



USTR NEWS

UNITED STATES TRADE REPRESENTATIVE

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MEMORANDUM: The American Agriculture Community – President Obama’s Middle Class Economics Trade Agenda

DATE: June 9, 2015

Below is a series of statements indicating strong support among the American agriculture community for President Obama’s trade agenda. Also, to view a White House blog by U.S. Secretary of Agriculture Tom Vilsack on how trade benefits farmers, ranchers, and rural communities, please click [here](#).

U.S. SECRETARY OF AGRICULTURE TOM VILSACK

U.S. Secretary of Agriculture Tom Vilsack, [5/22/2015](#): “Today the Senate helped move America closer to securing responsible agreements that open markets for America's farmers, ranchers and agribusiness and create jobs and improve wages across the country. Over 70 organizations representing America's farmers and ranchers, and past secretaries of agriculture in both parties dating back to the Carter Administration all support trade promotion authority because export sales are vital for U.S. agriculture. Last year, agricultural exports totaled more than \$150 billion and for many of our products, foreign markets represent half or more of total sales. Those exports supported approximately 1 million U.S. jobs last year. The economy is strengthened and better paying jobs are created in rural America and communities throughout the country by the additional economic activity that flows from expanded farm and food businesses.”

§ **U.S. Secretary of Agriculture Tom Vilsack, [6/8/2015](#):** “...Trade Promotion Authority will create an opportunity for us to complete the Trans-Pacific Partnership negotiations, which will be a strong high standards agreement that's really going to make a big difference for American agriculture, and I think for the American economy....We face tariffs in other countries as high as 200 percent. So this is an agreement that's going to lower tariffs. It's an agreement that in some cases is going to end tariffs, and in some cases it's also going to bolster our ability to have a science-based and rules-based system that in terms of sanitary and phytosanitary standards. It's going to make an opportunity for us to really make the case to the rest of the world why to buy American. And there is no question in my view that this is a multibillion dollar increase in opportunity for American agriculture, on top of record agricultural exports in the last six years.”

PREVIOUS U.S. SECRETARIES OF AGRICULTURE

Previous U.S. Secretaries of Agriculture, [2/27/2015](#): “Every President since Gerald Ford has received TPA. Thanks to opportunities created by trade agreements, U.S. agricultural exports in fiscal year 2014 soared to a new record of \$152.5 billion propelling farm income also to new highs. Trade helps farmers, their suppliers, distributors and customers. Exports support rural economies and the U.S. economy as a whole through agricultural processing, ancillary services and a host of related businesses. This was true when each of us served as US Secretary of Agriculture, and it is true now.”

- § Secretary Ed Schafer (2008–2009)
- § Secretary Mike Johanns (2005–2007)
- § Secretary Ann Veneman (2001–2005)
- § Secretary Dan Glickman (1995–2001)
- § Secretary Mike Espy (1993–1994)
- § Secretary Clayton K. Yeutter (1989–1991)
- § Secretary John R. Block (1981–1986)
- § Secretary Robert Bergland (1977–1981)

FOOD AND AGRICULTURE ORGANIZATIONS

Bob Stallman, President, American Farm Bureau Federation, [6/2/2015](#): “We lead the world in agricultural exports but will soon give up customers and potential markets without the trade promotion authority needed to secure important new trade agreements... With TPA, we send a strong message to our international partners that when the United States comes to the negotiating table, we mean business... Without TPA, we risk yielding our global economic leadership to other nations. Farm Bureau urges the House to vote now to pass H.R. 1314 for the future of agriculture.”

§ **Bob Stallman, President, American Farm Bureau Federation, [4/16/2015](#):** “Senators Orrin Hatch (R-UT) and Ron Wyden (D-OR), and Congressman Paul Ryan (R-WI) today introduced legislation that greatly benefits American agriculture and farm families across the nation. This bipartisan effort advances an important policy objective just as the administration is engaged in major trade talks such as the Trans-Pacific Partnership. TPA streamlines negotiations and strengthens our position at the bargaining table. The growth of U.S. agriculture depends on our ability to compete in the international marketplace. We will cede potential markets and economic leadership to our competitors if we cannot negotiate and ratify trade agreements through TPA.”

