

July 31, 2018

Honorable Pat Roberts  
Chairman  
Committee on Agriculture, Nutrition and Forestry  
U.S. Senate  
Washington, DC

Honorable Michael Conaway  
Chairman  
Committee on Agriculture  
U.S. House of Representatives  
Washington, DC

Honorable Debbie Stabenow  
Ranking Minority Member  
Committee on Agriculture, Nutrition and Forestry  
U.S. Senate  
Washington, DC

Honorable Collin Peterson  
Ranking Minority Member  
Committee on Agriculture  
U.S. House of Representatives  
Washington, DC

Dear Chairmen Roberts and Conaway and Ranking Minority Members Stabenow and Peterson:

As members of the Coalition to Promote U.S. Agricultural Exports, we want to thank you for your leadership as you work to resolve differences in the two versions of the reauthorized Farm Bill.

Throughout the Farm Bill deliberations, we shared our position that a significant phased-in increase in funding for the Market Access Program (MAP) to \$400 million per year and a commensurate increase in Foreign Market Development (FMD) program funding was urgently needed. We continue to believe that these increased funding levels are justified. The times and circumstances have greatly changed since MAP funding was last increased in 2006 and FMD funding in 2002.

We appreciate your strong support for these programs and your work to find a solution that maintains MAP, especially given the baseline issues that emerged. We are now facing significant adverse effects of trade policies and global retaliation that threaten overseas markets for our farm products and harm our producers and small business enterprises. Now, more than ever, greater resources are urgently needed.

These programs provide an excellent return to our agricultural industry and the American economy (see [www.agexportscount.org](http://www.agexportscount.org)). New econometric findings by Dr. Harry M. Kaiser of Cornell University, looking at just 30% of the funding, show that MAP and FMD investments directly increased jobs by 75,000 and government tax revenue by 20 to 30 times the investment.

At a minimum, we strongly urge support for the Senate level of funding of \$259.5 million annually for MAP, FMD, and other trade programs. We also greatly appreciate your work to ensure that MAP will receive no less than \$200 million annually and FMD no less than \$34.5 million annually, and that the programs will continue to operate in their current forms. We also see merit in the Senate's approach in creating a Priority Trade

Fund (\$6 million of the annual total of \$259.5 million), given the uncertain trade environment facing U.S. agriculture, as well as the ability for the Secretary of Agriculture to allocate those funds to programs that have requests that exceed available funds.

In addition, we strongly support the Senate language that authorizes such sums to be appropriated as are necessary to carry out the programs, which would give the House and Senate Appropriations Committees the ability to use discretionary funds for administrative costs. Currently, those costs come out of program funds, which for MAP and FMD totaled about \$7 million in FY 18.

In conclusion, the Coalition to Promote U.S. Agricultural Exports strongly believes that MAP and FMD have been crucial in helping to maintain and expand U.S. agricultural exports, protect American jobs, strengthen farm income and help offset the government-supported financial resources afforded our international competitors. They have helped make agriculture one of the few sectors of the American economy that provides a positive contribution to our nation's overall trade balance. Therefore, we urge you to do everything you can to increase funding for these vital agricultural export programs.

We very much appreciate this opportunity to share our views and look forward to working with you as you work through the conference process.

Sincerely,

Coalition to Promote U.S. Agricultural Exports (See attached)

cc: House-Senate Farm Bill Conferees

**COALITION TO PROMOTE U.S. AGRICULTURAL EXPORTS  
LETTER TO HOUSE-SENATE CONFEREES ON THE 2018 FARM BILL  
JULY 31, 2018**

