

# Michigan Food & Agriculture Exports and Certificates of Free Sale



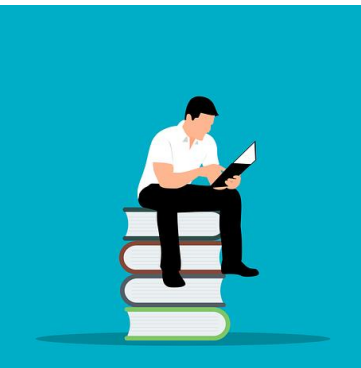
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# MDARD International Marketing Program



**Export  
Education**



**Consulting  
Services**



**Market  
Research**

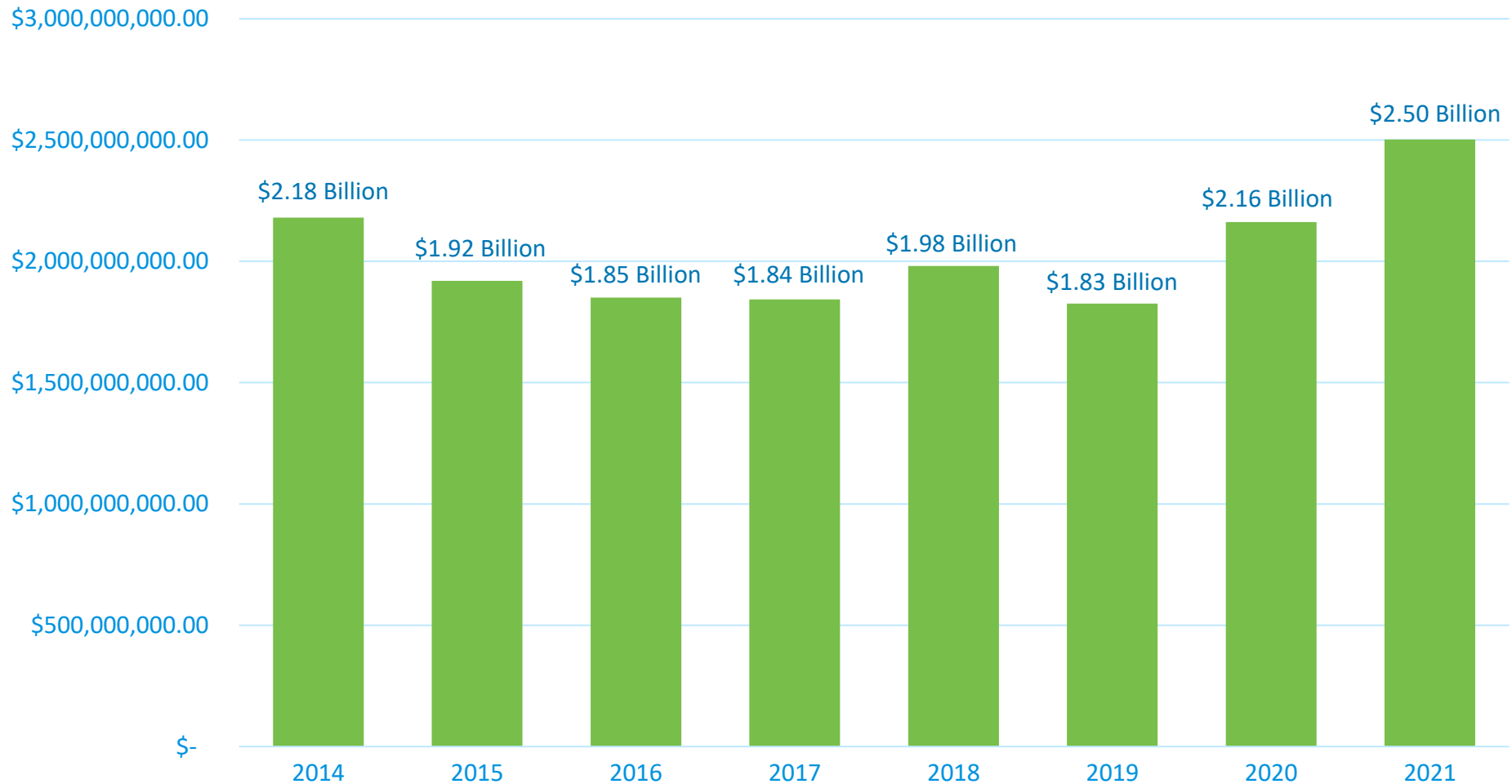


**Market  
Entry**



**Expense  
Assistance**

# Michigan Food, Agriculture, and Forest Exports 2014-2021



Source: U.S. Census Bureau

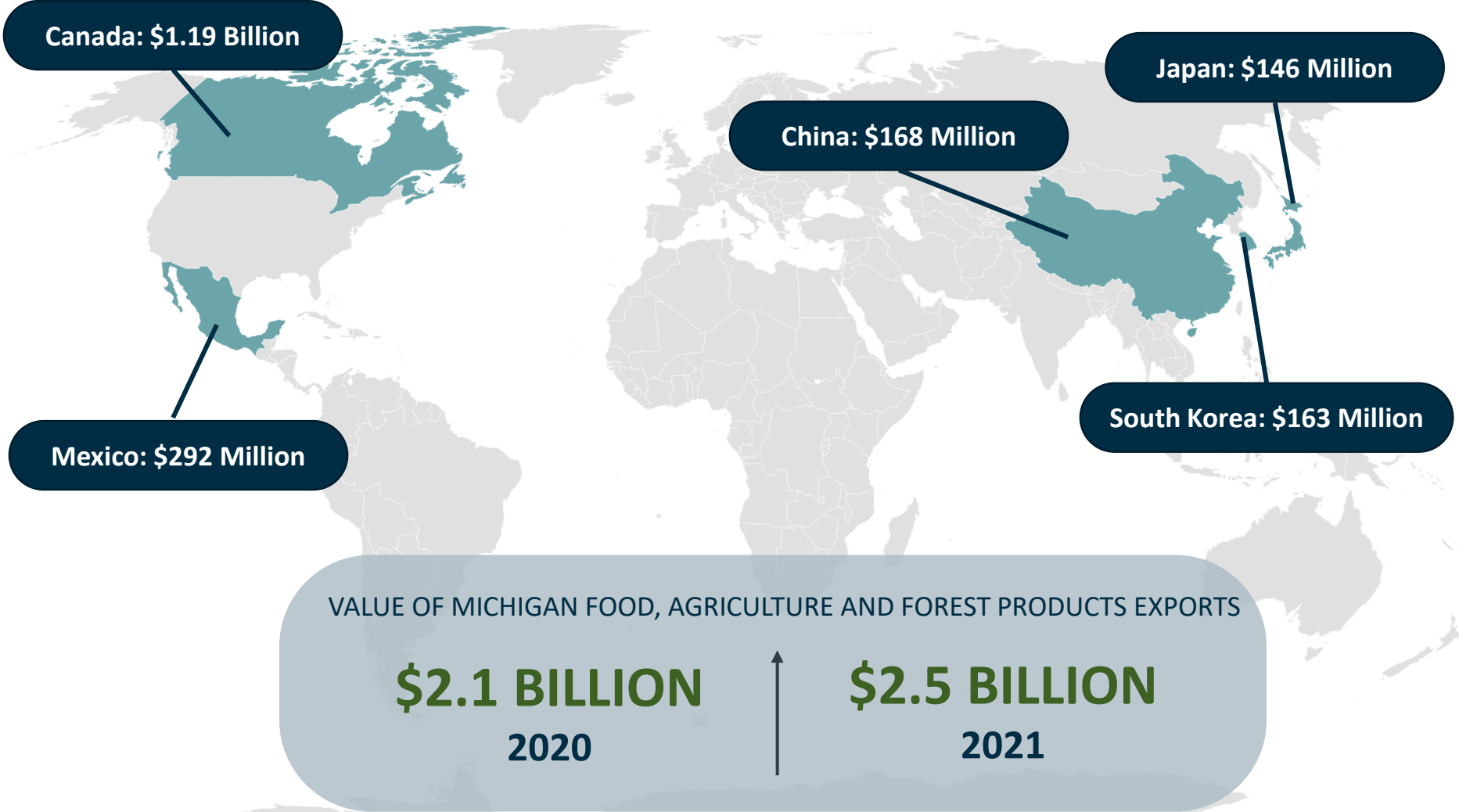
# Michigan's Top Food & Agriculture Exports 2021

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HS Code	Products	Value
21	Processed Food Products	\$437 million
23	Soybean, Sugarbeet, & Wheat Byproducts	\$304 million
04	Dairy Products	\$234 million
44	Wood & Wood Products	\$230 million
02	Meat & Offal	\$215 million
19	Cereals, Baked Goods, & Pasta	\$191 million

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# Michigan's Top Food & Agriculture Export Destinations – 2021



