

**2022 USDA EXPLANATORY NOTES – FOREIGN AGRICULTURAL SERVICE**

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***AGENCY-WIDE*****PURPOSE STATEMENT*****Mission***

The Foreign Agricultural Service (FAS) is the lead U.S. agency tasked with promoting exports of U.S. agricultural products. FAS advances the growth of U.S. agricultural exports through market intelligence, trade policy, trade capacity building, and trade promotion programs. FAS engages foreign markets all along the market development spectrum – from developing economies to mature markets – facilitating an environment for trade growth opportunities for U.S. agriculture.

FAS serves as the voice for U.S. agriculture in international affairs, bringing together the diverse views of American farmers, ranchers, processors, and trade associations, as well as U.S. government agencies and non-governmental organizations. Enacted legislation from 1930 allows FAS agricultural attachés and locally employed staff in international offices to serve as the eyes, ears, voice, and hands of U.S. agriculture around the world. These international offices are often the first point of contact for companies looking to export to a foreign market. FAS leadership in foreign agricultural affairs is accomplished through its global network of civil servants, foreign service officers, and locally employed staff.

FAS's mission success is achieved through relationship-building to create and maintain an open and positive global trade environment. With its long-standing partnerships and collaborations with the U.S. agricultural industry, other U.S. government agencies, and non-governmental organizations, FAS consistently evaluates and addresses customer needs. Equally essential are FAS's relationships with international partners, including foreign governments, international organizations, and international agriculture associations, as employees evaluate, advise on, and support the strengthening of the global market environment for U.S. food and agricultural products.

FAS prides itself on flexibility and adaptability to meet the ever-evolving trade environment challenges while delivering on its mission. FAS advocates for trade-promoting, science-based policies through trade agreements, partnerships, bilateral engagement, and international fora to address the evolving challenges of feeding a growing global population. FAS trade promotion and trade capacity building programs proactively expand export opportunities by creating awareness and demand for U.S. agricultural products and offering tools to support market participation.

**Trade Policy**

FAS pursues fair and open markets by advocating for, developing, and enforcing trade-promoting and evidence-based policies intended to address trade barriers. A global, rules-based trade system sets the stage for smoothly functioning agricultural markets, broader economic development, greater food safety, and increased global food security. FAS continues to pursue these policies through trade agreements, partnerships, bilateral engagements, and engagement in international fora.

FAS partners with U.S. government agencies and trade associations, as well as regional and international organizations, to increase market access and transparency by participating in international negotiations and encouraging the establishment of science-based standards that facilitate global trade. FAS works to prevent or mitigate the effects of foreign country policy decisions by providing technical advice and support to governments around the world. Working with the overall U.S. government lead on trade, the Office of the United States Trade Representative (USTR), FAS negotiates and enforces trade agreements (bilateral, multilateral, and plurilateral) to maintain current markets and create new market opportunities for U.S. agriculture.

**Trade Supporting Initiatives**

FAS's policy work to reduce trade barriers is complemented with FAS's programs and activities that proactively expand export opportunities. These trade-supporting initiatives succeed by creating awareness of U.S. agricultural products and offering tools to support market participation.

FAS trade capacity building activities and programs promote economic growth in developing countries through the implementation of activities that support integration into the global agricultural trade economy. These activities strengthen local infrastructure and regulatory systems, develop science-based frameworks for monitoring and mitigating plant and animal diseases, improve consistency with U.S. practices and positions, and increase compliance with international obligations. Market development and promotion programs, including participation at international trade shows and Agribusiness Trade Missions (ATMs), expand export opportunities for U.S. agriculture by building demand for U.S. products and supporting U.S. promotional efforts in foreign markets.

By partnering with U.S. agricultural industry groups, as well as State and Regional Trade Groups (SRTGs), FAS administers several programs that contribute to U.S. agricultural exports including: Market Access Program (MAP), Foreign Market Development Cooperator Program (FMD), Cochran and Borlaug Programs, Technical Assistance for Specialty Crops Program (TASC), Emerging Markets Program (EMP), and Quality Samples Program (QSP). In addition, FAS Export Credit Guarantee Programs expand U.S. agricultural exports through loan guarantees that enable private financial institutions to extend financing to buyers of U.S. agricultural products in emerging markets, particularly when other financing is difficult to obtain.

### **Market Analysis & Advice**

FAS employees gather overseas policy developments, market data, and intelligence to inform domestic decision-making and support U.S. foreign policy around the globe. The Agency is trusted by U.S. decision-makers and entities worldwide to provide relevant, sound, and reliable information related to foreign agricultural markets, international trade barriers, crop conditions, and related policy developments. Through market analysis in Washington and reporting from FAS overseas offices on foreign production and demand, FAS contributes to the USDA economic information system establishing official estimates of world agricultural supply and demand that drive trading on commodity markets worldwide. FAS maintains key public-facing databases to provide convenient access to up-to-date international market information to inform strategy and business decisions.

As the U.S. lead in global agricultural affairs, FAS uses its market intelligence, local presence in foreign markets, and global contacts to maintain long-standing relationships. These contacts are valuable to U.S. agricultural exporters in establishing and communicating the institutional understanding of other countries' agricultural sectors. Collecting and communicating market information is invaluable for U.S. exporters, as it provides a level playing field for U.S. organizations working abroad and supports these organizations in identifying new market opportunities.

### **Efficient Operations**

Consistent with the Departmental goal of ensuring USDA programs are delivered efficiently, effectively and with integrity, FAS has reorganized with focus on Agency operations to ensure FAS's diverse staff administers and delivers on mandated programs in the most efficient and effective way possible.

In addition to the professional cadre of staff headquartered in Washington, D.C., FAS has a highly skilled global network of nearly 100 offices providing coverage in more than 170 countries around the world that: serve as first responders in cases of market disruption, provide critical market and policy intelligence to support U.S. agricultural strategic goals, and represent U.S. agriculture in consultations with foreign governments.

As of September 30, 2020, there were 568 permanent full-time employees, including 478 in the headquarters office and 90 in field offices.

### **Statutory Authorities**

FAS was established on March 10, 1953, by Secretary's Memorandum No. 1320, Supplement 1. Public Law 83-690, enacted August 28, 1954, transferred the agricultural attachés from the Department of State to FAS. These memoranda were consolidated in Title 5 of the Agricultural Trade Act of 1978, as amended. Secretary's Memorandum No. 1020-39, dated September 30, 1993, transferred the functions of the former Office of International Cooperation and Development to FAS.

Title 5 of the Agricultural Trade Act of 1978 most recently amended in 2008, states that the Administrator of FAS is given the power to "exercise such functions and perform such duties related to foreign agriculture," and may also be assigned other duties by law or by the Secretary of Agriculture (Title 5, section 502b). Additionally, the Administrator is responsible for oversight of FAS, the General Sales Manager, and the Agricultural Attaché Service (Title 5, section 502c).

*Specifically, U.S. Code, Title 7, Chapter 87, 5693, mandates: "The Service shall assist the Secretary in carrying out the agricultural trade policy and international cooperation policy of the United States by—*

- 1) *Acquiring information pertaining to agricultural trade;*
- 2) *Carrying out market promotion and development activities;*
- 3) *Providing agricultural technical assistance and training; and*
- 4) *Carrying out the programs authorized under this Act, the Food for Peace Act (7 U.S.C. 1691 et seq.), and other Acts." (Title 5, section 503)"*

USDA Regulation 1051-001 (June 2005) defines the role of the FAS as the Department’s lead agency in coordinating all agricultural matters with foreign countries. Regulation 1051-002 (December 2004) further states that FAS’ responsibilities “include, but are not limited to, the responsibility to coordinate the carrying out by Department agencies of their functions involving foreign agriculture policies and programs and their operations and activities in foreign areas; acting as a liaison on these matters and functions relating to foreign agriculture with the Department of State (DoS), the United States Trade Representative (USTR), U.S. Agency for International Development (USAID), and foreign governments; conducting functions of the Department relating to the World Trade Organization (WTO) and legislation affecting international agricultural trade; and administering and directing the Department’s programs in international development, technical assistance and training carried out under the Foreign Assistance Act of 1961, as amended.”

**OIG AND GAO REPORTS**

***Table FAS-1. Completed OIG Reports***

<b>ID</b>	<b>Date</b>	<b>Title</b>	<b>Result</b>
N/A			

***Table FAS-2. In-Progress OIG Reports***

<b>ID</b>	<b>Title</b>
07601-0001-24	Oversight of the Agricultural Trade Promotion Program

***Table FAS-3. Completed GAO Reports***

<b>ID</b>	<b>Date</b>	<b>Title</b>	<b>Result</b>
GAO-19-590	10/28/2019	Department of State Should Establish a Comprehensive Plan to Assess Progress toward Prosperity, Governance, and Security	There were no recommendations for USDA and the Department of State did not concur with GAO that it should collaborate with DoD, USDA, and other Departments as necessary, to develop a comprehensive approach to the monitoring and evaluation of projects that directly support the objectives of prosperity, governance, and security, and incorporate this approach into the Strategy monitoring and evaluation plan.
GAO-19-466	7/31/2019	Federal Monitoring and Evaluation Guidelines Incorporate Most but Not All Leading Practices	USDA implemented the GAO recommendation by updating its Evaluation Plan Checklist to specify that a justification must be provided in the evaluation plan if the implementer is not proposing to conduct an impact evaluation for a project.
GAO-19-124	12/06/2018	Agencies Have Implemented Restrictions on Promoting Tobacco Overseas but Additional Actions Could Strengthen Their Effort	USDA implemented the GAO recommendation to update training slides for a course given to Foreign Service Officers that included information about the restrictions on promoting tobacco and reminded attendees about available guidance.

***Table FAS-4. In-Progress GAO Reports***

<b>ID</b>	<b>Title</b>
104366	Reprogramming of Foreign Assistance to Central America
103831	Promoting Resilience in Global Food Security

**AVAILABLE FUNDS AND FTEs****Table FAS-5. Available Funds and FTEs (thousands of dollars, FTEs)**

Item	2019		2020		2021		2022	
	Actual	FTE	Actual	FTE	Enacted	FTE	Budget	FTE
Salaries and Expenses:								
Discretionary Appropriations	\$213,890	638	\$215,513	569	\$221,835	616	\$228,644	641
Supplemental Appropriations	6,382	30	10,063	18	6,063	30	6,063	30
General Provisions			1,000		1,000			
McGovern-Dole Program:								
Discretionary Appropriations	210,255	11	220,000	20	230,000	20	230,112	20
Transfers In			90					
Transfers Out			-3,500					
Total Adjusted Appropriation	430,527	679	443,166	607	458,898	666	464,819	691
Balance Available, SOY	84,998		36,067		35,926			
Recoveries, Other			1,209					
Total Available	515,525	679	480,442	607	494,824	666	464,819	691
Lapsing Balances			-8,050					
Balance Available, EOY			-38,069					
Total Obligations	515,525	679	434,323	607	494,824	666	464,819	691
Subtotal Obligations, FAS	515,525	679	434,323	607	494,824	666	464,819	691
Other USDA:								
Commodity Credit Corporation for:	5,604	23	5,274	26	5,604	26	5,604	26
Market Access Program Admin.								
Costs	1,086	3	1,071	3	1,086	3	1,086	3
Technical Assistance for Specialty								
Crops Program Admin. Costs	970	5	912	4	970	4	970	4
Emerging Markets Program								
Admin. Costs	178	1	178	1	189	1	189	1
Quality Samples Program Admin.								
Costs	1,321	6	1,243	7	1,321	7	1,321	7
Foreign Market Development								
Program Admin. Costs	6,020	15	5,665	20	5,020	20	5,020	20
Food for Progress Admin. Costs	189	1	127		270		270	
Cotton and Wool Project Admin.								
Costs	350	-	250	-	350	-	350	-
Legal Services	5,314	3	5,288	2	5,631	2	5,631	2
Landsat data and support (Remote								
Sensing)	17,287	2	17,343	-	18,430	-	18,430	-
IRM Activities	4,221	3	3,985	-	4,500	-	4,500	-
IRM Activities (non-CCC)	500	1	148	-	500	-	500	-
Under Secretary (Travel)	2,600	1	2,447	1	2,600	1	2,600	1
Emerging Markets Program	75	-	75	-	75	-	75	-
USDA Satellite Imagery	112	2	-	-	-	-	-	-
P.L. 480 Title II	10,790	-	8,303	6	5,416	6	8,000	6
Other Agreement	5,604	23	5,274	26	5,604	26	5,604	26
Total, Other USDA	56,617	66	52,309	70	51,962	70	54,546	70
Total, Agriculture Available	572,142	745	532,751	677	546,786	734	519,365	761
Other Federal Funds:								
U.S. Agency for International								
Development (USAID) and others for								
developmental assistance	31,586	208	72,857	125	32,550	43	33,000	75
Total, Other Federal	31,586	208	72,857	125	32,550	43	33,000	75
Total, FAS	603,728	953	605,608	802	579,336	779	552,365	836

