



# USDA Foreign Agricultural Service

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# FAS At A Glance

- FAS links U.S. agriculture to the world to enhance export opportunities and global food security
- The eyes, ears, and voice for U.S. agriculture around the world
- Small agency with a global footprint
  - 1200 employees
  - Headquartered in Washington, DC
  - 96 foreign offices covering 167 countries



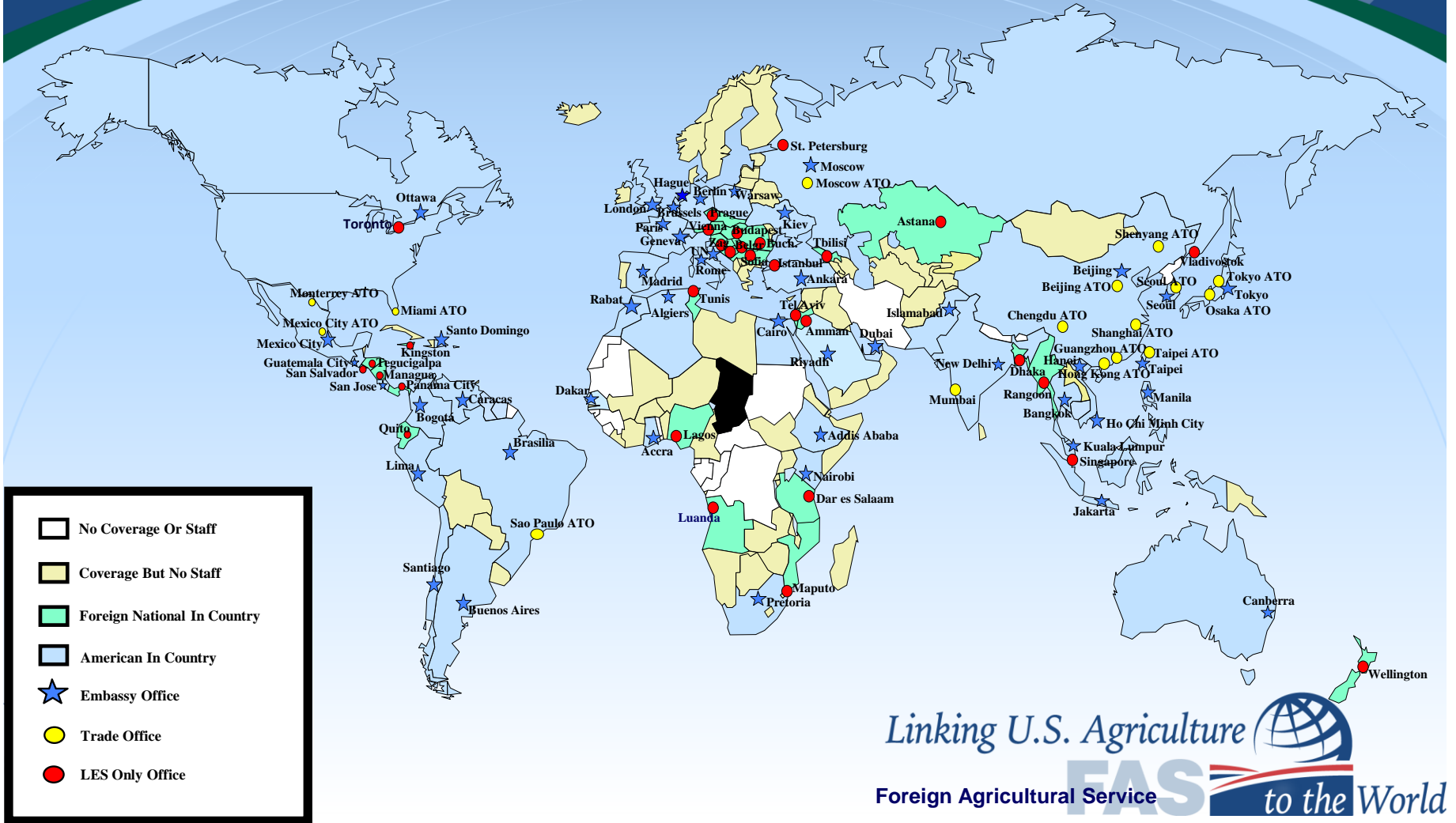


# FAS At A Glance

- 3 broad areas of focus:
  - Trade Policy
  - Trade Promotion
  - Foreign capacity-building and development
- Annual program funds
  - Up to \$5.5 billion in export credits
  - Over \$235 million in export promotion
  - Over \$200 million in development



