



USDA and the Foreign Agricultural Service Facilitating Trade Through Industry Partnerships



Who We Are

Who We Are



USDA's Foreign Agricultural Service

- Chartered in 1953
- Part of USDA's Farm and Foreign Agricultural Services (FFAS) mission area

Who We Are



USDA's Foreign Agricultural Service

- Joining with the agricultural community in promoting the prosperity of the U.S. food and agriculture sector
- Shares mission area with sister agencies Farm Service Agency (FSA) and Risk Management Agency (RMA)

Who We Are

USDA's Foreign Agricultural Service

- A small agency with a global mission and a global presence
- Agency budget of \$135 million supports USDA programs worth \$6.5 billion

Who We Are

USDA's Foreign Agricultural Service

- Staff include about 900 people: over 650 in DC and nearly 250 abroad at 80 U.S. embassies and trade offices



What We Do

What We Do

- ***Represent*** U.S. agriculture abroad to preserve, develop and expand markets for U.S. agricultural exports



What We Do

- **Market Intelligence**
- **Market Access**
- **Market Development**
- **Foreign Policy**

Market Development

Facilitating Trade through Industry Partnerships

- Past
- Present
- Future



Past

- **Marketing what we produce**

- Apples
- Wheat
- Corn



Present

Producing & marketing what customers want

- Soft drink industry
- Apples
- Meat
- Wheat
- Soybeans



Future?

**Producing & marketing what consumers want
and ...**

- Contract production
- Delivered on schedule
- Shipped and Packaged to spec
- Other?

Trends to Watch

- U.S. ag productivity: increasing 2% per year; U.S. demand only .8% per year
- 95% of consumers outside US borders
- In 20 years world will gain another 1.4 billion people – a 22% increase



Other Trends to Watch

- Growth business
- (Bio)Technology will advance
- Competition will increase
- WTO cases (Brazil cotton)
- FY 06 USDA Budget
- New Farm Bill

Final Thoughts

- Overall exports account for 28% of total ag sales
 - 72% of U.S. cotton is exported
 - 65% of U.S. almonds are exported
 - 49% of U.S. wheat is exported
 - 47% of U.S. rice is exported
 - 43% of U.S. walnuts are exported
 - 37% of U.S. soybeans are exported
 - 17% of U.S. corn is exported
 - 5% of U.S. grain/oilseed production in the form of livestock products is exported

Our customers thank you!