National Pork Producers Council, [6/3/2015](#): “The National Pork Producers Council today announced its intention to score the vote on Trade Promotion Authority in the U.S. House of Representatives as a ‘key vote.’... The key reason TPA is needed, said NPPC President Ron Prestage, is for concluding the Trans-Pacific Partnership negotiations among the United States and 11 Pacific Rim countries. According to Iowa State University economist Dermot Hayes, the TPP deal would be the most significant commercial opportunity ever for U.S. pork producers, generating more than 10,000 pork industry jobs. ‘U.S. trade negotiators will have the final leverage they need to close the

TPP negotiations when Congress passes TPA,' said Prestage. 'It will allow nations to cut to their bottom line negotiating position in TPP.'”

§ **National Pork Producers Council, [2/5/2015](#)**: “The National Pork Producers Council today joined 70 other food and agricultural organizations in urging Congress to quickly introduce and approve legislation renewing Trade Promotion Authority (TPA) so that major trade deals can be finalized and implemented to help the U.S. economy... In a letter sent to all 535 congressional lawmakers, the food and agricultural groups said the farmers, ranchers, food and agricultural companies – and workers – they represent are heavily dependent on trade for their livelihoods.”

Phillip Ellis, President, National Cattlemen’s Beef Association (NCBA), [5/22/2015](#): “This vote by the Senate is a clear indication of the support that exists nationwide for future free trade agreements. The U.S. market is already one of the most open markets in the world, and to continue to grow demand for U.S. beef, we must continue to negotiate tariff elimination worldwide. I urge the House to follow the lead of the Senate and pass Trade Promotion Authority legislation.”

§ **Phillip Ellis, President, National Cattlemen’s Beef Association (NCBA), [4/24/2015](#)**: “We were very happy to see the Committee pass a TPA bill, without amendments that would hinder progress on future free trade agreements. Trade Promotion Authority gives our negotiators and trading partners a clear signal to negotiate the best deal for our products, knowing it will receive an up or down vote in Congress. Current and future free trade agreements give us the ability to take our beef, the best protein in the world, to the 96 percent of the world’s population that lives beyond our borders. Trade and greater access to markets around the world mean the future to my ranch, my kids and my grandkids; and I urge Congress to pass this legislation without delay.”

§ **Phillip Ellis, President, National Cattlemen’s Beef Association (NCBA), [4/16/2015](#)**: “2014 was the largest year we’ve ever seen for U.S. beef exports, with over \$7 billion in total sales. It is critical for our government to remove tariff and non-tariff barriers to trade to ensure our beef exports remain competitive across the world. TPA assures the President and Congress will negotiate present and future trade agreements with common objectives and the understanding that any agreement will receive an up or down vote when presented to Congress. The U.S. market is one of the most open markets in the world. The only way for us to level the playing field is to negotiate increased market access and tariff elimination through free trade agreements. As a cow/calf producer, the increased trade through these agreements adds value to my cattle and my bottom line. This is not only important for our families, but profitability now, sets the tone for future generations of cattlemen and women. I urge Congress to quickly pass TPA to give our negotiators the credibility needed to move forward on pending free trade agreements.”

Jim Mulhern, President and CEO, National Milk Producers Federation, [5/22/2015](#): “Trade promotion authority is crucial to concluding trade agreements that will open

foreign markets to more U.S. dairy products...In the Trans-Pacific Partnership negotiations in particular, having TPA in place is essential to increase pressure on Japan and Canada to extend their best offers.”

§ **Jim Mulhern, President and CEO, National Milk Producers Federation, [4/16/2015](#)**: “Because world trade has become a major driver of U.S. dairy farmer income, we need well-designed free trade agreements to keep expanding our exports. All of the past trade agreements that were well-negotiated have been beneficial to the U.S. dairy industry. None of those have been implemented without Congress first approving trade negotiating authority.”

Tom Suber, President, U.S. Dairy Export Council, [5/22/2015](#): “Knowing that a trade agreement will be considered by Congress under Trade Promotion Authority paves the way to press our negotiating partners to make their best offers on the most sensitive issues. Clearly, dairy exports fall into that category, and the U.S. needs all the tools it can muster to get the best possible deal.”

Ron Gray, Chairman, U.S. Grains Council, [5/28/2015](#): “The Senate’s action is important progress but there is more work to do...TPA is an essential tool for achieving progress on the Trans-Pacific Partnership (TPP) and other trade agreements that can give U.S. farmers additional market access.”