# FAS Current Overseas Presence



Linking U.S. Agriculture  Foreign Agricultural Service **FAS**  to the World

# Global Review: Looking Ahead

## FY15/FY17: Net Forecast Changes



**Europe**  
 Close 1 office  
 (- 1 LES)  
 + 1 LES  
 +1 FSO

**W Hemisphere**  
 Open 1 office  
 + 2 FSO  
 + 7 LES

**North Asia**  
 +2 FSO  
 + 2 LES

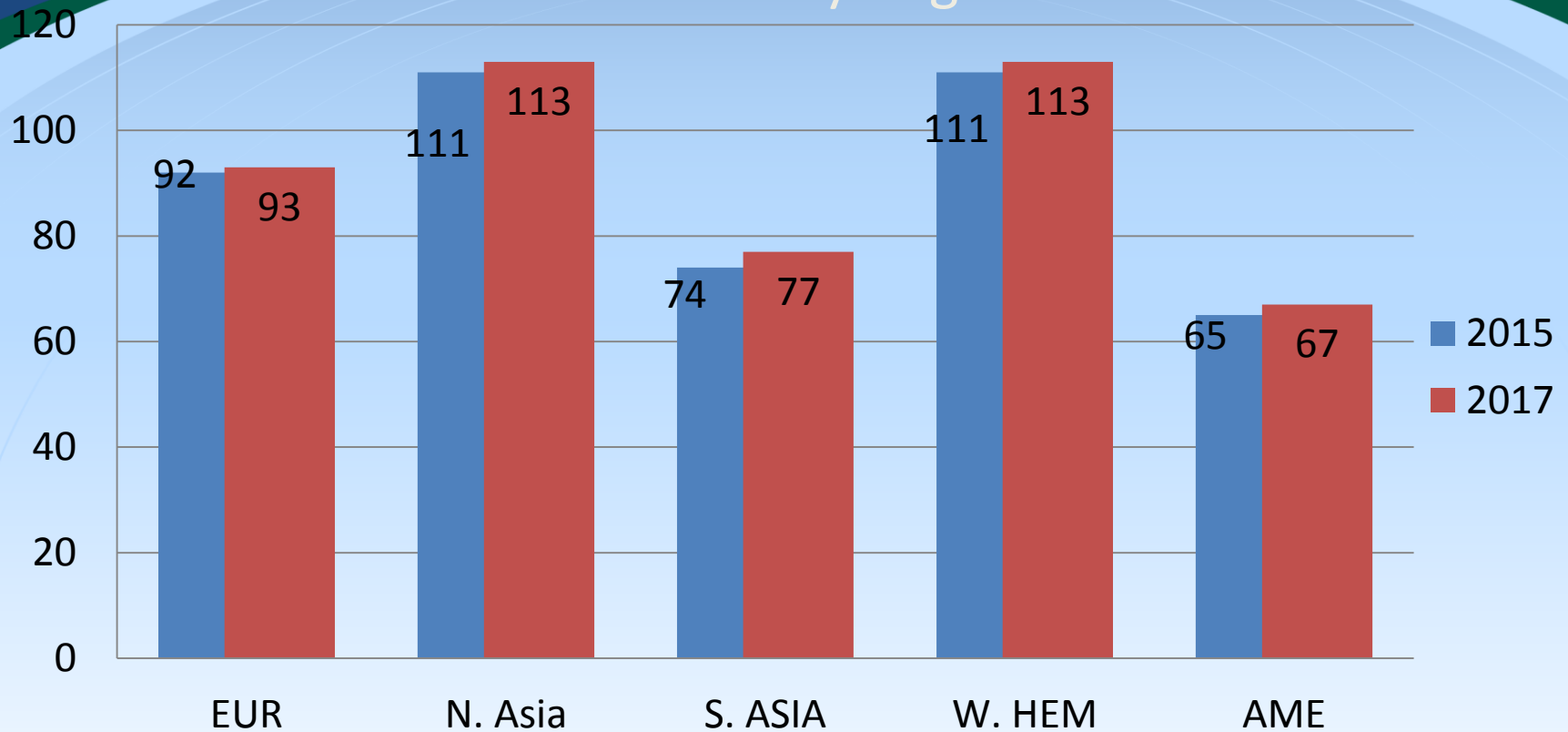
**South Asia**  
 +3 FSO  
 +2 LES

**Africa/Mid East**  
 + 2 FSO  
 +5 LES

**REGIONAL COVERAGE**

-  EUROPE
-  NORTH ASIA
-  ASIA SOUTH ASIA
-  AFRICA/ MID EAST
-  WESTERN HEMISPHERE
-  NO COUNTRY COVERAGE

# Global Review: FY 15-FY17 Years Combined FSO and LES Projected Resources by Region

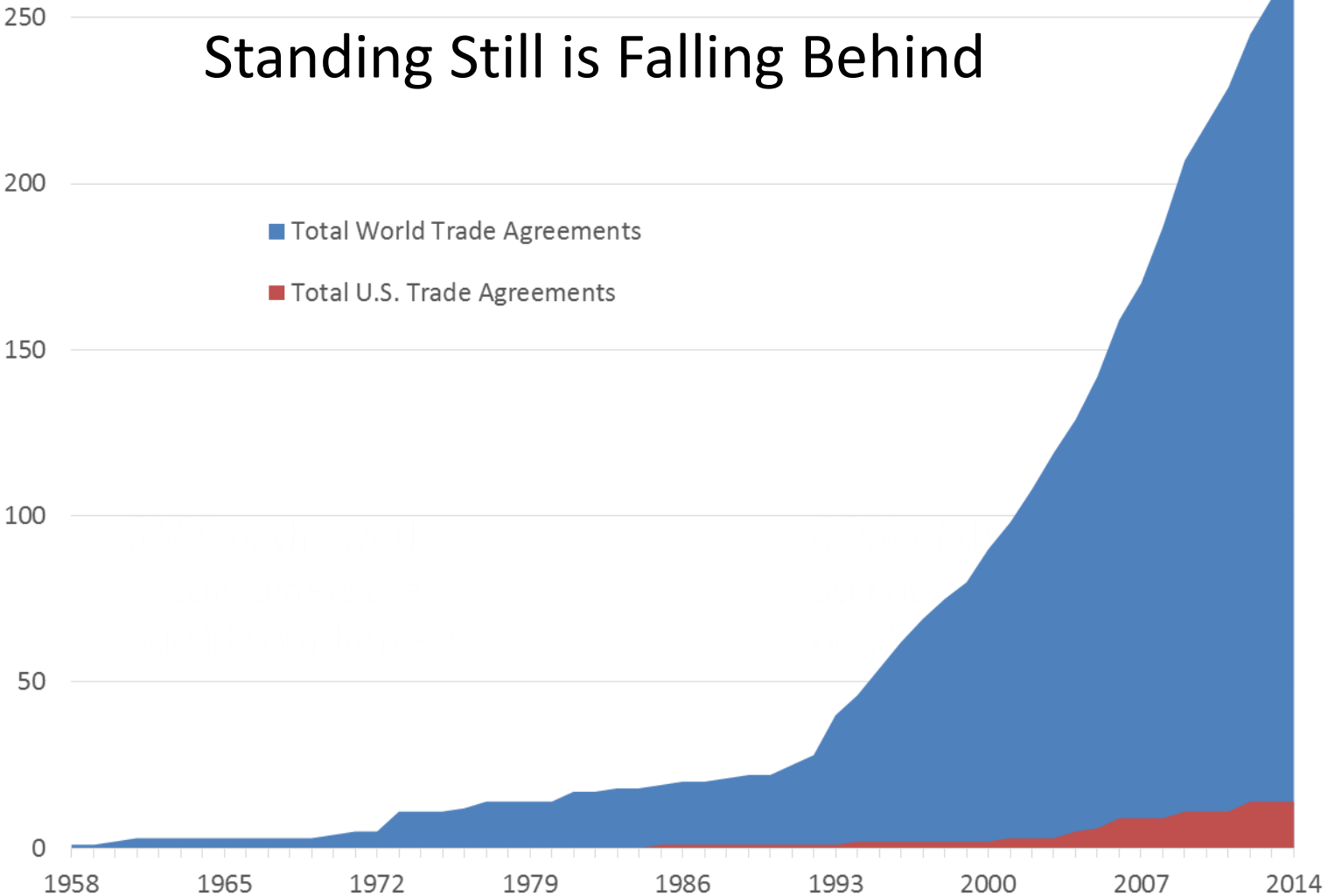




# Why is TPP important?

- More than 95% of consumers outside the US
- 80% of world's purchasing power is outside the US
- Exports provide roughly 20% of US farm income

# Standing Still is Falling Behind



Source: WTO



# TPP – Agriculture Outcomes

- TPP is a major win for the U.S. agriculture industry.
- A comprehensive agreement that includes trade liberalization for every agricultural product, without exception, including tariff elimination or significant new duty-free access in Japan, Vietnam and Malaysia, New Zealand, and Brunei and important new access in the Canadian market for dairy, poultry and eggs.
- New rules to strengthen the operation of Sanitary and Phytosanitary (SPS) issues, geographical indications, and Technical Barriers to Trade (TBT) rules.



