

**The Department of Agriculture (USDA) – Foreign Agricultural Service (FAS)
Global Programs**

**Notice of Funding Opportunity (NOFO)
Cochran Fellowship Program**

A. Program Description

Program Overview, Objectives, and Priorities

The Cochran Fellowship Program is requesting the design and delivery of training activities for Cochran Fellowship Program Fellows.

BACKGROUND

Since 1984, the U.S. Congress has made funds available to the Cochran Fellowship Program for training agriculturalists from middle-income countries, emerging markets, and emerging democracies. Training opportunities are for senior and mid-level specialists and administrators working in agricultural trade and policy, agribusiness development, management, animal, plant, and food sciences, extension services, agricultural marketing, and many other areas. Individuals selected for Cochran trainings come from both the public and private sectors. All training occurs in the United States. Training programs are designed and organized in conjunction with U.S. universities, USDA and other government agencies, agribusinesses, and consultants. The Cochran Fellowship Program is part of the United States Department of Agriculture's Foreign Agricultural Service. Since its start in 1984, the Cochran Fellowship Program has provided U.S.-based training for over 18,900 international participants from 126 countries worldwide.

OBJECTIVES

Training objectives must support the agricultural extension goals of the Cochran Fellowship Program to assist eligible countries to develop agricultural systems necessary to meet the food and fiber needs of their domestic populations and/or strengthen and enhance trade linkages between eligible countries and agricultural interests in the United States by providing fellowships to individuals from eligible countries who specialize in agriculture for study in the United States.

In general, USDA will identify Fellows based on country-specific topics of importance to the international agricultural trading system and place them with U.S. institutions for 1-2 week intensive programs. These programs are expected to contribute to the strategic goals and objectives of the institutions through a hands-on experience in a “real-world” international trade scenario, providing an opportunity for application of research, extension, or teaching agendas. Host institutions will be able to share the knowledge gained through the program in their classroom and extension work with their faculty, students, extension officers, and constituents; and they will be able to continue to maintain professional contacts with the Fellows after their departure from the United States.

Team-specific Objectives

APPENDIX Proposals due June 30, 2020 11:59 EDT

- Overview of U.S. Sanitary/Phytosanitary Standards and Technical Barriers to Trade for Albania ([page 18](#))
- Laboratory and Diagnostic Training for Animal Health and Food Safety Officials from Dominica, Grenada, St. Lucia, and, St. Vincent and the Grenadines ([page 20](#))
- Trade Facilitation for Guatemala, Honduras, and El Salvador ([page 22](#))
- Overview of U.S. Food Safety and International Standards for Ghana, Cote d'Ivoire, and Haiti ([page 25](#))
- U.S. Cuisine and Culinary Arts for Burkina Faso, Mali, The Gambia, Senegal, and Guinea ([page 28](#))
- Risk Management for U.S. Livestock for Algeria ([page 30](#))
- Overview of International Standards for Food Safety for Albania ([page 32](#))
- Overview of Enzyme Regulation for Turkey ([page 34](#))
- Eco-Friendly U.S. Fuel Ethanol for Colombia ([page 36](#))
- U.S. Supermarket Management Applications and Consumer Oriented Products for Mexico, Peru, and Ecuador ([page 38](#))
- Post-Harvest Fruit and Vegetable Management for Mexico ([page 40](#))
- Produce Post-Harvest Handling and Value Chain Development for Costa Rica, Nicaragua, and the Caribbean ([page 42](#))
- U.S. Dairy Processing for Mexico ([page 45](#))
- Introduction to U.S. Gastronomy and Food Ingredients for Argentina and Paraguay ([page 47](#))
- Restaurant Management for Argentina, Paraguay, and Mexico ([page 50](#))
- U.S. Wine and Cheese Export Promotion for Burma ([page 53](#))
- Introduction to U.S. Food Processing Ingredients and Additives for India ([page 56](#))
- Overview of U.S. Beer, Wine, and Spirits for Kenya, Uganda, Tanzania, and Rwanda ([page 59](#))
- U.S. Healthy Food Ingredients for Thailand ([page 62](#))
- Introduction to U.S. Artisanal and Gourmet Cheese for Thailand ([page 64](#))
- U.S. Rice Marketing for Guatemala and Honduras ([page 67](#))
- U.S. Agricultural Policy and International Trade for Bosnia and Herzegovina ([page 70](#))
- U.S. Craft Beer Ingredients and Marketing for Serbia and Bosnia and Herzegovina ([page 72](#))
- Overview of Biotechnology Communication and Policy for Serbia ([page 74](#))
- Overview of Soybean Processing for Ethiopia ([page 77](#))
- U.S. Tourism and Hotel, Restaurant, Institutional Sector Management for Senegal and The Gambia ([page 79](#))
- U.S. Management Practices in Dairy and Livestock Operations for Egypt and Jordan ([page 81](#))
- U.S. Wheat Marketing and Promotion for Morocco and Tunisia ([page 83](#))
- Overview of U.S. Food Safety Regulations and Standards for Bangladesh and the Philippines ([page 85](#))

- Trade Facilitation and Import/Export Procedures for Brazil ([page 88](#))
- Import/Export Documentation and Sanitary/Logistical Practices at U.S. Ports for Dominican Republic ([page 91](#))
- Import/Export Documentation and Inspection Processes at U.S. Ports for Kenya, Rwanda, Tanzania, Uganda, and Brazil ([page 94](#))
- Regulatory Protocols on Import/Export Documentation and Sanitary/Logistical Practices for Malaysia ([page 97](#))
- Introduction to Animal and Plant Health Risk Assessment for Sri Lanka ([page 100](#))
- Risk Based Management for Plant and Animal Products for Vietnam ([page 103](#))
- Overview of U.S. Feed Sector for Bangladesh ([page 105](#))
- Intro to U.S. Regulation of Agricultural Biotechnology, Genetic Engineering, and Biosafety for Burma ([page 107](#))
- Overview of U.S. Craft Beer and Ingredients for South Africa ([page 109](#))
- Overview of U.S. Craft Beer and Ingredients for Brazil ([page 112](#))
- Overview of the U.S. Rice Supply Chain for Ghana and Cote d'Ivoire ([page 115](#))
- Consolidated Shipping and Distribution of U.S. Consumer Oriented Products for Nigeria ([page 117](#))
- U.S. Grain Procurement and Storage Management for Algeria ([page 119](#))
- U.S. Cheese Marketing and Promotion for Brazil ([page 121](#))
- U.S. Dry Beans Processing, Promotion and Marketing for Costa Rica, Guatemala, El Salvador, and Honduras ([page 123](#))
- U.S. Meat Products Processing: Food Additives and Ingredients for Guatemala, El Salvador, and Honduras ([page 125](#))
- Introduction to U.S. Soybeans Processing, Marketing, and Re-Export Strategies for Pakistan ([page 127](#))
- Introduction to U.S. Supply Chain, Post-Harvest Loss, and Food Distribution Systems for the Philippines ([page 129](#))
- Availability and Marketing of U.S. Tree Nuts and Dried Fruits for Vietnam ([page 131](#))
- Introduction to U.S. Private Label Management for China ([page 133](#))
- Introduction to U.S. Supply Chain Management for China ([page 135](#))
- Availability and Marketing of U.S. Seafood for China ([page 137](#))
- Hops, Malt, and Yeast Management for China ([page 139](#))

Issued By

Foreign Agricultural Service, Global Programs, Fellowship Programs Division, Cochran Fellowship Program

Catalog of Federal Domestic Assistance (CFDA) Number and Title

10.962 Cochran Fellowship Program – International Training – Foreign Participant

Notice of Funding Opportunity Title

2020 Cochran Fellowship Program

NOFO Number

Authorizing Authority for Program

Section 1543 of the Agriculture Development and Trade Act of 1990 (7 U.S. Code 3293) as amended, and supported by the National Agricultural Research, Extension, and Teaching Policy Act of 1977, as amended.

Appropriation Authority for Program

Consolidated Appropriations Act, 2009 (PL 110-426)
Consolidated Appropriations Act, 2010 (PL 111-39)
Consolidated Appropriations Act, 2011 (PL 111-221)
Consolidated Appropriations Act, 2012 (PL 112-73)
Consolidated Appropriations Act, 2013 (PL 112-163)
Consolidated Appropriations Act, 2014 (PL 113-46)
Consolidated Appropriations Act, 2015 (PL 113-164)
Consolidated Appropriations Act, 2016 (PL 114-82)
Consolidated Appropriations Act, 2017 (PL 114-259)
Consolidated Appropriations Act, 2018 (PL 115-131)

Announcement Type

New

B. Federal Award Information

Award Amounts, Important Dates, and Extensions

Available Funding for the NOFO: \$8,000,000 total. Up to \$150,000 per award (funding per award will vary dependent on how many Fellows will participate in the program, average cost per Fellow is \$9,500).

Projected Number of Awards: 54

Number of Project Budget Periods: 1

Period of Performance: 1 year

Projected Period of Performance Start Date(s): September 1, 2020

Projected Period of Performance End Date(s): September 1, 2021

The award period of performance will begin approximately September 1, 2020. However, the Implementer has up to 11 months from the beginning of the award to ensure the Fellows begin their fellowship. The Fellows will have up to 3 weeks to complete the assigned work. Once the Fellows complete the work, the institution must proceed with closing out the award.

Extensions are allowable, please see Section H. Additional Information to see how to request one should the need arise.

Cost Share or Match requirements: A cost match or cost share is not required.

Funding Instrument

USDA will enter into a cost-reimbursable agreement under 7 USC § 3319a with selected recipients. Program staff will maintain involvement in the administration of the Cochran Fellowship Program.

C. Eligibility Information

Eligible Applicants

Proposals may be received from U.S. State Cooperative Institutions or other colleges and universities in the United States.

A single Principal Investigator (PI) may not host two groups of Fellows simultaneously. The PI must hold a position at an eligible U.S. institution.

Eligibility Criteria

All applicants must have an active registration in the SAM database at www.sam.gov – pending or expired registrants are not eligible. This requirement must be met by the closing date of the announcement and will not be waived. Please contact the program officer listed if you have questions about this requirement.

In addition to obtaining a DUNS number and registering in SAM, you must also obtain Level 2 eAuthentication to apply for this funding opportunity in ezFedGrants (eFG). You must submit an online form requesting access. Normally you will receive an email within 24 hours of your submission, if your request is approved. After this occurs, you will need to schedule an appointment with an LRA. Once you meet with the LRA, your Level 2 eAuthentication should be granted within 2 to 3 days after that meeting. See Section D of this NOFO for detailed information.

Maintenance of Effort (MOE)

MOE is not allowable.

Cost Share or Match requirements

Cost share or match is not required.

D. Application and Submission Information

Key Dates and Times

Application Start Date: April 15, 2020

NOFO Posted Date: April 15, 2020

Application Submission Deadline: September 30, 2020 at 11:59PM EDT
(please note team specific objective proposals are due June 30, 2020)

Anticipated Funding Selection Date:

No later than August 31, 2020

Anticipated Award Date:

No later than August 31, 2020

Address to Request Application Package

This NOFO represents the full application information.

Applications will be processed through the ezFedGrants portal at <https://grants.fms.usda.gov> – prospective applicants are encouraged to register for this portal. Please also email proposal to the program contacts listed at the bottom of each scope of work. Applicants that are unable to access the ezFedGrants portal should contact the program manager for alternative submission instructions. Note that if selected, registration is a requirement of performance.

Content and Form of Application Submission

Institutions must be able to host multiple groups over the period of performance and should submit a proposal following the guidelines below:

Required forms and certifications, including:

- [Standard Form 424](#), signed by the applicant
- SF-LLL, if warranted.
- [Standard Form 424A](#). This should be accompanied by a detailed budget worksheet and a detailed budget narrative (NOTE: A budget narrative must be provided). All line items should be described in sufficient detail that would enable FAS to determine that the costs are reasonable and allowable for the project per federal regulations. Definitions of cost items are listed below.
 - a. **Personnel:** Costs of employee salaries and wages. For each staff person, provide the name (if known), title, time commitment to the project as a percentage of a full-time equivalent (FTE), annual salary, and grant funded salary. Do not include the costs of consultants. Consultants are to be included under “Contractual.”
 - b. **Fringe Benefits:** Costs of employee fringe benefits unless treated as part of an approved indirect cost rate. Provide the method used to calculate the proposed rate amount. If a fringe benefit has been negotiated with, or approved by, a cognizant federal agency, **attach a copy of the negotiated fringe benefit agreement**. If no rate agreement exists, provide a breakdown of the amounts and percentages that comprise fringe benefit costs such as health insurance, FICA, retirement insurance, taxes, etc. Identify the base for allocating these fringe benefit expenses. (Attach the agreement to the application package.) For foreign entities this may not apply.
 - c. **Travel:** Costs of project-related travel by employees of the applicant organization (do not include costs of sub-contractor or consultant travel). For each proposed trip, provide the purpose, number of travelers, travel origin and destination, number of days, and a breakdown of costs for airfare, lodging, meals, car rental, and incidentals. The basis for the airfare, lodging, meals, car rental, and incidentals must be provided, such as past trips, current quotations, Federal Travel Regulations, etc.
 - d. **Equipment:** **Equipment is not an allowable expenditure for this award.** Any article of nonexpendable, tangible personal property having a useful life of more than one year and an acquisition cost which equals or exceeds the lesser of (a) the

capitalization level established by the organization for financial statement purposes, or (b) \$5,000.

NOTE: Acquisition cost means the net invoice unit price of an item of equipment, including the cost of any modifications, attachments, accessories, calibration and maintenance services, or auxiliary apparatus necessary to make it usable for the purpose for which it is acquired. Ancillary charges, such as taxes, duty, protective in-transit insurance, freight, and installation shall be included in or excluded from acquisition cost in accordance with the organization's regular written accounting practices.

- e. **Supplies:** Supplies are tangible personal property other than that included in the equipment category if the acquisition cost is less than the lesser of the capitalization level established by the non-Federal entity for financial statement purposes or \$5,000, regardless of the length of its useful life. Specify general categories of supplies and their costs. Show computations and provide other information which supports the amount requested. A computing device is a supply.
- f. **Contractual:** Costs of all contracts for services and goods that further the work of the project. Sub-contractors, sub-awardees, and/or sub-grantees that do not perform technical work (i.e., landscapers, trash collectors, etc.) belong under other cost categories such as equipment, supplies, construction, other, etc.

Costs of all contracts for services and goods that further the work of the project. Do not put sub-contractors, sub-awardees, and/or sub-grantees that do not perform work to further the project. These types of sub-contractors, sub-awardees, and/or sub-grantees that work for the Prime awardee exclusively, (i.e., landscapers, trash collectors, etc.) These costs belong under other cost categories such as equipment, supplies, construction, other, etc.

Include third party evaluation contracts (if applicable) and contracts with secondary recipient organizations. Demonstrate that all procurement transactions will be conducted in a manner to provide, to the maximum extent practical, open and free competition. Identify proposed sub-contractor work and the cost of each sub-contractor. Provide a detailed budget for each sub-contractor that is expected to perform work estimated to be \$25,000 or more, or 50% of the total work effort, whichever is less.

- Identify each planned subcontractor and its total proposed budget. Each subcontractor's budget and supporting detail should be included as part of the applicant's budget narrative.
- Provide the following information for each planned subcontract: a brief description of the work to be subcontracted; the number of quotes solicited and received, if applicable; the cost or price analysis performed by the applicant; names and addresses of the subcontractors tentatively selected and the basis for their selection; e.g., unique capabilities (for sole source subcontracts), low bidder, delivery schedule, technical competence; type of contract and estimated cost and fee or profit; and, affiliation with the applicant, if any.

- All required flow down provisions in the award must be included in any subcontract.
- g. **Other Direct Costs**: Any other items proposed as direct costs. Provide an itemized list with costs and state the basis for each proposed item.
- h. **Indirect Costs**: This will be a cost reimbursable agreement issued under 7 USC § 3319a. By statute, indirect cost rates for cost reimbursable agreements cannot exceed 10%.
- A project narrative that includes the following elements:
 - Indicate the name of the institution applying to host the groups;
 - Indicate the training topic;
 - Provide a tentative training plan based on the training interests listed in the statement of work, including topics to be covered, possible field visits and other activities;
 - Please include a narrative description of the proposed training, how it will be administered and the role of the university faculty and support staff;
 - Provide a summary of relevant institutional capabilities for hosting international Fellows in the applicable topic(s);
 - Briefly describe the expertise and international experience of the trainer in the group's field of interest and various countries;
 - Demonstrate understanding of cultural context and needs of the trainees;
 - Identify the expected skills or knowledge to be acquired by the Fellows at the end of the program;
 - Briefly demonstrate flexibility in training plan to account for potential program changes and the ability to respond to unforeseen circumstances;
 - Include a quality assurance plan. This should include information on how unforeseen problems that can arise will be addressed;

The SF-424 and SF-424A can be completed within the ezFedGrants platform. However, the other required forms must be downloaded from the Forms sections on Grants.gov or will be sent to you upon request to the program officer(s) named in Section G.

Please be aware that OMB Memorandum 18-24: Strategies to Reduce Grant Recipient Reporting Burden has been approved. Various required forms needed to apply for Federal Financial Assistance no longer need to be completed individually at time of application. They are covered in the Financial Assistance Certifications Report.

Effective January 1, 2020, the Financial Assistance Certifications are a common set of certifications and representations required by Federal statutes or regulations in accordance with the grant's guidance under Title 2 of the Code of Federal Regulations (2 CFR 200.208 Certifications and Representations). Those non-Federal entities who intend to apply for, or are already recipients of Federal grants or agreements, must read and agree to the corresponding certifications and representations. Registrants who reply yes to the following question are required to keep these certifications and representations current, accurate, and complete as part of their entity registration.

FAS will verify in SAM.gov that the proper forms are completed, and if they have not been, you will be contacted and directed to do so. Your award will not be issued until the proper forms are completed within the SAM.gov portal.

Unique Entity Identifier and System for Award Management (SAM)

Each applicant is required to:

- (i) Be registered in SAM (<https://www.sam.gov>) before submitting its application;
- (ii) Provide a valid DUNS number in its application; and
- (iii) Continue to maintain an active SAM registration with current information at all times during which it has an active Federal award or an application or plan under consideration by a Federal awarding agency.

The Federal awarding agency may not make an award to an applicant until the applicant has complied with all applicable DUNS and SAM requirements and, if an applicant has not fully complied with the requirements by the time the Federal awarding agency is ready to make a Federal award, the Federal awarding agency may determine that the applicant is not qualified to receive a Federal award and use that determination as a basis for making a Federal award to another applicant.

FAS is using ezFedGrants, which is an electronic grants management system. Applicant(s) with electronic access are required to submit their applications electronically through the ezFedGrants portal. Before you can apply, you must have a DUNS number, be registered in SAM, and have access to the ezFedGrants website at <https://grants.fms.usda.gov>

Applicants are encouraged to register early. The registration process can take approximately four weeks to be completed. Therefore, registration should be done in sufficient time to ensure it does not impact your ability to meet required submission deadlines.

DUNS number. Instructions for obtaining a DUNS number can be found at the following website: <http://www.dnb.com/duns-number.html>
The DUNS number must be included in the data entry field labeled "Organizational DUNS" on the Standard Forms (SF)-424 forms submitted as part of this application.

System for Award Management. In addition to having a DUNS number, applicants applying electronically through ezFedGrants must register with SAM. Step-by-step instructions for registering with SAM can be found here:

www.sam.gov

Failure to register with SAM will result in your application being rejected during the submissions process.

ezFedGrants System Access and Electronic Signature

Level 2 eAuthentication. The next step in the registration process is to obtain a Level 2 eAuthentication account that will allow access to the ezFedGrants system. Instructions for getting a Level 2 eAuthentication account can be obtained by emailing ezFedGrants-cfo@usda.gov

If you experience any issues with self-registration or have eAuthentication-related questions, please contact the eAuthentication Help Desk for assistance:

By email to eAuthHelpDesk@usda.gov

Requesting a role in ezFedGrants. After obtaining eAuthentication, users will need a role in the system. Descriptions of the roles available and instructions on how to request a role can be obtained by emailing ezFedGrants@cfo.usda.gov.

Electronic Signature. Applications submitted through ezFedGrants constitute a submission as electronically signed applications. When you submit the application through ezFedGrants, the name of your Signatory Official on file will be inserted into the signature line of the application.

If you experience difficulties accessing information or have any questions, please email the Helpdesk at ezFedGrants-cfo@usda.gov.

Intergovernmental Review

An intergovernmental review may be required. Applicant(s) must contact their State's Single Point of Contact (SPOC) to comply with the State's process under Executive Order 12372 (<https://www.archives.gov/federal-register/codification/executive-order/12372.html>) Name and addresses of the SPOCs are maintained at the Office of Management and Budget's home page at:

<https://www.whitehouse.gov/wp-content/uploads/2019/02/SPOC-February-2019.pdf>

Funding Restrictions

Generally, funds may not be used in any manner that is prohibited by 2 CFR Part 200 and 2 CFR Part 400.

