



# DELAWARE DEPARTMENT OF AGRICULTURE

2320 South DuPont Highway, Dover, DE 19901

## To: Newsroom Directors and Assignment Editors

**For Immediate Release:**  
**June 29, 2005**

**Number of Pages: 2**

**Contact: Anne Fitzgerald**  
**(800) 282-8685 (DE only)**  
**(302) 698-4520**  
**(302) 242-4092 (Cell)**

### **Time sensitive marketing opportunity for Costa Rica** **Interested companies should contact DDA**

The Delaware Department of Agriculture is seeking Delaware food companies that are interested in participating in a trade mission to Costa Rica on September 6-9, 2005. Food Export USA Northeast (FEUSANE) is sponsoring the trade mission for a maximum of 10 food companies. A participation fee of \$475 will be charged. Participants will be responsible for their own travel and lodging. **The registration deadline is July 15.** FEUSANE's in-market representatives has determined that the best product prospects for Costa Rica are:

- frozen fruits and vegetables
- high quality beef cuts
- baking products & ingredients
- fruit juices
- wine and beer
- processed meats
- dressings and sauces
- confectionery products
- seafood
- health foods
- ice cream
- poultry
- pet food
- and more!

In conjunction with the Expo-Hoteles y Restaurantes Trade Show in Pedegral, Costa Rica, the trade mission will allow companies to participate in the two Food Export -USA booths at this new and growing show for the hotel and restaurant industry in Central America while utilizing their time to:

- Conduct one-on-one meetings with buyers from the hotel and restaurant industry
- Receive a briefing on the market from Food Export USA's In-market Representative
- Attend tours at local restaurants and retail outlets
- Obtain valuable research on how their product fares in this market

According to Food Export USA Northeast: "A leading factor of Costa Rica's stable economy is the rapidly increasing tourism industry. With a consistent growth of hotels and restaurants to accommodate thousands of tourists a year, Costa Rica imported over \$3 billion in food last year from America. Trade between the US and Central America is on the brink of a new and more open agreement. The Central American Free -Trade Agreement (CAFTA) is nearing closure, and when passed, it will provide exceptional access to these neighboring markets.

Food Export USA - Northeast (<http://www.foodexportusa.org/>) is a non-profit organization that promotes the export of food and agricultural products from the northeast region of the United States. The organization has been helping exporters of northeast food and agricultural products sell their products overseas since 1973, when it was first created as a cooperative effort between 10 northeastern state agricultural promotion agencies and the United States Department of Agriculture's Foreign Agricultural Service (FAS). Food Export USA, in conjunction with its member states, provides a wide range of services to facilitate trade between local food companies and importers around the world. These services include: export promotion, customized export assistance, and a cost-share funding program.

Interested companies should contact Anne Fitzgerald, at the Delaware Department of Agriculture: (800) 282-8685 (DE only) or (302) 698-4520; [anne.fitzgerald@state.de.us](mailto:anne.fitzgerald@state.de.us).

###