

# U.S. Food and Agriculture Dialogue for Trade

April 5, 2021

The Honorable Katherine C. Tai  
U.S. Trade Representative  
600 17th Street, NW  
Washington, D.C. 20508

Dear Ambassador Tai,

We write to express our robust appreciation and support for the U.S.-China Phase One Trade Agreement and a continuation of work to maintain access to the Chinese market for U.S. food and agriculture exports. We have attached information compiled by the U.S. Food and Agriculture Dialogue for Trade (Dialogue) to demonstrate the importance of the Agreement and access to the China market. Over 200 companies and associations across the American food and agriculture supply chain participate in the Dialogue. Most every facet of our nation's food and agriculture economy --from farm to consumer -- is party to the Dialogue.

The U.S.-China Phase One Trade Agreement is critical to both the near and longer term success and growth of American agriculture—and the millions of American jobs the agricultural sector sustains. While some segments of U.S. agriculture, such as producers of horticultural products, continue to be hurt by China's retaliatory tariffs, U.S. food and agricultural exports to China in 2020 were the largest in history, nearly \$26.5 billion, comprising 18% of total U.S. agricultural exports. These exports support 2.3 million jobs in the U.S. agricultural sector. Over the next decades, our sector's exports to China are only projected to grow. At this especially challenging time, America needs its greatest export market for food and agricultural products. A summary of some of the significant positive impacts and opportunities resulting from the Phase One Trade Agreement with China is attached.


We recognize that the U.S.-China bilateral relationship is complex and multifaceted, and that many factors need to be considered as the United States crafts its foreign policy towards China. We appreciate your efforts to preserve the key provisions of this historic trade Agreement—particularly those within Chapter 3, which have addressed numerous long time technical and other barriers to trade that American agriculture exporters have faced for years in China.

The implementation of this Agreement comes at a key moment. China has emerged as the world's second largest economy with a rapidly growing middle class that will continue to increase its levels of disposable income and desire for improved diets. With China's domestic production constraints and increasing demand from its consumers for high-quality and safe food and agricultural products, China represents unprecedented export opportunities for America's farmers, ranchers, food industry workers, food processors, manufacturers, and exporters. These export opportunities provide a mechanism to increase employment in our industries, and to bolster further economic activity throughout the supply chain—including through manufacturing, packaging, warehousing, transportation, logistics, and sustaining our vital port networks.

The critical and diverse U.S. food and agricultural industry supports more than 22 million jobs – including more manufacturing jobs than any other U.S. manufacturing sector. Our industry is the economic backbone of rural America, stimulating employment throughout the United States, including urban areas. The U.S.-China Phase One Trade Agreement acts as a foundation for prosperity of the U.S. food and agriculture sector.

We strongly encourage the continuation of this important agreement and ask for your support in ensuring its ongoing success. Please consider us to be resources to you as you seek additional information regarding the benefits of this agreement.

Sincerely,



William Westman  
Co-Chair



Lorraine Riffle Hawley  
Co-Chair

Agri Beef  
Almond Alliance of California  
American Farm Bureau Federation  
American Feed Industry Association  
American Peanut Council  
Archer Daniels Midland Company  
American Soybean Association  
Biotechnology Innovation Organization  
Cargill  
Coast Packing Company  
Corn Refiners Association  
Edge Dairy Farmer Cooperative  
International Dairy Foods Association  
Leather and Hide Council of America  
Mead Johnson Nutrition/RB  
National Association of State Departments of Agriculture  
National Corn Growers Association  
National Cotton Council  
National Council of Farmer Cooperatives  
National Fisheries Institute  
National Milk Producers Federation  
National Grain and Feed Association  
National Oilseeds Processors Association  
National Turkey Federation

North American Export Grain Association  
North American Meat Institute  
North Dakota Grain Growers Association  
Pet Food Institute  
Seaboard Foods  
U.S. Dairy Export Council  
U.S. Durum Growers Association  
U.S. Grains Council  
U.S. Meat Export Federation  
U.S. Wheat Associates  
USA Poultry and Egg Export Council  
USA Rice Federation

Attachment

# U.S. Food and Agriculture Dialogue for Trade

April 5, 2021

The Honorable Tom Vilsack  
Secretary of Agriculture  
U.S. Department of Agriculture  
1400 Independence Avenue, SW  
Washington, D.C. 20250

Dear Secretary Vilsack,

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National Grain and Feed Association  
National Oilseeds Processors Association  
National Turkey Federation

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North American Meat Institute  
North Dakota Grain Growers Association  
Pet Food Institute  
Seaboard Foods  
U.S. Dairy Export Council  
U.S. Durum Growers Association  
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