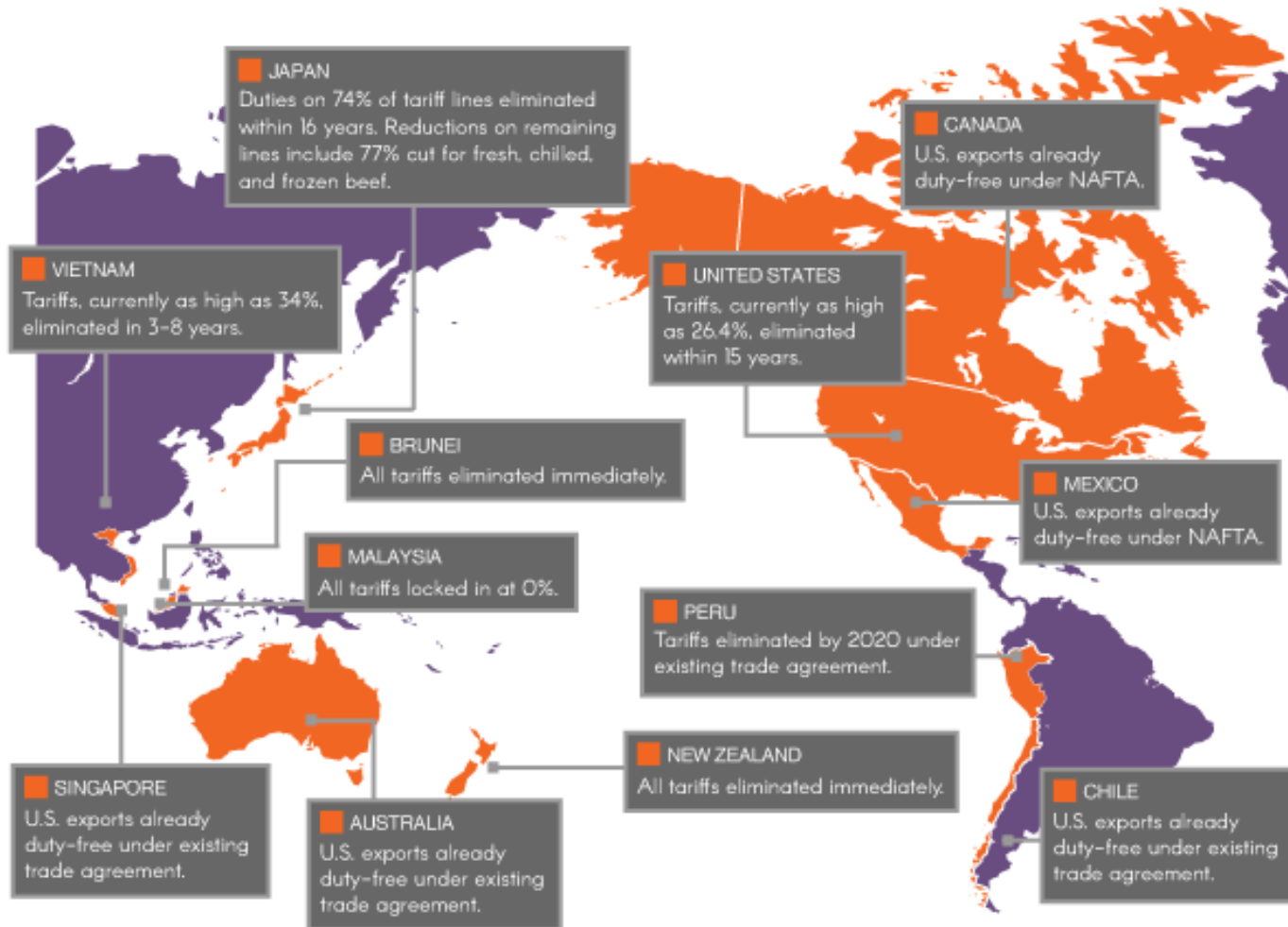


# TPP – Beef, Pork, Poultry

- US beef exports to Japan – our largest foreign market for beef – were over \$1.6 billion in 2014. Under TPP, Japan will eliminate duties on 74% of its beef tariff lines within 15 years, and cut all remaining tariff lines
- Japan accounts for almost \$2 billion in pork exports in 2014 – about 1/3 of US pork exports. Under TPP, Japan will eliminate 80% of its pork tariffs in 11 years, and make steep cuts in the rest.
- US poultry exports to TPP countries were \$2.7 billion in 2014. Under TPP, Vietnam's tariffs, currently as high as 40%, will be eliminated within 13 years, and Japan's tariffs will also be eliminated within 6-13 years.

# Trans-Pacific Partnership (TPP) BEEF AND BEEF PRODUCTS

The Trans-Pacific Partnership (TPP) will provide significant new market opportunities for U.S. exporters, promoting economic growth in 11 countries across the Asia-Pacific region and expanding demand for U.S. food and agricultural products among nearly 500 million consumers outside the United States.



U.S. Beef Exports, 2014  
Total = \$7.1 billion



Source: USDA - FAS GATS

The TPP strengthens trade rules and provides new market access for U.S. agricultural exports to Japan, Malaysia, Vietnam, New Zealand, and Brunei.