**PERMANENT POSITIONS BY GRADE AND FTE'S***Table FAS-6. Permanent Positions by Grade and FTEs*

Item	2019 Actual			2020 Actual			2021 Enacted			2022 Budget		
	D.C.	Field	Total	D.C.	Field	Total	D.C.	Field	Total	D.C.	Field	Total
ES	4	-	4	5	-	5	5	-	5	5	-	5
SES	4	16	20	5	13	18	5	13	18	5	13	18
GS-15	58	22	80	61	1	62	61	1	62	61	1	62
GS-14	121	28	149	143	7	150	143	7	150	143	7	150
GS-13	156	22	178	190	5	195	190	5	195	190	5	195
GS-12	86	3	89	108	2	110	108	2	110	108	2	110
GS-11	24	-	24	39	-	39	39	-	39	39	-	39
GS-10	2	-	2	2	-	2	2	-	2	2	-	2
GS-9	18	-	18	16	-	16	16	-	16	16	-	16
GS-8	7	1	8	6	-	6	6	-	6	6	-	6
GS-7	14	-	14	21	-	21	21	-	21	21	-	21
GS-6	1	-	1	-	-	-	-	-	-	-	-	-
GS-5	-	-	-	-	-	-	-	-	-	-	-	-
GS-4	-	-	-	-	-	-	-	-	-	-	-	-
GS-3	-	-	-	-	-	-	-	-	-	-	-	-
GS-2	-	-	-	-	-	-	-	-	-	-	-	-
GS-1	-	-	-	-	-	-	-	-	-	-	-	-
Other Graded	53	24	77	20	85	105	20	85	105	20	85	105
Total	548	116	664	616	113	729	616	113	729	616	113	729
Permanent Unfilled, EOY	53	24	77	138	23	161	-	-	-	-	-	-
Total Perm. FT EOY	495	92	587	478	90	568	616	113	729	616	113	729
FTE	668	285	953	663	139	802	644	135	779	691	145	836

Note: In addition to those numbers above, there are temporary positions as well.

**VEHICLE FLEET****Motor Vehicle Fleet**

The passenger motor vehicles of the Foreign Agricultural Service are used almost exclusively by Foreign Service Officers and their staffs stationed at posts overseas. FAS's overseas mission requires the use of official government vehicles to conduct field crop assessment trips to gather agricultural data, official travel to countries within regional coverage, transportation to local government offices, travel to representation events with agribusiness organizations, transporting official visitors, and providing mail/messenger courier services.

Although FAS owns its overseas vehicle fleet, these vehicles are subject not only to USDA Directives, but are also under the authority of the Chief of Mission at each station. Each overseas station has an established vehicle policy to which USDA Foreign Service Officers must adhere and the Chief of Mission has the authority to determine other authorized uses that are permitted in accordance with the Foreign Affairs Manual Governing Asset Management.

**Replacement Criteria**

For fiscal year 2022, there are two anticipated vehicle purchases. The vehicles purchased will replace existing vehicles and will require the disposal of two vehicles. The vehicles anticipated to be replaced average twelve years in age and average 50,000 miles. All other vehicles are working properly. As of the end of FY 2020, FAS's overseas vehicle fleet consists of one sedan, seven mini-vans, seven 4x2 Light Trucks, and thirty-eight 4x4 Light Trucks.

**Reductions to Fleet**

Passenger vehicles normally may not be replaced unless they either have a mileage of 100,000 or seven years or more of age. Armored vehicles have a shorter life-span and are normally replaced every five years. Condition of the vehicle and cost analysis of maintenance and operating cost are also factors for replacement. Each post that has a vehicle is required to record daily usage, including fuel cost and maintenance in a Vehicle Log book.

Impediments to managing the motor vehicle fleet: FAS will dispose of 3 vehicles in fiscal year 2021 to reduce the vehicle fleet size to 50 to comply with the Deputy Secretary reduction to the fleet size for underutilized vehicles.

**Table FAS-7. Size, Composition, and Annual Costs of Motor Vehicle Fleet<sup>a</sup>**

Fiscal Year	Sedans and Station Wagons	Lt. Trucks, SUVs, and Vans (4x2)	Lt. Trucks, SUVs, and Vans (4x4)	Medium Duty Vehicles	Buses	Heavy Duty Vehicles	Total Vehicles	Annual Operating Costs <sup>b</sup>
2019	1	17	38	-	-	-	56	\$298
Change	-	-3	-	-	-	-	-3	+18
2020	1	14	38	-	-	-	53	316
Change	-	+1	-4	-	-	-	-3	+4
2021	1	15	34	-	-	-	50	320
Change	-	-	-	-	-	-	-	+5
2022	1	15	34	-	-	-	50	325

a Vehicle count include those owned by agency and leased from commercial sources or GSA.

b Excludes acquisition costs and gains from sale of vehicles as shown in FAST.

**Statement of Proposed Purchase of Passenger Motor Vehicles**

Fiscal Year	Net Active Fleet, SOY	Disposals	Replacements	Additions	Total Acquisitions	Net Active Fleet, EOY
2019	56	3	-	-	-	53
2020	53	4	1	-	1	50
2021	50	-	-	-	-	50
2022	50	-	-	-	-	50

## SHARED FUNDING PROJECTS

Table FAS-8. Shared Funding Projects (dollars in thousands)

Item	2019 Actual	2020 Actual	2021 Enacted	2022 Budget
<b>Working Capital Fund:</b>				
Administrative Services:				
Material Management Service.....	165	175	211	55
Mail and Reproduction Services.....	515	536	589	392
Integrated Procurement Systems.....	91	85	80	83
Procurement Operations Services.....	-	10	18	172
Human Resources Enterprise Management Systems.....	15	11	13	13
Subtotal.....	786	817	911	715
Communications:				
Creative Media & Broadcast Center.....	53	22	92	144
Finance and Management:				
National Finance Center.....	259	239	242	242
Financial Management Systems.....	1,358	1,188	1,182	1,140
Internal Control Support Services.....	33	42	39	39
Subtotal.....	1,650	1,469	1,463	1,420
Information Technology:				
Client Experience Center.....	1,496	1,749	4,609	4,897
Department Administration Information Technology Office.....	-	45	310	142
Digital Infrastructure Services Center.....	2,525	2,815	3,921	4,015
Enterprise Network Services.....	377	828	694	762
Subtotal.....	4,398	5,437	9,534	9,814
Correspondence Management Services.....	109	110	-	-
Office of the Executive Secretariat.....	-	-	107	107
Total, Working Capital Fund.....	6,996	7,855	12,107	12,200
<b>Department-Wide Shared Cost Programs:</b>				
Advisory Committee Liaison Services.....	11	13	16	15
Agency Partnership Outreach.....	76	77	67	-
Human Resources Self-Service Dashboard.....	6	6	-	-
Medical Services.....	49	28	199	199
Office of Customer Experience.....	26	58	90	86
Personnel and Document Security Program.....	298	294	350	-
Physical Security.....	-	59	41	-
Security Detail.....	43	47	43	41
Security Operations Program.....	104	59	61	-
TARGET Center.....	12	11	11	-
TARGET Center NCR Interpreting Services.....	-	-	15	-
USDA Enterprise Data Analytics Services.....	-	82	47	-
Total, Department-Wide Reimbursable Programs.....	625	733	940	341
<b>E-Gov:</b>				
Budget Formulation and Execution Line of Business.....	5	2	2	2
Enterprise Human Resources Integration.....	17	-	-	-
E-Rulemaking.....	18	6	5	6
Financial Management Line of Business.....	1	1	1	1
Geospatial Line of Business.....	13	14	13	12
Benefits.gov.....	-	8	8	8
Human Resources Line of Business.....	3	3	3	3
Integrated Acquisition Environment.....	15	17	11	11
Total, E-Gov.....	72	50	42	43
Agency Total.....	7,693	8,638	13,089	12,584

**ACCOUNT 1: SALARIES AND EXPENSES**

**APPROPRIATIONS LANGUAGE**

The appropriations language follows (new language underscored; deleted matter enclosed in brackets):

For necessary expenses of the Foreign Agricultural Service, including not to exceed \$250,000 for representation allowances and for expenses pursuant to section 8 of the Act approved August 3, 1956 (7 U.S.C. 1766), [~~\$221,835,000~~] \$228,644,000, of which no more than 6 percent shall remain available until September 30, [2022] 2023, for overseas operations to include the payment of locally employed staff: Provided, That the Service may utilize advances of funds, or reimburse this appropriation for expenditures made on behalf of Federal agencies, public and private organizations and institutions under agreements executed pursuant to the agricultural food production assistance programs (7 U.S.C. 1737) and the foreign assistance programs of the United States Agency for International Development: *Provided further*, That funds made available for middle-income country training programs, funds made available for the Borlaug International Agricultural Science and Technology Fellowship program, and up to \$2,000,000 of the Foreign Agricultural Service appropriation solely for the purpose of offsetting fluctuations in international currency exchange rates, subject to documentation by the Foreign Agricultural Service, shall remain available until expended.

**LEAD-OFF TABULAR STATEMENT**

**Table FAS-9. Lead-Off Tabular Statement (In dollars)**

<b>Item</b>	<b>Amount</b>
2021 Enacted	\$221,835,000
Change in Appropriation	+ 6,809,000
Budget Estimate, 2022	<u>228,644,000</u>

**PROJECT STATEMENT****Table FAS-10. Project Statement (thousands of dollars, FTE)**

Item	2019 Actual	FTE	2020 Actual	FTE	2021 Enacted	FTE	Inc. or Dec.	Chg Key	FTE	2022 Budget	FTE
Discretionary Appropriations:											
Salaries and Expenses.....	\$213,890	638	\$215,513	569	\$221,835	616	+\$6,809	(1)	+25	\$228,644	641
Subtotal.....	213,890	638	215,513	569	221,835	616	+6,809		+25	228,644	641
Supplemental Appropriations:											
Emergency Supp.....	-	-	4,000	-	-	-	-		-	-	-
General Provisions.....	-	-	1,000	-	1,000	-	-1,000		-	-	-
Subtotal.....	-	-	5,000	-	1,000	-	-1,000		-	-	-
Total Adjusted Approp.....	213,890	638	220,513	569	222,835	616	5,809	-	25	228,644	641
Total Appropriation.....	213,890	638	220,513	569	222,835	616	5,809	-	25	228,644	641
Transfers In*:											
Cong. Relations.....	90	-	90	-	-	-	-		-	-	-
Total Transfers In.....	90	-	90	-	-	-	-		-	-	-
Transfers Out*:											
Working Capital Fund.....	-	-	-3,500	-	-	-	-		-	-	-
Total Transfers Out.....	-	-	-3,500	-	-	-	-		-	-	-
Recoveries, Other .....	1,466	-	1,170	-	-	-	-		-	-	-
Bal. Available, SOY.....	35,725	-	36,067	-	-	-	-		-	-	-
Total Available.....	249,938	638	254,340	569	259,139	616	-30,495	-	25	228,644	641
Lapsing Balances.....	-9,131	-	-7,490	-	-	-	-		-	-	-
Bal. Available, EOY.....	-33,923	-	-38,069	-	-	-	-		-	-	-
Total Obligations.....	208,117	638	208,781	569	222,835	616	+5,809		+25	228,644	641

**Table FAS-11. Project Statement (thousands of dollars, FTE)**

Item	2019 Actual	FT E	2020 Actual	FTE	2021 Enacted	FTE	Inc. or Dec.	Chg Key	FTE	2022 Budget	FTE
Discretionary Obligations:											
Salaries and Expenses.....	208,117	638	205,879	569	221,835	616	+5,809		+25	228,644	641
Subtotal Disc oblig.....	208,117	638	205,879	569	221,835	616	+5,809		+25	228,644	641
Supplemental Obligations:											
Emergency Supp.....	-	-	1,902	-	-	-	-		-	-	-
General Provisions.....	-	-	1,000	-	1,000	-	-1,000		-	-	-
Subtotal Supp Oblig.....	-	-	2,902	-	1,000	-	-1,000		-	-	-
Total Obligations.....	208,117	638	208,781	569	222,835	616	4,809	-	25	228,644	641
Lapsing Balances.....	9,131	-	7,490	-	-	-	-		-	-	-
Balances Available, EOY:											
Overseas Activities Funding.....	4,000	-	12,931	-	-	-	-		-	-	-
Trade Show Fees.....	2,143	-	2,143	-	-	-	-		-	-	-
Cochran, Borlaug, Security Supp'l and Buying Power Maintenance.....	27,780	-	20,897	-	-	-	-		-	-	-
Emergency Supp.....	-	-	2,098	-	-	-	-		-	-	-
Total Bal. Available, EOY.....	33,923	-	38,069	-	-	-	-		-	-	-
Total Available.....	251,171	638	254,340	569	222,835	616	4,809	-	25	228,644	641
Less:											
Total Transfers In.....	-90	-	-90	-	-	-	-		-	-	-
Total Transfers Out.....	-	-	3,500	-	-	-	-		-	-	-
Recoveries, Other .....	-1,466	-	-1,170	-	-	-	-		-	-	-
Bal. Available, SOY.....	-35,725	-	-36,067	-	-	-	-		-	-	-
Total Appropriation.....	213,890	638	220,513	569	222,835	616	4,809		25	228,644	641