# What is a Certificate of Free Sale?

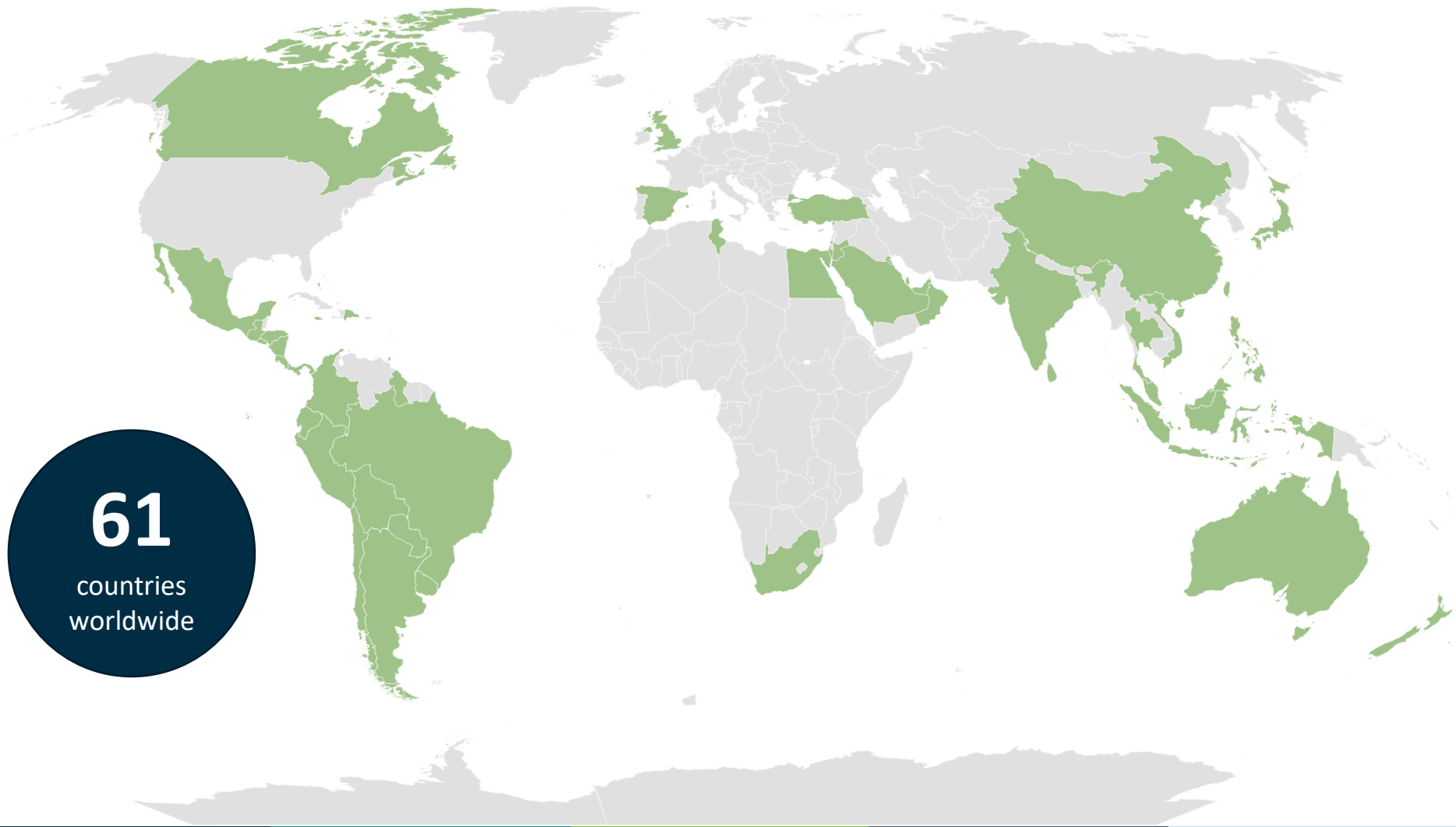
A Certificate of Free Sale, often called “Certificate for Export” or “Certificate to Foreign Governments,” is a certificate used as evidence that goods such as food items, cosmetics, biologics, or medical devices are legally sold or distributed in the open market and approved by regulatory authorities within the United States.

# Michigan Certificates of Free Sale

Over 60 Michigan food and agricultural companies from around the state rely on certificates

On average over 125 Certificates of Free Sale per month are issued

# Where products are sold?





# Proposed Legislation: HB 5742 – 5748

- HB 5742 – 5748 would establish and clarify issuing authority for certificates of free sale for:
  - Food
  - Dairy
  - Commercial Feed
  - Fertilizers
  - Nursery Stock
- Provides harmonized fee schedule for administrative processing.



# Current Legislative Guidance for Certificates of Free Sale

- Lacks clarity on MDARD authority for some product categories and certificate types issued
- Inconsistent guidance on fees and certificate processing





# Questions