.

2. Trade Servicing

Scope of Work

The responsibilities of the selected Representative in carrying out trade servicing may include, but are not limited to:

- Visiting with potential importers, distributors, retailers, and food service and food ingredient buyers and developing lists of these companies that are the most reputable, experienced, and in the best position to deal with our exporters;

- Developing and maintaining a database of potential importers and buyers, their contact information, and their product interests;
- Liaising with FAS Posts on a regular basis;
- Informing the SRTGs of market development opportunities that arise throughout the year and activities that should be included in our United Export Strategy Application;
- Travel to the U.S. to visit with the SRTGs to learn more about their operations, activities, and companies;
- Generate and follow up on Trade Leads;
- Follow-up with buyers from trade mission/buyers' missions, Food Show PLUS!, Distributor Development Service, and other special projects.
- Ascertain problems which may be inhibiting sales and obtaining evaluations;
- Assist with Branded Program inquiries as requested;
- Assist our state marketing specialists on a limited basis.

In addition to the above, Representative is expected to assist STRGs:

Track sales and other performance measures resulting from all events in which services are provided. Assist in documenting performance results by completing evaluations using SRTG standard evaluation formats, where appropriate. Assist in generating success stories as results warrant.

Refer participating importers and exporters to other relevant services offered by the SRTGs, the FAS offices and other service providers that can further assist them in achieving increased sales/purchases of U.S. food and agricultural products.

Representative will be responsible for providing a monthly report outlining the trade servicing completed and any results achieved; as well as, provide ongoing success stories throughout the year.

Please quote on a per day basis.

3. Market Research, Development and Promotion

Scope of Work

The responsibilities of the selected Representative in carrying out market research, development and promotion are as follows:

- Undertake industry and/or sector studies as requested;
- Identify and recommend promotional opportunities in the food service, food retail, and food ingredient sectors of the market;
- Develop and assist with implementation of promotional activities within the guidelines specified by the SRTGs, including negotiating promotional terms, assisting with in-store merchandising and display, development of promotional concepts and materials, etc;
- Assist in ensuring that products from the appropriate SRTG are included in the promotion;
- Submit report on the activity and provide required evaluation results;
- Perform other specific consulting work as requested by SUSTA, WUSATA, Food Export Midwest and Northeast USA.

Please quote on a per day basis.

4. Food Show PLUS!

Background

Food Show PLUS! is a service that provides U.S. companies with the information and support they need to be an effective exhibitor at an international trade show. We try to add value for exhibitors by focusing our efforts on maximizing their potential for developing leads, securing an importer/distributor, and realizing sales from the show. Ultimately, by being adequately prepared to do business at the show, companies make the best possible use of the trade show environment and improve their chances for building new sales relationships. The trade shows and activity dates will be determined later.

Food Show PLUS!sm will be offered through the selected Representative. A member state Representative will attend the show, and supervise all activities, and in general, manage the activity. Publicity and recruitment for each Food Show PLUS!sm event is handled by SRTG staff, with support from each of our member states. Participating companies pay a modest participation fee. We conduct an on-site evaluation plus a follow-up evaluation after six months.

Scope of Work

The Food Show PLUS! services offered vary by show, and are selected based on requirements of the market; services offered by show organizers and the local FAS office and the SRTGs' ability to provide effective support. Every attempt is made not to duplicate services offered from another source.

The types of services considered for each Food Show PLUS!sm trade show include:

- Pre-show product research regarding pricing, import regulations and/or competitor analysis;
- Targeted invitation of qualified buyers to exhibitor booths, buyer seller introductions and setting-up appointments;
- Translation of up to 2 pages of basic exhibitor material (usually company or product information), if necessary, into appropriate language(s) for show visitors;
- Providing technical (food industry) interpreters at the show booth, if necessary;
- On site show assistance by local Representative;
- In-market briefing and local industry tours, as appropriate;
- Qualifying exhibitors' leads from the show, and conducting background checks on the top few;
- Writing and sending a generic follow up letter in the local language to all contacts;
- Assisting eligible exhibitors with obtaining **Branded Program** reimbursement;
- Providing a final report.

The selected Representative will be responsible for planning, promoting, and managing the Food Show PLUS! service at trade shows. Total participation averages 20 exporters per show, depending on recruitment.