Alaska Seafood Marketing Institute	Hardwood Federation
Almond Alliance of California	Hardwood Plywood and Veneer Association
American Cotton Shippers Association	Hardwood Manufacturers Association
American Cranberry Growers Association	Highlands County Citrus Growers Association, Inc.
American Feed Industry Association	Hop Growers of America, Inc.
American Hardwood Export Council	Idaho Grain Producers Association
American Peanut Council	Illinois Corn Growers Association
American Pistachio Growers	Kansas Association of Wheat Growers
American Quarter Horse Association	Kansas Livestock Association
American Seed Trade Association	Kentucky Thoroughbred Owners & Breeders, Inc.
American Sheep Industry Association	Leather Industries of America, Inc.
American Soybean Association	Louisiana Cotton & Grain Association
American Sweet Potato Marketing Institute	Michigan Apple Association
American Walnut Manufacturers Association	Minnesota Association of Wheat Growers
Appalachian Hardwood Manufacturers Association	Minnesota Wheat Research and Promotion Council
Blue Diamond Growers	Missouri Forest Products Association
Brewers Association	National Association of Egg Farmers
California Agricultural Export Council	National Association of State Departments of Agriculture
California Apple Commission	National Association of Wheat Growers
California Association of Wheat Growers	National Barley Growers Association
California Avocado Commission	National Cattlemen's Beef Association
California Blueberry Association	National Confectioners Association
California Blueberry Commission	National Corn Growers Association
California Cherry Export Association	National Cotton Council
California Date Commission	National Council of Farmer Cooperatives
California Dried Plum Board	National Grain and Feed Association
California Farm Bureau Federation	National Grape Cooperative Association, Inc.
California Fig Advisory Board	National Hardwood Lumber Association
California Fresh Fruit Association	National Hay Association
California Pear Growers	National Milk Producers Federation
California Raisin Marketing Board	National Oilseed Processors Association
California Strawberry Commission	National Peanut Buying Points Association
California Table Grape Commission	National Pork Producers Council
California Walnut Commission	National Potato Council
California Wheat Commission	National Renderers Association
Cherry Marketing Institute	National Sorghum Producers
CoBank	National Sunflower Association
Colorado Association of Wheat Growers	National Wood Flooring Association
Cranberry Institute	New York Wine & Grape Foundation
Distilled Spirits Council of the United States	North American Blueberry Council
Florida Department of Citrus	North American Meat Institute
Florida Peanut Producers Association	North Dakota Grain Growers Association
Florida Tomato Exchange	North Dakota Wheat Commission
Food Export Association of the Midwest USA	Northeast Loggers Association
Food Export USA - Northeast	Northwest Horticultural Council
Fruit Growers Supply Company	Northwest Wine Coalition
Georgia Poultry Federation	Ohio Corn and Wheat Growers Association
Global Food & Nutrition, Inc.	Olive Growers Council of California
Grain and Feed Association of Illinois	Oregon Wheat Growers League
Gulf Citrus Growers Association	

Oregon Wine Board  
Oregon Winegrowers Association  
Peace River Valley Citrus Growers Association  
Softwood Export Council  
Southern Forest Products Association  
Southern U.S. Trade Association  
Sunkist Growers  
Sun Maid Growers of California  
Sunsweet Growers, Inc.  
Texas Cattle Feeders Association  
Texas Grain Sorghum Association  
Texas Wheat Producers Association  
The Popcorn Institute  
United Egg Producers  
USA Dry Pea and Lentil Council  
USA Poultry & Egg Export Council  
USA Rice Federation  
U.S. Apple Association  
U.S. Apple Export Council  
U.S. Cattlemen's Association  
U.S. Dairy Export Council  
U.S. Dry Bean Council

U.S. Hides, Skins & Leather Association  
U.S. Livestock Genetics Export, Inc.  
U.S. Meat Export Federation  
U.S. Wheat Associates, Inc.  
Valley Fig Growers  
Washington Apple Commission  
Washington Association of Wheat Growers  
Washington Grain Commission  
Washington State Fruit Commission  
Washington State Potato Commission  
Washington Winegrowers Association  
Washington Wine Institute  
Welch Foods Inc., A Cooperative  
Western Hardwood Association  
Western U.S. Agricultural Trade Association  
WineAmerica (The National Association of American Wineries)  
Wine Institute  
Wood Component Manufacturers Association  
Wyoming Crop Improvement Association  
Wyoming Wheat Marketing Commission