



Michigan's growing craft alcoholic beverage industry is poised to continue expanding with significant growth opportunities, one of which includes the potential to market products overseas to foreign consumers.

Exporting Resources

For additional information on how to begin exporting alcohol beverages, please review the resources listed below.

Alcohol and Tobacco Tax and Trade Bureau
www.ttb.gov/itd/exporting_alcohol.shtml

Export Documents and Certificates
www.ttb.gov/itd/exporting_documents.shtml

International Import/Export Requirements Guide
www.ttb.gov/itd/exporting_alcohol.shtml

Export.gov
www.export.gov

Export-Import Bank of the United States
www.exim.gov

Small Business Administration
SBA Export Library
www.sba.gov/category/navigation-structure/starting-managing-business/managing-business/exporting-importing

USDA Foreign Agricultural Services
www.fas.usda.gov

International Marketing Program

About Us

The mission of the Michigan Department of Agriculture and Rural Development's International Marketing Program is to assist Michigan food and agriculture businesses in developing trade opportunities to effectively export their products and achieve economic growth. The International Marketing Program helps Michigan producers and processors in developing trade opportunities by entering new markets or expanding existing markets to increase international market reach.

Contact Us

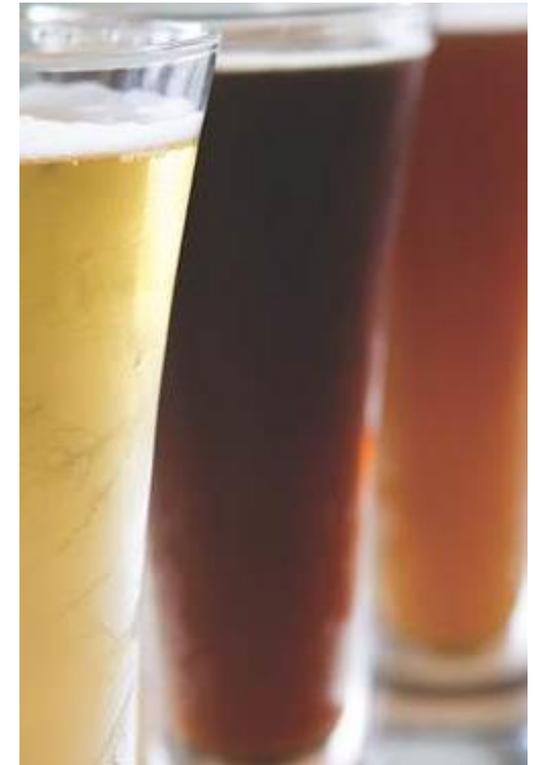
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MICHIGAN DEPARTMENT OF AGRICULTURE AND RURAL DEVELOPMENT



**EXPORTING
BEER
WINE
&
SPIRITS
FROM
MICHIGAN**

From the International Marketing Program at MDARD



Certificates Needed To Export

- Certificate of Free Sale
- Certificate of Origin and/or Age
- Certificate of Health
- Certificate of Sanitation
- Certificate of Authenticity
- Sanitary Statement/Certificate
- Certificate of Manufacturing Process

For questions regarding the Export Certificate Program please contact the TTB International Trade Division at (202) 453-2260, or by email at exportcertificates@ttb.gov.

Beer

Home to 'Beer City, USA' Michigan is a booming craft beer state, hosting 131 breweries, the fifth most in the United States, many of which feature Michigan grown ingredients. For more information, visit www.mibeer.com

Why Export? Consistent & steady growing markets- 96% of the world's population lives outside of the U.S. and controls 70% of global purchasing power.

Wine

Michigan is home to over one hundred wineries throughout the state. Michigan's unique climate makes for a diverse range of products. Michigan wine is especially known for its high quality white wine and distinct fruit wines. Visit www.michiganwines.com for more information.

Spirits

Distilled spirits is a growing industry in Michigan; over two dozen distilleries make Michigan the fourth leading state in the nation in terms of distilleries, producing a wide range of dark and clear spirits. Visit www.drinkmichigan.com for more information.



Michigan is home to a wide variety of craft alcoholic beverages including beer, wine, distilled spirits, mead and hard cider.

Exports help grow all aspects of industry

The exporting of Michigan alcoholic beverages serves as an advantage to both the state and local economies. Exporting provides businesses with an opportunity to increase sales and profits; establish a diversified revenue source; and secure customer bases in newly emerging markets.

Michigan wineries currently account for approximately 5,000 Michigan jobs, and more than \$190 million in payroll while Michigan breweries provide over 7,000 jobs throughout the state and contributes \$608,900,000 in economic impact. The growth of the Michigan alcoholic beverage industry has had a significant impact on our state's economy, creating jobs; attracting tourism; and more recently, attracting foreign dollars interested in importing U.S. beverages overseas. Exporting Michigan alcoholic beverages will continue to strengthen and diversify our economy.