



United States Department of Agriculture

Office of Communications

1400 Independence Ave, SW
Washington, DC 20250-1300
Voice (202) 720-4623
Email: oc.news@usda.gov
Web: <http://www.usda.gov>

Factsheet

FACT SHEET: Helping U.S. Exporters Gain Access to Valuable Overseas Markets

This week, Agriculture Secretary Tom Vilsack announced that the United States and China have agreed to a regulatory framework that will allow all U.S. apple varieties into China. Under the new agreement, the U.S. apple industry expects to ship approximately 5 million cartons in the first full season, valued at nearly \$100 million.

The past six years have represented the strongest period for American agricultural exports in the history of our country. In fiscal year 2014, American farmers and ranchers exported a record \$152.5 billion of food and agricultural goods to consumers worldwide. Not only that, U.S. agricultural exports supported nearly 1 million American jobs both on and off the farm, a substantial part of the nearly 11.3 million jobs supported by exports all across our country.

Opening New Markets for Farmers, Ranchers, and Rural Businesses

USDA continuously seeks opportunities for U.S. agricultural producers to expand overseas markets that contribute to a positive U.S. trade balance, create jobs, and boost economic growth.

- USDA worked with the Office of the U.S. Trade Representative, the Department of Commerce, Congress, and industry stakeholders to gain approval for new trade agreements with Panama, Colombia, and South Korea. These agreements will result in an estimated \$2.3 billion in additional agricultural trade each year and support nearly 20,000 domestic jobs.
- Since 2009, the United States has entered into free trade agreements with Jordan, Oman, and Peru. In addition, the U.S. has established organic equivalency agreements with Canada, the European Union, Japan, and South Korea.
- USDA is currently negotiating the Trans-Pacific Partnership Agreement with eleven other Pacific Rim countries. In addition to cutting tariffs and strengthening sanitary and phytosanitary provisions, the Agreement would expand access in participating countries for U.S. commodities, including meat, fresh fruits, and vegetables, and processed foods. U.S. exports to the region under the Agreement are expected to be 5 percent, or about \$3 billion, higher than without the Agreement.
- Through the Administration's Made in Rural America Export and Investment Initiative, USDA is working to help farmers, ranchers, and rural businesses access federal export programs, connect with new customers and markets abroad, and bring new opportunity to rural America.
- Since 2009, USDA has led more than 225 U.S. agribusinesses and more than 20 State Departments of Agriculture on agricultural trade missions to China, Colombia, Georgia,

Indonesia, Iraq, Panama, Peru, the Philippines, Russia, South Africa, Turkey and Vietnam. These businesses reported on-the-spot and short-term follow-up sales of more than \$94 million. That number will grow exponentially over the next several years as a direct result of the partnerships forged and contacts established during USDA trade missions.

- USDA opened international market outlets for U.S. farmers and ranchers by successfully negotiating and issuing thousands of export certificates for food products valued at more than \$800 million.

Removing Unfair Barriers to Trade

USDA works on behalf of agricultural exporters to resolve trade related to animal and plant health concerns. In fiscal year 2014, USDA resolved more than 170 trade-related issues involving U.S. agricultural exports valued at \$2.5 billion.

- In 2014, USDA removed restrictions to help farmers export U.S. chilled pork to Colombia, live swine to China, and cattle to Mexico.
- In addition, USDA successfully obtained the release of over 273 individual shipments of U.S. agricultural products, worth more than \$49 million.
- USDA and Canada successfully negotiated and signed updated potato cyst nematode guidelines in 2014 that protect the U.S. potato industry worth over \$4 billion while facilitating U.S. potato exports to Canada valued at over \$300 million.
- In August 2014, USDA resolved plant health issues and reopened the U.S. citrus market to China in time for the fall shipping season, allowing California citrus producers to ship approximately 3,000 containers that season. California citrus exports are valued at \$30 million annually.
- USDA secured China's agreement in October 2014 to lift its suspension of red and golden delicious apple imports from Washington State. The Chinese market for Washington apples was valued at \$6.5 million in calendar year 2011.
- USDA provided technical support to Korea that prevented them from instituting trade barriers against U.S.-origin orange juice. As a result, the United States maintained a critical international market for America's citrus growers and processors valued at more than \$160 million annually.
- Through voluntary, audit-based Export Verification programs, USDA verifies that agricultural exports meet foreign requirements. Since 2010, these programs have kept U.S. poultry products estimated at \$45 million moving to Canada and more than \$200 million of U.S. pork products moving to Russia.

USDA believes that American agriculture will always succeed if competition is fair. USDA remains a strong partner and advocate in the international marketplace, working with foreign governments and international regulatory or standard-setting organizations to ensure the smooth and safe flow of international trade. USDA will continue to strike down foreign barriers to American products that can't be justified by science—while helping exporters identify and gain access to new overseas markets.