At a minimum, the Representative is responsible for:

- 1) Developing an executive summary of goals, objectives, plans and budget to administer the project, and a detailed timeline for completion of each phase of the project plan in close coordination with the Activity Coordinator. Budget should include a total cost to administer the project for 20 companies.
- 2) Communicating project details to the appointed Activity Coordinator.
- 3) Utilizing promotional materials developed by the Activity Coordinator to promote the Food Show PLUS!sm service to companies registered for the trade show. Representative would be required to contact U.S. exporters to promote the service.
- 4) Developing a template for exporter profiles. This involves contacting U.S. exporters directly for company information to complete a template for translation into the appropriate language, if necessary.
- 5) Translating exporter profiles into the appropriate language, if necessary. Exporters must receive final translated version one month before the show. Exporters will be responsible for printing profiles on their own company letterhead or brochure materials.

(Translation is limited to a maximum of 2 pages of text per company.)

6) Conducting a pre-show product research and depending in the market segments it may include:

a) Product survey of the market in the city in which the show takes place. The product survey will detail current product brands selling in the market, price points, packaging size/description, shelf space, and other related information. The product survey includes store checks in at least three retail outlets and for 3 competitive brands per outlet.

b) Importation and distribution analysis. Research based on the product HS code. The information will include import regulations and restrictions affecting the importation of the product to the country, a landing cost analysis and identified where in the supply chain the company's product is needed.

These product surveys need to be completed before the show.

7) Providing an adequate amount of interpreters during the show hours, if necessary, to serve the participating companies. Representative is responsible for hiring qualified interpreters with knowledge of the food industry and applicable terminology, and managing their services during show. Instructions/expectations should be provided to each interpreter prior to the show. Training will be conducted the morning of the show for interpreters and exporters.

8) Attending the show to supervise all activities and interpreters.

9) Conducting daily meetings with the Activity Coordinator while at the show.

10) Providing bi-weekly progress reports and maintaining close communication with the Activity Coordinator.

11) Communicating with the show management to obtain a list of U.S. companies who sign up for the show and communicate said list to the Activity Coordinator.

12) Invite appropriate buyers to FSP! Participants' booths and set-up appointments, where possible, invite major importers of ketchup to ketchup exhibitor's booth.

13) Providing a detailed final report inclusive of:

- a. Executive Summary
- b. Review of Project
- c. List of Participants and corresponding company evaluations
- d. Summary of project and each segment
- e. Evaluation of each project segment
 - company profiles
 - product surveys
 - translators
 - informal retail tours

- press releases
- f. Recommendations to improve services at the trade show or future activities in the China
- g. Representative comments and evaluation results

Based on our experience, we estimate a Trade Mission activity will require approximately 40 days of work plus the days of the mission. At a minimum, the Representative's proposal should include costs associated with providing the services mentioned above. An individual quotation for each of the services per exporter is desired, as well as an Administrative cost. The Representative will be paid based on services provided.

5. Market Builder

Background

The Market Builder Service is designed to assist U.S. companies to learn whether their products are appropriate for a given export market, and if so, to establish a base for securing an appropriate distributor relationship in that market. The service is provided by Food Export – Midwest and Food Export – Northeast through their network of in-market representatives. The service consists of two independent packages. Although companies are encouraged to sign up for both packages, companies may choose to participate in one or both packages detailed below depending on their needs and goals in the market. Participating companies will need to choose a product and identify the export market for which they want the service to be conducted. For the Market Scan component in-market representative will have 30 days after samples of participants are received to complete the scope of work.

Scope of Work

Package A – Market Scan.

1. Store Check & Distribution Analysis
The in-market representative will assist U.S. food companies to determine whether products similar to theirs are being sold in the overseas market. The in-market representative will create a report that lists the brand names, package sizes, regular retail prices, current price specials, shelf space allotments, and the importer's name and contact information. The store check report will be based on visits to at least three different supermarket chains in a major city in the market selected.
2. Competitive Product Shopping
The in-market representative will purchase samples of similar and competing products sold in the market and will send these samples to the U.S. company. This will offer firsthand information about the type of packaging, labeling, and ingredients the competition is using.