§ **Ron Gray, Chairman, U.S. Grains Council, [4/16/2015](#)**: “Buyers around the world choose U.S. corn based on quality, the reliability of our export system and because they know our farmers are committed to helping them grow their businesses. Our farmers need a level playing field to help maintain the U.S. competitive advantage and realize the potential we know exists in a dynamic world grain market. TPA will keep pending trade agreements moving forward and, ultimately, help us better meet the world’s food and fuel needs.”

Corn Refiners Association, [5/28/2015](#): “The Corn Refiners Association commends the U.S. Senate’s bipartisan passage of the Trade Priorities and Accountability Act of 2015. Trade promotion authority is instrumental to move market access negotiations forward, and the Senate’s timely action represents a critical step toward increased opportunities for American businesses, including the corn refining industry. The Corn Refiners Association urges the House of Representatives to pass the bill as soon as possible.”

§ **John Bode, President and CEO, Corn Refiners Association, [4/16/2015](#)**: “The bill introduced today by Senators Orrin Hatch and Ron Wyden, and Congressman Paul Ryan represents important leadership on the critical process of modernizing and renewing Trade Promotion Authority. Not only is an updated TPA instrumental to move market access negotiations forward that lead to new opportunities for the corn refining industry, but also for U.S. companies of all sizes. We urge Congress and the Administration to act swiftly to move this legislation forward, and we look forward to working with Senators Orrin Hatch and Ron Wyden, and Congressman Paul Ryan and with all stakeholders to urge enactment of this essential legislation as quickly as possible.”

Tom Nassif, President and CEO, Western Growers, [5/20/2015](#): “The produce industry is looking to members of both parties to pass TPA legislation. Inclusion of amendments would jeopardize passage and actually hinder the efforts of U.S. negotiators.”

§ **Tom Nassif, President and CEO, Western Growers, [4/16/2015](#):** “The fresh produce industry applauds the introduction of Trade Promotion Authority (TPA) legislation. While the produce sector experiences an overall trade deficit, \$15 billion in U.S. exports of fresh produce commodities compared to nearly \$19 billion in imports, the expansion of foreign markets is critical to opening and expanding markets for the healthy products we grow. TPA is critical for allowing our U.S. negotiators to get the best deal possible with our trading partners.”

Letter of Support from Food and Agricultural Organizations, [2/5/2015](#): “The undersigned organizations strongly support the introduction and enactment of Trade Promotion Authority legislation as quickly as possible. The people we represent – American farmers, ranchers, food and agriculture companies, retailers and their workers – are heavily dependent on trade for their livelihoods. Their ability to compete in global markets is tied to the ability of the United States to eliminate impediments to international trade... Each and every one of the trade agreements that delivered remarkable achievements was made possible by the enactment of trade promotion authority bills. Those bills gave U.S. negotiators the ability, with clear direction and backing from Congress, to extract the best deals possible from other countries.”

- § Agribusiness Council of Indiana
- § American Farm Bureau Federation
- § American Feed Industry Association
- § American Peanut Council
- § American Peanut Product Manufacturers, Inc.
- § American Seed Trade Association
- § American Soybean Association
- § Animal Health Institute
- § Archer Daniels Midland Co.
- § Biotechnology Industry Organization
- § Blue Diamond Growers
- § Bunge North America
- § California Cherry Export Association
- § California Dried Plum Board
- § California Farm Bureau Federation
- § California Fresh Fruit Association
- § California Pear Growers
- § California Walnut Commission
- § Campbell Soup Company
- § Cargill, Incorporated
- § Commodity Markets Council

§ Corn Refiners Association
§ CropLife America
§ Distilled Spirits Council of the U.S., Inc.
§ Food Marketing Institute
§ Grain and Feed Association of Illinois
§ Grocery Manufacturers Association
§ Juice Products Association
§ National Association of State
§ Departments of Agriculture
§ National Association of Wheat Growers
§ National Barley Growers Association
§ National Cattlemen’s Beef Association
§ National Chicken Council
§ National Corn Growers Association
§ National Council of Farmer
§ Cooperatives
§ National Fisheries Institute
§ National Grain and Feed Association
§ National Oilseed Processors Association
§ National Pork Producers Council
§ National Renderers Association
§ National Sorghum Producers
§ National Sunflower Association
§ National Turkey Federation
§ North American Blueberry Council
§ North American Equipment Dealers
§ Association
§ North American Meat Institute
§ Northwest Horticultural Council
§ Ohio AgriBusiness Association
§ Oregon Potato Commission
§ Pet Food Institute
§ Produce Marketing Association
§ Sunmaid Growers of California
§ Sunsweet Growers Inc.
§ Sweetener Users Association
§ Texas Grain & Feed Association
§ Tyson Foods, Inc.
§ U.S. Apple Association
§ U.S. Apple Export Council
§ U.S. Hide, Skin and Leather Association
§ U.S. livestock Genetics Export, Inc.
§ U.S. Wheat Associates
§ United Egg Producers
§ US Canola Association
§ US Dry Bean Council

