

Wisconsin Agricultural Export Advisory Council



International Agribusiness Center - Division of Agricultural Development

WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION

June 30, 2026

WAXC Webinar Agenda

June 30, 2026

- Call Meeting to Order
- DATCP and WEDC Welcome
- Chair Welcome
- Guest Speaker: Port Milwaukee – A Strategic Access Point for International Trade presented by Maria Cartier, Port Milwaukee
- Export Highlights YTD Q1 2026
- DATCP FY27 Planned Activities
- Confirmation of WAXC Council Appointments
- WEDC FY27 Trade Ventures and IMAG
- WIAE 5-Year Report
- Upcoming Meetings and Closing Remarks
- Adjourn



PORT MILWAUKEE - A Strategic Access Point for International Trade



Port Milwaukee

Focus Business Sectors



South Harbor Tract (Jones Island)

Commercial



North Harbor Tract

Recreational



Great Lakes Cruising

Tourism



DISCOVERY
WORLD



Port Milwaukee

Industrial Heartland of North America

- Established as a Great Lakes Port in 1835
- Municipal port overseen by a 7 member Board of Harbor Commissioners and the Port Director
- Specialize in dry bulk, liquid bulk and breakbulk cargoes
- Handle ~2.3M metric tons annually
- Operate on 467 acres of land
- 21 employees
- 20+ tenants - commercial and recreational
- Open year-round, operational availability 24/7
- Grantee for Foreign Trade Zone 41
- City's only wind turbine



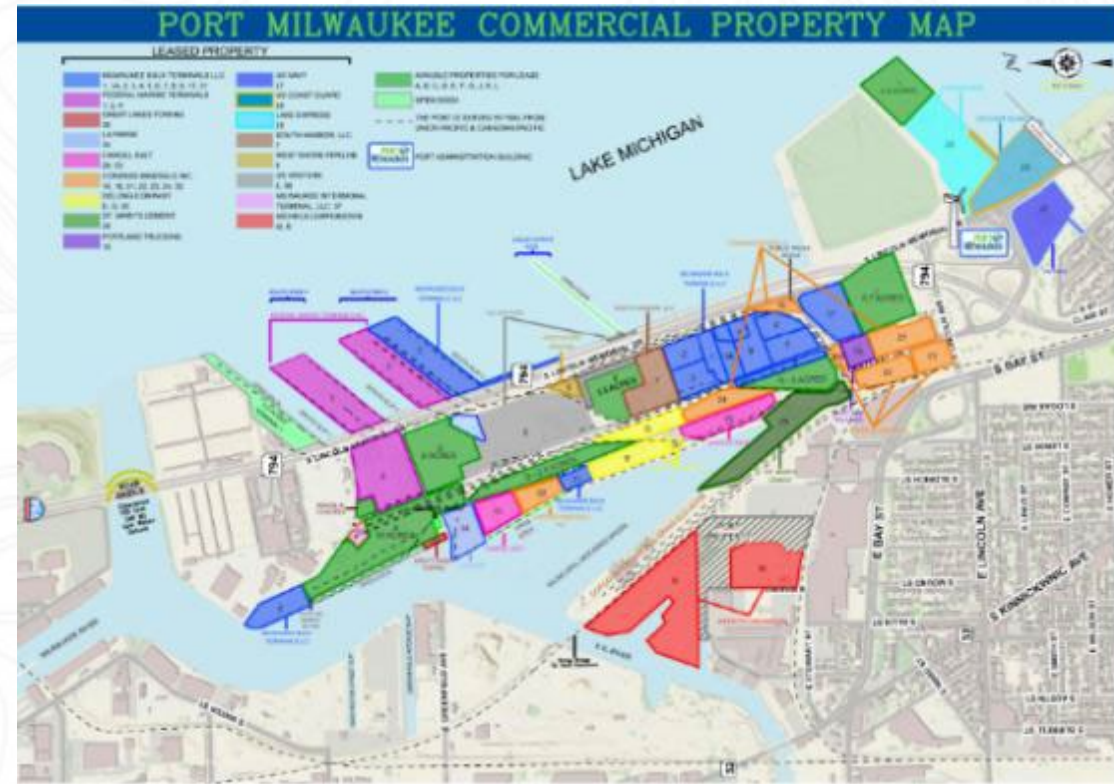
Commercial Operations

An Economic Engine for the Region

- 20+ tenants (private and public)
 - Logistic Services
 - Commodities
 - Transportation
 - Packaging & Warehousing
 - Government agencies

- \$156 million in economic activity, annually

- 1,000 jobs supported by Port cargo movement
 - 489 direct jobs – directly employed
 - 416 induced jobs – serving employees
 - 159 indirect jobs – serving businesses



CPKC

Cargill

Compass Minerals

DL CO
The DeLong Co., Inc.

