

TRADE

INTERNATIONAL TRADE

State departments of agriculture promote their states' agricultural commodities and value-added food and agricultural products in foreign markets. State departments of agriculture lead trade missions around the world, as well as trade shows both domestically and internationally to create and enhance export opportunities for farmers, ranchers, and food manufacturers.



Food & Agricultural Sector Depends on Trade

As crop prices and farm incomes are down, international trade is even more important to farmers and ranchers. USDA has estimated that each dollar in ag exports generates an additional \$1.27 in U.S. economic activity, and ag exports support more than one million full-time civilian jobs, including 751,000 jobs in the nonfarm sector. Thus, food and agricultural exports generate additional on-farm income, but they also support thousands of jobs along the supply chain in both rural and metropolitan areas.

1,000,000

Full-time civilian jobs supported by U.S. ag exports.

\$133.1 BIL

Value of U.S. ag exports in 2015 which produced a total economic output of \$302.5 billion.

1:8,000

Every \$1 billion of U.S. ag exports in 2015 supported approximately 8,000 American jobs throughout the economy.

North American Exports Are Critical

The North American Free Trade Agreement has provided U.S. ag producers and food manufacturers with unparalleled access to the Canadian and Mexican markets, which have now long stood as two of the top three exports markets for food and agricultural products. Successful ratification and implementation of the United States-Mexico-Canada Agreement as well as a resolution to the Section 232 tariff issue is crucial to ensure our North American neighbors remain our closest partners.

The U.S. Must Pursue New & Emerging Markets

Our competitors aren't standing still as they ink new trade agreements, which place U.S. agriculture at a competitive disadvantage due to lowered tariffs and nontariff barriers. The U.S. should aggressively pursue bilateral and regional

trade agreements, especially in the Asia-Pacific region, to lower tariffs while also writing the "rules of the road" for international trade.

Retaliatory Tariffs Are Hurting the Agricultural Economy

The World Trade Organization's (WTO) Dispute Settlement Body (DSB) is a crucial forum for addressing trade disputes the U.S. and its farmers and ranchers raise with international partners. It's important the United States fully utilizes and exhausts the dispute settlement process before turning to the implementation of tariffs, which have led to retaliatory tariffs against many U.S. food and agricultural products. Retaliatory tariffs from China, Mexico, Canada, the European Union, and Turkey have depressed commodity prices and restricted access for value-added food products as well.



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