

Fueling Entry into the U.S. Market: Opportunities in Ohio for European Food Producers

July 12, 2021

Plenary Session

9:00 am EST

Key Ohio experts will talk about the opportunities in the food sector, the resources European companies can access and the regulations they need to comply with in order to bring their products to market.

Alina Harastasanu, Sr. Manager European Business Development, [JobsOhio](#) (moderator)

Tim Derickson, Senior Director, Food & Agribusiness, [JobsOhio](#)

John Werkman, Chief, Business Services Division, [Ohio Development Service Agency \(ODSA\)](#)

Jodi Taylor, Assistant Chief, [Ohio Department of Agriculture \(ODA\)](#), [Division of Food Safety](#)

Rebecca Singer, President and CEO, [Center for Innovation in Food Technology \(CIFT\)](#)

Q&A

Break Out Sessions

10:10 am EST

Attendees will hear about the resources, services and financial incentives available on both side of the Atlantic as well as how different stakeholders can assist them in their internationalization plans.

European companies will share their investment story in the U.S. from planning to execution and growth.

Italy



Session conducted in Italian

Germana Di Falco, Director for Italy, **JobsOhio**

Nicola Caputo, Assessore Regione Campania

Massimiliano Boccadelli, Rapporti Parlamentari, Internazionalizzazione, Sostenibilità e Sicurezza Alimentare, **Federalimentare**

Paolo Bonaretti, VP, **Cluster tecnologico agrifood nazionale (CLAN)**

Fulvio Calcinardi, Executive Director, **Italian American Chamber of Commerce Midwest**

Roberto Ravizza, CEO, **Ravizza Packaging**

Registration link

https://jobsohio.zoom.us/webinar/register/WN_9nP-whgfTDmBifRe8XH0ow

Attendees will hear from speakers directly involved in putting products on the shelves and in front of consumers, learn about the instruments available to connect producers with the distributors and groceries stores and the steps to launch a product on the market. Lastly, they will hear from one of the largest grocery chains in the United States on new product introduction as well as about the concept of ethnic stores and how they work with international producers.

Florentina Bardan, CEO, **GrowGlobal**

Owner, PV Euro Market

Daniela Bussard – Category Manager of European, Middle Eastern, Mediterranean, Italian, Oil and Vinegar categories, KeHE

~~Division Merchandise Manager and Head of Procurement for Meijer~~

B2B meeting can be organized with the following organizations:
Make sure you click the appropriate box in the registration form.
Grow Global will host the meetings.



Meijer Inc. is an American supercenter chain throughout the Midwest, privately-owned and family-run. Founded in 1934 as a supermarket chain, Meijer is credited with pioneering the modern supercenter concept in 1962. About half of the company's 253 stores are located in Michigan, with the other half in Illinois, Indiana, Kentucky, Ohio, and Wisconsin. The chain was ranked No. 19 on Forbes magazine's 2015 list of "America's Largest Private Companies"
<http://www.Meijer.com>



Dollar General Corporation is an American chain of variety stores headquartered in Goodlettsville, Tennessee. Founded in 1939. A discount retailer more than 17,000 stores, neighborhood stores in 44 states in the United States delivers convenience and value on the basics. Dollar General operates 21 distribution centers in USA
<http://dollargeneral.com>



With more than 5,500 employee-owners and a 16-distribution center network across North America, KeHE is one of the largest and most respected distributors in the nation. KeHE helps natural & organic, specialty and fresh brands and products get onto retail shelves and online and partners with grocery stores, supermarkets, natural retailers, online eCommerce dropshippers to access a curated assortment of innovative products via a one-truck delivery.
<https://www.kehe.com>



Facilitates growth for consumer product goods companies through tailored services that help understand, position, increase sales and customer base in new markets. Leveraging 15+ years of experience in international trade matters and committing to deliver a quality service and sustainable growth through flexible solutions.
<http://www.growglobal.us/>



Italian American Chamber of Commerce - Midwest (IACC) is a business association that provides resources to the European and to American businesses. IACC is also a certified distributor of food products and wines in the USA. It also organizes B2B meetings in the US, where European professionals are able to meet with US buyers to discuss strategies as well as participate in a variety of events. B2B meetings provide a chance to build a relationships between Italian and American companies.
<https://www.iacc-chicago.com>