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

**Exporting Resources**

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

- Alcohol and Tobacco Tax and Trade Bureau
  [www.ttb.gov/itd/exporting_alcohol.shtml](http://www.ttb.gov/itd/exporting_alcohol.shtml)

- Export Documents and Certificates

- International Import/Export Requirements Guide
  [www.ttb.gov/itd/exporting_alcohol.shtml](http://www.ttb.gov/itd/exporting_alcohol.shtml)

- Export.gov
  [www.export.gov](http://www.export.gov)

- Export-Import Bank of the United States
  [www.exim.gov](http://www.exim.gov)

- Small Business Administration
  SBA Export Library

- USDA Foreign Agricultural Services
  [www.fas.usda.gov](http://www.fas.usda.gov)

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**International Marketing Program**

**About Us**

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

**Contact Us**

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**EXPORTING**  
**BEER**  
**WINE**  
**SPIRITS**  
**FROM MICHIGAN**

From the International Marketing Program at MDARD
Certificates Needed To Export

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

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

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

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

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

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

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

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