

Sweet Export Success for Dave's Sweet Tooth



Dave's Sweet Tooth, located in Harrison Charter Township, Michigan, in the 10th Congressional District, has exhibited and met with buyers at Food Export events such as the 2018 Midwest Buyers Mission and the 2017 Focused Trade Mission to Toronto for Specialty and Natural Products. According to Andrew Chmielewski, founder and CEO, "The Food Export Program has been a great way for us to meet international buyers and learn about their needs, as well as create new relationships that will be mutually beneficial as we continue to grow our business in both the U.S. and abroad."

Through their participation in the Focused Trade Mission to Toronto, Dave's Sweet Tooth has increased sales and begun the process of expanding into new markets. "The program has provided us with many positive experiences, and we look forward to participating in future events," said Chmielewski.



In addition to Food Export activities, Dave's Sweet Tooth has participated in several programs and services from the Michigan Department of Agriculture and Rural Development's (MDARD) International Marketing Program. In 2018 and 2019 Dave's Sweet Tooth exhibited in the Michigan Pavilion at the Sweets & Snacks Expo. As a result of the 2019 Expo, the company is reporting \$275,000 in on-site sales and projects over \$1.1 million in sales over the next 12 months.

Dave's Sweet Tooth produces specialty toffee in a variety of flavors including milk, dark, and white chocolate, peanut butter, coffee, and pumpkin spice, among others. Dave's Sweet Tooth toffee uses all-natural ingredients, no artificial flavors, and no preservatives. Their products are also naturally gluten-free and kosher certified.

Food Export uses funding from the Agricultural Trade Promotion Program (ATP) and the Market Access Program (MAP) to help America's small businesses increase their exports of food and agricultural products. As exports increase, these small businesses are creating jobs and improving the strength and stability of our agricultural economy. Food Export - Midwest and Food Export - Northeast are non-profit organizations that work in collaboration with their member state departments of agriculture and the USDA's Foreign Agricultural Service. They offer a wide range of programs and services that help boost America's agricultural exports.



Food Export Northeast and Food Export-Midwest administer many services through Market Access Program (MAP) funding from the USDA, Foreign Agricultural Service. For more information on the International Marketing Program, visit www.michigan.gov/agexport. For more information about Food Export-Midwest, visit www.foodexport.org.