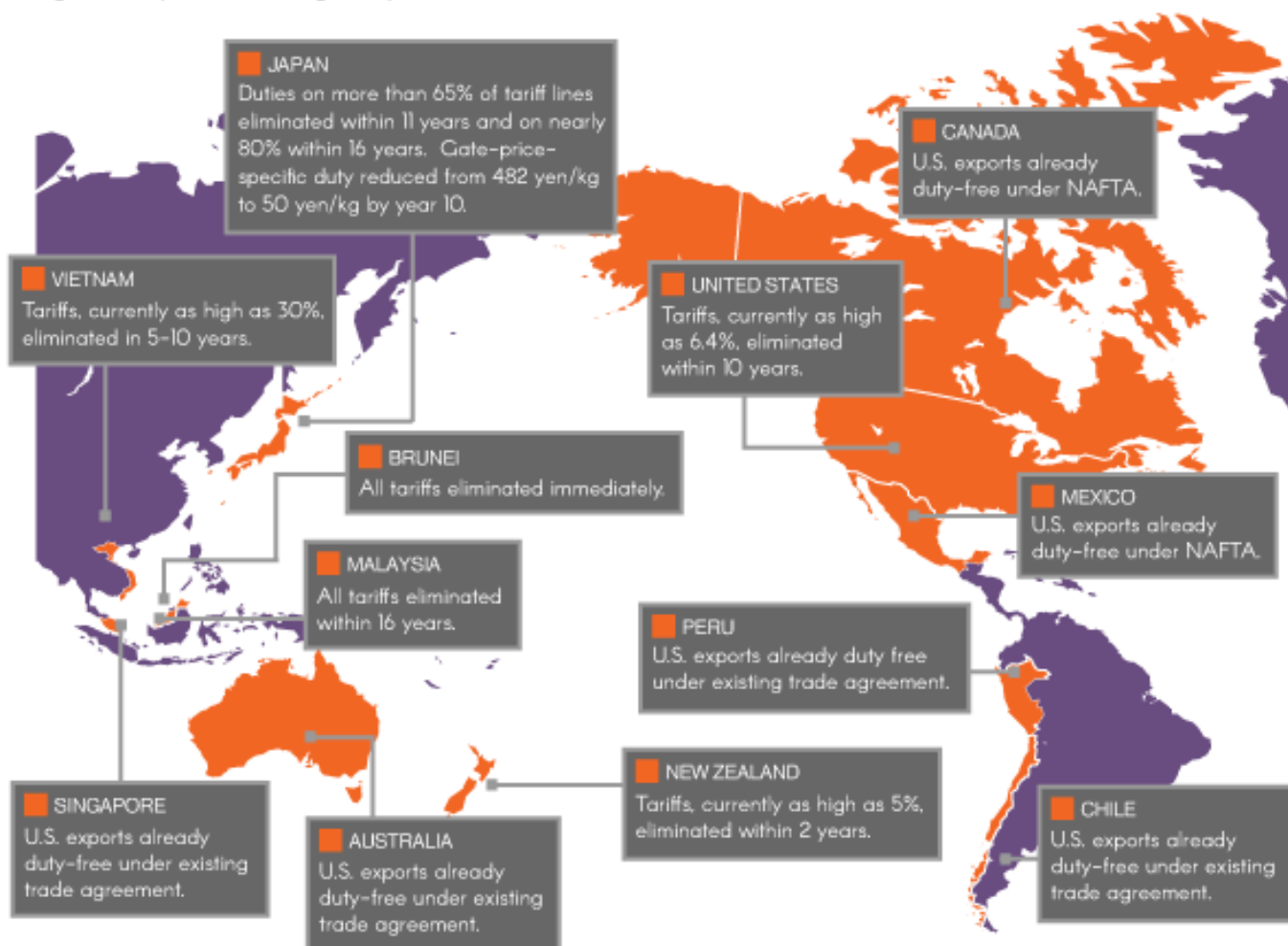
### Top Cattle-Producing States

1. Texas
2. Kansas
3. Nebraska
4. Iowa
5. Colorado
6. Oklahoma
7. California
8. South Dakota
9. Missouri
10. Idaho

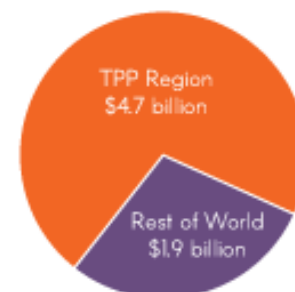
Source: USDA - NASS, 2012 Census of Agriculture

# Trans-Pacific Partnership (TPP) PORK AND PORK PRODUCTS

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U.S. Pork Exports, 2014  
Total = \$6.6 billion