Compensation for personal services (whether classified as personnel, contractual services, or any other form) may not exceed the pro-rated equivalent of Step III of the Executive Schedule. For calendar year 2019, this is \$176,900 per year; \$680.38 per day; or \$85.05 per hour. Non-monetized fringe benefits are generally excluded from this ceiling, however, a federally-negotiated fringe benefits rate agreement may be required if fringe benefits appear to be unusually high.

FAS agreement funds may only be used for the purpose set forth in the award and must be consistent with the statutory authority for the award. Agreement funds and non-monetary support may not be used for matching contributions for other federal grants or cooperative agreements, lobbying, or intervention in federal regulatory or adjudicatory proceedings. Federal employees are prohibited from serving in any capacity (paid or unpaid) on any proposal submitted under this program. Federal employees may not

receive funds under this award. In addition, federal funds may not be used to sue the Federal Government or any other government entity.

These funds cannot be used for construction purposes, general purpose acquisitions (no particular scientific, technical, or programmatic purpose), equipment exceeding \$5,000 per item, entertainment, capital improvements, thank you gifts, or other expenses not directly related to the project

This will be a cost reimbursable agreement issued under 7 U.S.C. 3319a. University indirect costs for cost reimbursable agreements are limited to 10% of direct costs.

Management and Administration (M&A) Costs:

M&A costs are not allowable.

Indirect Facilities & Administrative (F&A) Costs.

Indirect F&A costs means those costs incurred for a common or joint purpose benefiting more than one cost objective and not readily assignable to the cost objectives specifically benefited without effort disproportionate to the results achieved. By statute, indirect costs for cost reimbursable agreements cannot exceed 10% of direct costs.

Other Submission Requirements

All applications must be submitted electronically as indicated above.

**E. Application Review Information
Application Evaluation Criteria**

Prior to making a Federal award, the Federal awarding agency is required by 31 U.S.C. 3321 and 41 U.S.C. 2313 to review information available through any OMB-designated repositories of government-wide eligibility qualification or financial integrity information. Therefore application evaluation criteria may include the following risk based considerations of the applicant: (1) financial stability; (2) quality of management systems and ability to meet management standards; (3) history of performance in managing federal award; (4) reports and findings from audits; and (5) ability to effectively implement statutory, regulatory, or other requirements.

Technical Expertise and Experience (45 points)

Trainer must have appropriate technical background to provide the desired training. If necessary, other appropriate collaborating scientists should be identified to meet any of the objectives which the primary trainer cannot address. Trainer's experience and knowledge of relevant agricultural conditions within the Fellows' country(ies) or a similar location will be considered as appropriate. Also taken into account is the trainer's experience with international training and adult education.

Overall Program (40 points)

The overall program plan and design should be relevant to the specified training objectives and Fellows' backgrounds. The program plan should be thorough, well thought out, and will achieve

the desired post-program deliverables. Relevant agricultural practices within the region of the university will be considered as appropriate. Relevant University resources should be identified. Additional resources/organizations should be identified as appropriate. Site visits and meetings should be meaningful to the content of the program. Overall Program will also be reviewed based on host institutions ability to demonstrate flexibility and their quality assurance plan.

Budget (15 points)

The proposed budget should be appropriate for the number of Fellows and length of the program. The budget should include appropriate cost savings where available and narrative should accompany each line item.

Quality (5 points)

The overall proposal will be reviewed for overall quality, ensuring that proposal is comprehensive, well thought-out and contains correct spelling and grammar.

Review and Selection Process

In all cases, the Program Manager will ensure application is submitted on time as specified in this announcement. Also, the Program Manager will ensure the organization is capable of delivering the program/activities as described in the announcement based on the applicant's project narrative.

FAS conducts a two-part application review process. The Agency conducts an initial review of applications to determine the responsiveness of the application. If an applicant is determined to be ineligible (see Section C. Eligibility Information) or an application is determined to be non-responsive, FAS will notify the applicant. All responsive and eligible applications will be reviewed as described below:

1. FAS will assemble reviewers which may include both federal and non-federal reviewers to review the eligible applications. Reviews of submitted applications will be conducted either on site or by remote review.
2. Technical reviewers will review each eligible application against the evaluation criteria. The reviewers will assign a score and provide summary comments based on the evaluation criteria identified above. Evaluation Criteria: the evaluation criteria must be directly related to key aspects of the project. The criteria must be measurable with an associated point range. It is a best practice, but not required, that the entire review criteria score range should be out of 100. From the scoring process, a recommendation list will be composed and sent to the FAS Administrator.
3. An application may be selected for a post-review quality control and possible rescore if it received significantly diverging scores and comments from reviewers.
4. If necessary, a secondary application review process includes an internal review panel consisting of FAS staff, and the Administrator reviewing the

recommendation list which will display the highest ranked applications. From this list this internal review panel will make final funding recommendations. The internal review panel may take applications out of rank order in consideration of strategic program priorities, which are identified below:

- a. Geographic distribution
 - b. Incorporation of minority-serving institutions
 - c. Institutional capability to host foreign Fellows
 - d. Pre-existing relationships between the Fellow and an institution
5. FAS will perform an additional review of the applicant organization which may include reviewing any and/or its key personnel. This review will include reviewing audit reports, publicly available materials and/or government databases and may have a bearing on award outcome. FAS may request additional materials from the applicant as part of this review, including:
 - The summary letter from the applicant's most recent audit report; and
 - Documentation of previous grant award completion that includes the name of the grantor, amount awarded, and whether the grant recipient sufficiently completed the requirements of the grant award (e.g., a final close-out report, certification of grant award completion, etc.)
6. After the technical review and before making final funding decisions, FAS may contact the highest-ranking applicants to seek clarification and to negotiate technical and programmatic aspects of the application. If an application includes a sub-awardee, FAS may request to speak with all parties included in the application to ensure sufficient planning and coordination has taken place prior to making an award.

Confidentiality and Conflict of Interest

Technical and cost proposals submitted under this funding opportunity will be protected from unauthorized disclosure in accordance with applicable laws and regulations. FAS may use one or more support contractors in the logistical processing of proposals. However, funding recommendations and final award decisions are solely the responsibility of FAS personnel.

FAS screens all technical reviewers for potential conflicts of interest. To determine possible conflicts of interest, FAS requires potential reviewers to complete and sign conflicts of interest and nondisclosure forms. FAS will keep the names of submitting institutions and individuals as well as the substance of the applications confidential except to reviewers and FAS staff involved in the award process. FAS will destroy any unsuccessful applications after three years following the funding decision.

F. Federal Award Administration Information

Notice of Award

Notice of award will be given to the institution via email. This email is not an authorization to begin performance. The notice of Federal award signed by the grants officer (or equivalent) is the authorizing document through electronic means. It should also indicate if there are any pass-through obligations that successful applicants are required to meet upon receiving award funds, including specific timeline requirements.

Administrative and National Policy Requirements

All successful applicants for all grant and cooperative agreements are required to comply with Standard Administrative Terms and Conditions for Federal Assistance Awards, which are attached to this NOFO and on the FAS website:

<https://www.fas.usda.gov/grants-and-cooperative-agreements-administrative-general-terms-and-conditions>

The applicable Standard Administrative Terms and Conditions will be for the last year specified at that URL, unless the application is to continue an award first awarded in an earlier year. In that event, the terms and conditions that apply will be those in effect for the year in which the award was originally made unless explicitly stated otherwise in subsequent mutually-agreed amendments to the award.

Before accepting the award, the Recipient should carefully read the award package for instructions on administering the grant award and the terms and conditions associated with responsibilities under Federal Awards. Recipients must accept all conditions in this NOFO as well as any Special Terms and Conditions in the Notice of Award to receive an award under this program.

Federal Financial Reporting Requirements

The Federal Financial Reporting Form (FFR), as known as the SF-425, must be submitted within 90 days of the end of the agreement. The required form is available online at:

<https://www.gsa.gov/portal/forms/download/149786>

Program Performance Reporting Requirements

Performance Progress Reporting must be filed within 90 days of the end of the agreement and should include details the activities undertaken and progress made.

Program Expectations

- Ensure that each Fellow completes the Cochran Training Program Evaluation; and
- Development of an Action Plan by each Fellow, in accordance with the Action Plan template. The Action Plan identifies goals and outlines specific steps or activities which each Fellow will perform upon return to their home country. An Action Plan generally includes steps, milestones, measures of progress, responsibilities, assignments, and timeline. The recipient shall provide a copy of each fellow's Action Plan to the Cochran Fellowship Program.
- A brief final report (format at the discretion of the recipient).
- A pre-training questionnaire to determine Fellows baseline knowledge of the learning objectives. (Template will be provided)

- A post-training questionnaire to determine the knowledge gained in each of the learning objectives. (Template will be provided)
- Analysis of the pre and post training questionnaire. (Template will be provided)

Performance Expectations:

- Provide a thumb drive of the training highlights to each Fellow and the Cochran Fellowship Program;
- Ensure that each Fellow completes the Cochran Training Program Evaluation (which will be provided);
- Development of an Action Plan by each Fellow. The Action Plan identifies goals and outlines specific steps or activities which each Fellow will perform upon return to home country. An Action Plan generally includes steps, milestones, measures of progress, responsibilities, assignments, and a timeline. The applicant shall provide a copy of each Fellow's Action Plan to the Cochran Fellowship Program.
- A brief final report (format at the discretion of the applicant).
- A pre-training questionnaire to determine Fellows' baseline knowledge of the learning objectives. (Template and examples shall be provided upon request)
- A post-training questionnaire to determine the knowledge gained in each of the learning objectives. (Template and examples shall be provided upon request)
- Analysis of the pre- and post-training questionnaire.
- Deliverables are due two weeks after the completion of each training.
- All transportation within the United States, from the point of arrival to the point of departure.
 - The host institution is not responsible for international airfare of participants
 - Please include baggage fees for any domestic flights
- Lodging accommodation, in single occupancy
- Fellows' subsistence (meals and/or per diem allowance, please add a \$5/day supplement for incidentals)
- Implementors should offer appropriate cross-cultural activities for the purpose of sharing language, culture, or history in accordance with J-1 Visa requirements.
- Please note all meetings with Federal Government offices or officials must be initiated by the Fellowship Programs team.

Government Furnished Items:

USDA FAS will provide Fellows with J-1 compliant Emergency Medical Insurance and arrange for DS-2019/J-1 visas for Fellows.

Monitoring

FAS through its authorized representatives, has the right, at all reasonable times, to make site visits to review project accomplishments and management control systems and to provide such technical assistance as may be required. During site visits, FAS will review recipients' files related to the funded program.

As part of any monitoring and program evaluation activities, recipients must permit FAS, upon reasonable notice, to review related records and to interview the organization's staff and clients

regarding the program, and to respond in a timely and accurate manner to FAS requests for information relating to their program.

Close Out Reporting Requirements.

Within 90 days after the end of the period of performance, or after an amendment has been issued to close out a grant, whichever comes first, recipients must submit a final FFR and final progress report detailing all accomplishments and a qualitative summary of the impact of those accomplishments throughout the period of performance.

Acceptance of final reports by the agency constitutes a closeout of the award with no further notice or obligation to either party. This acceptance will indicate the period of performance has expired, and any remaining funds will be deobligated. Records must be retained for a minimum of three years after the final reports are submitted, as described in 2 CFR 200.333

The recipient is responsible for returning any funds that have been drawn down but remain as unliquidated on recipient financial records.

G. Awarding Agency Contact Information

Contact and Resource Information

For all general questions, contact:

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H. Additional Information

1. Extensions

Extensions to this program are allowed. Applicants may request a no-cost extension in order to complete all project activities. The request must be submitted 60 days prior to the expiration of the performance period. Requests for extensions are subject to approval. Extensions may also be granted due to disruptions regarding travel restrictions or travel precautions.

2. Prior Approval

The Recipient shall not, without the prior written approval of the FAS Program Manager, request reimbursement, incur costs or obligate funds for any purpose pertaining to the operation of the project, program, or activities prior to the approved Budget Period/Performance Period.

For this award, the Recipient shall not request reimbursement for costs incurred pertaining to the operation of the project, program, or activities prior to the approved project period.

3. Budget Revisions

- a. Transfers of funds between direct cost categories in the approved budget when such cumulative transfers among those direct cost categories exceed ten percent of the total budget approved in this Award require prior written approval.
- b. The Recipient shall obtain prior written approval for any budget revision that would result in the need for additional resources/funds.
- c. The Recipient is not authorized at any time to transfer amounts budgeted for direct costs to the indirect costs line item or vice versa, without prior written approval.

4. Post-award program income

In the event program income becomes available to the recipient post-award, it is the recipient's responsibility to notify the FAS Program Manager to explain how that development occurred, as part of their request for guidance and/or approval. The Program Manager will review approval requests for program income on a case-by-case basis; approval is not automatic. Consistent with the policy and processes outlined in 2 C.F.R. Part 200, pertinent guidance and options, as determined by the type of recipient and circumstances involved, may be approved by the Grant Officer. If approval is granted, an award modification will be issued with an explanatory note.

Appendix:

Cochran Fellowship Program Overview of U.S. Sanitary/Phytosanitary Standards and Technical Barriers to Trade for Albania WTO, SPS, and TBT Team

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a training program on U.S. Sanitary and Phytosanitary Standards (SPS) and Technical Barriers to Trade (TBT) for eight Fellows from Albania. Fellows are likely to come from both government and private sector organizations.

This program should assist Albanian agribusinesses in understanding meeting SPS standards and TBT requirements, with emphasis on herbs and dairy products. This training program should focus on international protocols and procedures for SPS regulation, evidence-based risk analysis, technical barriers to trade and trade facilitation. To assist in meeting their commitments, the program should focus on specific issues and provisions included in the agreements and gain a better understanding of valid country SPS measures according to international standards and mechanisms to address those measures.

The objective of this program is to help Albanian agribusinesses widen their knowledge and understanding on the importance of fulfilling international standards in order to expand their market and a way to generate greater income. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- SPS and TBT agreements
- General overview of SPS and TBT Agreements and the Trade Facilitation Agreement (TFA)
- Experience applying the agreements
- Drafting and enforcing technical barriers to trade
- Coordination of SPS notifications
- SPS risk assessment
- Overview of the International Standard Setting Bodies
- International Plant Protection Convention (IPPC) and the benefits of compliance
- International Standards for Phytosanitary Measures (ISPM)
- World Organization for Animal Health (OIE)
- Codex Alimentarius (Codex)
- Overview of U.S. regulators and other departments/agencies involved in U.S. Trade and Food Safety Regulations (FDA, APHIS, FSIS, and EPA; Enquiry Points)
- Coordination/communication/correlation between institutions that work with SPS and TBT measures
- Legal framework

- Guidelines and standards
- Inspection systems
- Negotiations
- Overview of U.S. SPS surveillance, food safety, risk management and pest risk analysis
- Including regulate pest list, admissibility and quarantine protocols
- Analytical techniques for SPS risk assessment
- Regulations for import/export and understanding market access
- How international trade measures are applied and methods/measure for regulating food imports to protect domestic agriculture while adhering to WTO commitments
- U.S. customs enforcement of trade facilitation; expediting perishable cargo, percentage of total inspected cargo and cold chain maintenance
- Technical requirements for access to markets
- Requirements for export certificates of agricultural products at federal and state levels
- Information systems for companies including online submission systems and electronic signatures
- Sampling and inspection of imports and exports.

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place between May-June 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Laboratory and Diagnostic Training for Animal Health and Food Safety Officials
from Dominica, Grenada, St. Lucia, and St. Vincent and the Grenadines
WTO, SPS and TBT Team

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS and TBT Team is requesting the design and delivery of a training program for seven Fellows from Dominica, Grenada, St. Lucia, and St. Vincent and the Grenadines. The fellows are animal health and food safety officials from the Caribbean.

Animal products represent nearly one third of total U.S. agricultural exports to the Caribbean Basin Region. This program should provide an in-depth understanding and skills necessary to support laboratory network strengthening in their own countries while comply with World Organization for Animal Health (OIE) guidelines for diagnostics and reporting of notifiable animal diseases.

This laboratory and diagnostic training should include a mixture of seminar, discussions, exercises, case studies and site visits to various laboratories to ensure the Fellows ability to apply skills and knowledge learned to a veterinary diagnostic program upon return to their home country. The training may also include meetings with U.S.-government authorities (State and/or Federal), if deemed appropriate by the trainer. [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing partner].

The objective of the program is for participants to gain skills and abilities necessary to support laboratory network strengthening in their own countries and to better comply with World Organization for Animal Health (OIE) guidelines for diagnostics and reporting of notifiable animal diseases. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Quality Assurance System and Requirements
 - Terminology and language of Quality Assurance
 - Integral components to write quality assurance documents
 - Records Management/document control
 - Quality Assurance management functions such as: communication, reviews, audits and investigation of corrective/preventative and corrective actions
 - Standard operating procedures
 - Purchasing Equipment, Supplies and Services for the Laboratory
- Understanding of Accreditation
 - Internationally accepted standards
 - ISO Standards

- Terminology
- American Association for laboratory Accreditation
- Sample collection and Diagnostics
- U.S. Regulations, Inspection and International Standards
 - Overview of laws and implementation
 - Roles and responsibilities of U.S. agencies involved
 - World Organization for Animal Health (OIE) guidelines for diagnostics and reporting of notifiable animal diseases
 - Overview of the USDA's National Animal Health Laboratory Network (NAHLN) and National Poultry Improvement Plan (NPIP) Authorized Laboratories

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would begin after May 30, 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Trade Facilitation
for Guatemala, Honduras, and El Salvador
WTO, SPS, and TBT Team**

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a training program on Trade Facilitation for eight Fellows from Guatemala, Honduras, and El Salvador.

The program should educate Fellows on the World Trade Organization (WTO) Trade Facilitation Agreement (TFA), U.S. import and export procedures, and processes to facilitate the most-efficient trade of safe agricultural goods and food. This program should emphasize best practices on how to reduce bureaucracy and bottlenecks that impede or slow down trade flows as well as how to increase efficiencies that facilitate trade. Particular attention should be paid to the value provided to import procedures by employing evidence-based risk-mitigation strategies similar to the U.S. to identify the risk associated with different agricultural goods and food products rather than approaches based on precaution or applying specific hygiene standards to each product category. This approach would build a more-thorough understanding of checks of products deemed to be of higher risk, eliminating most procedures for products considered safe, cold storage systems and best practices in the timely processing of documentation.

The training should include meetings with regulatory bodies including Food and Drug Administration (FDA), USDA Animal and Plant Health Inspection Service (APHIS), USDA Food Safety and Inspection Service (FSIS), the Commerce Department, the U.S. Trade Representative (USTR), USDA's Office of Risk Assessment and Cost-Benefit Analysis (ORACBA) and U.S. Customs and Border Protection (CBP). [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization, this includes the requirement to have all fellows vetted by DHS CBP for visits to all ports]. Field visits should reinforce the implementation of the regulatory information provided during the meetings.

The objective of the program is to educate the Fellows on the WTO TFA implementation through the example of the U.S. import and export inspection procedures to facilitate import procedures for U.S. agricultural products at ports of entry in Central America. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Provisions of the World Trade Organization (WTO) Sanitary and Phytosanitary (SPS), Technical Barriers to Trade (TBT), and Trade Facilitation (TFA) agreements leading to improved implementation and compliance of each agreement;
- The role of the TFA in reducing the time and cost of trade, specifically showcasing the benefits to the agricultural sector and the economy;

- Best practices for single window and neighbor border cooperation, standards development for release times of goods, and risk management systems;
- Fellows should observe, learn from and exchange information on inspections with APHIS-PPQ and CBP port operations;
- FDA, APHIS, and FSIS enforcement of SPS regulations (including national treatment and SPS and food safety certification of export shipments), other official inspection/certification agencies (the Grain Inspection, Packers and Stockyards Administration (GIPSA) within the USDA Agricultural Marketing Service (AMS));
- APHIS and CBP sharing of examples of U.S. cargo clearance forms and the explanations and avenues available to verify authenticity.
- U.S. customs airport, seaport, and border inspection and sanitation procedures, with focus on selection of cargos to inspect, documentation processing, and methods to increase speed and efficiency of inspection process;
- The development application of evidence-based approaches to risk analysis and risk management;
- U.S. SPS inspection laboratory operations, laboratory certificates and laboratory analyses used to assess risk;
- U.S. SPS Risk Management, Pest Risk Analysis, and import authorization procedures, particularly for animal products and plants;
- eCertification;
- The division of responsibility for U.S. food regulation/certification and border-agency roles of FDA, FSIS, CBP, APHIS, and the National Oceanographic and Atmospheric Agency (NOAA);
- U.S. government processes for updating SPS regulations, customs and inspection operational procedures, communication and coordination between regulatory bodies at ports;
- U.S. government processes to handle food samples for commercial and non-commercial purposes;
- Understanding of labeling regulations and compliance system, FDA enforcement of SPS regulations (including national treatment and SPS and food safety certification of export shipments), Compliance monitoring (residues and contaminants), penalties and other issues, Food Safety Modernization Act (FSMA).

