

## Linda Leehman

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**From:** Willard, Abbey <Abbey.Willard@vermont.gov>  
**Sent:** Monday, April 01, 2019 11:42 AM  
**To:** Carolyn Partridge  
**Cc:** Linda Leehman  
**Subject:** Correction from last week's testimony and VT Ag Export list

Chairwoman Partridge,

I need to make a correction from my S.160 testimony last week. I said that VT schools purchase \$16 Million annually in local food. This figure is actually the TOTAL food sales annually by VT Schools. Schools self-report \$1.4 Million in local food sales in 2013-2014. And we know that some schools (approximately 1/3 of schools) are buying over 20% local food annually, when they include milk as local.

Representative O'Brien asked what our top international exports of ag products were from Vermont. Here is the 2018 trade data that we have from Food Export USA.

Trade is a significant agricultural economic driver for our state, contributing 95,300 jobs in Vermont and over \$241 million in product exports to markets around the world. Canada still remains our largest trade partner with \$134 million in 2017 exports, representing over 55% of agriculture and related product exports. Other major trade partners are China, Mexico, Peru, and the United Kingdom.

Vermont's Top 5 Exports for 2018. I've also included the higher level data at the bottom for big picture perspective. Please let me know if I can provide any additional information.

1. 190110 **Infant Foods** \$22,682,000
2. 180620 **Chocolate >2kg** \$19,121,000
3. 180500 **Chocolate, NESOI** \$16,210,000
4. 040410 **Whey** \$11,739,000
5. 090121 **Coffee, Roasted** \$5,918,000 (this will continue to drop as Green Mountain downsizes in VT)

Definitions:

- **Infant Foods:** (main ingredient is dairy): Preparations suitable for infants or young children, put up for retail sale.
- **Chocolate >2kg:** Other preparations in blocks, slabs or bars, weighing more than 2 kg or in liquid, paste, powder, granular or other bulk form in containers or immediate packings, of a content exceeding 2 kg.
- **Chocolate, NESOI:** Cocoa powder, not containing added sugar or other sweetening matter.
- **Whey:** Whey and modified whey, whether or not concentrated or containing added sugar or other sweetening matter.
- **Coffee, Roasted:** Coffee, not decaffeinated.

This is our top three categories of exports for 2018, in case there was interest in total quantity of dairy:

1. **Dairy Products** \$47,655,000
2. **Chocolate & Cocoa Products** \$36,396,000
3. **Food Preps & Misc Bev** \$10,302,000

Thanks,  
Abbey

Abbey Willard

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