**FUNDING DETAIL****Table FAS-12. Funding Detail (thousands of dollars, FTE)**

<b>Account</b>	<b>Foreign Agricultural Service</b>				
	<b>Salaries and Expenses</b>				
	<b>(Dollars in Thousands)</b>				
	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>Change</b>
<b>Actual</b>	<b>Actual</b>	<b>Enacted</b>	<b>Budget</b>	<b>from 2021</b>	
<b><u>B.A.</u></b>	<b><u>B.A.</u></b>	<b><u>B.A.</u></b>	<b><u>B.A.</u></b>	<b><u>B.A.</u></b>	
Trade Policy	\$74,647	\$75,430	\$77,642	\$80,025	\$2,383
Trade Supporting Initiatives	66,605	66,809	68,769	70,880	2,111
Market Analysis and Advice	48,510	49,568	51,022	52,588	1,566
Efficient Operations	24,128	23,706	24,402	25,151	749
Subtotal, Direct Appropriations	213,890	215,513	221,835	228,644	6,809

**Justifications**

The Foreign Agricultural Service (FAS) is the foreign affairs agency with primary responsibility for the United States Department of Agriculture's (USDA) overseas programs—market development, international trade agreements and negotiations, capacity building, and the collection of statistics and market information. FAS is unique within the U.S. Government for its sole focus on global agricultural trade issues. FAS serves U.S. farmers, ranchers, fishermen, foresters, and agribusinesses, collaborates across the U.S. government, and partners with the private sector non-government organizations to further the economic prosperity of rural America. This recognized expertise is trusted by farmers and ranchers, food processors, other U.S. government agencies, and non-governmental organizations to provide sound, reliable and consistent intelligence on foreign agricultural markets, crop conditions and agro-political dynamics. The agency's global network of agricultural attachés and locally employed staff provide an unparalleled resource for understanding trade policy and market development issues as they arise.

FAS's goals and objectives focus on the mission of the Under Secretary to Trade and Agricultural Affairs. FAS's trade and foreign strategies ensure that resources are aligned to provide excellent customer support to U.S. producers and exporters, as well as cost effective and coordinated services to external stakeholders. Continuation of FAS's mission is critical because it provides a level playing field for U.S. agriculture exporters, increases the demand for U.S. agricultural products, and develops emerging markets overseas.

The FY 2021 FAS rightsizing effort addressed the future needs of the agency to increase U.S. exports of food and agricultural products overseas. Based on this effort, staffing adjustments will take place in Europe, Asia, Central and South America. The costs required to support these adjustments will be primarily a realignment of funds based on operational efficiencies realized in FY21 and from cost savings due to the recent consolidation of the FAS offices in Moscow, Russia and closure of Chengdu, China. The additional staff resources are anticipated to improve trade servicing, market intelligence, capacity building and market access in the affected regions.

**Salaries and Expenses: A net increase of \$6,809,000 from FY 2021.**

- 1) A total increase of \$6,809,000 and 25 staff years.

The total FY 2022 Salaries and Expenses (S&E) budget request is \$228,644,000 and 641 staff years (does not include CCC Export Credit Guarantee Program funding of \$6,063,000 and 30 staff years for 2022). This request results in a net increase in funding of \$6,809,000 for 2022 (\$221,835,000 and 616 staff years available in 2021) from the FY 2021 Consolidated Appropriations Act. The proposed funding level will allow FAS to maintain its strong support of its long-term goal of promoting U.S. agricultural exports. Funds requested will be used to carry out activities and functions consistent with the full range of authorities and activities delegated to the agency.

Continuation of FAS’s mission is critical because it:

- Provides a level playing field for U.S. Agriculture Exporters;
- Increases the demand for U.S. Agriculture products;
- Develops emerging markets overseas, and
- Increases global food security.

The funding change is requested for the following items:

- a. An increase of \$1,198,000 for International Cooperative Administrative Support Services (ICASS). The International Cooperative Administrative Support Services (ICASS) entity was established by Public Law 104-208 (U.S. Department of State Appropriations Act) in 1996. The ICASS system is the principal means by which the U.S. Department of State (DoS) provides and shares the cost of common administrative support at its more than 200 diplomatic and consular posts overseas with FAS and all other agencies with an overseas presence in a U.S. Mission. Under the Chief of Mission’s authority, FAS relies on its base funding to maintain continuous administrative support services for overseas offices provided by DoS and the U.S. Agency for International Development (USAID). Under ICASS regulations, participating agencies are required to pay their portion of these “platform” costs. These projections are based on the DoS global analysis which estimates growth in overseas wage increases, overseas price inflation and cost relocation of strategic activities into the ICASS platform. The platform includes the Foreign Service National Separation Liability Trust Fund, enhancements to the myServices software platform and Conversion of the Information Management positions to ICASS.
- b. An increase of \$1,800,000 for pay costs for FAS’s Locally Employed (LES). DoS continues to adjust its compensation plans overseas, and FAS will incur increased payments of compensation for overseas LES into 2022. The FAS global network of agricultural Attaches and LES provide first-hand information on foreign agricultural markets, crop conditions, political dynamics, an institutional knowledge of host countries, and long-term relationships with foreign stakeholders.
- c. An increase of \$481,000 for Capital Security Cost Sharing (CSCS). The increase is due to estimated CSCS costs. DoS implements the CSCS under the authority of Section 604 of the Secure Embassy Construction and Counterterrorism Act of 1999, as amended. The law authorizes the Secretary of State to determine the cost share amount allocable to each agency to support safe, secure, and in some cases new, U.S. diplomatic facilities. It applies to all agencies with overseas personnel under chief of mission authority. The required contributions provided by FAS fund the construction of new U.S. Government facilities (i.e. Embassies and Consulates) and maintenance of existing facilities throughout the world.
- d. An increase of \$3,330,000, which includes \$2,167,683 for pay inflation and \$1,162,317 for FERS. This increase will support a 2.7% Cost of Living pay increases for civilian employees, and a 1.1% increase to cover the expenses for the mandated increase of USDA’s contribution to FERS. The pay increases will provide FAS a pay incentive to retain quality staff, which is vital to achieving the agency’s objective of facilitating trade and international cooperation for U.S. agricultural products. Without the requested increase FAS could be forced to reduce staff and the capacity to support growth in agricultural markets.

Base funds will allow FAS to continue to play a particularly important role in monitoring agreements and then working with other agencies to enforce them. FAS relies on its worldwide network of attachés, its frequent communication with private sector stakeholders, and formal WTO notification procedures to monitor foreign trade and regulatory actions that have the potential to affect trade. Some problems can be addressed quickly on the ground by our overseas staff. FAS works in concert with other U.S. trade and regulatory agencies to prevent market closures or reopen markets, leading to billions of dollars in additional exports annually. The Agency uses a full range of tools from trade capacity building, to the coordination of technical consultations, to formal high-level political engagement to address the issues without entering into lengthy and expensive litigation. When needed, the Agency works hand-in-hand with the Office of the U.S. Trade Representative (USTR) on formal litigation under the WTO.

FAS also works with foreign governments, international organizations, and USTR to establish international standards and rules to improve accountability and predictability for agricultural trade. Services are needed because the United States’ competitive edge in international markets is dependent on

negotiated trade agreements that establish transparent and science-based ground rules. FAS is the best entity to deliver the services and works to ensure that negotiated trade agreements lead to meaningful market access for the U.S. agricultural sector and that agreements are properly implemented and enforced to provide the greatest benefit to American farmers, ranchers, processors and exporters. FAS provides this service so that new trade agreements can achieve two critical objectives for the United States: (1) they immediately provide vastly improved access to key markets, and (2) they can level the playing field with respect to third-country competitors.

FAS also supports U.S. industry efforts to build, maintain, and expand overseas markets for U.S. food and agricultural products. FAS fulfills an immediate service need for continual trade promotion activities globally which helps U.S. food and agricultural exporters take advantage of market opportunities created by its trade policy and capacity building successes. FAS is the lead entity for these programs and activities and works collaboratively through partnerships with private sector associations, state and regional trade groups, and U.S. food and agricultural exporters. Successful marketing strategies depend on a strong understanding of market trends, such as rising incomes in countries such as China, Indonesia, and Mexico that stimulate demand for a more nutritious and varied diets. As markets change, FAS facilitates the American farmer's need by providing tools to introduce new products to new customers, maintain current sales in the face of new competition, and overcome constraints such as tight credit.

Base funds will also maintain service delivery to trade supporting initiative activities as part of the agency's ongoing effort to assist U.S. food and agricultural exporters to take advantage of market opportunities created by the agency's trade policy and capacity building successes. FAS is responsible for administering these programs and activities that support the efforts of private sector associations, state and regional trade groups, and U.S. food and agricultural exporters. The results of FAS's efforts ultimately benefit both the farm and non-farm sectors of the U.S. economy through job creation and additional economic activity.

FAS's network of global contacts and long-standing relationships with international groups contribute to the agency's unique market intelligence capacity. Complementing its presence in foreign markets, FAS's Washington based analysts provide objective intelligence on foreign market conditions, prepare production forecasts, assess export opportunities, and track changes in policies affecting U.S. agricultural exports and imports. Base funds will allow FAS to continue to provide important data to inform senior leaders on trade policy and program objectives and private stakeholders and agricultural markets through key public facing supply and demand and trade databases and regular trade publications.

**GEOGRAPHIC BREAKDOWN OF OBLIGATIONS AND FTE***Table FAS-13. Geographic Breakdown of Obligations and FTE (thousands of dollars, FTE)*

State/Territory/Country	2019		2020		2021		2022	
	Actual	FTE	Actual	FTE	Enacted	FTE	Budget	FTE
District of Columbia	136,646	546	140,551	443	150,338	491	153,922	511
Florida	639		609					
Other Countries	70,832	92	67,621	126	72,497	125	74,722	130
Albania	60	-	48	-	-	-	-	-
Algeria	678	-	551	-	-	-	-	-
Angola	117	-	121	-	-	-	-	-
Argentina	1,109	-	1,150	-	-	-	-	-
Australia	635	-	676	-	-	-	-	-
Austria	196	-	183	-	-	-	-	-
Bangladesh	445	-	412	-	-	-	-	-
Belgium	2,254	-	2,076	-	-	-	-	-
Bosnia and Herzegovina	116	-	77	-	-	-	-	-
Botswana	2,549	-	3	-	-	-	-	-
Brazil	139	-	2,060	-	-	-	-	-
Bulgaria	10	-	147	-	-	-	-	-
Burma	608	-	423	-	-	-	-	-
Burundi	6	-	139	-	-	-	-	-
Cambodia	1,454	-	1,633	-	-	-	-	-
Canada	594	-	584	-	-	-	-	-
Chile	9,846	-	9,731	-	-	-	-	-
China	1,487	-	1,576	-	-	-	-	-
Colombia	848	-	840	-	-	-	-	-
Costa Rica	51	-	-	-	-	-	-	-
Cote d'Ivoire	101	-	97	-	-	-	-	-
Croatia	157	-	166	-	-	-	-	-
Czechia	816	-	746	-	-	-	-	-
Dominican Republic	322	-	148	-	-	-	-	-
Ecuador	1,323	-	1,174	-	-	-	-	-
Egypt	162	-	174	-	-	-	-	-
El Salvador	704	-	513	-	-	-	-	-
Ethiopia	957	-	964	-	-	-	-	-
France	49	-	-	-	-	-	-	-
Gambia, The	52	-	-	-	-	-	-	-
Germany	1,331	-	1,537	-	-	-	-	-
Ghana	831	-	779	-	-	-	-	-
Grenada	49	-	-0	-	-	-	-	-
Guatemala	1,001	-	757	-	-	-	-	-
Haiti	39	-	36	-	-	-	-	-
Honduras	104	-	130	-	-	-	-	-
Hong Kong	1,309	-	1,484	-	-	-	-	-
Hungary	65	-	57	-	-	-	-	-
India	1,330	-	1,783	-	-	-	-	-
Indonesia	853	-	862	-	-	-	-	-
Israel	251	-	176	-	-	-	-	-
Italy	1,036	-	1,482	-	-	-	-	-
Jamaica	93	-	28	-	-	-	-	-
Japan	4,314	-	4,271	-	-	-	-	-
Jordan	183	-	107	-	-	-	-	-
Kazakhstan	253	-	401	-	-	-	-	-
Kenya	897	-	853	-	-	-	-	-
Laos	141	-	-	-	-	-	-	-

