



United States Department of Agriculture

USDA Accomplishments 2009-2012

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. Fiscal years 2009-2012 represent the strongest four years in history for agricultural trade, with U.S. agricultural product exports exceeding \$478 billion over these four years.
- Agricultural exports in fiscal year 2012 reached \$135.8 billion, the second-highest level on record, and supported over 1 million jobs here at home. Furthermore, agriculture continues to bolster our nation's economy by contributing a trade surplus year after year. In FY 2012, that surplus was \$32.4 billion.
- 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 Office of the U.S. Trade Representative, the Department of Commerce, the White House, Congress and industry stakeholders to gain approval for new trade agreements with Panama, Colombia, and South Korea.
- These agreements will result in an estimated \$2.3 billion in additional agricultural trade each year and support nearly 20,000 domestic jobs. Since 2009, the United States has also entered into free trade agreements with Jordan, Oman and Peru; and an organic equivalency agreement with the European Union.
- Since 2009, USDA has helped approximately 70 U.S. agricultural producer organizations – each representing hundreds or thousands of producers – expand commercial export markets for their goods through the Foreign Market Development and Market Access Programs.
- An independent study demonstrated that U.S. agricultural exports increased by \$6.1 billion as a result of the increased investment by government and industry during the 2002-09 timeframe studied. Overall, U.S. agricultural exports have increased \$35 for every additional market development dollar expended by government and industry.

- In the past year alone USDA resolved numerous sanitary, phytosanitary and technical barriers to trade. We've expanded access for Pacific Northwest apples to South Africa; Washington, Nevada and Montana chipping potatoes to Japan; beef to the United Arab Emirates and El Salvador; citrus and cherries to Korea; poultry to Macedonia; rice to Colombia; biotech papayas to Japan; frozen meat to the Philippines; organic products to the European Union; and logs to China.
- Since 2009, more than 1,000 U.S. companies and organizations – about 70 percent of them small and medium sized businesses – participated in 110 USDA-endorsed trade shows in 24 countries. On-site sales totaled more than \$485 million and 12-month projected sales reported by exhibitors were estimated at more than \$4.2 billion. The companies made over 57,500 business contacts and displayed nearly 29,100 new products in various markets on all continents.
- Since 2009, USDA has led nearly 150 U.S. agribusinesses on agricultural trade missions to China, Colombia, Georgia, Indonesia, Iraq, Panama, Peru, the Philippines, Russia and Vietnam. These businesses reported on-the-spot and short-term follow-up sales of more than \$37 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.
- USDA alerts exporters to expected changes in foreign regulations through a comment process aimed at influencing the development of foreign regulations to minimize their impact on U.S. exports.
- Over the past four years, FAS commented on more than 1200 measures proposed by foreign governments that, if implemented, would have significantly affected U.S. exports, and/or violated a major WTO commitment.

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