AMRIZE

KINDER MORGAN

LOGISTEC

MICHELS

UNION PACIFIC

PORT Milwaukee
CONNECTING TO THE WORLD

Port Milwaukee

Multi-Modal Transportation Hub

- Global access
 - St. Lawrence Seaway to the Atlantic Ocean
 - Inland River System to the Gulf Coast
 - 300+ vessels call on the Port annually
- Rail connectivity regionally, nationally and to USMCA
 - Canadian Pacific Kansas City, Union Pacific
 - 14 miles of Port-owned track
- Road connectivity via I-94/794
 - Dedicated Oversize Over Weight routes
 - Within 350 miles to major Midwestern cities



The Great Lakes St. Lawrence Seaway

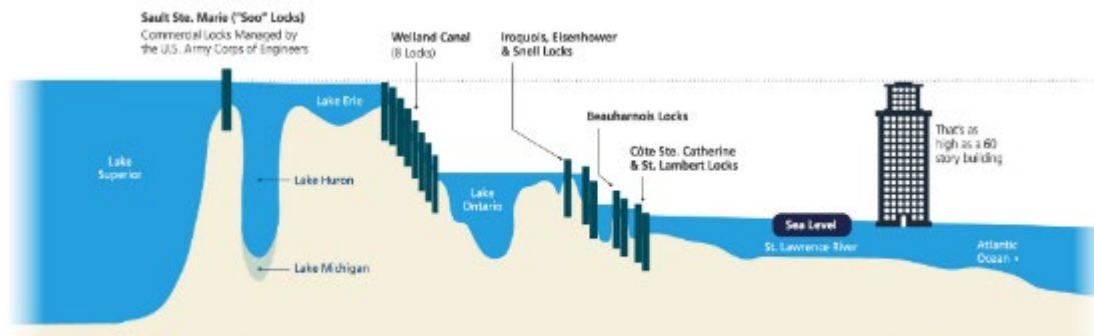
● Ports



GDP output of the region would represent the third largest economy in the world if it were a country

Locks System

- Established in 1959
- 15 Locks
 - 13 Canadian
 - 2 US
- Water levels fall >600ft. from Lake Superior to Atlantic Ocean



Commodities Handled at the Port

■ Dry Bulk ■ Liquid Bulk ■ General Cargo

- Salt
- Steel
- Agriculture
- Cement
- Limestone
- Aggregates
- Project Cargoes
- Ethanol/Butane/Propane

**No maritime containers*



Agricultural Maritime Export Facility

Partnership with The DeLong Company

- Bulk handling of Wisconsin (and regional) agricultural commodities
 - Feedstuffs- DDGS, Soybean Meal, Corn Gluten Feed, Corn Gluten Meal
 - Grains – Corn, Soybeans, Wheat
- Commodities delivered via rail and truck
 - Wisconsin, Dakotas, Northern Iowa, Southern Minnesota
- Direct to ship for export delivery via the St. Lawrence Seaway or to barge via the Inland River System to the Gulf Coast
- Primary markets include Europe, The Mediterranean and Northern Africa
 - UK, Ireland, Spain, Portugal, Turkey, Morocco
- Shipment volumes 8,000MT - 22,000MT
- Recent expansion with two additional storage bins and associated handling equipment



DeLong Terminal



Receiving Building

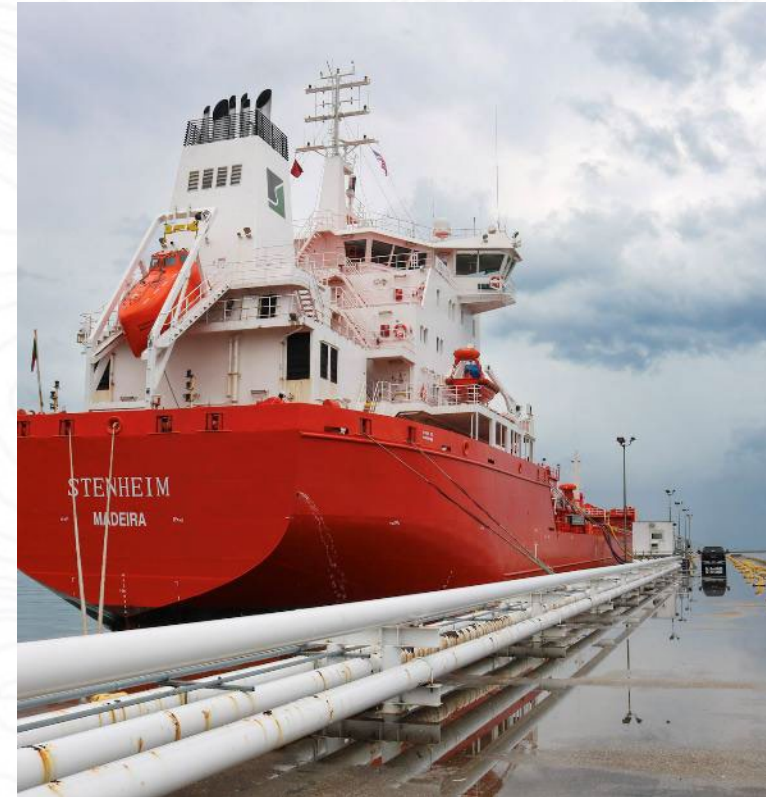


Ship Loading

Liquid Bulk Terminal

Partnership with US Energy

- Commodities handled include light petroleum products, biodiesel and ethanol
 - Dedicated heated storage for biofuels produced from agriculture feedstocks supporting Wisconsin farmers
- Terminal with 300,000 barrel storage capacity
- One of the fastest liquid cargo piers on the Great Lakes
- Ethanol trucked in and exported via vessel
 - Current export market is Canada