## 2022 USDA EXPLANATORY NOTES – FOREIGN AGRICULTURAL SERVICE

Malawi	28	-	2	-	-	-	-	-
Malaysia	403	-	437	-	-	-	-	-
Mali	21	-	-	-	-	-	-	-
Mexico	3,260	-	2,666	-	-	-	-	-
Morocco	768	-	497	-	-	-	-	-
Mozambique	78	-	84	-	-	-	-	-
Netherlands	805	-	732	-	-	-	-	-
New Zealand	159	-	176	-	-	-	-	-
Nicaragua	144	-	92	-	-	-	-	-
Nigeria	821	-	630	-	-	-	-	-
Pakistan	766	-	585	-	-	-	-	-
Panama	227	-	453	-	-	-	-	-
Paraguay	106	-	-0	-	-	-	-	-
Peru	1,092	-	826	-	-	-	-	-
Philippines	1,020	-	1,179	-	-	-	-	-
Poland	562	-	547	-	-	-	-	-
Romania	151	-	141	-	-	-	-	-
Russia	1,187	-	1,023	-	-	-	-	-
Saudi Arabia	647	-	666	-	-	-	-	-
Senegal	895	-	777	-	-	-	-	-
Serbia	203	-	119	-	-	-	-	-
Singapore	181	-	227	-	-	-	-	-
South Africa	1,431	-	1,019	-	-	-	-	-
South Korea	2,567	-	2,630	-	-	-	-	-
Spain	612	-	586	-	-	-	-	-
Sri Lanka	40	-	35	-	-	-	-	-
Switzerland	933	-	1,071	-	-	-	-	-
Taiwan	1,448	-	2,078	-	-	-	-	-
Tanzania	55	-	65	-	-	-	-	-
Thailand	1,541	-	1,080	-	-	-	-	-
Tunisia	225	-	98	-	-	-	-	-
Turkey	1,255	-	810	-	-	-	-	-
Uganda	23	-	-	-	-	-	-	-
Ukraine	466	-	506	-	-	-	-	-
United Arab Emirates	1,222	-	1,408	-	-	-	-	-
United Kingdom	1,367	-	1,245	-	-	-	-	-
Venezuela	301	-	213	-	-	-	-	-
Vietnam	1,877	-	1,760	-	-	-	-	-
Zimbabwe	16	-	-	-	-	-	-	-
Obligations	208,117	638	208,781	569	222,835	616	228,644	641
Lapsing Balances	9,132		7,490					
Bal. Available, EOY	33,923		38,069					
Total, Available	251,171	638	254,340	569	222,835	616	228,644	641

**CLASSIFICATION BY OBJECTS***Table FAS-14 Classification by Objects (thousands of dollars)*

Item No.	Item	2019 Actual	2020 Actual	2021 Estimate	2022 Budget
	Personnel Compensation:				
	Washington D.C.	\$55,091	\$56,388	\$55,767	\$59,813
	Personnel Compensation, Field	33,430	33,888	40,078	42,312
11	Total personnel compensation	88,521	90,275	95,845	102,125
12	Personal benefits	32,616	35,078	33,858	37,362
13.0	Benefits for former personnel	137	80	80	80
	Total, personnel comp. and benefits	121,274	125,433	129,783	139,567
	Other Objects:				
21.0	Travel and transportation of persons	8,579	3,494	3,555	6,500
22.0	Transportation of things	1,336	1,405	1,172	1,500
23.1	Rental payments to GSA	98	77	99	99
23.2	Rental payments to others	5,782	5,910	5,219	6,137
23.3	Communications, utilities, and misc. charges	1,564	1,963	1,533	2,000
24.0	Printing and reproduction	53	325	319	350
25	Other contractual services	-	-	-	-
25.1	Advisory and assistance services	15,527	16,793	22,006	16,793
25.2	Other services from non-Federal sources	27,014	36,963	46,488	36,313
25.3	Other goods and services from Federal sources	24,226	12,287	8,095	13,500
25.4	Operation and maintenance of facilities	65	1,556	1,996	2,000
25.5	Research and development contracts	-	398	335	500
25.6	Medical Care	35	75	50	75
25.7	Operation and maintenance of equipment	64	37	40	50
26.0	Supplies and materials	1,155	1,412	1,030	1,250
31.0	Equipment	1,138	448	1,005	1,800
41.0	Grants, subsidies, and contributions	207	206	110	210
	Total, Other Objects	86,843	83,348	93,052	89,077
99.9	Total, new obligations*	208,117	208,781	222,835	228,644
	DHS Building Security Payments (included in 25.3) .....	\$290	\$227	\$296	\$296
	Information Technology Investments:				
	Name of Major Investment: IMART	2,386	3,399	3,639	3,639
11	Internal Labor	120	240	240	240
	External Labor (Contractors)	2,174	3,077	3,399	3,419
25.2	Outside Services (Consulting)	-	-	-	-
	Name of Major Investment: Overseas Operations	-	-	917	917
11	Internal Labor	-	-	301	301
	External Labor (Contractors)	-	-	-	-
25.2	Outside Services (Consulting)	-	-	-	-
	Mission Area Non-Major Investment Totals	27	33	34	34
	Mission Area Standard Investment Totals	7	5	2	2
25.3	Mission Area WCF Transfers	3	5	9	9
	Position Data:				
	Average Salary (dollars), ES Position	\$180,184	\$186,977	\$188,847	\$193,946
	Average Salary (dollars), GS Position	\$104,886	\$118,706	\$119,893	\$123,130
	Average Grade, GS Position	13.0	12.8	13.0	13.0

## STATUS OF PROGRAMS

The Foreign Agricultural Service (FAS) is the foreign affairs agency with primary responsibility for the United States Department of Agriculture's (USDA) overseas programs—international trade agreements and negotiations, market development, and the collection of statistics and market information. FAS's programs and global network of agricultural attachés and locally employed staff provide an unparalleled resource for understanding trade policy and market conditions and addressing issues as they arise.

## TRADE POLICY

Greater access to foreign markets for U.S. agricultural producers requires an aggressive trade policy to lower tariffs, reduce non-tariff barriers, eliminate export subsidies, reduce trade-distorting domestic subsidies, and foster the development of rules-based international systems that facilitate global trade. FAS works with other USDA agencies, the Office of the U.S. Trade Representative (USTR), and others in the U.S. Government to negotiate new, and enforce existing, trade agreements. In addition, FAS preserves trade through resolution of foreign market access issues such as U.S. export detention, restrictive Sanitary and Phytosanitary (SPS) & Technical Barriers to Trade (TBT) issues, and trade regulations. FAS overseas attachés and Washington-based analysts cover more than 170 countries worldwide to prevent and resolve trade problems involving U.S. products and provide country and regional intelligence to support U.S. exporters and agricultural producers. FAS combines its intelligence gathering, analytical skills, overseas presence, extensive industry contacts, technical expertise, and relations with other U.S. Government agencies to develop and implement coordinated strategies to open overseas markets for U.S. agriculture. These efforts directly augment the private sector's ability to export and support the President's goals of job creation and sustainable economic growth.

Notable achievements in these areas in 2020 include:

**U.S.-Mexico-Canada Agreement (USMCA) Entered into Force.** The USMCA entered into force on July 1, 2020 and will further strengthen the United States' highly productive and integrated agricultural relationship with its North American partners, ensuring preferential market access for U.S. exporters and solidifying commitments to fair and science-based trade rules. The combined effect of all USMCA provisions are estimated to increase total annual U.S. agricultural and food exports by \$2.2 billion (1.1 percent) when fully implemented. Key wins for U.S. agriculture include expanded access for U.S. beef, pork, and poultry; elimination of discriminatory Canadian milk classes; objective treatment in quality grading for wheat; and non-discrimination and transparency in the sale of alcoholic beverages.

**U.S. Agriculture Scores with China Phase 1 Agreement.** The China Phase 1 Agreement garnered many benefits for U.S. agriculture. The Agriculture Chapter addresses structural barriers to trade and will support an expansion of U.S. food, agriculture, and seafood product exports. China has taken more than 50 actions to reduce barriers and expand access for U.S. beef, pork, poultry, seafood, dairy, infant formula, pet food, timothy hay, chipping potatoes, feed additives, nectarines, blueberries, Haas avocados, and barley, among other products. China committed to purchase approximately \$40 billion for the first 2 years of the agreement.

**Tariffs Drop under U.S.-Japan Phase 1 Agreement.** Japan, as part of the Phase 1 agreement, provided U.S. exporters preferential tariffs equal to other trading partners. The agreement reduced tariffs on beef, pork, and many fruits. Japan immediately eliminated tariffs on raspberries, blackberries, kiwi, cranberries, peaches, and nectarines, and several dried fruits and, in four years, Japan will also eliminate tariffs of up to 32 percent on U.S. oranges imported during the period of April-November. In six years, the tariff on U.S. oranges imported during December-March will be eliminated. In total, the U.S. Japan Phase One Agreement provides preferential tariff market access for nearly 90% of our agricultural exports.

**Guaranteed Rice Access to Korean Market.** The United States and Korea signed an agreement providing the United States with 132,304 tons of guaranteed rice market access to Korea, with an annual value of approximately \$110 million.

**Expanded Beef Access to the European Union (EU).** Beef exports to the European Union will grow under an agreement to provide U.S. beef with its own tariff-rate quota for non-hormone treated beef. The EU is already the seventh largest market in value terms, and the U.S. share of the high-quality beef quota will increase annually, eventually reaching 35,000 MT in 2026.

**U.S. Poultry Regains Access to China.** China lifted its ban on U.S. poultry meat, a market that had been closed since late 2014, following highly pathogenic avian influenza outbreaks in the United States. In reopening the market, the United States also secures a regionalization agreement, ensuring future HPAI outbreaks do not result in a total closure of the market.

**U.S. Fruit Exports Increase.** In 2020, USDA reduced barriers to U.S. fruit exports around the world. Vietnam reinstated market access for oranges from the states of Florida, Arizona, California, and Texas, a market worth \$2.5 million annually. Argentina reinstated access for Pacific Northwest sweet cherries in 2019. Korea established a permanent methyl bromide maximum residue level (MRL) for plums, peaches, and cherries that is harmonized with the U.S. MRL, retaining a market valued at \$118 million annually.

**Expanded Opportunities for Organic Products.** USDA signed new equivalence agreements with Japan and Taiwan in 2020. The agreement with Japan granted new access for livestock products. The agreement with Taiwan ensured U.S. products continued access following revisions to Taiwanese requirements. These organic markets are worth \$275 million and \$300 million, respectively, to U.S. organic exporters.

**Trade Preserved.** In FY 2020, FAS negotiated the release of hundreds of detained shipments from the United States to dozens of countries. These shipments represent well over \$113 million and range from lactose in Vietnam, to rice in Costa Rica, to sweet potatoes in the United Arab Emirates, to poultry in South Africa. Detained shipments risk being destroyed and have an immediate impact on U.S. companies, especially small and medium-sized companies that cannot afford to lose an entire container, or more, of product.

## **TRADE SUPPORTING INITIATIVES**

FAS supports U.S. industry efforts to build, maintain, and expand overseas markets for U.S. food and agricultural products. The agency administers several export development programs including the Foreign Market Development (Cooperator) Program (FMD), Market Access Program (MAP), Technical Assistance for Specialty Crops (TASC) Program, Quality Samples Program (QSP), Emerging Markets Program (EMP); and the one-year funded Agricultural Trade Promotion program (ATP). These programs provide funds to U.S. organizations to conduct a wide range of activities including market research, consumer promotion, trade servicing, capacity building, and market access support. The results of FAS's efforts ultimately benefit both the farm and non-farm sectors of the U.S. economy through the creation of jobs and new market opportunities. Working with the State Regional Trade Groups (SRTG) (Food Export USA Midwest, Food Export USA Northeast, the Western United States Agricultural Trade Association, and the Southern United States Trade Association) and other industry organizations, FAS encourages outreach efforts that focus on facilitating export readiness for U.S. small- to medium-sized enterprises (SMEs). FAS facilitates U.S. industry participation in a range of international trade shows and manages credit guarantee programs to benefit U.S. agricultural exports.

### **MARKET DEVELOPMENT PROGRAMS**

**MAP-Funded Online Promotions in China Result in Significant Alaska Seafood Sales.** Alaska Seafood Marketing Institute (ASMI) has found e-commerce promotions to be very cost-effective in China. ASMI conducted a MAP-funded on-line promotion with China's second largest e-commerce platform from March 13 - April 12, 2020, highlighting Alaska seafood's versatility, suitability for Chinese cuisine, and Alaska's strong fisheries management program. They spent \$25,000 in MAP funds, reached consumers in over 200 cities across China, and the promotion resulted in nearly \$2.2 million in sales.

