

US Agency International Development – Egypt ERAS

This is a 5-year project where 20/20DC is a key partner with the lead contractor ABT Associates. The 20/20DC team has a key role in the development of trade for the onion, pomegranate and herbs sector. This work covers the spectrum from company and value chain assessment to certification and standards all with the primary objective of strengthening companies and increasing trade. The 20/20DC team is engaged and deploying our resources from plant and process engineers to Resident Entrepreneurs in target markets across the globe. This project is incorporating the abilities of the 20/20DC team to work with entrepreneurs in Egypt and help them develop their business from concept to consumer. 20/20DC team has helped the entrepreneurs in Egypt with assessments, and business plans to further their efforts to expand their business. In October 2019, the 20/20DC team along with three Egyptian companies, benefactors of the ERAS project, attended the Fruit Attraction trade show. The 20/20DC team coordinated and facilitate meetings appropriate to the delegates and the objectives of the ERAS project. Over the two and a half days of the event 19 official meetings and numerous informal interactions occurred between the Egyptian delegation and exhibitors at the show.

USAID Tunisia – JOBS project 20/20DC is in the early stages of supporting this 5-year project launched in the third quarter of 2018. To date 20/20DC has completed an assessment of market opportunities for the USA market and provided recommendations for short-term and long-term market development. The 20/20DC team provided the project with an overview of the USA market and supported 15 companies to the 2019 Gulfood show in Dubai. Significant success was achieved at this show and the 20/20DC team continues to support the sellers and buyers to achieve increased sales and as a result increased employment. The 20/20DC team executed business assessments for selected agribusiness exporters to support. The team also supports these exporters by providing training that provides coaching in preparation for specific upcoming trade shows, skills taught include on how to approach buyers, how to present to potential buyers, and the preparation of product samples.

International Trade Center (ITC) – Road map for Palestine agriculture products

Identifying USA market opportunities for three Palestinian products – Olive oil, herbs, ZA'ATAR, and herbs. This work includes review of the USA standards, market requirements and identifies opportunities for Palestinian exports. The project seeks to enable Palestinian agriculture to generate better income, trade and welfare following an integrated value chain development approach towards more market-oriented competitive and profitable agribusiness.

US Agency International Development – Central Asia Trade and Jobs project (CTJ)

As a subcontract to the prime contractor, 20/20DC supports development efforts to create jobs across several sectors with emphasis on agriculture and food market expansion. 20/20DC does not get involved with producing more product but works with the project to expand the marketing and

sales for product that is produced to meet the market needs. The 20/20DC team developed an export manual for the horticulture sector. The export manual educates exporters how to search and process marketing information, identify attractive export markets and apply effective export promotion tools through their own efforts. This manual will be the source of additional training to occur in March of 2020 conducted by 20/20DC.

EBRD – Tajikistan – Golden Fruit – Senior Industrial Advisor

In this effort with the EBRD, 20/20DC is supporting the Golden Fruit of Isfara Tajikistan in developing their exports with a focus on Japan and the North American market. This effort has coordinated the efforts to move from non-competitive quality products (sanitation and standards) to market linkages. Through our entrepreneurial vision and network, 20/20DC identified and introduced a “new” dried fruit product to Japan that is being considered as a new item with great potential by 7-Eleven Japan for distribution in their 29,000 stores. The business linkages and team are in place and the 20/20DC team has designed and implemented factory-changing programs that allow Golden fruit to produce product with sanitation standards that meet the Japanese Agricultural Standards (JAS) standards.

In addition to market linkages, sanitation and administrative issues Mr. Krigbaum is working with the owner of Golden Fruit and the EBRD to develop a loan proposal that allows for financing of additional plant modifications necessary for meeting further quality/sanitation standards and to finance the inventory requirements to meet new demand.

EBRD – Tajikistan – Isfarafoods – Senior Industrial Advisor

Isfarafoods is a privately held exporter located in Isfara Tajikistan with a strong export program that is dominated by sales to Russia. With support of the EBRD Isfarafoods is working with Jim Krigbaum to expand their markets outside of Russia. This effort includes 1) product development 2) plant modernization to meet international food sanitation standards and 3) development of new products to help them differentiate their products from the hundreds of dried fruit exporters in the region. Along with these efforts, the 20/20DC team will support Isfarafoods at the NYC Fancy Food Show, Middle East Organic show and Sial Middle East. As a result of these efforts dialogue is underway between Isfarafood and a leading international brand for supply of their dried fruit.