Vessel Lines Calling on Port Milwaukee

Handy-Size Vessels

- BBC
- Spliethoff
- Wagenborg
- Polsteam
- Fednav
- Intermarine
- Ocean 7
- Ultrabulk
- Navibulgar
- Others



Market Reach

Represents Imports & Exports

North America



Midwest

- Illinois
- Iowa
- Michigan
- Minnesota
- Ohio
- Wisconsin



Canada

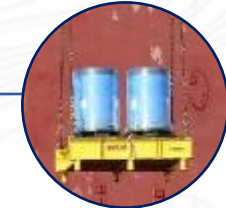
- Ontario
- Quebec



Outside Midwest

- Georgia
- Montana
- West Virginia
- Wyoming

Rest of World



Europe

- Belgium
- France
- Germany
- Ireland
- Spain
- Portugal
- The Netherlands
- United Kingdom



Africa

- Morocco



Asia

- China
- Turkey

TRANSPORTATION MODES

Maritime	88%
Land borne (truck, rail)	12%

MARITIME TRADE ACTIVITY

North America	79%	ROW	21%						
US only	40%	Canada	39%	Europe	18%	Africa	1%	Asia	1%

THANK YOU FOR YOUR TIME

portmilwaukee.com

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Export Highlights

2026 Quarter 1, Year-to-Date

Ira Frydman, Export and Business Development Bureau Director



Wisconsin Agricultural Exports Quarter 1 2026

All Wisconsin Food, Forestry, and Agriculture exports decreased by 2.15% in Q1 2026

1. Dairy – up 8%
2. Sauces, Yeasts – down 13%
3. Vegetables, Fruits – down 10%
4. Wood – up 18%
5. Beverages & Spirits – flat
6. Meat Preparations – up 3%
7. Corn & Wheat – up 42%
8. Bovine Semen – down 4%
9. Soybeans – up 48%
10. Lactose – up 17%

Wisconsin All Ag Exports 2015-2025 (\$ Billions)



Source: U.S. Census

1

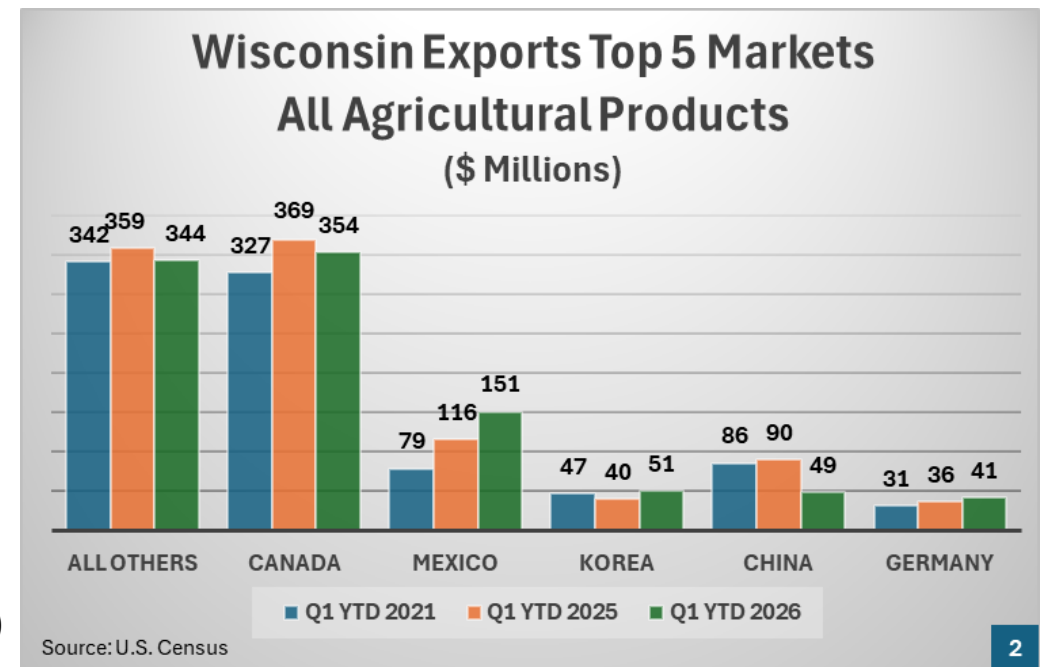


Wisconsin Agricultural Exports Quarter 1 2026 – Countries

Wisconsin agricultural exports reached \$990 million Q1 2026 – the fifth highest year on record.