**ATP-Sponsored Global Ethanol Summit Leads to \$245 Million in U.S. Ethanol Exports to the Middle East, Africa, Europe.** The U.S. Grains Council (USGC), the Renewable Fuels Association (RFA) and Growth Energy hosted the Global Ethanol Summit in Washington, D.C., in October 2019. The event brought together more than 400 high-level government and industry officials from 60 countries to better understand the potential impacts of higher-level biofuels policies, including decreasing greenhouse gas (GHG) emissions and improving clean air quality. The tours highlighted ethanol as a cost-competitive transport fuel that offers long-term, medium-term, and short-term benefits to consumers, suppliers, and the governments that regulate them. The event generated \$245 million in U.S. ethanol purchases.

### **INTERNATIONAL TRADE SHOWS**

In FY 2020, over 375 U.S. companies and organizations participated in 10 USDA-endorsed trade shows in 9 countries, drawing buyers from all over the world. Twelve-month projected sales reported by exhibitors were estimated at over \$1.1 billion. USDA endorsed 20 international trade shows in FY 2020, though most trade shows were either postponed or canceled after February 2020.

**Allgemeine Nahrungs- und Genussmittel-Ausstellung (ANUGA) 2019:** The 100<sup>th</sup> edition of ANUGA took place from October 5-9, 2019, in Cologne, Germany. ANUGA is a truly international show covering “10 Trade Shows in One.” According to the organizer, ANUGA 2019 attracted over 170,000 trade visitors from 201 countries and around 7,500 exhibitors from 106 countries. The 159 exhibitors in the seven USA Pavilions generated 12-month projected sales totaling \$404 million, on-site sales amounted to an estimated \$56.3 million. Exhibitors reported introducing 1,269 products and establishing 2,839 serious contacts. Visitors to the USA Pavilion found a wide variety of American produce, including dried fruits and nuts, confectionery, artisan cheese, popcorn, chicken, beverages, nut butters, and superfoods.

**Gulfood 2020:** The 25<sup>th</sup> annual Gulfood show was held February 16-20, 2020, in Dubai, United Arab Emirates, featuring over one million square feet of exhibition space, 98,000 attendees, 5,000 exhibitors, and 120 national pavilions. This USDA-endorsed show boasted 179 U.S. exhibitors in the USA Pavilion, who reported \$45.2 million in on-site sales and \$404 million in 12-month projected sales, introducing 2,100 new products. U.S. exhibitors represented a broad range of U.S. agribusiness and food companies, including those new to market, new to export, minority-owned and small-to-medium sized enterprises. Sixty foreign buyers from Africa, Eurasia, and the Middle East travelled to the show through sponsorship from FAS overseas offices.

### **AGRIBUSINESS TRADE MISSIONS**

FAS conducts trade missions in countries and regions around the world that demonstrate strong economic growth potential, decreasing barriers to trade, or have other relevant market conditions that support U.S. agricultural exports. Trade missions provide first-hand education to U.S. businesses and State Departments of Agriculture about economic conditions and regulatory environments in host-country markets, allow U.S. businesses to conduct one-on-one business meetings with counterpart companies from targeted countries, and enable senior leadership from USDA to advance bilateral issues.

In the first quarter of FY 2020, FAS implemented trade missions to Vietnam, West Africa, and Mexico, with 12-month projected sales totaling more than \$43 million. These Missions included participants from 97 U.S. agribusinesses, 12 cooperator groups, two SRTGs, and 20 State Department of Agriculture representatives. In total, these organizations participated in 1,650 one-on-one business meetings.

The 8 remaining FAS trade missions scheduled for FY 2020 had to be either postponed or canceled due to COVID-19 and will be re-scheduled once host countries lift travel restrictions and allow U.S. visitors.

### **VIRTUAL TRADE EVENTS (VTEs)**

In FY 2020, USDA-endorsed trade shows and ATMs were cancelled or postponed due to COVID-19. In an effort to maintain relationship-building between U.S. exporters and potential buyers and market promotion for U.S. agricultural and food products, FAS is coordinating the implementation of virtual trade events.

In FY 2020, the FAS hosted USDA’s first ever virtual trade event on August 26-27, 2020. This pilot VTE facilitated relationships between six U.S. pet food manufacturers and more than 47 buyers from Mainland China and Hong Kong, seeking high quality U.S. pet food. The success of the first VTE demonstrated how technology can help ensure continuity in delivering to stakeholders when we are unable to meet in person. USDA held its second VTE on October 1, 2020, which focused on natural and healthy food products. The U.S. agribusiness delegation included 31 exporters who met with buyers in Argentina, Brazil, Chile, and Colombia. Nearly 300 virtual meetings were held throughout the event, which generated \$3.41 million in projected 12-month sales. FAS will host VTEs focusing on opportunities in the Japanese, Chinese, Gulf Cooperation Council, Indian and South Asian, Sub-Saharan African, and Central American and Caribbean markets through the end of 2020 and into 2021. FAS plans to make VTEs a lasting market promotional tool for U.S. agricultural exports.

**COUNTRY STRATEGY SUPPORT FUND**

FAS Washington works closely with FAS Posts to link the use of the Country Strategy Support Fund (CSSF) to the strategic trade expansion goals of FAS and USDA. The fund supports market promotion and other FAS strategic priorities, including market access.

**"U.S. Beef Feast" Retail Promotion Popular in Indonesia.** FAS Jakarta partnered with Kem Chicks to run the "U.S. Beef Feast" promotion at their two Jakarta locations in Kemang and Pacific Place during the month of July 2020. CSSF was used to cover a variety of design and printed materials for the promotion as well as samples used during the cooking demo. Although U.S. beef was the target draw of the promotion, tie-ins with other U.S. products including, fresh fruits, dairy, condiments and sauces, spices, snacks, non-alcoholic beverages and mixes were featured. Based on reported sales data the promotion resulted in a 55 percent increase in sales of targeted U.S. beef cuts and 31 percent increase in sales of other U.S. products during the promotional period.

**COMMODITY CREDIT CORPORATION (CCC) EXPORT CREDIT GUARANTEE AND FACILITY GUARANTEE PROGRAMS**

The objective of the CCC Export Credit Guarantee Program (GSM-102) is to increase sales of U.S. agricultural commodities to international markets by facilitating the extension of export credit to countries – mainly developing countries – that have enough financial strength to have foreign exchange available for scheduled payments. In 2020, the GSM-102 program supported \$2.2 billion in agricultural commodity exports. The largest markets were Mexico, Colombia, Costa Rica, South Korea, and Guatemala. The most heavily registered commodities included yellow corn, soybeans, soybean meal, wheat, soybean oil, distiller's dried grains (DDGs), rice, and white corn.

Accomplishments for FY 2020 include:

- The GSM-102 program supported \$890 million in U.S. yellow corn sales in FY 2020. U.S. yellow corn exports to Costa Rica, Saudi Arabia, and South Korea, through the GSM-102 program, accounted for 52 percent, 14 percent, and 7 percent, respectively, of all U.S. yellow corn exports to these countries in FY 2020. GSM-102 helps U.S. exporters compete with other major yellow corn suppliers, such as Argentina and Brazil, in these markets.
- Soybeans were the second largest commodity supported by the GSM-102 program, with \$441 million in sales for FY 2020. U.S. soybean sales under the program to Guatemala, Morocco, and Algeria accounted for 70 percent, 33 percent, and 29 percent, respectively, of all U.S. soybean exports to these countries in FY 2020. With the help of the GSM-102 program, the United States was able to compete in Morocco's soybean market against competitors Brazil and Ukraine.

**GSM-102 Program  
Exports Supported by Region  
FY 2020**

Country/Region	\$ Millions
Africa, Middle East, Turkey, Caucasus, and Central Asia	127
Asia Region	174
Latin America	1,923
<b>Total</b>	<b>\$2,224</b>

**Program Management/Oversight:** FAS has adequate controls in place to ensure the program is administered in compliance with applicable laws, regulations, policies, and procedures. In 2020, FAS continued to proactively manage GSM-102 program risk and costs. To help meet this goal, FAS continued its annual analysis of historical program defaults and recoveries to determine true net default rates and applied actuarial data to the credit reform subsidy model. Average program subsidy was negative at -0.21 percent in 2020 and is currently estimated at -0.24 percent for 2021.

**TRADE-SUPPORTING FELLOWSHIP PROGRAMS****BORLAUG INTERNATIONAL AGRICULTURAL SCIENCE AND TECHNOLOGY FELLOWSHIP PROGRAM**

The Borlaug International Agricultural Science and Technology Fellowship Program (Borlaug) trained 31 fellows during FY 2020. Since the program's inception, USDA has sponsored more than 920 Borlaug fellows from 69 countries. Borlaug promotes agricultural productivity, food security, trade, and economic growth by providing training and collaborative research opportunities to early and mid-career scientists, researchers, or policymakers from developing and middle-income countries. The program addresses obstacles to the adoption of technology, such as ineffective policies and regulations.

In 2020, an Ethiopian Borlaug Fellow from the Ethiopian National Technical Working Group on Zoonotic Diseases researched infectious disease epidemiology, bioinformatics and molecular techniques at a U.S. university. The Fellow was trained using equipment and scientific techniques that are relevant for the mitigation of transboundary diseases in Ethiopia. During the COVID-19 pandemic, the Fellow's research focused on animal to human disease transmission, which provided him with skills and experience on critical transboundary diseases. The Borlaug Fellowship Program is developing a cadre of international fellows able to tackle the world's most pressing zoonotic diseases.

**Borlaug Participants in FY 2020 by Region**

<b>Region</b>	<b>Number of Participants</b>
Asia	6
Eastern Europe and Eurasia	3
Latin America and the Caribbean	3
Africa and the Middle East	19
<b>Program Total</b>	<b>31</b>

**COCHRAN FELLOWSHIP PROGRAM**

The Cochran Fellowship Program (Cochran) provided short-term training in the United States for 130 international participants from 22 countries in FY 2020. Since its inception in 1984, the program has trained more than 19,000 participants from 127 middle income countries and emerging markets. The Cochran Fellowship Program continues to provide support to U.S. farmers and ranchers by promoting U.S. agricultural products in the global marketplace. The following are examples of Cochran accomplishments that strengthen trade linkages between recipient countries and the United States.

U.S. dairy exports to Indonesia reached record highs in 2019, and much of these sales can be linked to the results of a Cochran Fellowship training program on Dairy Processing. In 2015, the Cochran Fellowship Program provided training to seven Fellows from Indonesia. Upon returning to Indonesia, the Fellow's company initiated the use of U.S. dairy ingredients in its products. One Fellow is currently a director for product innovation, and the company now imports non-fat dry milk, cheddar cheese, whipping cream, and whey permeate, with an estimated value of \$10 million.

In FY 2019, FAS implemented a Cochran Fellowship Program on U.S. sorghum promotion and utilization for six Fellows from the Vietnamese private sector. This one-week training program was conducted in collaboration with a U.S. university and was developed to redirect sorghum exports to new markets. As a result of this training program and other coordinated FAS efforts, U.S. sorghum received market access to Vietnam in 2020.

**FY 2020 Cochran Participants by Region and Funding Source**

<b>Region</b>	<b>USDA Appropriation</b>	<b>Dept. of State</b>	<b>Total</b>
Asia	18	0	18
Eastern Europe and Eurasia	7	25	32
Latin America and the Caribbean	44	0	44
Africa and the Middle East	36	0	36
<b>Program Total</b>	<b>105</b>	<b>25</b>	<b>130</b>

Note: Trade-Supporting Fellowship Programs were significantly impacted by the COVID-19 global pandemic. Most countries implemented travel restrictions and potential candidates expressed reluctance to participate. We anticipate greater interest and increased participation in our fellowships once the global situation begins to improve.

**EFFICIENT OPERATIONS**

FAS funds several food assistance programs, namely Food for Progress (FFPr) and the McGovern-Dole International Food for Education and Child Nutrition Program (McGovern-Dole). FFPr uses the food resources of the United States to support developing countries to develop and expand their agricultural economies. The McGovern-Dole Program provides for the donation of U.S. agricultural products, as well as financial and technical assistance, to support school feeding and maternal and child nutrition projects. These programs are implemented with strict adherence to their legal mandates and effective management, ensuring FAS is both effective and efficient in its food aid delivery.