EBRD – Tajikistan – Sekhi Kartonbarorii Isfara LLC – Senior Industrial Advisor

The Isfara based carton box producer from Isfara is supported by the EBRD to improve their production techniques and improve their sales. The 20/20DC team will support plant efficiency design and market development. Efforts will include support in the Chinese market and securing equipment to improve their quality and efficiency.

International Trade Center (ITC) – Azerbaijan – export development

20/20DC is supporting the ITC in development of export businesses in Azerbaijan through training provided by the 20/20 Learning Institute in tradeshow strategy and training. Supported the Azerbaijan exhibit at SIAL trade event in Paris during the 2018 exhibition.

International Trade Center (ITC) – Ukraine – Berry Export support program

20/20DC has supported the ITC program in Ukraine to support their exports of fresh berries. To date this support has included training by 20/20 Learning Institute in marketing for ANUGA tradeshow preparation, participation and follow-up.

International Trade Center (ITC) – Grenada – Food sanitation and advancement of the fruit export industry and support to the Marketing and National Importing Board (MNIB). Efforts included training that resulted in 35 Grenada food producers and processors receiving their FSPCA certification which is required by the Food Safety Modernization Act (FSMA) for exports to the USA. Along with FSMA certification, the Grenada food producers received GlobalGAP and HACCP training appropriate for their operations. Efforts also include development of a business strategy for the MNIB and the general industry plan for soursop and other exported fruits. Efforts includes both scientific and marketing teams.

US Agency International Development – Uzbekistan Agriculture Value Chain (AVC)

In the role as a major subcontractor for a Washington DC based Prime Contractor on the leading USAID project in Uzbekistan, 20/20DC has supported the project in developing markets for Uzbekistan fresh and processed fruits and vegetables producers and processors. Sales missions were developed and supported by 20/20DC to meet with importers and distributors in India, Poland, Latvia, Lithuania, Germany, The Netherlands, Dubai, Japan and Korea.

Products supported under this project include dried fruit (apricots, raisins, apples) fresh melons, fresh Apricots, grapes, nuts and processed fruits and vegetables. Effort required knowledge of the market and product requirements and processing capabilities inside of Uzbekistan to meet those requirements and the ability to pass that knowledge on to the Uzbekistani companies.

Uzbekistan AVC efforts in 2019 also included training on export markets, organization of two delegations of international buyers from multiple existing and potential markets including India, Hong Kong, Dubai and Europe.

International Trade Center (ITC – UN) – Ukrainian fruits and vegetables market support

Under contract with the ITC, the 20/20DC team has completed a comprehensive market study for opportunities for Ukrainian fruit and vegetable Exports. The 300+-page report covered a complete global market analysis for fruits and vegetables produced in Southern Ukraine. Subsequent to the completion of the report, 20/20DC has been engaged in training of exporters with courses on entrepreneurship, tradeshow and trade mission strategy, and written export marketing plans for 20 Ukrainian fruit and vegetable producers and exporters.

20/20DC has supported these company’s participation in tradeshows in Poland (PolAgra) and Dubai (Gulfoods). This support included business meeting arrangements and training prior to and at the show.

Global Shea Butter Alliance (GSA) – 20/20DC supports the GSA with their banking services in the USA. Clients of the GSA can make payment to the GSA through the 20/20DC PayPal account. 20/20DC provides services to support this effort.

Private sector – Milly Foods – Kenyan juice processor

With Milly Foods Mr. Krigbaum and his team have designed a dried mango processing addition to their existing mango juice production line. This newly designed facility will produce natural and osmosis dried mangos and other fruits from around the region.

20/20DC is providing technical assistance for the newly designed factory and marketing assistance for the end product globally.

Private Sector – SMD Group – USA

20/20DC is working with jute processors in Bangladesh to produce pet toys to the specifications of SMD Group for distribution throughout the USA and Europe. This effort entails coordination of production, quality control, logistics and pricing from Bangladesh and marketing and distribution in the USA.