1. Canada – down 4% (ethanol, food prep)
2. Mexico – up 30% (corn, wheat, dairy, soybeans, malt)
3. Korea – up 26% (meat cuts, food prep, dairy)
4. China – down 46% (dairy, wood, food prep)
5. Germany – up 14% (peptones, aromatics, enzymes,)
6. Japan – down 15% (meat cuts, albumins, lactose)
7. Netherlands – up 38% (cranberries, food prep, dairy)
8. Singapore – up 116% (enzymes, albumins, meat cuts)
9. Australia – down 10% (dairy, food prep, pet food, cranberries)
10. Vietnam – up 31% (wood, soybeans, lactose)

Beyond the top 10: Indonesia up 59%, Ireland up 33%, Costa Rica up 41%, India down 35%, Philippines down 55%

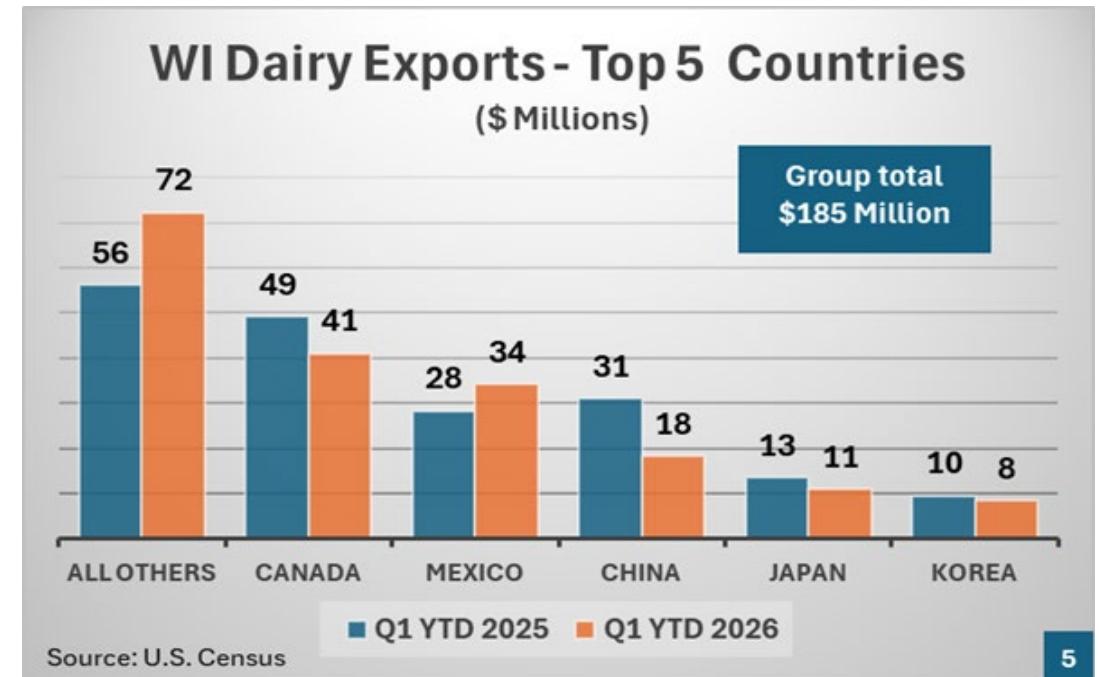


Wisconsin Agricultural Exports

Quarter 1 2026 – Dairy

Top 10 Countries: 76% of total

1. Canada – down 16% (cheese and curd, milk albumins, whey)
2. Mexico – up 21% (cheese and curd, lactose, whey)
3. China – down 41% (whey, lactose, milk albumins)
4. Japan – down 18% (milk albumins, lactose, whey)
5. Korea – down 12% (cheese and curd, whey, lactose)
6. Netherlands – up 168% (butter, lactose)
7. Australia – up 60% (butter, cheese and curd, whey)
8. Singapore – up 5,044% (milk albumins)
9. Indonesia – up 263% (butter, whey)
10. Guatemala – up 37% (cheese and curd)



Key dairy trade promotion activities YTD:

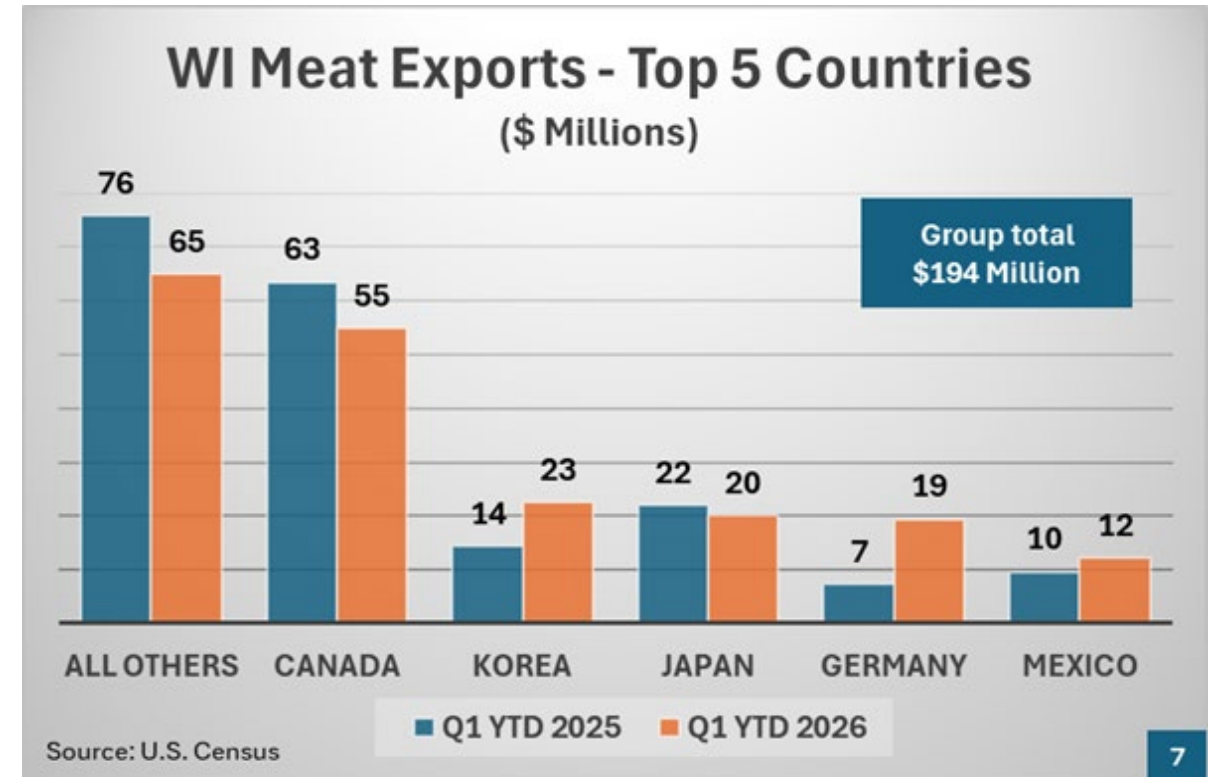
Gulf Food, WEDC Mission Mexico, FE Charcuterie Mission, Foodex Japan



Wisconsin Agricultural Exports Quarter 1 2026 – Meat

Top 10 Countries: 81% of total

1. Canada – down 13% (prep of meat, peptones, meat cuts)
2. Korea – up 57% (meat, prep of meat, raw hides)
3. Japan – down 9% (meat cuts, prep of meat, bovine genetics)
4. Germany – up 165% (peptones, albumin, bovine genetics)
5. Mexico – up 28% (bovine genetics, gelatin, meat)
6. Taiwan – up 11% (meat)
7. Finland – up 2% (mink)
8. Russia – up 108% (bovine genetics)
9. Brazil – 112% (bovine genetics)
10. Hong Kong – 26% (meat, prep of meat)



Key meat trade promotion activities YTD:

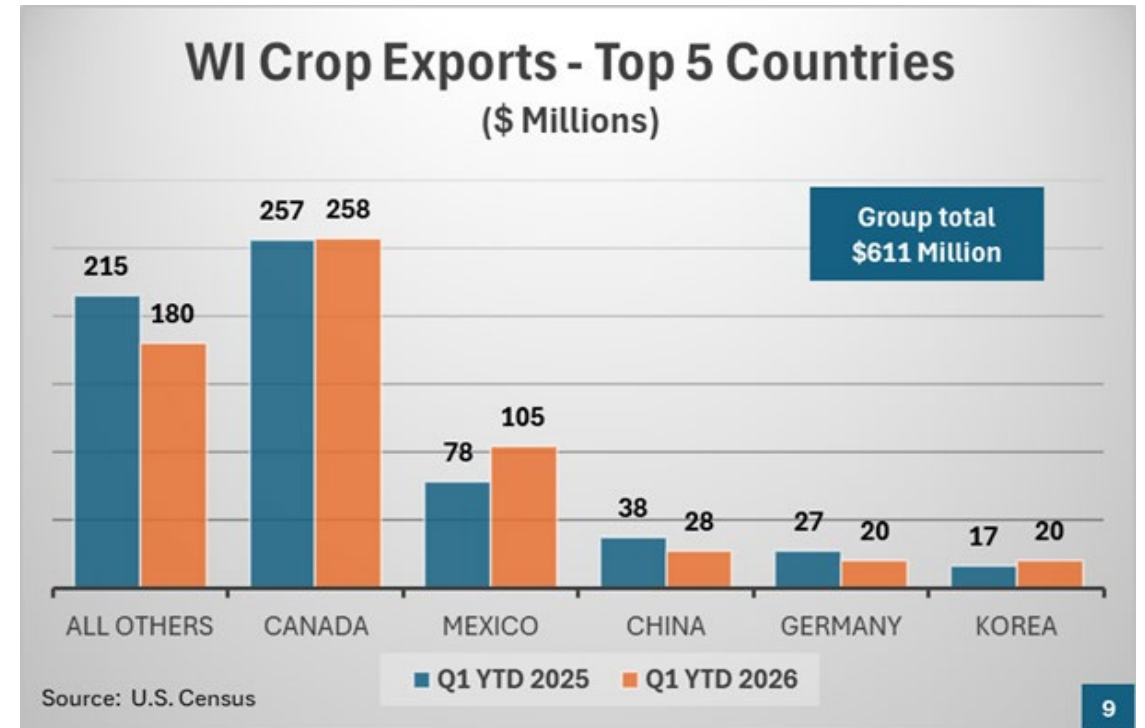
Hong Kong Fur, FE Charcuterie Mission, Tanzania Genetics Training



