



United States Department of Agriculture

USDA Accomplishments 2009-2011

Secretary Tom Vilsack

Trade

Agriculture is one of the brightest spots in our economy, and the American brand of agriculture is surging in popularity worldwide. Farm exports in fiscal year 2011 reached a record high of \$137.4 billion—exceeding past highs by \$22.5 billion—and supported 1.15 million jobs here at home. Furthermore, agriculture continues to bolster our nation's economy by contributing a trade surplus year after year. This year, that surplus hit a record \$42.7 billion.

- In 2009, through President Obama's National Export Initiative, USDA announced a roadmap to help achieve the President's goal of doubling all U.S. exports by 2014. We are expanding markets for American goods abroad, working aggressively to break down barriers to trade, and assisting U.S. businesses with the resources needed to reach consumers around the world.
- USDA worked with the United State Trade Representative (USTR), the Department of Commerce, the White House, Congress and stakeholders to gain approval for new trade agreements with Panama, Colombia, and South Korea. Upon full implementation these agreements will result in an estimated \$2.3 billion in additional agricultural trade in 2012 and beyond, and support nearly 20,000 domestic jobs.
- Over three years, USDA has helped approximately 70 U.S. agricultural organizations expand commercial export markets for their goods through two international market development programs. An independent study suggests that these investments provide a 35-to-1 return, supporting more than \$23 billion in agricultural exports.
- In the past year alone USDA resolved numerous sanitary, phytosanitary and technical barriers to trade, including gaining Indonesia's approval of new varieties of biotech corn and soy, achieving less restrictive beef agreements with Chile and Egypt, reopening the Algerian market to U.S. dairy products, maintaining U.S. eligibility to ship plant products to Vietnam, persuading Saudi Arabia to remove a ban on food coloring, and opening the Western Australian market to U.S. cherries.

- Over three years, more than 1,000 U.S. companies and organizations – about 70 percent of them small and medium sized businesses – participated in 87 USDA-endorsed trade shows in 20 countries. On-site sales totaled more than \$350 million and 12-month projected sales reported by exhibitors were estimated at more than \$2.7 billion. The companies made over 42,000 business contacts and displayed nearly 20,000 new products in various markets on all continents.
- Over three years, USDA led more than 100 U.S. agribusinesses on agricultural trade missions to Peru, Indonesia, Vietnam, Iraq, Georgia, Colombia, Panama and the Philippines. These businesses reported on-the-spot sales of \$25 million. That number will grow exponentially over the next several years as a direct result of the partnerships forged and contacts made during USDA trade missions.
- Over three years, FAS commented on nearly 900 measures proposed by foreign governments that, if implemented, would have significantly affected U.S. exports, and/or violated a major WTO commitment. Through the comment process, USDA not only alerts exporters to expected changes in foreign regulations, but also influences their development to minimize the impact on U.S. exports

To learn more about USDA and our work for American people, visit us at www.USDA.gov or follow us on Twitter at @USDA

USDA is an equal opportunity provider and employer.