§ USA Poultry & Egg Export Council
§ USA Rice Federation
§ Wal-Mart Stores, Inc.
§ Washington State Potato Commission
§ Western Growers Association
§ Wine Institute
§ WineAmerica

Connie Tipton, President and CEO, International Dairy Foods Association (IDFA), [4/16/2015](#): “U.S. dairy exports have risen from \$1.4 billion in 2004 to \$7.1 billion in 2014, and our nation now benefits from a dairy trade surplus of over \$4 billion. Since every \$1 billion in exports creates 5,600 jobs, according to the Department of Commerce, increasing access to new markets through trade agreements will have a positive impact on American workers. TPA is key to making sure the U.S. dairy industry gets the best possible outcomes in trade agreements, and we strongly encourage Congress and the President to work together to enact it as soon as possible.”

§ **International Dairy Foods Association, [1/21/2015](#):** “The International Dairy Foods Association, representing 550 dairy foods companies and their suppliers, issued the following statement in response to President Barack Obama’s State of the Union Address last night: ‘We’re encouraged that the President’s call to pass legislation to reauthorize Trade Promotion Authority was welcomed with bipartisan support by many members of Congress. A strong, bipartisan focus on modernizing TPA will have a tremendous, positive impact on the country’s economic growth and job creation.’”

Brett Blankenship, President, National Association of Wheat Growers, [4/16/2015](#): “Trade is vital to the U.S. wheat industry, with 50 percent of the annual crop destined for export markets. U.S. farmers are eager to sell high quality wheat throughout the world, but artificial trade barriers often stand in their way. Passage of TPA would send a strong signal that Congress and the Administration are united in their commitment to opening markets for the benefit of farmers and rural communities and creating jobs throughout this country.”

Roy Motter, Chairman, U.S. Wheat Associates (USW), [4/16/2015](#): “Comprehensive free trade agreements create a more fair and level playing field, and U.S. wheat farmers need the leverage that TPA would give U.S. negotiators to have a unified voice in a growing international market. Japan and other countries are less likely to put their best offer on the table for politically sensitive agricultural products like wheat unless they have the confidence provided by TPA.”

Chip Bowling, National Corn Growers Association, [4/17/2015](#): “The clock is ticking. Major trade agreements are under negotiation in the European Union and Asia Pacific region. The rest of the world is not waiting for us. We need Trade Promotion Authority to ensure the United States can negotiate the best possible deal for American farmers, businesses and consumers. It’s time for Congress to act.”

Robert P. Koch, President and CEO, Wine Institute, [4/20/2015](#): “As a result of free trade agreements implemented since 1989, U.S. agricultural exports have nearly quadrupled in value and now stand at a record \$152.5 billion. For wine, the growth is even more impressive: since 1989, trade agreements have helped U.S. wine exports grow by 1,420 percent, from \$98 million to nearly \$1.5 billion in 2014. Wine Institute applauds Congressional efforts to craft a bill that is bipartisan and will help grow California wine exports. Given the nation's ambitious trade agenda, Congress and the President urgently need to enact TPA legislation to help complete strong agreements that: 1) uphold the 2006 EU-US Wine Agreement, 2) open foreign markets and, 3) set enforceable rules for trade with other countries. Most important, TPA must ensure that future trade agreements prevent U.S. trading partners from improperly using regulations of geographical indications or other terms of a descriptive or generic nature to limit market access in any country for U.S. wines.”

National Turkey Federation, [1/27/2015](#): “Trade Promotion Authority gives our trade negotiators the maximum flexibility to get a deal that expands turkey sales abroad and that benefit all American poultry and livestock producers. Congress retains the final say on whether a deal should be approved, and we urge the House and Senate to move swiftly to grant this authority.”