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Program activities should take place June - September 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Overview of U.S. Food Safety and International Standards
for Ghana, Cote d'Ivoire, and Haiti
Africa and Middle East Team**

Team-specific Objectives

The Cochran Fellowship Program's Africa Middle East Team and the Latin America and Caribbean Team are requesting the design and delivery of a training program for up to 12 Fellows from the governments of Ghana, Cote d'Ivoire, and Haiti on U.S. Food Safety and International Standards.

The Overview of U.S. Food Safety and International Standards program should provide the Fellows with an in-depth understanding of how the United States ensures food safety in food produced for domestic consumption and export. Particular topics that should be covered include: food systems and food safety; internationally-recognized food safety standards; international food trade; regulatory and policy issues; food processing; microbial and chemical hazards (including aflatoxin); testing methodologies; conducting risk-based assessments; risk analysis, assessment, management, evaluation and communication; food preservation and storage; food additive use, Food Safety Modernization Act (FSMA) implementation; Hazard Analysis and Critical Control Principles (HACCP); hazard detection systems; Good Manufacturing Practices (GMP); Good Agricultural Practices (GAP); the World Trade Organization Sanitary and Phytosanitary (SPS) and Technical Barriers to Trade (TBT) agreements; and import/export requirements for food products.

The hands-on training experience should cover the regulatory standards setting aspects, including the roles and responsibilities of government agencies involved in food safety (Codex Alimentarius, Food Safety Inspection Service (FSIS), Environmental Protection Agency (EPA), and the Food and Drug Administration (FDA)). The distinction between food safety and food quality should also be covered, including U.S. quality standards and grading. Field visits to food and meat processing sites and laboratories are highly encouraged to provide the Fellows with an understanding of how private sector producers implement and comply with food safety regulations in their activities. Additional meetings with U.S. producer cooperatives, associations, and companies are also encouraged for the Fellows to hear about how private sector and the government work together to develop and implement food safety standards and regulations. FAS envisions that this program will include attendance at a well-established food safety training, an example of such is Michigan State's Food Safety short course to be held July 26 – August 1, 2020. [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization].

The training objective is to strengthen the Fellows' knowledge of food safety policy, risk analysis, and regulatory approaches based upon science that protect public health, promote good will among private and public key food safety official, and reduce non-tariff barriers to trade disruptions. The goal is reduced trade barriers and strengthened trade linkages between the United States and Ghana, Cote d'Ivoire, and Haiti and to and to increase their capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Understanding the U.S. food safety regulations
- Food safety policy development in the United States
- Standards (Codex, SPS regulations, ISO 17025)
- Traceability requirements
- Risk analysis/management
- Regulatory offices, roles of (FDA, APHIS, EPA, FSIS)
- Regulatory measures on biosafety/biotechnology
- Residue programs
- Distinction between food safety and food quality
- FSMA development and implementation
- Understanding food safety and implementation
- Food controls, HACCP (design and implementation), microbiology
- Distribution chain, food safety during transport and storage
- Qualitative and quantitative methods to assess risk
- Food quality and handling
- Monitoring, evaluation, and dissemination
- Certification and equivalence of SPS
- Good manufacturing practices, good agricultural practices and good laboratory practices
- Microbiological, chemical analysis
- Food safety audits
- Understanding food safety in relation to import and export procedures
- Pre-registration and post-registration
- U.S. requirements

PERIOD OF PERFORMANCE

This consecutive 2-week training program should be implemented before September 30, 2020. This training should include attendance at an established food safety training like Michigan State's Food Safety short course.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
U.S. Cuisine and Culinary Arts
for Burkina Faso, Mali, The Gambia, Senegal, and Guinea
Africa and Middle East Team**

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on U.S. Cuisine and Culinary Arts for six Fellows who are chefs and sous-chefs from Burkina Faso, Mali, The Gambia, Senegal, and Guinea.

The program should provide an overview of U.S. culinary arts and how to prepare various U.S. cuisine dishes. The program should expose the Fellows to U.S. cuisine using a variety and quality of U.S. food ingredients and products for different food industries. The program should increase the Fellows knowledge of U.S. cuisines – U.S. food ingredients and products, catering, food services, beverage operations, and menu development such as BBQ grilled meats, BBQ sauces and seasonings, hamburgers, fries, fried chicken, greens, salads, and various desserts such as peach cobbler and NY cheesecake. FAS envisions that this program will include attendance at a widely-attended food technologies trade show to be proposed by the applicant; an example of such is the National Restaurant Association Show (NRA), May 16 – 19, 2020 in Chicago, Illinois to provide an opportunity for Fellows to meet with food and restaurant industry experts. Fellows should meet with U.S. exporters of food ingredients and U.S. producers related to their product interests. Additional meetings and site visits should include U.S. farms, U.S. restaurants, and U.S. hotels to observe the preparation of U.S. cuisines from various chefs from raw ingredients to finished products.

The objective of the program is to increase awareness of U.S. products, ingredients, and increase marketing of U.S. products. The goal of the program is to strengthen exports of U.S. food products and ingredients to Burkina Faso, Mali, The Gambia, Senegal, and Guinea and to increase their capacity for extension and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- Understanding U.S. cuisine and popular trends such as, white tablecloth dining, premium beef, sustainable “zero waste” food, large-format dining, veganism, regional cuisine (BBQ/American/Southern foods), keto friendly, oat milk, and beverages
- Fine dining and casual restaurants cuisine (BBQ/American/Southern foods, etc.)
- Food festivals, restaurants, and farmers markets
- Understanding U.S. food products, ingredients, and cooking techniques
- Culinary engineering and chemistry (BBQ/American/Southern foods, etc.)
- New food products (BBQ/American/Southern foods, etc.)
- U.S. flavors and ingredients (BBQ/American/Southern foods, etc.)
- U.S. cuisine replication and recipe development (BBQ/American/Southern foods, etc.)
- Understanding food ingredients used in the following products:
- Beverages (carbonated and noncarbonated)

- Condiments (jam and jam spreads)
- Baked goods and desserts
- Milling by-products
- Processed meat, poultry, and fish products
- Import/export requirements for food ingredients
- International regulations pertinent to the trade of food ingredients and additives

PERIOD OF PERFORMANCE

This consecutive 2-week training program should include attendance at a widely-attended food technologies trade show 2020 such as the National Restaurant Association Show (NRA), May 16 – 19, 2020 in Chicago, Illinois.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Risk Management for U.S. Livestock
for Algeria
Africa and Middle East Team**

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on Risk Management for U.S. Livestock for six Fellows in government and policy from Algeria.

The program should be designed to provide Fellows an in-depth overview of the U.S. animal health system with a focus on disease risk mitigation and World Organization for Animal Health (OIE) international sanitary standards and rules for livestock, specifically, day-old chicks, hatching eggs, beef cattle and dairy cattle. The program should include meetings with USDA Animal and Plant Health Inspection Service (APHIS) focusing on animal health certifications and OIE international sanitary standards, the Federal Drug Administration (FDA) regarding hatching eggs. Meeting should also include meetings with the following organizations: American Dairy Associations, USA Poultry and Egg Export Council, and National Cattlemen's Beef Associations to address emerging diseases, emergency response, epidemiology, animal inspection procedures, health documentation and information management. [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization].

The program should include farm visits, highlighting specifically pathogen reduction, animal production, nutrition management, genetics, fertility management in bovine operations, equivalence, and import and export policies and procedures. The Fellows should gain a strong understanding of U.S. governmental policies and regulations regarding livestock. As a result of this training program, the Fellows should gain a greater understanding of U.S. livestock industry. Additionally, this training should lead to accurate findings when they are performing inspections on U.S. imports, and give them more confidence in understanding the U.S. system and open the door for U.S. market access. The objective of the program is to increase the Fellows knowledge of the U.S. livestock industry certifications, standards, and disease management system to support U.S. – Algeria negotiations on livestock. The goal of the program is to increase Algeria's capacity for agricultural research, extension, participation in international trade, and to improve the U.S. Algeria bilateral relationship.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Overview of U.S. livestock industry and animal production including governmental regulations, health certifications, and requirements for export
- Certification requirements for day-old chicks and hatching eggs (traceability, labeling, animal welfare, handling, hatching process, hatchery storage, disease mitigation and health surveillance, regulations, and quality control enforcement)

- Bovine and dairy genetics, insemination and semen selection, fertility management, nutrition, biosecurity, disease epidemiology, herd maintenance and management, lactation, growth and reproduction
- Tools and techniques for monitoring animal health and improving performance
- Laboratory testing and sampling

PERIOD OF PERFORMANCE

This consecutive 2-week training program should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Overview of International Standards for Food Safety
for Albania
Eastern Europe and Eurasia Team**

Team-specific Objectives

The Cochran Fellowship Program's Eastern Europe and Eurasia Region is requesting the design and delivery of a training program for six Albanian Fellows. The Fellows are representatives from the both public and private sectors with a vested interest in food safety and supply chain management.

Albania is currently trying to meet international food safety standards to better integrate with the regional and international economy. The private sector is trying to improve their food safety practices to better serve the Albanian public and international consumers. This program should provide an overview of international food safety standards to assist Fellows in establishing food safety management systems within Albania's private sector.

The training should incorporate topics such as the science behind the U.S. food safety system (quality control, risk assessments, traceability, processing, and labelling/certifying) for dairy products. The program should provide an overview of the supply chain from farm to retail distribution and the legal framework of regulations and compliance surrounding the industry. The objective is to assist the Fellows in understanding supply chain management to help meet international standards for food safety. The goal of this training program is to increase the Fellows' capacity for agricultural research, extension, and teaching; and to increase agricultural cooperation and trade between Albania and the United States.

LEARNING OBJECTIVES

The contractor should ensure that Fellows develop competencies in the following areas:

- Supply Chain Management
- International Food Safety Standards
 - Implementation
 - Quality Control
 - Risk Assessment and Methodologies
 - Internal and External Auditing
 - Traceability
 - International Packaging and Labeling Regulation
 - Hazard Analysis and Critical Control Points (HACCP)
- U.S. Regulation Compliance
 - Legislative Frameworks
 - Legal Requirements of Imports/Exports
 - Implementation of new regulations

PERIOD OF PERFORMANCE

This consecutive 2-week training should be implemented before September 30, 2020.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Overview of Enzyme Regulation
for Turkey
Eastern Europe and Eurasia Team**

Team-specific Objectives

The Cochran Fellowship Program's Eastern Europe and Eurasia Region is requesting the design and delivery of a training program for six Fellows from Turkey.

Turkey is considering a new approach to regulating enzymes used in food processing. The program should focus on best practices on the regulation of enzymes in food ingredients, including food ingredients that are considered GRAS (Generally Recognized As Safe - in the U.S.). The program should include information about regulation of enzymes used in animal feed production.

The group should visit Washington, D.C., university, and industry sites that develop food and feed ingredients, particularly enzymes. Training topics could include the different types and uses of food and feed ingredients; regulatory policies and best practices in a national and global context; features of a transparent, predictable, and science-based regulatory system that are consistent with international standards, including risk assessments; the use of microbiology and biotechnology, including for ecological and quality purposes, in producing food and feed ingredients, which are highly purified and often contain no trace of genetic engineering; labeling; and trade facilitating measures to ensure that enzymes, including those produced from biotechnology that are currently allowed in food and feed products produced and imported into Turkey continue to be allowed.

The objective of this program is to train Turkish officials, academia, and industry representatives involved in the legislative policy-making processes on best practices on the regulation of food and feed ingredients, with a focus on enzymes. The goal of this activity is to increase the Fellows' capacity for food and agricultural research, extension, and teaching; assist Turkey in implementing transparent, predictable, and science-based regulations for enzymes used as food and feed ingredients; and discuss potential for regulatory pathways for all food and feed ingredients derived from biotechnology.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge regarding regulation of food ingredients particularly enzymes, in the following areas:

- Use and utility of innovative food and feed ingredients, such as enzymes
- Functions and examples of enzymes (including those derived from biotechnology) used as food and feed ingredients
- Overview/introduction of the use of enzymes in food and food processing, including recent developments
- Regulatory process for food and feed ingredients in the United States, including those from biotechnology and other sources

- Overview of U.S. system for risk-based monitoring of safety of processed products and animal feed.
- Balancing food and feed safety while encouraging innovation
- How the competent authority regulates and controls food and feed ingredients and enzymes in particular in the U.S.
- Global regulatory approaches (other countries and international bodies)
 - Establishing a transparent, predictable, and science-based system
 - International standards for risk assessments where appropriate
 - Import measures
- Food and feed safety data regarding food ingredients, including enzymes
- Technological developments in food and feed ingredient production

PERIOD OF PERFORMANCE

This consecutive 2-week training should be implemented before September 30, 2020.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Eco-Friendly U.S. Fuel Ethanol
for Colombia
Latin America and the Caribbean Team**

Team-specific Objectives

The Cochran Fellowship Program's Latin America and Caribbean Region is requesting the design and delivery of an Eco-Friendly U.S. Fuel Ethanol training program for seven Fellows from Colombia. The Fellows are government officials working in biofuel policy and importers of fuel ethanol.

In 2017, Colombia lifted restrictions on fuel ethanol imports. These imports are required to comply with quality and carbon footprint standards that should allow the country to achieve its commitments under the Paris Climate Agreement COP2. In 2018, the Colombian government increased the biofuel mandate to 10 percent in most of the country. The country has relied heavily on fuel ethanol imports from the United States because of competitive prices and decreased domestic production. However, Colombia's carbon footprint standards could become a trade barrier for U.S. corn-based ethanol in the long term.

This Cochran program should train Fellows on the benefits of increasing the blend mandate (E15) as well as on the benefits and improving carbon footprint of U.S. fuel ethanol. The program should include meetings with the U.S. Department of Agriculture, the Department of Energy, the Renewable Fuels Association, Growth Energy, and the U.S. Grains Council. Participants should be given an overview of how the U.S. biofuel business model and technology platform is evolving to further lower costs and respond to policy incentives now and in the future to reduce the carbon intensity of corn ethanol. There should be visits to laboratories, corn farms, ethanol refineries, and ethanol equipment suppliers. Depending on the Fellows selected, the program may include participation in the International Fuel Ethanol Workshop from June 15 to 17, 2020 in Minneapolis, Minnesota. The objective of this program is to increase the participants' awareness of the benefits and improving carbon footprint of U.S. ethanol and generate opportunities to increase exports of U.S. fuel ethanol to Colombia. The goal of the program is to increase Colombia's capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- U.S. eco-friendly ethanol policy
- Laws and policy incentives for low-carbon and second-generation ethanol
- Promotion of low carbon and cellulosic second-generation ethanol
- Gasoline ethanol blend mandates
- U.S. ethanol industry innovations to lower emissions
- Ethanol refinery operation and design for lower emissions and high efficiency
- Crop feedstock production practices and innovations to lower carbon emissions
- Life cycle analysis of U.S. corn ethanol's improving carbon footprint
- Second-generation ethanol processing and environmental advantages

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented in June to include possible attendance of the International Fuel Ethanol Workshop from June 15 to 17, 2020 in Minneapolis, Minnesota.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
U.S. Supermarket Management Applications and Consumer Oriented Products
for Mexico, Peru, and Ecuador
Latin America and the Caribbean Team

Team-specific Objectives

The Cochran Fellowship Program is requesting the design and delivery of a training program for up to seven Fellows from Mexico and seven Fellows from Peru/Ecuador for a total of 14 Fellows representing the supermarket and food retail industry.

In both Mexico, Ecuador, and Peru, there are new opportunities for U.S. exports of consumer-oriented products. In recent years, there has been growth in the development of high-end supermarkets to meet the demand for high-quality imported products. Additionally, the supermarket industry is expanding its reach to secondary cities and the suburbs of major cities and increasing the demand for consumer-oriented products. An opportunity exists for U.S. exporters to introduce new products to the Mexican, Ecuadorian, and Peruvian markets and for the Fellows to learn about new and innovative ways to market such products.

The program should focus on showcasing U.S. consumer-oriented products and the operations of supermarket chains in the United States. Training topics should include supply chain technology, traceability and data, store design/layout, product handling and placement, and marketing strategies including personalized experiences and e-commerce/e-marketing. Additionally, the program should showcase recent trends in U.S. supermarkets and consumer-oriented products. The Fellows should visit various U.S.-based supermarkets, retailers, and distributors. The program should also include participation in the Summer Fancy Food Show in San Francisco in July 2020 or a similar event to introduce the Fellows to consumer product suppliers that are interested in exporting to Mexico, Peru, and/or Ecuador. The objective of the program is to expose the Fellows to a wide variety of U.S. consumer-oriented products and demonstrate how to best market the products in various retail settings. The goal of the program is to increase the Fellows' capacity for agricultural research, extension, and teaching; and to increase exports of U.S. consumer-oriented products into Mexico, Peru, and Ecuador.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- U.S. supermarket and food retail management
- Supply chain technology
- Cold chain logistics
- Traceability and data
- New trends in store design and layout, product placement
- Promotion and pricing strategies
- Use of e-commerce and personalization
- Promotion of U.S. consumer-oriented products

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Post-Harvest Fruit and Vegetable Management
for Mexico
Latin America and the Caribbean Team**

Team-specific Objectives

The Cochran Fellowship Program's Latin America and Caribbean Region is requesting the design and delivery of a training program for seven Fellows from Mexico.

Mexico imports large quantities of fruits and vegetables from the United States. The personnel of Mexican produce importers need training on the proper management of these products once they arrive to maintain quality and increase sales of fresh produce.

This program should provide an overview of post-harvest fruit and vegetable management, especially for handling of apples, pears, cherries, berries, yellow onions, and sweet potatoes. There should be opportunities for Fellows to meet with representatives of U.S. fresh produce associations, such as USA Pears, the Washington Apple Commission, Northwest Cherry Growers, and the Organic Trade Association. If possible, the program should include attendance of a trade show such as the United Fresh Convention and Expo in San Diego, California from June 16 to 19, 2020 or the Produce Marketing Association Fresh Summit Convention and Expo in Dallas, Texas on October 15 to 27. The objective of this training program is to improve the post-harvest capacities of Mexico and marketability of U.S. fresh produce. The goal is to increase Mexico's capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Post-harvest handling and management
 - a. Introduction to post-harvest biology
 - b. Value chain management (particularly for apples, pears, cherries, onions, and sweet potatoes)
 - c. Management, storage, and transportation best practices
 - d. Organic produce handling and management
 - e. Traceability
 - f. Food waste management
 - g. Maturation and maturity indices
 - h. New technology
- Fresh produce food safety standards and quality assurance
 - a. Food safety, risk analysis, risk management, HACCP
 - b. Quality assurance control measures
- Fruit and vegetable marketing
 - Merchandising and branding
 - New market trends and market analysis

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented before September 30, 2020, unless the program includes the Produce Marketing Association Fresh Summit Convention and Expo in Dallas, Texas from October 15 to 27.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Produce Post-Harvest Handling and Value Chain Development
for Costa Rica, Nicaragua, and the Caribbean
Latin America and the Caribbean Team

Team-specific Objectives

The Cochran Fellowship Program's Latin America and Caribbean Region is requesting the design and delivery of a training program for up to seven Fellows from Nicaragua and Costa Rica and seven Fellows from the Caribbean countries of Dominica, Grenada, St. Lucia, and St. Vincent and the Grenadines for a total of 14 Fellows. Participants include fresh fruit and vegetable importers and exporters as well as government officials.

Participating countries in the region have expressed an interest to improve their post-harvest management systems. Currently, there is a lack of capacity for producers and importers to manage fresh-cut products through the supply chain.