3. Importation Analysis

The in-market representative will create a report that identifies import regulations and restrictions affecting the importation of said product into the country. Specifically, the report must include a statement listing:

- Permits and/or certificates required to import a product into said country
- Tariff and Duty details per product (Tariff Barriers).
- Non-tariff trade barriers including ingredient analysis, import quotas, etc..
- Current labeling requirements including GMO statements, etc.
- Shelf-life requirements

4. Distributor Referrals

The in-market representative will forward product samples, product brochures or literature, company profile and indicative export pricing to six appropriate and pre-qualified importers. The representative will create a report containing feedback from at least three importers regarding said product. Importers should provide feedback on the following qualities:

- Package size
- Type of Packaging, i.e., bottle, can, carton, etc.
- Labeling
- Taste
- Appearance or visual appeal to customers
- Price
- Marketability

5. Target Importer List

The in-market representative will provide a list of potential importers, including those involved in the distributor referrals above. Importers will be prioritized according to interest in the product. The list will include contact name and contact information. This list will also provide a brief summary of each importer's profile such as distribution, existing product lines and other available, public information.

Package B – Rep Finder

1. Distributor Referrals

The in-market representative will forward product samples, product brochures or literature, company profile and indicative export pricing to six appropriate and pre-qualified importers. The in-market representative will create a report containing feedback from at least three importers regarding said product. Importers should provide feedback on the following qualities:

- Package size
- Type of Packaging, i.e., bottle, can, carton, etc.
- Labeling
- Taste
- Appearance or visual appeal to customers
- Price

- Marketability
2. Target Importer List
The in-market representative will provide a list of potential importers, including those involved in the distributor referrals above. Importers will be rated and prioritized, with contact names and numbers included. This list will provide a brief summary of each importer's business with regard to size, distribution, experience and product lines.
 3. In-Market Assistance
Pre-Arrangement of Meetings and Meeting Facilitation - The in-market representative will arrange at least three one-on-one appointments between participating U.S. companies and targeted importers in said country. The Representative will make arrangements for the time, place, interpretation and other details of the meetings. The in-market representative will make personal introductions and accompany the U.S. exporter in the above-mentioned meetings with importers. The in-market representative will assist with communication or interpretation, if necessary, and moderate the sessions. The Representative will provide the participating U.S. company with a candid evaluation of the meetings and make recommendations for future action steps. The in-market representative will arrange for and facilitate the above services but the participating company will be responsible for the payment on rentals and other expenses incurred during the visit to the market.

This service is provided on an as-needed basis. Participation varies by market but on average, 10 companies register for this service per market, each requiring approximately ten days of work.

Please provide quotes for each package of the Market Builder.

6. Buyers' Missions

Background

The SRTGs' approach to organizing buying teams is to first identify sectors of the food industry in which their suppliers are competitive. These sectors include Grocery Products, Specialty Foods, Seafood, Food Ingredients, Private Label, Natural/Organic, Food Service (HRI), and Feed Ingredients and Additives. Next, markets that are appropriate for that segment of the food industry are targeted, and important buyers within these sectors are selected.

Buyers are invited to travel to the U.S. to participate in a broad series of private one-on-one meetings with U.S. suppliers. These meetings offer an unparalleled opportunity for each to learn more about the other's business, product line, marketing requirements or capabilities, strategies, opportunities, requirements and limitations.

Scope of Work

The responsibilities of the selected Representative in carrying out a Buyers' Mission are as follows:

- 1) Work with Activity Managers/Coordinator to determine needs of the Buyers' Mission;
- 2) Pre-qualify and recruit appropriate buyers, including any recommendations made by the local Agricultural Trade Office;
- 3) Communicate closely with buyers to understand their buying interests;
- 4) Provide a detailed profile of each buyer to the Activity Coordinator;
- 5) Assist Activity Manager/Coordinator with details of the itinerary;
- 6) Assist Activity Manager/Coordinator to understand any special/cultural needs the buyers may have (i.e., need for interpreters);
- 7) Work with the SRTGs and their travel agents to make appropriate travel arrangements;
- 8) Depending on the mission, Representative may be required to attend the mission to assist with various tasks, such as interpretation, communication and general management/logistics of mission;
- 9) Provide input into retail tour needs;
- 10) Assist with follow-up after the mission is completed to understand the results of the mission (i.e., sales made);
- 11) If needed, assist Activity Manager/Coordinator or the SRTGs with six-month evaluation process.

Please quote on a per buyer basis.

7. Trade Missions

Background

The SRTGs and member states work with small and medium-size food companies. Among the challenges of working with these companies is their lack of understanding and exposure to many markets. Often times, these companies try to sell their products and develop business relationships in countries they have not traveled to or toured in order to familiarize themselves with the basics of that market. This lack of understanding leaves U.S. exporters with only product specifications and prices as tools to market to foreign markets and often ends in failure.