**FOREIGN FOOD ASSISTANCE PROGRAMS**

FAS actively administers food assistance programs (FFPr, McGovern-Dole, and the Local and Regional Food Aid Procurement (LRP) Program) to help developing countries strengthen economic development and facilitate the transition from food assistance recipients to commercial importers. New for 2020, the McGovern-Dole program was authorized to allocate no more than 10 percent of the total McGovern-Dole program budget for 2020 and no less than \$20 million for the purchase of local and regional procured commodities under McGovern-Dole projects to support the improved nutritional quality of school meals and build school feeding sustainability. In 2020, FAS programmed approximately 298,000 metric tons of food assistance with a value of approximately \$359.6 million. Of this amount, estimated U.S. donated commodity costs were \$129.6 million with transportation and other non-commodity costs estimated at \$230 million. A total of 15 countries received food assistance through FAS-administered programs.

**FAS FOOD ASSISTANCE PROGRAM SUMMARY, 2020**

<b><u>Program</u></b>	<b><u>\$ Millions</u></b>	<b><u>MT (000)</u></b>
CCC Funded/FFPr	144.6	249.1
McGovern-Dole Food for Education	215.0	48.9
<b>Total, Food Assistance</b>	<b>\$359.6</b>	<b>298</b>

**CCC FUNDED – FOOD FOR PROGRESS (FFPR)**

In 2020, CCC funding provided 241,900 MT of commodities. Implementing partners were either private voluntary organizations (PVOs) or foreign governments that monetize (commercially sell) the commodities and use sales proceeds to fund development projects. Countries receiving CCC-funded FFPr assistance and the quantity of the commodities programmed in 2020 are shown in the tables below. In FY 2020, \$968.6 million from agreements funded from FY 2014 - 2020 benefited 37 countries, improving their ability to import U.S. agricultural products.

**Egypt Promoting Risk-Based Inspections.** For example, the Transforming the Assessment and Inspection of Food Business (TAIB) in Egypt project aims to expand domestic and international trade of food products in Egypt through supporting the establishment and scale-out of a new government entity, the National Food Safety Authority (NFSA). This Food for Progress project provided regulatory reform support, and supported NFSA as it develops into a

sustainable and modern regulator of food in Egypt. In 2020, five technical regulations addressed by TAIB and NFSA were published in the Egyptian Gazette, including a regulation on the modernization of Egypt’s food import control system that transitions Egypt to a risk-based approach for consignment inspection. Aligning with both CODEX Alimentarius and World Trade Organization principles, this regulation marks one of the most significant food policy transitions for the region in recent years and will unlock the United States’ largest trading partner in Africa for more free and transparent food trade.

**2020 CCC FUNDED FFP**

*(\$ Millions)*

<b><u>COUNTRY</u></b>	<b><u>TOTAL VALUE</u></b>
Bangladesh	27.4
Colombia	33.8
Cote D’Ivoire, Ghana, Nigeria	42.5
Dominican Republic	20.2
Uganda	20.7
<b>Subtotal</b>	<b>\$144.6</b>

**McGOVERN-DOLE INTERNATIONAL FOOD FOR EDUCATION AND CHILD NUTRITION PROGRAM**

The McGovern-Dole International Food for Education and Child Nutrition (McGovern-Dole) program feeds school children with U.S.-sourced commodities, supported by limited local and regionally procured commodities, and enhances the literacy, nutrition, and hygienic practices of the children and their families. About \$215 million in assistance was made available under the program in 2020, with approximately 21 percent of these funds allocated to 48,900 metric tons of U.S. donated commodity and freight costs, and 9 percent of these funds allocated for the purchase of 18,823 metric tons of local and regionally produced commodities. The remaining funds supported complementary activities focused on ensuring sustainability, educational instruction, teacher training, school infrastructure construction, water and sanitation improvements, and administrative expenses. FAS was able to quickly adapt to changing conditions caused by COVID and still administer these programs.

**Honduras – Improving Diet Diversity through Recipe Development and Community Contributions.** For example, through a 5-year \$33.7 million project with Catholic Relief Services, USDA provides U.S. sourced rice, beans, corn, corn-soy blend plus (CSB plus), and vegetable oil for meals for over 50,000 pre-school and primary school students. Twenty-four diverse recipes were created using the USDA-donated products and each of the recipes is culturally accepted combining traditional Honduran dishes with locally available produce and condiments provided either through the current Local and Regional Procurement (LRP) program or contributions from parents and community members. Parents also contributed over \$12,000 per year in fresh produce, condiments, and cooking supplies needed to supplement the school meals.

**CAPACITY BUILDING AND DEVELOPMENT**

**Pesticide MRL Alignment Lowers Barriers to U.S. Agricultural Exports to the Western Hemisphere.** USDA/FAS has worked with developing countries to harmonize existing and establish new Codex pesticide maximum residue levels (MRLs) through a coordinated research and implementation network. As a result of these efforts, the team has had several significant successes in FY20. In October 2019, the Inter-American Board of Agriculture (IABA), representing 34 Western Hemisphere countries, endorsed a resolution emphasizing the need for science-based pesticide and MRL regulations to facilitate trade. In November 2019, Guatemala adopted U.S. MRLs as their own. In January 2020, the Central American Customs Union countries signed a technical resolution aimed at harmonizing pesticide registration processes and MRLs based on Codex and the U.S. model. In December 2019, the Economic Community of West African States (ECOWAS) made a formal commitment to work towards regional MRL harmonization.

**PROGRAM EVALUATION**

The following monitoring and evaluation accomplishments support FAS’s commitment to ensuring a strong culture of evaluation, accountability, and learning from evidence. FAS’ project-level monitoring and evaluation system were finalized and published in 2019. The updated indicator handbook includes new and revised standard indicators that aid USDA in aligning with interagency initiatives such as Feed the Future. FAS’ Monitoring and Evaluation

(M&E) Policy was also updated to reflect the whole-of-government emphasis on strong evidence, including key principles for M&E of foreign assistance programs as described in guidelines for the Foreign Aid Transparency and Accountability Act (FATAA). In a recent collaborative success, FAS fulfilled its long-term commitment to transparency by partnering with USAID to publicly post evaluations of USDA international food assistance projects in the Development Experience Clearinghouse (DEC), USAID’s public portal for M&E and programmatic documents. Leveraging the DEC as a repository for FAS’ publicly available evaluations allow data users to access USG international food assistance evaluations on one platform.

**ACCOUNT 2: PUBLIC LAW 480 – TITLE I & TITLE II****PURPOSE STATEMENT**

Under programs authorized by P. L. 480, as amended, U.S. agricultural commodities are exported to developing countries as food assistance. No commodities may be made available except upon determination that adequate storage facilities are available in the recipient country at the time of exportation to prevent spoilage or waste and that the distribution will not be a substantial disincentive to the recipient country's domestic production.

No agreements may be made with the government of any country which engages in a consistent pattern of gross violations of internationally recognized human rights or other flagrant denial of the right to life, liberty, and personal security unless the use of the commodities themselves or proceeds from their sale are targeted to the neediest people of that country and are made available through channels other than the government.

Facilities and funds of the Commodity Credit Corporation (CCC) are, by law, used in carrying out programs for exporting agricultural commodities. The law also authorizes making appropriations to cover costs of such programs. When funds for Title I ocean freight differential and Title II become available, advances are made to the Corporation for estimated costs. If the amounts appropriated are greater than actual costs, the excess is carried forward for use in future years.

The following activities are carried out under P.L. 480, as amended:

- 1. P.L. 480 Title I- Financing sales of agricultural commodities to developing countries or private entities for dollars on credit terms, or for local currencies (including for local currencies on credit terms) for use under section 104; and for furnishing commodities to carry out the Food for Progress Act of 1985, as amended.***

All sales of commodities are made pursuant to agreements concluded under Title I authority, using funds appropriated for P.L. 480. Title I agreements are intended to encourage economic development in recipient countries. P.L. 480 Title I sales are made to developing countries as defined in section 402(5) of P.L. 480 and must not disrupt world prices or displace expected commercial sales (sections 403(e) and (h)). Agreements with private entities as well as foreign governments are authorized (sections 101-102).

Repayments for agricultural commodities sold under Title I, with interest at a concessional rate as determined by the Secretary, may be made either in U.S. dollars or in local currencies on credit terms up to 30 years, with a grace period of up to five years. Interest is charged from the date of last delivery in each calendar year. Payments received under fiscal year 1992 and subsequent agreements are deposited in a financing account for use by the U.S. Treasury to offset U.S. Government outlays.

Under the Food for Progress Act of 1985, CCC may provide agricultural commodities on a grant basis or may finance the sale and exportation of agricultural commodities on credit terms to support developing countries and countries that are emerging democracies and have made commitments to introduce or expand free enterprise elements in their agricultural economies. For commodities furnished on a grant basis, the Corporation may pay, in addition to acquisition costs and ocean transportation, such related commodity and delivery charges as specified for commodities supplied under Title II.

For most sales agreements under Title I, CCC will pay ocean freight charges only to the extent of the difference between U.S.-flag rates and foreign-flag rates when U.S.-flag vessels are required to be used by authority of the Merchant Marine Act. This difference in rates is known as the ocean freight differential. In limited cases, full transportation costs to port of entry or point of entry abroad may be included with the cost of the commodity in the amount financed by CCC to ensure that U.S. food aid will reach the neediest recipients.

Section 411 of P.L. 480 authorizes the President to waive payments of principal and interest under dollar credit sales agreements for countries which are least developed and either (1) have an International Monetary Fund standby agreement or a structural adjustment program of the International Bank for Reconstruction and Development in effect; or (2) do not have an agreement in effect but are pursuing a policy to promote democratic, market-oriented and long term economic development. If such authority is used to waive payments, no new Title I assistance may be provided for that country for two years following the date of the authorized waiver unless the President provides prior written justification to the Congress.

**2. P.L. 480 Title II- Commodities supplied in connection with dispositions abroad.**

P.L. 480 Title II grants fund emergency and development food aid programs authorized under Title II of the Food for Peace Act (P.L. 83-480). Funding for Title II is appropriated to the U.S. Department of Agriculture and is administered by the U.S. Agency for International Development (USAID).

**APPROPRIATIONS LANGUAGE**

The appropriations language follows (new language underscored; deleted matter enclosed in brackets):

FOOD FOR PEACE TITLE I DIRECT CREDIT AND FOOD FOR PROGRESS PROGRAM ACCOUNT  
(INCLUDING TRANSFER OF FUNDS)

- 1 [For administrative expenses to carry out the credit program of title I, Food for Peace Act (Public Law 83-
- 2 480) and the Food for Progress Act of 1985, \$112,000, shall be transferred to and merged with the
- 3 appropriation for “Farm Production and Conservation Business Center, Salaries and Expenses”.]

**Change Description**

The first change (lines 1, 2, and 3) deletes the language. Rather than a transfer, the Budget requests a direct appropriation for the Business Center as it provides services associated with P.L. 480 Title I.

FOOD FOR PEACE TITLE II GRANTS

For expenses during the current fiscal year, not otherwise recoverable, and unrecovered prior years' costs, including interest thereon, under the Food for Peace Act (Public Law 83-480), for commodities supplied in connection with dispositions abroad under title II of said Act, \$1,570,000,000 [\$1,740,000,000] to remain available until expended.