Source: USDA - FAS/GATS

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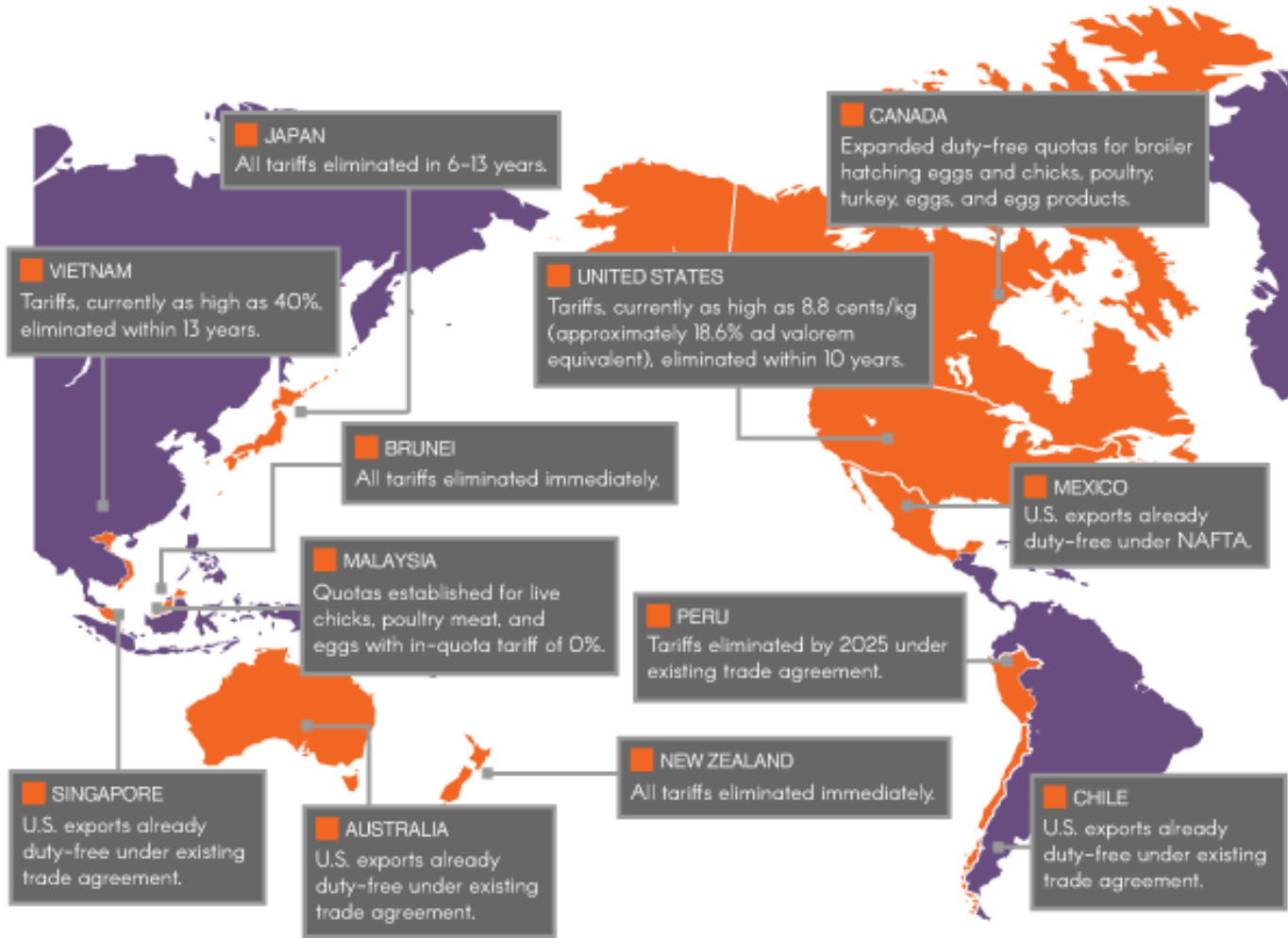
### Top Hog-Producing States

1. Iowa
2. North Carolina
3. Minnesota
4. Illinois
5. Indiana
6. Nebraska
7. Missouri
8. Ohio
9. Kansas
10. Oklahoma

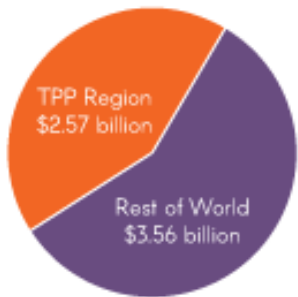
Source: USDA - NASS, 2012 Census of Agriculture

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U.S. Poultry Exports, 2014  
Total = \$6.1 billion



Source: USDA - FAS/GATS

The TPP strengthens trade rules and provides new market access for U.S. agricultural exports to Japan, Malaysia, Vietnam, New Zealand, and Brunei.

### Top Poultry and Egg-Producing States

1. North Carolina
2. Georgia
3. Arkansas
4. Alabama
5. Mississippi
6. Texas
7. California
8. South Carolina
9. Missouri
10. Pennsylvania

Source: USDA - NASS, 2012 Census of Agriculture

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# California

Trans-Pacific Partnership (TPP)

The Trans-Pacific Partnership (TPP) will boost demand for U.S. farm and food products among nearly 500 million consumers in 11 countries across the Asia-Pacific region. By reducing tariffs and opening new markets for American agricultural products, the TPP will help increase farm income, generate rural economic activity, and support local jobs.