The Trade Mission is designed to offer U.S. exporters both a sales opportunity and educational experience. This project will take advantage of established relationships and programs available to U.S. exporters and provide a unique opportunity to travel to a target market not anchored to exhibiting at a tradeshow. Often cost and time prohibits U.S. tradeshow exhibitors from the opportunity to study the market outside the tradeshow walls.

The Trade Mission will take advantage of the following services and service providers: FAS/ATO office, SRTG Representative, Market Research, the Branded Program and member state Representatives to offer U.S. companies a first hand experience of the target market and highlight opportunities and constraints. Coupled with the educational component of this mission, there will be scheduled meetings and a tabletop reception to put U.S. exporters in contact with potential buyers.

Scope of Work

Total participation averages 8 companies per mission, depending on the recruitment. The responsibilities of the selected Representative in carrying out a Trade Mission are as follows:

- 1) Develop an executive summary of goals, objectives, plans and budget to administer the project, and a detailed timeline for completion of each phase of the project plan in close coordination with the Activity Coordinator. Budget should include a total cost to administer the project for 6 companies.
- 2) Communicate project details to the appointed Activity Coordinator. Conduct stages 1 and 2 of the Distributor Development Service for the Mission participants.
- 3) Conduct a market briefing in conjunction with FAS Agricultural Trade Office (ATO). The Representative will coordinate with the ATO to present a market briefing to the participating companies. If agreed to by the ATO, the briefing could take place in the ATO's facilities. Representative will make the request to the ATO as soon as the project is approved.
- 4) Organize pre-scheduled one-on-one meetings. Representatives will set-up a number of appointments with importers, distributors, supermarket buyers, etc. The appointments will take place in the importers' offices and Representative will coordinate the transportation to all these appointments.
- 5) Arrange supermarket tours. Representative will organize visits to different retail stores as part of the learning experience of visiting the market. During the supermarket tours, U.S. exporters will be able to learn who is doing business in the market, what types of products are selling, and what prices various products are selling at in the market. Transportation will be coordinated by the Representative.
- 6) Conduct a Table Top Show and Reception. Representative will organize a table top display of participating exporters' products and, where feasible, a reception including sampling of the products being showcased. The table top display can be held at the ATO facilities, if available. Importers, distributors and buyers will be invited to the reception (a minimum of buyers should be confirmed). The table

top display should be held for at least half day in order to give opportunity for buyers to show up anytime within that time. Representative will produce invitations to the showcase and will send them via courier to all local trade contacts.

- 7) Transportation coordination. Representative will coordinate the in-country transportation of all the mission participants. Passenger vans will be rented as they are needed.
- 8) Interpreters. Representative will coordinate hiring additional interpreters, so all the participating exporters are able to get clear translation during the complete trade mission.
- 9) Hotel Reservation. Representative will be in charge of making the hotel reservations for all Mission participants at federal per diem rate. (Exporter/participants will pay their own lodging and meal expenses).
- 10) Importation of samples into the market. Representative will coordinate the importation of the samples into the market.
- 11) Representative will arrange for the printing of a brochure containing information on all the Mission participants, including contact information and company and/or product profiles. Approximately 500 copies (or a sufficient number of copies according to the needs of each particular market) may be printed in a double letter size page. Each participating exporter will use this as a handout during the showcase, the reception and during the one-on-one business appointments. Any brochure left will be left at the ATO to hand-out to people inquiring for information.

Based on our experience, we estimate a Trade Mission activity will require approximately 50 days of work plus the days of the mission. At a minimum, the Representative's proposal should include costs associated with providing the services mentioned above. An individual quotation for each of the services per exporter is desired, as well as an Administrative cost. The Representative will be paid based on services provided.

Activity Background:

Sufficiency of Response

Each proposal will be scored on the following measurements:

- Ability to provide assistance equally in both markets: China and Hong Kong
- Description of proposed activities and relevancy

- 1) Representative must be able to cite previous experience in market research, market assessment and evaluation, and market promotion/public relations activities.
- Measurable results of previous, similar programs managed by the respondent
 - 1) Previous experience with not-for-profit groups, international marketing, food and/or agricultural groups will be considered favorably.
- Approach to managing the activity
 - 1) Previous experience with managing SRTG or related industry groups will be considered favorably.
- Cost
 - 1) Cost breakdown for each component should be provided.
 - 2) The Representative must also be financially and legally capable of entering into and executing a contract for the above stated projects.
- References (minimum of 3)
 - 1) A list of current clients must also be provided.