This program should provide a comprehensive overview of produce post-harvest handling and value chain development. The training should focus on both mitigating post-harvest losses for domestically cultivated fruits and vegetables and on improving the management of imported fresh produce, especially grapes and apples, to increase shelf life and marketability. The Fellows should visit major fruit and vegetable growing and packing regions of the United States, preferably California and the Pacific Northwest, to see the quality and food safety regulations under which these products are grown and packed for export. These visits should show Fellows how growers comply with regulations on approved pesticides and with the grading and standard requirements set by USDA's Agricultural Marketing Service (AMS), which ensures that U.S. fruits and vegetables are safe, wholesome, consistent choices for consumers. In addition, the program should provide tours of major retailers/grocers to show current U.S. marketing and display trends and techniques to increase sales as well as demonstrate proper cold storage and handling techniques. If possible, the program should include participation a trade show such as the United Fresh Convention and Expo in San Diego, California from June 16 to 19, the Produce Marketing Association Fresh Summit Convention and Expo in Dallas, Texas from October 15 to 27, or the Natural Products Expo East from September 23 to 26. The objective of the training is to reduce losses of Nicaraguan, Costa Rican, and Caribbean fruits and vegetables while also increasing demand for U.S. fresh produce. The goal is to increase Nicaragua, Costa Rica, and the Caribbean's capacity for participation in agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Understanding post-harvest handling and management
 - New technology
 - Information sharing and technology transfer
 - Introduction to post-harvest biology
 - Diseases of tropical fruits and vegetables
 - Value chain
 - Management of imported produce, especially grapes and apples

- Logistics, supply chain, food transportation
- Crop storage
- Increasing shelf-life and production loss
- Good Agricultural Practices (GAPs), Good Manufacturing Practices (GMPs)
- Traceability
- Pesticides and quarantine management
- Environmental issues
- Drainage systems
- Maturation and maturity indices
- Cooling horticultural commodities, cold chain
- Ethylene in post-harvest technology
- Understanding U.S. post-harvest regulation and food safety
 - Food safety regulations
 - Food safety, risk analysis, risk management, HACCP
 - Post-harvest laws
 - Organization and management of post-harvest
 - Organic production
- Understanding the post-harvest export/import market
 - Import and export procedures and processes
 - Pre- and post-shipment preparation
 - Port of entry operations
 - Certifications
 - Quality assurances and controls
 - Sampling
- Understanding of U.S. fruit and vegetable variety, production, quality, and safety.
- Understanding of U.S. fruit and vegetable quality standards, food safety regulations and market reliability
 - Food Safety Modernization Act
- Understanding of proper storage, handling, and display techniques to ensure quality and reduce loss
 - Supply Chain Management
 - Cold Chain
- Understanding of U.S. produce import and export requirements
 - Labeling
 - Inspection

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented before September 30, 2020, unless the program includes the Produce Marketing Association Fresh Summit Convention and Expo in Dallas, Texas from October 15 to 27.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
U.S. Dairy Processing
for Mexico
Latin America and the Caribbean Team**

Team-specific Objectives

The Cochran Fellowship Program's Latin America and Caribbean Region is requesting the design and delivery of a training program on U.S. Dairy Processing for seven Fellows from Mexico. The Fellows will include dairy product processors and some technical policymakers.

Mexico is an important export market for U.S. dairy products. Demand for milk and dairy products in Mexico continues to expand and processing industries, such as the baking sector, require large quantities of high-quality dairy products.

This training program should provide Fellows with a clearer understanding of U.S. dairy plant processes and should expose them to dairy processing ingredients and technologies being used in the United States. Fellows should learn about U.S. dairy processing food safety procedures and about the high-quality standards of U.S. dairy products. Training activities should include visits to large and small dairy product processors, dairy farms, ingredient suppliers, and a meeting with the U.S. Dairy Export Council. The training should include attendance of the International Dairy, Deli, and Bakery Association (IDDBA) Show in Indianapolis, Indiana from May 31 to June 2 or a similar event. The training objective is to increase the Fellows knowledge of the high-quality and safety of U.S. dairy to both maintain and expand the market for U.S. milk, dairy products, and dairy processing ingredients in Mexico. The goal of this program is to increase Mexico's capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Understanding U.S. dairy industry and product processing
 - Chemical and physical properties of U.S. milk
 - Milk product supply chain
 - Process lifecycle of milk products
- Production processes of various dairy products, including milk pasteurization
- Processing innovations, including processes for powdered milk recombining
- Functionality and applications of dairy ingredients
- Milk processing equipment
- Cost reducing methods and technologies
 - Packaging innovations
- Overview of U.S. dairy food safety standards and quality control
 - Food safety standards and procedures
 - Food safety regulation
 - Dairy microbiology, testing, and equipment
 - Dairy HACCP plan
 - Quality control assurance measures
 - Milk quality standard from farm to farm

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented in May to include attendance at the International Dairy, Deli, and Bakery Association Show in Indianapolis, IN from May 31 to June 2, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Introduction to U.S. Gastronomy and Food Ingredients
for Argentina and Paraguay
Trade Shows

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Introduction to U.S. Gastronomy and Food Ingredients for seven Fellows from Argentina and Paraguay.

The training program should educate prominent food industry influencers on culinary trends and innovations in U.S. gastronomy and food ingredients so they may be able to form U.S. partnerships and influence food trends in Argentina and Paraguay through various media outlets.

The training program should include interactive classroom discussions, demonstrations, tasting sessions, site visits, and meetings with U.S. companies who are willing and ready to export their food products and ingredients to Argentina and Paraguay. Fellows should be exposed to a variety of U.S. cuisines, showcasing America's diversity and innovation within the gastronomy sector, and be provided with an in-depth understanding of U.S. food products, ingredients, and cooking techniques through site visits to both casual and up-scale restaurants, bakeries, culinary institutions, retail food markets, and farms. Fellows should learn the chemical composition of food and food ingredients; their physical, biological, and biochemical properties through an in-depth study of the social, artistic, and technical components of cooking. Training should take place in two or three strategic locations across the U.S. (e.g. New York City, Chicago, Los Angeles, Miami, etc.). As prominent food industry representatives with significant social media followings, fellows should also be educated on effective marketing and promotion strategies for U.S. food products, ingredients, and cuisine.

FAS envisions that this program will include attendance at a widely attended food technologies trade show to be proposed by the applicant; an example of such a show is the International Food Technologists Show in Chicago, Illinois July 12-15, 2020. Attendance at this show should provide opportunities for fellows to meet with various U.S. companies, chefs, and influencers. The objective of this training program is to educate prominent food industry influencers on U.S. gastronomy and food ingredients so they may be able to positively impact food trends in Argentina and Paraguay, and to increase the market share of U.S. food products and ingredients abroad. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- Understanding U.S. gastronomy
 - Popular trends and emerging innovations in U.S. cuisine (new food products, flavors, and ingredients)
 - Fusion cuisine
 - Street foods and comfort foods
 - Healthy, gluten-free, and organic food products and cuisine

- Beer, wine, and spirits pairings
 - Employment of appropriate cooking methods, plating, and saucing principles
 - Menu development
 - Culinary engineering and chemistry (cuisine replication, and recipe development)
- Understanding food ingredients used in the following products:
 - Non-alcoholic beverages (carbonated and noncarbonated)
 - Condiments, spices, and seasonings
 - Baked goods
 - Processed meat, poultry, and fish products
 - Edible oils
 - Dairy products
 - Snack foods
 - Ice cream and frozen desserts
- Understanding U.S. food, marketing, and consumer behavior
 - Understanding the intersection of food, media, and culture in the U.S., Argentina, and Paraguay
 - Tools and concepts of marketing and brand management for U.S. food products, ingredients, and cuisine through various media outlets (social media, television, print, etc.)
 - Marketing through key stages of the food-to-table supply chain (from raw ingredients and processing equipment in early production stages, through immersive culinary experiences targeted to distinct consumer segments)
 - 4 P's (Product, Promotion, Place, and Price)
 - Designing and marketing and promotional activities and events for U.S. food products, ingredients, and cuisine
- Site visits
 - FAS envisions that this program will include attendance at a widely attended food technologies trade show to be proposed by the applicant; an example of such a show is the International Food Technologists Show in Chicago, Illinois July 12-15, 2020
 - Casual and up-scale restaurants, bakeries, culinary institutions, retail food markets, and farms.
 - Meetings with U.S. chefs, restaurant owners, and food influencers for potential partnership opportunities, along with companies selling U.S. food products and ingredients

PERIOD OF PERFORMANCE

FAS envisions that this consecutive two-week program will include attendance at a widely attended food technologies trade show to be proposed by the applicant; an example of such a show is the International Food Technologists Show in Chicago, Illinois July 12-15, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Restaurant Management
for Argentina, Paraguay, and Mexico
Trade Shows**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Restaurant Management for twelve Fellows from Argentina, Paraguay, and Mexico.

The training program should educate restaurant owners from Argentina, Paraguay, and Mexico on restaurant management, U.S. cuisine, and food ingredients so they may be able to form partnerships and influence food trends in their countries.

The training program should include interactive classroom discussions, demonstrations, tasting sessions, site visits, and meetings with U.S. companies who are willing and ready to export their food products and ingredients to Argentina, Paraguay, and Mexico. Fellows should be exposed to a variety of U.S. cuisines, showcasing America's diversity and innovation within the restaurant industry, and be provided with an in-depth understanding of topics that include: restaurant operations and management, procurement and supply chains, kitchen design and layout, product quality use, purchasing strategies, food ingredients, and cooking techniques. Site visits should be conducted to both casual and up-scale restaurants, bakeries, culinary institutions, retail food markets, and farms. Training should take place in two or three strategic locations across the U.S. (e.g. New York City, Chicago, Los Angeles, Miami, etc.). As prominent restaurant industry representatives, Fellows should also be educated on effective marketing and promotion strategies for U.S. food products, ingredients, and cuisine.

FAS envisions that this program will include attendance at a widely attended restaurant industry trade show to be proposed by the applicant; an example of such a show is the National Restaurant Association Show in Chicago, IL, May 16 – 19, 2020. Attendance at a show should provide opportunities for Fellows to meet with various U.S. companies, restaurateurs, and influencers. The objective of this program is to strengthen the restaurant sectors across Argentina, Paraguay, and Mexico through innovative incorporation of U.S. cuisine and ingredients, and to build demand for U.S. food products, ingredients, and cuisine overseas. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Understanding U.S. Restaurant Operations and Management:
 - Effective administration of small and large restaurants
 - Marketing strategies
 - Food safety and quality assurance practices
 - Customer Relations and Service
 - Employee management
 - Supply chain management: sourcing quality ingredients, including meat

- Sustainable practices to reduce waste and benefit the community
- Dining area and kitchen management
- Problem solving techniques
- New technologies and equipment, including management tools and software
- Managing chef gardens
- Menu development
- Understanding U.S. cuisine
 - Popular trends and emerging innovations in U.S. cuisine (new food products, flavors, and ingredients)
 - Fusion cuisine
 - Street foods and comfort foods
 - Healthy, gluten-free, and organic food products and cuisine
 - Beer, wine, and spirits pairings
 - Employment of appropriate cooking methods, plating, and saucing principles
 - Culinary engineering and chemistry (cuisine replication, and recipe development)
- Understanding U.S. food products, ingredients, and cooking techniques
 - Non-alcoholic beverages (carbonated and noncarbonated)
 - Condiments, spices, and seasonings
 - Baked goods
 - Processed meat, poultry, and fish products
 - Edible oils
 - Dairy products
 - Snack foods
 - Ice cream and frozen desserts
- Understanding U.S. Food Marketing and Consumer Behavior
 - Understanding the intersection of food, media, and culture in the U.S., Argentina, Paraguay, and Mexico
 - Tools and concepts of marketing and brand management for U.S. food products, ingredients, and cuisine through various media outlets (social media, television, print, etc.)
 - Marketing through key stages of the food-to-table supply chain (from raw ingredients and processing equipment in early production stages, through immersive culinary experiences targeted to distinct consumer segments)
 - 4 P's (Product, Promotion, Place, and Price)
 - Designing and marketing and promotional activities and events for U.S. food products, ingredients, and cuisine

PERIOD OF PERFORMANCE

FAS envisions that this consecutive two-week training program will include attendance at a widely attended restaurant industry trade show to be proposed by the applicant; an example of such a show is the National Restaurant Association Show in Chicago, IL, May 16 – 19, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
U.S. Wine and Cheese Export Promotion
for Burma
Trade Shows Team**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on U.S. Wine and Cheese Export Promotion for seven Fellows from Burma.

The training program should educate Burmese Fellows on the quality and variety of U.S. wine and cheese. Fellows will be comprised of prominent importers, wine specialists, wine bar owners/managers, restaurateurs, and/or hotel executives across Burma.

Rapid economic growth, increasing purchasing power, urbanization, and the expansion of internet use in Burma have all resulted in a growing urban middle-class with increasing incomes and a preference for international brands. U.S. exports of agricultural products account for half of total U.S. exports to Burma, which reached \$127 million in 2018. This presents an opportunity for U.S. wine and cheese producers to export their products to Burma.

The training program should educate Fellows on specialty and premium U.S. wine and cheese along with other premium and unique U.S. food products available for export to Burma. The training provider should work closely with U.S. industry associations to build the training program and include interactive classroom discussions, demonstrations, tasting sessions, farm/vineyard visits, and most importantly, meetings with U.S. wine and cheese producers and distributors. This training program should showcase the quality and uniqueness of the U.S. wine industry at an advanced level by exposing Fellows to different U.S. wine grape varieties and growing regions, as well as U.S. wine production processes, with an emphasis on the quality standards of U.S. viticulture. This training program should also showcase a whole-system perspective on quality U.S. cheesemaking and teach Fellows the science and art of cheesemaking through knowledge of milk composition and microbiology combined with good sanitation practices to form the foundation for the consistent manufacture of high-quality cheese. Fellows should be educated on effective promotion and presentation strategies for U.S. wine and cheese so they may be able to successfully market these products to the Burmese consumer. Meetings should be organized with relevant agricultural cooperator groups including the U.S. Dairy Export Council, New York Wine and Grape Foundation, Northwest Wine Promotion Coalition, and/or the Wine Institute. Training should take place in two to four strategic locations across the U.S. (e.g. California, New York, Washington, Oregon, etc.,) showcasing locally produced/manufactured and high-quality U.S. wine and cheese available for export to Burma. This training program should include attendance at a prominent trade show featuring U.S. wines and cheeses before the month of October 2020. Attendance at a trade show should provide opportunities for Fellows to meet with various U.S. wine and cheese producers and distributors.

The objective of the program is to educate Fellows on the quality and variety of U.S. wine and cheese, and to expand the market for U.S. wine and cheese into Burma. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that Fellows increase their knowledge in the following areas:

Advanced U.S. Wine Education

- U.S. wine production
 - U.S. wine regions and grape varieties
 - Production inputs
 - Sustainable/organic viticulture
 - Quality standards
 - New technologies, innovation
 - Locally produced oak barrels and casks
 - Site visits to vineyards, manufacturing facilities, retail markets, and restaurants featuring quality U.S. wine.
- Wine supply chain
 - Packaging and Labelling
 - Storage and handling
 - Distribution
- American wine culture
 - Trends and innovations in U.S. wine industry
 - Wine tourism

U.S. Cheese Education

- Overview on the science and art of cheesemaking
 - Materials used for cheesemaking
 - Techniques of cheesemaking
 - Sensory evaluations
 - Food safety principles
- Quality and variety of U.S. cheeses
- Management of inventory, transportation, and logistics for cheese
- Cultural legacy of cheese in the U.S.
- Site visits to farms, cheese manufacturing facilities, labs, and retail markets in prominent U.S. cheese producing states such as California, Wisconsin, and/or New York

Marketing Strategies for U.S. Wine and Cheese

- Essential food and wine pairing concepts
- Design and implementation of promotional activities for U.S. wine and cheese for the Burmese consumer
- Innovative use of digital media tools (Instagram, Facebook, Twitter, blogging, cooking shows, television segments, etc.) to build communities of consumers passionate about U.S. wine and cheese culture
- U.S. import regulations

PERIOD OF PERFORMANCE

FAS envisions that this consecutive two-week training program will include attendance at a widely attended specialty food trade show to be proposed by the applicant.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Introduction to U.S. Food Processing Ingredients and Additives
for India
Trade Show Team

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Introduction to U.S. Food Processing Ingredients and Additives for seven Fellows from India.

The training program should educate Indian buyers on the quality and variety of U.S. food processing ingredients and additives available for export to India. The training program should include interactive classroom discussions, demonstrations, tasting sessions, and most importantly, meetings with U.S. companies who are willing and ready to export their food ingredient and/or additive products to India. The program should educate Fellows on new technology, trends, and applications that dictate the development and utilization of food ingredients and additives in the processed foods sector. Fellows should be provided with opportunities to meet with U.S. food processing companies that serve the snacks, candies, bakery, dairy, deli, and packaged food product sectors, including innovative plant-based proteins and organic and gluten-free ingredients. Fellows should also be taught promotion strategies for U.S. ingredients and additives in the food service and food retail sectors to successfully market these products to the Indian consumer.

FAS envisions that this program will include attendance at a widely attended food technologies trade show to be proposed by the applicant; an example of such a show is the International Food Technologists Show in Chicago, Illinois July 12-15, 2020.

The objective of the program is to introduce Fellows to the quality and variety of U.S. food processing ingredients and additives available for the Indian market, and to expand the market for U.S. food processing ingredients and additives in India. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- Overview of U.S. food ingredients and additives:
 - Risk assessment/analysis planning for processed foods
 - Quality control systems and manufacturing standards
 - Food Additives Amendment of 1958 and U.S. food ingredients and additives regulations
 - Nutrition and ingredient regulations, labeling, and U.S. import requirements
 - Daily operations of U.S. food ingredients and processed foods companies
 - Product packaging development and labeling
- Food ingredients and additives of interest to the participants:
 - Tenderizer and stabilizing agents

- Preservatives
- Lactates and phosphates
- Antioxidants
- Whey protein
- Fiber supplements and related health additives
- Fermenting agents
- Gelatins
- Starches
- Natural sweeteners and flavorings
- Food coloring
- Understanding food ingredients used in the following products:
 - Beverages (carbonated and noncarbonated)
 - Condiments, spices, and seasonings
 - Baked goods (powdered mixes and processed products)
 - Milling by-products such as rice bran
 - Processed meat, poultry, and fish products
 - Edible oils
 - Dairy products
 - Snack foods
 - Ice cream and frozen desserts
- Site visits to farms, ingredient manufacturing facilities, and retail markets in prominent U.S. locations.
- Meetings with food ingredient companies, U.S. cooperator groups, and state and regional trade groups
- Marketing strategies
 - 4 P's (Product, Promotion, Place, and Price)
 - Designing promotional activities
 - Effectively educating consumers

PERIOD OF PERFORMANCE

FAS envisions that this consecutive two-week training program will include attendance at a widely attended food technologies trade show to be proposed by the applicant; an example of such a show is the International Food Technologists Show in Chicago, Illinois July 12-15, 2020.

DUE DATE June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
Overview of U.S. Beer, Wine, and Spirits
for Kenya, Uganda, Tanzania, and Rwanda
Trade Shows Team**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Overview of U.S. Beer, Wine, and Spirits for six Fellows from Kenya, Uganda, Tanzania, and Rwanda.

Kenya is an emerging middle-income country and has one of the best performing economies in sub-Saharan Africa. It serves as the commercial hub for East Africa, with coastal ports that allow for imports to be received and transported to landlocked neighbors. Kenya relies heavily on imported food and farm products, much of which the United States produces competitively. Kenya currently boasts a growing middle class, rapid modernization, and a progressive government, all which make it an opportune time to explore increased trade between the United States and Kenya. Kenya's growing middle class and its young and increasingly urban demographic has translated to a growing demand for diverse food and beverage products. Alcoholic beverages imports offer potential depending on the specific type of beverage. While the beer and wine imports have remained nearly flat over the past few years, imports of distilled spirits, primarily whiskeys, have almost doubled in value since 2012. The U.S. wine industry has identified Kenya as a top prospective market.

The training program should educate and introduce Fellows to the different types and quality of beer, wine, and spirits available in the U.S. and to build confidence in U.S. alcoholic beverage regulatory practices. The training program aims to expose foreign government and business personnel to the U.S. wine and alcoholic beverage industries and instill confidence in U.S. alcoholic beverage regulatory practices to encourage the development of reasonable/scientifically sound import regulations in participating countries. Knowledge on the part of suppliers helps better serve a varied customer base. Training topics should include production of beers and spirits, as well as different varieties of beers, wines, and spirits that will meet the tastes of these African markets. Fellows should also receive training on proper handling and storage (particularly with craft beers) and export regulations for these products. Fellows should visit U.S. craft beer breweries, distilleries, and vineyards allowing them to gain an understanding of the whole supply chain of these industries. In addition, there should be meetings with relevant associations including (but not limited to) the U.S. Brewers Association, Hop Growers of America, North American Export Grain Association, New York Wine and Grape Foundation, Northwest Wine Promotion Coalition, Wine Institute, U.S. Grains Council, U.S. Wheat Associates, and/or the Distilled Spirits Council of the United States. This training program should include attendance at a prominent trade show featuring U.S. beer, wines, and spirits prior to October 2020. A trade show allows exhibitors and buyers to develop profitable business relationships and helps Fellows encounter the latest products.