Mike Brown, President, National Chicken Council, [4/16/2015](#): “Senators Hatch, Wyden and Representative Ryan, and the administration, are to be commended for their leadership on this important issue. Prompt passage of this legislation would strengthen the position of U.S. international trade negotiators as they continue to move forward with new agreements, such as the Trans-Pacific Partnership and the Transatlantic Trade and Investment Partnership... Passage of TPA would help ensure foreign access for U.S. chicken, generate more farm income, jobs in rural districts, and improve the U.S. trade balance.

§ **National Chicken Council, [1/26/2015](#):** “With 20 percent of our production being exported to more than 100 countries, outside-the-border customers are becoming more and more important, especially for our dark meat parts. Chicken meat and paw exports accounted for approximately \$5 billion in 2014. Congressional approval of TPA is necessary to ensure a more successful outcome for the ongoing negotiations for TPP and the Transatlantic Trade and Investment Partnership (T-TIP).”

Patricia Woertz, Chairman, Archer Daniels Midland (ADM) Company, [4/16/2015](#): “Trade is critical to our business and to American agriculture—and it’s critical to ADM’s purpose: to serve vital needs. The world’s need for food is growing and evolving as our global population rises and a new global middle class emerges. ADM is helping American farmers meet those needs, but to continue to do so, we need to make sure agricultural products continue to flow from here to markets around the world. We need fewer obstacles, fewer artificial barriers to trade. That is why we are pleased to see trade promotion authority legislation introduced, and hope for its swift passage.”

Joel G. Newman, President and CEO, American Feed Industry Association (AFIA),

[5/22/2015](#): “The American Feed Industry Association applauds the Senate's passage today of trade promotion authority legislation. AFIA strongly urges the House to follow and approve TPA as soon as possible. The passage of a sound TPA bill is increasingly important to AFIA and the U.S. feed industry as U.S. Trade Representative negotiators near conclusion of discussions of the Trans-Pacific Partnership (TPP). At the same time, the U.S. continues to dig deeper into current negotiations with the EU on the Transatlantic Trade & Investment Partnership (T-TIP). These two trade agreements represent great potential benefits to the industry.”

§ **Joel G. Newman, President and CEO, American Feed Industry Association (AFIA)**, [4/16/2015](#): “Removal of trade barriers and enforcement of trade rules requires the support of the administration. TPA is essential to ensuring the U.S. receives the best possible outcomes in trade agreements, and AFIA strongly encourages Congress, as well as the president, to work together for an efficient and beneficial outcome. It is important to remember however, even though TPA is an important piece of the puzzle, it is not the only piece. This legislation's timing is significant as the U.S. pursues trade agreements such as the Trans-Pacific Partnership and the Transatlantic Trade and Investment Partnership.”

Tom Hammer, President, National Oilseed Processors Association (NOPA), [6/11/2014](#): “With more than 95 percent of the world’s population outside of the United States, U.S. economic growth and job creation depends heavily on expanded trade and investment opportunities so that U.S. companies and workers can sell more American products and services in foreign markets. We thank Senators Hatch and Wyden, and Representative Ryan, for their leadership in crafting this critical bipartisan legislation that will help farmers and ranchers, agribusiness processors and exporters to sell additional U.S. agricultural commodities and products to these expanding foreign markets. TPA is key to making sure U.S. businesses, farmers and workers get the best possible outcomes in these pending trade agreements in the Pacific Rim region and in Europe and therefore we strongly encourage Congress and the President to work together to enact it as soon as possible.”

LETTERS TO CONGRESSIONAL DELEGATIONS FROM STATE LEADERS AND AGRICULTURE ORGANIZATIONS SUPPORTING TPA

California: [Letter from California Agriculture Organizations](#)

Illinois: [Letter from Illinois Agriculture Organizations](#)

Indiana: [Letter from Indiana Agriculture Organizations](#)

Iowa: [Letter from Governor Terry Branstad and Iowa Agriculture Organizations](#)

Kansas: [Letter from Kansas Agriculture Organizations](#)

Michigan: [Letter from Michigan Agriculture Organizations](#)

Nebraska: [Letter from Governor Pete Ricketts and Nebraska Agriculture Organizations](#)

North Carolina: [Letter from North Carolina Agriculture Organizations](#)

Ohio: [Letter from Ohio Agriculture Organizations](#)

Oklahoma: [Letter from Oklahoma Agriculture Organizations](#)

Oregon: [Letter from Oregon Agriculture Organizations](#)

Texas: [Letter from Texas Agriculture Organizations](#)

Washington State: [Letter from Washington State Agriculture Organizations](#)

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