Proposals should be concisely written to respond to this RFP. Elaborate attachments are not necessary.

Acceptance of Proposal

The successful bidder's proposal will be the basis of a contract executed with each SRTG to perform all services at the specified costs contained in the bidder's proposal. SRTG's retains the right to negotiate with the successful bidder prior to final contract execution.

Subcontractors

If any service is to be performed by someone other than the contractor's permanent staff, all subcontractors and their addresses must be included in the proposal. These will be subject to approval by SRTG's.

SUSTA, WUSATA, Food Export USA – Northeast and Midwest are not liable for any costs associated with any company's response to this RFP.

The selected Representative must agree to abide by the provisions contained in Section 202 of Executive Order 11246 (30 Federal Register 12319) with regard to employment and contracting practices. In addition, SUSTA, WUSATA, Food Export USA – Northeast and Midwest require that its contractors may not discriminate on the basis of age, disability, national origin or ancestry, race, color, religion, creed, gender, sexual orientation, marital status, political affiliation, military status or membership in the military reserve.

The in-market representative must be able to cite previous experience in market research, market assessment and evaluation, and market promotion/public relations activities. Previous experience with not-for-profit groups, international marketing, food and/or agricultural groups will be considered favorably. The contractor must also be financially

and legally capable of entering into and executing a contract for the above stated projects. In addition, please provide the following information:

1. Name of Entity (as it would appear on contract/invoices)
2. Complete Mailing Address
3. EIN/TIN/SS number (or if an overseas entity, the equivalent tax identification number in your country)
4. Type of Structure (choose one): ___Individual ___Corporation
___LLC ___Partnership ___Sole Proprietorship

Deadline for Proposal

All proposals from bidders must be submitted by **December 16, 2011 5:30 P.M. (CST)**. The successful bidder will receive notification by **December 30, 2011**. The planned commencement of the project is **January 1, 2011**. Proposals should be emailed to the following SRTG contacts:

Bernadette Wiltz (SUSTA), bernadette@susta.org
Janet Kenefsky (WUSATA), janet@wusata.org
Teresa Miller (Food Export Association of the Midwest and Food Export USA Northeast), tmiller@foodexport.org

Or submitted by mail to the following:

SUSTA

Bernadette Wiltz, Deputy Director/International Marketing Director
2 Canal Street, Suite 2515
New Orleans, Louisiana USA 70130
Bernadette@susta.org

And

WUSATA

Janet Kenefsky, Deputy Director/International Marketing Director
4601 NE 77th Avenue, Suite 240
Vancouver, Washington 98662 USA
Janet@wusata.org

And

Food Export Association of the Midwest USA

Teresa Miller, International Marketing
309 W. Washington Street, Suite 600
Chicago, Illinois 60606 USA
tmiller@foodexport.org

Questions

All questions in regard to this RFP should be directed to:

SUSTA

Attn: Bernadette Wiltz, Deputy Director/International Marketing Director
2 Canal Street, Suite 2515
New Orleans, Louisiana USA 70130
Bernadette@susta.org

And

WUSATA

Janet Kenefsky, Deputy Director/International Marketing Director
4601 NE 77th Avenue, Suite 240
Vancouver, Washington 98662 USA
Janet@wusata.org

And

Food Export Association of the Midwest USA

Teresa Miller, International Marketing Program Manager
309 W. Washington Street, Suite 600
Chicago, Illinois 60606 USA
tmiller@foodexport.org

Rejection of Proposals

The SRTGs reserve the right to not award this contract if, in the opinion of the evaluators, no suitable proposal is received. The awarded contract may be renewed for up to three (3) years.

The State Regional Trade Groups (SRTG) do not discriminate on the basis of age, disability, national origin or ancestry, race, gender, religion, sexual orientation, marital status, political affiliation or military status. Persons with disabilities who require alternate means for communication of program information can contact us. The State Regional Trade Groups (SRTG) reserve the right to deny services to any firm or individual which, in the sole opinion of The State Regional Trade Groups (SRTG), does not comply with FAS, MAP or The State Regional Trade Groups (SRTG) regulations or policies, or otherwise offer the best opportunity to achieve its mission of increasing food and agricultural exports. Submission of any false or misleading information may be grounds for rejection or subsequent revocation of any application or participation.