The objective of the program is to encourage the development of scientifically sound import regulations in participating countries through exposure to U.S. manufacturing standards, testing, certification, and labeling practices, and familiarize U.S. companies with the growing market for

imported U.S. beer, wine, and spirits in Kenya, Uganda, Tanzania, and Rwanda. The goal of this program is to increase the fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that fellows increase their knowledge in the following areas:

- U.S. alcoholic beverage regulations
 - Standards
 - Labeling
 - Other technical Challenges
- Craft beer formulation
 - Ingredients/raw materials
 - High quality and various varieties of hops, barley, malts
 - Organic hops and pellets, and hops extracts
 - Ingredients available for export to East Africa
- Craft beer production management and best practices
 - Quality, flavor techniques, flavor profiles
 - Quality control
 - Canning or bottling, malting
 - Packaging/ Labeling
 - Storage, shelf life
 - Hops and barley farms, malters, brewery facilities, ingredient suppliers
- U.S. wine production
 - U.S. wine regions and grape varieties
 - Production inputs
 - Sustainable/organic viticulture
 - Quality standards
 - New technologies, innovation
 - Locally produced oak barrels and casks
 - Site visits to vineyards, manufacturing facilities, retail markets, and restaurants featuring quality U.S. wine
- U.S. distilled spirits
 - a. Bourbons and U.S. whiskeys, other U.S. spirits (particularly the different quality levels of bourbon, even from the same company/location)
 - b. Blending, maturation, and warehousing
 - c. Crossover techniques in blending, such as borrowing from one tradition to the other to create something new
- Meetings with relevant associations
 - a. Including (but not limited to): U.S. Brewers Association, Hop Growers of America, North American Export Grain Association, New York Wine and Grape Foundation,

Northwest Wine Promotion Coalition, Wine Institute, U.S. Grains Council, U.S. Wheat Associates, and/or the Distilled Spirits Council of the United States.

PERIOD OF PERFORMANCE

The consecutive two-week program should take place before December 30, 2020 and include attendance at a prominent trade show featuring U.S. beer, wines, and spirits.

DUE DATE: June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
U.S. Healthy Food Ingredients
for Thailand
Trade Show Team**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on U.S. Healthy Food Ingredients for seven Fellows from Thailand.

The training program should promote interest in U.S. healthy foods and introduce Thai buyers to the quality and variety of healthy and innovative U.S. food ingredients available for export to Thailand. As a major importer of agricultural products, including food ingredients, Thailand has one of the most advanced food processing industries in Southeast Asia, with the food industry being the country's third largest industry, contributing 23 percent of Thailand's Gross Domestic Product (GDP). This presents an opportunity for a variety of U.S. healthy food products and U.S. food ingredient manufacturers, suppliers, and distributors to meet with Thai food industry representatives and expand the market for these products overseas.

The training program should include interactive classroom discussions, demonstrations, tasting sessions, and most importantly, meetings with U.S. companies who are willing and ready to export their food products to Thailand. Fellows should meet with companies that produce and export healthy and functional food products including innovative plant-based proteins, organic and gluten-free ingredients, and foods such as dried fruits, nuts, pulses such as peas and lentils, grains, dehydrated potato, and innovative dairy ingredients such as whey protein, dairy protein, milk, cream, butter, and cheese. Fellows should also learn new product development techniques using these ingredients. Fellows should also be taught healthy food trends, including promotion and presentation strategies for healthy food in the food service and retail sectors to successfully market these products to the Thai consumer. FAS envisions that this program will include attendance at a widely attended food technologies trade show to be proposed by the applicant; an example of such a show is the International Food Technologists Show in Chicago, Illinois July 12-15, 2020.

The objectives of this program are to increase new food and beverage product development in Thailand using U.S. food ingredients and also to increase the market share of healthy U.S. food ingredients in Thailand. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Research, development, and processing of healthy food ingredients
- New product development and new food design concepts
- Trends and innovations in the healthy foods sector
- Food science and technology
- Quality and variety of U.S. food ingredients
- Marketing strategies for healthy foods in Thailand

4 P's (Product, Promotion, Place, and Price)

- Designing promotional activities
- Effectively educating Thai consumers
- Utilization of e-commerce and other online platforms
- Management of inventory, transportation, and logistics
- Site visit to the Food Innovation Center
- Site visits to farms, ingredient manufacturing facilities, and retail stores in prominent U.S. locations.
- Meetings with food ingredient companies, U.S. cooperator groups, and state and regional trade groups

PERIOD OF PERFORMANCE

FAS envisions that this consecutive two-week training program will include attendance at a widely attended food technologies trade show to be proposed by the applicant; an example of such a show is the International Food Technologists Show in Chicago, Illinois July 12-15, 2020.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Introduction to U.S. Artisanal and Gourmet Cheese
for Thailand
Trade Shows Team

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Introduction to U.S. Artisan and Gourmet Cheese for seven Fellows from Thailand.

This training program should introduce Thai retailers to the quality and variety of U.S. artisanal and gourmet cheeses. Cheese imports into Thailand have grown quickly and significantly in recent years due to growth in the food service industry and increased usage of cheese as an ingredient in baked goods, ready-to-eat foods, and snacks. Thailand's economic growth has led to an emerging middle class who has a growing demand for dairy products such as processed cheese. As food service, food processing, and retail segments are quickly expanding in Thailand along with its dynamic tourism sector, food consumption habits are rapidly evolving. This presents an opportunity for U.S. artisanal and gourmet cheese manufacturers, companies, and distributors to expand their market into Thailand.

This training program should educate Fellows on specialty and premium U.S. cheeses along with other premium and unique U.S. food products. The training program should include interactive classroom discussions, demonstrations, tasting sessions, farm visits, and most importantly, meetings with U.S. artisanal and specialty cheese companies who are willing and ready to export their products to Thailand. Fellows should be provided with a whole-system perspective on cheesemaking beginning on the farm with dairy production and milk quality, then diving into the science and art of cheesemaking through knowledge of milk composition and microbiology combined with good sanitation practices to form the foundation for the consistent manufacture of high-quality cheese. Fellows should also be taught promotion and presentation strategies for specialty cheeses in the food service and retail markets so they may be able to successfully market these products to the Thai consumer. FAS envisions that this program will include attendance at a widely attended specialty food trade show to be proposed by the applicant; an example of such a show is the Summer Fancy Food Show in New York, NY June 28-30, 2020.

The objective of the program is to increase the market share of U.S. artisanal and gourmet cheese in Thailand. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Overview on the science and art of cheesemaking
 - Materials used for cheesemaking
 - Techniques of cheesemaking
 - Sensory evaluations
 - Food safety principles

- Quality and variety of U.S. cheeses
- Management of inventory, transportation, and logistics for cheese
- Cultural legacy of cheese in the U.S.
- Food and beverage pairings with cheese
- Marketing and merchandising strategies for U.S. cheese in Thailand
 - 4 P's (Product, Promotion, Place, and Price)
 - Designing and implementing promotional activities for U.S. cheese in Thailand
 - Educating Thai consumers on artisanal and gourmet U.S. cheese and its uses
 - Innovative use of digital media tools (Instagram, Facebook, Twitter, blogging, cooking shows, television segments, etc.) to build communities of consumers passionate about U.S. wine and cheese culture
 - Key factors, aside from taste, of successful marketing and selling of artisanal and gourmet cheeses
- Site visits to farms, cheese manufacturing facilities, labs, and retail markets in prominent U.S. cheese producing states such as California, Wisconsin, and/or New York.
- Site visits to trendy retail stores, specialty cheese stores and restaurants and meetings with marketing executives of these stores for idea exchange and success story learning.
- Meetings with U.S. cheese producers, companies, and distributors.
- Meetings and/or collaboration with California Milk Advisory Board and U.S. Dairy Export Council
- Meeting with prominent American food bloggers and influencers who work with and/or market U.S. artisanal and gourmet cheeses.

PERIOD OF PERFORMANCE

FAS envisions that this consecutive two-week training program will include attendance at a widely attended specialty food trade show to be proposed by the applicant; an example of such a show is the Summer Fancy Food Show in New York, NY June 28-30, 2020.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**U.S. Department of Agriculture
Foreign Agricultural Service
Statement of Work**

**Cochran Program for Guatemala and Honduras –
U.S. Rice Quality, Marketing, and Pricing
Latin American and Caribbean Region**

SCOPE OF WORK

The Cochran Fellowship Program's Latin America and Caribbean Region is requesting the design and delivery of a training program for three (3) Fellows from Guatemala and two (2) Fellows from Honduras who are rice millers and/or importers.

The training program should educate the Fellows on U.S. rice availability, quality, marketing, and pricing. As rice consumption grows in these countries and the CAFTA-DR tariffs approach zero, we expect increased imports. This program will help importers learn how to market U.S. rice products and showcase the variety and quality of U.S. rice. This program should give an overview of U.S. rice production, processing and marketing. The objective of the program is to build demand for U.S. rice in Guatemala and Honduras. The goal of this program is to increase these countries' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- Learn about U.S. rice quality products
- Understanding U.S. rice production and markets
- How to market rice products.
 - Rice cultivation, harvesting, storage
 - Process for buying exporting and transporting products
 - Rice inspection and grading, including procedure for importers to request inspections
 - Benefits of rice products
 - Cost-saving alternatives for U.S. rice market
 - Consumer Messaging
 - Labeling (attractive format, gluten-free, natural, etc.)
 - Sustainability/conservation messaging

- Value Added products
 - Identity Preserved (IP) rice
 - Fortified rice
- Understand Price Risk Management
 - Factors affecting world rice price: climate, policy, freight, ports of exit, etc.
 - Learning about the Futures market and the Chicago Board of Trade
- How to utilize rice products in the optimal manner
- How to communicate best purchasing practices to colleagues
- Understanding credit options available to importers of U.S. grains, e.g. GSM 102, Facility Guarantee Program.
- Understanding grievance filing process when shipments do not meet importer's standards

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented before September 30, 2020.

DUE DATE June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
U.S. Agricultural Policy and International Trade
for Bosnia and Herzegovina
Eastern Europe and Eurasia Team**

Team-specific Objectives

The Cochran Fellowship Program's Eastern Europe and Eurasia Region is requesting the design and delivery of a training program for six Fellows from Bosnia and Herzegovina (BiH).

BiH policy makers are currently working to adapt their agricultural policies to gain membership into the World Trade Organization (WTO). As part of this process, USDA/FAS would like to support BiH policy makers during this process by sharing how the United States forms and implements its agricultural policy.

This program should focus on U.S. agricultural policy and how they support producers within the WTO regulations and other Free Trade Agreements (FTAs). This includes the adherence to agreement obligations and adopting the use of international standards. The training should highlight the value and benefits of seeking input from various agricultural stakeholders (universities, industry, etc.) prior to establishing policies. The program should include meetings with various regulatory agencies at the Federal and State level, universities, and industry groups that represent major agricultural stakeholders.

The objective of this program is for BiH policy makers to learn about the United States' agricultural policy and the decision-making process through various government entities. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and teaching; and to enhance trade linkages between the United States and BiH by supporting BiH's adoption of international standards.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Agricultural policy process, formation, and major stakeholders
- Policies that adhere to international standards and agreement obligations
- Farm credit, government loans programs, and agricultural insurance
- U.S. experience in access to international markets and product promotion
- Role of federal, state, and industry groups in export development
- Agricultural extension and farmers associations, funding of agricultural research
- Role of agricultural cooperatives
- Government support of farmers and WTO requirements
- Policy on food safety and food quality control
- Legislative side of the agricultural policy development and major processes and stakeholders

PERIOD OF PERFORMANCE

This consecutive 2-week training should be implemented before September 30, 2020.

DUE DATE June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
U.S. Craft Beer Ingredients and Marketing
for Serbia and Bosnia and Herzegovina
Eastern Europe and Eurasia Team**

Team-specific Objectives

The Cochran Fellowship Program's Eastern Europe and Eurasia Team is requesting the design and delivery of a training program on U.S. Craft Beer Ingredients, Marketing, and Promotion for six Fellows from Serbia and six Fellows from Bosnia and Herzegovina (BiH). Fellows will be Serbian/Bosnian craft brewers, importers, and marketers.

This program will showcase the U.S. Craft Beer industry with a focus on beer ingredients and on the production and marketing of craft beers. The program will market U.S. craft beers for export into the participating countries. The craft beer markets in both BiH and Serbia are growing steadily because of the developing restaurant and tourism sectors. The majority of craft beer inputs are currently imported from the EU and the United States.

This program should teach Fellows about the quality and variety of U.S. beer ingredients such as hops and malts, and about the variety of U.S. beer styles produced from those ingredients. The program should provide an in-depth overview of the U.S. craft beer industry including hops growing and selection, barley growing and malting, production management, quality control management, the canning or bottling process, and particularly product marketing. The program should include visits to U.S. craft breweries, producers of craft beer ingredients, and companies that sell or export U.S. beer. A meeting with the Brewers Association should also be included in the program. Additionally, a conference or trade show that highlights U.S. craft beer may also be included as part of this program.

The objective of this program is to educate Fellows from Serbia and BiH on the U.S. craft beer industry with a specific focus on beer ingredients, production, and marketing. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and teaching; and to promote U.S. craft beer and craft beer ingredients to Serbia and Bosnia and Herzegovina.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Craft Beer Industry in the United States
 - U.S. beer styles
 - New trends in brewing
 - Brewers associations/home brewing
- Craft Beer Production Management and Best Practices
 - Ingredients/raw materials – high quality and various varieties of hops, barley, malts
 - Quality, flavor techniques, flavor profiles
 - Quality control
 - Canning or bottling, malting
 - Packaging/Labeling
 - Storage, shelf life

- Craft Beer Marketing and Strategies
 - Import/export
 - Product placement, food pairing, and display
 - Sales plan and other techniques
 - Low cost marketing
 - Brand identity/recognition
 - Social media

PERIOD OF PERFORMANCE

This consecutive 2-week training should be implemented before September 30, 2020.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Overview of Biotechnology Communication and Policy
for Serbia
Eastern Europe and Eurasia Team

Team-specific Objectives

The Cochran Fellowship Program's Eastern Europe and Eurasia Region is requesting the design and delivery of a training program on the Overview of Biotechnology Communication and Policy for six Fellows from Serbia.

This program will specifically target public relations experts in the Serbian Government and the Ministry of Agriculture with a goal of learning to communicate with the general public and media on this topic. Additional audiences would be Serbia's sizable livestock-rancher community and members of the National Biosafety Council.

Through this program, we would like to assist Serbian government officials and members of the regulatory body to present necessary changes of the current GMO law that presents the main obstacle for Serbian WTO accession. Fellows should learn how to engage with the public, government officials, farmers, and food processors as appropriate to improve the understanding of biotechnology agricultural issues among Serbian policymakers and the general public.

The training should include visits to: Washington, D.C. area to meet with the U.S. agencies that regulate genetically engineered (GE) products (FDA, EPA, and USDA); local/state agencies (implementing role of local government agencies); at least one major biotechnology company; farms cultivating GE crops especially showing farmers' adoption of technology in collaboration with environmental stewardship; livestock farms feeding GE feeds (such as poultry and dairy); GE field trials; research facilities (private, public); and a university.

The objective of the program is to help Serbian government officials develop a science-based and transparent approach to GE regulation and the effective use of biotech risk communication. The goal of this program is to increase their capacity for agricultural research, extension, and teaching; and to promote a science-based approach to GE policy development and introduce new technologies to enhance trade linkages between the United States and Serbia.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge regarding agricultural biotechnology in the following areas:

- Risk communication in agricultural biotechnology:
 - Communication tools: how to deliver effective messages
 - U.S. consumers' perceptions of biotech products
 - Safety communication in mass media to the public/consumers
 - How agricultural associations handle negative consumer perceptions and false information on food and agriculture
 - How does the USG convey science and risk information effectively to consumers?

- U.S. and global policies for biotech regulation (biotech review/approval approaches/procedures):
 - Organizational structure of U.S. federal and local government agencies regulating/implementing biotech (FDA, EPA, USDA/APHIS, state agencies)
 - Current legislations and policies
 - Recent policy developments, including decision on how gene edited products will be regulated
 - Approval procedures by U.S., what is approach in EU, and other countries
 - Risk management/risk assessment for food and feed: Food safety, environmental, and plant pest
 - Official controls
 - How non-governmental organizations work in cooperation with U.S. government agencies, including how they provide input on regulations
 - How the U.S. government manages communication on biotech products and scientific issues
 - The import/export controls/inspections
 - How to conduct official import controls of GE products (traceability)
- Biotech production, supply and demand:
 - Biotech cultivation situation in the United States and globally
 - Global consumption, export and import statistics of GE products
 - The reasons for farmers cultivating and using GE products Economics of biotech production (cost/benefit)
 - Environmental benefits of GE crop production currently and opportunities for new plant breeding techniques to help with challenges in agriculture (drought, pests, diseases, climate change, etc.)
 - Economic impact on consumers (cost/benefit)
- Research and development:
 - Progress in GE product development
 - How do technology companies develop GE crops and how do they collect the data used for the dossiers?
 - Scientific information/evidence that GE products are not causing cancer or any other health problems for humans and animals in feeding systems

PERIOD OF PERFORMANCE

This consecutive 2-week training should be implemented before September 30, 2020.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program Overview of Soybean Processing for Ethiopia Africa and Middle East Team

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on an Overview of Soybean Processing for six Fellows in government and the private sector who are from Ethiopia.

The program should focus on soybean processing for edible oils. The Fellows should gain an in-depth overview of soy in the U.S. The Fellows should learn practical processing methods and innovative applications of soybean ingredients in meat, beverages, baking, snacks, and traditional soy foods. In Ethiopia, there is a \$500 million market for edible oils, with the opportunity to take market away from imported palm oil, which the Ministry of Health is outlawing and filling it with U.S. soybean exports. Therefore, this program should educate Fellows about other potential products, best practices, and provide onsite visits to farms and soy-based food processing factories to familiarize them with U.S. soybean exports. The Fellows should gain hands-on experience and practical knowledge of soybeans; including visits to supermarket and other producers within the soybean supply chain. The objective of the program is to increase capacity to import and process U.S. soybeans resulting in greater food security in Ethiopia. The goal of the program is to increase opportunities for U.S. soybeans to Ethiopia and to increase Fellows' capacity for extension and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- History of the soybean industry in the U.S.
- Soy planting, harvest, and post-harvest technology (storage)
- Soybean processing methods
- Various food, beverage, and feed soybean products (e.g., sauces, soy flour, soybean protein isolate, snacks, etc.)
- New innovative soy-based food and beverage products
- Processing tofu or soy waste into saleable food products
- Soy products markets and marketing
- Nutrition and health benefits of soy
- Marketing trends/brand communication (U.S. and global) of soy-based goods
- Market access of soy-based products
- Safety of U.S. agricultural/food products from farm to fork
- Processing, packaging, grading techniques, and domestic transportation
- Quality parameters and quality control measurements of soybean (raw and soy products)
- Certificates of origin and health (traceability)

PERIOD OF PERFORMANCE

This consecutive 2-week training program should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
U.S. Tourism and Hotel, Restaurant, Institutional Sector Management
for Senegal and The Gambia
Africa and Middle East Team**

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on U.S. Tourism and Hotel, Restaurant, Institutional Sector Management for six Fellows in the hotel and restaurant operations sector from Senegal and The Gambia.

This training program should educate Fellows on the operation and management of U.S. hotels, restaurants, and institutional (HRI) sector development. FAS envisions that this program will include attendance at a widely attended food technologies trade show to be proposed by the applicant; an example of such is the 24th Americas Food and Beverage Show and Conference November 2-3, 2020 in Miami, FL. The program should focus on private sector managers in the HRI sector concentrating on tourism. The growing tourism sector in Senegal and The Gambia, especially beach front tourism, is leading to an increased demand for high value imported foods. The objective of the program is to expose Fellows to the restaurant, hotel, and food industry consumer goods/products driven by tourism in beach front areas of the United States while building demand for high-quality U.S. beverages, food products and ingredients in Senegal and The Gambia. The goal of the program is to increase Senegal's and The Gambia's capacity to manage and operate tourism-focused businesses in the HRI sector that maximize food and beverage sales which may result in stronger trade linkages with the United States, participation in international trade, and to increase U.S. exports of HRI related consumer goods.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- Understanding of U.S. restaurant and hotel food and beverage operations/purchasing as well as supply-chain and inventory management
- Financial management: cost controls, food pricing, profit planning, and budgeting
- Food preparation and kitchen management
- Event and conference planning and catering
- Customer relations
- Product quality and use of U.S. restaurant associated consumer goods
- Human resource management and service staff development
- Merchandising strategies and promotions in the hotel and restaurant industry
- Inventory management and purchasing strategies
- Sanitation, food safety and waste control
- Menu design and development

PERIOD OF PERFORMANCE

This consecutive 2-week training should include attendance at a widely attended food technologies trade show such as the 24th Americas Food and Beverage Show and Conference November 2-3, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
U.S. Management Practices in Dairy and Livestock Operations
for Egypt and Jordan
Africa and Middle East Team

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on Overview of U.S. Management Practices in Dairy and Livestock Operations for ten to twelve Fellows in government and private sector from Egypt and Jordan on U.S. management practices in dairy and livestock operations.