**LEAD-OFF TABULAR STATEMENT**

***Table FAS-15. Title I Lead-Off Tabular Statement (In dollars)***

Item	Amount
2021 Enacted	\$112,000
Change in Appropriation	(112,000)
Budget Estimate, 2022	<u>0</u>

***Table FAS-16. Title II Lead-Off Tabular Statement (In dollars)***

Item	Amount
<b>PL480 Title II</b>	
2021 Enacted	2,540,000,000
Change in Appropriation	-970,000,000
2022 Budget Estimate, Current Law	<u>1,570,000,000</u>

**PROJECT STATEMENT**

**Table FAS-17. Title I Project Statement on Basis of Appropriation (thousands of dollars)**

Item	2019 Actual	2020 Actual	2021 Enacted	Inc. or Dec.	Chg Key	2022 Budget
<b>PL480 Title I</b>						
Discretionary Appropriations:						
P.L. 480 Title I - Administrative Expenses...	142	142	112	-112	(1)	-
Subtotal.....	142	142	112	-112		-
Total Appropriation.....	142	142	112	-112	-	-
Recoveries, Other .....	-	-	-	-		-
Bal. Available, SOY.....	-	-	-	-		-
Total Available.....	142	142	112	-112	-	-
Bal. Available, EOY.....	-	-	-	-		-
Total Obligations.....	142	142	112	-112		-

**Table FAS-18. Title II Project Statement on Basis of Appropriation (thousands of dollars)**

Item	2019 Actual	2020 Actual	2021 Enacted	Inc. or Dec.	Chg Key	2022 Budget
<b>PL480 Title II</b>						
Discretionary Appropriations:						
P.L. 480 Title II - Grants	1,716,000	1,725,000	1,740,000	-170,000	(2)	1,570,000
Subtotal	1,716,000	1,725,000	1,740,000	-170,000		1,570,000
Mandatory Appropriations:						
American Rescue Plan	-	-	800,000	-800,000	(3)	-
Subtotal	-	-	800,000	-800,000		-
Recoveries, Other	89,272	86,345	-	-		-
Bal. Available, SOY	234,680	181,039	120,152	179,848		300,000
Total Available	2,039,952	1,992,384	2,660,152	-790,152	-	1,870,000
Lapsing Balances	-	-	-	-		-
Rescinded Balances	-	-	-	-		-
Bal. Available, EOY	-181,039	-120,152	-300,000	300,000		-
Total Obligations	1,858,913	1,872,232	2,360,152	-490,152		1,870,000

**Table FAS-19. Title I Project Statement on Basis of Obligation (thousands of dollars)**

Item	2019 Actual	2020 Actual	2021 Enacted	Inc. or Dec.	2022 Budget
<b>PL480 Title I</b>					
Discretionary Obligations:					
P.L. 480 Title I - Administrative Expenses.....	142	142	112	-112	-
Subtotal Disc oblig.....	142	142	112	-112	-
Total Obligations.....	142	142	112	-112	-
Total Available.....	142	142	112	-112	-
Bal. Available, SOY.....	-	-	-	-	-
Total Appropriation.....	142	142	112	-112	-

**Table FAS-20. Title II Project Statement on Basis of Obligation (thousands of dollars)**

Item	2019 Actual	2020 Actual	2021 Enacted	Inc. or Dec.	2022 Budget
<b>PL480 Title II</b>					
Discretionary Obligations:					
P.L. 480 Title II - Grants	1,858,913	1,872,232	1,860,152	-290,152	1,570,000
Subtotal Disc oblig	1,858,913	1,872,232	1,860,152	-290,152	1,570,000
Mandatory Obligations:					
American Rescue Plan	-	-	500,000	-200,000	300,000
Subtotal Mand Oblig	-	-	500,000	-200,000	300,000
Total Obligations	1,858,913	1,872,232	2,360,152	-490,152	1,870,000
Balances Available, EOY:					
P.L. 480 Title II - Grants	181,039	120,152	300,000	-	-
Total Bal. Available, EOY	181,039	120,152	300,000	-	-
Total Available	2,039,952	1,992,384	2,660,152	-490,152	1,870,000
Less:					
Recoveries, Other	-89,272	-86,345	-	-	-
Bal. Available, SOY	-234,680	-181,039	-120,152	120,152	-300,000
Total Appropriation	1,716,000	1,725,000	2,540,000	-370,000	1,570,000

**JUSTIFICATIONS***P.L. 480 Title I*

- (1) A decrease of \$112,000 for P.L. 480 Title I - Administrative Expenses (\$112,000 available in 2021):  
The decrease in funding reflects a transfer of P.L. 480 Title I - Administrative Expenses to the FPAC Business Center as a direct appropriation.

*P.L. 480 Title II*

- (2) A decrease of \$170,000,000 to \$1,570,000,000 for FY 2022 (\$1,740,000,000 available in 2021)  
P.L. 480 II grants fund emergency and development food aid programs authorized under Title II of the Food for Peace Act (P.L. 83-480). Funding for Title II is appropriated to the U.S. Department of Agriculture and is administered by the U.S. Agency for International Development (USAID). There is a request to decrease funding by \$170,000,000 for P.L. 480 Title II, in 2022, as part of an Administration effort to streamline foreign assistance.
- (3) A decrease of \$800,000,000 (\$800,000,000 available in 2021)  
The decrease in funding reflects the appropriation of the American Rescue Plan (ARP) for FY 2021 per Public Law 117-2. The ARP was a single-year appropriation.

**CLASSIFICATION BY OBJECTS**

**Table FAS-21. Title I Classification by Objects (thousands of dollars)**

<b>Item No.</b>	<b>Item</b>	<b>2019 Actual</b>	<b>2020 Actual</b>	<b>2021 Enacted</b>	<b>2022 Budget</b>
	Other Objects:				
25.3	Other goods and services from Federal sources	142	142	112	-
	Total, Other Objects	142	142	112	-
99.9	Total, new obligations	142	142	112	-

**Table FAS-22. Title II Classification by Objects (thousands of dollars)**

<b>Item No.</b>	<b>Item</b>	<b>2019 Actual</b>	<b>2020 Actual</b>	<b>2021 Enacted</b>	<b>2022 Budget</b>
<b>PL480 Title II</b>					
	Other Objects:				
41.0	Grants, subsidies, and contributions	1,858,913	1,872,232	2,360,152	1,870,000
	Total, Other Objects	1,858,913	1,872,232	2,360,152	1,870,000
99.9	Total, new obligations	1,858,913	1,872,232	2,360,152	1,870,000

**ACCOUNT 3: MCGOVERN-DOLE**

**PURPOSE STATEMENT**

The program provides for the donation of U.S. agricultural commodities and associated financial and technical assistance to carry out preschool and primary school feeding projects in low-income, food-deficit foreign countries. Maternal, infant, and child nutrition activities are also authorized under the program.

**APPROPRIATIONS LANGUAGE**

The appropriations language follows (new language underscored; deleted matter enclosed in brackets):

For necessary expenses to carry out the provisions of section 3107 of the Farm Security and Rural Investment Act of 2002 (7 U.S.C. 1736o-1), [~~\$230,000,000~~] \$230,112,000, to remain available until expended: Provided, That the Commodity Credit Corporation is authorized to provide the services, facilities, and authorities for the purpose of implementing such section, subject to reimbursement from amounts provided herein: Provided further, That of the amount made available under this heading, not more than 10 percent, but not less than [~~\$23,000,000~~] \$22,000,000, shall remain available until expended to purchase agricultural commodities as described in subsection 3107(a)(2) of the Farm Security and Rural Investment Act of 2002 (7 U.S.C. 1736o-1(a)(2)).

**LEAD-OFF TABULAR STATEMENT**

**Table FAS-23. Lead-Off Tabular Statement (In dollars)**

Item	Amount
2021 Enacted	\$230,000,000
Change in Appropriation	+ 112,000
Budget Estimate, 2022	<u>230,112,000</u>

**PROJECT STATEMENT**

**Table FAS-24. Project Statement (thousands of dollars, FTE)**

Item	2019 Actual	FTE	2020 Actual	FTE	2021 Enacted	FTE	Inc. or Dec.	Chg Key	FTE	2022 Budget	FTE
Discretionary											
Appropriations:											
McGovern-Dole.....	\$210,255	18	\$220,000	20	\$230,000	20	+\$112	(1)	-	\$230,112	20
Subtotal.....	210,255	18	220,000	20	230,000	20	+112		-	230,112	20
Total Appropriation.....	210,255	18	220,000	20	230,000	20	112	-	-	230,112	20
Recoveries, Other .....	995	-	19,516	-	-	-	-		-	-	-
Bal. Available, SOY.....	49,182	-	43,780	-	259,875	-	-259,875		-	-	-
Total Available.....	260,432	18	283,296	20	489,875	20	-259,763	-	-	230,112	20
Bal. Available, EOY.....	-43,780	-	-259,875	-	-	-	-		-	-	-
Total Obligations.....	<u>216,652</u>	<u>18</u>	<u>23,421</u>	<u>20</u>	<u>489,875</u>	<u>20</u>	<u>-259,763</u>		<u>-</u>	<u>230,112</u>	<u>20</u>

**Table FAS-25. Project Statement (thousands of dollars, FTE)**

Item	2019 Actual	FTE	2020 Actual	FTE	2021 Enacted	FTE	Inc. or Dec.	FTE	2022 Budget	FTE
Discretionary Obligations:										
McGovern-Dole.....	216,652	18	23,421	20	489,875	20	-259,763	-	230,112	20
Subtotal Disc oblig.....	216,652	18	23,421	20	489,875	20	-259,763	-	230,112	20
Total Obligations.....	216,652	18	23,421	20	489,875	20	-259,763	-	230,112	20
Balances Available, EOY:										
Technical Assistance.....	43,780	-	259,875	-	-	-	-	-	-	-
Total Bal. Available, EOY.....	43,780	-	259,875	-	-	-	-	-	-	-
Total Available.....	260,432	18	283,296	20	489,875	20	-259,763	-	230,112	20
Less:										
Recoveries, Other .....	-995	-	-19,516	-	-	-	-	-	-	-
Bal. Available, SOY.....	-49,182	-	-43,780	-	-259,875	-	259,875	-	-	-
Total Appropriation.....	210,255	18	220,000	20	230,000	20	112	-	230,112	20

## Justifications

The McGovern-Dole International Food for Education and Child Nutrition program (McGovern-Dole) supports preschool and school food for education and nutrition programs for women, infants, and children in food-deficit, low and lower-middle income countries. Authorized by the Farm Security and Rural Investment Act of 2002, the program started operating in 2003. Base funding allows McGovern-Dole projects to reach more than 3 million school-age children and mothers, supporting education, child development, food security and improving access to improved nutrition. Approximately 40 percent of the total program cost is allocated for U.S. donated commodity expenses. The remainder of the funding is allocated for freight and administrative expenses, including administrative expenses of implementing organizations and activities to enhance program implementation.

The total FY 2022 McGovern-Dole budget request is \$230,112,000 and 20 FTE. This request results in a net increase in funding of \$112,000 for 2022 (\$230,000,000 and 20 FTE available in 2021) from the FY 2021 Consolidated Appropriations Act. The proposed funding level will allow FAS to continue the same level of global coverage.

The funding change is requested for the following items:

An increase of \$112,000, which includes \$72,930 for pay inflation and \$39,070 for FERS:

This increase will support a 2.7% Cost of Living pay increases for civilian employees, and a 1.1% increase to cover the expenses for the mandated increase of USDA's contribution to FERS. Impacts to funding reductions would result in cuts for new projects and school children in recipient countries would not receive school meals and related assistance to gain greater literacy, food security, and nutrition.

**GEOGRAPHIC BREAKDOWN OF OBLIGATIONS AND FTE****Table FAS-26. Geographic Breakdown of Obligations and FTE (thousands of dollars, FTE)**

State/Territory/Country	2019		2020		2021		2022	
	Actual	FTE	Actual	FTE	Enacted	FTE	Budget	FTE
District of Columbia	216,635	18	23,418	20	489,835	20	230,092	20
Other Countries	17	-	3	-	40	-	20	-
Kenya	5	-	1	-	-	-	-	-
Senegal	3	-	2	-	-	-	-	-
Tanzania	7	-	-	-	-	-	-	-
Uzbekistan	2	-	-	-	-	-	-	-
Obligations	216,652	18	23,421	20	489,875	20	230,112	20
Bal. Available, EOY	43,780		259,875					
Total, Available	260,432	18	283,296	20	489,875	20	230,112	20

**CLASSIFICATION BY OBJECTS****Table FAS-27. Classification by Objects (thousands of dollars)**

Item No.	Item	2019 Actual	2020 Actual	2021 Estimate	2022 Budget
	Personnel Compensation:				
	Washington D.C.	\$1,884	\$2,115	\$2,136	\$2,194
11	Total personnel compensation	1,884	2,115	2,136	2,194
12	Personal benefits	592	716	730	750
	Total, personnel comp. and benefits	2,476	2,831	2,866	2,944
	Other Objects:				
21.0	Travel and transportation of persons	121	101	100	100
41.0	Grants, subsidies, and contributions	214,055	20,489	486,909	227,068
	Total, Other Objects	214,176	20,590	487,009	227,168
99.9	Total, new obligations*	216,652	23,421	489,875	230,112
	Position Data:				
	Average Salary (dollars), GS Position	\$104,886	\$114,039	\$115,692	\$118,815
	Average Grade, GS Position	13.0	13.6	13.4	13.6

**ACCOUNT 4: CCC EXPORT CREDIT GUARANTEE PROGRAMS**

**PURPOSE STATEMENT**

The Export Credit Guarantee program provides credit guarantees to encourage financing of commercial exports of U.S. agricultural products. By reducing financial risk to lenders, credit guarantees encourage exports to buyers in countries – mainly developing countries – that have sufficient financial strength to have foreign exchange available for scheduled payments.

**APPROPRIATIONS LANGUAGE**

The appropriations language follows (new language underscored; deleted matter enclosed in brackets):

- 1 For administrative expenses to carry out the Commodity Credit Corporation’s Export Guarantee Program,
- 2 GSM 102 and GSM 103, [~~\$6,381,000~~]\$6,063,000; to cover common overhead expenses as permitted by
- 3 section 11 of the Commodity Credit Corporation Charter Act and in conformity with the Federal Credit
- 4 Reform Act of 1990, [of] which [~~\$6,063,000~~] shall be transferred to and merged with the appropriation for
- 5 “Foreign Agricultural Service, Salaries and Expenses”~~], and of which \$318,000 shall be transferred to and~~
- 6 merged with the appropriation for “Farm Production and Conservation Business Center, Salaries and
- 7 Expenses”]

**Change Description**

The second and third change (line 4) and the fourth change (lines 5, 6, and 7) delete the transfer to the Business Center. Rather than a transfer, the Budget requests a direct appropriation for the Business Center as it provides services associated with CCC Export Loan Programs.