Wisconsin Agricultural Exports Quarter 1 2026 – Crops

Top 10 Countries: 80% of total

1. Canada – flat (food prep, sauces, ethanol, pickles, potatoes, cranberry)
2. Mexico – up 34% (corn, wheat, malt, soybeans, cranberries)
3. China – down 27% (wood, ginseng, food preparations)
4. Germany – down 25% (aromatics, flavorings, sauces, cranberry)
5. Korea – up 22% (food preparations, cranberries)
6. Netherlands – up 17% (cranberries, sauces)
7. Ireland – up 33% (enzymes, DDGs)
8. Vietnam – up 77% (wood, soybeans)
9. Japan – down 23% (sweet corn, wood, aromatics,)
10. United Kingdom – down 26% (wood, cranberries)



Key crop trade promotion activities YTD:

Gulf Food, WEDC Mission Mexico, FE Charcuterie Mission, Foodex Japan





Upcoming Trade Promotion Activities

Ira Frydman, Export and Business Development Bureau Director



Trade Promotion Activities: August 2026 – November 2026

Tentative & Subject to Change

August 2026

- 11 Export Readiness Seminar, Milwaukee, WI
- 31-Sept 3 Fine Food Australia, Melbourne, Australia
- 31- Sept 3 USDA Trade Mission to Australia/New Zealand

September 2026

- 14-18 Baking Ingredients Inbound Mission
- 25-Oct 2 World Dairy Expo, Madison, WI

October 2026

- 17-21 SIAL Paris, Paris, France
- 21-23 FIGAP

November 2026

- 9-12 USDA Trade Mission, Vietnam
- 10-12 Food and Hospitality China, Shanghai, China
- 16-20 IDF – World Dairy Summit, Auckland, New Zealand

For more information visit: [International Agribusiness Center Calendar](#)



Confirmation of WAXC Council

Secretary Romanski



International Agribusiness Center Team



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Intern

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WAX-C

Stephen Nordin

Vice President, Global Trade and Investment

June 30, 2026

IMAG Overview

Supporting Wisconsin Companies In Global Market Expansion



Reimbursement Funding

Helps Wisconsin companies pursue new export opportunities and expand international sales.



Broad Activity Coverage

Trade shows, market research, translation, marketing, certifications, and consulting services.



Grants up to \$30,000

Up to \$10,000 for standard applicants and \$30,000 for ExporTech graduates.



Multiple Awards

Up to 3 IMAG awards per lifetime – or 6 for ExporTech graduates.



30% Project Match

Applicants contribute a 30% match, encouraging company investment alongside state support.