The program should focus on bovine herd fertility management and practices within dairy and beef herds. The program should incorporate training on semen qualities required to improve the level of genetics, fertility management practices, bovine herd insemination and reproductive issues, selection of cows for improved reproductive fertility, development of new methods for managing reproduction, and rapid transfer of new information and technology back to the agricultural community. This program should also focus on nutritional inputs such as yellow corn, distillers dried grains, corn gluten meal, and soybeans. This program should also include an overview of U.S. dairy industry products. The objective of the program is to educate the Fellows on bovine and/or dairy genetics, livestock management practices, and livestock nutritional inputs in the Egyptian and Jordanian markets. The goal of this program is to increase sales of dairy cow and livestock genetics, yellow corn, distillers dried grains, corn gluten and soybean, and increasing the Fellows' capacity for agricultural research, extension, and improve the knowledge of U.S. livestock genetics in Egypt and Jordan.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- Principles of bovine/dairy genetics
- Bovine traits under genetic control (heritable)
- Setting up a bovine genetics improvement plan to improve herd performance
- In-depth understanding of semen selection
- Embryo transfer
- Artificial insemination
- Inbreeding management
- Fertility Management in bovine/dairy operations
- Reproductive issues
- Causes of subfertility: management, nutrition, environment, genetics, and herd health
- Pregnancy detection
- Collecting and analyzing herd fertility data
- Herd health, biosecurity, disease epidemiology, vaccination strategy
- Strategic management of reproductive performance management through animal examination, lab results, and data interpretation

- Nutrition Management in bovine/dairy operations
- Maintenance, Lactation, Growth, and Reproduction
- Diet and Feed Rations (protein, energy and mineral requirements)
- Nutritional Inputs: Yellow corn, distillers dried grains (DDGS), corn gluten meal, soybeans

PERIOD OF PERFORMANCE

This consecutive 2-week training program should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
U.S. Wheat Marketing and Promotion for Morocco and Tunisia
Africa and Middle East Team

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on U.S. Wheat Marketing and Promotion for six private sector Fellows from Morocco and Tunisia.

The program should provide an overview of U.S. wheat production and marketing. The program should demonstrate the value of U.S. wheat for the Moroccan and Tunisian markets and facilitate the purchase of U.S. wheat. The program should increase the Fellows' understanding of how to contract for U.S. wheat, wheat production, grain handling, classes, grading, exports, blending, milling, end-use performance, and other critical topics. The program should expose the Fellows to wheat storage techniques, different wheat milling and processing methods, modern technology for production of baked goods and pasta, and laboratory equipment for quality analysis and grading. The program should include site visits to wheat farms, milling factories, flour-based food production and packaging facilities, and laboratories for quality analysis and grading standards. Meetings with wheat/grain exporters should be included to establish contacts for contracting for wheat and identify new market opportunities for U.S. wheat products as well as a meeting with U.S. Wheat Associates. The objective of the program is to expose the Fellows to the U.S. wheat industry and to assist with identifying new market opportunities for U.S.-grown wheat and wheat products. The goal of the program is to expand market access for U.S. wheat varieties in Morocco and Tunisia and to increase their capacity for extension and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- U.S. wheat production methods and grading standards
- How to contract for U.S. wheat – requirements, etc.
- U.S. wheat classes and how they are determined
- Wheat handling and storage
- Laboratory equipment and technology for quality assessment and grading
- New technologies used for milling and production of flour-based goods
- Different types of flour and milling processes
- Value-added opportunities and alternative uses of wheat
- Exporting U.S. wheat/grains, procedures, and regulations
- International shipping and transportation practices

PERIOD OF PERFORMANCE

This consecutive 2-week training program should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Overview of U.S. Food Safety Regulations and Standards
for Bangladesh and the Philippines
WTO, SPS, and TBT Team**

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a training program on the U.S. Food Safety Regulations and Standards for fifteen Fellows. The fellows are representatives from government agencies in Bangladesh and the Philippines.

The program should provide the Fellows with an in-depth understanding of how the United States ensures food safety in food produced for domestic consumption and export. Topics should include: internationally-recognized food safety standards; food processing; food systems and food safety; international food trade; regulatory and policy issues; microbial and chemical contamination hazards; testing methodologies; conducting risk-based assessments; risk analysis, assessment, management, evaluation and communication; food preservation; food additive use (including food colorings); Food Safety Modernization Act (FSMA) implementation; Hazard Analysis and Critical Control Principles (HACCP); hazard detection systems; Good Manufacturing Practices (GMP); Good Agricultural Practices (GAP); food safety public health alerts and recalls; response to foodborne illness outbreaks; maximum residue levels (MRLs); import/export requirements for food products and nutritional and food safety education. The U.S. food safety system and GMP for U.S. dairy products and food additives, including lake food colorings, should be emphasized.

The training should cover the regulatory standards-setting aspects, including the roles of: CODEX Alimentarius, Food Safety Inspection Service (FSIS), Environmental protection Agency (EPA), Animal and Plant Health Inspection Service (APHIS), and the Food and Drug Administration (FDA). The distinction between food safety and food quality, including U.S. quality standards set by relevant agencies such as the USDA's Agricultural Marketing Service (AMS), should be discussed. USDA's Office of Risk Assessment and Cost Benefit Analysis (ORACBA) would also be beneficial to include. [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing partner]. Field visits to food processing sites and laboratories are encouraged to provide the Fellows with an understanding of how private sector producers learn, implement, and comply with food safety regulations in their activities. Additional meetings with U.S. producer cooperatives, associations, and companies should demonstrate how private sector and the government work together. These could include the International Dairy Foods Association, the U.S. Dairy Council, or U.S. State-level dairy producer groups.

The training objective is to improve the Fellows' understanding of the U.S. food safety and regulatory systems and harmonize their food safety regulatory systems with evidence-based international standards. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Understanding the U.S. food safety regulations
 - Standards (Codex, SPS regulations, ISO 17025)
 - Traceability requirements
 - Risk analysis/management
 - Regulatory offices, roles of (FDA, APHIS, EPA, FSIS)
 - Interagency responses to WTO SPS and TBT notifications
 - Regulatory measures on biosafety/biotechnology
 - Residue programs
 - Distinction between food safety and food quality (Ex: role of AMS in quality standards and grading)
 - FSMA implementation
- Understanding food safety and implementation
 - Food controls, HACCP (design and implementation), microbiology
 - Distribution chain, food safety during transport and storage
 - Qualitative and quantitative methods to assess risk
 - Food quality and handling
 - Monitoring, evaluation, and dissemination
 - Certification and equivalence of SPS
 - Good manufacturing practices, good agricultural practices and good laboratory practices
 - Microbiological, chemical analysis
 - Food safety audits
- Understanding food safety in relation to import and export procedures
 - Pre-registration and post-registration
 - U.S. requirements
 -

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place August through September 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Trade Facilitation and Import/Export Procedures for Brazil
WTO, SPS, and TBT Team

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a Trade Facilitation and Import/Export Procedures training program for eight Fellows and one locally-employed staff (LES) member from Brazil for a total of nine participants. The fellows are government officials from Brazil's Ministry of Agriculture, Livestock, and Food Supply (MAPA) and the Brazilian Health Regulatory Agency (ANVISA). [Note: The LES will pay for their hotel room, any domestic flights and meals/incidentals directly. The University should include any costs related to training fees, local ground transportations, etc. for the LES].

The program should educate fellows on the World Trade Organization (WTO) Trade Facilitation Agreement (TFA), U.S. import and export procedures, and processes to facilitate the trade of safe agricultural goods and food. The program should emphasize best practices on how to reduce bureaucracy and bottlenecks that impede or slow down trade flows as well as how to increase efficiencies that facilitate trade. Particular attention should be paid to the value provided to import procedures by employing evidence-based risk-mitigation strategies similar to those implemented by the U.S. to identify the risks associated with different agricultural goods and food products rather than approaches based on precaution or applying specific hygiene standards to each product category. This U.S. approach should include more-thorough checks of products deemed to be of higher risk (e.g. lobster), eliminating most procedures for products considered safe (e.g. water) and best practices in the timely processing of documentation.

The training should include meetings with Food and Drug Administration (FDA), USDA Animal and Plant Health Inspection Service (APHIS), USDA Food Safety and Inspection Service (FSIS), the Commerce Department, the U.S. Trade Representative, and U.S. Customs and Border Protection (CBP). [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization, this includes the requirement to have all fellows vetted by DHS CBP for visits to all ports].

The objective of the program is to educate the Fellows on U.S. import and export inspection procedures so that they will be confident in the safety of U.S. agricultural products and better align Brazil's import standards towards a more U.S.-like approach. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Provisions of the World Trade Organization (WTO) Sanitary and Phytosanitary (SPS), Technical Barriers to Trade (TBT), and Trade Facilitation (TFA) agreements;
- Examples of SPS, TBT, and TFA measures commonly imposed by countries to protect domestic agriculture and their negative impact on trade and food supply;

- The role of the TFA in reducing the time and cost of trade, specifically showcasing the benefits to the agricultural sector;
- FDA, APHIS, and FSIS enforcement of SPS regulations (including national treatment and SPS and food safety certification of export shipments), other official inspection/certification agencies (the Grain Inspection, Packers and Stockyards Administration (GIPSA) within the USDA Agricultural Marketing Service (AMS));
- U.S. customs airport, seaport, and border inspection and sanitation procedures, including selection of cargos to inspect, documentation processing, and methods to increase speed and efficiency of inspection process;
- The development application of evidence-based approaches to risk analysis and risk management;
- U.S. SPS inspection laboratory operations and laboratory analyses used to assess risk;
- U.S. SPS risk management, Pest Risk Analysis, and import authorization procedures, particularly for live animal and plants;
- U.S. requirements for the sanitation and quality certification of imported and exported food products and veterinary certification of live animals for import and export, including lab certificates;
- The division of responsibility for U.S. food regulation/certification and border-agency roles of FDA, FSIS, APHIS, and the National Oceanographic and Atmospheric Agency (NOAA);
- U.S. government processes for updating SPS regulations, customs and inspection operational procedures;
- U.S. examples of effective training programs for customs inspectors;
- U.S. government processes to handle food samples for commercial and non-commercial purposes;
- SPS regulation and inspection of U.S. slaughterhouses and food processing plants;
- U.S. food labeling regulations.

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks on the discretion of the applicant. Program activities are expected to be completed in July 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

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Cochran Fellowship Program
Import/Export Documentation and Sanitary/Logistical Practices at U.S. Ports
for Dominican Republic
WTO, SPS, and TBT Team

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a U.S. import and export documentation and inspection processes program for seven Fellows from the Dominican Republic. The Fellows are from Dominican government ministries, including the Ministry of Agriculture, Health, Customs, and Exporters.

This program should provide an in-depth understanding of how agricultural goods and food products are handled by U.S. Customs and Border Protection upon arrival into the United States. This program should also clarify requirements associated with the importation into the United States of agricultural goods and generate dialogue for necessary improvements on the Dominican side to expedite access to U.S. markets.

To maximize participant learning, this program should include visit(s) to an airport and seaport in order to see firsthand port operations processes and compliance with regulations. Please note that all Fellows' visiting U.S. government port facilities are subject to lengthy clearance processes required to visit (up to approximately 120 days vetting process). The training should also include meetings with U.S.-government competent authorities and other relevant agencies such as the Food and Drug Administration (FDA), U.S. Codex Office, Agricultural Marketing Service (AMS), Animal and Plant Health Inspection Service (APHIS) and Federal Grain inspection Service (FGIS). [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization; this includes the requirement to have all fellows vetted by DHS CBP for visits to all ports].

Proposing implementers are encouraged to include activities and tabletop exercises that will provide Fellows with the opportunity for hands-on demonstration/practice of applying the skills and knowledge learned in the training program.

The objective of the program is to strengthen the Fellows' knowledge of U.S. inspection processes on imported and exported products, evidence-based inspection systems that appropriately address the sanitary and phytosanitary risks associated with food and agricultural products. The training program's goal is to enhance market development and Fellows' capacity for agricultural research, extension, and harmonization of international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Design of risk-based systems for imports and exports
 - Sampling rates and thresholds
 - Risk assessment, risk management, and risk communication
 - Pest Risk Assessment
 - Traceability and recall management

- Mechanisms for review to make the system dynamic
 - Feedback channels for future policymaking
 - Setting standards for new products
- U.S. import and export inspection procedures and processes
 - Roles and responsibilities of U.S. agencies involved in import and export processes of food and agricultural products (CBP, APHIS, FSIS, FDA)
 - Coordination of government agencies in inspections and port operations
 - Training of agricultural port inspectors
 - Overview of sanitary and phytosanitary (SPS) regulations governing the import and export of food products (including national treatment and SPS and food safety certification of export shipments)
 - Customs clearance process for live animals, food, and agricultural products
 - Import control measures for live animals and food and agricultural products of plant and animal origin
 - Animal health inspection and animal products inspection
 - Import and export procedures for food
 - Animal and plant quarantine processes and management, including animal disease detection
 - Import and export certificates
 - Plant and animal certificate requirements and related documentation and processes
 - Risk analysis and science-based sampling approaches to passenger inspection at airports and seaports
 - Laboratory testing at ports
 - Private sector compliance with import/export processes and requirements
- U.S. food safety regulations
 - Overview of food safety laws and implementation and roles of regulatory authorities (FDA, FSIS, state-level food safety authorities)
 - The importance of science-based approaches to developing and setting food safety regulations
 - Food Safety Modernization act overview and implementation, including the Foreign Supplier Verification Programs
 - Private sector involvement in complying with food safety regulations
 - Safety of U.S. agricultural/food products from farm to fork including plant and animal products (ex/ grains, pork or poultry, fruits and vegetables)
 - Food quality and the role of the Agricultural Marketing Service (AMS) in mandatory and voluntary standards
- Trade Facilitation
 - Private sector role
 - Port authority
 - Large exporters

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place in August-September 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Import/Export Documentation and Inspection Processes at U.S. Ports
for Kenya, Rwanda, Tanzania, Uganda, and Brazil
WTO, SPS, and TBT Team

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a U.S. import and export documentation and inspection processes at U.S. ports program for 15 Fellows from Kenya, Rwanda, Tanzania, Uganda, and Brazil and one Locally-Employed Staff (LES) member from Kenya for a total of 16 participants. The Fellows come from Kenya, Rwanda, Tanzania, Uganda, and Brazilian government ministries, including imports regulating agencies. [Note: The LES will pay for their hotel room, any domestic flights and meals/incidentals directly. The University should include any costs related to training fees, local ground transportations, etc. for the LES].

The program should provide the Fellows with an in-depth understanding of how U.S. inspection and food safety laws/regulations are created, monitored, and enforced on a national and port level. The program should also emphasize U.S. inspection processes on the import and export of food products and agricultural goods at ports and airports.

To maximize participant learning, this program should include visit(s) to an airport and seaport in order to see firsthand port operations processes and compliance with regulations. Please note that all Fellows' visiting U.S. government port facilities are subject to lengthy clearance processes required to visit (120 days vetting process). The training should also include meetings with U.S.-government competent authorities and other relevant agencies such as the Food and Drug Administration (FDA), U.S. Codex Office, the Animal and Plant Health Inspection Service (APHIS), Agricultural Marketing Service (AMS), and Federal Grain Inspection Service (FGIS). [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization; this includes the requirement to have all fellows vetted by DHS CBP for visits to all ports]. Proposing implementers should include activities/exercises that will provide Fellows with the opportunity for hands-on demonstration/practice of applying the skills and knowledge learned in the training program.

The objective of the program is to strengthen the Fellows' knowledge of U.S. inspection processes on imported and exported products and evidence-based inspection systems that appropriately address the sanitary and phytosanitary risks associated with food and agricultural products. The training program's goal is to enhance market development and Fellows' capacity for agricultural research, extension, and harmonization of international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Design of risk-based systems for imports and exports
 - Sampling rates and thresholds
 - Risk assessment, risk management, and risk communication

- Pest Risk Assessment
- Traceability and recall management
- Mechanisms for review to make the system dynamic
- Feedback channels for future policymaking
- Setting standards for new products
- U.S. import and export inspection procedures and processes
 - Roles and responsibilities of U.S. agencies involved in import and export processes of food and agricultural products (CBP, APHIS, FSIS, FDA, NOAA)
 - Coordination of government agencies in inspections and port operations
 - Training of agricultural port inspectors
 - Overview of sanitary and phytosanitary (SPS) regulations governing the import and export of food products (including national treatment and SPS and food safety certification of export shipments)
 - Provisions of the World Trade Organization (WTO) Trade Facilitation (TFA) agreement and the role of the TFA in reducing the time and cost of trade, specifically showcasing the benefits to the agricultural sector
 - Customs clearance process for live animals, food, and agricultural products
 - Import control measures for live animals and food and agricultural products of plant and animal origin
 - Animal health inspection and animal products inspection
 - Import and export procedures for food
 - Animal and plant quarantine processes and management, including animal disease detection
 - Import and export certificates (ePhyto)
 - Plant and animal certificate requirements and related documentation and processes
 - Risk analysis and science-based sampling approaches to passenger inspection at airports and seaports
 - Laboratory testing at ports
 - Private sector compliance with import/export processes and requirements
- U.S. food safety regulations
 - Overview of food safety laws and implementation and roles of regulatory authorities (FDA, FSIS, state-level food safety authorities)
 - The importance of science-based approaches to developing and setting food safety regulations
 - Food Safety Modernization act overview and implementation, including the Foreign Supplier Verification Programs
 - Private sector involvement in complying with food safety regulations
 - Safety of U.S. agricultural/food products from farm to fork including plant and animal products (ex/ grains, pork or poultry, fruits, and vegetables)
 - Food quality and the role of the Agricultural Marketing Service (AMS) in mandatory and voluntary standards

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would occur August - September 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Regulatory Protocols on Import/Export Documentation and Sanitary/Logistical Practices
for Malaysia
WTO, SPS, and TBT Team

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a training program on Regulatory Protocols on Import and Export Documentation and Sanitary and Logistical Practices for seven Fellows and one Locally-Employed Staff (LES) member from Malaysia for a total of eight participants. The Fellows are officials from the Malaysian government. [Note: The LES will pay for their hotel room, any domestic flights and meals/incidentals directly. The University should include any costs related to training fees, local ground transportations, etc. for the LES].

This program should provide Fellows with an in-depth understanding of U.S. government regulatory protocols on import and export documentation and certification for food and agricultural products, as well as sanitary and phytosanitary (SPS) practices related to traceability. This program will increase understanding of the government of Malaysia on U.S. regulations and practices so Malaysia can adopt a similar system, particularly around traceability of imported agricultural food products and prevention of and response to disease outbreaks related to international trade of agricultural goods (particularly grains, meat products, dairy products, and fresh produce).

This program should increase understanding of how agricultural goods and food products are handled by U.S. Customs and Border Protection (CBP), the Animal and Plant Health Inspection Service (APHIS), and other government agencies when arriving to the United States. This program will clarify requirements associated with the importation into the United States of agricultural goods and generate dialogue for necessary improvements related to access to U.S. markets. The training program should cover risk mitigation and control of foodborne disease contamination and outbreaks, Hazard Analysis Critical Control Point (HACCP) and the Food Safety Modernization Act (FSMA). Training providers are encouraged to include site visits to producer groups and processing facilities (grains, meat products, dairy products, and fresh produce) that can provide firsthand experience on the implementation of U.S. food safety policies through Good Agricultural Practices (GAP) and Good Manufacturing Practices (GMP) codes and audits as well as compliance with FSMA.

To maximize participant learning, this program should include visit(s) to an airport and seaport in order to see firsthand port operations processes and compliance with regulations. Please note that all Fellows' visiting U.S. government port facilities are subject to lengthy clearance processes required to visit (approximately 120 days vetting process). The training should also include meetings with U.S.-government competent authorities and other relevant agencies such as the Food and Drug Administration (FDA), U.S. Codex Office, Agricultural Marketing Service (AMS), and Federal Grain Inspection Service (FGIS). [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization; this includes the requirement to have all fellows vetted by DHS CBP for visits to all ports].