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# Maryland

Trans-Pacific Partnership (TPP)

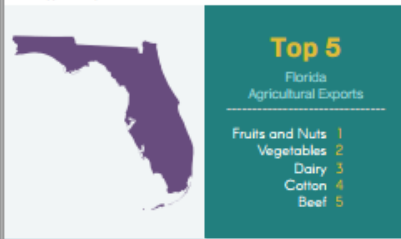
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# Florida

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**30,300**  
Florida jobs supported by agricultural exports

**\$4 billion**  
Annual value of Florida agricultural exports

Source: USDA-ERS 2012 State Export Data

- TPP Highlights**
- Fruits**  
Japan, Malaysia, and Vietnam will eliminate tariffs on all fresh and processed fruits, including citrus.
  - Tree Nuts**  
Japan, Malaysia, and Vietnam will eliminate tariffs on all tree nuts, including almonds, pecans, macadamia nuts, and walnuts.
  - Vegetables**  
Malaysia and Vietnam will immediately eliminate all tariffs, and Japan nearly all tariffs, on fresh and processed vegetables. All three countries will eliminate tariffs on potatoes and potato products.
  - Dairy**  
Japan will eliminate tariffs on cheese and whey and create tariff-rate quotas (TRQs) for whey, butter, milk powder, and evaporated and condensed milk. Malaysia and Vietnam will eliminate tariffs on dairy products. Canada will eliminate tariffs on whey and create TRQs for cheese, fluid milk, butter and other products.

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# Trans-Pacific Partnership (TPP) COTTON

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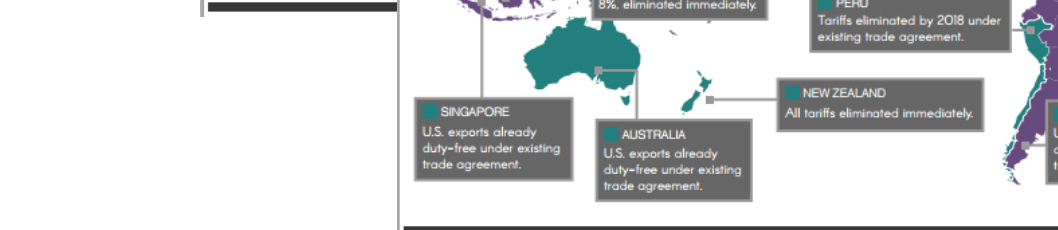
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# Trans-Pacific Partnership (TPP) CORN AND CORN PRODUCTS

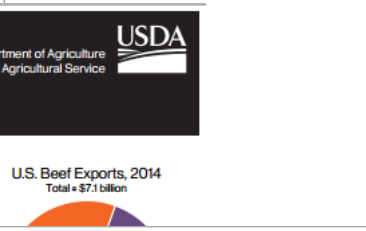
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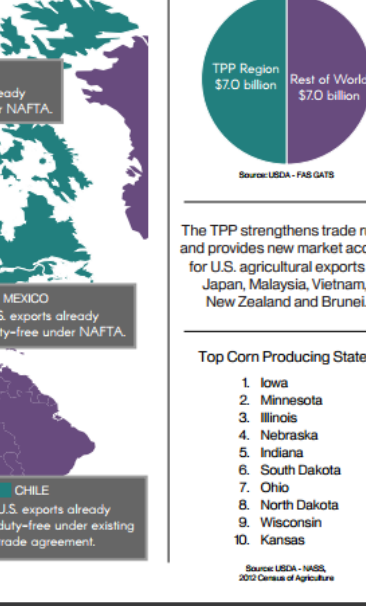
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- Top Corn Producing States**
- Iowa
  - Minnesota
  - Illinois
  - Nebraska
  - Indiana
  - South Dakota
  - Ohio
  - North Dakota
  - Wisconsin
  - Kansas
- Source: USDA - NASS, 2012 Census of Agriculture



[www.fas.usda.gov/tpp](http://www.fas.usda.gov/tpp)





# TPP: Next steps

Legal scrub and public release of text

Congressional notification of “intent”

Trade Advisory committee reports

Congressional debate and vote under TPA

Influence of US agriculture: 150 of 218 votes for TPA  
came from agriculturally oriented districts





“This historic trade deal [will] benefit farmers, ranchers and all those who **live, work and raise families** in rural communities. **Failing to grasp this opportunity would be a mistake.**”

— Agriculture Secretary Tom Vilsack