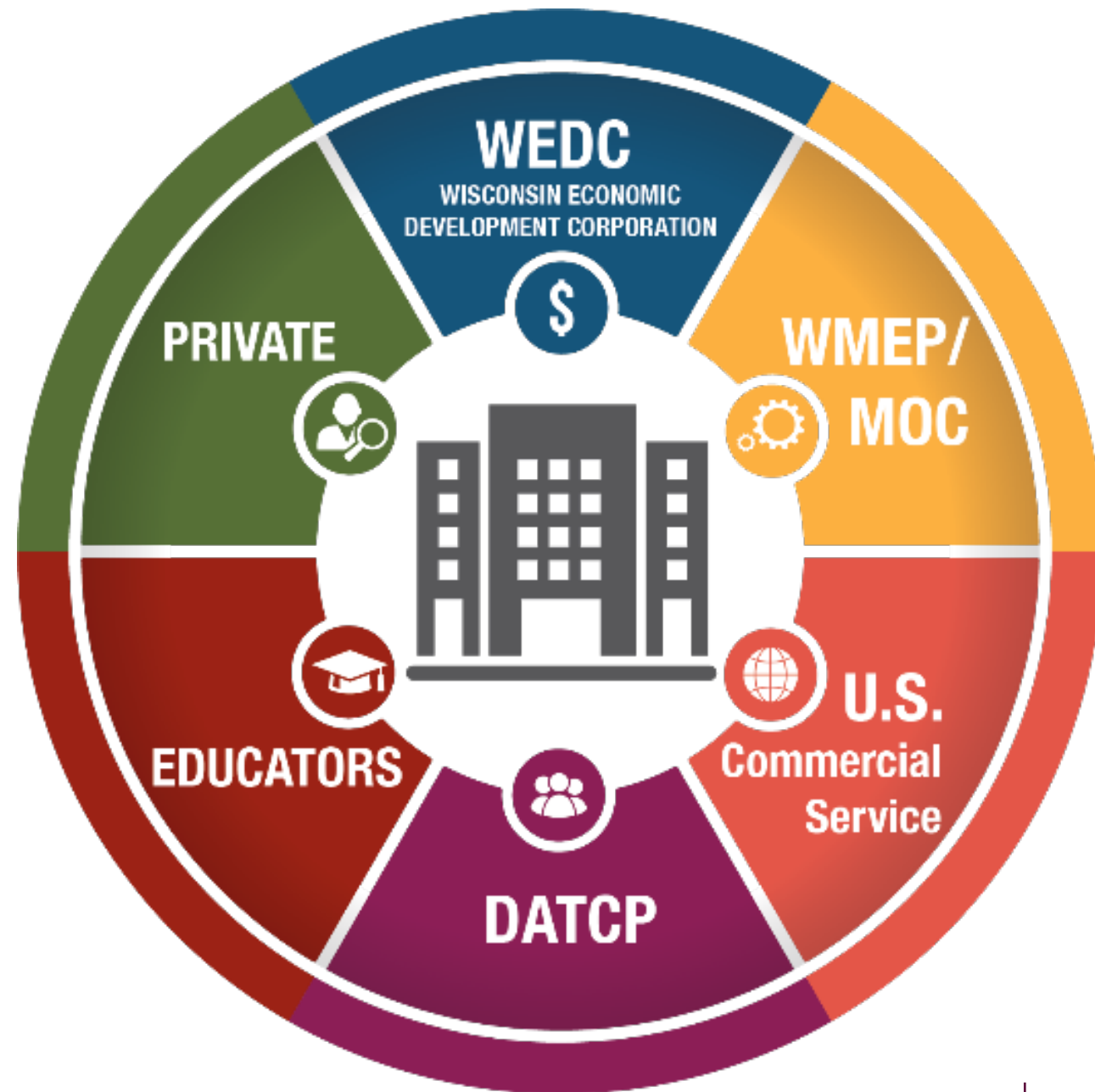


Annual Application Window

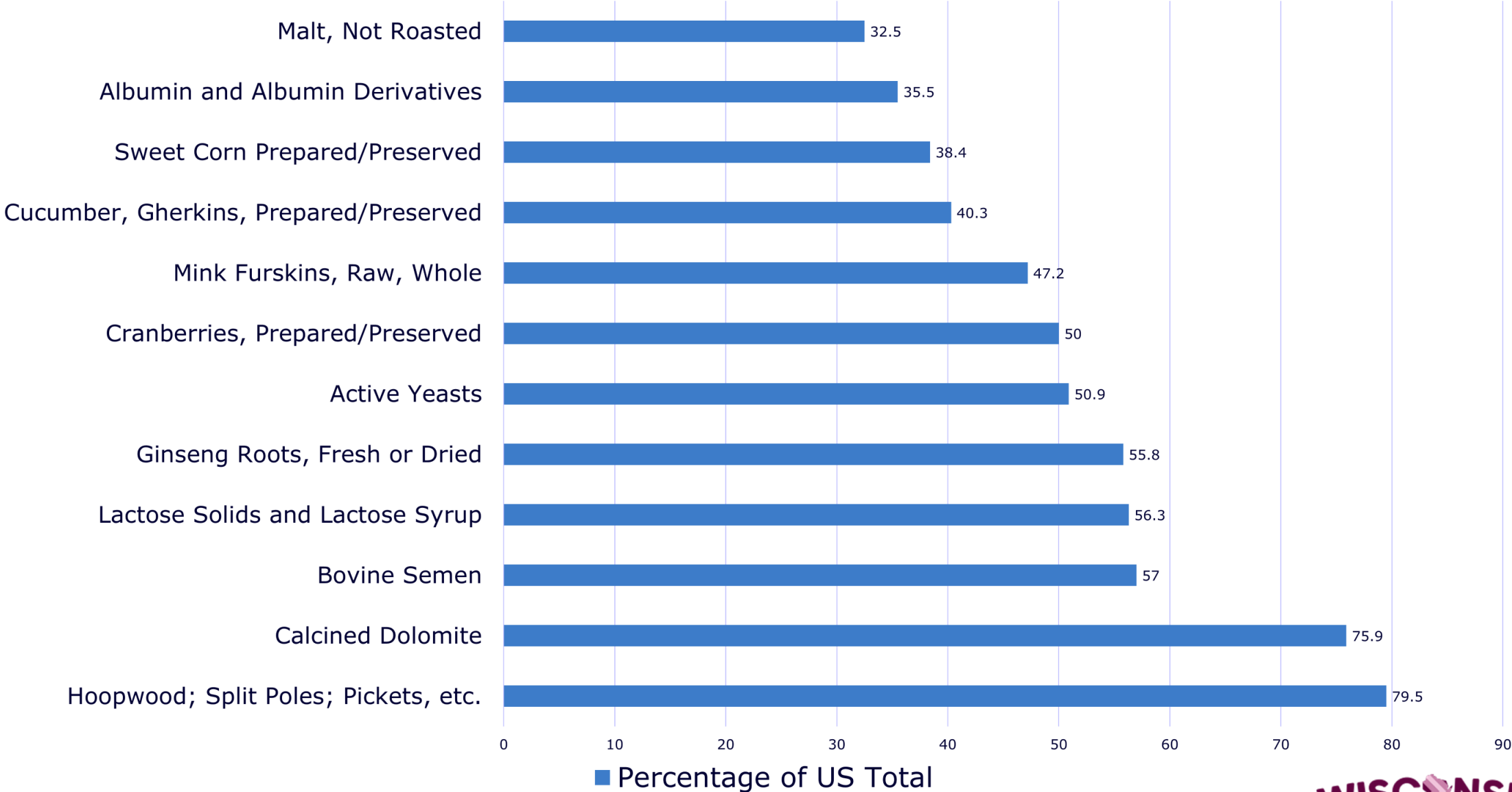
Applications open **July 1** and are accepted until funds are exhausted or October 31.