The objective of the program is to increase Fellows' technical knowledge of the U.S. food safety regulations and USDA's implementation of rigorous SPS measures for imports and exports of U.S. agricultural products. The training program's goal is to enhance market development and Fellows' capacity for agricultural research, extension, and harmonization of international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Design of risk-based systems for imports and exports
 - Sampling rates and thresholds
 - Risk assessment, risk management, and risk communication
 - Pest Risk Assessment
 - Traceability and recall management
 - Mechanisms for review to make the system dynamic
 - Feedback channels for future policy-making
 - Setting standards for new products
- U.S. import and export inspection procedures and processes
 - Roles and responsibilities of U.S. agencies involved in import and export processes of food and agricultural products (CBP, APHIS, FSIS, FDA)
 - Coordination of government agencies in inspections and port operations
 - Training of agricultural port inspectors
 - Overview of sanitary and phytosanitary (SPS) regulations governing the import and export of food products (including national treatment and SPS and food safety certification of export shipments)
 - Customs clearance process for live animals, food, and agricultural products
 - Import control measures for live animals and food and agricultural products of plant and animal origin
 - Animal health inspection and animal products inspection
 - Import and export procedures for food
 - Animal and plant quarantine processes and management, including animal disease detection
 - Import and export certificates
 - Plant and animal certificate requirements and related documentation and processes
 - Risk analysis and science-based sampling approaches to passenger inspection at airports and seaports
 - Laboratory testing at ports
 - Private sector compliance with import/export processes and requirements
- U.S. food safety regulations
 - Overview of food safety laws and implementation and roles of regulatory authorities (FDA, FSIS, state-level food safety authorities)
 - The importance of science-based approaches to developing and setting food safety regulations

- Food Safety Modernization Act (FSMA) overview and implementation, including the Foreign Supplier Verification Programs
- Private sector involvement in complying with food safety regulations
- Safety of U.S. agricultural/food products from farm to fork including plant and animal products (ex/ grains, pork or poultry, fruits and vegetables)
- Food quality and the role of the Agricultural Marketing Service (AMS) in mandatory and voluntary standards
- Trade Facilitation
 - Private sector role
 - Port authority

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place in August-September 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Introduction to Animal and Plant Health Risk Assessment
for Sri Lanka
WTO, SPS, and TBT Team

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a training program on Animal and Plant Health Risk Assessment at the introductory level for seven fellows from Sri Lanka. The Fellows are officials from the government Sri Lanka.

Fellows should deepen their knowledge of international Sanitary and Phytosanitary (SPS) standards and how the World Trade Organization's (WTO) SPS Agreement facilitates international trade using science-based risk analysis approaches. Training should emphasize the importance of science-based risk analysis for trade decisions and standard setting using various tools to conduct science-based risk analysis. This program should also clarify requirements associated with the importation of agricultural goods into the U.S. and generate dialogue for necessary improvements related to streamlining import processes, quarantine policies, etc. The program should be designed to model the U.S. system and create a greater understanding of U.S. government regulatory agencies and their roles, coordination in risk mitigation, and controls in place to safeguard against foreign pests and disease outbreaks. [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization].

The objective is to promote informed decision making around animal and plant health risk assessment and improved measures for science-based risk management in Sri Lanka. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Understanding International SPS Standards and International Standard Setting Bodies
 - Review the WTO Agreement on the Application of Sanitary and Phytosanitary Measures
 - Review the role of the World Organization for Animal Health (OIE), International Plant Protection Convention (IPPC), Codex Alimentarius, and International Organization for Standardization (ISO)
 - Increase familiarity with the OIE animal health codes, the IPPC standards for Phytosanitary Measures, and Seafood
- Understanding and Applying Science-Based Risk Analysis
 - Emphasize the importance of and role of qualitative and quantitative techniques for conducting SPS risk assessment
 - Review how qualitative and quantitative techniques are developed and applied to conduct SPS risk assessment

- Develop participants' confidence in using analytical risk-analysis software for decision making
- Strengthen knowledge of U.S. regulatory procedures for evaluating and responding to requests to export agricultural products to the U.S.
- Design of risk-based systems for imports and exports
 - Sampling rates and thresholds
 - Risk assessment, risk management, and risk communication
 - Pest Risk Assessment, pathogens, and weeds
 - Assessment of magnitude of the threats
 - Technologies available for risk analysis
 - Traceability and recall management
 - Mechanisms for review to make the risk analysis systems dynamic
 - Feedback channels for future policy-making
 - Setting standards for new products
 - Prevention and mitigation measures
- U.S. import and export inspection procedures and processes
 - Roles and responsibilities of U.S. agencies involved in import and export processes of food and agricultural products (CBP, APHIS, FSIS, FDA)
 - Coordination of government agencies in inspections and port operations
 - Training of agricultural port inspectors
 - Overview of SPS regulations governing the import and export of food products
 - Customs clearance process and import control measures for live animals and food and agricultural products of plant and animal origin
 - Animal health inspection and animal products inspection
 - Animal and plant quarantine processes and management, including domestic animal disease and pest detection and outbreak response
 - Import and export certificates
 - Plant and animal certificate requirements and related documentation and processes
 - Risk analysis and science-based sampling approaches to passenger inspection
 - Laboratory testing at ports
 - Private sector compliance with import/export processes and requirements
 - Hazard Analysis and Critical Control Point (HACCP)

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place July – October 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

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Cochran Fellowship Program
Risk Based Management for Plant and Animal Products for Vietnam
WTO, SPS, and TBT Team

Team-specific Objectives

The Cochran Fellowship Program's WTO, SPS, and TBT Team is requesting the design and delivery of a training program on Risk Based Management for Plant and Animal Products for seven fellows from Vietnam. The Fellows are officials from the government of Vietnam.

This training should provide Fellows with knowledge of international SPS standards plant and animal products and how the World Trade Organization (WTO) SPS Agreement facilitates international trade using risk-based management approaches. Using the U.S. system as a model, the program will create a greater understanding of U.S. government regulatory agencies and their roles, coordination in risk mitigation, and controls in place to safeguard against foreign pests and disease outbreaks. The program should clarify requirements associated with the importation of agricultural goods into the U.S. and generate dialogue for necessary improvements related to quarantine policies, etc. This program should include an understanding of how agricultural goods and food products handled by U.S. Customs and Border Protection (CBP), the Animal and Plant Health Inspection Service (APHIS), and other government agencies when arriving to the United States. [Note: USDA FAS staff will be responsible for arranging all meetings with U.S. government agencies unless otherwise specified after selection of the implementing organization].

The objective is to emphasize the importance of science-based risk analysis for trade decisions and standard setting and how to use various tools to conduct science-based risk analysis. The training program's goal is to enhance market development and Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that the Fellows increase their knowledge in the following areas:

- Understanding international SPS standards and international standard setting bodies
- Design of risk-based systems for imports and exports
 - Sampling rates and thresholds
 - Risk assessment, risk management, and risk communication
 - Pest Risk Assessment
 - Traceability and recall management
 - Mechanisms for review to make the system dynamic
 - Feedback channels for future policy-making
 - Setting standards for new products
- U.S. import and export inspection procedures and processes
 - Roles and responsibilities of U.S. agencies involved in import and export processes of food and agricultural products (CBP, APHIS, FSIS, FDA)
 - Coordination of government agencies in inspections and port operations
 - Training of agricultural port inspectors

- Overview of sanitary and phytosanitary (SPS) regulations governing the import and export of food products (including national treatment and SPS and food safety certification of export shipments)
- Customs clearance process for live animals, food, and agricultural products
- Import control measures for live animals and food and agricultural products of plant and animal origin
- Animal health inspection and animal products inspection
- Import and export procedures for food (control of foodborne disease contamination and outbreaks, Hazard Analysis Critical Control Point (HACCP) and the Food Safety Modernization Act (FSMA).)
- Animal and plant quarantine processes and management, including animal disease detection
- Import and export certificates
- Plant and animal certificate requirements and related documentation and processes
- Risk analysis and science-based sampling approaches to passenger inspection at airports and seaports
- Laboratory testing at ports
- Private sector compliance with import/export processes and requirements
- Trade Facilitation
 - Private sector role
 - Port authority

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place late June – September 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Overview of U.S. Feed Sector
for Bangladesh
Asia Team**

Team-specific Objectives

The Cochran Fellowship Program's Asia Team requests the design and delivery of a training program on the U.S. Feed Sector for eight Fellows and one Locally Employed Staff, for a total of nine participants from Bangladesh. Fellows are representatives of feed associations and the feed industry in Bangladesh.

This training program should provide Fellows with an in-depth understanding of the U.S. feed sector, with focus on types of feed and feed ingredients. Fellows should learn about the different value chains and complexity of the U.S. feed industry across specific sectors such as aviculture and aquaculture. Fellows should also see the versatility of soy and learn more about the different processing streams (such as soybean meal, etc.) used for feed production. The program should include feed ingredients such as corn and dried distillers' grains into the program, to show the broad spectrum of U.S. feed ingredients. It is also important to train the Fellows on managing nutrition and feed rationing. The training should cover scalability in the context of U.S. feed operations. Bangladesh has established markets for soybean-based feeds, and the demand for quality and quantity of feed is increasing substantially in their burgeoning poultry and aquaculture operations. The training program should also include the inspection and regulatory mechanisms that oversee feed processing and export in the United States, to demonstrate the robustness of the U.S. food safety, sanitary, and phytosanitary measures. The training activities and lectures should familiarize Fellows with the U.S. feed industry's standards and best practices that help ensure a high quality of feed across the many value chains and animal feed sectors.

The training program's objective is to increase the Fellows' awareness of the United States' robust feed industry and introduce them to best practices and new feed ingredients. The training program's goal is to enhance market development and Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

Training providers will ensure that Fellows increase their knowledge in topics below:

- Aviculture and aquaculture and their respective feed ingredients, mixes, and value chains
- Variety of U.S. feed grains, feed ingredients, and processing
- Quality assurance for feed throughout the value chain and processing
- U.S. feed industry best practices for storage, rationing, quality, and food safety
- Managing nutrition, feed ingredients, and stocks according to market dynamics
- Scaling feed operations to satisfy demand growth
- Regulatory apparatus across all aspects of the U.S. feed industry from farm to export

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. The program should take place during July-August 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE June 30, 2020 11:59pm EDT

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Cochran Fellowship Program
Introduction to U.S. Regulation of Agricultural Biotechnology, Genetic Engineering, and
Biosafety
for Burma
Asia Team

Team-specific Objectives

The Cochran Fellowship Program's Asia Team requests the design and delivery of a training program on U.S. Regulation of Agricultural Biotechnology, Genetic Engineering, and Biosafety for six Fellows and one Locally Employed Staff, for a total of seven participants from Burma. Fellows are representatives of the Burmese government.

This training program should provide Fellows with an in-depth understanding of the U.S. approach to agricultural biotechnology, genetic engineering (GE), and biosafety. The training activities should include instruction on how U.S. authorities ensure food safety for domestic and international consumers, and the benefits of different agricultural biotechnology to farmers and producers. The training program should include meetings with U.S. regulatory agencies such as: the Animal and Plant Health Inspection Service (APHIS) to learn about certification requirements for U.S. exports of GE agricultural products; the U.S. Food and Drug Administration (FDA) to learn about how U.S. regulators protect and promote public health through the control and supervision of food safety; and the Grain Inspection, Packers and Stockyards Administration (GIPSA) to understand how USDA facilitates the marketing of GE agricultural products through fair and competitive trading practices. The Fellows should be trained with the expectation that learning outcomes will contribute to the successful development of their own biosafety framework and policies. The training program should cover guidelines and regulations that are consistent with the World Trade Organization's (WTO) Sanitary and Phytosanitary (SPS) Agreement and Technical Barriers to Trade (TBT) Agreements.

The training program's objective is to introduce Burmese officials and policy makers to U.S. biosafety laws, guidelines, and regulations, as well as WTO standards and requirements for regulating biotechnology applications and GE products. The training program's goal is to enhance Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

Training providers will ensure that Fellows increase their knowledge in the topics below:

- Regulation of Biotechnology and Genetic Engineering (GE)
- U.S. regulatory agencies involved in the export of GE agricultural products
- U.S. biosafety laws, guidelines, and regulations
- Overview of the WTO SPS and TBT Agreements
- Development, production, and export of GE agricultural products
- Implementation of new policies and regulatory frameworks for biotechnology

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. The program should take place sometime around July 18-31, 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
Overview of U.S. Craft Beer and Ingredients
for South Africa
Trade Shows Team**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Overview of U.S. Craft Beer and Ingredients for seven Fellows from South Africa.

This training program should educate Fellows on the quality and variety of U.S. craft beer and ingredients. The Fellows represent craft beer brewers and ingredient importers with interest in acquiring an in-depth understanding of the characteristics of U.S. hops, rye, yeast, and other inputs.

In 2019, the global craft beer market generated more than \$38 billion in sales and is expected to grow 14% every year through 2023. South Africa is currently the world's 12th largest beer producer with nearly 215 craft breweries. Although the craft beer market in South Africa is small compared to the United States, its growing popularity presents opportunities for U.S. exporters of brewing ingredients such as hops, brewer's yeast, and malted barley (malt). U.S. exports of beer ingredients to South Africa grew by 27% to \$5.1 million in 2018, up from \$3.7 million in 2017. South Africa imported a total of \$52.3 million worth of beer ingredients in 2018, with malt being the leading import accounting for 83% of the total imports, followed by hops (11%) and yeast (6%).

This training program should educate Fellows on the quality and variety of U.S. craft beer and ingredients. Fellows should gain a strong understanding of the strategies, fundamental techniques, and principles of brewing U.S.-style craft beer. There should be a strong educational component on processing, cold chain storage, handling, and consumer marketing. The training program should include visits to U.S. farms, craft beer breweries, retail markets, yeast laboratory, and malter/s allowing Fellows to gain an understanding of the craft beer supply chain. Breweries visited should be part of the U.S. Brewers Association's Export Program to provide Fellows with an opportunity to make connections with possible export partners. In addition, Fellows should meet with the U.S. Brewers Association and Hop Growers of America. FAS envisions that this program will include attendance at a widely attended beverage trade show to be proposed by the applicant; an example of such a show is the Milwaukee Brewfest (July 25, 2020). The objective of the program is to expose the South African Fellows to U.S. craft beer and ingredients and increase U.S. craft beer and ingredients exports to South Africa. The goal of this program is to increase the fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer shall ensure that Fellows increase their knowledge in the following areas:

- Craft beer formulation

- Ingredients/raw materials
 - High quality and various varieties of hops, barley, malts
 - Organic hops and pellets, and hops extracts
 - Ingredients available for export to South Africa
- Craft beer industry in the U.S.
 - Community integration
 - Creating the craft beer experience
 - Meet breweries, suppliers, and distributors
- Craft beer production management and best practices
 - Quality, flavor techniques, flavor profiles
 - Quality control
 - Canning or bottling, malting
 - Packaging/ Labeling
 - Storage, shelf life
 - Hops and barley farms, brewery facilities, ingredient suppliers
- Craft beer marketing and strategies
 - Import/export
 - Product placement, food pairing and display
 - Sales plan and other techniques
 - Low cost marketing
 - Brand identity/recognition
 - Social media

PERIOD OF PERFORMANCE

FAS envisions that this consecutive 2- week training program will include attendance at a widely attended beverage trade show to be proposed by the applicant; an example of such a show is the Milwaukee Brewfest (July 25, 2020).

DUE DATE: June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
Overview of U.S. Craft Beer and Ingredients
for Brazil
Trade Shows Team**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Overview of U.S. Craft Beer and Ingredients for seven Fellows from Brazil. This training program should educate Fellows on the quality and variety of U.S. craft beer and ingredients. The Fellows work in Brazil's craft beer industry and are interested in acquiring an in-depth understanding of the characteristics of U.S. hops, U.S. beer styles, and American brewing culture.

At one point in history, consumers of craft beer lacked choice, innovation, and premium options, which led to a craft beer counter-revolution in the United States during the 1980s and 1990s. Brazil is currently undergoing a similar revolution and has become an enthusiastic producer and consumer of innovative craft beer, due in part to homogeneity and domination by big brewers. In 2016, craft beer sales in Brazil grew by 40%, despite the country's economic crises. According to the ABRACERVA (Brazilian Association for Craft Beer), the country registered 210 new craft brewers in 2018, an increase of 30.93% compared to the previous year. Consumers in Brazil are happy to pay a premium for smaller-batch, hand-crafted options, making Brazil an ideal market for creating new trade relationships with U.S. companies within the craft beer industry.

This training program should educate Fellows on the quality and variety of craft beers and ingredients available in the U.S. Fellows should gain a strong understanding of the strategies, techniques, and principles of brewing U.S.-style craft beer. There should be a strong educational component on processing, cold chain storage, handling, and consumer marketing. This training program should include site visits to U.S. farms, craft breweries, and retail markets allowing fellows to gain an understanding of the entire supply chain. Breweries visited should be a part of the U.S. Brewers Association's Export Program to provide fellows an opportunity to make connections with possible export partners. In addition, Fellows should have meetings with the U.S. Brewers Association and Hop Growers of America. FAS envisions that this program will include attendance at a widely attended beverage trade show to be proposed by the applicant; an example of such a show is the Milwaukee Brewfest (July 25, 2020).

The objective of the program is to expose Brazilian Fellows to U.S. craft beer and ingredients, and ultimately increase exports of U.S. craft beer and ingredients to Brazil. The goal of this program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that Fellows increase their knowledge in the following areas:

- Craft beer formulation

- Ingredients/raw materials
 - High quality and various varieties of hops, barley, malts
 - Organic hops and pellets, and hops extracts
 - Ingredients available for export to Brazil
- Facility tours and operations
 - Farms, breweries, etc.
- Craft beer production management and best practices
 - Quality, flavor techniques, flavor profiles
 - Quality control
 - Canning or bottling, malting
 - Packaging/ Labeling
 - Storage, shelf life
 - Hops and barley farms, malters, brewery facilities, ingredient suppliers
- Craft beer marketing and strategies
 - Import/export
 - Product placement, food pairing, and display
 - Sales plan and other techniques
 - Low cost marketing
 - Brand identity/recognition
 - Social media

PERIOD OF PERFORMANCE

FAS envisions that this consecutive 2- week training program will include attendance at a widely attended beverage trade show to be proposed by the applicant; an example of such a show is the Milwaukee Brewfest (July 25, 2020).

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Overview of the U.S. Rice Supply Chain
for Ghana and Cote d'Ivoire
Africa and Middle East Team**

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on the Overview of the U.S. Rice Supply Chain for five to six Fellows in the rice industry from both Ghana and Cote d'Ivoire (10-12 total).

The program should be designed to provide a complete overview of the U.S. rice industry. The program should focus on modern methods of handling and distributing rice through the supply chain and distribution channels. The program should increase the Fellows knowledge of U.S. processing, marketing, and create trading channels for U.S. rice products in Ghana and Cote d'Ivoire. The training should include meetings with industry associations and representatives from the USA Rice Federation, USA Rice Millers' Association, and the US Rice Producers Association. FAS envisions a program that will target Fellows in the rice industry from both countries, who will be in positions to affect changes in their respective value chains with an elevated preference for U.S. rice products. The objective of the program is to educate the Fellows on the U.S. rice industry, creating preferences for U.S. rice and rice products. The goal of the program is to create market access for U.S. rice products, strengthen trade between the U.S., Ghana and Cote d'Ivoire, and to increase Ghana's and Cote d'Ivoire's capacity for extension and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that the Fellows increase their knowledge in the following areas:

- Rice products available for export to Ghana and Cote d'Ivoire
- Creation of relationships with rice product exporters along the value chain
- How supply and distribution chains function (factory to wholesale network)
- USDA Quality Samples Program (QSP) for rice exports
- Food safety in production and processing
- Preventing post-harvest loss including proper food storage (pest control)
- Transportation of food (cold chain)
- Proper food handling
- Best practices of food sourcing
- Boutique and hypermarket product handling and placement

PERIOD OF PERFORMANCE

This consecutive 2-week training program should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

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Cochran Fellowship Program
Consolidated Shipping and Distribution of U.S. Consumer Oriented Products for Nigeria
Africa and Middle East Team

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on Consolidated Shipping and Distribution of U.S. Consumer Oriented Products for six to eight private sector Fellows from Nigeria.

The program should introduce Fellows to U.S. consumer products. The Fellows should learn about distribution, marketing, and promotion techniques for various food retail products, and should also obtain knowledge of new trends and innovations in organized retail and e-retail, incorporating artificial intelligence into business operations, and pricing and management strategies. The training should include visits with major U.S. grocery chains (Trader Joe's, Mom's Organic Market, Kroger, Whole Foods, Amazon, Wal-Mart, Costco, etc.), e-commerce companies, and include meetings with food and beverage distributors and importers interested in exporting to Nigeria. The objective of this program is to increase awareness of U.S. products, and ingredients and to increase marketing of the USA product brand/image and preference for U.S. brands as well as increase the knowledge of Nigerian buyers/importers regarding available consolidation services in the U.S. The goal of the program is to strengthen export of U.S. consumer products and ingredients to Nigeria and to increase the Fellows' capacity for participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Supply chain management and product handling
- Consolidation services such as U.S. – American Trading International Inc (ATI) and American Quality Products Ltd
- Processing, transportation, sales, and customer relations
- New trends and innovations in the food retail business
- Healthy food marketing techniques for health-conscious consumers
- Supermarket growth and expansion strategies
- Personnel and growth management
- Strategies, techniques, and principles of e-commerce
- Promoting and selling products through e-commerce platforms
- Digital marketing trends and inventory management of e-retail
- Supply chain management, pricing strategies, shelf life, and quality
- Incorporating artificial intelligence into business operations

PERIOD OF PERFORMANCE

This consecutive 2-week training program should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
U.S. Grain Procurement and Storage Management for Algeria
Africa and Middle East Team

Team-specific Objectives

The Cochran Fellowship Program's Africa and Middle East Team is requesting the design and delivery of a training program on U.S. Grain Procurement and Storage Management for six Fellows in government and the private sector from Algeria.

