Mallory Gaines is the American Feed Industry Association’s manager of market access and trade policy. Gaines is responsible for developing, implementing and communicating the organization’s trade policy goals and activities and supporting the growth of trade-related policies that are in the best interests of expanding U.S. exports. She also supports the work of AFIA’s International Trade Committee.

She provides support to AFIA’s director of international policy and trade on international trade regulatory and policy initiatives and representing AFIA members engaged in international trade.

In 2020, Gaines was appointed to serve on the U.S. Department of Agriculture Foreign Agricultural Service’s Agricultural Technical Advisory Committee for Trade in Animals and Animal Products.

Gaines joined AFIA in June 2019 after founding Gage Group Consulting, a boutique consulting firm based in Denver, Colo., which offered strategic advice, issues management and innovative initiatives for trade associations, university clients and for-profit companies. Prior to that, she managed the National Cattlemen’s Beef Association’s international standard-setting initiatives, advancing NCBA’s positions and support of scientifically sound practices worldwide.

Gaines holds a bachelor’s degree in animal science from the University of Delaware. She can be reached at (703) 558-3569.

Founded in 1909, AFIA, based in Arlington, Va., is the world’s largest organization devoted exclusively to representing the business, legislative and regulatory interests of the U.S. animal food industry and its suppliers. The organization’s membership is comprised of more than 680 domestic and international companies that represent the total feed industry — manufacturers of commercial and integrated feed and pet food, ingredient suppliers, pharmaceutical companies, industry support and equipment manufacturers. AFIA members manufacture more than 75 percent of the feed and 70 percent of the non-grain ingredients used in the country. AFIA is also recognized as the leader on international industry developments and holds membership in the International Feed Industry Federation.