**LEAD-OFF TABULAR STATEMENT**

***Table FAS-28. Lead-Off Tabular Statement (In dollars)***

<u>Item</u>	<u>Amount</u>
2021 Enacted	\$6,381,000
Change in Appropriation	<u>-318,000</u>
Budget Estimate, 2022	<u><u>6,063,000</u></u>

**PROJECT STATEMENT**

*Table FAS-29. Project Statement (thousands of dollars, FTE)*

Item	2019 Program Level	2019 BA Actual	2020 Program Level	2020 BA Actual	2021 Program Level	2021 BA Enacted	Inc. or Dec. PL	Inc. or Dec.	Chg Key	2022 Program Level	2022 BA Budget
Discretionary Appropriations:											
FSA Administrative Expenses	-	2,463		318	-	318		-318	(1)		-
FAS Administrative Expenses	-	6,382		6,063	-	6,063		-			6,063
Subtotal.....	-	8,845	-	6,381	-	6,381	-	-318		-	6,063
Mandatory Loan Level:											
GSM-102.....	2,024,007	-	2,224,383	-	5,000,000	-		-		5,000,000	-
Facilities.....	-	-	-	-	500,000	-		-		500,000	-
Subtotal.....	2,024,007	-	2,224,383	-	5,500,000	-	-	-		5,500,000	-
Total Adjusted Approp.....	2,024,007	8,845	2,224,383	6,381	5,500,000	6,381	-	-318	-	5,500,000	6,063
Add back:.....											
Total Appropriation.....	2,024,007	8,845	2,224,383	6,381	5,500,000	6,381	-	-318	-	5,500,000	6,063
Total Available.....	2,024,007	8,845	2,224,383	6,381	5,500,000	6,381	-	-318	-	5,500,000	6,063
Total Commitments/Obligations...	2,024,007	8,845	2,224,383	6,381	5,500,000	6,381	-	-318	-	5,500,000	6,063

**Table FAS-30. Project Statement (thousands of dollars, FTE)**

Item	2019 Program Level	2019 BA Actual	2020 Program Level	2020 BA Actual	2021 Program Level	2021 BA Enacted	Inc. or Dec. PL	Inc. or Dec.	Chg Key	2022 Program Level	2022 BA Budget
Discretionary Obligations:											
FSA Administrative Expenses		2,463		318		318		-318	(1)		-
FAS Administrative Expenses		6,382		6,063		6,063		-			6,063
Subtotal Disc Obligations.....	-	8,845	-	6,381	-	6,381	-	-318		-	6,063
Mandatory Loan Level:											
GSM-102.....	2,024,007	-	2,224,383	-	5,000,000	-	-	-		5,000,000	-
Facilities.....	-	-	-	-	500,000	-	-	-		500,000	-
Subtotal Mand Obligations..	2,024,007	-	2,224,383	-	5,500,000	-	-	-		5,500,000	-
Total Obligations.....	2,024,007	8,845	2,224,383	6,381	5,500,000	6,381	-	-318		5,500,000	6,063
Add back:.....	-	-									
Total Available.....	2,024,007	8,845	2,224,383	6,381	5,500,000	6,381	-	-318		5,500,000	6,063
Total Appropriation.....	2,024,007	8,845	2,224,383	6,381	5,500,000	6,381	-	-318		5,500,000	6,063

**JUSTIFICATION OF INCREASES AND DECREASES**

- 1.) A decrease of \$318,000 for FSA Administrative Expenses (\$318,000 available in 2021): The decrease in funding reflects a transfer of FSA Administrative Expenses to the FPAC Business Center as a direct appropriation.

**GEOGRAPHIC BREAKDOWN OF LOAN LEVEL***Table FAS-31. GSM-102 Geographic Breakdown of Obligations and FTE (thousands of dollars, FTE)*

<b>State/Territory/Country</b>	<b>2019 Actual</b>	<b>2020 Actual</b>	<b>2021 Enacted</b>	<b>2022 Budget</b>
Armenia	-	12,954	21,000	17,000
Azerbaijan	-	-	21,000	-
Bangladesh	-	-	-	44,000
Brazil	408,879	426,584	806,000	774,000
Chile	6,817	9,924	20,000	19,000
China	-	-	21,000	-
Colombia	64,955	152,978	129,000	252,000
Costa Rica	36,179	49,795	104,000	106,000
Dominican Republic	25,218	24,428	71,000	68,000
Ecuador	-	-	-	44,000
Egypt	4,663	-	27,000	3,000
El Salvador	52,431	43,996	107,000	95,000
Georgia	-	-	21,000	44,000
Ghana	-	-	21,000	-
Guatemala	406,110	411,636	832,000	856,000
Honduras	18,359	54,723	33,000	80,000
India	-	-	21,000	43,000
Indonesia	-	-	21,000	43,000
Jordan	-	-	21,000	43,000
Kenya	-	-	31,000	11,000
Korea, South	107,177	154,996	320,000	280,000
Lebanon	-	-	21,000	-
Mauritius	-	-	21,000	-
Mexico	-	-	21,000	88,000
Mongolia	36,532	18,944	101,000	58,000
Nigeria	79,295	84,274	175,000	224,000
Panama	690,699	746,197	1,530,000	1,473,000
Paraguay	16,366	3,191	66,000	24,000
Peru	-	-	21,000	44,000
Philippines	-	-	27,000	88,000
Qatar	-	6,930	21,000	9,000
Senegal	-	-	21,000	-
South Africa	-	-	6,000	2,000
Suriname	-	-	21,000	-
Turkey	70,327	12,765	269,000	112,000
United Arab Emirates	-	10,068	21,000	12,000
Vietnam	-	-	10,000	44,000
Loan Level	2,024,007	2,224,383	5,000,000	5,000,000

**Table FAS-32. Facilities Geographic Breakdown of Loan Level**

State/Territory/Country	2019 Actual	2020 Actual	2021	
			Enacted	2022 Budget
Chile	-	-	80,000	80,000
China	-	-	80,000	-
Egypt	-	-	50,000	-
El Salvador	-	-	80,000	80,000
Guatemala	-	-	80,000	80,000
Guyana	-	-	-	50,000
Indonesia	-	-	-	80,000
Pakistan	-	-	50,000	-
Suriname	-	-	-	50,000
United Arab Emirates	-	-	80,000	80,000
Loan Level	-	-	500,000	500,000

**CLASSIFICATION BY OBJECTS****Table FAS-33. Classification by Objects (thousands of dollars)**

Item No.	Item	2019 Actual	2020 Actual	2021 Enacted	2022 Budget
Personnel Compensation:					
25	Other contractual services	-	-	-	-
25.3	Other goods and services from Federal sources	8,845	6,381	6,381	6,063
	Total, Other Objects	8,845	6,381	6,381	6,063
99.9	Total, new obligations	8,845	6,381	6,381	6,063

**AGENCY-WIDE PERFORMANCE AND EVALUATION****SUMMARY OF PERFORMANCE**

The Foreign Agricultural Service (FAS) is the lead U.S. agency tasked with promoting exports of U.S. agricultural products through market intelligence, trade policy, trade capacity building, and trade promotion programs. In concert, these capabilities allow FAS to engage foreign markets all along the market development spectrum – from developing economies to mature markets – facilitating an environment for trade growth opportunities for U.S. agriculture. FAS achieves its mission through relationship-building, including long-standing partnerships and collaboration with the U.S. agricultural industry, other U.S. Government agencies, and non-governmental organizations as well as with international partners, including foreign governments, international organizations, and international agriculture associations. To create more opportunity for trade, FAS’s work creates market access through many activities, including participating in international negotiations, encouraging the establishment science-based standards, and implementing marketing and capacity-building programs. This work is carried out by staff in Washington, D.C., as well as a global network of nearly 100 offices covering more than 170 countries.

FAS has four strategic goals and two strategic objectives that contribute to one Strategic Objective within the Department’s Strategic Plan. The following table summarizes the results for the Departmental Key Performance Indicators (KPIs) for which FAS is responsible.

**Table FAS- 34. (Value of Foreign Agricultural Exports and Trade Preserved)**

Strategic Objective		FY 16	FY 17	FY 18	FY 19	FY 20*	FY 21	FY 22
3.1								
Value of agricultural exports resulting from participation in foreign agricultural trade shows and trade missions (Billions)	Results	1.28	2.35	2.13	2.20	1.16		
	Target	1.55	1.56	1.78	1.75	2.13	1.75	2.13
	Status	Unmet	Exceed	Exceed	Exceed	Unmet	TBD	TBD

\*This KPI is unmet due to the cancelation of activities due to the Global COVID-19 pandemic.

Strategic Objective		FY 16	FY 17	FY 18	FY 19	FY 20	FY 21	FY 22
3.2								
Value of trade preserved through resolution of foreign market access issues such as U.S. export detention, restrictive SPS & TBT issues, and trade regulations (Billions)	Results	5.00	7.50	12.80	2.50	7.67		
	Target	4.10	4.10	4.00	5.50	6.00	6.10	6.10
	Status	Exceed	Exceed	Exceed	Unmet	Met	TBD	TBD

FAS continues to support the monitoring of completed trade agreements and bilateral trade remedies, including the China Phase One Agreement, USMCA, and Japan Agreement. FAS anticipates concluding trade agreements with the United Kingdom and Kenya, in 2022, further expanding export opportunities for U.S. agriculture. FAS also implements trade programs that include the Market Access Program and Foreign Market Development Program, as well as \$300 million in additional programs, under the Agricultural Trade Promotion (ATP) program. Despite a reduced schedule of trade show and direct marketing outreach through Agricultural Trade Missions (ATM) due to the COVID-19 global pandemic, FAS anticipates a more robust schedule of activities, further supported by the new virtual trade event platform implemented in 2020.

Overseas markets remain vital to U.S. farmers. For many agricultural products, a significant portion (one-third or higher) of domestic production (on a volume basis) is exported. Exports are an important source of income for food processing companies, packaging materials companies, transportation, and other related industries. The fiscal year 2021 agricultural exports are forecast at \$157.0 billion, up \$21.3 billion from last year.

### **Progress Toward the Achievement of Strategic Objectives FY 2021**

- USDA has engaged with global trading partners to open and retain markets for U.S. agriculture.
- Defended U.S. interests against anti-dumping and countervailing duty actions by Peru against U.S. corn, preserving a market valued at \$0.5B.
- Renegotiated a dairy certificate with Japan following changes to Japan’s domestic regulations, preserving a market valued at nearly \$0.3B. Persuaded Japan to limit restrictions on U.S. corn following a maximum residue level (MRL) detection, retaining access for \$0.2B in non-genetically modified varieties that would not have been treated with the identified chemical.
- Protected a continuation of the current accreditation for pork and beef exports to the Philippines following that government’s announcement proposing changes to the terms of the access agreement that would have effectively closed the market to nearly \$0.2B in U.S. beef and pork exports.
- Secured Ecuador’s tariff exemption extension for wheat and soybean meal imports for five years, preserving competitive access for nearly \$0.2B in wheat and soybean meal.
- Negotiated an agreement with South Korea guaranteeing market access for more than \$0.1B in annual U.S. rice exports.
- Collaborated with USTR, U.S. industry, and other trading partners to persuade Saudi Arabia to withdraw non-science-based proposed regulations setting extremely low limits on the amount of added sugar in all processed food and beverages, preserving a market valued at \$0.1B
- Responding to the COVID-19 global pandemic, FAS held its first-ever virtual trade show events, including one that linked U.S. pet food sellers with buyer in China and Hong Kong.
- Despite the COVID-19 pandemic, FAS held six virtual trade events with \$19.75 million in projected 12-month sales.

### **Expected Progress at the 2022 Proposed Resource Level**

- FAS will support the Administration’s trade agenda, including negotiations on free trade agreements (FTA), including monitoring and enforcement of existing FTAs.
- FAS will engage in the development of trade rules and policy related to climate change and sustainability that advance the common vision of agricultural and food systems that are economically, socially, and environmentally sustainable by engaging and influencing outcomes in International Organizations.
- FAS will continue to pursue strengthened engagement with international organizations to make substantive progress on long-term objectives, including on science-based regulation of veterinary drugs; innovative agricultural production methods; creation of CODEX-consistent science-based regulations and standards; and promotion of the tracking and notification of new and amended standards and regulations through the SPS and TBT Committees of the WTO.

- In 2022, FAS anticipates supporting 23 trade shows and leading 5-7 trade missions, following the global pandemic.
- FAS will also continue implementation of its regional European Union and Africa strategies.