The program should be designed to provide a complete overview for the Fellows of the U.S. grain industry. The program should focus on U.S. grading inspection systems, commercial grain trading, tendering, and grain contracts and specifications. Topics should include: grain production, handling, and storage; techniques for cereal crop improvement; new innovation and technologies for grain; milling, blending, and processing of flour; technologies, equipment, and facilities used for grain handling and storage; classification and grading of wheat quality, grain quality control systems (GIPSA); commercial grain trading and shipping practices; risk management, commodity price control, and marketing methods. The program should include visits to U.S. farms and grain production and storage facilities. Fellows should be introduced to U.S. grain producers and exporters. The objective of the program is to expose the Fellows to the U.S. wheat and grain industries and its uses to identify future market opportunities for U.S. grown wheat and wheat products. The goal of the program is to establish and build export opportunities for U.S. wheat and grain products in Algeria and to increase Fellows' capacity for participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Overview of U.S. production of wheat and grains; types of grain
- Techniques for cereal crop improvement
- Handling and storage of grains
- Innovative technologies and equipment for grain production and handling
- New technologies used in milling
- Risk management; prevention of disease and pest mitigation
- The quality control of grains, proper sampling and analysis, and the role of GIPSA in quality control
- Classification and grading of wheat quality
- Transportation and storage of U.S. grains
- Commodity price control; marketing activities
- International shipping and transportation practices
- U.S. grain marketing systems, methods and procedures involved
- Exporting of U.S. grains and corn gluten meal, procedures and regulations involved

PERIOD OF PERFORMANCE

This consecutive 2-week training program should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
U.S. Cheese Marketing and Promotion
for Brazil
Latin American and the Caribbean Team**

Team-specific Objectives

The Cochran Fellowship Program's Latin America and Caribbean Region is requesting the design and delivery of a training program on U.S. Cheese Marketing and Promotion for seven Fellows from Brazil who are major decision makers in the imported cheese market, including importers and marketing specialists.

Brazil continues to be a major growth market for U.S. dairy products. Specifically, Brazil's dairy industry has limited diversity in their cheese offerings and there is room for growth within the market. The U.S. dairy industry has opportunities for growth in cheese exports, especially catering to high-end Brazilian consumers. This program should make stronger connections between Brazilian importers and the U.S. dairy industry and help Brazilian importers (and consumers) understand the high-quality and variety of U.S. cheeses at a competitive price with those available from the EU.

The program should provide Fellows with an overview of U.S. dairy production and the qualities of U.S. cheeses. The training should include visits with dairy and cheese producers and opportunities to network with suppliers of U.S. cheeses either through meetings or attendance of a food show. The Fellows should also meet with the U.S. Dairy Export Council (USDEC). The objective of this training program is to increase awareness of and demand for high quality U.S. cheeses. The goal of the program is to increase Brazil's capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- U.S. dairy production and differences compared to European and New Zealand products
- Major players in the U.S. dairy product industry
- U.S. high-quality cheese brands and products
- Process for buying and exporting U.S. cheeses, including one-on-one meetings with exporters and a list of major exporters interested in selling to Brazil
- How to market high quality U.S. cheeses for retail and food service industries.
- Sustainability aspects of the U.S. dairy sector.
- Cheese consumption trends in the United States

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

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**Cochran Fellowship Program
U.S. Dry Beans Processing, Promotion and Marketing
for Costa Rica, Guatemala, El Salvador, and Honduras
Latin America and the Caribbean Team**

Team-specific Objectives

The Cochran Fellowship Program's Latin America and Caribbean Region is requesting the design and delivery of a training program for up to seven Fellows from Costa Rica and seven Fellows from Guatemala, El Salvador, and Honduras for a total of 14 Fellows.

The program should expand opportunities for U.S. dry bean exporters by showcasing the different varieties and uses of U.S. dry beans. Specifically, there is an opportunity to introduce dry bean processing for use as ingredients in processed foods.

The program should provide the Fellows an overview of the U.S. dry bean industry showcasing the quality, nutritional value, and versatility of U.S. dry beans. Topics should provide an overview of U.S. dry beans including variety and quality. The program should expose Fellows to the dry bean supply chain, farming practices and technology, storage, processing, grading, and inspection procedures. Additional topics should include U.S. dry bean market trends and practices, use of dry beans, and ingredients for processed products. The training program should include visits to farms, processing facilities, and retailers. The objective of the program is to educate the Fellows on U.S. dry beans, their varieties, and their uses. The goal of the program is to increase the Fellows' capacity for agricultural research, extension, and teaching; and to increase trade linkages between Costa Rica, Guatemala, El Salvador, Honduras, and the United States.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Production and supply chain
- Dry bean varieties
- Quality specifications
- Nutritional value of U.S. dry beans
- Using dry beans as ingredients
- Dry bean consumer products
- Market and retail trends
- New product development

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
U.S. Meat Products Processing: Food Additives and Ingredients
for Guatemala, El Salvador, and Honduras
Latin America and the Caribbean Team

Team-specific Objectives

The Cochran Fellowship Program's Latin America and Caribbean Region is requesting the design and delivery of a training program for seven Fellows from Guatemala, El Salvador, and Honduras. Fellows will be comprised of meat importers, food processors, and chefs.

There is an opportunity to expand U.S. offerings in the Northern Triangle, of different deli meats, including but not limited to healthy additives, and ingredients for the local food processing industry. Local meat processors should learn how the United States is using quality ingredients for processing deli meats that satisfy the demands of consumers.

The Fellows should be introduced to the latest U.S. food technologies and ingredients for the processing of deli meats, including those that cater to health-conscious consumers who are looking for less saturated fats, low cholesterol, and reduced-sodium products. The program should focus on chicken meat and include visits to meat processing facilities, delis, and meat specialty markets. Opportunities should also be included for meetings with U.S. meat products exporters and representatives of the U.S. Meat Export Federation and the USA Poultry and Egg Export Council. The objective of this program is to teach Fellows about the qualities and benefits of using U.S. processed meat products, additives, and ingredients. The goal of this program is to increase Guatemala, El Salvador, and Honduras' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Overview of U.S. meat products and ingredients
- Marketing of food additives and ingredients
- Marketing of U.S. meat products
- Good manufacturing practices in meat processing plants
- Using, handling, and processing U.S. meat
- U.S. meat certification and export procedures

PERIOD OF PERFORMANCE

This consecutive 2- week training should be implemented before September 30, 2020.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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Cochran Fellowship Program
Introduction to U.S. Soybeans Processing, Marketing, and Re-Export Strategies
for Pakistan
Asia Team

Team-specific Objectives

The Cochran Fellowship Program's Asia Team requests the design and delivery of a training program on U.S. Soybeans Processing, Marketing, and Re-Export Strategies for six Fellows and one Locally Employed Staff, for a total of seven participants from Pakistan. Fellows are representatives of the Pakistan soybean industry involved in import and processing such as solvent extraction and milling.

This training program should provide Fellows with an in-depth understanding of soybean procurement, processing, and marketing. Training providers should include instruction on risk management policies, protocols, and techniques that pertain to processing soybean products. The program should provide information and technical training on the marketing and re-export of processed soybean products such as poultry feed. Fellows should be exposed to U.S. food safety policies as they pertain to soybeans for human and animal consumption. Trainers are encouraged to work with U.S. soybean exporters and industry on incorporating site visits into the program that will provide the Fellows with practical and firsthand knowledge from producers and processors. Particular attention should also be given to risk management across the procurement, marketing, and re-export stages.

The training program's objective is to expand Fellows' knowledge of U.S. soybean procurement, marketing, and processing. The training program's goal is to increase trade connections and Fellows' capacity for participation in international trade.

LEARNING OBJECTIVES

The contractor will ensure that Fellows develop competencies in the following areas:

- U.S. high-quality soybean procurement, storage, and processing
- Risk management policies, protocols, and techniques for soybean trading and processing
- U.S. food safety policies for soybeans and animal feed

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place late Summer or early Fall 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE June 30, 2020 11:59pm EDT

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Cochran Fellowship Program
Introduction to U.S. Supply Chain, Post-Harvest Loss, and Food Distribution Systems
for the Philippines
Asia Team

Team-specific Objectives

The Cochran Fellowship Program's Asia Team requests the design and delivery of a training program on U.S. Supply Chain, Post-Harvest Loss, and Food Distribution Systems for six Fellows and one Locally Employed Staff, for a total of seven participants from the Philippines. Fellows are government officials and private sector importers.

This training program should provide Fellows with an in-depth understanding of U.S. supply chain management and food distribution systems. The training should focus largely on post-harvest loss and establishing efficient cold chain networks. Fellows should be instructed on how U.S. industry formulates its supply chain and maintains cold chain infrastructure to facilitate safe and efficient export of U.S. agricultural products. It is important for the training provider to emphasize U.S. industry's efforts to continuously update and expand their respective supply and cold chains across the country. Training should include discussions on the scalability of different cold chain and storage infrastructure. The Fellows should be trained on U.S. food safety regulations and standards to enhance their understanding of how to properly maintain, store, and preserve food and agricultural products. Training providers are encouraged to conduct site visits to processing and storage facilities so that Fellows may have firsthand experience with cold chain applications and export supply chain management.

The training program's objective is to introduce Fellows to U.S. supply chain and post-harvest loss management, cold chain infrastructure, and food distribution systems. The training program's goal is to enhance market development and Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

Training providers will ensure that Fellows increase the knowledge in the topics below:

- U.S. supply chain and food distribution systems
- Cold chain infrastructure and mitigating post-harvest loss
- U.S. food safety and regulatory practices
- Storage, inspection, transportation, and handling of food and agricultural products

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place during Summer or Fall 2020 depending on the type of program and availability of Fellows and applicant.

DUE DATE June 30, 2020 11:59pm EDT

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Washington, DC 20250-1031

Cochran Fellowship Program
Availability and Marketing of U.S. Tree Nuts and Dried Fruits
for Vietnam
Asia Team

Team-specific Objectives

The Cochran Fellowship Program's Asia Team requests the design and delivery of a training program on U.S. Tree Nuts and Dried Fruits Availability and Marketing for up to eight Fellows and one Locally Employed Staff from Vietnam. Fellows will be representatives of private sector companies in Vietnam.

This training program should provide Fellows with an in-depth understanding of the U.S. tree nut and dried fruit industries. This program should raise their awareness of the wide array of available products in these sectors, as well as their potential uses in the baked goods and snack foods sectors. Training providers should work with USDA to coordinate activities with the Almond Board of California and other related cooperators which are actively participating in the tree nut and dried fruit industries. The program should include site visits and tours of processing facilities, farms, orchards, and meetings with suppliers experienced in the export of dried nuts and fruits. FAS envisions that this program will include attendance at an industry trade show, such as the California Food Expo or the Grape, Nut and Tree Fruit Expo in California. The training program should provide the Vietnamese industry representatives with an in-depth understanding of the broader ecosystem through meetings with bakery ingredient processors, traders, and managers of high-profile bakeries and confectionaries. The participants should study the latest bakery ingredient trends, new technologies, automatic production, machinery, nutrition, and packaging. Fellows should learn about the quality management practices employed by the U.S. tree nut and dried fruit industries. The program should also familiarize Fellows with U.S. tree nut and dried fruit export associations.

The program's objective is to generate more interest among Vietnamese industry representatives to source tree nuts and dried fruits from the United States. The training program's goal is to enhance market development and Fellows' capacity for participation in international trade.

LEARNING OBJECTIVES

Training providers will ensure that Fellows increase their knowledge in the topics below:

- U.S. varieties of tree nuts, especially almonds and pecans
- U.S.-produced bakery ingredients, especially dried fruits
- Marketing of U.S. tree nuts and bakery ingredients such as dried fruits
- U.S. grading standards and packaging for dried fruits and tree nuts
- Uses of tree nuts and dried fruit in the baked goods and snack food sectors
- New technologies and best practices for processing tree nuts and dried fruits
- New developments and trends in baked goods, snack foods, and confectionary sectors

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant. Ideally the activity would take place between July and November 2020, depending on the type of program and availability of Fellows and applicant.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Introduction to U.S. Private Label Management
for China
Asia Team**

Team-specific Objectives

The Cochran Fellowship Program's Asia Team requests the design and delivery of a training program on U.S. Private Label Management for eight Fellows and one Locally Employed Staff, for a total of nine participants from China. Fellows are Chinese importers and retailers from the private sector.

This training program should provide Fellows with an in-depth understanding of the variety and quality of U.S. dried and fresh fruits and fruit products, and tree nuts. Fellows are interested in starting and scaling a private label import platform for these products. Training providers should work with USDA to reach out to the State and Regional Trade Groups in the United States to enhance the training program. Fellows should come away from the training with a comprehensive idea of the U.S. fruit and tree nut products available for export. Implementors should emphasize the marketing and packaging aspects of the industry, as well as the export value chain for these products. China has a growing private label sector for its convenience stores and e-commerce companies. The training program should include complementary activities related to this context.

The training program's objective is to increased trade connections between U.S. dried fruit, fruit products, and tree nut products exporters and Chinese grocery and e-commerce private label importers. The training program's goal is to enhance market development and Fellows' capacity for participation in international trade.

LEARNING OBJECTIVES

Training providers will ensure that Fellows increase their knowledge of the topics below:

- U.S. dried fruit and fresh fruit products marketing and usage
- U.S. tree nuts marketing, availability, and usage
- Quality of U.S. food and processed product exports
- U.S. private label industry regulation and standards

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Introduction to U.S. Supply Chain Management
for China
Asia Team**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team requests the design and delivery of a training program on U.S. Supply Chain Management for eight Fellows and one Locally Employed Staff, for a total of nine participants from China. Fellows are supply chain and logistics managers from the food service and retail sectors in China.

This training program should provide Fellows with an in-depth understanding of U.S. supply chain management and transport, with special focus on perishable foods. Training providers should include training on cold chain infrastructure and management, as well as the roles and responsibilities of U.S. logistics and export managers to ensure food safety and quality from suppliers to export markets. Trainers should work with USDA to set up activities that allow Fellows to become familiar with the Department of Commerce and its involvement in the export sector, as well as the role of USDA and other agencies in inspection for U.S. food exports. The training should include exposure to U.S. cold chain products and suppliers as well. Trainers should incorporate activities that allow Fellows and U.S. export and logistics managers to have discussions and exchanges on industry best practices and latest trends and developments in their respective sectors.

The training program's objective is to provide Fellows with working knowledge of U.S. supply chain management and familiarity with exporters of fresh fruits, seafood, and chilled beef. The training program's goal is to increase trade connections and Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

Training providers will ensure that Fellows increase their knowledge of the topics below:

- U.S. supply chain management and transport of perishable foods
- U.S. cold chain infrastructure and products such as refrigerators and coolers
- Regulatory and inspection framework for U.S. exports
- U.S. seafood, meat, and fruit exports' food safety and supply chains

PERIOD OF PERFORMANCE

Training will be from 1-2 consecutive weeks at the discretion of the applicant.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Availability and Marketing of U.S. Seafood
for China
Trade Shows Team**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Availability and Marketing of U.S. Seafood for seven Fellows from China. The Fellows are representatives of the Chinese seafood industry.

The training program should educate Chinese importers and processors on the quality and variety of U.S. seafood products available for export to China. As demand for high-quality seafood grows in China, the world's largest fish and seafood consumer, importers and processors are more inclined to supply a greater variety of high-value fish products to their respective consumer markets. The training program should expose Chinese seafood industry representatives to the various types and qualities of U.S. seafood available for export to the Chinese market along with U.S. seafood export certification procedures. This training program should educate Fellows on applications of various seafood products to meet the needs of the Chinese retail and food processing markets, new frozen food trends, innovations in the seafood industry, and American consumer behaviors. The training program should also include site visits and meetings with U.S. representatives of the frozen food industry and seafood exporters interested in exporting to China, including Preferred Freezer, a large U.S. cold chain service provider that is active in China. Attendance at an industry trade show should be included.

The objective of the training program is to increase exports of U.S. seafood to China. The goal of this training program is to increase the Fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer should ensure that the Fellows increase their knowledge in the following areas:

- Product knowledge of U.S. seafood
 - Frozen shellfish products
 - Chilled and frozen fish
- Touring West and East Coasts
 - Site visits to Alaskan seafood harvest facilities to learn about, seafood processing facilities (processors and shore plants),
 - Visits to local seafood restaurants to learn U.S. serving methods, consumer preferences, seafood handling
- Handling, processing, packaging, and grading techniques for U.S. seafood products
- Harvesting operations and how to follow environmentally, legally, and sustainably sound fishing methods
- Learn how to introduce new products into the Chinese market
- Quality assurance and food safety practices in U.S. seafood processing facilities
- Best practices and quality management for transporting fresh and frozen seafood (cold chain)

- Certification process of U.S. seafood products
- Exporting procedures for U.S. seafood products to learn how seafood is cleared and made ready to export

PERIOD OF PERFORMANCE

Training should be from one-two consecutive weeks at the discretion of the applicant and include attendance at a U.S.-based trade show featuring U.S. seafood.

DUE DATE June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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**Cochran Fellowship Program
Hops, Malt, and Yeast Management
for China
Trade Shows Team**

Team-specific Objectives

The Cochran Fellowship Program's Trade Shows Team is requesting the design and delivery of a training program on Hops, Malt, and Yeast Management for seven Fellows from China.

In recent years, South China's imports of wine and beer have skyrocketed, with imports of wine more than doubling between 2013 and 2015, and imports of beer tripling during this period. Much of this strong growth in import demand has been as a result of Chinese consumers demanding a wider variety of wine and beer products and flavors. Much of the strong growth in import demand has been as a result of Chinese consumers experiencing an "upgrade of consumption". Younger generations born in the 1980s and 1990s have become key purchasers driving this growth. These consumers, as compared to previous generations, are much more familiar with western brands and consumer trends as a result of internet use and foreign travel, and also are eager to try a wider variety of products and flavors. They also tend to be more health conscious than the older generations. As a result, they drink much less Chinese distilled spirits (including baijiu) or mass-produced domestic beers. China is the world's largest producer and consumer of beer, and although imports still represent just an extremely small percentage of consumption, this share is increasing rapidly.

The training program should educate Fellows to the different types and quality of U.S. craft beers and U.S. craft beer ingredients available in the U.S. Fellows should gain a strong understanding of the strategies, fundamental techniques, and principles of brewing U.S.-style craft beer. The training program should focus on the variety of U.S. craft beer ingredients and finished products, including topics ranging from cold chain storage and handling to consumer marketing. The training program should include visits to U.S. craft breweries, allowing Fellows to gain an in-depth understanding of the entire supply chain of the craft beer industry. Those breweries should be part of the U.S. Brewers Association's Export Program to provide fellows with an opportunity to make connections with export partners. In addition, fellows should have meetings with the U.S. Brewers Association and Hop Growers of America. This program should also include attendance to a U.S. beverage trade show featuring U.S. craft beer ingredients.

The objective of the program is to expose Chinese fellows to U.S. craft beer and ingredients, familiarize U.S. companies with the growing market for U.S. craft beer and ingredients in China, and promote exports of U.S. craft beer and ingredients to China. The goal of this program is to increase the fellows' capacity for agricultural research, extension, and participation in international trade.

LEARNING OBJECTIVES

The trainer will ensure that Fellows increase their knowledge in the following areas:

- Craft beer formulation
 - Ingredients/raw materials

- High quality and various varieties of hops, barley, malts
 - Organic hops and pellets, and hops extracts
 - Ingredients available for export to China
- Facility tours and operations
 - Farms, breweries, etc.
- Craft beer production management and best practices
 - Quality, flavor techniques, flavor profiles
 - Quality control
 - Canning or bottling, malting
 - Packaging/ Labeling
 - Storage, shelf life
 - Hops and barley farms, malters, brewery facilities, ingredient suppliers
- Craft beer marketing and strategies
 - Import/export
 - Product placement, food pairing, and display
 - Sales plan and other techniques
 - Low cost marketing
 - Brand identity/recognition
 - Social media

PERIOD OF PERFORMANCE

This consecutive 2-week training should include attendance at a U.S. based food trade show featuring U.S. craft beer ingredients.

DUE DATE: June 30, 2020 11:59pm EDT

For all general questions and proposal submission, contact:

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