Wisconsin's Export Partners

GTI supports export growth as a core driver of this effort, in close collaboration with a coordinated partner network in which DATCP plays a critical role in strengthening Wisconsin's economy through global trade and exports.

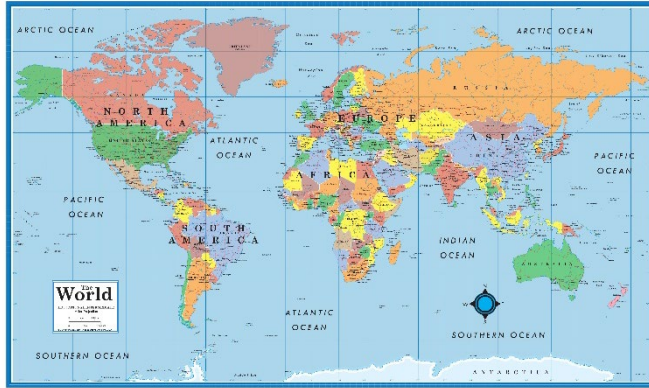


WISCONSIN LEADS THE U.S. IN THE EXPORT OF:



A Gateway to Global Markets

For companies that want to grow, exporting is a necessity



96%

of the world's consumers live outside the United States



1B+

people expected to join the global middle class within the next decade



> 2%

of companies in the U.S. export and small and medium sized enterprises make up over **95%** of this

WEDC & DATCP

Through a strong, coordinated partnership, WEDC's GTI team and DATCP align resources and expertise to deliver WIAE objectives, primarily through:



International Market Access Grant (IMAG) Program

supporting exporter readiness and market entry



Targeted Trade Missions

connecting Wisconsin agribusinesses with global buyers



Stronger Together for Exporters

IMAG Program

Proven returns for Wisconsin exporters



5

WIAE approvals



\$2.0M+

In Wisconsin sales generated



\$18.80

Returned for every \$1 invested

FY27 Trade Missions

Upcoming International Trade Mission Opportunities



Japan

Tokyo

Nov. 7-14, 2026



Mexico

Mexico City &
Queretaro/
Guanajuato

Feb. 21-27, 2027



France

Lyon – Bio Europe
Trade Show

April 4-10, 2027



Canada

Toronto – SIAL
North American
Agri-Food Show

April 26-30, 2027

GTI Team

Meet the Global Trade & Investment Team



Stephen Nordin

Vice President,
Global Trade and
Investment



Aaron Zitzelsberger

Senior Director of
Global Trade and
Investment



Rome Rauter

International Market
Development
Director, Europe



Francisco Carrillo

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Director, Central and
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Mexico, Spain



Michael Quesnell

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Director, Canada,
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Middle East, India



Fanfu Li

International Market
Development
Director, Asia



Patrick Roetker

Global Trade &
Investment Business
Analyst



Sheila Postler

International Market
Access Grants and
Fund Manager



Carolyn Brooks

Admin Coordinator



Ashley Mattina

Global Trade &
Investment Intern



WIAE 5-Year Report

Discussion led by Secretary Romanski



Upcoming Dates

WAXC Meeting

September 2026 (Prairie Oaks State Office Building and Virtual)

WAXC Webinar

January 2026 (Virtual)



WAXC Agenda
June 30, 2026

Adjourn



Thank you!



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WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION

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